



May 15, 2008

Steve Kearney
Vice President, Pricing and Classification
USPS
475 L'Enfant Plaza
Washington, DC 20260

Dear Steve:

Ben Lamm told me of his conversation with you in which you indicated that Capital One cannot get an NSA like the Bank of America NSA. As I'm sure you'll understand, that places us at a competitive disadvantage to Bank of America.

We have carefully reviewed the Bank of America NSA, and we are able meet the same obligations. We are prepared to sign a new contract, that uses the identical language and terms as the Bank of America agreement with only the name, address, and mail volumes (in paragraph I.A) changed. We can make a signed copy of this contract available immediately upon request. Capital One is eager to enter into this agreement with the Postal Service, and we are ready, willing, and able to comply with its terms.

We understand that implementation of this NSA requires some lead time, making this matter particularly time-sensitive. Would you please respond by COB Monday, May 26, 2008 and we can send you the executed agreement then?

Sincerely,

David Hummelberg
Managing Vice President
Customer Self Service, US Card