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XEROX

Xerox Corporation
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East Rochester, New York 14445

Linda Keefe
Shared Results
19 Briggsboro Lane
Fairport, NY 14450-3805

Dear Linda:

As you know, we began distributing our Channels Group Overview Booklet to our organization last week. I am so pleased to tell you that we are getting overwhelmingly positive feedback! Needless to say, we are thrilled.

Some of the testimonials seem to sum up the response:

"I just wanted to let you know that 'In the World of Channels' is by far the BEST informational booklet I've read. I found it very "reader friendly" and most interesting. The contents are clear and easy to understand, and the layout and graphics are excellent. I didn't know what Channels really meant, but now I could explain it!"

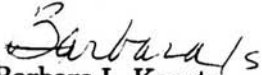
A spouse of one of our employees read the booklet and told us it was the clearest explanation of a Xerox business that she had ever read.

Our Brazilian colleagues have told us how much they appreciate the information and are asking for more.

While all of this is preliminary, we believe it will be indicative of all reactions.

Thanks for a great effort and result! The booklet is a great piece of work and is helping to articulate our business and direction.

Sincerely,


Barbara L. Koontz
Vice President, Human Resources
Xerox Channels Group

BLK:svd

