



June 20, 2018

Yost is pleased to announce we have joined the Pacific Office Automation family. We are also pleased to announce all of our employees are staying on including Mike Ehlers, the owner of Yost Business Systems and all technicians, admin and sales people you have come to know over these many years. The employees are getting better benefits including better health insurance. You will notice our technicians driving company cars if they choose. Pacific will bring additional product lines including IT services, Voice over IP, Mailing systems and many more products and more vendor choice. We will continue to be a Kyocera and Ricoh family dealer. We can now take care of more of your office needs. As a customer, you will still call the same number and talk to a real person located right here in Eastern Idaho. All of your current contracts and pricing are still valid and we will maintain the standards of service you have come to expect and desire. We are not perfect but we will continue to work so all of us are pleased with the end result.

Pacific Office Automation is the largest independent office automation equipment dealer in the United States with headquarters in Portland, Oregon. As a company, POA takes pride in their business motto which is local ownership, local empowerment, and community involvement. POA believes the best way to service local clients is to be a local company, that is why in each of the 22 locations, local people respond, local people make decisions and local people make sure the customer is happy and thriving.

Thank you for your friendship and loyalty to Yost for these many years. As our industry has been going through a lot of consolidation in the past few years. it has become an increasing concern for Yost to stay competitive, take care of our customers, our employees, and for Yost to have a transition into the future. We believe this will be a win for you and we thank you again being a loyal Yost customer.

Please reach out to any Yost employee with your concerns or thoughts. We want to continue to serve you.

Sincerely,

Michael D. Ehlers

President

Yost Business Systems

Doug Pitassi

President

Pacific Office Automation

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