



Western Union Electronic Mail, Inc.
1651 Old Meadow Road
McLean, VA 22102

Ms. Elizabeth Feinler
SRI INTL.
333 Ravneswood Avenue
Menlo Park, CA 94025

Dear Ms. Feinler,

If the mass mailing demands of your company are turning your data processing equipment into a printing plant, Western Union has the solution with E-COM™ (Electronic Computer Originated Mail).

With E-COM from Western Union, all you do is create the letter and provide the addresses. Western Union takes care of the printing, customizing, addressing, and mailing. Your computer/printer will no longer be tied up for extended runs and you'll be relieved of the headaches of form and envelope inventory, mailroom hassles, processing and scheduling.

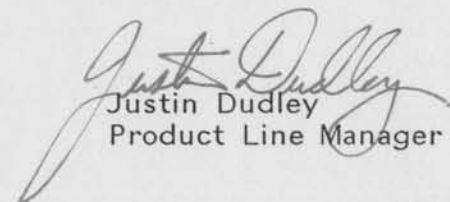
Your own computer or communicating terminal can be used for high speed, direct input to Western Union of letter text and mailing list. Alternatively, you can deliver a computer tape or hard copy of your text and mailing list to your Western Union representative.

You can begin using E-COM starting now with absolutely no investment required on your part. No new machines. No new people. No waiting in line for delivery of a little black box...and a big reduction in paperwork! E-COM is simple to use, and very cost efficient. E-COM provides an electronic shortcut which assures delivery in 2 days or less.

Enough said. Please read the enclosed brochure. Then give us a call at the toll free number shown on the back of the brochure or use the business reply card. We'll be happy to explain how E-COM can make better use of your data processing equipment and capabilities.

In fact, we're so sure that E-COM from Western Union is right for your business that we will give you a 10 percent discount on your first mailing if done by August 15. So don't delay. Act now and let E-COM from Western Union give your mail an electronic headstart.

Yours truly,


Justin Dudley
Product Line Manager