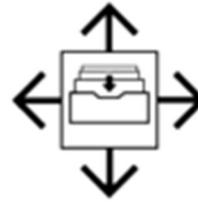


# Testimonial

Fred Smallhoover  
Co-Owner and VP of Sales  
Pittsburgh Mailing



“When we were evaluating ink jet equipment for our company, we looked at our options very carefully. We found the Xerox Rialto superior to the alternatives. It is well built and can handle the “punishment” that a company like ours can give it.

We had some “bugs” to work out in the beginning. There was definitely a learning curve for us and also for our technician who worked to meet our requirements. As we ramped up, we have found the equipment does what Xerox said it would.

Now we are focused on sales and marketing our new capabilities. We are very happy that Xerox has provided us with Business Development services. They brought in Joe Rickard and Intellective Solutions. We are learning a lot.

We had not sat down in some time to look at our sales program. In the past we have done it all from advertising to direct mail to telemarketing.

Now is a good time to take a fresh approach. We are putting a new plan in place with the help of Intellective Solutions and Xerox Business Services. We are ready to launch in January and look forward to a great 2020.

Pittsburgh Mailing’s value proposition is:

*“Pittsburgh Mailing has been providing our clients with superior quality and attention to detail in our mailing campaigns for nearly four decades.*

*Our experience has garnered us the reputation of the one stop shop for all things mail related. Whether you are looking to expand your local business with Every Door Direct Mailer campaign, or trying to streamline your transaction mail, we have solutions for all your postal needs.*

*Pittsburgh Mailing will help you navigate the tricky world of postal regulations.”*