



October 19, 2005

Mr. Mike Fitzgerald
The Performance Group
2186 Eastman Avenue
#104
Ventura, CA 93003

Dear Mike:

Congratulations on your outstanding performance in the 3rd quarter of 2005!

The 3rd quarter of 2005 was exceptional for The Performance Group. The tremendous success you've experienced selling Xerox products in the 3rd quarter of 2005 shows your dedication to satisfying your customers' requirements and raising your productivity. We applaud The Performance Group for excellent 3rd quarter 2005 performance and urge you to continue on course to become a Gold Club Member!

Each year we recognize dealers who have had an outstanding year and have exceeded their expectations. At the end of 2005, dealers who have exceeded their full year expected sales volume by 125% will become members of our Gold Club. Members will receive a plaque that can be proudly displayed at their dealership.

2005 will continue to be an exciting year with new Xerox products to sell. Every contact with a customer is an opportunity -- make it powerful by sharing the features, benefits and value of Xerox brand products. We encourage you to continue to set 2005 performance goals high as you reach for the Gold!

Good Selling!

A handwritten signature in black ink that reads 'Tim'.

Tim Malcolm
Director, Dealer Operations
North American Dealer Channel

c: Joe Marovic
Charlie Sinnen