

October 1, 2008

Mr. Linwood J. Spindle  
Deputy Director  
Commonwealth of Virginia  
Division of Purchases and Supply  
Department of General Services  
1111 E. Broad St.  
Richmond, VA 23218-1199

**Eric Schmude**  
Senior Strategic Account Manager,  
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Pitney Bowes, Inc.  
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RE: Open Records Act Request 08/25/2008

Mr. Spindle,

Please be advised it is not necessary of you or representatives of the Division of Purchases and Supply to respond to the Open Records Act request addressed to your attention and received September 2, 2008. I have gathered the information available in eVA for transactions issued in FY' 2007 and FY' 2008 for the following vendors:

Francotyp-Postalia  
Frank Jones Mailing Equipment  
Neopost  
Hampton Roads Business Machines  
Hasler Inc.

The eVA website provides the necessary information of Commonwealth of Virginia agencies with competitive manufacturers' systems. Pitney Bowes Inc. appreciates the transparency of eVA and its ease of use.

We thank you and your team for your continued confidence in PBI and we truly value our business relationship. Please feel free to contact me if you should have a need to further discuss this matter or at any time to address other topics.

Best Regards,

Eric Schmude  
Sr. Strategic State Account Manager

cc. C. Nichols  
S. Commodore