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Canada Post Corporation Strategic Review
330 Sparks Street (HCCR)
Ottawa, Ontario
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September 2, 2008

Dear Madam/Sir:

Mail-O-Matic Services Ltd (Mail-O-Matic), a wholly owned Canadian company, is pleased to make this submission to the Canada Post Corporation Strategic Review. Mail-O-Matic has provided lettershop services to its customers in BC, other parts of Canada and the US for nearly 50 years. Being a mail service provider (msp) we are uniquely positioned to view how the mail is created, handled and delivered, as well as critique how the postal business in Canada is run.

Periodically, we have seen attempts by Canada Post to compete as a private company by offering data processing, printing and mail preparation while remaining under the cloak of a crown corporation, or public entity. Of course, having full contact details of every business in Canada that mails anything of any significant volume allows them to cherry pick their preferred target – an unfair advantage over private enterprise.

This competitive push seems to rise and fall in frequency but never really goes away. This may be a result of a new manager or director at different times over the years who has a new mandate. Fortunately, private companies always seem to prevail but only after expending considerable time, effort and money fending off Canada Post. Of course, Canada Post would be spending money in marketing and infrastructure also to compete with private companies - this money could be spent to help deliver the mail.

Thank you for the opportunity and please feel free to contact me for any discussion on this or any other Canada Post matter.

Sincerely,

Scott Thomson
Vice President
Mail-O-Matic Services Ltd