

THE DOCUMENT COMPANY

XEROX

September 12, 1995

Mr. Peter Michle
PERFORMAX Sales and Marketing Group Inc.
200 Ronsan Drive
Suite 608
Rexdale, Ontario
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Dear Peter,

I would like to take this opportunity to formally recognize you and your staff for the excellent sales territory planning workshops you lead at the Xerox Multivendor Services National Sales Managers and Sales Professionals Meetings.

The strategy underlying the "For Sales Managers Only" and the "For Sales Professionals Only" sessions represents a new direction for Xerox MVS, and you and your staff delivered the training in an informative, relevant, and easily understandable manner. The high energy and sense of humour demonstrated by your staff made the presentation a pleasure to participate in.

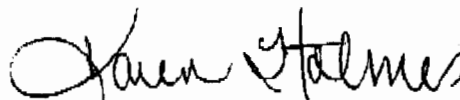
The meeting participants felt the workshops were "valuable" and the territory planning process was described as an "important tool". Meeting participants were asked to evaluate the FSMO and FSPO sessions, and the sessions were ranked an average score of 4.2 out of 5. Congratulations and excellent work!

Peter, the information and concepts you and your staff promoted will prove to be extremely valuable tools Xerox MVS will use to further solidify our leading position in the multivendor services market in Canada. We look forward to working with you again in the future.

Sincerely,



Derek Merlees
National Competitive Sales Manager
Manager
Multivendor Services Division



Karen Holmes
National Marketing & Operations
Manager
Multivendor Services Division

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