

Memo

*Henry / Doreen / Susan
cc: Associates
Congrats on your great
results for 99/00. The entire
team had a great year and
you three lead the way!
continued success in 00/01.
Chuck
00/05/29*

To: Admail Sales Agents
From: Robert W. Hall
Subject: 1999/2000 Revenue Results
Date: May 24, 2000
CC: Hugh Burgess, Rick Lehmann, Chuck Scarfone

On behalf of the Admail Sales Agent Program, it is my pleasure to share the sales/revenue results for 1999/2000 fiscal year. Admail Sales Agents sold, deposited and paid for 198,466,846 pieces of Unaddressed Admail generating more than \$14.1M in revenue.

Congratulations to Henry Tse as the top Admail Sales Agent for this time period. Henry deposited and paid for 12,037,430 pcs of Unaddressed Admail generating \$846,544 in revenue.

Second place was Doreen Droski, who sold, deposited and paid for 739,420 pcs of Unaddressed Admail generating \$739,420 in revenue dollars.

Closely behind in 3rd place was Susan Patton generating \$717,097 in revenue. The following is the breakdown:

<u>Area</u>	<u>Volume</u>	<u>Revenue</u>
GTA	113,643,543	\$8,081,246
Huron/Rideau	<u>84,823,303</u>	<u>\$6,020,294</u>
Total	198,466,846	\$14,101,540

Starting immediately, I have accepted a project assignment with CPC retail division, working for Bob Forsey, GM of retail. This assignment will be for approximately 2 months in duration working at various postal station outlets throughout GTA. I am hopeful that this assignment will lead into a full-time position within our retail operations.

I would like to thank all of you for your splendid support this past 5 years. From my perspective, it has been most rewarding and satisfying to be part of such an exceptional sales team. I have seen all of you put forth that extra effort needed for success and it has not gone un-noticed by myself and others at Canada Post Corporation!

Congratulations and keep up the great work!