



Fellow Property Management Companies:

When we were confronted by the US Postal Service to handle single-point mail delivery, we assumed the responsibility by our staff. Since that time 2 ½ years ago, our leasing office staff has handled this burden for us. Although Postal Solutions marketed us on a regular basis, we believed our costs were lower than the pricing they offered.

Week by week, we delivered the mail, but the local US Postal Service began to point out our delivery errors and at one point asserted that the Postal Inspection Service would be issuing penalties if we did not properly manage mail delivery. Staying open to receive the mail on Saturdays presented us with a cost and staffing burden we did not want. Additionally, large amounts of mail had to be reconciled each day and we were responsible for delivering packages to residents. Mail delivery is not our business and the opportunity cost of leasing apartments versus delivering mail by our staff was too great.

Postal Solutions worked out a rate for their service that approximated our costs, and after managing the mail on our own since August 2000, we contracted with them early this year. In fact, they were able to re-fit locks, re-label our boxes, and begin service within 72 hours of my call to them.

Postal Solutions now handles daily mail distribution for our properties in Tampa and Gainesville, Florida, and Raleigh and Chapel Hill, North Carolina. Because Postal Solutions is willing to follow us to our future developments, we will contract with them wherever The Davis Companies manage student-housing properties.

Please call me if I can further explain the benefits of contracting with Postal Solutions, I am available at (352) 472-3952.

Thank you.

A handwritten signature in black ink, appearing to be 'S. Matthews', enclosed within a circular scribble.

Steven Matthews,
Student Housing Supervisor