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October 15, 2003

Mr. J. Michael Honkomp
Director Major Accounts Sales
Electronic Systems Protection, Inc.
517 North Industrial Drive
Zebulon, NC 27597

Dear Michael,

Ricoh's Technology Solutions Center is pleased to extend a non-exclusive endorsement letter to Electronic Systems Protection, Inc. for its family of Digital Power Filters and power protection products.

ESP's power protection products are recommended for use with Ricoh manufactured products (Ricoh, Savin, Gestetner, and Lanier brands) and we encourage our Dealers and Direct operations to include them with all new machine installations. We will be distributing a Service News and Information Bulletin to all servicing locations.

This endorsement is subject to cancellation at our discretion.

Electrical disturbances on alternating current (AC) lines, network cables and telephone lines can hamper the performance of microprocessor-based systems. These disturbances can cause incremental service calls and ultimately result in reduced equipment life and decreased service contract profitability.

In the connected environment, ESP's Digital Power Filter product line, provides a combined solution for AC, phone and network connection protection. The digital technology of copier, printer and multi-function systems makes ESP's power protection products an invaluable part of our sales and service effort.

We believe that ESP's Power Quality Solutions will assist our Business Units, Branches and Dealers to increase profitability, enhance productivity and improve customer satisfaction.

Sincerely,



Roger Portner
National Manager,
Office Products Support Division
Technology Solutions Center
Ricoh Corporation