



May 26, 2011

Ms. Stacy Ingalls  
Senior Procurement Officer  
Arizona Department of Administration  
State Procurement Office  
100 North 15<sup>th</sup> Avenue, Suite 201  
Phoenix, AZ 85007

RE: Solicitation ADSP011-00000411 - Mailing Equipment, Supplies and Maintenance

Dear Ms. Ingalls:

We are very pleased to have the opportunity to respond to the bid solicitation for the Western States Cooperative Alliance and the National Association of Procurement Officials and have submitted the documents and supplemental information required in the Procure.AZ.gov system.

Our reputation in the industry for providing quality products and services clearly demonstrates that an award to Bowe Bell + Howell will provide government agencies participating in the cooperative agreement, the opportunity to acquire solutions that will meet their business needs today as well as those of the future.

BÖWE BELL + HOWELL's commitment to its customers is the foundation for a strong and successful business relationship.

We look forward to your acceptance of our proposal.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark Kilgore', followed by a horizontal line.

Mark Kilgore  
Executive Vice President  
North American Sales