

FEBRUARY 16, 2007

ANNOUNCEMENTS:

Our newest member, Gwen McMillan of VIP Concierge Travel & Event Management, attended her first meeting. Gwen handles travel agency bookings, specializing in corporate training and contest events, and also with special needs travelers. Gwen can be contacted at 410-329-6124 and [Gwen@VIPConciergeTravel.Com](mailto:Gwen@VIPConciergeTravel.Com). Let's all welcome Gwen, and starting thinking of business opportunities we can share with her.

President Paul Minch mentioned the idea of a group camping trip this summer, which a number of members have expressed interest in, so let's see who might like to do that. Paul also informed us that everything is resolved with G&G Catering, and that they and we are both very happy to see a productive relationship continue. We should also think of our new member, Richard Intner, as tax time is coming up, and many people may need a first rate accountant.

Ron Harman alerted the group about an event occurring at The Sheraton in Towson on Thursday March 1 between 5:30 and 8:00 at which Maryland Telephone will be participating, which involves IT and communications issues for the medical profession and industry, that we all may be interested in for business opportunities in assisting the Health Care Industry.

SPEAKER:

Our speakers today were Matt Enoch and Martha Schober of Enoch Mailing Solutions, a subsidiary of Enoch Office Equipment, Inc. Enoch Mailing Solutions is primarily going after current Pitney-Bowes customers. Believing they can save anywhere from 40 to 50 % over their current costs, they are even offering to buy out the remaining contracts with Pitney-Bowes, in one example writing a check for \$7000, to bring on clients, for whom they think they can save significant money. Their case study example was a client for whom they took costs from \$480 a month to about \$350, a client that had been with Pitney-Bowes for 28 years, and was the client that they paid \$7000 to pay off their remaining contract with Pitney-Bowes. Matt said that any client with 1-2 years or less on Pitney-Bowes contract would be a firm that they would be interested in paying off the contract to sign the client. Martha Schober, formerly with Pitney-Bowes, described how they offer a German designed meter that is very quiet, and can be set-up to automatically add postage to the meter. She told of their cartridges, which will last longer than Pitney-Bowes cartridges, which are set to time out after 6 months, even if not empty.

The camping blanket was won by Nick Tsottles because he had the only folder with Martha's card in it. The 50/50 ( really 100/0) was won by Rick Donovan.

