

May I offer my profound condolences to the Gervais family on the loss of their loved one and my friend, Larry.

Early in my career as a National Business Agent with the American Postal Workers Union I had the opportunity to work extensively with Larry. I can't tell you how impressed I have always been with Larry's ability to assemble facts, documents and evidence and his capability to immediately recall the necessary information when required.

He was my role model and my mentor as I believe he was the finest representative the APWU has ever produced. My fondest memory of Larry was working with him over a two-year period on the most significant case the APWU had to take on, which involves the subcontracting of 18,000 jobs to remote locations (to Remote Encoding Center) as the employer was using the latest technology to exploit essentially poor neighborhoods throughout the country, where they could employ people at starvation wages instead of keeping the work inhouse as good paying APWU union jobs.

Larry was the case manager who assembled thousands of documents as evidence and helped guide us to the most significant victory in APWU history in which a National Level Arbitrator returned all those jobs to postal workers. I've never been so impressed by a person's memory and wherewithal then or now 30 years later at the end of my career with the APWU.

Our lead attorney on the case (Anton Hajjar) said, "this is a \$4 Billion case, if this was the private sector a whole firm of attorneys would be working on the case". We only had 1 attorney and 3 National Business Agents, 2 of us were just newly elected, but we had Larry to lead us. He was simply amazing to watch put together arguments for every variable we faced in this overwhelmingly challenging case.

I credit Larry with making me the representative I became after being exposed to his incredible talent. We used to tease him calling him an "APWU Semi-Deity" for his seemingly divine abilities.

Goodbye my friend, may Larry Gervais rest in peace.

Fondly, Fraternally and Sincerely, Mike Gallagher