

RE: USPS Congressional Hearings

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Washington, DC 20515

Dear Rep. :

Five years ago, I started a business, DigiStamp, to sell what I call an “e-TimeStamp.” We’ve grown and added high tech jobs in north Texas.

Well, the Postal Service has decided my idea was on target—they’ve just introduced a direct competitor, which they call the “Electronic Postmark.”

As you can imagine, I’m not too happy about this. On a level playing field, I could surely beat the USPS. ***My product is clearly superior. But I don’t have the implied legal standing and governmental backing of the USPS, not to mention their sales pitch of federal postal inspectors and special federal laws backing them.***

I understand that Congress is conducting hearings about such USPS behavior. ***I’m glad Congress finds disturbing the USPS’s new-found habit of entering directly into competition with private enterprise. I’d like to put my two cents in***—well, considerably more than two cents; over the years, my team and I have invested years of our lives and our investor’s money into building this market so you can imagine our concern.

We are a successful company, and we pay taxes and create jobs in the US high-tech sector. It is important that companies investing in economic growth know that they will be allowed to compete fairly in the marketplace. We did file a formal complaint with the Postal Rate Commission.

Many other respected groups have expressed their deep concerns about the Postal Service’s forays into electronic commerce. Do we really want technological innovation to be left to the USPS? Do we want the ***investors and our best minds afraid to develop new business*** for fear that the government will step in and take over?

Our story about competing with the USPS is located at our public web site here:

<http://www.digistamp.com/usps.htm>

Let me add one thing: As if it weren’t bad enough that the USPS is poaching on the entrepreneur’s territory, you might want to know that they have done it in partnership with Microsoft, and Microsoft shrewdly set up the USPS product so that users must buy the latest version of Microsoft’s expensive “Office” suite.

Do you really think that’s right? ***Bundling a USPS product with sales of Microsoft products?***

Thank you, again, for your advice.

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