

**BEFORE THE POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001**

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**Review of Nonpostal Services**

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**Docket No. MC2008-1 (Phase II)**

**DECLARATION OF PETER WRAGG IN RESPONSE  
TO PRESIDING OFFICER'S RULING NO. 5**

PETER WRAGG declares as follows:

1. As set out in my October 15, 2008 declaration in the initial phase of this proceeding, I am Vice President of Merchandising of Pitney Bowes Inc. (Pitney Bowes), and have been employed by Pitney Bowes since 2002. As Vice President of Merchandising I am responsible for Marketing, Sales, and Operations for Pitney Bowes' supplies business in the United States. I submit this declaration in response to the statements filed by the United States Postal Service and Pinpoint, LLC (Pinpoint) in support of the expansion of the Postal Service's commercial licensing authority generally, and USPS-branded postage meter supplies specifically.

2. Since Pitney Bowes first learned of the Postal Service's venture into the commercial imaging supplies business late in Phase I of this proceeding, it has opposed the expansion of the Postal Service's commercial licensing program beyond those commercial licensing activities that the Postal Service was engaged in as of January 2006.

3. This declaration addresses three issues: first, the competitive disadvantage faced by Pitney Bowes and other private sector companies forced to compete with the Postal Service in commercial markets in which the Postal Service also acts as a regulator; second, the potential for USPS-branded commercial items to mislead or confuse the public; and third, the overwhelming

and uncontradicted evidence that the private sector has the ability to meet the public need for postage meter supplies.

4. As stated in my previous declaration, in my capacity as Vice President of Merchandising, I am familiar with the Postal Service's regulatory approval process for postage evidencing systems and the performance criteria that the Postal Service has established for readability of the postage meter indicium.

5. The Postal Service's attempt in its April 3, 2009 Response to Presiding Officer's Information Request (POIR) No. 1 to suggest that it does enforce standards on postage evidencing systems and components is misleading. During the development of every new meter system, of which the meter ink is an integral component, Pitney Bowes submits a series of test meter indicia imprints on a variety of substrates. Upon information and belief, Postal Service Engineering tests these imprints for readability and fluorescence as part of its approval of the integrated system. Thus, like the approval of the system architecture, the development, review, and approval of the meter ink component of a new postage evidencing platform imposes real costs and slows the time to market for new products. This process is no different whether the system is an inexpensive system for small business use, or a high-end system for a major mailer that runs at speeds over 20,000 imprints per hour. To the best of my knowledge, every Pitney Bowes meter system, including the meter ink component, has been reviewed by the Postal Service through this process.

6. The Postal Service's dual role as regulator and competitor in the same commercial markets creates the potential for abuse and unfair competition.

7. As a competitor in the market the Postal Service has a financial stake in a USPS-branded replacement meter ink cartridge engineered to fit Pitney Bowes' installed meter base. This financial stake creates an incentive for the Postal Service to reward stasis in the market rather than new product innovation; thus, protecting the value of its license.

8. Because the Postal Service exercises regulatory authority over new meter system approvals, when Pitney Bowes develops a new meter system, which typically includes new meter ink as a component of that system, the Postal Service obtains advance notice of new product designs before any other competitor in the market. To the extent that the Postal Service uses this information to retool the USPS-branded product line it would deprive Pitney Bowes as the original equipment manufacture (OEM) the advantage of bringing a new product to market and would unfairly advantage the Postal Service relative to all other non-OEM competitors offering private label replacement products because competitors often need time to respond to new products that enter their markets.

9. As the regulator, the Postal Service also has access to confidential commercial information that no other competitor has, including information about the identity and location of every Pitney Bowes meter customer and the model numbers and meter usage data for each of these customers. The Postal Service requires Pitney Bowes to provide this information.

10. Expanding the Postal Service's commercial licensing program to "leverage" the Postal Service brand for items relating to mailing and shipping supplies also presents a unique and significant potential for confusion among the mailing public.

11. Typical past Postal Service commercial licenses of which I am aware focused on promotional purposes (i.e., novelty items, logo apparel, and toys). As explained in the sworn statements filed by Gary Thuro and Deputy Postmaster Donahoe, an important purpose of these commercial licensing services is to promote the Postal Service “brand.” *See* Thuro Stmt., at 3-4 (Nov. 17, 2008); Donahoe Stmt., at 8 (Jun. 23, 2008). Few consumers purchasing a coffee mug with a Postal Service logo or hosiery or clogs or some other novelty item or apparel would be led to believe that the quality of the product (e.g., the quality of the ceramic mug), is somehow enhanced because it is marked with a Postal Service logo.

12. In contrast, commercial licensing relating to mailing and shipping supplies in many cases does not serve such a promotional purpose, but rather suggests a unique approval or ownership relationship that enhances the perceived quality of a USPS-branded item related to mailing and shipping services – the Postal Service’s area of expertise. Mr. Thuro says in his affidavit that the Postal Service brand is intended “offer[] some measure of reassurance that [the item] meet[s] the Postal Service’s standards for durability, legibility, and quality.” Thuro Suppl. Stmt., at 5 (Jan. 30, 2009).

13. To the extent the consumer believes the product they are purchasing is a Postal Service product they will be misled. Attached as library reference (PB-LR-1) is a USPS-branded replacement meter ink cartridge. The branding, packaging, and marketing of this product would likely mislead most consumers to believe that it is in fact a Postal Service product.

14. The Postal Service has not introduced any evidence to suggest that the USPS-branded ink (manufactured in China) that Clover Technologies is licensed to sell on its behalf is any different from any other private label postage meter ink that Clover sells. And, upon information and belief, the standard Postal Service licensing agreement has an indemnity clause to protect the Postal Service from any claim as to the quality or warrantability of the ink. Unlike the novelty items discussed above, a consumer would reasonably expect that USPS-branded mailing and shipping supplies is a superior product. Thus, the likelihood that consumers will be misled is a significant concern that is unique to those situations where the Postal Service licenses its brand to commercial items related to mailing and shipping services.

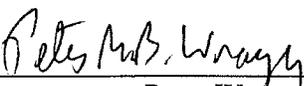
15. Based on my review of the statements in the record, the Postal Service has failed to make any showing that the private sector does not have the ability to meet the public need for postage meter supplies; nor could it do so.

16. Postage meter customers looking to purchase postage meter ink may choose among many national, household name office supply stores (e.g., Office Depot, Office Max, Staples, etc.) and hundreds of office supply web-sites featuring dozens of generic and private label postage meter replacement ink cartridges. Exhibit 1 provides a non-exhaustive list of retail stores, web sites, and private label postage meter replacement ink cartridges. Accordingly, access to postage meter supplies and the ability of the private sector to meet the public need for meter ink supplies cannot credibly be contested.

17. Contrary to the suggestion in the January 29, 2009 Pinpoint affidavit that there is no cross-competition between Pitney Bowes and other OEMs for postage meter supplies, *see* Hooker Decl., at 2 (Jan. 29, 2009), Pitney Bowes, FrancoTypPostalia, and Neopost / Hasler all sell competitor products through their dealer networks. For example, please see [www.mailingmadeeasy.com](http://www.mailingmadeeasy.com).

18. Mr. Thuro's affidavit states that USPS-branded mailing and shipping supplies will enhance "easy access to the mails." Thuro Suppl. Stmt., at 5. But the Postal Service has not stated that it is making postage meter supplies available through any new distribution channels and I am not aware of any. Attached as Exhibit 2 are pictures of a Postal Service product display. The Postal Service is simply competing among the same distribution vehicles within the same market. As shown in Exhibit 1, access to postage meter supplies and, therefore, access to the mails is being adequately served by the private sector.

I, Peter Wragg, declare under penalty of perjury that, to the best of my knowledge, the foregoing is true and correct. Executed in Shelton, Connecticut on May 11, 2009.

  
Peter Wragg

# **EXHIBIT 1**



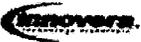
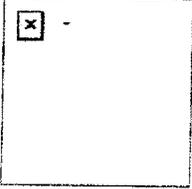
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### Search for meter ink

Search:

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SKU	Description	Our Price	Brand
 IVR1769	<u>1769 (7690) Ink Cartridge, Red</u> ... send. Standard US Postal fluorescent red ink provides high-clarity meter markings on a variety of envelope media. Formulated for ...		 Innovera
 IVR7671	<u>Postal Meter Thermal Transfer Cartridge Ribbon for Pitney Bowes, Black, Two/Pack</u> Category: Mailroom & Packing Materials » Equipment » Postal <b>Meter Ink</b> Cartridges » Innovera Thermal Ribbon. Basic Item Information. ...		 Innovera
 IVR300R	<u>300R (7650) Ink Cartridge, Red</u> ... Pitney Bowes DM200, DM300 and DM400, Postal <b>Meter</b> , 300R, Pitney, Bowes, Personal, Postage, <b>Meter</b> , DM200, DM300, DM400, Innovera, <b>Ink</b> , Cartridge, Pitney Bowes ...		 Innovera
			
 IVR7935	<u>7935 (7935) Inkjet Cartridge, Red</u> ... INNOVERA, Pitney Bowes DM100i, DM200L and P700, Postal <b>Meter</b> , 7935, Pitney, Bowes, DM100i, DM200L, P700, Postage, <b>Meter</b> , Innovera, <b>Ink</b> , Cartridge, Pitney Bowes ...		 Innovera
	<u>7970 (7970) Inkjet Cartridge, Red</u> ... Legacy Description: INK,PB POSTMETER 7970,RD		

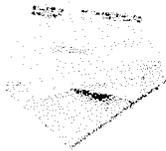


IVR7970

Keywords: Cartridge, Ink Cartridge, INNOVERA, Mailroom, Mailroom Equipment, Postal Meter, Red, 7970, Pitney, Bowes ...



Innovera



PMC05204

Postage Meter Double Tape Sheets for Neopost & Pitney Bowes, 150/Pack

... excellent ink absorption for high-quality printing. Guaranteed to meet OEM equipment specifications. Global Product Type: Labels; Label Type: Postage Meter; ...



PM Company



PMC05203

Neopost Postage Meter Single Tape Strips, 1-5/8 x 5-1/2, 300/Box

... excellent ink absorption for high-quality printing. Guaranteed to meet OEM equipment specifications. Global Product Type: Labels; Label Type: Postage Meter; ...



PM Company



CSOTR18BU

Disc Title Printer Thermal Ink Ribbon Cartridge for Casio CW50/75/100/More, Blue

... Tags & Stamps » Label Makers » Tapes, Labels, Ribbons » Casio Thermal Ink Ribbons for ... Mask: 5/13/08 Catalog Publishing Type: Printer/Postal Meter Color(s) ...



Casio



CSOTR18SR

Disc Title Printer Thermal Ink Ribbon Cartridge for Casio CW50/75/More, Silver

... Stamps » Label Makers » Tapes, Labels, Ribbons » Casio Thermal Ink Ribbons for ... Catalog Publishing Type: Printer/Postal Meter Color(s): Silver Global Product ...



Casio



CSOTR18BK

Disc Title Printer Thermal Ink Ribbon Cartridge for Casio CS85/CWE60, Black

... Tags & Stamps » Label Makers » Tapes, Labels, Ribbons » Casio Thermal Ink Ribbons for ... Mask: 5/13/08 Catalog Publishing Type: Printer/Postal Meter Color(s) ...



Casio

USPE700 Inkjet Cartridge, Red

... Standard USPS fluorescent red ink provides high quality meter markings on a variety of envelopes. Smooth installation means less mess, higher efficiency. ...



United States Postal Service



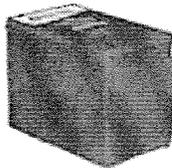
UNPUSPE700



UNPUSP500



UNPUSP1000



UNPUSPP700



ZBR5049BK22045

USP500 Inkjet Cartridge, Red

... The specially formulated ink meets USPS requirements for fluorescence. Smooth meter operation helps you stay efficient and productive. ...



United States Postal Service

USP1000 Inkjet Cartridge, Black

... This economical compatible cartridge is consistent and reliable. Quality ink offers resistance to smudging and bleeding. Keeps your meter operating smoothly. ...



United States Postal Service

USPP700 Inkjet Cartridge, Red

Category: Computer Hardware, Supplies & Data Storage » Printer Supplies/Accessories » Ink Jet Supplies/Cartridges ... Keeps your meter operating smoothly. ...

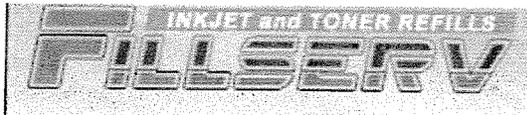


United States Postal Service

Fax Thermal Transfer Cartridge Ribbon, Black

... & Data Storage » Printer Supplies/Accessories » Thermal Transfer/Solid Ink Printer Supplies ... Catalog Publishing Type: Printer/Postal Meter Global Product Type ...





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- .: Continuous Ink Systems
- .: Ink Refill Mailers

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- .: Bulk Toner
- .: Toner Accessories
- .: Toner Chips and Fuses

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##### PAPER

- .: Photo Paper
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- .: CD / DVD Repair
- .: DVD Cases

##### ELECTRONICS

- .: USB Pen Drives
- .: USB Watch Drives
- .: MP3 Sunglasses
- .: MP3 Watch
- .: Digital Cameras
- .: Other Electronics

##### PRINTERS

##### REFILL COMPONENTS

Postage Ink Cartridges for Pitney Bowes, Neopost and Hassler personal postage meters.



**FrancoTyp Postalia 51.0019.5301.00 compatible ribbon for T-1000 and OptiMail - 3 pack**  
Item #: PC-FP-T1000

[more details](#)

Sale Price:



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Item #: PC-PB-6201

[more details](#)

Sale Price:



**Compatible 620-9 Postage Tapes for Pitney Bowes DM100i, DM200L, Personal Post, E700, E707, K700, mailstation 2, K7M0**  
Item #: PC-PB-620-9C

[more details](#)

Sale Price:



**Compatible 765-0 Fluorescent Red ink - Pitney Bowes DM200, DM300, DM400 Red Ink Cartridge compatible**  
Item #: PC-PB-765-0C

[more details](#)

Sale Price:



**NuPost 765-0 Fluorescent Red ink - Pitney Bowes DM200, DM300, DM400 Red Ink Cartridge compatible**  
Item #: PC-PB-7650

[more details](#)

Sale Price:



**Compatible 765-3 Fluorescent Red ink - Pitney Bowes DM200i, DM300i, DM300L, DM400i, DM400L, 1P00 Red Ink Cartridge compatible**  
Item #: PC-PB-765-3C

[more details](#)

Sale Price:





**NuPost 765-3 Fluorescent Red ink - Pitney Bowes DM200i, DM300i, DM300L, DM400i, DM400L, 1P00 Red Ink Cartridge compatible**  
Item #: PC-PB-7653

**Sale Price:**



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**NuPost 765-9 Fluorescent Red ink - Pitney Bowes DM300c, DM400c, DM450c, 3C00, 4C00, 5C00 Red Ink Cartridge compatible**  
Item #: PC-PB-7659

**Sale Price:**



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**Compatible 767-S (767-1) Red Ribbon Cassette - Pitney Bowes B700 compatible cartridge**  
Item #: PC-PB-767-1C

**Sale Price:**



[more details](#)



**NuPost 767-S (767-1) Red Ribbon Cassettes (2 pack) - Pitney Bowes B700 compatible**  
Item #: PC-PB-7671

**Sale Price:**



[more details](#)



**NuPost 768-1 Black ink (2 pack) - Pitney Bowes E300, U701, U702, U703 Black Ink Jet Cartridge compatible**  
Item #: PC-PB-7681

**Sale Price:**



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**Compatible 769-0 Fluorescent Red ink - Pitney Bowes E700, E707, G700 Personal Post Red Ink Jet Cartridge compatible**  
Item #: PC-PB-769-0C

**Sale Price:**



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**NuPost 769-0 Fluorescent Red ink - Pitney Bowes E700, E707, G700 Personal Post Red Ink Jet Cartridge compatible**  
Item #: PC-PB-7690

**Sale Price:**



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**Compatible 793-5 Fluorescent Red ink - Pitney Bowes DM100i, P700, DM200L Red Ink Cartridge compatible**

Item #: PC-PB-793-5C

[more details](#)

**Sale Price:**



**NuPost 793-5 Fluorescent Red ink - Pitney Bowes DM100i, P700, DM200L Red Ink Cartridge compatible**

Item #: PC-PB-7935

[more details](#)

**Sale Price:**



**Compatible 797-0 Fluorescent Red ink - Pitney Bowes K700 Red Ink Cartridge compatible**

Item #: PC-PB-797-0C

[more details](#)

**Sale Price:**



**NuPost 797-0 Fluorescent Red ink - Pitney Bowes K700 Red Ink Cartridge compatible**

Item #: PC-PB-7970

[more details](#)

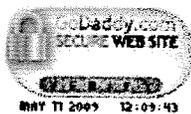
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769-0

**Pitney Bowes 797-0**



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**Pitney Bowes 767-1**



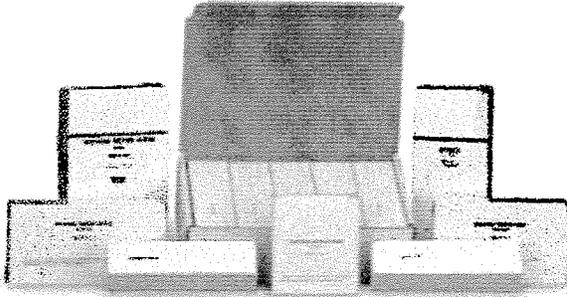
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Will fill Pitney Bowes 601-0, 601-7 ,601-9, 603-1, 603



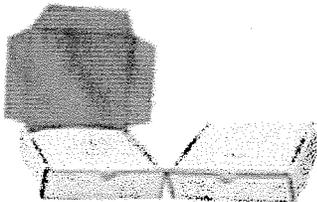
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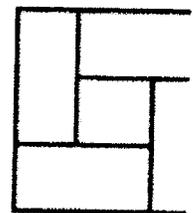


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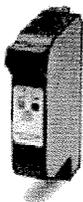


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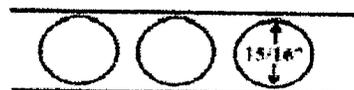
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**Postage Tape** for use in

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- [Ascom Hasler<sup>®</sup>](#)
- [Neopost<sup>®</sup>](#)
- [Postalia<sup>®</sup>](#)

**Postage Ink** for use in

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- [USPS Brand for Pitney Bowes<sup>®</sup>](#)
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**Shipping & Parcel**

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- [Shipping Labels](#) - for parcel manifest systems
- ["Click & Ship"<sup>®</sup> Labels](#)
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Includes data processing, file folder, and many other popular office labels

# TIGERSEAL<sup>®</sup> PRODUCTS

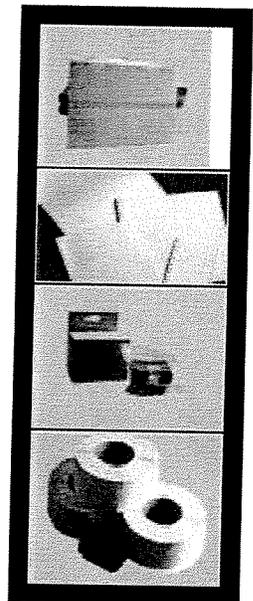
## Postal Supplies

Accepted for use by the United States Postal Service

compatible with [Pitney Bowes<sup>®</sup>](#) -  
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**Postage Meter Ink**  
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Featuring  Brand Postage Ink for Pitney Bowes

You can quickly find what you're looking for in postage supplies using the links on the left side of the page.  
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**TIGERSEAL® PRODUCTS sales & service** has over 25 years of experience in the mail and packaging industry. Our products can be found in over 11,000 companies and organizations across America. From Fortune 500 companies, to government agencies, to home based businesses, we have proven that you can purchase quality POSTAGE METER SUPPLIES and save money.

**TIGERSEAL®** sales' replacement postage meter supplies meet or exceed all United States Post Office standards.

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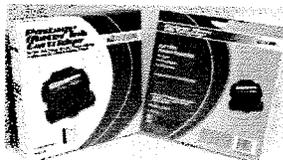
For over 26 years **TIGERSEAL PRODUCTS®** sales and service has provided quality postage meter supplies at a fraction of the cost. You'll find our postage meter tape and postage meter ink equal or superior to what you have been using. We guarantee it.

Please Note: All postage tape and ink prices INCLUDE free shipping. While other companies may offer similar prices ask what the add-on fee for shipping is before you purchase.

Our POSTAGE METER TAPE features a permanent adhesive combined with an ultra smooth white smudge proof facestock for superior performance. All postage tape packs are moisture proof shrink wrapped for long shelf life and to prevent moisture damage and contamination. If you have a Pitney Bowes®, Ascom Hasler®, Neopost® or Postalia® Postage Meter, our postage tapes will provide superior performance at a lower cost.

Our POSTAGE METER INK complies with ALL U. S. Post Office and machine manufacturer specifications.

Tigerseal® Products now features United Sates Postal Service® brand premium ink cartridges for the following Pitney Bowes® Mailing machines:



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- E700 Series (Ref 769-0)
- DM525-DM550-DM575 (Ref. 620-1)
- DM200-DM300-DM400 (Ref. 765-0)
- DM200L-DM300i-DM300L-DM400i-DM400L-1POO (Ref. 765-3)



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postal meter ink



postal meter ink



### postal meter ink

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22

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**Inkjet Print Cartridge for Pitney Bowes Postmeter 7970 (797 0 compatible) Red (IVR7970)**  
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**Ink Cartridge for Pitney Bowes Personal Post Office E700/E707 Postal Meter, Red**  
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**Postal Meter Ink Cartridges Equipment Mailroom & Packing Materials**



**Sealed NuPost Ctg300r Postal Meter Ink Cartridge Red**

**Postal Meter Ink Cartridges - NuPost® Ink Cartridge for Pitney Bowes® Personal Post Office**  
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INNOVERA Postal Meter Ink Cartridges



Innovera® 7671 Postal Meter Ink Cartridges Mailing Equipment Black, Two/Pack



Ink Cartridge for Pitney Bowes Personal Post Office™ E700/E707 Postal Meter, Red (IVR1769) Category: Postal Meter Ink Cartridges

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Item #: IVR1769. Ink Cartridge for Pitney Bowes® Personal Post Office™ E700/E707 Postal Meter Red Customers also search for: Discount Ink Cartridge for Pitney Bowes Personal Post Office™ E700/E707 Postal Meter, Red, Buy Ink Cartridge for Pitney Bowes Personal Post Office™ E700/E707 Postal Meter, Red, Wholesale Ink Cartridge for Pitney Bowes Personal Post Office™ E700/E707 Postal Meter, Red, 686024176992, Postal Meter Ink Cartridges



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IVR7671 - Postal Meter Thermal Transfer Cartridge Ribbon for Pitney Bowes Black Two/Pack IVR 7671 IVR7671 INNOVERA



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UNP Postal Meter Ink Cartridges



**Thermal Ribbon for Pitney Bowes Postperfect B700 Postal Meter IVR 7671**  
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IVR7671 - INNOVERA Postal Meter Ink Cartridges Equipment IVR7671 Thermal Ribbon for Pitney Bowes Postperfect B700 Postal Meter IVR 7671



**Postal Meter Thermal Transfer Cartridge Ribbon for Pitney Bowes, Black, Two/Pack**  
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> Postal Meter Thermal Transfer Cartridge Ribbon for Pitney Bowes, Black, Two/Pack



**Ink Cartridge for Pitney Bowes DM100i, DM200L and P700 Postal Meters**  
Ink Cartridge for Pitney Bowes® DM100i, DM200L and P700 Postal Meters



**Innovera Ink Cartridge for Pitney Bowes DM100i, DM200L and P700 Postal Meters**



**IVR1769 - Ink Cartridge for Pitney Bowes Personal Post Office E700/E707 Postal Meter**  
Ink Cartridge for Pitney Bowes Personal Post Office E700/E707 Postal Meter



**Ink Cartridge for Pitney Bowes Personal Post Office E700/E707 Postal Meter - IVR1769**





USPS Postage Meter Red Ink Cartridge #USPK700 (Replaces Pitney Bowes #797-0 and #797-Q)  
United States Postal Service  
For use with Pitney Bowes mailStation series postage meter. Replaces #797-0 and #797-Q.



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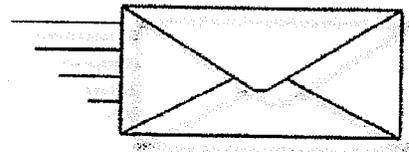
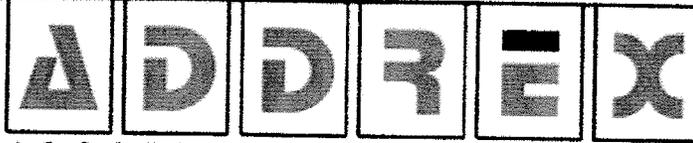
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Addresser supplies Genuine OEM Pitney Bowes postage meter ink cartridges and ribbons.



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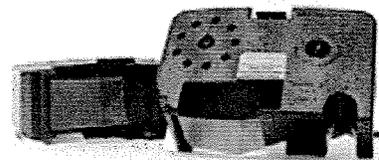
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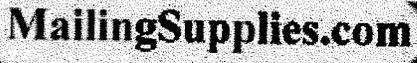
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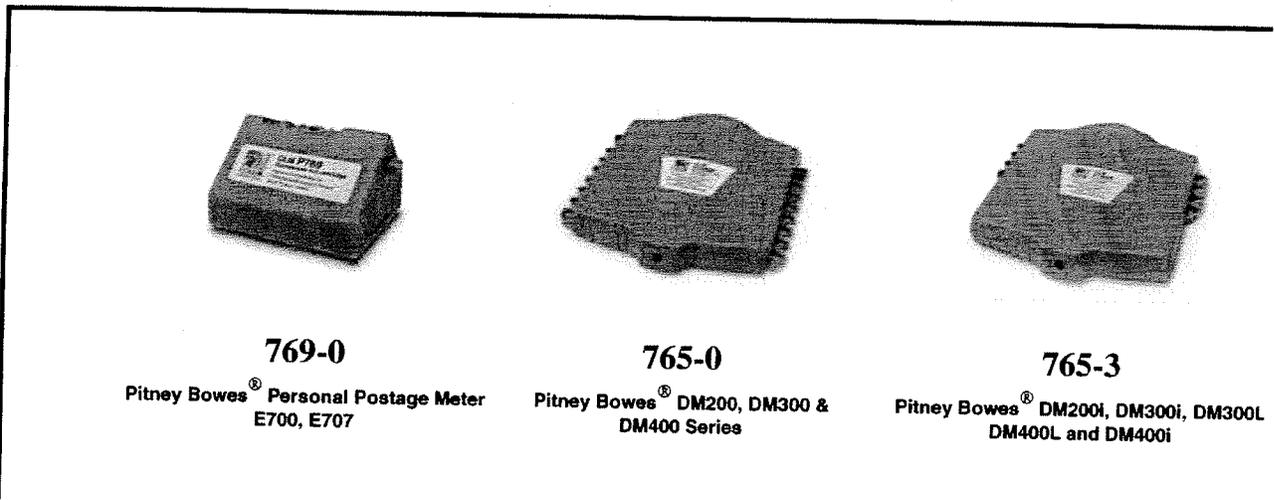
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## Pitney Bowes® Compatible Meter Cartridges & Ink

### Postage Meter CARTRIDGES & INK HERE

FOR PITNEY BOWES® COMPATIBLE METER

The postage meter Ink we sell is water-based emulsion fluorescent ink. It is safe to use, guaranteed not to separate clean & shine machine maintenance by 50%, dries faster on wider range of printing surfaces, and comes out of cl



OEM #	Pitney Bowes® Machine Compatibility
621-1	for use with Pitney Bowes® DM500, DM550 NEW
769-0	for use with Pitney Bowes® Personal Postage Meter E700, E707
765-0	for use with Pitney Bowes® DM200, DM300 & DM400 Series
765-3	for use with Pitney Bowes® DM200i, DM300i, DM300L, DM400L and DM400i
766-8	for use with Pitney Bowes® DM800, DM800i, DM 900, DM1000
767-1	for use with Pitney Bowes® PostPerfect B700 Series

793-5	for use with Pitney Bowes® DM100i®/DM200L™ L/P700 Digital Desktop Mailing System DM100 TEMP OUT OF STOCK
797-0	K700 Series Compatible Red Ink Cartridge for use with Pitney Bowes® Mailstation™ K700 Digital Postage Meter



**793-5** TEMP OUT OF STOCK

Pitney Bowes® DM100i®/DM200L™ L/P700 Digital Desktop Mailing System DM100



**797-0**

K700 Series Compatible Red Ink Cartridge  
Pitney Bowes® Mailstation™ K700 Digital Postage Meter

DM800, DM1

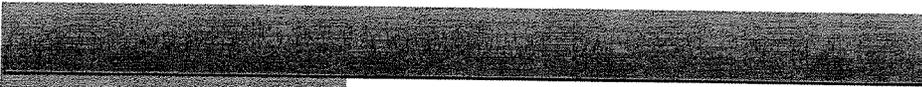
**Red Postage Meter Ink Cartridge**  
for Paragon Models E100 & U100

3 Cartridges E/U100-  
INK



Compares to Pitney Bowes® part #626-3

Bottled Meter Ink	Mini QUAN
<p><b>Red Postage Meter Ink</b> 101 W RED is for Short and Medium Applications/used in 5400, 5500, 5600, 6100, R150, U560, U570, etc. Compares to Pitney Bowes part® # 609-0</p>	4 Bo 8 oz.
<p><b>Red Postage Meter Ink</b> 103 W RED is for Short and Medium Applications/used in 5400, 5500, 5600, 6100, R150, U560, U570, etc. Compares to Pitney Bowes part® # 609-0</p>	4 Bo 4 oz.
<p><b>Red Postage Meter Ink</b> 102 RED O is for Long Running Applications ONLY 102 W RED is for Short and Medium Runs/used in 5400, 5500, 5600, 6100, R150, U560, U570, etc. Compares to Pitney Bowes part® # 609-0</p>	2 Bo 16 oz
<p><b>Black Postage Meter Ink</b> used in 5400, 5500, 5600, 6100, R150, U560, U570, etc. Compares to Pitney Bowes part® # 609-3</p>	2 Bo 16 oz



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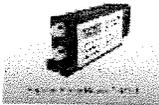
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OEM Part #	CL Part #	Pitney Bowes Machine Compatibility	Actual Customer
621-1 	MPR6211 	Compatible Red Ink Cartridge Pitney Bowes® 621-1 Replacement For Machine Series: DM500, DM550	10%
766-8 	MRP7668 	Compatible Red Ink Cartridge (formerly 620-1) For Machine Series: DM800, DM800i™, DM900, DM1000	10%
797-0 	MRP7970 	Compatible Red Ink Cartridge Pitney Bowes Mailstation™ K700 Digital Postage Meter	56%
793-5 	MRP7935 	Compatible Red Ink Cartridge Pitney Bowes DM100i™ / P700 / DM200L Digital Mailing System Secap DP100 / DP200	67%
769-0	MRP7690	Compatible Red Ink Cartridge Pitney Bowes Personal Post™ Postage Meter E700 / 707 / G700	34%



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**3-Pack Special (793-5)**



(3) Compatible Postage Meter Inks for Pitney Bowes DM100, DM200 (793-5). USPS approved red fluorescent ink. \*\*Click on picture for price.

**OEM Pitney Bowes Ink Cartridge 621-1**



OEM Pitney Bowes Ink Cartridge 621-1 for the DM400 , DM500 series Mailing Systems. 66 MI. Up to 11,000 impressions.\*\*Click on picture for price.

**OEM PITNEY BOWES INK CARTRIDGE 766-8**



**Recycled Cartridge for Pitney Bowes DM400,DM500,DM550 (621-1)**



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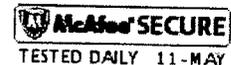
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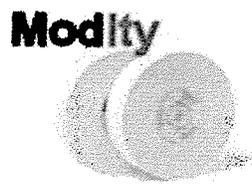
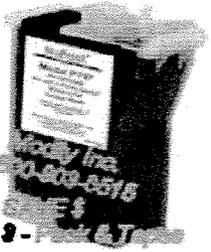
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A769-3 Pitney Bowes #769-3		<b>Red Ink Jet Cartridge 3 Pack *best value*</b> For Use In Pitney Bowes Personal Post™ Postage Meter E700 - E707 G700	3 pack <b>That's only Each!</b>	Special Offer: 40 FREE Pinwheel Postage Tapes W/ Order
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	<b>AVE21448</b> Neat-Flo 2oz Bottle Inker, Black [ details ]	EA	Carters		
	<b>IVR1769</b> 1769 (7690) Ink Cartridge, Red [ details ]	EA	Innovera		
	<b>UNPUSPE700</b> USPE700 Inkjet Cartridge, Red [ details ]	EA	USPS		
	<b>IVR7671</b> Postal Meter Thermal Transfer Cartridge Ribbon for Pitney Bowes, Black, Two / Pack [ details ]	PK	Innovera		

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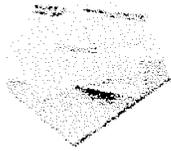
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EA USPS



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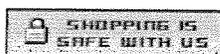
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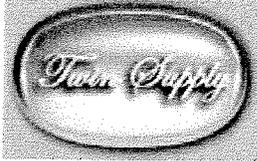
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	A1015C	Compatible Red Ink Cartridge used in DM200™ / DM300™ / DM400™ Series Machines compares to Pitney # 765-0 ( Each Yields approx. 7,000 Impressions w/o Ad ) ( 1 Compatible Cartridge / Box ) PB # 765-0	1 Box		
	A1057C	Compatible Red Ink Cartridge used in DM200i™ / DM300i™ / DM300L™ / DM400i™ / DM400L™ Series Machines compares to Pitney # 765-3 ( Each Yields approx. 8,000 Impressions w/o Ad ) ( 1 Compatible Cartridge / Box )	1 Box		
Image Not Available	A1125C	Compatible Red Ink Cartridge used in DM300™c / DM400™c Series Machines ( 1 Compatible Cartridge / Box ) 765-9 ( Each Yields approx. 8,000 Impressions w/o Ad )	1 Box		
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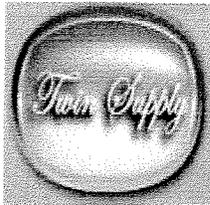
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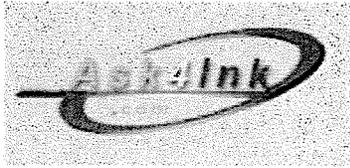
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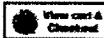
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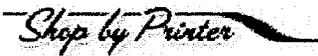
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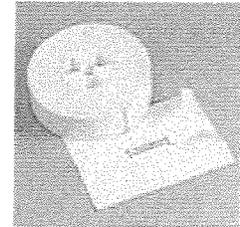


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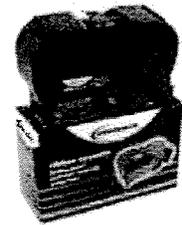
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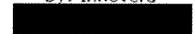
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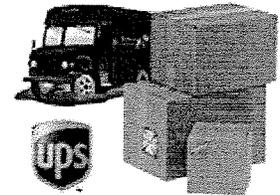
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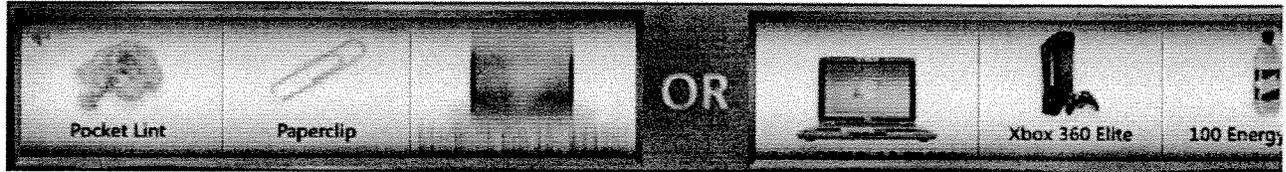
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<p><b>Supply Type</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Ink Cartridge (81)</li> <li><input type="checkbox"/> Ink Tank (41)</li> <li><input type="checkbox"/> Ink (52)</li> <li><input type="checkbox"/> Inkjet Cartridge (737)</li> <li><input type="checkbox"/> Laser Cartridge (215)</li> <li><input type="checkbox"/> Print Cartridge (54)</li> <li><a href="#">View More</a></li> </ul> <p><b>Colors</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Black (532)</li> <li><input type="checkbox"/> Color (39)</li> <li><input type="checkbox"/> Cyan (185)</li> <li><input type="checkbox"/> Light Cyan (40)</li> <li><input type="checkbox"/> Light Magenta (40)</li> <li><input type="checkbox"/> Magenta (187)</li> <li><a href="#">View More</a></li> </ul> <p><b>Device Types</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> Fax (46)</li> <li><input type="checkbox"/> Inkjet Printer (789)</li> <li><input type="checkbox"/> Laser Printer (441)</li> <li><input type="checkbox"/> Multifunction Inkjet Printer (57)</li> <li><input type="checkbox"/> Multifunction Laser Printer (29)</li> <li><input type="checkbox"/> Solid Ink Printer (77)</li> </ul> <p><b>Ink Yield</b></p> <ul style="list-style-type: none"> <li><input type="checkbox"/> 1.2 mL per sq ft (100)</li> </ul> <p><b>Page-Yield</b></p>	<table border="1"> <tr> <td data-bbox="673 218 803 346"></td> <td data-bbox="876 218 1266 399"> <p><b>6211 Inkjet Cartridge</b>                      [Black]                      From: Innovera  <a href="#">See More 6211 Inkjet Cartridge</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 218 1515 325"> <p>Item #: <b>I</b>                      Usually <a href="#">SF</a>  <a href="#">Free Ship</a></p> </td> </tr> <tr> <td data-bbox="673 409 803 546"></td> <td data-bbox="876 409 1266 630"> <p><b>Permanent Adhesive Postage Meter Labels</b>                      [1-1/2 x 2-3/4, White, 160/Pack]                      From: Avery  <a href="#">See More Permanent Adhesive Postage Meter Labels</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 409 1515 525"> <p>Item #: <b>A</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p> </td> </tr> <tr> <td data-bbox="673 640 803 777"></td> <td data-bbox="876 640 1266 829"> <p><b>Self-adhesive Postage Labels</b>                      [White, 160, 1-1/2 x 2-3/4 Labels per Pack]                      From: Universal  <a href="#">See More Postage Labels</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 640 1515 756"> <p>Item #: <b>U</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p> </td> </tr> <tr> <td data-bbox="673 840 803 976"></td> <td data-bbox="876 840 1266 1081"> <p><b>Postage Meter Labels For Personal Post Office E700</b>                      [Personal Post Office e700, 1-3/16 x 6, White, 60/Pack]                      From: Avery  <a href="#">See More Postage Meter Labels For Personal Post Office</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 840 1515 955"> <p>Item #: <b>A</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p> </td> </tr> <tr> <td data-bbox="673 1092 803 1228"></td> <td data-bbox="876 1092 1266 1270"> <p><b>Innovera 7653 P400i Inkjet Cartridge</b>                      [Standard-Yield, Red]                      From: Innovera  <a href="#">See More 7653 p400i Inkjet Cartridge</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 1092 1515 1207"> <p>Item #: <b>I</b>                      Usually <a href="#">SF</a>  <a href="#">Free Ship</a></p> </td> </tr> <tr> <td data-bbox="673 1281 803 1417"></td> <td data-bbox="876 1281 1266 1501"> <p><b>Nupost Replacement Ink Cartridge For Pitney Bowes Personal Post Office</b>                      From: Image Excellence  <a href="#">See More Nupost Replacement Ink Cartridge For Pitney Bowes Personal Post Office</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 1281 1515 1396"> <p>Item #: <b>C</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p> </td> </tr> <tr> <td data-bbox="673 1512 803 1648"></td> <td data-bbox="876 1512 1266 1732"> <p><b>Stamp Affixer For Self-adhesive U.s. Postage 100-stamp Rolls</b>                      From: Premier  <a href="#">See More Stamp Affixer For Self-adhesive U.s. Postage 100-stamp Rolls</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 1512 1515 1627"> <p>Item #: <b>P</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p> </td> </tr> <tr> <td data-bbox="673 1743 803 1879"></td> <td data-bbox="876 1743 1266 1921"> <p><b>Ez Postage Dvd Mailers</b>                      [7-3/4 x 5-3/4, 5 mailers per pack]                      From: United Facility Supply  <a href="#">See More Ez Postage Dvd Mailers</a>  <input type="checkbox"/> Compare</p> </td> <td data-bbox="1380 1743 1515 1879"> <p>Item #: <b>U</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a>  <a href="#">SHOP GRE</a></p> </td> </tr> </table>		<p><b>6211 Inkjet Cartridge</b>                      [Black]                      From: Innovera  <a href="#">See More 6211 Inkjet Cartridge</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>I</b>                      Usually <a href="#">SF</a>  <a href="#">Free Ship</a></p>		<p><b>Permanent Adhesive Postage Meter Labels</b>                      [1-1/2 x 2-3/4, White, 160/Pack]                      From: Avery  <a href="#">See More Permanent Adhesive Postage Meter Labels</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>A</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p>		<p><b>Self-adhesive Postage Labels</b>                      [White, 160, 1-1/2 x 2-3/4 Labels per Pack]                      From: Universal  <a href="#">See More Postage Labels</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>U</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p>		<p><b>Postage Meter Labels For Personal Post Office E700</b>                      [Personal Post Office e700, 1-3/16 x 6, White, 60/Pack]                      From: Avery  <a href="#">See More Postage Meter Labels For Personal Post Office</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>A</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p>		<p><b>Innovera 7653 P400i Inkjet Cartridge</b>                      [Standard-Yield, Red]                      From: Innovera  <a href="#">See More 7653 p400i Inkjet Cartridge</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>I</b>                      Usually <a href="#">SF</a>  <a href="#">Free Ship</a></p>		<p><b>Nupost Replacement Ink Cartridge For Pitney Bowes Personal Post Office</b>                      From: Image Excellence  <a href="#">See More Nupost Replacement Ink Cartridge For Pitney Bowes Personal Post Office</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>C</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p>		<p><b>Stamp Affixer For Self-adhesive U.s. Postage 100-stamp Rolls</b>                      From: Premier  <a href="#">See More Stamp Affixer For Self-adhesive U.s. Postage 100-stamp Rolls</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>P</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a></p>		<p><b>Ez Postage Dvd Mailers</b>                      [7-3/4 x 5-3/4, 5 mailers per pack]                      From: United Facility Supply  <a href="#">See More Ez Postage Dvd Mailers</a>  <input type="checkbox"/> Compare</p>	<p>Item #: <b>U</b>                      Usually <a href="#">SF</a>  <a href="#">Eligible for</a>  <a href="#">SHOP GRE</a></p>
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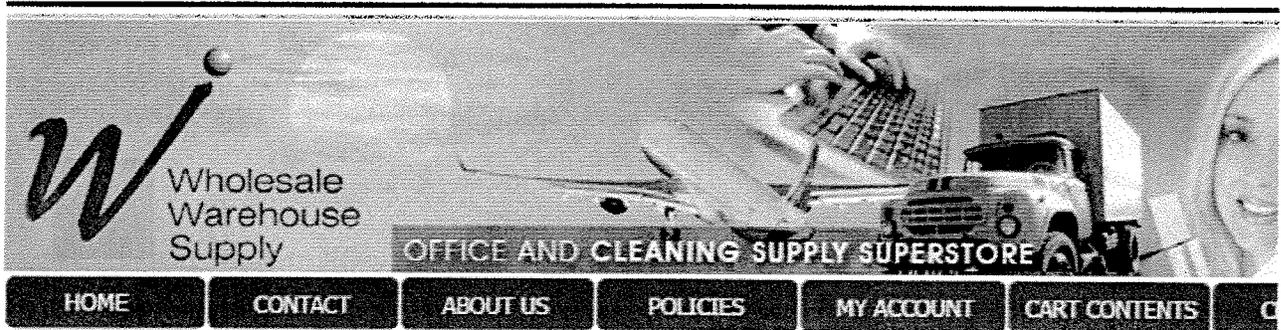


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**Postal Meter Thermal Transfer Cartridge**  
**Ribbon for Pitney Bowes, Black**  
 INO-7671  
 Innovera



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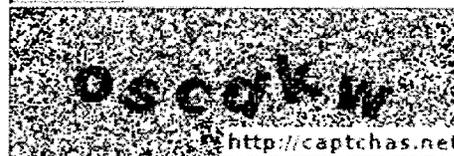
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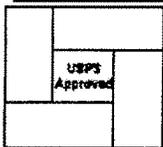
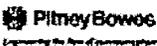
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<p><b>SAVE THOSE OLD INK CARTRIDGES!</b></p> <p><b>THEY ARE WORTH MONEY!</b> Hasler - Neopost Pitney Bowes</p> <p><b>EMAIL US FOR DETAILS!</b></p> <p>OFFICE PRODUCTIVITY HEADQUARTERS</p>	<p>Thank you for visiting <b>MailingMadeEasy.com</b>. Offering a variety of postage meter supplies <b>Hasler</b> , <b>Francotyp- Postalia</b>, <b>Neopost</b> and <b>Pitney Bowes</b>, we strive to be the very best in meter supplies on the web. Our knowledgeable staff will make every attempt to answer any and get your meter supplies to you as quickly and inexpensively as possible. If you don't see what you need please contact us. We pride ourselves on bringing you the best postage meter supplies possible. We hope you found the postage meter supplies you were looking for. <b>Thanks for your business!</b> please visit often to see what new items we've added to help you save time, money and</p> <p><b>A Note About our Ink Cartridges</b></p> <p>Mailing Made Easy works hard to bring the best pricing, selection and choice to our customers. Remanufactured ink cartridges are needed to fill those needs. Please be assured that all remanufactured are done so to the highest standards. Once the used cartridge passes inspection, it is then emptied and cleaned using a state-of-the-art reverse osmosis water filtration system. The cartridges are filled with USPS approved fluorescent ink specially formulated for the inkjet market. Each cartridge is then tested in vacuum chambers to ensure they are ready to be shipped. Please note that th</p>			

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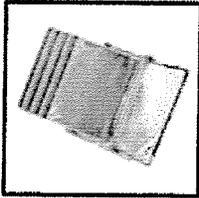
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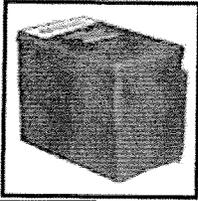


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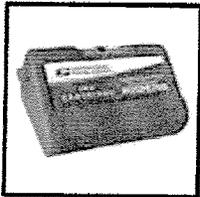
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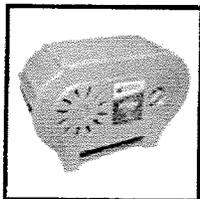
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- Item# UNPUSPP700
- Brand United States Postal Service
- Compatible cartridge saves you money. Resistance to smudging and bleeding means your envelope will arrive in good condition. Keeps your meter operating smoothly. Global Product Type: Inks & ...



Each

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- **USPE700 Inkjet Cartridge, Red** 
- Item# UNPUSPE700
- Brand United States Postal Service
- This compatible inkjet cartridge offers superior quality at an economical price. Standard USPS fluorescent red ink provides high quality meter markings on a variety of envelopes. Smooth installation ...



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• **USP1000 Inkjet Cartridge, Black** 

- Item# UNPUSP1000
- Brand United States Postal Service
- This economical compatible cartridge is consistent and reliable. Quality ink offers resistance to smudging and bleeding. Keeps your meter operating smoothly. Global Product Type: Inks & Toners; ...



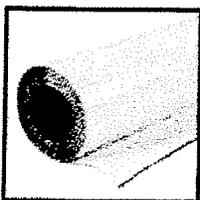
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• **USP500 Inkjet Cartridge, Red** 

- Item# UNPUSP500
- Brand United States Postal Service
- Clear, smudge-free metering. The specially formulated ink meets USPS requirements for fluorescence. Smooth meter operation helps you stay efficient and productive. Global Product Type: Inks & ...



Roll

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Qty

• **445420009 Double Matte Film Paper for 9800/TDS800 Printers, 36in x 150` Roll** 

- Item# OCE4454200009
- Brand Oce
- 3 mil polyester film coated on both sides that is designed to work with the Oce 9800 and the Oce

\$17.01

Box

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• **Neopost Postage Meter Single Tape Strips, 1-5/8 x 5-1/2, 300/Box** 

- Item# PMC05203
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- Nonsmear, premium paper with excellent ink absorption for high-quality printing. Guaranteed to meet OEM equipment specifications. Global Product Type: Labels; Label Type: Postage Meter; Label Size - ...



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• **7970 (7970) Inkjet Cartridge, Red** 

- Item# IVR7970
- Brand Innovera®
- Use Innovera: Get quality printing at a cost-effective price. Delivers secure, smudge-free printing for your sensitive document needs. This cartridge reduces both mess and downtime. Global Product ...



Pack

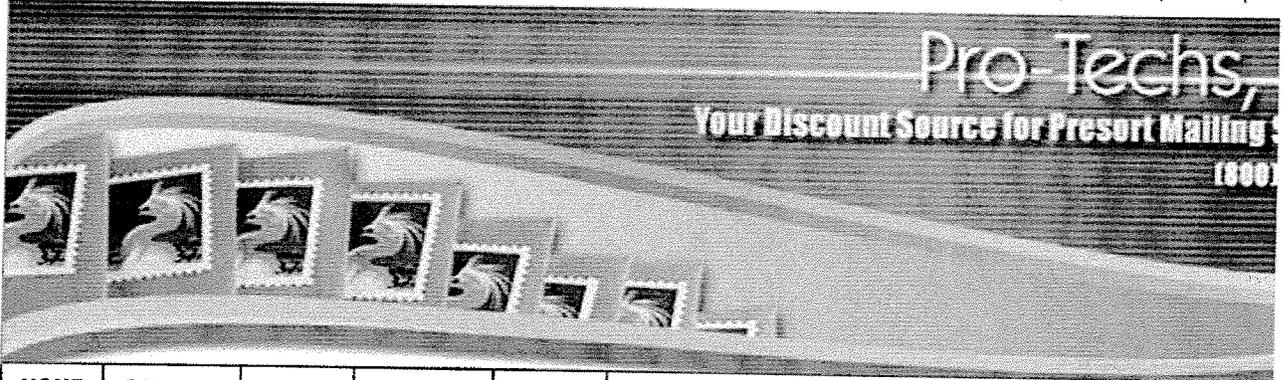
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• **7671 Compatible Postal Meter Thermal Transfer Cartridge Ribbon, 2/Pk, Red** 



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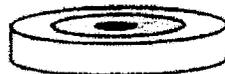
**Product Code**

P9100 Ink Roller Red Ink For 9100 Meter Series	12 Rollers Per Carton	1-23 rollers	24+ rollers	
PACKAGING: 12 rollers in plastic jars with screw locking caps per case.				

Compares to: Neopost part # 7448380-08  
For use in: Neopost model #s 3000, 9165, 9180, Performer & SM94

P9512-9212 Ink Roller Red Ink For 9512 & 9212 Meters	16 Rollers Per Carton	1-5 rollers	6-15 rollers	16-48 rollers
PACKAGING: 16 rollers in plastic jars with screw locking caps per case.				

Compares to: Neopost part # 7454801-08  
For use in: Neopost model #s 9212 & 9512 3 lbs.  
Carton



P9100



P9512-9212

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101 W RED

Specs:

### Red Postage Meter Ink

*1/2 Pt. (8 fl. Oz.)*

Plastic Bottles/case: 12

Case weight: 8 lbs

Packaging: Clear, shock-resistant bottles with funnel spouts & lock caps

102 W RED

Specs:

### Red Postage Meter Ink

*1 Pt. (16 fl. Oz.)*

Plastic Bottles/case: 16

Case weight: 19 lbs

Packaging: Clear, shock-resistant bottles with funnel spouts & lock caps

103 W RED

Specs:

### Red Postage Meter Ink

*1/2 Pt. (4 fl. Oz.)*

Plastic Bottles/case: 10

Case weight: 4 lbs

Packaging: Clear, shock-resistant bottles with funnel spouts & lock caps

PP-105 Inkjet

Specs:

### Red Postage Meter Ink Composite Cartridge

Packaging: 2 Cartridges per set

Sold: Set of 2

Weight: 3 lbs.

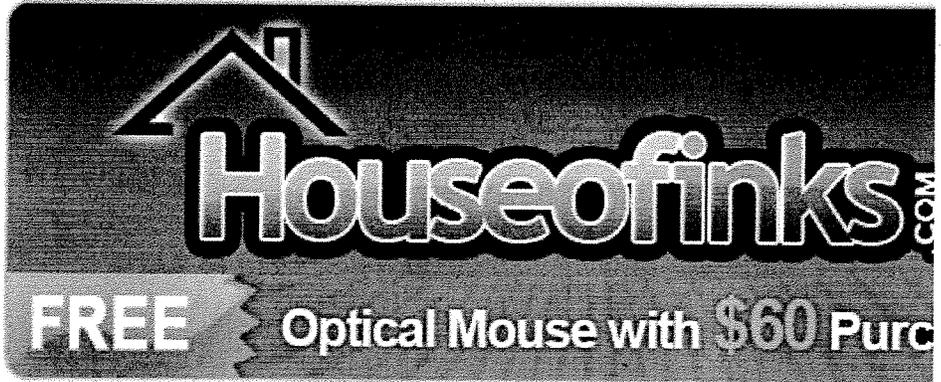
For use in: Hasler Power Post & Neopost IJ 105 meters.

VFD-88 Black

Specs:

### Black Postage Meter Ink Cartridge

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" Compatible Red Ink Cartridge Pitney Bowes DM 200i™/DM300i  
PitneyBowes765-3 ...

■ **Digital Mailing System DM200/DM300/DM400 (765-0)**



Compatible Red Ink Cartridge Pitney Bowes 765-0 DM200™/DM300™  
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■ **Postage Meter E700/707/G700 (LCP7690) 769-0**



Compatible Red Ink Cartridge 769-0 Pitney Bowes Personal Post  
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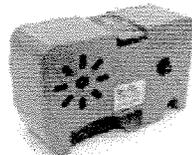
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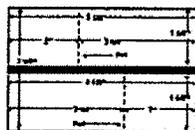
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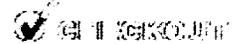
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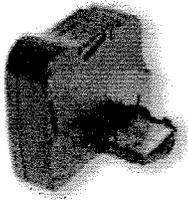
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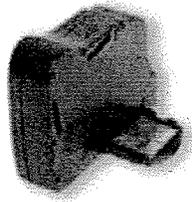
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MI-102-W-BLACK		<p><b>Pitney Bowes Style Black Postage Meter Ink</b>                      Clear, shock resistant bottles with bunnel spouts and lock caps. Our Fluorescent Postage Meter Ink is the first on the U.S. market to use water emulsion technology. This postage meter ink is safe to use, guaranteed not to separate or leak for one year, reduces normal clear and shine machne maintenance by 50%, dries faster on a wider range of printing surfaces, and comes out of clothes without staining.</p>
MI-102-W-BLUE		<p><b>Pitney Bowes Style Blue Postage Meter Ink</b>                      Clear, shock resistant bottles with bunnel spouts and lock caps. Our Fluorescent Postage Meter Ink is the first on the U.S. market to use water emulsion technology. This postage meter ink is safe to use, guaranteed not to separate or leak for one year, reduces normal clear and shine machne maintenance by 50%, dries faster on a wider range of printing surfaces, and comes out of clothes without staining.</p>

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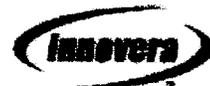
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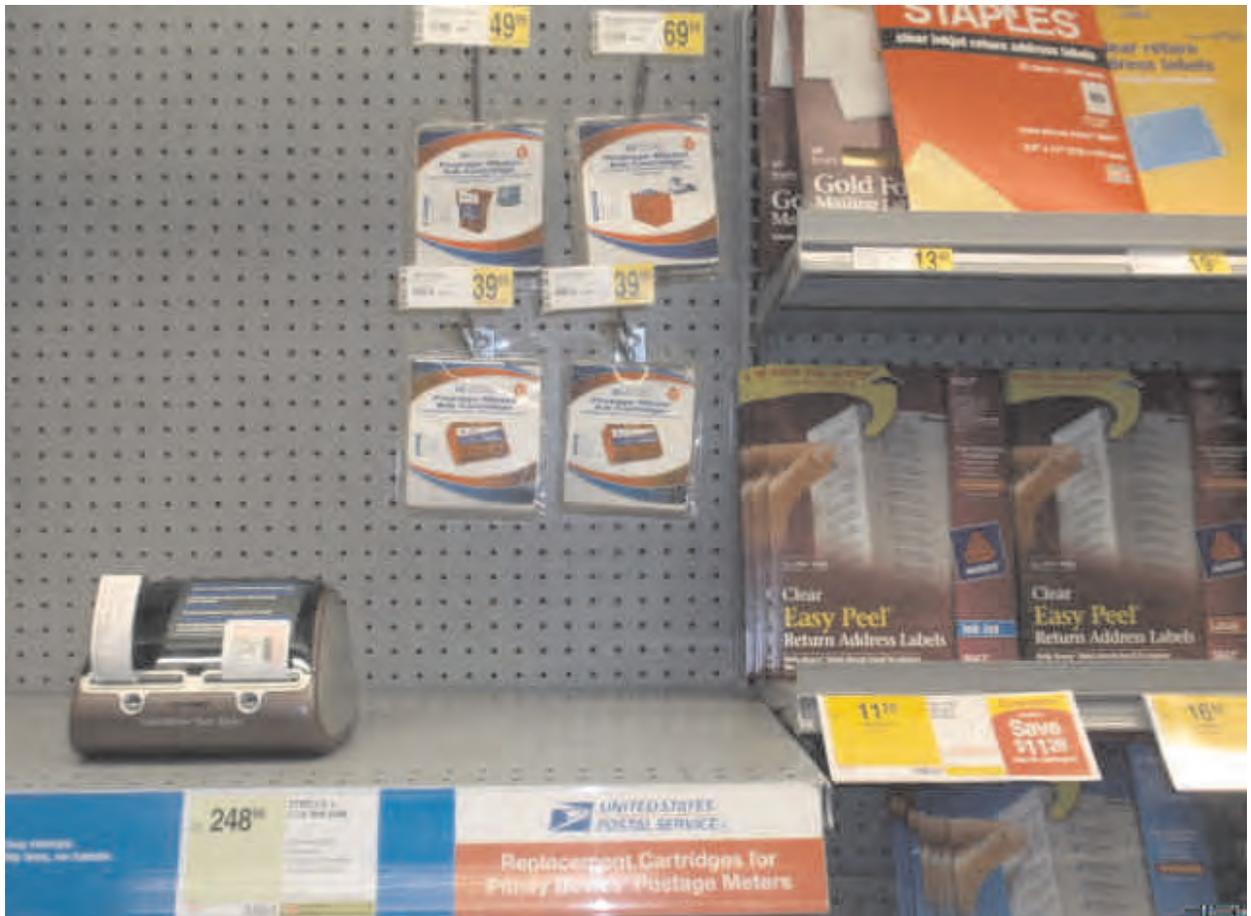
# **EXHIBIT 2**





Ex. 2-2





Ex. 2-4