

Kevin Flood
10/14/2005 09:30 AM

To: Gae Schaffer/KMA@US, Doris Silvius/KMA@US, Lidia Naumov/KMA@US, Jack Burton/KMA@US, Robert Duffy/KMA@US, William Lacey/KMA@US, Calvin Rodgers/KMA@US, Kevin cc: Tony Pater/KMA@US, Edward Bialecki/KMA@US, Zenko Suzuki/KMA@US, Kaz Dambara/KMA@US, Yutaka Kaneko/KMA@US, Ko Ashida/KMA@US
Subject: National/Government Account September 05 Sales Reports

Attached, please find a copy of the September Sales Reports and the final first half figures. Included are the Monthly Sales, Forecast Accuracy and Monthly Sales Call Report.

Although we experienced a rather challenging period these past six months, we closed out September with our strongest month this year.

We had several strong performers in the month of September that contributed greatly to both the monthly and first half results.....

Congratulations to our # 1 National Account Manager, Phil Borchardt who had an outstanding Sept landing the new SC Johnson account, and finished the first half at 173% of Master Plan !

I would also like to recognize the contributions that Patrick Bakker (136%), Rex Nowell (125%) and Dan Woolly (108%) made to the Division during the first half. Each of these individuals were consistently on top and all performed extremely well in the face of very aggressive targets.

Although our performance against Master Plan and last year were not what we are used to in this Division, we must recognize that last year we had unbelievable sales with just a couple of large customers that we needed to overcome for this year. Taking this into account, if you were to back out the sales of the IRS and Staples from last year's number we would be at 108% year over year .

But that brings us to another half and another opportunity to recharge the battery and deliver on what we all know can be a much better half for us all. Our overall focus on new account calls has never been stronger, and with the customer relationships we continue to build monthly, I'm very optimistic that the 2nd half will be dramatically better than this past period. I would like to recognize our tremendous internal support staff for their dedication and commitment to support the sales efforts of all of our people. And with the hiring of Joe Dolce, I'm confident that continued improvements and enhancements will be made internally, which will allow us to continue on our upward growth plan.



Fiscal Sales - Sept 05.xls Forecast Accuracy - September 05.xls Forecast Accuracy April - Sept 05.xls Sales Calls - Sept 05.xls

Thank you again for all of your hard work!

Sincerely,

Kevin Flood
V.P. National and Government Accounts
Kyocera Mita America
phone - (973) 882-6022