



September 2, 2008

Submission to Canada Post Corporation Strategic Review Panel

Re: Canada Post – Printing & Letter Shop Services

I am writing this letter with the utmost concern on how Canada Post has gone from being a supplier to my company to becoming a competitor as well.

We are a letter shop production facility that creates, prints, and processes direct mail pieces. We do everything up to the mailing stage: we then deposit the mail at Canada Post for delivery to Canadian addresses across the country.

Over the past few years Canada Post has opened letter shop facilities in some of the main plants throughout Canada including Vancouver. They now offer database services, printing, folding and inserting services (the same services we offer).

As Canada Post has access to all our customer data (through the mailing statements we are forced to fill out for each mailing) I consider this a blatant **conflict of interest**. They have the opportunity to pick and chose which of our customers they pursue. They have typically gone after the larger volume more regular and more lucrative accounts.

I strongly ask that Canada Post **NOT** be allowed to continue this unfair business practice.

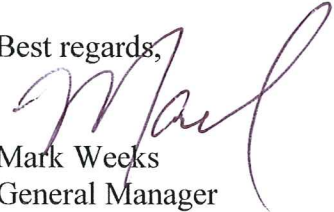
If Canada Post is allowed to compete unfairly with our industry I would suggest that you allow us to compete with Canada Post by:

- Allowing us access to all Canada Post customer mailing information including volumes, frequencies, weight of packages, dollars spent on postage, contact information, permits held, and contracts signed with Canada Post.
- Allow us to compete with Canada Post on Domestic Letter Mail delivery in Canada.

I truly do not want to compete with Canada Post on these issues, but I do feel that if they are allowed to compete with us unfairly that we should be allowed to compete with them.

I appreciate your serious consideration to this issue.

Best regards,


Mark Weeks
General Manager

