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## **Datamax and Pitney Bowes Announce National Multi-Vendor Services Agreement**

STAMFORD, Conn., and ORLANDO, Fla., October 30, 2007 – Pitney Bowes Inc. (NYSE: [PBI](#) - [News](#)), the world's leading mailstream solutions company, and Datamax, a global leader and supplier of bar code labeling and RFID printing solutions, today announced a new agreement whereby Pitney Bowes will provide nationwide on-site maintenance services to Datamax and its U.S. network of resellers.

Under the terms of the agreement, Pitney Bowes will act as an independent services provider, offering national on-site repair and maintenance services for Datamax's full line of thermal printers. This will enable Datamax's U.S. network of resellers to offer Pitney Bowes' services and support to their end-customers, particularly large enterprise customers with challenging on-site requirements.

"Pitney Bowes is honored to be selected by Datamax to serve as a national provider of multi-vendor services for their U.S. reseller network," said Joanne Boyd, Vice President, Business Development, Multi-Vendor Services for Pitney Bowes. "We have a long-standing strategic alliance with Datamax and this agreement represents a logical extension that further strengthens our relationship. We look forward to working together to offer resellers an attractive channel program with additional margin opportunities, business development support and the ability to provide a consistent source of services with enhanced response times."

"We know that the ability to have a quality, nationwide service program is critical to helping our resellers drive strong business relationships with their customers," said John Resnik, director of Customer Care for Datamax. "This multi-year strategic alliance with Pitney Bowes provides an incremental opportunity for our partners to offer enhanced service options from a world class organization. Pitney Bowes understands the dynamics of working in a channel structure, and their outstanding service infrastructure and nationwide reach made them a logical choice to support our product sales."

Pitney Bowes is a leading provider of services for printers, copiers, multi-function devices, scanners, shredders, PCs and workstations, mailstream solutions and kiosk devices. Consisting of 1,300 A+ certified specialists, Pitney Bowes' Multi-Vendor Services offers a full range of product life cycle services including on-site maintenance services, installations, asset deployment and professional service.

**About Pitney Bowes:** Pitney Bowes is a mailstream technology company that helps organizations manage the flow of information, mail, documents and packages. Our 35,000 employees deliver technology, service and innovation to more than two million customers worldwide. The company was founded in 1920 and annual revenues now total \$5.9 billion. More information is available at [www.pb.com](http://www.pb.com).

**About Datamax:** Datamax, a subsidiary of Dover Corporation (NYSE: DOV), is a global leader specializing in the design, manufacture, and marketing of products for bar code and RFID labeling, including thermal demand printers, label, ticket and tag materials, and thermal transfer ribbons. Headquartered in Orlando, Florida, Datamax has representative offices throughout the United States and in Singapore, China, and the United Kingdom, as well as label converting and preprinting facilities in Robinson, Illinois. Datamax markets its products exclusively through a network of resellers in more than 65 countries worldwide. For more information, go to <http://www.datamaxcorp.com>.

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