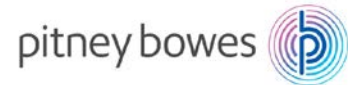


Representative Vell Placement



JANET FLORES
VICE PRESIDENT, NORTH AMERICAN SALES

Pitney Bowes has named Janet Flores as the new VP of North American Sales for the Document Messaging Technologies division. The division, which is led by President Ramesh Ratan, specializes in reliable and cost-effective printing and processing of business documents.

Ms. Flores comes to Pitney Bowes from NFI Industries, a leader in supply chain solutions, including logistics, trucking, warehousing, and distribution. At NFI, she served as the SVP of Sales for three years. During her time at NFI, she delivered \$200M in new contract revenue and achieved 15% profit growth. To improve sales, Ms. Flores doubled the size of the sales force and implemented a highly motivating sales incentive plan to focus on sales results.

Prior to her time at NFI, Ms. Flores was the SVP of Global Account Sales at Schneider National, a supply chain logistics management provider specializing in trucking and transportation. Before that, she spent four years as VP of Sales & Business Development at DHL Express. She has also held senior sales roles at RR Donnelley and Xerox.

Ms. Flores received a Bachelor of Science in Psychology from Syracuse University.

About Pitney Bowes DMT

Pitney Bowes is the world's leading provider of mailstream solutions. Their innovations have redefined industries. And today, their advanced technology and comprehensive suite of services are turning the mailstream into a profit engine for over two million businesses – from the largest global enterprise to the smallest home office. Pitney Bowes DMT provides high speed, intelligent mail and document solutions to help transactional and direct mailers achieve maximum productivity and profitability. The division offers consulting services and solutions that engineer the flow of critical business communications for high volume mail and digital document output customers.