



East Carolina Farm Credit

www.farmcredit.org

"A Customer-Owned Business"

May 1, 2007

Regency Office Products
5505 Creedmoor Road
Raleigh, NC 27612

To Whom It May Concern:

This letter is written to recommend Regency Office Products to assist with your office supply needs. We have worked with Regency for eight months and have experienced the benefits of their expertise in the office supply industry. The following are some of the reasons that Regency has set itself apart from our previous office supply vendor:

- Provide a centralized, customized web based platform with re-order templates for each branch location
- Full training of each branch's ordering employee
- Real time reporting and budgetary data available
- A single monthly invoice that is pre-coded and electronically interfaced
- Purchasing oversight control with predetermined reconciliation
- Personal customer service representative - all questions handled immediately
- Monitored spending trends to recommend cost effective alternative
- Same day service available for emergencies
- Brian and Jason are always available to provide continual support and training sessions to each branch's contact

By utilizing Regency's overall consultative approach, automated technology, and expertise in supply chain management, we have refocused our staff on our most important resource, our customers. Please feel free to have any potential customers contact me directly. I would be more than happy to address any questions or concerns that they may have. We have been pleased with their service.

Sincerely,

David W. Corum
Senior Vice President – Finance
East Carolina Farm Credit



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