

## **FP Mailing Solutions is Postage Meter Manufacturer of Choice for New Jersey USDA Office**

It was early last year and Helene Toner, the Contract Program Manager for the USDA Rural Development office for the State of New Jersey was preparing for the USPS postage increase scheduled to take place within a couple of weeks.

“We were desperate for a new postage meter and scale,” said Toner. “Our machine was over 10 years old and the chips were no longer available to upgrade the equipment,” Toner said. After obtaining bids from mailing solutions providers on the General Services Administration (GSA) schedule, as required, Toner selected FP Mailing Solutions JetMail Concorde. FP’s postage meters are on the new United States GSA program listed under the GSA contracts number GS-25F-0035M.

“The FP JetMail Concorde looked like the best solution at the time and it was,” said Toner. “We selected JetMail over other postage meters based on price, speed and features. The sealed ink cartridge was a feature that was a big factor in our decision because a number of other meters required us to pour the ink,” Toner said.

With 30 people using the machine it was critical that the USDA had a postage meter that was reliable and easy to use. “We not only got a great machine, but all of our staff was thoroughly trained by the dealer on how to use it and educated about ways we could save on postage costs,” said Toner. FP’s JetMail is the only business-class mailing system that uses vertical feeding. The machine is also IBIP approved. In addition, JetMail automatically feeds, weighs, seals and applies the appropriate postage to each piece of mail, regardless of size and shape.

Not only has the USDA been pleased with their mailing machine, but the service has been superb, as well. “The service provided by Diane Pucci, of TMC/COMPCO, the local dealer in Voorhees, New Jersey, has been fantastic,” said Toner. “If we have questions, or a problem arises, Diane has been able to work with me over the phone. She is very responsive and very knowledgeable about the product. “TMC/COMPCO has gone beyond the call of duty with regard to service. We recently moved our offices and on very short notice they came out and picked up our machine and reinstalled it at the new location. Our mail room was never down because they were so efficient,” concluded Toner.

FP Mailing Solutions was the first manufacturer whose postage meters were United States General Services Administration (GSA) program approved. FP Mailing Solutions and its dealers are exclusively able to provide federal government offices and agencies with total mailing solutions to meet all their mailroom needs, including postage meters, select scales, folders, inserters, addressors, labelers, conveyors, tracking and shipping software and more. Procurement officers can access FP’s postage meters and other mailing equipment directly via [www.gsa.gov](http://www.gsa.gov).

*The USDA Rural Development Office is a lending agency for single and multi-family housing, business and community development, and infrastructure in rural areas. For more information, visit [www.usda.gov](http://www.usda.gov).*

*TMC/COMPCO is a locally owned and managed full service supplier of shipping and mailing equipment products, toner supplies and various other office equipment, with two locations in the tri-state area. The company is dedicated to maintaining customer satisfaction and believes that the most significant aspect of a business relationship is the formation of a dynamic partnership with their clients. For more information contact Diane Pucci at 856/768-3516.*

*With U. S. headquarters in Addison, IL, Francotyp-Postalia (FP Mailing Solutions) is a world-class mailroom solutions provider, meeting the needs of small, mid-sized and large organizations. FP is known for its technologically advanced equipment, superior customer service and excellent pricing. For more information, visit [www.fp-usa.com](http://www.fp-usa.com).*