



Association for Postal Commerce


"Representing those who use or support the use of mail for Business Communication and Commerce"


"You will be able to enjoy only those postal rights you believe are worth defending."


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Postal News for March 2013

March 31, 2013


 **WHAS:** A postal worker who was once called the laziest mailman in the world is in trouble again. Former mailman Richard Farrell was accused of burning letters back in 2010 and now he's admitting that what he didn't burn, he buried in his backyard. Police have found the burial ground for 35,000 pieces of mail in Belfair, Washington. The mailman says he did it because he didn't like his job and he wanted to spend his days at a local tavern instead of working.

 **Wall Street Journal:** Belgium reached a deal early Saturday to curb government spending and sell €1 billion of state-owned assets in order to meet European Union budget goals. It will cut spending on railways, **the postal service**, defence, development aid and other areas by €249 million.


 **FedBizOpps.gov: Solicitation Number: 6HQOIG-13-A-0006** -- The purpose of this solicitation is to procure services to obtain a supplier who possesses specific subject matter expertise in areas such as assessment of potential commercial value of patents, infringements, potential for recovery of royalties and estimated cost of recovery. The purpose of this task order is to coordinate with the supplier to mutually agree upon and select five (5) patents for review with the highest potential for infringement or licensing.


March 30, 2013


American Postal Workers Union: The union won a major arbitration victory on March 29, when Arbitrator Shyam Das issued a long-awaited decision that will affect Clerk Craft jobs in small post offices. The ruling settles a long-simmering dispute about the amount of bargaining unit work postmasters and supervisors may perform in Level 18-and-below offices. "This decision will mean more hours for the clerks who work in small offices and more Clerk Craft jobs," said APWU President Cliff Guffey. Arbitrator Das upheld the union's position, ruling that an agreement between the union and management sets absolute limits on the number of hours postmasters may perform bargaining unit work (BUW) in small offices. A "Global Settlement" that was included in the 2010-2015 Collective Bargaining Agreement, says postmasters may perform up to 15 hours of bargaining unit work in Level 18 post offices and up to 25 hours in Level 15 and Level 16 offices.


 **Western Daily Press:** Postal workers on strike today have said bosses are putting the region's embattled high streets under further pressure by closing branches. Thousands of staff at so-called Crown Post Offices – generally main high street branches – are walking out in a row over jobs, pay and closures.

March 29, 2013


 **Wall Street Pit:** Top managers at the U.S. Postal Service are desperately trying to save their organization. Members of Congress who argue that the nation cannot persevere without its accustomed mail service seem to be trying just as hard to kill it. This makes no sense at all, but then, neither does anything Congress has to say about the Postal Service. If anything speaks to the inability of Congress to make even the most rational decision, it is how it has handled the Postal Service in recent years. Legislators ought to get out of the USPS' way immediately, before it's too late. If they don't, only a very expensive taxpayer bailout will save the Postal Service, which won't make lawmakers popular with anyone at all.


 **Government Executive:** The U.S. Postal Service should make better use of the pricing flexibility it already has to compensate for declining mail volumes, according to the Postal Regulatory Commission.



 **National Review:** At an aviation conference today, the founder and CEO of FedEx suggested that he would not be able to create his delivery company in today's regulatory climate. Frederick Smith, who started FedEx in Arkansas in 1971, told Fox News's Bret Baier that his company is "a creature of the government getting out of the way of business" because regulations in the transportation industry were steadily rolled back after he founded it, which allowed his company to grow. "I don't think there's any question about the fact that it's much more difficult to start an industrial company today," Smith added. "The regulatory environment is very tough today."

 **CBS News:** Shipping company UPS (UPS) agreed Friday to pay \$40 million to end a federal criminal probe connected to deliveries it made for illicit online pharmacies. The U.S. Department of Justice announced that the Atlanta-based company would also "take steps" to block illicit online drug dealers from using its delivery service.


INDUSTRY ALERT The "Network Rationalization Update" webinar presented on Thursday, March 28, by Dave Williams (USPS Vice President, Network Operations) is now available on the [MTAC page](#) of the RIBBS website (ribbs.usps.gov). Both the presentation slides and an audio recording of the webinar can be found on the MTAC page under the heading Recent USPS Presentations. Simply click on the recording link to replay the webinar. **IMPORTANT UPDATE:** Late yesterday afternoon, after the webinar ended, two sites were added to the acceleration list: **Mid-Hudson** and **Brooklyn**. We are committed to providing you with targeted mail move consolidation site information, including type and dates. **Every week – starting today, Friday, March 29, at 5:00 p.m. – the Postal Service's Operations group will update and post the Mail Move Plan.** The latest updates are available on RIBBS by clicking on the "Network Rationalization Consolidations" file in the *Important Updates* box. Your feedback is very important to us. Please send your comments and questions to industryfeedback@usps.gov. Your feedback will be forwarded to Operations and used to inform the Frequently Asked Questions (FAQ) materials that will be posted in the coming weeks on [RIBBS](#) and the [Information for Mailers page](#) on the about.USPS.com website.


 **St. Michael Patch:** A 52-year-old Otsego woman was charged recently with one count of misappropriation of postal funds.

 **Braintree Patch:** A 32-year-old Braintree man who was a contractor for the U.S. Postal Service pleaded guilty Thursday to stealing credit cards from a mail sorting facility and using them to commit fraud.


  **Federal News Radio:** Investigators and auditors in the Postal Service's Office of Inspector General didn't jump at the chance to use new tools for analyzing data. They were unsure and skeptical the new approach would really make a difference or if it would just waste their time. But once the Counter Measures and Performance Evaluation (CAPE) team in the OIG developed the first dashboard to help investigators visualize the data more easily, they overcame that initial resistance. Bryan Jones, the director of the CAPE team, said the IG's office had to understand the mind of an investigator and what would be compelling to them. *[EdNote: Yesterday, I got the good fortune of hearing Bryan Jones at the time of his Federal News Radio broadcast. You have GOT to listen to it. This guy really knows his stuff.]*


AMSP to support [PostalVision 2020/3.0 Conference](#)


 [Bloomberg](#): Since founder Jim Casey left United Parcel Service Inc. (UPS) after more than five decades in charge, the company's chief executive officers have served for an average of 5 1/2 years. Scott Davis reaches that milestone in June. That means a leadership change is probably approaching at the world's largest package-delivery operator, according to Kevin Sterling of BB&T Capital Markets and other analysts. A new CEO almost certainly will come from within, as have all the previous chiefs, Sterling said. Transitions since Casey's 1962 exit have earned UPS a reputation for stability in a situation yet to be faced by FedEx Corp. (FDX), which Fred Smith has led since starting the carrier in 1971. UPS promoted Davis, 61, from chief financial officer and current CFO Kurt Kuehn is the likeliest to succeed him, said Sterling and David Campbell of Thompson Davis & Co.


 [The Martinsburg Journal](#): *From a letter to the editor --*

The loss of some jobs may be the least of postal workers' problems. In the end, the easiest way out for decision makers to deal with growing Postal Service deficits will be to "privatize" the Postal Service; i.e., eliminate the unions. Under privatization, with unions gone or emasculated, wages of \$10 to \$15 per hour with greatly reduced benefits can be imposed, and as a result the new postal service would be quite profitable. ***To avoid this very tragic fate, management and labor must sit down together to work out their differences. This must involve eliminating dysfunctional and poisonous managers and workers who demoralize and interfere with the many effective workers,*** and cutting wages for all employees (with some recognition that rural workers now have higher actual wages because of lower rural costs of living). As difficult and unpleasant as it will be, reducing wages, firing unproductive employees and taking other cost cutting measures must be undertaken, and soon. While it is disheartening to reduce wages for so many, even by a relatively small percentage, it is far preferable to the alternative of pushing some 600,000 from the middle class to the working poor or the unemployed with much lower wages and benefits. Unions and management need to cooperate now to avoid this disastrous and really cruel privatization fate.


 [Malta Today](#): Despite registering a €0.06 million profit before tax by September 2012, MaltaPost has once again increased the domestic letter mail tariffs effective 1 April. The decision follows another tariff spike last November. Formerly government-owned before the liberalisation of the postal department, MaltaPost is now a fully privatized company owned by Lombard Bank.

 [eCommerceBytes](#): Federal regulators on Thursday issued their annual compliance determination (ACD) evaluating the operations of the U.S. Postal Service in fiscal 2012, chiding the cash-strapped agency for not raising rates more aggressively for several classes of its mailing products. While the Postal Regulatory Commission (PRC) concluded that the Postal Service was "largely in compliance with postal policies and requirements" under statute, the agency could have improved its financial situation with pricing adjustments to several of its monopoly products, such as Standard Mail Flats and periodicals.

 [The Washington Post](#): Potomac Shores promises to be an upscale new housing development and retail center, a gleaming example of redevelopment and reinvigoration in Prince William County's eastern end. As brochures begin to roll off presses and developers look at the branding of what they hope will be Prince William's premiere development, Supervisor Maureen S. Caddigan said she had an idea. Why not make the address Potomac, Va.? Now, Caddigan is looking for four Zip codes in the area to be renamed by the U.S. Postal Service as "Potomac." The change is optional, Caddigan says, and residents could continue to use their current designation if they so choose.

 [The Washington Post](#): The U.S. Postal Service announced on Wednesday that it would close more than 50 mail-processing centers this year, accelerating a consolidation plan that the agency developed to trim more than \$2 billion in annual costs. Sen. Tom Carper (D-Del.), chairman of the Senate committee that oversees the Postal Service, issued a lukewarm response to the post office's accelerated plan, saying it is "hard to condemn." "The hard truth is that these piecemeal efforts undertaken by the Postal Service are likely not enough on their own to fundamentally fix


the Postal Service's serious financial problems," Carper said, adding that he will work with colleagues in both chambers of Congress to enact a comprehensive plan for overhauling the agency.


 **Queens Chronicle:** So last year the Postal Service lost just under \$16 billion. The agency's latest plan to stay afloat is to end Saturday mail service. Can't have that either. Last Sunday postal workers, civic activists, elected officials and regular old citizens held a big rally against the plan, set to take effect in August, outside the majestic James A. Farley Post Office Building in Manhattan. Among them were Queens Rep. Grace Meng (D-Flushing) and Public Advocate Bill de Blasio, who's running for mayor. State Sen. Tony Avella (D-Bayside), who's running for Queens borough president, had wanted to be there but was stuck in Albany, his spokesman said. "New Yorkers for 6 day" read the ralliers' grammatically incomplete signs, and "Don't dismantle our Postal Service." That's great, but what are the protesters' ideas for putting the USPS back in the black? Certainly not layoffs; these are the unions. Not the closures of underutilized stations. The only substantive idea critics of postal cutbacks ever offer is repealing the 2006 law that forces the agency to fund retiree healthcare 75 years into the future. That's probably worth doing, but would only save about \$5.5 billion a year. What about the other \$10 billion the USPS lost last year?



At the Postal Regulatory Commission:

- **Postal Regulatory Commission NOTICES** Meetings; Sunshine Act , 19332 [2013-07454] [[TEXT](#)] [[PDF](#)]
- **Postal Service NOTICES** Meetings; Sunshine Act , 19333 [2013-07433] [[TEXT](#)] [[PDF](#)] 19332-19333 [2013-07434] [[TEXT](#)] [[PDF](#)]

 **Linex:** "Oh, a-hunting we will go!" The U.S. Postal Service Office of Inspector General (OIG) is looking for a supplier to help it track down infringers of the agency's patents and other intellectual property. Under a solicitation issued on March 26, 2013, the OIG intends to start with five patents that have the "highest potential for infringement or licensing." OIG has already examined six USPS patents for this purpose.

 **Waterbury Republican American:** Politicians, including our own Sen. Richard Blumenthal, are leaping to the defense of the troubled (that's an understatement) U.S. Postal Service. Their athletic endeavors were prompted by an announcement that the USPS will close processing facilities in Wallingford and Stamford. But for the life of me, I can't understand why Congress is causing all this pain — lost jobs, a decline in a service many people still value, postal tradition — while imposing on the postal service a set of fiscal standards it doesn't impose on itself.

March 28, 2013



At the Postal Regulatory Commission: [ACR2012: Annual Compliance Determination for 2012](#)

Highlights:

- Nine of the Postal Service's market dominant products failed to generate revenues sufficient to cover attributable costs, losing a total of \$1.5 billion, including \$642 million from Periodicals and \$528 million from Standard Mail Flats.
- For Periodicals, the Postal Service should review its operational strategy to assess what cost savings initiatives are working and how they can be improved. The Postal Service should also review its pricing strategy to determine how to incentivize additional mailings that can be efficiently processed by current or planned operations.
- For Standard Mail Flats, the Commission finds that the Postal Service has begun to make progress toward addressing the issues raised by the Commission in the 2010 ACD and makes no changes to that directive. The Postal Service should continue with its proposed three-year schedule of above-average price increases and operational changes designed to reduce flats costs.
- Sixteen workshare discounts were too large, as the discounts exceeded avoided costs and were not justified by a statutory exception. The Postal Service is directed to either align these discounts with avoided costs in the next market dominant price adjustment or adequately support an applicable statutory exception.
- Competitive Products generated a profit amounting to 7.5 percent of the total Postal Service institutional costs.


- There were 63 competitive domestic Negotiated Service Agreements (NSAs) all of which appear to have covered their attributable costs and complied with the statutory requirements of section 3633(a)(2). There were 383 competitive international NSAs, of which 379 complied with the statutory requirements.
- The Postal Service met its service performance targets for both Single-Piece First-Class letters and cards and Presort First-Class letters and cards, its flagship products.
- The Postal Service is also currently unable to identify the majority of Standard Mail pieces by product. This results in service performance for most of Standard Mail volume being reported as mixed product categories.



[Sen. Thomas Carper \(D-DE\)](#): Today, Homeland Security and Governmental Affairs Committee Chairman Tom Carper (D-Del.) released the following statement reacting to the Postmaster General's announcement that the Postal Service will accelerate the consolidation of 53 mail processing facilities:

"Given the U.S. Postal Service's dire financial situation, it shouldn't come as a surprise that the Postmaster General is moving forward to implement additional cost-cutting measures with the limited tools at his disposal. It is painful any time the possibility emerges that a community could lose a postal facility -- be it a post office or a distribution center -- and I know that the impacted communities are grappling with the ramifications of the Postal Service's proposals. I intend to closely review this plan and work with the Postal Service to ensure that the consolidation process is fair and transparent to employees and customers.

"Despite this difficult news, it's hard to condemn the Postmaster General for moving to do what he believes he can and must do to keep the lights on at the Postal Service, which may be only months away from insolvency. The financial challenges that have been building at the Postal Service for years -- attributable in large part to a reduced demand for hard-copy mail -- are eminently solvable, yet Congress and the Administration have failed at every turn to come to consensus around a set of effective reforms. The hard truth is that these piecemeal efforts undertaken by the Postal Service are likely not enough on their own to fundamentally fix the Postal Service's serious financial problems. Only comprehensive reform of the Postal Service that takes into account its long-term needs can address the severe financial problems that continue to plague this American institution, and that reform can only come from Congress working with the Administration. At the end of last year, I participated in bipartisan, bicameral negotiations that I hoped would lead to significant financial and operational reforms at the Postal Service. Unfortunately, we ran out of time and were unable to produce a legislative compromise that we could present to our colleagues before the 112th Congress adjourned. Now that the 113th Congress is underway, I have been working with my colleagues in the Senate and the House to identify and come to consensus on a set of reforms so we enact a meaningful bill as soon as possible -- and provide the Postal Service with the tools and resources it needs to reform itself so that it can survive and thrive in the 21st century."


 [KVDR](#): The Better Business Bureau issued a warning Thursday for the website Change-My-Address.com, which claims to be an address forwarding service. Consumers have been complaining to the BBB that the updates are not being made and refunds are not being given, the consumer nonprofit said Thursday.




The Association for Postal Commerce's (PostCom) has filed with the U.S. Postal Service [comments regarding the Federal Register](#) - New Intelligent Mail Package Barcode Standards to Enhance Package Visibility, Opportunity for Comments in Advance of Rulemaking, CFR Vol. 78, No. 38, 13006-13007 [2013-04302].



[FedBizOpps.gov](#): The Postal Regulatory Commission (Commission) is seeking proposals from qualified contractors to provide a detailed assessment and redesign of the technical, navigation, graphic and general components of its external website at: www.prc.gov. All interested parties are strongly encouraged to review this RFP in its entirety. Details outlining the scope of this project are listed throughout this document including the desired format of all proposals.

 **Trend:** The service of receiving applications for an electronic digital signature is available across the entire network of Azerbaijani postal operator Azerpocet LLC, the company told Trend on Thursday. Issuing of e-signature is also being exercised via post offices after submission of the application and committing the payment for the signature. EDS prices vary depending on user categories, and its validity period.

 **CNET:** Google is going to start dabbling in same-day deliveries, and wants you online shoppers to help out. Well, if you're doing your online shopping in the San Francisco Bay Area, that is. The company is calling its Google Shopping Express service, unveiled today, a "new experiment" that's in an "incredibly early days" phase, and it's starting small to try to work out the kinks and avoid headlong overcommitment. (Consider the similar approach it's taking with Google Fiber in the Kansas City area.) Google has enlisted a number of national and local retailers for the initiative, including Target, Walgreens, Staples, American Eagle and Toys'R'Us, plus San Francisco's own Blue Bottle Coffee and Raley's Nob Hill Foods. As an incentive, Google says that early testers will get six months of free, unlimited same-day delivery. "We're still working out our long-term pricing plan," Tom Fallows, product management director for Google Shopping Express, wrote in a blog post today.



The latest issue of the [PostCom Bulletin](#) is available online. In this issue:


- The Government Accountability Office has submitted a letter to the Honorable Gerald Connolly, Ranking Member of the Subcommittee on Government Operations and on the Committee on Oversight and Government Reform of the House of Representatives saying that the U.S. Postal Service does not have authority to move its new delivery schedule.
- The Postal Service published its unaudited February results with the Postal Regulatory Commission. USPS lost \$838 million in February 2013. The Postal Service's controllable operating loss for the month was ONLY \$12 million. The Postal Service Retiree Health Benefit Fund had a prepayment of \$467 million and a workers compensation adjustment of a negative \$346 million.
- The Postal Regulatory Commission has begun a rulemaking for the purpose of clarifying the Commission rules for determining and applying the maximum amount of rate adjustments in rate cases before the Commission and to improve other aspects of the process of adjusting rates for market dominant products.
- Postal Service confusion. The PMG may have Washington's worst job. USPS ranks last among postal services worldwide, report finds.
- Updates from the Federal Register.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- Postal previews.


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 **Airline Business:** Aer Lingus chief executive Christoph Mueller has obviously been impressing the Irish Government with his turnaround skills, as they are looking to tap his expertise to help turnaround the state-owned Irish postal service An Post as well.


 **Stock Market Wire:** Ofcom has outlined measures to continue to safeguard the universal postal service, including increased protection for rural post boxes. One year on from establishing a new regulatory framework for postal services, Ofcom is ensuring that the needs of postal users, both consumers and businesses, continue to be met.


 [Post & Parcel](#): The US Postal Service is bringing forward plans to close dozens of mail processing plants that had been scheduled for consolidation in 2014. USPS alerted unions on Tuesday to its intention to close the plants in 2013, and confirmed to Post&Parcel today that it plans to accelerate consolidation of about 55 Area Mail Processing (AMP) sites.


March 27, 2013


[American Postal Workers Union](#): "The APWU is outraged by USPS plans to accelerate the closure of 71 mail processing plants that were originally slated for possible consolidation in 2014," said APWU President Cliff Guffey. "These closures will eliminate jobs, harm communities, and delay mail delivery every day — Monday, through Saturday," he said. The consolidations will drastically curtail local mail sortation and will virtually eliminate overnight delivery. "The Postal Service is on the brink of cutting service in a way that will permanently damage our treasured institution. This would be a tragic mistake, and it is unnecessary," Guffey said. The USPS notified the APWU on March 26 that it would implement 53 consolidations this year that were originally scheduled for 2014. In January, the Postal Service said it would accelerate implementation of 18 other closures.


 [Financial Times](#): India's online user base is now the third largest in the world. Yet, shopping websites haven't taken off quite as fast as other internet services. India's rotten infrastructure is usually blamed, with its traffic-blocked roads delaying delivery. Some 42 per cent of online shoppers abandon their basket when they see how long delivery will take, according to a generic survey. Of course, the state postal system in India is a mess, so the website has Fashionara makes the system work because it has dodged the issue of public sector inefficiency as far as possible. When you team up with private courier services such as FedEx and Bluedart, overnight postage is possible in India.

 [Journal Inquirer](#): In the famous musical "Anna and the King of Siam," the king of Siam is quoted as saying certain problems were a puzzlement. The recent refusal by the House of Representatives to endorse the U.S. Postal Service plan to reduce postal delivery from six days to five also is a puzzlement. The House, which is so intent upon cutting services and balancing the budget, seemingly should support this bill. The savings would be considerable for a Postal Service that loses \$16 billion per year. Are we not better off reducing its expenses to help the Postal Service survive?


 [Les Echos](#): In France, La Poste, the French postal system (largely publicly owned but completely open to competition), reorganizing itself via a number of initiatives that will change largely its perimeter even much further than its current diversification into financial services or telephony. These efforts are "costing" productivity gains but are not only saving jobs; they will probably help create quite a few at La Poste and elsewhere. La Poste is a privileged player because its shareholders will tolerate a number of years with less profits being distributed. But most shareholders could soon realize that treating diversification, innovation, employee dynamic re-deployment and the resulting employee satisfaction, as investments instead of costs could lead to more trust, more dynamic and engaged employees and more sustainable profits and real market capitalization growth in the medium term.


 [Bangor Daily News](#): A Berlin-based shoe company that brands their old-style footwear with a non-religious message recently alleged unnamed U.S. Postal Service employees engaged in "differential handling" of shipments made to the shoemaker's U.S. customers.


 [Domain Name Wire](#): This morning World Intellectual Property Organization posted that the United States Postal Service has objected to the seven applications to run a .mail top level domain. Really, USPS? First of all, the type of objection filed (legal rights objection) is designed as a vehicle for trademark holders. Last time I checked the USPS didn't have a trademark on "mail".


 [Monroe News](#): Is the U.S. Postal Service a private corporation or a government agency? # It's both at the same time. And that is a major reason the Postal Service has financial troubles. The Postal Service is a private corporation when it has to cover its cost with its revenue. The Postal Service is a government agency when it has to follow the whims of Congress as it imposes mandates. This is a lousy way to run a private business and a government agency. If it is supposed to run like a business, then Congress should let it. # But if Congress is going to continue heaping


demands on the Postal Service it deems for the greater good of the country, it needs to reasonably subsidize operations.


 **Bloomberg:** Italy's state-owned postal service and Wind SpA, the country's third-largest mobile-phone company, are discussing a possible venture with Wind's fixed-line network Infostrada, Poste Italiane SpA Chief Executive Officer Massimo Sarmi said. The Italian postal company is seeking to develop its data storage, cloud computing and broadband services by using Infostrada's network, Sarmi said in a phone interview this week. "In this way we could improve our capacity to offer ADSL broadband subscriptions also in the fixed-line phone industry." Poste entered Italy's mobile-phone market in 2007 when the company started its virtual network operator PosteMobile, which leases network capacity from Vodafone Group Plc. Last year PosteMobile reached 3 million subscribers and generated operating profit of 28 million euros (\$36 million). Poste Italiane also is in talks with Brazil's Post Correios to start mobile phone services in Brazil, Sarmi said. Wind is owned by Russia's third-largest mobile provider, VimpelCom Ltd. (VIP)


 **Post & Parcel:** Industry experts in the United States will gather next month for another "PostalVision" conference examining the long-term future of the US mail. PostalVision organiser John Callan tells Post&Parcel that significantly at this year's event, participants will be looking to engage with US lawmakers within Congress, and also with the younger generations of Americans. Among the top speakers this year will be the chairman of the influential Senate Homeland Security and Government Affairs Committee, Senator Tom Carper, who is currently attempting to steer major postal reforms through Congress to save the cash-strapped US Postal Service. Callan says participation of the Senator from Delaware within PostalVision would offer him important insight into the needs of mail users, has US lawmakers debate postal reform this year. PostalVision 2020 3.0 takes place from 23rd to 24th April, 2013, at the L'Enfant Plaza Hotel in Washington, DC, under the theme "Positioning America for the New Millennium". The programme will also hear from USPS Inspector General David Williams, Postal Regulatory Commissioner Robert Taub, PostCom president Gene Del Polito and international postal policy expert Elmar Toime.


 **CEP News** (Courier-Express-Postal), published by the [MRU Consultancy](#), has reported that:


 Swiss Post faced a decline in revenues for the second consecutive year.

 De-Mail encounters more headwind. Europe's biggest hacker association, the Chaos Computer Club (CCC), spoke out in favour of discontinuing the email service in the course of a hearing in the German parliament in the middle of last week. The 'security of De-Mail' was 'only a bad joke', CCC said.

 TNT presented the cornerstones of its new strategy to improve profitability on Monday this week.

 The police in Sicily has busted a crime ring of privately run postal agencies.

 Royal Mail's branch network, Post Office Limited, will be hit by industrial action on Easter Saturday (March 30).

 The first round of collective negotiations between Deutsche Post and the union ver.di ended without any results.



The [MRU](#), founded in 1992, is the only consultancy in Europe, which has specialised in the market of courier-, express- and parcel services. For large-scale shippers and CEP-services in particular, the MRU provides interdisciplinary advice for all major questions of the market, as there are for example market entry, product design, organisation, and EDP. [To learn more about the stories reported above, contact CEP News.](#) (We appreciate the courtesy extended by CEP News to help whet your appetite for more of what CEP offers.)



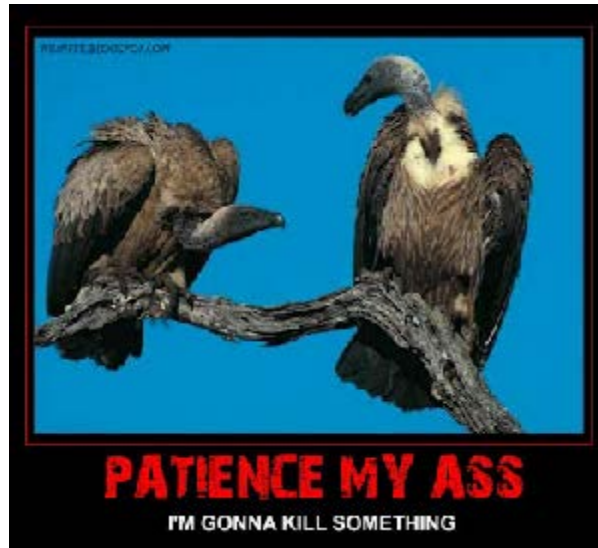
Get the Beak out of the box It's time for postal reform!!


Dutch News: Experiments using people from sheltered work schemes and others claiming welfare benefits to deliver the post have proved such a success that PostNL is planning to implement the policy nationwide, the Volkskrant reports on Wednesday. The postal group plans to take on 500 people with a physical or mental handicap to help with delivery services plus an unknown number of welfare claimants. They will work for the company while continuing to claim benefits, the Volkskrant says. Over 2% of the post will eventually be delivered by people with a handicap. 'We are taking our social responsibilities as a major employer seriously,' the company's chief executive Herna Verhagen told the paper.


<p><i>Let Wendy Smith from Publishers Clearing House tell you why PCH is a member of PostCom and why she serves on PostCom's Board of Directors</i></p>	 <p><i>Learn more about becoming a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none">• <u>What is "PostCom"</u>• <u>Why Join the Association for Postal Commerce</u>• <u>Membership Application</u>• <u>Dues Schedule</u>• <u>Membership List</u>• <u>Board of Directors</u>• <u>See What Others Say</u>• <u>Join PostCom Today!</u>
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Greenville Online: Congress can end all of the drama over whether the United States Postal Service can or cannot stop delivering mail on Saturday by simply passing a bill that gives the agency the authority to conduct its business like a business. Instead, lawmakers seem bent on carrying on a fight over Saturday mail delivery with an agency that does not receive taxpayer subsidies and that Congress itself has hamstrung with an onerous requirement to prefund retiree healthcare benefits for 75 years. The long-term viability of our nation's Postal Service is at risk. Congress should take important steps to let the Postal Service operate more like a business. Until Congress begins subsidizing the Postal Service with taxpayer money — and that is not a good idea — it should refrain from using its power to put unreasonable requirements on an agency that it is asking to function as if it were a private business. More broadly, Congress needs to allow the agency to make business decisions that will make it more profitable and more effective.


Patience, we're told. Congress is working on somethin'. Which after the past several years during which nothing has happened, we're reminded of that old poster:



 [Hartford Courant](#): Connecticut's congressional delegation *expressed outrage* on Tuesday at the United States Postal Service's decision to close the Wallingford and Stamford processing facilities a year earlier than the original deadline.


 [The Oklahoman](#): In the range of treatment plans to stanch the hemorrhaging at the U.S. Postal Service, surely the curtailment of Saturday delivery is the least painful. But as with any proposal to change the way the USPS does business, supporters of six-day-a-week mail service are rallying to preserve the status quo. What to do about a \$16 billion deficit at USPS? The protesters don't care. *It's not their problem*. Every time the Postal Service proposes something other than rate increases to reduce losses, members of Congress and special-interest groups come out of the envelope and put a stop to it. Postal workers are naturally concerned about job losses — as many as 22,500 carrier jobs could go. What about the job losses in the private sector because of changing market conditions? Congress doesn't ride to the rescue of those. Thousands of people were once employed to deliver telegrams. Not anymore.

 [Denver Post](#): It's not enough that we've bailed out big banks, are staring at \$16 trillion in debt and face a run-up in entitlement spending that even the president once described as unsustainable. Congress appears determined to fashion another fiscal anchor to drape around our necks. It is doing its best to hamstring the U.S. Postal Service such that in a few years there will be no choice but to bail it out, too.


 [VT Digger](#): Citing a legal opinion by the Government Accountability Office, U.S. Sen. Bernie Sanders (I-Vt.) today called on Postmaster General Patrick Donahoe to withdraw his plan to stop Saturday mail delivery.

CRRRI Remember -- on April 12th the Center for Research in Regulated Industries will be holding a workshop on "The Future of USPS." This one day workshop held at the offices of K&L Gates, LLP. For further details and registration see, http://crrr.rutgers.edu/ws/WorkshopAgenda_April12.pdf

March 26, 2013

 [Labor Notes](#): A new program called IMD Wireless—already launched in some areas, and scheduled to roll out across the country by the end of 2013—uses Bluetooth-enabled cell phones to report carriers' progress. The rationale is to offer postal customers real-time tracking of packages—and to compete with UPS and FedEx, which already offer customers detailed tracking of each parcel's progress. But "basically it gives management real-time ability to track us," Couget said. Reports by the USPS Inspector General over the past several years concluded that busy


supervisors weren't making enough use of MSP data. The technology had cost millions to impose, and managers were urged to use it more aggressively to root out "theft of time" and "carrier misconduct."


 **CNET News:** Walmart plans to test a locker system at some of its retail locations this summer, the company said today. The system, unveiled at a press event at the company's Silicon Valley headquarters this morning (via Reuters), will let people purchase items online, then pick them up in stores -- enabling customers to skip lines and guaranteeing that an item is in stock. Amazon began a similar practice last year, in an effort to sell goods to people with hard-to-ship-to addresses. By shipping it to a locker, there's also a potential to save on shipping costs, and get items sooner than if they were to go through a standard shipping carrier to a home or business address.





PostCom Members !! The latest issue of PostCom's [PostOps Update](#) has been posted on this site. In this issue:

- USPS Urges Industry to Discover the Value of IMb
- More Clarity to Come on IMb Full- Service Requirements
- USPS Adds RIBBS Feature to Show Updated Files
- USPS Web Page on Delivery Schedule Plan
- IMb Tech Credit Notices Sent Out
- eInduction Still Slated for July Implementation
- USPS Continues Testing Mail Anywhere
- Pay Anywhere in Summer 2013
- USPS Ready to Begin Secure Destruction Pilot
- USPS FY 2012 Sustainability Report Coming Soon!

 **Fox News:** The unions are pushing back hard against Postal Service plans to end Saturday mail delivery, rallying across the country Sunday and launching TV ads to bolster their case that America needs its mail six days a week. The opposition is mounting after Postmaster General Patrick Donahoe announced last month that he intended to wind down Saturday mail. He called the move "absolutely necessary" as part of a broader effort to stabilize the service's troubled finances.


 The Spring edition of the newsletter published by the [Direct Marketing Advisory Board of the Universal Postal Union](#) is now available.


 The latest issue of Market Flash, IPC's bi-weekly newsletter providing a comprehensive look at new developments emerging in international postal industry is now available. [You may access the PDF here.](#) In this issue: TOP STORY First stage of Romania Post's part privatisation begins AMERICAS Canada Post integrates with Magento's e-commerce platform ■ Online FedEx tool consolidates orders from multiple sites ■ Canada Post offers online address validation ■ UPS in reverse logistics service collaboration ■ USPS leverages its brand in licensing deal ■ TNT plans to sell Brazilian operation by end of year ■ DHL's Panama hub gains TAPA certification ■ Barber to head UPS International ASIA PACIFIC Big rise in half-year profits for New Zealand Post ■ Australia Post adapts its parcel offer to e-commerce ■ Swiss Post forms document management venture in Dubai ■ Temperature-controlled packaging for bio-shipments ■ DHL to invest €40m in Indonesia ■ DHL builds ground facility at Dubai's Meydan development EUROPE Swiss Post installs automated parcel terminals ■ Chronopost launches Interactive Delivery ■ Revenue and profits rise at Le Groupe La Poste ■ Asendia aims for leadership in cross-border mail ■ Gunning to head a Europe-centric TNT Express ■ PostFinance increases its pre-tax earnings ■ Itella wins contract to mail health appointment letters ■ Healthy full-year results achieved by bpost ■ DHL's mobile app handles freight shipments ■ Deutsche Post wins award for HR innovation ■ Itella sells its bank to focus on core business ■ Healthy growth for Deutsche Post DHL in 2012 ■ Amazon no threat to Deutsche Post delivery says Appel ■ Catalogues boost online sales says Royal Mail study ■ PostNL wins business for its large-item delivery service ■ PostNL profits decline by 30% year on year ■ Restructuring costs impact on PostNord's profits ■ UPS gets close to medium-sized businesses in Germany ■ DPD UK puts customer service in the cloud ■ Deadline for entries approaches for An Post awards


 [The Clay Center Dispatch](#): Our apologies to those Dispatch readers in our eastern coverage area--Riley, Leonardville and Blue Rapids. Know we share your frustration. Readers in that area have been ringing the phones "off the hook" here since the Post Office, apparently in an austerity move, shut down the Topeka sorting center. Subscribers beyond the county line are getting their newspapers two days to a week late, or more, often in the wrong order. The change is due to another efficiency reorganization by the Post Office. It's never hard to apologize when what you're apologizing for is nothing you have done or failed to do. We deliver the papers to the Clay Center Post Office every day at about the same time we have for the past generation or two and pay them in advance for delivering. The papers leave the Clay Center Post Office on time. That's when things go haywire.





[Now hear this: "This Week In Postal".....the latest podcast posted now!](#) [In-Style: A recap of the National Postal Forum](#)


 **INDUSTRYALERT** Please join us on Thursday, March 28 from 1:00 to 2:00 PM Eastern for a [Network Rationalization webinar](#) presented by Dave Williams, USPS Vice President of Network Operations.


 [Wall Street Journal](#): TNT Express NV on Monday cut profit targets for Europe and said it would eliminate 4,000 jobs and sell assets in Brazil and China, as the Dutch delivery company tries to stake out an independent future.


 [Post & Parcel](#): Norway Post has hired consultants at Capgemini Group and Tata Consultancy Services to assist in efforts to modernise the company up to 2019. The national postal operator said the contracts are worth NOK 250m (EUR 34m) for each supplier, but should drive big cost-savings.

 [Workday Minnesota](#): Minnesota Gov. Mark Dayton joined more than 100 demonstrators outside the main post office in Minneapolis yesterday, leading the call for federal lawmakers to strengthen – not dismantle – the U.S. Postal Service.


 [I1Alive](#): More flak for the U.S. Postal Service, as it continues to battle for financial survival. While lawmakers wrestle with the agency over cutbacks to Saturday mail delivery, it appears they are not putting their money where their mouths are.


 [WFMY](#): It's the United States Postal Service. So, why isn't the United States Government using the USPS more than other businesses?


 [Wisconsin Radio Network](#): Starting this summer, the US Postal Service plans to end weekend home deliveries because of continued financial problems. A Wisconsin Congressman is joining an effort to stop that from happening, through a bill that would address the budget issues currently plaguing the agency.

 [PRWeb](#): CanadaFAQ.ca today announces the publication of a new infographic (<http://www.canadafaq.ca/richest-postal-codes.php>), targeted at Canadian visitors and worldwide audience. Created by Tsveta Todorova, the lead web designer at CanadaFAQ, the infographic visualizes Canada's richest neighbourhoods and residential areas.

 [Daytona Beach News-Journal](#): The U.S. Postal Service is facing a necessary retrenchment brought on by a number of factors, including the Internet, the Great Recession and a change in consumer habits.

 [Zawya](#): As part of the implementation of the 23rd Meeting of the Committee of Heads of GCC Postal Organisations which decided to unify the procurement of postal equipment and items from a single supplier, the GCC Committee for Unified Procurement of postal equipment held its 18th Meeting recently in Dubai, chaired by Mr. Saleh Bin Hassan Al Dayan, Assistant General Manager of Procurement and Tenders, Saudi Post and head of the Saudi delegation.


 [Ottumwa Courier](#): Congress passed a bill last week requiring the U.S. Postal Service to continue delivering mail six days a week. While this may be the answer some people are looking for, it may also be creating additional problems.


 [From the Federal Register](#): **Postal Service NOTICES** Promotional Rates for Global Express Guaranteed Service , 18376–18377 [2013–06906] [[TEXT](#)] [[PDF](#)]




[PostCom @ PostCom2](#) (aka Rockin' Robin)


#USPS lost \$838 million in Feb 2013. Its controllable operating loss only \$12 million.

 [Washington Post](#): *Rep. Gerald Connolly* -- The Post dismisses the controversy surrounding the Postal Service's attempt to circumvent the law, a legal opinion I requested from the GAO found that the service does not have the authority to eliminate Saturday delivery without congressional approval.

 [Federal Computer Week](#): Snail-mail is so behind the times, right? Wrong. The United States Postal Service is at the cutting edge of supercomputing technologies and the big data revolution, operating one of the most powerful non-classified supercomputing databases on the planet to process and detect fraud on over 528 million mail pieces every day.

March 25, 2013

 [Reuters](#): Pitney Bowes Inc has won the dismissal of a securities fraud lawsuit accusing it of misleading investors by not disclosing problems in its businesses that in 2007 caused it to miss financial projections for the first time in seven years. District Judge Vanessa Bryant in Hartford, Connecticut, said the mail processing equipment company had included appropriate cautionary language in its regulatory statements and on conference calls that warned investors about the risks. "A company need not be prescient, it need only be aware of its business environment and warn of factors and circumstances present in its business environment which could affect the company's results," she wrote.

 [Fox6Now](#): Sending mail just got delicious! Belgium's postal service has introduced stamps that taste like chocolate! More than 500,000 stamps are being printed on special paper with a cocoa-scented varnish and glue that tastes like chocolate. The stamps come in five limited editions, showcasing images of chocolate in various forms: sprinkles, chocolate, Nutella, rough pieces and chocolate bars.





At the Postal Regulatory Commission:


- Quarterly Billing Determinants, Quarter 1 of FY 2013: Market Dominant Products Billing Determinants FY12, Q4; International Market Dominant Products Billing Determinants FY12, Q4; and FY 2012 Market Dominant Billing Determinants
http://www.prc.gov/docs/86/86696/Letter_BillDeter_Q1-FY20_20130325164742.pdf
http://www.prc.gov/docs/86/86696/FY_2012_Market_Dominant_Billing_Determinants.zip
http://www.prc.gov/docs/86/86696/Q113_MKT_DOMINANT_INTL_BD.xls
- National Trial Balance, February, 2013 (FY 2013); and Statement of Revenue and Expenses, February, 2013 (FY 2013)
http://www.prc.gov/docs/86/86700/Letter_NTB-SRE_Feb2013_F_20130325164249.pdf
[http://www.prc.gov/docs/86/86700/National%20Trial%20Balance%20-%20Redacted%20%20February%202013%20\(FY%202013\).xls](http://www.prc.gov/docs/86/86700/National%20Trial%20Balance%20-%20Redacted%20%20February%202013%20(FY%202013).xls)
[http://www.prc.gov/docs/86/86700/Statement_of_Revenue_and_Expenses_-_Redacted_February_2013_\(FY_2013\).xls](http://www.prc.gov/docs/86/86700/Statement_of_Revenue_and_Expenses_-_Redacted_February_2013_(FY_2013).xls)
- USPS Preliminary Financial Information (Unaudited), February, 2013
http://www.prc.gov/docs/86/86697/2013_3_25_Attachment_for_Memo_to_Govs--PRC_for_February.pdf
http://www.prc.gov/docs/86/86697/Letter_PFI_Feb2013_20130325164108.pdf




[Now hear this: "This Week In Postal"the latest podcast posted now!](#)


 [Lifehacker](#): *Here's one reason why postal wooden pallets may be disappearing.*


 [Minot Daily News](#): Lawmakers disagree on what the six-day requirement actually means. Some lawmakers believe the requirement means exactly what it says, that the Postal Service must maintain delivery on six days of the week. Other lawmakers believe that the requirement doesn't specify what the Postal Service has to deliver on those six days. Postal officials have said they plan to deliver mail on six days, but not all mail will be delivered on six days. Saturday delivery will include packages, but not first-class mail, they have said. The Government Accountability Office concluded that the postal agency does not have the right to unilaterally discontinue Saturday mail delivery. The letter carriers union, a critic of the postal agency's plan to end Saturday delivery, agrees with the GAO. But the Postal Service believes the language in Congress' requirement is vague, and says it is sticking with its plan, which officials say will save \$2 billion annually. The agency loses an estimated \$25 million per day. Postal officials say their plan makes sense because as the volume of letters has dropped, package delivery has risen by 14 percent since 2010. We wish someone would figure this out once and for all.

 [Bloomberg Businessweek](#): Is U.S. Postmaster General Patrick Donahoe the most powerless man in Washington? It certainly seems so. The influential Government Accountability Office said March 21 that the USPS doesn't have the legal authority to carry out Donahoe's plan to eliminate Saturday letter delivery this summer. The GAO finding came on the heels of another setback for Donahoe. The House and Senate passed legislation last week that would preserve Saturday service over the objections of the USPS. The week's events underscore Donahoe's inability to ease the USPS's fiscal suffering. Donahoe's critics have characterized his proposals as extreme. But so are the circumstances plaguing the USPS. Donahoe finds himself in an unenviable position. The losses at the USPS continue to mount, and there is little he can do about it—which is what happens when you are powerless. *[EdNote: It soon may be time for him to think about telling Congress "Take this job and shove it." Undoubtedly, NO Member of Congress would relish taking the job.]*


 [The Financial Express](#): Indians living abroad, especially those in the US have welcomed the launch of the electronic postal order, which they say would go a long way for them seeking information from the Indian Government and other state governments under the Right to Information Act. A number of Indians living in the US said that RTI has now become accessible to the Indian citizens living abroad after the Postal Department last week launched Indian postal order in electronic format (eIPO).


March 24, 2013


 [The Hill](#): Greeting card giant Hallmark Cards has registered its own in-house lobbyist as Congress battles over the future of Saturday mail delivery. Hallmark is among a number of groups and companies that are pushing back on the United States Postal Service's (USPS) decision, which was made as part of a broader cost-cutting effort at the agency. Sarah Moe, Hallmark's federal affairs manager, said she registered as a lobbyist after the company restructured and decided to devote more resources to Washington.


 [Osun Defender](#): Postal sector reform process which will culminate with the setting up of an independent regulator for the industry is embroiled in a web of confusion with some vested interest bent on thwarting the reform, Nigeria CommunicationsWeek can now report. Multinational courier firms and some top management of Nigerian Postal Service (Nipost) are allegedly working to frustrate the process. Multinational courier firms fear it would not be business as usual with a strong regulatory commission while some top officers of Nipost fret over erosion of influence and positions of authority. A source which did not want to be named accused the interests of lobbying the National Assembly to stall the passage of the bill.


March 23, 2013

 [The Hindu Business Line](#): Frama AG, a Swiss mail handling and data management solutions company, on Thursday announced its formal entry into India. The company said it would market its franking machines in the country, along with other products, such as letter openers, folders, and tax meters. The Swiss company said it had received the Department of Posts (DoP) approval to market its postal franking machines in India and was approaching State Governments, including Maharashtra, Gujarat, Uttar Pradesh, Uttarakhand, Jharkhand, Karnataka and Andhra Pradesh.


 [The Hill](#): The Senate approved an amendment to the budget that would require political committees and campaigns to pay the full mailing price. Sen. Tom Coburn (R-Okla.) introduced the amendment, which passed by voice vote early Saturday morning. His amendment would end non-profit postal discount rates for political committees bringing at least \$15 billion in revenue for the U.S. Postal Service each year. See also the [Associated Press](#) and [CBS](#).


 [Bloomberg](#): FedEx Corp. (FDX) said it agreed to buy 14 Boeing Co. (BA) 757 passenger jets from United Continental Holdings Inc. (UAL) and convert them into freighters, part of a plan to save on fuel costs with newer, more efficient planes. The Memphis, Tennessee-based company also has 70 767s and 777s on order, according to the filing.


 [Denver Post](#): The U.S. Postal Service is losing \$25 million per day and Congress is apparently unwilling to let the agency do anything about it. Congress needs to take action or step out of the way as the Postal Service tries to deliver on plans to cut costs.


 [U.S. News](#): Congress has passed legislation preventing the U.S. Postal Service from saving \$2 billion per year. But if you think legislators offered a different plan to help rescue the mail service, you don't understand how Congress has wrecked a once-proud government agency. The biggest problem isn't the postal service itself. It's the agency's quasi-governmental nature, which still requires Congressional approval for major reforms such as closing post offices, branching into other lines of business or changing delivery schedules. As everybody knows by now, the last group you'd want running any kind of business is Congress. Schoolchildren, not yet cynical enough to bleed public agencies for political gain, would probably do a better job overseeing the mail service.

March 22, 2013

 [St. Louis Business Journal](#): Postal workers plan to rally Sunday outside the U.S. Post Office's main branch in downtown St. Louis to protest the service's plan to cut Saturday delivery.

 [Deccan Herald](#): The snail mail's long-awaited techno revolution is just about to begin, right here in Bangalore. The Department of Posts will launch its first automated teller machine (ATM) for the Karnataka Circle at the General Post Office (GPO) here in two months. Seventy-five more ATMs will spring up across the State soon, nine of them in the City, triggering a year-long modernisation drive.


 [The Nation](#): No member of Congress who takes seriously their oath sworn to uphold the Constitution can neglect the duty to preserve the United States Postal Service. The founding document is clear. Article I, Section 8, Clause 7 gives Congress the power and the responsibility: "To establish Post Offices and post Roads." To say that Congress has shirked its duty in recent years would be an understatement of colossal proportions.

 [Government Executive](#): The U.S. Postal Service ranked as the lowest-performing postal agency or commercial operator in a new global, private industry report. The survey, released by Accenture, evaluated 24 government-operated postal organizations and two private companies that together deliver 75 percent of the world's mail. The report found USPS burdened by legacy costs high performing agencies in other countries have shed, such as pension burdens and the "restrictive" universal service obligation. The Postal Service has not adapted to the worldwide trend of declining mail volume by innovating new products and offering new services with flexible pricing, the report found. Mail volume decreased 12.8 percent from 2010 to 2011, according to Accenture, and the agency lost a record \$15.9 billion in fiscal year 2012. The Postal Service has not adapted to the worldwide trend of declining mail volume by innovating new products and offering new services with flexible pricing, the report found. Successful


postal agencies, such as Australia Post, have used their retail space for issuing passports, fishing licenses and motor vehicle registration. While no mail operator has fully and embraced and integrated digital mail into its revenue model, many organizations have developed successful digital products, such as Germany's Deutsche Post, which allows customers to send a letter using a texted code rather than a stamp. USPS also lags behind its counterparts in adapting to its customers' needs.


 **DMM Advisory: IMb™ Services Update.**


- **PostalOne!® Release 34.0.0 Deployment** — will require an extended maintenance window to complete all software updates. There will be a PostalOne! ® outage from 12 midnight through 9 a.m. CT, Sunday, April 7, 2013. A mandatory Mail.dat® client download will be available immediately following the software update.
- **PostalOne! Release 34.0 Deployment to Test Environment for Mailers (TEM)** — will occur on Monday, April 8, 2013, and PostalOne! TEM will be unavailable from 7 a.m. through 3 p.m. CT.


 **Princeton Union Eagle:** Someday your mail might be delivered in vehicles manufactured in Princeton if a U.S. Congressman has his way. U.S. Rep. Rick Nolan promised, after visiting the e-ride Industries neighborhood electric vehicle (NEV) works in Princeton last Friday, that he will try to get a regulation changed so that NEVs would be allowed to reach a top speed of 35 mph on streets. Right now the vehicles are only allowed to go 25 mph. Raising the NEVs' allowable speed would make them more practical if the United States Postal Service (USPS) were to use NEVs, says e-ride founder and chief operating officer John Herou.


 **At the Postal Regulatory Commission: RM2013-2 Order No. 1678** - Notice of Proposed Rulemaking Requesting Comments on Proposed Commission Rules for Determining and Applying the Maximum Amount of Rate Adjustments http://www.prc.gov/docs/86/86688/Order_1678.docx | http://www.prc.gov/docs/86/86688/Order_1678.pdf

 **Seeking Alpha:** FedEx (FDX) stock fell around 7% Tuesday after the company reported Q3 earnings for the fiscal year ending May 2013. Reported EPS fell 28% year over year during the quarter despite revenue growth of around 4%. Continuing weakness in the FedEx Express segment due to shifting customer preferences for slower and lower yield offerings more than offset growth in Ground and Freight segments. The shift in customer demand for slower deliveries is apparent from the fact that FedEx's international deferred package volumes grew 12%, while international priority volumes rose by just 2% year over year for the quarter. The fact that this trend has accelerated instead of slowing down as expected earlier is not a good sign. The company expects the trend to continue going forward.


 **USA Today:** The new spending bill passed by Congress on Thursday appears to continue the requirement for six-day mail delivery, but some lawmakers and postal officials say plans to cut Saturday service should proceed. "We fully expect the Postal Service's board of governors and the postmaster general to follow the law and the expressed will of Congress about maintaining six-day delivery," Fredric Rolando, president of the National Association of Letter Carriers, said in a statement. "We do not expect to have a legal fight."


 **Wall Street Journal:** Health insurers are privately warning brokers that premiums for many individuals and small businesses could increase sharply next year because of the health-care overhaul law, with the nation's biggest firm projecting that rates could more than double for some consumers buying their own plans.

 **AL.com:** The Federal Employee Tax Accountability Act made its way through the House Oversight and Government Reform Committee on Wednesday. Introduced by Rep. Jason Chaffetz, R-Utah, it would allow for federal employees with tax liens to be fired. It would also prohibit those with tax liens from being hired by the federal government.

 **The Legal Intelligencer:** The matter of Hubbard v. Donahoe, Civil Case No. 03-1062, U.S. District Court for the District of Columbia, is a class action lawsuit that pits the United States Postal Service against its deaf and hard-of-

hearing employees. The Equal Employment Opportunity Commission brought a class action suit on behalf of various deaf employees USPS alleging that the USPS denied them communication accommodations (e.g., American sign-language interpreters), especially during meetings, refused to provide them a TTY for telephone communication, failed to give them emergency evacuation notification systems, did not promote them or provide assistance in their effort to get promoted, and subjected them to a hostile work environment as a direct result of their disabilities.

 **PRNewswire:** Despite a weak economy, European e-commerce activity is flourishing. In 2012, the region's e-commerce market grew by 12%, despite a decline in overall retail sales for the same period. Online-only retailers, known as pure plays, initially benefited from the swift increase in e-commerce sales. However, now brick & mortar retailers are fighting back and as a result, some are experiencing double-digit growth in their online offerings. The ability to not only adapt to a changing retail industry, but also to respond to these changes with a flexible, agile supply chain is now a necessity for retailers to survive. Some retailers, such as Jessops and Comet in the UK, have been too slow to adopt a multi-channel approach and this has, in part, resulted in both companies being declared bankrupt. Logistics providers and postal services have also had to respond quickly to the rapid rise in demand for e-commerce solutions. Although providers have developed tailored solutions for transport, fulfilment and returns, few have developed the sophisticated services which e-retailers demand. Therefore, a large proportion of e-retail logistics functions are still not out-sourced. This new report Europe e-commerce Logistics 2013 provides unique analysis of the latest trends in the region's e-commerce market; including a breakdown of the market by individual countries. The report also provides overviews of major retailers' supply chains as well as profiles of the key logistics providers and postal services providing e-commerce solutions in Europe.

 **Think Progress:** Congress has apparently not considered that postal access matters, particularly to rural Americans. Members of Congress seem content to let the USPS flounder, despite the fact that it would take just one simple step to fix the USPS's budget problems: repealing the pension requirement. It doesn't look like Congress will let that happen any time soon.



The latest issue of the [PostCom Bulletin](#) is available online. In this issue:

- Postmaster General Pat Donahoe earlier this week in his keynote address at the National Postal Forum told attendees that the USPS and industry need a "Game On" attitude. "If you look at all of the changes occurring with devices and mobile platforms... with digital offerings... with television and radio... it's a dynamic, changing environment," he said. "We have to be dynamic. We have to embrace these changes," the PMG urged. He told the NPF audience that there are four key challenges the USPS and industry need to embrace: 1) make mail more personally relevant; 2) make mail more actionable; 3) make mail more functional; and 4) make mail more creative.
- The USPS at this week's National Postal Forum announced its plans to redesign its Express Mail and Priority Mail products beginning in July 2013. USPS Chief Marketing and Sales Officer Nagisa Manabe told the NPF audience that the USPS wants to move to "tomorrow's kind of thinking" and explore ways it can collaborate with industry, explore new opportunities and grow new business.
- The USPS at this week's National Postal Forum continued to communicate to customers its plan to move on August 5, 2013, to a 5-days per week mail and 6-days per week package delivery schedule. The USPS said it will continue its preparation and communication efforts, and will release a detailed implementation plan later this month. In response to audience questions about what impact the legislative activities in Congress will have on the USPS' plan, it said that although both the House and Senate are working on legislation, nothing has been passed to date. "We can't speculate on what Congress may or may not do," it said, "it is incumbent on us to have our plans in place so that we can implement in August."
- The USPS in its Intelligent Mail sessions at this week's National Postal Forum was firm in its insistence that it does not plan to change the previously announced January 2014 implementation date for requiring IMb Full-Service for automation price eligibility for letters and flats. "We are serious about this," USPS vice president of product information Jim Cochrane told the NPF audience, "in January 2014 you will need to be in Full-Service, so you need to work to get there."
- Whether it was on the Exhibit Hall floor, or in a multitude of workshops, or in the keynote presentation and dedicated sessions, digital took center stage at this week's National Postal Forum. Recently appointed

USPS Vice President of Secure Digital Solutions Randy Miskanic told the NPF session audience that while the group is still in its infancy, the industry "needs to collectively think about how the mail experience will exist in the future digital space and complement the physical mailpiece in the digital channel."

- Faced with a nearly 50-billion piece decline in global mail volume over the past three years, rising employee pension costs and increasing competition from private, commercial postal operators, the world's postal agencies are fighting back by diversifying services and leveraging technology, according to a new study from Accenture.
- Quad/Graphics, a leading global printer and media channel integrator, was recognized by the U.S. Postal Service this week for excellence in driving technology innovation and supporting growth for the mailing industry. Postmaster General and Chief Executive Officer, Patrick R. Donahoe presented the inaugural Partnership for Growth award to Quad/Graphics at the annual National Postal Forum.
- National Postal Museum announces sponsorship of PostalVision 2020 Conference. USPS explains new expedited process for stamp orders. PRC established rule making docket. Mary Anne Gibbons set to retire. USPS submits EDDM quarterly report. Industry does not participate in Simple Showcase mailings. Parceling out old post offices. Like it or not, the USPS isn't going away anytime soon. Corker strongly disappointed on Congress; stance on the USPS. Rahall meets with West Virginia postmasters. McCain criticizes CR for prohibiting USPS from switching to 5-day service. Democrats press USPS on delivery savings. Netflix blames slow DVD service on USPS. More from the NPF. More PostCom members recognized at NPF. NPF potpourri.
- Updates from the Federal Register.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- Postal previews.

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[Lorton Patch](#): The U.S. Postmaster General does not have the authority to cut mail delivery service across the country from six to five days per week, according to a Government Accountability Office legal opinion requested by Northern Virginia Congressman Gerry Connolly (D-11th). "Unfortunately, the Postmaster General continues to stonewall Members of Congress, withholding his legal justifications for eliminating Saturday delivery from Postal customers and the American public," said Connolly, a ranking member on the Subcommittee on Government Operations, in a statement. "The GAO legal opinion clearly rejects the Postal Service's attempt to circumvent the law."

[The Washington Post](#): Lawmakers are divided over whether the short-term funding plan that awaits President Obama's signature would require the U.S. Postal Service to continue Saturday mail distribution. But Congress has required six-day delivery by the Postal Service since 1987, and the passage of the continuing resolution funding bill Thursday maintains that status quo. Or so some lawmakers assert. Others disagree, saying the Postal Service is in its right to make the change. The Government Accountability Office said Thursday that the current stopgap budget requires the Postal Service to maintain six-day delivery. GAO counsel said the same rule would apply under the funding plan Congress approved Thursday. Lawmakers who oppose five-day service applauded the GAO report, saying it proves that the Postal Service must continue delivering mail on Saturdays.

[The Fiscal Times](#): The financially ailing U.S. Postal Service lost \$16 billion in fiscal year 2012, three times more than it lost the previous year. The Post Office has said that ending it would save \$2 billion a year. Congress nevertheless moved forward on Wednesday with a spending bill that includes a provision to maintain the agency's six-day delivery.

 [Beaumont Enterprise](#): In the long and sordid history of bad decisions by Congress, this one deserves some kind of dubious distinction: The House and Senate have voted to overrule plans by the Postal Service to end the delivery of mail on Saturday. In the midst of the sequester's financial crisis, no less. That's pathetic. It's an utter failure of leadership, a stunning inability to make changes that could lead to a balanced budget.

 [Boston Globe](#): Bed Bath & Beyond is the latest retailer to be hit with a lawsuit over the collection of zip codes from customers. The complaint, filed in US District Court in Boston Wednesday by Melissa Tyler, accuses the home goods chain of violating the state's consumer privacy laws by collecting the postal information for credit card purchases and then using it to send junk mail to consumers without their permission. Tyler is seeking class action status and estimates the "amount in controversy in excess of \$5 million," according to the complaint.

 [DMM Advisory](#): **March DMM Update.** Postal Explorer® (pe.usps.com) is your source for up-to-date mailing standards. The Domestic Mail Manual (DMM®) is fully searchable on Postal Explorer and features fly-out menus, cross-reference links, and an extensive subject index. On March 4 we updated our mailing standards to include the following changes:

- **Usage of Franked Envelopes and Labels** -- We revised 703.6.2.1 to clarify the use of franked envelopes and labels. We published this information in the February 21, 2013, Postal Bulletin.
- **USPS Tracking/Delivery Confirmation Label Usage.** -- We revised 503.11.0 to clarify the use and application of integrated retail systems labels and other unique, USPS-provided tracking labels for USPS Tracking/Delivery Confirmation service. We published this information in the February 21, 2013, Postal Bulletin.
- **Intelligent Mail Barcode on Periodicals, Flats and Letters.** -- We revised 707.12.0, 13.0 and 14.0 to correct the omission of standards limiting automation discounts for Periodicals letters and flats to Intelligent Mail® barcodes only. We published this information in the February 7, 2013, Postal Bulletin.
- **New Minimum Value for Treatment as Dead Mail.** -- We revised 507.1.9 to update the minimum value for treating undeliverable articles as dead mail. We published this information in the January 10, 2013, Postal Bulletin.

March 21, 2013





[Government Accountability Office](#):


"USPS asserts that it need not comply with the provision during the period of the Continuing Resolution because the Continuing Resolution did not appropriate any amounts for the Postal Service Fund.6 USPS Letter, at 3. We disagree. **This conclusion rests upon a faulty USPS premise**, which is that the provision is "explicitly tied to the receipt of annually appropriated funds for revenue foregone." Id. No language in the provision indicates that its applicability is predicated upon and restricted to amounts appropriated in the 2012 Appropriations Act or in any other act. Instead, the provision is a legislative directive establishing an operational standard for USPS. **An appropriations act is a law like any other law**, and Congress is free to enact operational directives and prohibitions in appropriations acts, as well as appropriations themselves. See *Atlantic Fish Spotters Association v. Evans*, 321 F.3d 220, 224 (1st Cir. 2003). **USPS's interpretation of the Continuing Resolution and of the 2012 Appropriations Act parses the statutes in a fashion that frustrates both the nature and the purpose of the Continuing Resolution.**


"The Continuing Appropriations Resolution, 2013, continues the applicability of a provision in the Financial Services and General Government Appropriations Act, 2012, that required the U.S. Postal Service to continue 6-day delivery and rural delivery of mail at not less than the 1983 level. Absent specific legislative language, a continuing resolution maintains the status quo regarding government funding and operations. Although the provision at issue herein is an operational directive, not an appropriation, **we see no language in the fiscal year 2013 Continuing**


Resolution to indicate that Congress did not expect it to continue to apply during the Continuing Resolution."


 **Reuters:** The financially beleaguered Postal Service suffered a setback in its plan to end Saturday delivery of first-class mail as **Congress on Thursday passed legislation requiring six-day delivery**. The Postal Service, which lost \$16 billion last year, had announced last month its plan to switch to five-day mail service to save \$2 billion annually. No law requires the Postal Service to deliver mail six days a week, but Congress has traditionally included a provision in legislation to fund the federal government each year that has prevented the Postal Service from reducing delivery service. The House of Representatives on Thursday gave final approval to the legislation, known as a continuing resolution, that maintains the provision, sending it to President Barack Obama to sign into law. The Senate approved the measure on Wednesday. "Once the delivery schedule language in the Continuing Resolution becomes law, we will discuss it with our Board of Governors to determine our next steps," said David Partenheimer, a spokesman for the Postal Service. Ali Ahmad, a spokesman for Issa, said **there may still be some room for the Postal Service to change its delivery schedule**. Ahmad said that although the spending measure maintains the six-day delivery language, it is vague and does not stop the Postal Service from altering what products it delivers on Saturdays.

 **Product Tracking System-2 (PTS-2) – 13RG011MS000** -- The Postal Service is in the midst of replacing its legacy tracking system. The current Product Tracking System is used to scan and report data on the locations and delivery status of mail, including Express Mail, Priority Mail and Standard Parcels. In 2011, a new capital plan was approved to redesign this legacy system to address concerns that it was outdated and inadequate for volume growth. Other issues were that the system was expensive to maintain and improve; lacked the capacity to process and store current and expected tracking event volumes; and could not flexibly incorporate improvements for new products, services or other features in a timely manner. The Product Tracking Solution-2 (PTS-2) will replace the legacy system and provide the necessary infrastructure to support projected volume growth for the package delivery business. PTS-2 will also support new package tracking initiatives to incorporate a barcode for every package and increase scanning on each package. It will also allow customers easy access to package tracking data by centralizing maintenance rules. Additionally, PTS-2 will accommodate new products and services at a significantly faster pace than is possible today. Streamlining and centralizing the business rules for tracking data will reduce the time and effort to implement new products and services. How do you think an enhanced product tracking system will help the Postal Service improve its competitiveness? Do you think it will help generate additional revenues?

 **Waco Tribune:** It stands to reason that elimination of Saturday mail delivery by the U.S. Postal Service might be perceived by some as an inconvenience. Even so, we hope Congress and the public will embrace the much-needed cost-cutting move for this financially beleaguered agency.


 **Duluth News Tribune:** Local residents, postal workers and their supporters will rally Sunday in Duluth in support of the U.S. Postal Service and against cuts in service. It's part of a national effort to forestall cuts to the service, which has been besieged with budget problems.


 **Democrat and Chronicle:** The U.S. Postal Service is trying to sell many of its historical buildings to private developers as it looks for ways to cut losses that reached a record \$15.9 billion in 2012. The fire sale started gaining momentum two years ago after the Postal Service hired the commercial real estate firm CBRE to oversee the properties, many of them relics of the New Deal era. Of the 58 post offices currently listed, six are on the National Register of Historic Places.

 **Federal News Radio:** The Senate approved legislation Wednesday to lock in \$85 billion in widely decried spending cuts aimed at restraining soaring federal deficits -- and to avoid a government shutdown just a week away. Without changes, the \$85 billion in cuts for the current year will swell to nearly \$1 trillion over a decade, enough to make at least a small dent in economy-threatening federal deficits but requiring program cuts that lawmakers in both parties say are unsustainable politically. The **Department of Defense (DoD) plans to furlough** nearly all of its 780,000-member civilian workforce on a one-day-per-week basis — most for a total of 22 days. In addition, the military services and defense agencies have instituted civilian hiring freezes and cut spending on travel, training and supplies.



[Nat'l Postal Forum](#) @postalforum The [#2013NPF](#) was a huge success and well attended!

 **ANSA:** Italian financial police seized 72 private postal agencies across Italy and nearly 180 bank accounts on Wednesday for alleged illegal postal banking services. Investigators in the Sicilian capital Palermo filed complaints against the owners of two private postal networks, alleged to have illegally received about 30 million euros from customers over the last 18 months. Investigators in the Sicilian probe dubbed "Lost Pay" also accuse the private postal agencies of violating anti-money-laundering norms. Investigators found that although the agencies of the networks possessed franchising contracts and ministerial authorization to operate mailing services, they did not have concessions necessary to conduct payment services. Private postal agencies were seized in the provinces of Palermo, Messina, Catania, Trapani and Agrigento, as well as the provinces of mainland cities Rome, Macerata, Lecce, Reggio Calabria, Modena and L'Aquila.

 **Forbes:** While it is true that the volume of mail has been declining for years now, the biggest issues currently facing the Postal Service have more to do with political incompetence than technological disruption. Eighty percent of post offices lose money – but they are unable to shut these buildings down because few legislators want to answer to their constituents about why their local post office has closed. Just as the decline of railroads forced the Postal Service to adapt in the 1970s, they are now again at a point where they must undergo major transformations. The Postal Service isn't a dying industry, it's far from it. We shouldn't simply just wish it away without thinking of the deep and lasting consequences that its absence would create.



At the Postal Regulatory Commission:

CP2013-54 United States Postal Service Notice of Promotional Rates for Global Express Guaranteed Service

<http://www.prc.gov/docs/86/86678/GXG%20Prices%20-%202013%20Promotion%20Redacted.xls>

http://www.prc.gov/docs/86/86678/GXG%20Promotion_Redacted_WP2013.03.18.xls

http://www.prc.gov/docs/86/86678/CP2013-54_GXG_Promotion_Notice.pdf

American Postal Workers Union: "The Postal Service is abusing Postal Support Employees in small offices and systematically violating contractual restrictions governing PSEs, Clerk Craft Director Rob Strunk has declared. "And we intend to do something about it. "Locals and state organizations must take note of these violations and file grievances based on the specific circumstances in their area," he said. [*EdNote: Ah, yes. A house divided against itself....*]

March 20, 2013



Postal Service Gets in Shape to Ship. The U.S. General Services Administration (GSA) has contracts with carriers, such as Federal Express and United Parcel Service, to provide goods and services to federal agencies at discount prices. During fiscal years (FY) 2011 and 2012, federal agencies spent approximately \$343 million and \$337 million, respectively, to ship goods and services through GSA contracts. The U.S. Postal Service earned \$1.2 million of that revenue in FY 2011 and \$4.8 million in FY 2012, less than 2 percent of the overall market share. In a recent audit, U.S. Postal Service Office of Inspector General (OIG) auditors looked at how the Postal Service could increase its share of shipping revenue. Although the Postal Service faces challenges growing its share of the shipping market, auditors estimated the agency could capture an additional \$34.8 million of shipping revenue during FYs 2013 and 2014. They recommended the Postal Service address challenges of pricing flexibility, lack of 2- and 3-day guaranteed express delivery products, late entry into the shipping marketplace, sales force size and structure, payment methods, and air fleet requirements. They also recommended the Postal Service identify and develop strategies to enhance customer intelligence on federal agencies' shipping practices. The Postal Service has begun addressing the current GSA contract pricing structure and plans to discuss payment methods and product selection for the federal sector. Share your thoughts on our [blog](#).

[Postal Consulting](#) @PostalKathy (From the National Postal Forum): USPS CIO at NPF: new USPS web site focused on last mile and technology unveiled today -- <http://usps.com/lastmile>



[Courier, Express, and Postal Observer](#): Between December 2012 and February 2013, the U.S. Postal Service delivered a record 35.6% of all FedEx Ground shipments. The Postal Service delivery was provided as part of the FedEx SmartPost product which experienced a 26.4% growth in shipping volume during FedEx's 3rd fiscal quarter that ran between December, 2012 and February, 2013.

FedEx [Wall Street Journal](#): FedEx Corp. warned Wednesday that a restructuring plan it announced last autumn likely won't be sufficient to offset an accelerating shift by international shippers away from priority services to lower-cost options. The Memphis, Tenn., global shipping giant, which posted a 31% decline in fiscal third-quarter earnings that came in below Wall Street expectations, said it is planning additional cost-cutting measures in its big express shipping division.

FedEx [Logistics Management](#): Despite solid performances from its Ground and Freight units, fiscal third quarter earnings for transportation and parcel bellwether FedEx were down overall on an annual basis, with quarterly net income—at \$361 million—down 31 percent.

[My Mail Connection?](#) *What is it? Check it out.*

[Detroit News](#): If you watched television last weekend you probably saw the National Association of Letter Carriers ad extolling the virtues of the U.S. Postal Service – while spreading fear of the diminished service Americans can expect from reduced hours and staff. Many Republicans – using cleverly manipulated statistics – conveniently place the blame for the USPS's financial troubles at the feet of unions. Yet, when comparing apples to apples the cost of employees for USPS are similar to that of UPS and FedEx. It should also be noted that employees at UPS are unionized – and FedEx claims that the wages and benefits they offer are competitive with UPS. Given this, it seems like a stretch to place the blame for the Postal Service's troubles at the feet of unions. While the cost of employees tends to be similar across these organizations there is one thing holding back the USPS that doesn't affect UPS and FedEx –management.

[CEP News](#) (Courier-Express-Postal), published by the [MRU Consultancy](#), has reported that:

Itella will terminate its excursion into the banking business after just over a year. On Monday the Finnish post announced that Itella Bank will be sold to the Savings Bank presumably effective on April 30 this year.

Austrian Post achieved an improved result, despite stagnating revenues last year.


The attempts of several postal operators to offset the decline in their letter mail business by offering digital mail services have been a complete failure so far. This at least is the result of a study by consultancy Accenture.


InPost, the subsidiary of Polish mail service provider Integer.pl signed a contract with Slovakian CEP service IN TIME.


UPS bought its partner out of the joint venture UPS Vietnam. On Tuesday this week, it was confirmed that the integrator takes over the 49% stake in the subsidiary from state-owned Vietnamese post's VN Post Express for an undisclosed sum.

DHL Global Mail wants to further simplify cross-border e-commerce in Europe. With DHL Easy Pack, the company initially offers online traders in Austria to send international packages into all other EU-member states.

The British postal union, the Communication Workers Union, will try to prevent the privatisation of Royal Mail with drastic measures. Last week representatives of the around 160,000 workers organised in the CWU unanimously decided to boycott downstream access mail fed into Royal Mail's network by its competitors (representing around 44% of total mail volume in


the UK) should the regulatory authority Ofcom fail to 'intervene to protect the Universal Service'.
 The Courier unit of Pos Malaysia ('PosLaju') is becoming one of the company's most important revenue drivers. This growth is primarily attributable to the booming e-commerce in the Southeast Asian country.

 The major challenge for the African continent is to improve transport infrastructure. At least this is the opinion of Ken Allen, member of the board and head of Deutsche Post's Express division. He said that the current road conditions were responsible for approximately 40% of transport costs in coastal countries and 60% in landlocked countries. If Africa wanted to become competitive, it had to review this situation, Allen said.

 According to the German Association of International Express and Courier Services (BIEK) every second parcel in Germany is a B2C shipment. The B2B segment represented 43% of the overall volume, while the remaining 7% were attributable to the C2C segment, the association said.




The [MRU](#), founded in 1992, is the only consultancy in Europe, which has specialised in the market of courier-, express- and parcel services. For large-scale shippers and CEP-services in particular, the MRU provides interdisciplinary advice for all major questions of the market, as there are for example market entry, product design, organisation, and EDP. *To learn more about the stories reported above, contact CEP News. (We appreciate the courtesy extended by CEP News to help whet your appetite for more of what CEP offers.)*


 [National Association of Postmasters of the U.S.](#): President Bob Rapoza addressed NAPUS members Monday morning, March 18, during the Leadership Conference's general business session. He pointed out this is his fourth and final year as NAPUS national president. Rapoza warned that, if Congress chooses to do nothing to resolve its fundamental differences, the integrity of our nation's universal postal system will be irrevocably compromised "This week," he stressed, "we must deliver this same message on the Hill." Congressional lawmakers must be reminded Postmasters and the communities they serve have made compromises. Congress must do the same: settle their differences. "Get out of the way and let us serve the American public," he said.




Get the Beak out of the box It's time for postal reform!!

Question of the Day: The Postal Service delivers....Can Congress?



 [Federal Computing Week](#): In a move sure to send ripples through the federal IT community, FCW has learned that the CIA has agreed to a cloud computing contract with electronic commerce giant Amazon, worth up to \$600 million over 10 years. Amazon Web Services will help the intelligence agency build a private cloud infrastructure that helps the agency keep up with emerging technologies like big data in a cost-effective manner not possible under the CIA's previous cloud efforts, sources told FCW. *[EdNote: Could there be an Amazon cloud in the Postal Service's future?]*

 [The Business Times](#): Singapore Post has retained its number one ranking as the top postal agency, an Accenture study released Wednesday showed. The study, which analysed postal agencies in 24 countries, attributed SingPost's success to its diversification of products and services - including leveraging the internet and taking full advantage of the eCommerce market in the region to increase revenue - amid declining global mail volume. The study found that SingPost was the only postal organization besides Austria Post to see positive mail volume growth year-on-year from 2009 to 2011, out of 26 such organisations worldwide.

 [From the Federal Register: Postal Regulatory Commission NOTICES Negotiated Service Agreements , 17234-17235 \[2013-06358\] \[TEXT\] \[PDF\]](#)


 [The Washington Post](#): Nearly two months ago, Patrick R. Donahoe, the postmaster general and chief executive of the U.S. Postal Service (USPS), announced that the postal service would stop Saturday mail delivery in August. At the time, we expressed the hope that Congress would treat Mr. Donahoe's cost-cutting measure as a cue to address, at long last, the structural problems that necessitated it. Alas, it appears that lawmakers are bound and determined to do the opposite. Instead of supporting Mr. Donahoe's plan and providing USPS management with the tools to implement further savings, they are obstructing him. **Congressional foot-draggers** are ignoring public sentiment and postal management's abundantly documented cost concerns in favor of postal unions, corporate mailers and other groups that cling to the outmoded postal business model, regardless of the potential cost to taxpayers. The fact is that ending Saturday delivery is only a small part of the change the USPS needs to survive in the post-paper world. Yet seemingly even that is too much for a Congress wedded to the status quo and the special interests that benefit from it.


 *Let's get Beakie to soar!! ...*  *Get on with postal reform!!*


  [4-Traders](#): UPS has announced that it has become the first global express delivery company to be wholly-owned in Vietnam, following its acquisition of the 49 percent interest of VN Post Express in the two companies' express delivery joint venture. The change will allow UPS to better connect Vietnam's rapidly expanding economy to world markets through the UPS network.


[Postal Consulting](#) @PostalKathy (From the National Postal Forum):


- USPS at NPF says 95% of commercial mail is now using an IMb, but Full Service adoption is at 50%
- USPS says current sign-up process for IMb Tracing takes 61 steps, so it is going to "re-vamp" to make it easier to do and understand data
- USPS VP Reblin at NPF: mobile commerce sales increased 81% in 2012 to nearly \$25 billion
- USPS VP Reblin at NPF: 98% of FCM pieces get opened and people spend 2-3 mins on avg with the mailpiece , so make it engaging
- USPS VP Reblin at NPF: I believe the Postal Service will be around for hundreds of years to come...mail is a great product
- USPS VP Reblin at NPF "social media and the USPS should be intertwined"
- USPS VP Reblin at NPF shares survey stats of 18-24 yr olds, 72% want more personal mail, 67% scan mail
- USPS says it will release new delivery schedule implementation plan by end of month
- USPS on 5-day plan: 14% package growth 2010-2012 warrants Sat package delivery
- USPS to expand DelCon for FCM int'l packages to more countries later this year
- USPS announces launch of first ever eBay USPS store dedicated to selling stamps/collectibles. Collectors spend \$1.8 billion annually
- USPS VP talks about self-service at post offices. USPS also to expand gopost to NYC and San Francisco
- USPS CMSO says text "newUSPS" to 69302 with new ideas and innovations


 [WND](#): The Obama administration is demanding the nation's two biggest shipping companies police the contents of Americans' sealed packages, and a FedEx spokesman is warning that the move "has the potential to threaten the privacy of all customers that send or receive packages." FedEx and UPS are in the Justice Department's cross-hairs for not flagging shipments of illegally prescribed drugs the companies say they had no way of knowing were in their possession. Criminal charges could be coming against the carriers, even though the government has not alleged any deliberate wrongdoing by the companies.

 [Memphis Business Journal](#): FedEx Ground has agreed to pay the city of New York \$2.4 million to settle a dispute over 70 tons of contraband cigarettes. According to the Associated Press, FedEx Ground accepted packages from a Kentucky company called CigarettesDirect2U, which sold smokes across state lines in order to take advantage of lower tax rates. CigarettesDirect2U was shut down in 2009.

 [PRNewswire](#): Quad/Graphics, a leading global printer and media channel integrator, was recognized by the U.S. Postal Service this week for excellence in driving technology innovation and supporting growth for the mailing industry. Postmaster General and Chief Executive Officer, Patrick R. Donahoe presented the inaugural Partnership for Growth award to Quad/Graphics at the annual National Postal Forum. The prestigious award represents the Postal Service's dedication to recognizing innovation in a rapidly evolving technology environment. "Quad/Graphics has played a tremendous leadership role in our industry, and has pushed the boundaries of innovation and technology use," said the Postmaster General. "Our collaboration with Quad/Graphics demonstrates how technology is making mail more powerful and transforming the mailing industry." Quad/Graphics received the recognition for its leadership role in driving technology advancements in direct mail, catalogs and magazines. These innovations help customers — large and small — make better use of digital technologies, social integration and smart codes to improve the mail experience. Through pushing the boundaries and adapting mail with new technology, Quad/Graphics and USPS join forces to drive growth and competition in the mailing industry.

 [Wall Street Journal](#): When a business loses \$15.9 billion a year, some changes are typically in order—say, cutting costs. But not for the U.S. Postal Service, which is nominally run by Postmaster General Patrick Donahoe but is really run by the management gurus in Congress. Mr. Donahoe said a few weeks ago that he'd end Saturday mail delivery later this year without a Congressional order not to, so naturally Congress is telling him he can't do it. In their continuing resolution to fund the government through September, those great fiscal conservatives in the House whooped through language that the Postal Service interprets to mean it must deliver on Saturday. The Senate is expected to do the same this week. "The language is clear," Representative Jose Serrano (D., N.Y.) told the Journal. "They can't put these changes to Saturday mail into effect." Thanks a lot. Ending Saturday delivery would save about \$2 billion a year, which is at least something. The longer Congress waits to give Mr. Donahoe the power to close little-used rural post offices, end Saturday delivery and reduce pensions and the number of employees, the more likely it is that taxpayers will have to spend tens of billions of dollars to keep the entire operation from going bust.

 [Chattanooga](#): Senator Bob Corker, (R-Tn.), expressed strong disappointment that Congress will not vote on Senator Coburn's amendment that would free the Postal Service to make one change it believes is necessary to reduce costs. Specifically, Senate Amendment 68, which Senator Corker has cosponsored, would strike language in the CR that could mandate six-day delivery. The Postal Service estimates it would save roughly \$2 billion a year by moving to five-day delivery for some postal products.

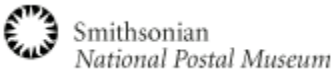
 [Huntington News](#): In his Capitol Hill office, U.S. Rep. Nick Rahall (D-W.Va.) Tuesday met with West Virginia representatives of the National Association of Postmasters of the United States to discuss recent legislation he has cosponsored to help ensure the long-term fiscal solvency of the Postal Service. "Our goal should be to increase the profitability and competitiveness of the Postal Service by improving and modernizing its services, rather than cutting off rural customers. The measure I have cosponsored would simultaneously bolster the long-term solvency of the Postal Service, while protecting mail delivery in West Virginia," said Rahall, who has been active and vocal in opposing the Postal Service's efforts to close and consolidate postal facilities in West Virginia.

March 19, 2013


 *Attention Postal One! Users:*

- **PostalOne!® Release 34.0.0 Deployment** — will require an extended maintenance window to complete all software updates. There will be a PostalOne! outage from 12:00AM(midnight) CT through 9:00AM CT, on Sunday, April 7, 2013. A mandatory Mail.dat® client download will be available immediately following the software update.

- **PostalOne! Release 34.0 Deployment to Test Environment for Mailers (TEM)** — will occur on Monday, April 8, 2013, and PostalOne!. TEM will be unavailable from 7AM through 3PM CT.




The [Smithsonian's National Postal Museum](http://www.postalvision2020.com) today *announced its official sponsorship of PostalVision 20/20 3.0* (www.postalvision2020.com), a conference to explore positioning America for the new millennium through a constructive approach to reinvent the U.S. Postal Service to serve future generations. The conference will be held April 23–25 in Washington, D.C. Founded in 2010, PostalVision 2020 was conceived as an independent thought-leading cause to reinvent the American postal ecosystem for the future. Its purpose is to ignite imaginative thinking and to stimulate provocative, candid conversation about what Americans should have in the way of "postal services" in 2020 and beyond, and who should provide them. "The National Postal Museum tells the story of the history of the Postal Service, including the critical role played by the mailing industry," said Allen Kane, director of the museum. "We are proud to be a part of the unfolding history of the Postal Service as it continues to serve America's communication and commerce needs into the future."


 *At the Postal Regulatory Commission:* Form 8-K [http://www.prc.gov/docs/86/86676/Transmittal 8-K 03-19-2013.pdf](http://www.prc.gov/docs/86/86676/Transmittal%208-K%2003-19-2013.pdf) | [http://www.prc.gov/docs/86/86676/FORM 8-K 03-19-2013.pdf](http://www.prc.gov/docs/86/86676/FORM%208-K%2003-19-2013.pdf)

 ["Postmaster General Pat Donahoe's remarks to the National Postal Forum in San Francisco, March 18, 2013"](#)

[Postal Consulting](#) @PostalKathy (From the National Postal Forum):

- USPS chief sustainability officer at NPF: recycling efforts can contribute \$100 million to USPS bottom line
- "SDS" at USPS: Secure Destruction Service. Also Secure Digital Solutions.
- USPS says if secure destruction pilots successful in July, nationwide deployment begins Nov 1 2013 at 62 PARS sites
- USPS says if all goes well, mailers can begin using secure destruction service 10/1/14
- USPS says it will save \$ with secure destruction, so does not plan to charge for the service.
- USPS VP Cochrane at NPF: IMb Full Service final rule may come out next week!
- USPS VP Cochrane says at NPF USPS will explore a web site where mailers can enter an IMb to get the tracking info for their piece
- USPS CFO at NPF: USPS has \$17 billion workers comp liability. UPS/FedEx combined are larger than USPS, but combined liability is \$2 billion.


 **Africa:** Gauteng postal workers who embarked on a strike last month face dismissal, the SA Post Office (Sapo) said on Monday. "Following unsuccessful efforts to resolve the current illegal strike, the Sapo has initiated procedures to dismiss the postal workers who participated in the illegal strike in Gauteng," it said in a statement. The decision to dismiss the workers had become "unavoidable" after they failed to heed ultimatums to return to work on March 13, said Sapo.


 **Direct Marketing News:** There are four key challenges marketers must "embrace" to ensure the effectiveness of direct mail in a multichannel world, said Patrick Donahoe, Postmaster General and U.S. Postal Service (USPS) CEO, at the National Postal Forum (NPF) in San Francisco. The first challenge Donahoe detailed is to make mail personally relevant. The second challenge marketers face: Making mail more actionable by reducing the number of steps customers must take to make a purchase or interact with a business. The third challenge for direct mail marketers. "Mail should be able to interact with smartphones and smart TVs," Donahoe said. The final challenge for direct mail marketers, Donahoe said, is to get more creative. "That single piece of mail in your mailbox doesn't compete against the internet or television," he explained. "It competes against whatever is in your mailbox that day."





[Federal News Radio:](#) The chance for major Postal Service reform may have some traction in Congress again. While issues like pre-funding future retirees' health care benefits and stopping


Saturday delivery continue to stir debate, House leadership sees room for compromise and cooperation. During an interview on In Depth with Francis Rose, Rep. Blake Farenthold (R-Texas), the new chairman of the Oversight and Government Reform Subcommittee on Federal Workforce, U.S. Postal Service and the Census, said the problems plaguing the Postal Service exist outside of core party values.

 [Post & Parcel](#): US Postmaster General Patrick Donahoe called on US mailers yesterday to embrace technology and creative ways to integrate physical mail with the digital world, as he opened the annual National Postal Forum in San Francisco. With the US Postal Service continuing to struggle financially, in no large part because US lawmakers continue to fiddle while Rome burns, Donahoe used his keynote address at the annual gathering of postal officials and customers to look at ways to boost revenues by building on the strengths of the mail medium. In particular, he said the mail industry needed to make the most of digital technology to engage with smartphone users and make mail more personalised and meaningful for consumers, offering them clever ways to interact with the mail they receive.

 [Media Matters](#): Fox News host Ainsley Earhardt misled viewers to believe that the U.S. Postal Service used taxpayer dollars to provide upscale accommodations and activities for a leadership conference, even though the USPS does not receive taxpayer funds for operational costs, and conference attendees have to finance their own entertainment. In an effort to deal with budget shortfalls, the USPS has used its annual National Postal Forum Conference as "a revenue-generating opportunity," Postal Service spokeswoman Zy Richardson told Government Executive. The agency said that last year's conference brought in about \$160 million in revenue from new sales. But Fox hosts highlighted the conference as a waste of taxpayer dollars, focusing on the supposed extravagance of the event and mocking its stated goal of developing "sales leads." According to the USPS website, the agency does not receive any taxpayer dollars to cover its operational costs. Like other expenses, the National Postal Forum Conference is funded by the agency's \$65 billion in annual revenue from the sale of postage, products, and services.

 [4-Traders](#): United Parcel Service Inc. (UPS) said Chief Executive Scott Davis received compensation valued at \$12.14 million last year, down about 7% from \$13.05 million in 2011. His base salary rose 2.6% to about \$1.05 million. But the value of his stock awards slipped about \$740,000 to \$8.71 million, and the value of his award under a non-equity incentive plan slipped about \$140,000 to \$426,000.

 [The Hill](#): Sen. John McCain (R-Ariz.) on Monday criticized the Senate's version of a continuing spending bill for funding "junk" and prohibiting the U.S. Postal Service from saving money. "Here we are spending money on this kind of junk — this pork," McCain said on the Senate floor Monday. McCain criticized several things in the bill, but expressed particular disappointment with one "rider" that prohibits the U.S. Postal Service from switching to a 5-day delivery system from a 6-day delivery schedule. "There is nothing in this legislation that fixes that postal service," McCain said. "But there is prohibition of them going to 5-day delivery, which would save them about \$2 billion [a year]."

 [The Hill](#): Two Democrats on Capitol Hill are blasting the U.S. Postal Service for pressing ahead with a plan to limit Saturday delivery without turning over figures on how much their plan would save. Sen. Claire McCaskill (D-Mo.) and Rep. Gerry Connolly (D-Va.) say they have yet to receive savings estimates from the Postal Service, even though they asked the Postmaster General and the Postal Regulatory Commission more than six weeks ago. "It's not responsible to move forward with this drastic plan without knowing if it would even make a substantial difference in dollars saved," McCaskill said in a statement. "The Postal Service has the data we need, and it's time for officials there to stop dragging their feet." "The postmaster general demands that Congress quickly rubberstamp the elimination of Saturday mail delivery—yet refuses to explain how cost-savings were calculated—apparently expecting Members to evaluate his policy proposal from press materials alone," Connolly added. See also the [Washington Post](#).

March 18, 2013

[Postal Consulting](#) @PostalKathy (From the National Postal Forum)

- New USPS VP Digital Miskanic at the NPF, partnerships and alliances are key to USPS digital strategy.

- USPS new digital VP -- over half the population of U.S. internet-connected
- USPS digital team at NPF: If USPS comes up with the ideas alone ,it won't be successful
- USPS digital group at NPF: USPS looking at consumer opt-in approach model
- New Digital VP at NPF: look out on Twitter and FB in the coming months to learn more about how to share your ideas with us
- USPS talks about new Digital Labs process to incubate and share ideas in digital
- 6100 mailpieces processed per second; 24 billion IMb piece level auto scans per quarter -- how to leverage that data
- QUAD is big award winner at NPF! Congrats to Joel.Joe and the Quad team!
- USPS CFO at NPF: USPS has \$17 billion workers comp liability. UPS/FedEx combined are larger than USPS, but combined liability is \$2 billion.
- USPS CFO at NPF: Delivery hours = 50% of total postal hours!
- USPS CFO at NPF: It takes \$3 in package revenue to make up the profitability of every dollar lost in FCM revenue.
- USPS CFO at NPF: USPS business model doesn't work. We are a bastard child with our hands tied behind our back.
- USPS CFO at NPF: \$1 billion is 4 days operating cash for USPS



[PostCom](#) @PostCom2 (PostCom's Rockin' Robin at the National Postal Forum)

- USPS reveals MyPost, an app for smart devices that shows what you are getting in your mailbox
- PMG: industry needs to do 4 things: 1. Make mail personally relevant 2. Make mail more actionable (makes it more valuable) Expand Reply Retweet Favorite More
- PMG: 3. Make mail more functional (e.g. Interaction with smart phones) 4. Make mail more creative
 - USPS PMG: commercial FCM has declined 1% per year since 2003.



[My Mail Connection](#): "3 Tips for Succeeding with Direct Mail"





[Press Release](#): Technology and changing consumer expectations are helping to transform mail into an even more powerful communications channel, Postmaster General and CEO Patrick R. Donahoe told the nation's largest annual gathering of mailing industry leaders today.


[Columbo Page](#): Sri Lanka postal authorities have decided to suspend the contract given to a private company to deliver air mail. Secretary of Postal Services and Telecommunication Ministry Hemasiri Fernando said the contract was suspended due to the poor performance of the private company.


[SBWire](#): ZIPCodeSoft introduces free web tools that can help users find very useful information related to zip codes and geographical distances throughout the USA and Canada.


[Businessweek](#): In general, lines at the post office are long, service is poor, mail gets misdelivered, and, most significant, as a consequence the USPS is losing revenue and market share to its competitors. Let's be clear—the Internet has decreased the volume of first-class mail as people send fewer cards and letters and pay bills online. But people now shop on the Internet in increasing numbers for an enormous volume of goods. Online commerce totaled \$289 billion in 2012 with retail shopping comprising some \$186.2 billion, and one market forecast of online shopping projects \$362 billion in sales by 2016. Many, if not most, of these retail purchases get delivered to people's homes. That's why UPS (UPS) and Federal Express (FDX) are doing pretty well. Not only are both companies profitable, but UPS, for example, had 2012 U.S. package delivery revenue of almost \$33 billion, compared with the Postal Service's \$11.6 billion. Simply put, there are plenty of available customers and business for the USPS to obtain, presuming it enhanced its operations and service to be able to do so.


 [The Roanoke Times](#): When the news broke in January that Netflix had closed its Salem distribution center and shifted work to Greensboro N.C., a Netflix spokesman told Roanoke Times reporter Jeff Sturgeon that customers in the Roanoke area wouldn't see any change in service. "Netflix DVD members in the area will continue to enjoy the same uninterrupted one day service as they have in the past," spokesman Joris Evers wrote Sturgeon in an email. Netflix relies on the United States Postal Service to deliver and pick up DVDs to and from customers. But the USPS doesn't deliver and pick up the DVDs to and from the Netflix distribution centers. Instead, Netflix sends a truck to the post office's distribution center to pick up and deliver the DVDs, cutting out a day that it would take the USPS to deliver the DVDs to Netflix. Since the closure of the Netflix distribution center on Chapman Street, I've noticed that my DVDs are a day slower to arrive. I understand the DVDs have farther to travel, but since Netflix assured us the service wouldn't change, I contacted Evers to ask what was going on. "We're working through some glitches with USPS that should get your delivery up to par again real soon," he wrote in an email.


 [Post & Parcel](#): Based on a belief that designated postal operators can take advantage of their 'trusted' brands, the new .post network will be able to facilitate the provision of other services, including secure document exchange, fully tracked and registered mail, hybrid mail, address directory and data management, online postage and identity verification. It will also facilitate financial services including money transfers, invoicing and secure payment. The UPU project aims to associate a physical address with a digital address in a simple manner that should be useful for businesses, e-commerce and e-government services. And the network could carry many other forms of secure data in order to keep postal operators at the heart of modern international business in the digital age.


 [EINNews](#): Postal and parcel carriers across the globe are now realizing the benefits of Software as a Service solutions. This is reflected in recent research which estimates that the worldwide use of SaaS solutions will continue to grow, with a 20 percent increase predicted for 2013.


 [National Association of Postmasters of the U.S.](#): "Congressional Staffers Provide Insight into Current Postal Reform"

 [Associated Press](#): Vermont's congressional delegation is supporting a bill that would keep mail delivery to six days a week. The U.S. Postal Service's plans to suspend Saturday delivery to cut mounting debt drew opposition at a rally in South Burlington on Sunday. Sens. Patrick Leahy and Bernie Sanders, and Rep. Peter Welch voiced support for the bill. The bill has already been passed in the House is headed to the Senate. There are dozens of rallies scheduled over the next few weeks across the nation.

 [Fox6Now](#): FOX6's Contact 6 is warning of a foreign lottery scam involving con artists in Jamaica targeting people in the U.S. When many think of Jamaica, they picture beautiful beaches and tropical weather. However, U.S. Postal Inspectors say the island is also a home base for a foreign lottery scam, involving con men who are now threatening their victims.

 [Transport Intelligence](#): India is a country of great opportunity for online retailers. However, like many other Asian countries, infrastructure, reliability and costs are hindering the growth of e-commerce.


 [Online Media](#): The digital landscape is as unsettled as ever for traditional news organizations, with the mobile era adding a new level of upheaval. While digital and mobile platforms are expanding the news audience, revenue streams from newer formats remain small. *[EdNote: So, it isn't just the posts who have yet to find the digital silver bullet.]*

 [Wall Street Journal](#): Congress is poised to tell the Postal Service it must continue all Saturday mail services, but the message hasn't been delivered just yet. The six-day-a-week service mandate, wrapped into a government spending bill on remaining fiscal 2013 spending, is the same one Congress has had for the past 30 years. The House has already passed the provision. The Senate is expected to follow suit as early as Tuesday. While the amendment appears unlikely to gain approval as congressional leaders try to keep the spending bill on track for final passage before March 27, when the current government spending provisions expire, it opens the door for debate. There is disagreement in Congress on whether legislation stops the Postal Service from cutting Saturday services.


March 17, 2013


 **Washington Post:** "First Person Singular: Gregory Campbell, deputy chief inspector, U.S. Postal Inspection Service"

 **postalreporter** @postalreporter Senator Coburn Attaches Amendment to Bill Striking Requirement for 6-Day Mail Delivery [http://www.postal-reporter.com/blog/coburn-issa-support-postal-service-modified-saturday-delivery-plan/ ...](http://www.postal-reporter.com/blog/coburn-issa-support-postal-service-modified-saturday-delivery-plan/)

 **Express:** Royal Mail is planning to slash compensation payments for lost letters and parcels – despite a rise in the number of customer complaints. Nearly 3.75 million complaints were lodged against the service over the last three years, and compensation totalling £20,421,848 was paid out between 2009 and 2012. Complaints over lost and mis-delivered mail totalled 927,637 last year – a rise of 7,331 over 2010/11. The increase came despite a 25 per cent fall in the number of letters and parcels delivered by Royal Mail in the five years to 2011 as customers move to emails, texts and social networks or use rival delivery firms.

March 16, 2013

 **The Scotsman:** Rentokil's core pest control business helped it beat analysts' expectations with profits of £191 million last year, despite further losses at its parcel delivery arm. Its City Link postal business benefited from the boom in online shopping but still racked up losses of £26.4m against £31.3m a year earlier. The group blamed weaker demand from higher margin small business customers for its failure to fully benefit from a pick-up in deliveries on behalf of major retailers. Rentokil has been trying to revive City Link for a number of years and a recent productivity drive by a new management team has succeeded in cutting costs per delivery fell by 13 per cent. However, analysts remained sceptical that Rentokil could get City Link to break even this year, as planned.

 **Government Executive:** Rep. Stephen Lynch, D-Mass., has proposed a bill to return surplus pension funds to the U.S. Postal Service, saying the move will help the cash-strapped agency meet its financial obligations. The ranking member of the House Oversight and Government Reform Subcommittee on the Federal Workforce, U.S. Postal Service and the Census put forth the plan with more than a dozen Democratic lawmakers.




At the Postal Regulatory Commission:


MT2011-3 EDDM-R Data Collection Report Fiscal Year 2013, Quarter 1 and Quarter 2 (through January 26, 2013)

<http://www.prc.gov/docs/86/86673/2013%203%2015%20USPS%20Cov%20Ltr%20for%20EDDMR%20DCR.pdf>


<http://www.prc.gov/docs/86/86673/PRC EDDMR Report Q1 and 2 FY13.xls>


March 15, 2013


 **Isle News:** From Monday 18 March, all households will receive a survey from Jersey Post asking them for feedback on the postal service and its products and services. The second survey will enable Jersey Post to benchmark any progress that has been made since the last survey and review where its services might be falling short of customer requirements.


 **The Hill:** The Postal Service's current structure as a government-owned firm with legally enforced monopolies (one over letter delivery and the other over the use of the mailbox) is weakening. With the monopolies in place, the Postal Service will be largely consigned to a "shrink to survive", cost-cutting strategy. Given that about 80 percent of the Postal Service's costs are labor-related, no group should be more concerned about a shrink-to-survive strategy than organized labor. There is simply no way to downsize in the face of declining mail volumes that does not involve continued, large reductions in the work force. Labor is thus the key group that should be pushing for monopoly phase-out. So far, however, organized labor has shown little interest in postal liberalization by phasing


out the monopolies. Perhaps that is because the link between the regulation of monopoly and the freedom to generate more revenue remains under-appreciated. Hopefully an outright collapse of the Postal Service will not be required to draw attention to that crucial link.

 **TechHive:** There's something sweet and old-fashioned about checking your mailbox and seeing a handwritten letter, a birthday card, or a package full of overnighted Amazon goodies. But physical mail needs more than nostalgia to survive in the era of email.

 **Multichannel Merchant:** Ben Choi, co-founder and CEO at Coffee Table, sits down with Tim Parry, senior content manager at Multichannel Merchant, at NEMOA directXchange 2013. In this video, Choi discusses the role catalogs - digital and paper - are playing as ecommerce drivers, the habits of cross-device shoppers, and how insight and data about mobile shoppers can be applied toward the catalog industry.

 **Press Release:** UPS today announced that it is making a commitment to hire more than 25,000 veterans over the next five years as well as committing to serve more than 25,000 employee volunteer hours helping veterans and Veterans Service Organizations (VSO).

 **New York Times:** A power struggle over the post office is growing, with the Senate considering a move to block a plan to end Saturday deliveries, even as the agency presses ahead. A provision to keep Saturday deliveries, being considered as part of a Senate budget resolution, is similar to legislation that the House passed last week, but it is unclear what Congress can do to compel the Postal Service to continue delivering mail six days a week. Several Congressional aides who spoke on the condition of anonymity said the Postal Service's decision would make it difficult for the agency to get the changes it wants when Congress begins work on post office legislation later this year. No law requires the Postal Service to deliver mail six days a week.

 **Detroit Free Press:** There is a market for small, electric delivery vans in the U.S., say engineers at Tata Technologies. What started as a project to showcase the company's engineering talents has grown into a potential solution for very small low-cost delivery vans about the size of a Fiat 500 or a Chevrolet Spark, said Kevin Fisher, president of vehicle programs for Tata Technologies, a division of India's largest industrial conglomerate. On Thursday, the company offered a look at its latest engineering study for a small, electric delivery vehicle named the eMO-C during an open house at its North American Engineering and Innovation Center in Troy. Tata now is focusing on the next-generation eMO-C commercial vehicle, a small panel delivery van for use by the Postal Service, FedEx or small businesses such as pizza delivery.

 **The latest issue of the [PostCom Bulletin](#) is available online.** In this issue:

- Here is a report by a Panel of the National Academy of Public Administration. The Panel believes that it advocates for the Postal Service to utilize flexibilities that it already has. We conclude that this Concept merits serious consideration as part of a more comprehensive policy reform effort. A transition to upstream operations provided completely by private sector companies will generate new challenges since the Postal Service's direct involvement in upstream operations is still substantial. Within the broader set of reform initiatives under consideration by the Postal Service and Congress, the Panel believes that a number of issues need to be further explored before any implementation of the Concept can, or should, be attempted. The Panel also believes that Postal Service management needs to be given the flexibility to make appropriate organizational and operational changes subject to being held accountable by its Board of Governors, while meeting an evolving and principal-based Universal Service Obligation. At a minimum, the Concept can serve as a catalyst for further productive dialog to better capture synergies between the Postal Service and private sector mailing services providers. But, in and of itself, the Thought-Leader Concept will not be sufficient to address the depth and breadth of the Postal Service's challenges.
- The authors of a recent proposal to implement a hybrid public-private postal system released the following statement regarding the recommendations about their proposal from the National Academy of Public Administration. The authors of the postal reform paper include: John Nolan, former Deputy Postmaster General, George Gould, former National legislative and Political Director for the National Association of

Letter Carriers, Ed Hudgins, Director of Advocacy, the Atlas Society, and the Honorable Ed Gleiman, former Chair of the Postal Rate Commission.

- The Postal Service has issued a proposed rule through the Federal Register to revise the Domestic Mail Manual. The changes would, according to the USPS, "remove obsolete standards pertaining to postage refunds and stamp exchanges; standardize processes for requesting refunds for PC Postage® labels and extra service refunds; and change the methods for calculating refund assessment amounts." Comments are due to the Postal Service by April 15.
- Are higher postal rates in your future? USPS turns to six-hour shifts to reduce costs. Catalogs are part of a balanced marketing diet. Posts failing to make digital mail work commercially, says Accenture study. Postal unions still peddling pension funding myth. Senate CR keeps 6-day delivery. Rep. Lynch introduces Postal Stabilization Act. Issa says new USPS delivery schedule can go ahead. USPS modifies Discover NSA. Nonprofit Mailers and USPS submit filing to PRC. USPS announces FSS relocations for 2013.
- Updates from the Federal Register.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- Postal previews

Hey! You've not been getting the weekly PostCom Bulletin--the best postal newsletter anywhere...bar none? [Send us by email](#) your name, company, company title, postal and email address. Get a chance to see what you've been missing.



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[USPS News Link](#): General Counsel and Executive Vice President Mary Anne Gibbons will retire from USPS May 3, 2013. A member of the Executive Leadership Team, Gibbons joined USPS in 1985 as a labor law attorney. She was named to lead the Postal Service's Law Department in 1999, making her the longest-serving USPS general counsel.



Effective March 13, [USPS has temporarily suspended mail service to Syria](#) due to transportation issues.



[Readiness for Package Growth in Delivery Operations – 13XG030DR000 AUDIT OVERVIEW](#)

Strong customer demand for goods purchased over the Internet has driven growth in the package market in an otherwise declining mail market. Letter carriers delivered approximately 3.5 billion packages during FY 2012, an increase of 7.5% over the previous year. As the growth in the packages is expected to continue, delivery operations must be adaptive to accommodate this growth. In addition, the Postal Service's plans for package only Saturday delivery of parcels requires strategies to satisfy customers and operate efficiently. Our objective is to assess the Postal Service's readiness for package growth in delivery operations. This will include reviewing impacts from plans to change to a 5-day mail/6-day delivery schedule beginning August 2013. What will help the Postal Service prepare for delivering more packages in this growing segment each day?

March 14, 2013



[LLVs Reused After Hurricane Sandy – 13XG019DR000 AUDIT OVERVIEW](#)

During late October 2012, Hurricane Sandy affected the entire eastern seaboard from Florida to Maine with sustained winds up to 110 miles per hour and spanning 1,100 miles in diameter. Hurricane Sandy was a Category 2 storm at its peak intensity and while it was a Category 1 storm off the coast of the Northeastern United States, the storm became the largest Atlantic hurricane on

record. As of November 5, 2012, the National Hurricane Center ranked Hurricane Sandy as the second-costliest Atlantic hurricane, behind only Hurricane Katrina in 2005. As Hurricane Sandy began tearing up the east coast, thousands evacuated their homes, schools closed, New York's transit system halted, the stock exchange fell quiet, federal offices in Washington, D.C., shut down, and most employers told their workers to stay home and keep dry. But a few employers, such as the U.S. Postal Service did not.

In 2010, the Office of National Preparedness (ONP) became the implementation component of the Postal Service Continuity Program. ONP's key responsibilities include incident management, infrastructure protection, and performance measures. Its role is integral to preparing for, responding to, and assisting in recovering and continuity of operations from a major incident or event. On June 1, 2012, the Postal Service Director, National Preparedness issued the "2012 Hurricane Preparedness Guide – Area/District/Headquarters " to assist area and district management in providing the necessary direction, coordination and support to ensure the appropriate facilities are prepared for hurricane season. The guide is a compilation of best practices from areas and districts that have experienced hurricanes. It helps improve protection of personnel while minimizing damage and loss of assets including vehicles, facilities and financial instruments and ensures the continuity of essential Postal Service functions and critical services. The 2012 Hurricane Preparedness Guide requires that area delivery programs management ensure districts complete relevant preparedness activities, and advise area management of gaps, if any.


Our overall objective is to assess the Postal Service's implementation of emergency preparedness plans for delivery vehicles before and in the immediate aftermath of Hurricane Sandy. Specifically, we will determine whether (1) management adequately safeguarded vehicles to mitigate the effects of Hurricane Sandy and (2) delivery vehicles that sustained damage were sufficiently repaired and serviced prior to being placed back in service.


Did the Postal Service prepare delivery vehicles to prevent damage and mitigate the effects of Hurricane Sandy?


What could the Postal Service do to improve its emergency planning to safeguard delivery vehicles in the event of a future disaster?




The special National Postal Forum issue of the [PostCom Bulletin](#) is available online.


 **Digital Technology International:** The new world of media isn't replacing the old one, but revolutionising it by offering a new level of transparency, responsiveness, and efficiency. The print world we used to know is very different than that of today. New technologies — such as printed electronics, creative Web formats for advertising, and augmented reality — now seem to blur the lines between print and digital.

 **MyPrintResource:** In a recent report, the National Academy of Public Administration (NAPA) reviewed the potential for a "Hybrid Public-Private Postal Service" that was outlined in a concept paper earlier this year by a coalition of four long time postal policy leaders. The Academy report on the paper by John Nolan, George Gould, Ed Gleiman and Ed Hudgins provides a helpful analysis of one very promising long term option to secure affordable and universal postal delivery service in the U.S. The panel indicated that several reforms to the Postal Service are needed, but that this concept is worthy of consideration as a part of a comprehensive reform package. We agree with the NAPA panel that the public wants--and our economy desperately needs--a healthy, universal, affordable and reliable postal system. Hundreds of thousands of jobs and almost a trillion dollars in commerce depend on it.

 **AllVoices:** The National Association of Letter Carriers (NALC), represents over 200,000 "urban" postal carriers. The union has set March 24 as a national day of action to save six-day mail delivery.


 **BusinessWire:** Pitney Bowes Inc. and GrayHair Software, Inc., a leader in innovative services for business mailers, announced they are collaborating on a new suite of solutions for Pitney Bowes's Presort Services customers. Pitney Bowes will offer GrayHair Software's new MailTrak with Commingle® solutions for those customers

seeking alternative options for Intelligent Mail® barcode (IMb™) application, mail tracking, deeper postal discounts, and greater visibility to their mailings. This new technology expands Pitney Bowes's current portfolio of solutions to help with IMb compliance and mail tracking in the U.S. The MailTrak with Commingle solution will be offered in four variations. The first-tier is designed for mailers who want to add the IMb to meet the USPS's Full Service requirements. The second tier adds a mail tracking option to assist mailers in moving to Full Service compliance. Tier 3, called Comply, provides the ability to meet Move Update compliance. Finally, Comply Plus extends the solution to include GrayHair's Universal Address database and provide complete address quality compliance.

 **INDUSTRY ALERT** **New Expedited Process for Stamp Orders** We are pleased to announce the launch of a new process to help ensure that mailers have a better way to obtain stamps quickly and efficiently. **Starting immediately**, mailers can purchase stamps directly from USPS Stamp Fulfillment Services (SFS) and choose how quickly they wish to receive their orders. Option one is Expedited Service that will have stamps ready for pick-up in 1-2 days at their nearest post office. Option two is Standard Service, for orders to be sent directly to the mailer's address for receipt in 2 – 3 days. Below are details on the two service options:

- **Option one – Expedited Service** – will be processed within 8 business hours of receipt and will be Express Mailed to the mailer's nearest local Postal facility for pick-up. A standard handling fee of \$1.75 will apply. The minimum order of at least one coil of stamps is preferred for this type of service, but exceptions can be made for special circumstances.
- **Option two – Standard Service** – will be processed within 24 business hours of receipt and will be sent by Priority Mail directly to a mailer's address to arrive in 2- 3 business days. A standard handling fee of \$1.75 will be applied to each order. If a mailer opts for Express Mail service to his/her address, postage and the handling fee are charged to the mailer.

Mailers who wish to participate must set up an ACH account or be able to wire transfer money to Stamp Fulfillment Services (SFS). For additional information, please contact Ms. Lisa Albright (816-545-1282) or Ms. Linda Houghtaling (816-545-1235) at SFS. During the first 90 days of this new process, the USPS will evaluate its effectiveness and convenience to customers and make revisions accordingly.

 **Press Release:** Satori Software announced today that two of its industry experts, Senior Director of Postal Affairs Bob Schimek and Postal Product Specialist Kim Mauch, have been selected to speak at National Postal Forum, being held March 17 – 20, 2013 in San Francisco.


 **DMM Advisory:**

- **Postage Refunds and Stamp Exchanges.** Today, the Refunds and Exchanges proposed rule was posted on the [Federal Register](#) website and soon it will be posted on the [Postal Explorer®](#) website under [Federal Register Notices](#). The rule proposes to revise the Domestic Mail Manual (DMM®) to remove obsolete standards about postage refunds and stamp exchanges; to standardize processes for requesting refunds for extra services and PC Postage® labels; and to change the methods for calculating refund amounts, all in light of technological advances that have expanded authorized methods for paying postage and requesting postage refunds. We look forward to your comments on this proposal by April 15, 2013.
- **Postage Statements and 2013 Promotions and Incentive Programs.** On February 22, 2013, the Federal Register published our Domestic Mail Manual (DMM®) [final rule](#) that revises mailing standards to include new promotions and incentive programs that will be offered in 2013 for Presorted and automation First-Class Mail® cards, letters, and flats and Standard Mail® letters, flats, or parcels. We've received some questions about separate postage statements for pieces claiming an upfront postage discount. Incentive discounts are applied at the postage statement line item level. Therefore, all mailpieces for each eligible line item must meet promotion requirements. Several of the possible scenarios are: (1) Commingled, combined or co-mailing In a commingled, combined or co-mailing, separate postage statements must be used for mailpieces not meeting promotion requirements. (2) First-Class Mail residual pieces paying single piece prices (when these pieces are not eligible for the promotion discount). If residual, single piece First-

Class Mail pieces are included on the postage statement of presort and automation mailings, the mailing will not be disqualified from the promotion, but the residual pieces will not receive the discount.



PostCom Members!! The latest edition of PostCom's highly informative publication, "[Into the Postal Weeds](#)" has been posted on this site.


 **Press Release:** The authors of a recent proposal to implement a hybrid public-private postal system released the following statement regarding the recommendations about their proposal from the National Academy of Public Administration. The authors of the postal reform paper include: John Nolan, former Deputy Postmaster General, George Gould, former National legislative and Political Director for the National Association of Letter Carriers, Ed Hudgins, Director of Advocacy, the Atlas Society, and the Honorable Ed Gleiman, former Chair of the Postal Rate Commission.

Today, the National Academy of Public Administration released a report studying a postal reform concept we outlined in a white paper earlier this year. We are grateful to have had the opportunity to work with such a distinguished organization to review a concept that we think should be part of a comprehensive solution to ensure the long term success of the nation's vital postal delivery network. The concept we advocate is a network where the USPS simply sets a delivery charge and delivers mail and packages "the last mile" to a home or business, but is no longer burdened by the need to operate extensive upstream mail collection and sorting infrastructure. We are pleased that NAPA found this concept worthy of consideration as part of a postal reform effort.



DMM Advisory: July 2013 Postage Statements Available Soon Online. The July 2013 postage statements will be posted soon on [Postal Explorer](#)®. The statements that are not changing are 3541, 3600-EZ, 3602-EZ, 3602-NZ, 3602C, and 3621A. As the statements are completed, they will be posted on Postal Explorer and linked to the [RIBBS](#) web site for easy access. Note that mailers will have the option of using January 2013 or July 2013 postage statements. However, if mailers wish to take advantage of new offerings, or are claiming incentives, the July 2013 postage statements will be required.


 **MENAFN:** Faced with a nearly 50-billion piece decline in global mail volume over the past three years, rising employee pension costs and increasing competition from private, commercial postal operators, the world's postal agencies are fighting back by diversifying services and leveraging technology, according to a new study from Accenture ACN. Achieving High Performance in the Postal Industry: Accenture Research and Insights 2013 identifies two new trends for the industry: digital mail has not reinvigorated postal agencies as originally expected and private postal operators have become more aggressive, creating greater competition for postal agencies in both the mail and parcel business. Postal agencies in 24 countries and two commercial companies -- FedEx and United Parcel Service (UPS) -- are included in the study. "Despite a continued tumultuous business climate, some postal organizations are thriving. They are launching new business lines, combining their products with new technology and radically changing their cost structures to be leaner and more agile. As these posts reinvent their business models, they are emerging as very different organizations that are well positioned for future growth," said Brody Buhler, managing director for Accenture's global postal industry practice. The 2013 research was presented at the European Postal Services Conference here. The 16 largest postal agencies included in the research represent nearly 75 percent of the world's mail volume.


 **Bloomberg:** The U.S. Postal Service should consider keeping door-to-door delivery while privatizing the rest of its operations, a panel led by former Government Accountability Office head David Walker found. The Postal Service, which lost \$15.9 billion last year and maxed out its \$15 billion debt limit, should consider expanding partnerships with the private sector, a report released today by [a National Academy of Public Administration panel](#) said. The post office already partners with companies including FedEx Corp. (FDX) and United Parcel Service Inc. (UPS) "We agree that the current business model of the Postal Service is unsustainable," David Partenheimer, a spokesman, said in an interview. "That is why the Postal Service updated its five-year business plan last year to include expanded legislative reform proposals and actions that the Postal Service can and continues to take under existing law to reduce costs and grow revenue." The recommendations in today's report may lay the groundwork for


a new business model for the Postal Service, which plans to end Saturday mail delivery in August even as some members of Congress fight the move. The service, which has about 521,000 career employees, is also pushing lawmakers to relax a requirement to pay now for future retirees' health-care costs.


 [National Association of Public Administration:](#)


The Panel believes that it advocates for the Postal Service to utilize flexibilities that it already has. We conclude that this Concept merits serious consideration as part of a more comprehensive policy reform effort. A transition to upstream operations provided completely by private sector companies will generate new challenges since the Postal Service's direct involvement in upstream operations is still substantial. Within the broader set of reform initiatives under consideration by the Postal Service and Congress, the Panel believes that a number of issues need to be further explored before any implementation of the Concept can, or should, be attempted. The Panel also believes that Postal Service management needs to be given the flexibility to make appropriate organizational and operational changes subject to being held accountable by its Board of Governors, while meeting an evolving and principal-based Universal Service Obligation. At a minimum, the Concept can serve as a catalyst for further productive dialog to better capture synergies between the Postal Service and private sector mailing services providers. But, in and of itself, the Thought-Leader Concept will not be sufficient to address the depth and breadth of the Postal Service's challenges.


 [Ad-Hoc-News:](#) The national and international business environment faced by Austrian Post and its customers during the 2012 financial year was characterised by a generally uncertain economic climate. The Austrian Post Group developed very satisfactorily during the reporting year against the backdrop of these prevailing macroeconomic conditions.

 [Emailwire:](#) Companies subscribing to Israel Post's "business to business distribution" courier services are now being charged 50%, effective at the start of this month. Only those located outside the country's main population centers will be affected. Rates were previously universal throughout the country, but the new fees have put an end to that trend.


 [AllAfrica.com:](#) NO fewer than 450 retirees of the Nigeria Postal Service, NIPOST, have died for lack of money to meet their medical and other needs while waiting for the payment of their pensions among other entitlements in the last five years.

 [Direct Marketing News:](#) Marketers should not be surprised at being hit with sharp increases in postal rates if Congress, postal unions, and regulators cannot agree on a self-sustaining survival plan for the U.S. Postal Service (USPS). The heads-up was delivered to Direct Marketing Association (DMA) members yesterday by Postal Regulatory Commission general counsel Steven Sharfman. "It could be coming within the next 12 to 18 months," Sharfman warned. "It's just that no one talks about it." The USPS finds itself in troubled waters, attempting to cut costs and right itself in the middle of a government breakdown. "It is losing a great deal of money, and most of the fat is cut," Sharfman told attendees at the DMA in DC conference in Washington DC. "There's little desire to spend money on Capitol Hill, so if they need to bail out the Postal Service, it's possible mailers will be asked to pay more money."


 [From the Federal Register:](#) **Postal Service PROPOSED RULES** Refunds and Exchanges , 16213–16220 [2013–05863] [[TEXT](#)] [[PDF](#)]


 [Press Release:](#) Fairrington Logistics announced today a partnership with GrayHair Software Inc. to introduce VisiMAIL, a custom web portal for mail movement for mail owners and mail service providers. Fairrington has designed the mail movement solution as a single report and web portal for customers to track every piece of mail as it moves through the delivery system. Fairrington chose to partner with GrayHair Software to develop VisiMAIL because of its expertise in mail tracking, advanced address hygiene and other mailing applications and services. The partnership brings critical data points together in an easy to understand report through VisiMAIL. This one-stop

report makes it easy to see the comprehensive view of a current mailing as well as the historical blueprint for the full range of postal facilities so that mail owners can optimize their network. Additionally, a user can review the extensive reporting for mail piece tracking.

 **Government Executive:** Six has been a critical number for the U.S. Postal Service lately. In February, the Postmaster General announced USPS was cutting Saturday mail delivery, going from a six-day to a five-day schedule. The House passed a government funding bill Wednesday that included the rider "six-day delivery...shall continue," calling into question the Postal Service's legal authority to make the change. Now the Postal Service is facing a new six: Six-hour shifts. The cash-strapped agency recently posted more than 1,000 job openings with the shortened schedule. A USPS spokesman called the six-hour rather than eight-hour shifts "one of many strategies the Postal Service has put in place to better align our work hours with the workload." The shifts will align the employees' work schedule with the Postal Service's POST Plan, which limits operating hours at thousands of Post Offices to two, four or six hours per day in an effort to reduce costs while not completely shutting the offices down."

March 13, 2013

 **The Times of India:** The Reserve Bank of India having opened the window for new bank licences, the postal department is finalizing the blueprint to set up a bank of its own at your neighbourhood post office, a move that will challenge the dominance of large public sector lenders in smaller towns and rural India.

 **PostCom Members!!** The latest is a series of [PostCom reports on U.S. Postal Service service performance has been posted on this site.](#)

 **Multichannel Merchant:** Brown Printing has acquired Nellymoser, a mobile marketing and technology company. Nellymoser offers both a mobile companion application platform with self-service tools and packaged print-to-digital solutions, which are then, deployed by their customers as cross media campaigns.

 **At the Postal Regulatory Commission:** [Docket No. ACR2012 Annual Compliance Review, 2012:](#)

The Alliance of Nonprofit Mailers (ANM) has notified the Commission that ANM and the Postal Service have reached an agreement on standards for governing the relative pricing of worksharing discounts for nonprofit versus commercial Standard Mail in future cases. ANM further represents that if the Commission were to adopt these standards, that this will satisfy ANM's concerns in Docket Nos. ACR2012, R2013-1, and its petition for review of Docket No. R2013-1 in the United States Court of Appeals for the District of Columbia Circuit. It expects to file this agreement with the Commission on March 13, 2013.



[SURVEY FY 2013 Stamp Stock Replenishment Review – 13WG011MS000](#)

AUDIT OVERVIEW

The process for ordering and replenishing stamps/stamp stock is as follows:
Postal Retail Units (units) order stamp stock from Stamp Distribution Centers Offices, which then assign each unit within its service area one week out of the month to place postage stock orders. The units are responsible for ensuring these orders are complete and approved within the established timeframe. Units can also place urgent emergency orders by following the same procedures except they designate "urgent" in the subject line. In August 2012, the Postal Service's Supply Management group implemented the Solution for Enterprise Asset Management (SEAM). SEAM is a web-based application designed to improve inventory tracking and visibility; implement forecasting and automatic replenishment capabilities; and standardize asset tracking and maintenance/repair functions.

Postal Service facilities can order or replenish stamp stock through:


1) SEAM which automatically replenishes stamp stock based on historical, electronically-


submitted data.


2) eBuy2 or the telephone for monthly stamp stock orders not automatically replenished by SEAM. eBuy2 is the official Postal Service system for ordering goods and services such as stamp stock, and for requesting payment of select utility and equal employment opportunity bills.


3) eBuy2 or the telephone for emergency postage stamp orders.


Have you experienced stamp order issues such as shortages? Has any shortage actually caused your unit's average sales to decrease? Which of the three approaches listed above best serves your needs and why?


 [Direct Marketing News](#): For a supposedly dead channel, print isn't doing too badly. According to the Direct Marketing Association, roughly 12.5 billion catalogs—often featuring interactive elements such as QR codes, text codes, and augmented reality enhancements—are printed and mailed each year. "You hear all the time that print is dead and that no one uses it, that it's inefficient—yada, yada, yada," says Rebecca Chandler, VP of marketing at NewPoint Media Group. "What we were trying to do was [create] awareness about how catalogs and magazines are not the same old print they used to be." "Online marketers see the value in print, because catalogs drive online sales," Chandler says. "Online retailers attribute half of their sales to catalogs—imagine that."


 [Courier, Express, and Postal Observer](#): In an interview on Bloomberg Television's Market Makers, Eileen Serra, CEO of JPMorgan Chase & Co's Card Services described mail as a diminishing marketing channel for finding new customers. Given the importance that financial marketing has been for the Postal Service, Ms. Serra's comment raises red flags about the future of a major chunk of direct mail advertising


 [Postal Technology International](#): CollectPlus has introduced a quick collection barcode solution that will enable customers to collect purchases from its network of over 5,000 convenience stores and petrol stations even more quickly. Customers using the "Click&Collect+" service offered by a growing number of retailers can present the barcode on their WAP-enabled mobile or smartphone to significantly reduce the transaction time. CollectPlus sends the collection code to the customer when their parcel arrives at their selected store, which they then show to the shopkeeper at the point of collection. Neil Ashworth, CEO of CollectPlus, said, "CollectPlus is constantly looking to provide its customers with a personalised and streamlined solution to collecting their online purchases. The convenience stores and petrol stations in our network are carefully chosen because they are close to where our customers live and work, allowing them to easily incorporate picking up a parcel into their everyday routine.

 [Post & Parcel](#): The world's top postal operators are struggling to make any material value out of digital mail, according to a new Accenture study out today. The report entitled "Achieving High Performance in the Postal Industry" suggests that diversification of products and services is the key to postal survival, as it warns that competition from private sector operators could pose more of a threat to Posts than the long-term decline of traditional mail volumes. Accenture's latest study on the top-performing national posts, and FedEx and UPS, states the belief that none of the top postal operators has really found the right business model to commercialize society's move towards electronic communications. The report claims none of the digital solutions in the market have resulted in significant profit or have achieved broad adoption.

 [CEP News](#) (Courier-Express-Postal), published by the [MRU Consultancy](#), has reported that:

 Royal Mail's branch network, Post Office Limited, is threatened by industrial action. At the end of last week, the postal union CWU said that 88% of its members voted in favour of industrial action in a ballot.

 Several Belgian media reported about a 'gentlemen's agreement' between bpost, Belgium's government and the EU-Commission. According to this, the repayment of subsidies amounting to 417m euros to the Belgian government has been considerably reduced. Now the post has to pay only 125m euros.

 The dispute about the exemption of VAT for Deutsche Post's services under the scope of the universal service obligation continues. The regional appeal court in Düsseldorf prohibited a public authority from accepting a Deutsche Post offer for so-called formal delivery orders (PZA) because it did not include VAT.

🇨🇭 Swiss Post's attempt to gain comprehensive trademark protection rights from the Federal Administrative Court failed yet again. Swiss Post wanted to register the name 'DIE POST' (the post) as a trademark for several goods and services. The Swiss Federal Institute of Intellectual Property approved the trademark for some secondary areas, but not for mail and parcel delivery. The court now followed this view. The word mark 'DIE POST' didn't have a distinctive character for postal services. For this reason, this word mark couldn't gain trademark protection the judges argued.

🇩🇪 Deutsche Post presented more features of its E-Postbrief on this year's Cebit. Besides the new end-to-end encryption (CEP-News 10/13), the post offers a digital redirection service called E-Postscan Travel and a free of charge E-Post-Safe with 5 GB disk space for saving documents to its private customers. Sending E-Postbriefs via an application will be possible from May this year on, according to Deutsche Post.

🇮🇸 Íslandpóstur HF barely left the red on increased revenues last year. Turnover climbed by 3.4% to 41.4m euros and the company reported a profit of 323,000 euros (2011: -885,000 euros). However, the Icelandic post struggles with a steep decline in mail volumes, too.

🇺🇸 Same-day delivery will remain a niche market despite the current rush in the USA (see separate news). This is the result of a recently published study by Boston Consulting Group (BCG). Only 9% of the 1,500 polled persons in the U. S. cited same-day delivery 'as a top factor that would improve their online shopping experience'. 74% of those polled cited a free delivery and 50% cited lower prices.

🇩🇪 First details emerged about Deutsche Post's plans to establish a nationwide long distance coach network. Daily news »Die Welt« reported that Deutsche Post plans to acquire up to 500 coaches to connect around 50 cities.

🇭🇺 The Hungarian post refrained from taking a stake in the Romanian post.

🇨🇭 Swiss Post exceeded all quality targets for standard mail again.





The [MRU](#), founded in 1992, is the only consultancy in Europe, which has specialised in the market of courier-, express- and parcel services. For large-scale shippers and CEP-services in particular, the MRU provides interdisciplinary advice for all major questions of the market, as there are for example market entry, product design, organisation, and EDP. [To learn more about the stories reported above, contact CEP News.](#) *(We appreciate the courtesy extended by CEP News to help whet your appetite for more of what CEP offers.)*

🇺🇸 [Heritage Foundation](#): The Senate CR continues—by omission—the prior year's ban on using the Postal Service's small appropriation to reduce service levels, effectively mandating Saturday service. This, along with other such congressional restriction, limits the Postal Service's ability to reduce costs and increases the risk of massive federal subsidies in the near future.

🇳🇿 [ZDNet](#): New Zealand Post (NZ Post) is planning to expand the use of Oracle's cloud-based RightNow customer management service to its courier business. NZ Post first started using RightNow as a sales customer relationship management (CRM) tool, and then slowly expanded the product suite to cover different channels, including contact centres, email, and social media. Midway through last year, NZ Post ended its joint venture with DHL, buying back the remaining 50 percent of the shares for Express Courier, which operates CourierPost, Pace, Contract Logistics, and Roadstar. The company now wants to rationalise the customer care process for the courier unit with its main business, according to NZ Post head of customer channels Russell Stephens.

🇬🇧 [Daily Post](#): Industrial action by postal workers is set to come a step closer when union leaders are expected to endorse the threat of a mail boycott. The Communication Workers Union (CWU) is raising concerns about the future of the postal service as private firms "cherry pick" work, and wants the postal regulator Ofcom to intervene to protect the service.

 **NDTV**: Amid complaints of delay in delivery of Aadhaar cards, the Postal Department in Andhra Pradesh has claimed it has been facing difficulty in disbursing these cards because of incomplete addresses and wrong pin codes given by applicants themselves. "Incomplete and wrong addresses written on the envelopes, change in addresses and residences remaining locked for days together are some of the reasons why the Postal Department is finding it tough to deliver the Aadhaar cards," K Sandhya Rani, Postmaster General (Business Development and Marketing & Technology) told PTI. The quantum of Aadhaar card letters received for the delivery is huge, which is a challenge in itself, besides wrong pin codes, she said.

 **Washington Examiner**: Earlier today, National Rural Letter Carriers Association President Jeanette Dwyer gave a speech denouncing the cuts in the budget sequester. The speech tried to connect the sequester to budget problems inside the Postal Service that recently caused it to act to suspend Saturday delivery. Put aside for a minute the simple fact that Dwyer is arguing against ensuring a retiree health program for her own members is fully funded in the long run. Is this so? That is, is the Postal Service really required to be "paying for 75 years of benefits over ten years?" The union and its allies use this to claim that the Postal Service is facing a "manufactured crisis" and therefore doesn't really need to make cuts. The claim has been widely cited as fact, including in major news outlets. But does that make it so? No, it doesn't.

March 12, 2013



Nonprofit Mailers @NonprofitMailer


We hope to see a good crowd there. Spots are filling fast so RSVP


<http://www.nonprofitmailers.org/images/uploads/AlliancePowerBreakfast.pdf> ...




Mark Your Calendar! FSS Webinar Scheduled

for March 14th. The Postal Service's Network Operations team will present **a webinar for industry on Thursday, March 14, 2013**, to provide information about planned relocations of Flats Sequencing Systems (FSS). The Postal Service plans to relocate several FSS machines as part of its Network Rationalization. This webinar will cover which machines will be moved and explain how the Postal Service plans to manage the changes. Information on how to join the webinar is provided below. Because phone lines are limited, **the webinar will be recorded and then posted in RIBBS by March 31, 2013**, when it will be accessible at <https://ribbs.usps.gov/mtac> under the blue bar titled **Recent USPS Presentations. SPS Flats Sequencing Systems Webinar Thursday, March 14, 2013 12:00 (noon) – 1:00 pm Eastern Daylight Time** EVENT NUMBER: **991 122 741** LINK TO ATTEND: <https://usps.webex.com/usps/onstage/g.php?t=a&d=991122741>

 **Twosides**: Two Sides today announced the next stage of its nationwide initiative to urge major U.S. banks, utilities and telecommunication companies to end the use of misleading marketing claims about the sustainability of print and paper. Phase Two will include a second round of communication intended to initiate productive discussion with senior management in the target industries, reminding them of their responsibility to adhere to best practices for environmental marketing as outlined in the U.S. Federal Trade Commission's recently revised Green Guides. "The fact is, print and paper products made in the U.S. have a great environmental story to tell," Two Sides President Phil Riebel says. "Paper comes from a renewable resource – trees grown in responsibly managed forests – and it's recycled more than any other commodity, including plastics, metals and glass.


 **Fierce Government**: Whether or not the Postal Service has autonomous authority to switch to 5-day letter carrying services (6 days for packages) appears to rest for the moment on ambiguous congressional appropriations wording, legal legerdemain and a smattering of hope that commonsense will prevail. Let's hope that it does; letter carrying is a money-losing proposition for the Postal Service, whereas package delivery is a money-making one. Most people will barely notice the loss of Saturday mail delivery. Congress can always reserve itself. It can decide that the Postal Service's utility is greater than its revenue and appropriate the difference. It won't, of course-- although that's because the House majority probably disagrees philosophically with the thought that some federal services are worth preserving for their own sake rather than the more valid pragmatic grounds that 6-day service is truly no longer needed.

 **Forbes:** There's a proposal out of California to impose a tax, a tiny one, on all emails sent in order to subsidise the US Post Office in all the vital work that it does. The idea's a very silly one I'm afraid. There is merit in the idea of taxing email, or internet bandwidth consumption. We tax all sorts of things in the economy so why not this? And it would indeed, if we could work out a way of making it properly international, kill off much of the spam business. Similarly, if people want the USPO to continue then some method of subsidising it (or possibly some method of reducing its vast costs but let's not get too political here) is going to be necessary. But the link of the two proposals together is where the error is. This is known as "hypothecation" and hypothecation of tax revenues is always and everywhere a bad idea. Because there just is no link, no link at all in any theoretical or practical manner, between what is the "right" tax rate on email or the internet and how much money the USPO requires.



Alan Robinson @CEP_Observer

The Future of Paper Based Communications <http://goo.gl/fb/beOXT> #li #cot


 **Inside Indiana Business:** Two village post offices are set to open in LaGrange and Jasper counties. The U.S. Postal Service says the latest VPOs in the Greater Indiana District will start up in Shipshewana Tuesday and Demotte Wednesday.





Pushing the Envelope: "Charging for a New Address?"


The U.S. Postal Service adds more than 600,000 new delivery points each year, mostly in the form of new residential homes. While most new residences include cluster boxes rather than to-the-door delivery to reduce costs, delivery remains the Postal Service's largest cost center. Canada Post, which has suffered losses recently after years of profits, has introduced a \$200 per address charge that it is assessing housing developers for installing community mailboxes. Still, other utilities, such as gas, electric, and cable companies, charge customers a new service fee when they move or start service. Cities and counties also often charge an administrative fee for services, such as water, when a customer changes or adds a new address, sometimes in the \$50 range. The City of Mountain View, CA, charges a hefty administrative fee of \$195 to change or add a new address. Should the Postal Service recover the costs associated with new delivery points by charging customers a one-time "set-up" fee for their new home or business location? Or does that effectively penalize a new homeowner for receiving what is usually a more cost-effective form of delivery (cluster boxes)? If the Postal Service were to charge, should it only charge for the administrative costs it incurs to set up new addresses, such as completing and reviewing Postal Service forms and updating to the Address Management System and Delivery Sequence File? Should it charge the developer as Canada Post is doing? Or should it retain the status quo and keep it so that costs are shared by all ratepayers? Are there other solutions?


Automotive World: DHL today unveiled its largest Express ground operations facility in the Middle East and North Africa at an official ground breaking ceremony at the site within Meydan's Racecourse district, a prime location just minutes from the heart of Dubai.

 **Economic Times:** With layoffs surging, unemployment hit a record 11.7 per cent in January. Youth unemployment has jumped to 38.7 per cent. And while Italians are big savers, a recent study by the Bank of Italy showed that more than 60 per cent now worry that their income is no longer enough to cover their needs. The austerity program was intended to reduce the risk of a debt crisis and ensure the backing of the European Central Bank, but instead it left the country with no growth. And without growth, Italy will have a harder time paying down its 2 trillion euro pile of debt, equal to 127 per cent of economic output, one of the largest debt burdens in the eurozone. And while no one right now is talking about the need for an Italian bailout or a default on that staggering debt, on Friday the ratings agency Fitch cut Italy's sovereign credit rating by a notch, citing the risk that prolonged political uncertainty could further erode growth and the nation's finances. Outside experts say the necessary steps would include easing rigid labor rules that make it hard for businesses to hire and fire. Critics also say Italy must open competition among lawyers, accountants, pharmacists and other professions. And some have called for Italy to **sell off state-owned assets**, like power companies and **the postal system** to raise billions of euros in badly-needed cash.


 [Guide2.co.nz](#): A union representing posties does not accept NZ Post's preferred option of a reduction in minimum delivery days to 3 per week as the best solution for New Zealanders says Wayne Newsome, organsier for the Postal Workers Union Aotearoa (PWUA). This is in response to the NZ Post proposal to reduce deliveries to 3 days a week and make a raft of other changes to the Deed of Understanding that NZ Post has with the Government. Submissions are due in today. "While there is a need to review the Deed of Understanding NZ Post has with the government to meet society's objectives for the postal industry, this not an acceptable solution." says Wayne Newsome. The four alternatives given by NZ Post in their proposal document do not constitute a fair selection of all the viable alternatives.


 [San Francisco Chronicle](#): Despite reports that Congress was planning to stop the Postal Service from ending Saturday delivery, an aide to Rep. Darrell Issa, R-Vista, insisted Monday, "The House is not standing in the way." Issa has proposed one of the more drastic reforms that would put the Postal Service into receivership. During the floor debate on the spending bill, Issa engaged in a colloquy with Appropriations chair Hal Rogers (R-KY) that sought to clarify that the Postal Service can end Saturday delivery. He said he has the backing of House GOP leaders. Issa spokesman Ali Ahmad said the law is vague enough to allow the Postal Service to alter the products that are delivered on Saturday, meaning first-class mail.

 [WHEC](#): Small business owners might be targeted for fraud by scammers using the U.S. Postal Service as a way to gain your trust. According to U.S. Postal Inspectors, international con-artists are now targeting small business owners with a scheme that could add up to big money. This is a scenario that is actually pretty easy to spot if you're armed with the right information. News10NBC is talking about counterfeit U.S. Postal money orders. You see someone pay with one of these money orders, and you might be inclined to trust that it's legit. But be warned, that's what con-men want you to think. But you can guard against this fraud if you see the warning signs.

 [Watchdog.org](#): Listening to the National Association of Letter Carriers tell it, one might think the local postman is headed to toward certain doom. Or maybe, your local postman is nothing more than a union foot soldier eager to protect his job and lavish perks at taxpayers' expense. Consider the group running the ad generated more than \$264 million in revenue in 2011 from its more than 277,000 members. The NALC ad distorts the truth and masks reality in an attempt to scare Americans into caring about the post office again. The ad's main thrust — that mail carriers will soon meet their demise — simply lacks truth.

March 11, 2013

 [Huffington Post](#): The need is clear. America starts out ranking well behind the UK, Canada, much of Europe and world leader South Korea in the percentage of households with access to broadband connections. In addition, broadband in America is available only through a limited number of sources in most areas, making it relatively expensive compared to broadband in the more competitive and less costly markets throughout much of Europe. To remedy this, some observers advocate treating broadband internet access as a public utility, like telephone or electricity was a century ago. The utility approach has some appeal. But the existing national platform and resources of the Postal Service may well provide a better path. Millions of us would be delighted to have an "@usps.net" email address to accompany our ad-free USPS broadband package. That way, we could receive e-communications and conduct e-commerce with the same reliability with which we've received mail our entire lives.

 [Press Release](#): At the upcoming 2013 National Postal Forum, Pitney Bowes Inc. will showcase its latest technologies and services that help mailers simplify the complex challenges they face in doing business. The Forum runs from March 17-20, 2013 at Moscone Center West in San Francisco, California. Pitney Bowes President and CEO Marc Lautenbach said, "There is a tremendous amount of change across the industry, and National Postal Forum is the perfect time for mailers to come together to discuss important topics and explore opportunities to enhance their communications, build stronger client relationships and grow their businesses."

[American Postal Workers Union](#): Rep. Stephen Lynch (D-MA) introduced the Postal Service Stabilization Act (H.R. 961) on March 5, a measure that would enhance the financial viability of the USPS. The bill would require the Office of Personnel Management (OPM) to recalculate the Postal Service's pension liabilities to the Federal Employees Retirement System (FERS) using postal-specific salary and demographic assumptions. "OPM does not

currently take into account the unique position, salary growth, and demographic characteristics of postal employees in examining whether a FERS surplus exists," Rep. Lynch said. Because OPM uses government-wide, rather than postal-specific assumptions, the agency has been understating the FERS surplus that could be returned to the Postal Service, he said. Rep. Lynch is the Ranking Democrat on the House Oversight and Government Reform Subcommittee on the Postal Service. The bill would return overpayments to the Postal Service to pay its outstanding financial obligations. It also would express the intent of Congress that postal-specific assumptions should apply to allocations of past, present, and future benefit liabilities between the USPS and the Treasury.

[!\[\]\(1d3a1175dd4902218e694b9c098adb83_img.jpg\) **American Postal Workers Union**](#): Local officers who attended the recent APWU National Presidents Conference in Washington, DC made the rounds on Capitol Hill March 4 to build support for the Postal Service Protection Act (S. 316/H.R. 630). "This legislation would help solve the Postal Service's financial crisis," said APWU Legislative and Political Director Myke Reid. "Passing the PSPA would make many of the planned cutbacks in service unnecessary, give postal employees a greater sense of security, and give the American people a Postal Service they can count on for the future."

[!\[\]\(c507f772dba2b921f86777f01218e570_img.jpg\) **Logistics Manager**](#): FedEx has set a new goal to improve fuel efficiency of its Express global vehicle fleet by 30 per cent by 2020, after reaching its previous goal years ahead of schedule. The company set its first fuel efficiency goal in 2008, aiming to improve overall fuel efficiency of the fleet by 20 per cent by 2020, compared to 2005. It has now recorded a 22 per cent improvement in its vehicle's fuel economy - seven years ahead of schedule.

[!\[\]\(4729e517bc6a7cd81c8025b9646574fb_img.jpg\) **Post & Parcel**](#): Brazil Post has formed a partnership with the Philippine Postal Service, PHLPost, to launch a new electronic international money order service between the two countries. The new service will serve both individuals and companies operating in Brazil and overseas, sending mont electronically with speed, flexibility and reliability, the companies said, adding that the service would offer the lowest prices in the market. Brazil Post said the new service was part of its new programme of expansion in the international arena, having been granted new powers by the government to partner with other companies, and operate outside Brazil's borders.

[!\[\]\(cbe80b694ebd74fcfe136a095b608235_img.jpg\) **Fierce Government**](#): The Postal Service has the authority to adopt its proposed new delivery schedule even if the next continuing resolution doesn't provide specific language allowing it, says Rep. Darrell Issa (R-Calif.), chairman of the House Oversight and Government Reform Committee. Issa said ([.pdf](#)) on the House floor March 6 that he believes the proposed CR would not prevent the Postal Service from adjusting its delivery schedule even though bill language ties \$100 million in appropriations to 6 day and rural mail delivery. The language is a standard clause Congress has included in spending bills since late 1982; the ambiguity of its wording led the Postal Regulatory Commission to conclude in 2008 that "the Postal Service exercises considerable flexibility in determining how it delivers the mail." Issa said since USPS plans to deliver packages and certain priority and express mail on Saturdays, it will fulfill the 6-day requirement. Read more: Issa says news USPS delivery schedule can go ahead. Postal Service spokesman Dave Partenheimer said the Postal Service still plans to move to the reduced delivery schedule on August 5.

Mr. ISSA. Mr. Chairman, it is my understanding that the Office of Management and Budget submitted a list of proposed anomalies for the pending continuing resolution. Is that correct, and can you tell me the date that the Office of Management and Budget transmitted that list?

Mr. ROGERS of Kentucky. The gentleman is correct. OMB did submit a list of proposed anomalies on February 18.


Mr. ISSA. Thank you, Mr. Chairman. Can you also tell me if that proposed list of anomalies included any changes to the provisions in current law regarding what is commonly called 6-day delivery and requires a level of service by the Postal Service at the 1983 level?


Mr. ROGERS of Kentucky. OMB did not propose any change to the provisions in current law regarding 6-day mail delivery.


Mr. ISSA. I thank the gentleman.

[!\[\]\(870f5d5e9c0d57485634be3ecf52f3ca_img.jpg\) **The Examiner**](#): Australia Post has backflipped on its decision to axe overnight postal services into Northern Tasmania. Bass Labor MHR Geoff Lyons and Communications Minister Stephen Conroy have announced that


Australia Post's next business day guarantee for all inbound and outbound items into Northern Tasmania will remain.


 [eCommerceBytes](#): eBay sellers in Canada are dealing with postal changes that went into effect this year. As we reported in December, Canada Post retired the Small Packet - USA Ground service and introduced two trackable services for U.S. and International shipments: Tracked Packet - USA and Tracked Packet - International. eBay Canada announced on Thursday it was adding support for the new services to its label printing platform. Canadian sellers will be able to select Tracked Packet - USA and Tracked Packet - International effective April 9, 2013. The two services will be available at up to 14% off retail counter rates for eBay sellers. At the same time, eBay also announced it will be reducing the discount levels it gives Canadian sellers for Expedited Parcel and Expedited Parcel - USA. The discounts will drop from up to 25% off retail counter rates to up to 18% off retail counter rates, effective April 9th, 2013. The marketplace reminded sellers that buyers see Canada Post retail rates in calculated shipping, not discounted online label-printing rates.

 [WTOP](#): From military personnel to postal workers, federal employees are on the hook for \$3.5 billion in unpaid 2011 taxes, according to a report obtained by WTOP. The amount is a nearly 3 percent increase compared to the year before. Even though the U.S. Postal Service shed 3,000 jobs after 2010, postal workers owe the most out of all federal departments and agencies. The report finds 22,404 delinquent workers owe more than \$215 million in back taxes.


 [Dead Tree Edition](#): The U.S. Postal Service added more than 4,000 jobs in February, but the postal workforce is actually shrinking. While the full-time workforce has been shrinking, the number of other employees (such as part-timers and temps) has been growing.


March 10, 2013

 [Sky News](#): The Government is accelerating plans to privatise Royal Mail by canvassing external advisers to run a share scheme that will give the postal operator's 145,000 employees a stake in the company.

 [The Hill](#): The GOP's interpretation of language in a bill funding the government could set up a showdown with Senate Democrats. House Republican leaders believe the Postal Service has a green light to implement its reduction in Saturday service, even though a House-passed spending bill contains a provision requiring six-day delivery. The interpretation by the House GOP could set up a showdown with Senate Democratic leaders, who have argued that the legislative language prohibits the cash-strapped agency from limiting letter delivery to five days a week.

March 9, 2013

 [Devils Lake Journal](#): U.S. Senator Heidi Heitkamp met with Postmaster General Patrick Donahoe to discuss the United States Postal Service's (USPS) proposed mail delivery changes. Heitkamp is concerned the proposal to eliminate Saturday mail delivery could disproportionately hurt rural North Dakota communities.

 [24/7 Wall St.](#): There are always some interesting factoids in various industries and sectors in each monthly breakdown of the Employment Situation from the Bureau of Labor Statistics. Friday's BLS report was a much stronger than expected gain in both non-farm payrolls at 236,000 and total private sector payrolls of 246,000. It almost sounded like good news that the "government" sector jobs fell by 10,000. Almost. The one figure which stood out above and beyond any rational explanation was that the good old U.S. Postal Service somehow added about 4,500 more workers. The US Postal Service continues to lose money as it is bleeding cash to keep paying retiree pensions and benefits. So can someone please manage to explain how the USPS added jobs at a time that Saturdays are being dumped for delivery days?

March 8, 2013



PostalVision2020 @PV2020

Read more about our newly announced #PV2020 speakers: <http://www.event.com/events/postalvision-2020-3-0-positioning-america-for-the-new-millennium-/custom-17-fa8c8f5f91004c0498bae2a66b8f2530.aspx> ... #usps #postal #mail





At the Postal Regulatory Commission: [Docket No. R2011-3/MC2011-19](#): "The Postal Service hereby provides notice that it has made a minor amendment to the Discover Financial Services Negotiated Service Agreement (NSA), which was added to the Market-Dominant Product List on March 15, 2011. The agreement was designed, in light of the ongoing diversion of Discover's First Class Mail delivery to electronic delivery, to maintain the total contribution the Postal Service receives from Discover's First-Class Mail and Standard Mail and to provide an incentive, in the form of discounts, for net contribution beyond that."



PostalVision2020 @PV2020

Thrilled that @Apinomic of <http://lettrs.com> will be joining this year's #pv2020. Read more: <http://www.postalvision2020.com/wp-content/uploads/2011/03/PostalVision-2020-Announces-New-Speakers-final-7Mar.pdf> ... #mail#usps

 **La Jolla Light:** Congressman and La Jolla resident Scott Peters (D-52) reintroduced the Community Post Office Relocation Act with Congresswoman Susan Davis (D-53) on March 7. The bill is a slightly updated version of legislation introduced by Davis during the previous Congress that gives communities across the country the right of first refusal to purchase post office buildings that are subject to closure.

 **New York Times:** As the Postal Service tries to shrink, it is often finding itself in battle with groups trying to prevent what the National Trust for Historic Preservation last year labeled one of the most significant threats to the country's architectural heritage.




The latest issue of the [PostCom Bulletin](#) is available online. In this issue:


- Although the Postal Service has come forward with a 5-day mail and 6-day package delivery schedule, members of Congress are not buying into this new plan. Currently, Congress has not passed a 2013 budget and the federal government ran on a continuing resolution. The new House GOP spending bill for the remainder of fiscal year 2013 requires 6-day delivery for all postal products.
- PostCom corrects and reprints the article that appears in last week's PostCom Bulletin on the remarks made by Postal Regulatory Commission (PRC) chair Ruth Goldway at the IDEAlliance Print Distribution conference. Our apologies!
- Corker: Congress needs to stop hamstringing the Postal Service. Arbitration decision between USPS and APWU. E-tailers embrace same-day delivery, but US shoppers shrug. Marylanders support ending Saturday mail, but racial and regional divisions lurk. Newspaper industry makes legal case against Valassis discount postal deal. PostCom's newest member.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- Postal previews.


Hey! You've not been getting the weekly PostCom Bulletin--the best postal newsletter anywhere...bar none? [Send us by email](#) your name, company, company title, postal and email address. Get a chance to see what you've been missing.





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 [New York Daily News](#): Could a tax on email help save snail mail? Berkeley, Calif., city Councilman Gordon Wozniak is floating the idea of taxing email, the very technology that hastened traditional mail's downfall, as the beleaguered United States Postal Service trims its home delivery service to five days a week to deal with its massive \$16 billion deficit. "Since many billions of emails are sent every day, an email tax could raise substantial sums," Wozniak told news site Berkeleyside. "Most of the revenue raised could be used to fund the managing and maintaining the Internet Superhighway and a portion to subsidize snail mail. Think of it as analogous to the gas tax used to maintain our physical highways."

 [The Atlanta Journal-Constitution](#): There are the book people, the jewelry people, the movie people, the electronics people. They greet each other with knowing nods as they inspect the goods inside a cavernous warehouse on the west side of Atlanta that is the end of the line for undeliverable mail. Once a month the United States Postal Service auctions off the valuable stuff it cannot deliver at Atlanta's Mail Recovery Center. But at a time of rapid change for the Postal Service, last month's live auction was one of the last. The Postal Service is contracting out the auctions and moving them all online as soon as April.

 [KFOX](#): The U.S. Postal Service is going through rough times lately, cutting down its staff size. A spokesperson for the post office tells KFOX 14 News that they've cut back on the number of full-time positions. The post office is filling positions of those who retire, with temporary employees, which gives the department a much different look. Rural postal workers can dress casually, and can even use their own vehicles to deliver mail. A post office spokesman says temporary employees are allowed to wear casual clothes to deliver mail, up to ninety days. At that point, they have to buy the uniform with an allowance they are given.

 [Post & Parcel](#): John Tuohy, the chief executive of Irish parcel carrier Nightline, discusses the slow progress of postal market liberalisation in the Republic of Ireland. In the two years since postal liberalisation took effect in Ireland, it could be argued that little has changed in terms of the service offered to householders and businesses – at least on the face of it. The European Union's so-called "third directive" promised to open up a majority of the continent's postal networks to commercial competition, thereby providing a better quality and range of provision. Whilst there has been a radical shake-up in some of the countries affected by the legislation, progress has been slower in other parts of Europe.

 [iAfrica.com](#): The South African Post Office (Sapo) on Thursday confirmed that the postal strike has come to an end. Sapo added that services will be fully restored soon. Postal workers have been on strike for weeks over alleged fraud within the service and alleged salary discrepancies. This caused delays in the delivery of mail around the country.

March 7, 2013

[Nonprofit Mailers @NonprofitMailer](#)

Space is limited, and spots are filling fast! Reserve your spot today at the Alliance Power Breakfast, featuring Guest Speaker **David Williams Inspector General of the United States Postal Service** Monday, March 18 6:45 a.m. to 7:45 a.m. Telegraph Hill Room (4th floor) InterContinental Hotel 888 Howard Street (adjacent to Moscone Center, site of National Postal Forum) before the opening session of the National Postal Forum! RSVP: tony@nonprofitmailers.org March 18 at #2013NPF!



What happens to Beakie if Congress fails to enact postal reform?



Canada National Association of Major Mail Users: According to Kerry Munro, President of the Digital Delivery Network at Canada Post, today Canada Post launched AddressComplete, a web service that allows for cost-effective and efficient address data capture and validation. The new product was developed through a strategic relationship with the leading provider of address validation web services, Postcode Anywhere (PCA), and helps reduce costs related to incorrect addresses and improves the end-user address capture experience.



PostCom: *Did you miss the [PostCom webinar on the "Pre- NPF Executive Overview"](#) by Rose Flanagan Manager, Postal Strategies and Logistics, Data-Mail, Inc.? No sweat. You can still listen to the webinar along with [the accompanying slides](#). Both have been posted just for you.*

USA Trentonian: It's unclear what exactly a local postal worker was doing in the back of a van with a woman who walked up to his van on Saturday, but it's almost certainly not postal service work. A city resident posted three YouTube videos of a showing the mailman's encounter on the 300 block of Rusling Avenue. The first video shows an unidentified white woman wearing a grey jacket, jeans and boots approach the carrier van as it's parked along side the house. As she nears the van, the worker, who is only known as the driver of truck 2217163 for that day, slides open the van door. The worker got out of his van and let the woman inside the van before going in himself and shutting the door. The driver is briefly seen on camera before he moves to the back of the van, which was the end to the first video. Despite no charges being filed, the mailman may still find himself in trouble. An employee handbook for the U.S. Postal Service said mail carriers are not to "loiter or stop to converse unnecessarily" on their routes. A spokeswoman for the Postal Service declined to say what will become of the driver, but did say at no point are civilians allowed in a mail carrier's van.

Canada Free Press: B'nai Brith Canada has called the latest tirade of the Canadian Union of Postal Workers (CUPW) against the Jewish state a distortion of the union's core mandate. In its March newsletter, CUPW accused Israel of a list of alleged misdeeds, while berating the government of Canada for its ongoing support of its ally and sister democracy.


March 6, 2013


Question of the Day: *Press reports contend that Republican deficit-reduction hawks are willing to let the sequester cuts stay in place. This, they say, is to ensure government spending gets checked. If that's true, could it be that those same deficit-reduction hawks would prefer to keep pre-funding in place as a check against postal spending?*


USA New York Times: A spending measure passed by the House on Wednesday to keep the government operating through September requires that the Postal Service maintain a six-day mail delivery schedule, a potential setback for the agency, which announced last month that it planned go to five-day deliveries to cut costs. The legislation passed the House 267 to 151, with 137 Democrats voting against it. The measure now moves to the Senate. After the House voted to pass the spending measure, Representative José E. Serrano, Democrat of New York, said the legislation made clear that Congress's intent was for the Postal Service to continue to delivery mail on Saturdays. On Wednesday, Mr. Serrano said that issue had now been resolved. "The continuing resolution is clear: there will be six-day delivery for the rest of the fiscal year," Mr. Serrano said. "Earlier this year the Postal Service announced they thought they had legal authority to end Saturday delivery. That analysis was wrong, but now there is no room for misunderstanding."


USA Press Release: Satori Software today announced that industry leader, Bob Schimek, has joined the company as senior director of postal affairs. In this role, Schimek will work closely with industry associations and USPS® to mediate postal initiatives, ensuring that Satori Software customers receive the insight and mailing solutions needed to successfully navigate the changing postal landscape. "It's my pleasure to welcome Bob Schimek into the Satori

Software family. A highly respected leader in the mailing industry, Bob's passion and dedication will directly benefit our customers," said Dale Garrett, president of Satori Software. "His knowledge and experience will provide invaluable guidance as we develop educational programs, technology and services that help mailers solve their data and mailing-related business challenges." "I am excited to join Satori Software. Its active investments in its customers and the future of the mailing industry include the acquisitions of the Postalsoft Presort technology and Monticello Software," said Bob Schimek, senior director of postal affairs, Satori Software. "The energy and enthusiasm at Satori Software for supporting the mailing industry make me proud to be a part of the team." [EdNote: Bob Schimek serves as a member of the Board of Directors of the Association for Postal Commerce and he chairs its Membership Committee.]

 [Post Crescent](#): Hallmark Cards Inc. recently announced that it will close a Kansas plant that makes one-third of its greeting cards. More and more, consumers are choosing to send greetings digitally and online. According to the U.S. Postal Service, correspondence such as greeting cards fell 24 percent between 2002 and 2010.

 [Crain's Detroit](#): Campbell Ewald is bidding now on the creative work for the U.S. Postal Service, a contract the agency's had since 2002 but has been in limbo as the federal agency struggles with budgetary problems. Campbell Ewald created the flat-rate mailer box that has been hailed as a major new revenue stream for the post office.

 [Federal Times](#): The House approved a \$982 billion spending package Wednesday to avert a partial government shutdown and cancel a 0.5 percent federal pay freeze scheduled to take effect at the end of this month. The legislation also would: **Require the U.S. Postal Service to continue Saturday mail delivery**. Postmaster General Pat Donahoe announced plans last month to end Saturday mail-delivery service in August. In a response to the House-passed measure, the Postal Service said in a statement that its plan to halt Saturday delivery is "responsible and reasonable," given the agency's financial situation.

 [The Chattanooga](#): **Senator Bob Corker, R-Tn.**, made the following statement Wednesday in reaction to reports that the House has added legislative language to the "CR" (continuing resolution spending bill to fund government) that would force the Postal Service to continue six-day delivery. The Postal Service estimates it would save roughly \$2 billion a year by moving to five-day delivery for some postal products. **"This is the worst of Washington** – here Congress is unable to pass reforms that would enable the Postal Service to operate and not be a burden to taxpayers, and yet Congress also continues to interfere and not allow the Postal Service to make the decisions it believes are necessary to operate viably in the future. [EdNote: And the interesting thing is, the restrictive language wasn't authored by the Democratic majority Senate but the Republican majority House. So much for whatever House oversight committee chairman Issa has to say. Hmmmm. I guess one can say: "A House majority divided against itself cannot stand."]



Get Beakie to soar!! ...  Get on with postal reform!!



[Scanning Technologies Research Study – 13XS002DR000](#): Our objectives are to study the Postal Service's overall scanning strategy, explore other potential uses for scanning technology and benchmark industry practices. Strong customer demand for goods purchased over the Internet has driven growth in the package market. With this growth, customer expectations for the package business are also rising with demands for free shipping and increased product mail tracking and visibility capabilities. The Postal Services' goal is to scan every barcode that enters the system to achieve a 100-percent visibility and is working toward real time scanning data for delivery of packages. What type of product tracking would you like to receive when using the Postal Service to mail items?



DMM Advisory:

- **IMb™ Services Update.** Full-Service Technology Credit – To encourage mailers to adopt Full-Service mailing standards, the Postal Service is proposing to offer a Full-Service Technology Credit, commonly known as a Tech Credit. Tech Credit is similar to a coupon that mailers can redeem for a postage credit on


Full-Service mailings containing 90 percent or more Full-Service pieces. Tech Credit eligibility is based on a business location's permit volume that meets the qualifying automation volume threshold. Mailers have been identified as eligible for a Tech Credit because they mailed over 125,000 pieces of automation mail from October 1, 2011 through September 30, 2012. If approved by the Postal Regulatory Commission (PRC), mailers will be able to redeem Tech Credits when they submit mailings containing 90 percent or more Full-Service mailpieces. More information on Tech Credit can be found on [RIBBS](#). Mailers eligible for Tech Credit will receive a letter by March 8, 2013. If a mailer does not receive a letter and believes their company is eligible after reviewing the program criteria, they can initiate an Inquiry.

Inquiries regarding Tech Credit eligibility will be handled by the PostalOne! Help Desk. Inquiries may be made by:


- Navigating to the following link and initiating an online inquiry:
https://ribbs.usps.gov/intelligentmail_latestnews/documents/tech_guides/techcredit/techcredit.htm
- Emailing the PostalOne! Help Desk at postalone@usps.gov, Subject: Tech Credit
- Calling the PostalOne! Help Desk at 1-800-522-9085, selecting the "Tech Credit" prompt


Tech Credits may be redeemed as a postage credit:

- during a twelve-month period beginning June 2013 and
 - when a qualified business location submits a postage statement that contains 90 percent or more Full-Service pieces.
- **Commercial Residual First-Class Mail Letters** Recently, the Postal Regulatory Commission (PRC) confirmed the 48-cent price for all commercial First-Class Mail® residual letters – up to 2 ounces – from a presort mailing. As a result, mailers must continue entering all residual pieces from a presort mailing on line B4 of the postage statement. The PRC's order confirming the 48-cent price is Order No. 1661, under Docket No. MC2013-30, and can be found at http://www.prc.gov/Docs/86/86505/Order_1661.docx. Complete information on the reporting and mail makeup of First-Class Mail residual letters can be found on RIBBS under Important Links on the [Latest News](#) page.


 **Roll Call:** The House passed a six-month stopgap spending bill Wednesday that lays out money for defense and veterans programs, with Senate Democrats expected to push to add more appropriations measures to the package next week. The chamber voted 267-151 for the legislation (HR 933), which would freeze existing appropriations levels for most accounts and set total discretionary spending at \$984 billion after across-the-board cuts that began March 1. Fifty-three Democrats voted for the bill, and 14 Republicans voted against it. Democrats charged that the measure does not give non-defense accounts flexibility to shift spending around to lessen the blow of the sequester. And they said Congress should be using the appropriations bill to find an alternative to the automatic cuts. Republicans countered that the legislation might not be perfect, but it would protect national security and allow legislators to avoid the specter of a government shutdown. Composition of the Senate version of a fiscal 2013 spending package remains a question, although some Democrats and Republicans have said they will seek to add more appropriations bills to the package.




Get the Beak out of the box!!  Let's get on with postal reform!!

 **Limun.hr:** Incumbent state-owned postal carrier Bulgarian Posts recorded a preliminary net loss of 11.55 million levs (\$7.7 million/5.9 million euro) in 2012, up from 9.2 million levs a year earlier.


 **NewsWireToday:** DPD, a member of one of Europe's leading parcel groups GeoPost, is set to deliver a revolutionary customer experience, using NewVoiceMedia's ContactWorld for Salesforce cloud contact centre architecture. The company, which last year won a hat-trick of awards in the Top 50 Companies for Customer Service Awards, has signed a £1.8m five-year agreement for the new solution, to make use of true cloud services across its entire customer experience operation.


 [Jewish Journal](#): The Canadian government called on the country's postal workers union to apologize for using its monthly newsletter to attack Israel. Canada "plays a key part in perpetuating war crimes" by Israel, the Canadian Union of Postal Workers' March newsletter read, according to the Toronto Sun. "Canada is allowing Israel to terrorize occupied people, breach international law, normalize home demolitions, build prison-style walls and checkpoints, and steal resources," the newsletter continued. Steven Fletcher, the government minister responsible for the postal service, criticized the union's statements. "CUPW should apologize for this misuse of public funds and its anti-Israeli rhetoric," he said.


FREE POSTAL WEBINAR SERIES REMINDER [Combating Postal Revenue Leakage](#) Advanced and emerging postal organizations are increasingly vulnerable to various forms of revenue leakage, including no payment, underpayment, counterfeited evidencing. Postal revenue leakage in Europe alone is estimated at over \$1.0 billion annually. The webinar will discuss practices that can be applied in various environments across postal organizations, and across evidencing channels (bulk-permit, bulk-meter, retail, online postage, etc.) Presenters: • Jean Philippe Ducasse created and chaired the UPU Postal Revenue Protection Consultative Committee Working Group. • Chris Paterson, economist and director of Diversified Specifics Pty Ltd. has worked on Australia Post's revenue leakage problems. [March 21 1 p.m. Eastern time.](#)


 [Article 32.1; Article 32.2; Memorandum of Understanding re Contracting or Insourcing of Contracted Services](#): Arbitrator reaffirms the applicability of the provision in Article 32 of the 1973 Agreement between the U.S. Postal Service and the American Postal Workers Union:


"The Employer will give due consideration to public interest, cost, efficiency, availability of equipment, and qualifications of employees when evaluating the need to subcontract. The Employer will give advance notification to Unions at the national level when subcontracting which will have a significant impact on bargaining unit work is being considered and will meet to consider the Unions' views on minimizing such impact. No final decision on whether or not such work will be contracted out will be made until the matter is discussed with the Unions. "


 [PC World](#): Security researchers warn that cybercriminals have started using Java exploits signed with digital certificates to trick users into allowing the malicious code to run inside browsers. [*EdNote: Ain't no Java traps inside your mailbox.*]


 [CEP News](#) (Courier-Express-Postal), published by the [MRU Consultancy](#), has reported that:


 Deutsche Post CEO Frank Appel presented the result for the business year 2012 on Tuesday this week self-confident. While all three DHL units recorded significant growth, the Mail unit faced a 5.1% decline in its operating result on stagnating revenues.


 bpost performed quite well despite the difficult environment in 2012. Last week, the Belgian post reported a 2% rise in turnover to 2.42bn euros. The operating result climbed considerably (EBIT: 404m euros, +12.7%) even though the mail volume continued to decline (-3.5%). According to the post it achieved 'solid results in an eventful year'.


 The French post achieved a pleasant result in 2012, even though its revenues almost stagnated in 2012. Last week, the group reported a turnover of 21.66bn euros for 2012, up 1.5%. While net profit remained static (479m euros, +0.2%) the operating result rose considerably by 22% (816m euros).


 E-Postbrief is to make a service possible, its competitor De-Mail cannot provide: End-to-end encryption without decrypting the e-mails for a short time on the mail servers before encrypting them again. Deutsche Post presented this extended service on this year's CeBit.


 PostNL's new dividend policy put strategic investors in a conciliatory mood. Fabrice Seiman, president of French hedge fund Lutetia Capital, told »Financieel Dagblad« (04.03) that he welcomed PostNL's announcement to pay 75% of its net profits to its shareholders as a dividend in the future.


 The Polish post wants to be the sole owner of the postal bank in the future.

 More and more details are emerging in the proceedings against former top executives of the Portuguese post.


 The Polish CEP service provider Integer.pl achieved major growth in turnover and earnings in the last business year again. On revenues of 68.1m euros (+13.2%), net profit more than doubled (+116.3%) to 11.9m euros. The subsidiary InPost, which has evolved into an important provider of parcel terminal by now, expects to increase the number of deployed terminals to 3,400 this year.


 PTT Srbije closed the fiscal year 2012 with a profit.


 The Indonesian post has achieved a profit of 14.5m euros (+27%) on a turnover of almost 270m euros (+12.2%) in the last business year.


 Canadian transport group Transforce further increased its revenue and earnings in the last fiscal year. Turnover rose - primarily due to acquisitions - by 16.7% to 2.35bn euros. The operating result (EBIT) climbed by one third to 184.6m euros, while net profit soared by over 50% to 115.2m euros. Transforce mainly attributed this development to 'successful optimization measures and greater overall efficiency'.


 DPD Austria increased its turnover by around 2% in 2012. Last week, the company reported revenues of 160.7m euros for the past year. '2012 was a challenging year for DPD, but a successful year nonetheless', a spokesperson commented on the results. Overall, DPD delivered 38.5m parcels last year, up 1.2%.


 Brazil's Supreme Court confirmed that the post does not have to pay service tax.

 A timid competition is apparently emerging on Romania's postal market. Privately run mail service provider Total Post last week reported that it handled 43m letters last year altogether. After all, this represents a market share of almost 10%.

 Parcel service Hermes will verify the identity of customers who want to use De-Mail services provided by 1&1.


 Canada Post drew ire of Canadian home builders. Since January 1, the post charges a 'postal box activation' fee of around 150 euros. To receive mail, buildes nationwide have to pay the fee for each address in new neighbourhoods. According to Canada Post, other service providers would also charge such a connection fee. The post had to integrate around 150,000 new addresses into its delivery scheme every year.


 The EU-Commission is to determine whether Spanish Correos crosssubsidises. According to a report by business portal »Economia digital« (03.03), the Brussels based competition watchdog examines whether some services, which are subject to competition, are subsidised by the universal service area.

 CitySprint (turnover 2011: 92.1m euros, +21.7%), arguably Britain's largest private same-day network, announced the eleventh acquisition within the last three and a half years. Last week, the company announced the takeover of Warrington - around 30km east of Liverpool - based Sameday UK.



The [MRU](#), founded in 1992, is the only consultancy in Europe, which has specialised in the market of courier-, express- and parcel services. For large-scale shippers and CEP-services in particular, the MRU provides interdisciplinary advice for all major questions of the market, as there are for example market entry, product design, organisation, and EDP. [To learn more about the stories reported above, contact CEP News.](#) *(We appreciate the courtesy extended by CEP News to help whet your appetite for more of what CEP offers.)*

 [St. Albert Gazette](#): New charges to deliver mail to housing developments will cost buyers not homebuilders, says a local builder. Canada Post put a \$200 postal box activation fee in place on Jan. 1 to cover the cost of setting up community mailboxes in new residential developments. That's not one bill for every development, but one for every house. *[EdNote: According to this logic, one must assume that the homeowner actually owns the mailbox and Canada Post doesn't.....Interesting.]*


 [Azerbaijan Business Center](#): Regulator in the name of the Ministry of Communications and Information Technology (MCIT) believes that Azerbaijan Mail (Azərpoçt Ltd), national postal operator, has no risks associated

with money laundering. Novruz Mammadov, head of the Postal Department and deputy chief of the Azərpoçt Department of State Company Activity Coordination, says that money transfers via the Azərpoçt system are made in small amounts and there is not a serious danger of legalization of illegal cash income.



Free Beakie!! ...  Let's get on with postal reform!!


March 5, 2013


 **Reuters:** Same-day delivery, one of the hottest e-commerce trends, is too expensive for most U.S. consumers, raising the risk that this could become another online shopping fad that goes cold, according to a survey released on Tuesday. The Boston Consulting Group recently asked 1,500 U.S. consumers what would get them to shop more online and only 9 percent cited same-day delivery. Almost three-quarters of respondents said free delivery would do the trick, while half of those surveyed said lower prices. Consumers said they would pay \$7.50, on average, to get a \$50 online purchase delivered on the same day, the survey found. That is lower than the fees charged by most retailers and e-commerce companies now providing these services, the consulting firm noted. Same-day delivery has become the latest retail battleground, with Wal-Mart Stores Inc, eBay Inc and several other companies chasing Amazon.com Inc, which has been offering the service on selected items in certain cities since 2009. Google Inc is preparing to launch a competitor to Amazon's wildly popular Prime shipping subscription service and will offer same-day delivery from bricks-and-mortar stores. Shutl, a startup backed by United Parcel Service, has offered same-day delivery in the UK for three years and will be launching the service in the United States in a few weeks. The U.S. Postal Service and FedEx Corp have each recently started same-day delivery in select U.S. areas. But these players may find little room to make money because same-day delivery is destined to be a niche service, Boston Consulting's survey concluded.




At the Postal Regulatory Commission:


- Postal Service Active Employee Statistical Summary (HAT Report), Pay Periods 03-05, FY 2013
<http://www.prc.gov/docs/86/86597/HAT%20Report%20Pay%20Period%204%20FY%202013.pdf>
<http://www.prc.gov/docs/86/86597/HAT%20Report%20Pay%20Period%203%20FY%202013.pdf>
<http://www.prc.gov/docs/86/86597/HAT%20Report%20Pay%20Period%205%20FY%202013.pdf>
http://www.prc.gov/docs/86/86597/Letter_HAT_FY13_PP03-05_20130305163038.pdf
- On-Roll and Paid Employee Statistics (ORPES), January, February, 2013 (Pay Periods 03, 05, FY 2013) http://www.prc.gov/docs/86/86596/Letter_ORPES_FY13_PP03_0_20130305162646.pdf
[http://www.prc.gov/docs/86/86596/On-Roll_and_Paid_Employee_Statistics_\(ORPES\)_January_February_PP_03_and_05_FY2013.pdf](http://www.prc.gov/docs/86/86596/On-Roll_and_Paid_Employee_Statistics_(ORPES)_January_February_PP_03_and_05_FY2013.pdf)


 **Air Cargo World:** Global airfreight demand grew in January, according to the International Air Transport Association.


 **Huffington Post:** The U.S. Postal Service apparently subscribes to the Real Housewives of New Jersey school of money management: The thing to do when you're broke is to throw an elaborate party. The Postal Service, which lost \$1.3 billion in the fourth quarter, is hosting a reception with Postmaster General Patrick Donahoe on March 18 at the Intercontinental Hotel in San Francisco. Perhaps afraid the event didn't sound quite enticing enough on its own, the Postal Service produced a minute-long video invitation and mailed it out in a massive, 8.5-by-11-inch red box that weighs about a pound. Inside the box, which is decorated with a bald eagle in flight, is a sealed envelope containing a small electronic device that plays the video when opened. The Postal Service did not respond to requests for comment about the purpose of the reception or the cost of the video invitation, which, according to the now-defunct website, was the work of the office of the Postal Service's chief marketing and sales officer, Nagisa Manabe, a Yale graduate with a Harvard MBA.


 **Defend:** During a press conference, the former Director of the Post Offices of Haiti, Regine Godefroy, denied the allegations of Deputy Arnel Belizaire who said she embezzled 700,000 HTG as director of the institution. As well,

the Minister of Commerce and Industry Wilson Laleau announced a letter was sent to the Chamber of Deputies requesting actions be taken against the deputy for an incident that occurred a week prior. Deputy Belizaire said Godefroy, now the Minister of Communication, diverted 700,000 HTG (\$16,867 [US]) as director of the Post Offices of Haiti but did not provide much detail.


 **PRNewswire:** The U.S. Postal Service, U.S. Postal Inspection Service and AARP join with government agencies, advocacy organizations and private sector groups nationwide to celebrate National Consumer Protection Week (NCPW), March 3-9. This coordinated consumer education campaign encourages individuals across the country to take full advantage of their consumer rights. This week across the country, participating Post Offices will host NCPW events to raise awareness of the most common fraudulent activities and how consumers can protect themselves. By shining a spotlight on issues and ideas that help individuals become better consumers of products, materials and services, the Postal Service and Postal Inspection Service hope to improve their knowledge of how to combat fraud.


 **Washington Post:** A clear majority of Maryland residents support the Postal Service's decision to end Saturday letter delivery, despite heavy resistance within the state's largest city and a stark racial divide, according to a new Washington Post poll. By 61 to 34 percent, more Marylanders approve than disapprove of the U.S. Postal Service's February decision to end Saturday delivery. Support peaks among people who send mail never or only a few times a year (71 percent), though over half of those use the service weekly or more often also support the decision (54 percent). Perhaps surprisingly, federal government employees are no less supportive of than others of cutting Saturday delivery, with 65 percent supporting the move.


 **Wall Street Journal:** "White House Calls for Cellphone 'Unlocking'" *Others wonder whether it's time to call for "mailbox unlocking."*


 **MyNewsDesk:** Neopost has produced a new white paper on customer communications. The third in its series on mailing efficiency, [How To Improve Customer Communications](#) explains how to maximise the effectiveness of postal communications on their own or as part of an integrated communications strategy alongside email, mobile messaging, fax, social networks and the telephone.


UK Finance Yahoo! German postal and logistics giant Deutsche Post (Other OTC: DPSGY - news) said on Tuesday its profits surged more than 40 percent in 2012 on the back of the strong performance of its DHL express division.


 **BusinessWire:** Postea Inc., a technology provider for the logistics, mailing and postal industry, is debuting QubeVu® Dimensioning Plus at CeBIT. QubeVu instantly captures dimensions, weight, text and barcodes from almost anything -oversize parcels to postcards - in a compact design that's economical enough to use in busy shipping depots and even remote retail locations. System-integrated or freestanding, with any scale or none at all, QubeVu speeds throughput, eliminates errors, and opens new opportunities for managing items with efficiency and intelligence. At the retail counter, QubeVu assists clerks with dimensioning, address verification and forms-data capture so rulers, rate books and lost income become things of the past. In shipping depots and warehouses, QubeVu provides a cost-effective alternative to large, expensive scanning tunnels. Its economical configuration allows for automation in environments where other solutions simply won't fit.


 **The Washington Times:** The White House has secretly questioned the U.S. Postal Service about whether its change of address "welcome kit" program used by tens of millions of Americans violates the federal Privacy Act. Despite telling The Washington Times that it had no such records, the White House Office of Management and Budget made inquiries into the Postal Service's MoversSource program, which is managed under a 10-year, exclusive contract with Pitney Bowes Inc. subsidiary Imagitas, according to internal emails obtained through the Freedom of Information Act. The OMB inquiry to the Postal Service came just days after privacy specialists in 2011 raised questions about the program in The Times. "In this case, you have a federal agency collecting information for one purpose, forwarding mail, and using it for a wholly different purpose, direct marketing," one of the specialists, John Verdi, told The Times in 2011, when he was the senior counsel for the Electronic Privacy Information Center in Washington.

 [Youngstown Vindicator](#): The Postal Service says it's going to stop delivering mail on Saturdays. This won't happen until August, but the overseers of our postal workers in Congress are already swooning. "Outrageous" is the cry rolling through the halls of the Capitol. Listen, if the Postal Service were run like Congress, postal workers would only show up on Tuesdays, Wednesdays, and Thursdays — except when they were on vacation, which would be a lot. Postal workers would repeatedly go overseas on fact-finding missions and come back empty-handed. Empty-headed too, for that matter. They'd have to change their motto from, "Neither snow nor rain nor heat nor gloom of night stays these couriers from the swift completion of their appointed rounds," to, "Will deliver mail for campaign contributions."

 [The Hill](#): The new House GOP spending bill directs the U.S. Postal Service to deliver mail six days a week, against the wishes of the nation's postmaster general. A House Appropriations aide confirmed that the spending measure, which would fund the rest of fiscal 2013 and avoid a government shutdown at the end of the month, mandated that USPS continue six-day delivery. Congress has used the appropriations process to force USPS, which has lost billions of dollars in recent years, to continue Saturday delivery for roughly three decades.

 [Wall Street Journal](#): E-commerce has exploded here in recent years as increasingly affluent consumers have learned to love online deals. China's total online sales are expected to eclipse those of the U.S. in coming years, rising to \$356.1 billion in 2016 from \$169.4 billion last year, according to Forrester Research. U.S. online retail sales are forecast to reach \$327 billion from \$226 billion over the same period. That leaves Internet retailers and logistics companies attempting to build from scratch a complex distribution system to send goods purchased online to the distant corners of China. Logistics experts say China lacks warehouses with the sophistication to service its large flow of goods and say many Chinese cities are loath to sell land to delivery or e-commerce companies for warehouses since such operations don't generate as much tax revenue as, say, shopping malls or office buildings.


 [Motley Fool](#): If capitalism is about delivering the best goods and services at the cheapest prices -- and not about plutocrats wringing profits from the rest of us -- then why is the USPS being forced to slowly kill itself? The privatization of public assets is something we've seen over and over and it rarely, if ever, works for the public.


 [Inland Press](#): The postage discount deal the U.S. Postal Service struck with the big direct mailer Valassis should not have been approved by regulators, the National Newspaper Association (NNA) argues in a brief filed March 4 in the U.S. Court of Appeals for the District of Columbia Circuit. In a joint filing with ValPak Direct Marketing Systems and the Cox Enterprises-owned unit's dealer association, NNA argues the Postal Regulatory Commission (PRC) failed to exercise its responsibility to "protect against unreasonable harm to the marketplace" and ignored the threat the deal poses for small businesses—including more than 200 small businesses. Under the Negotiated Service Agreement (NSA) approved last year by the PRC, Valassis will get deep postage discounts in the form of rebates if it attracts new advertising mail from certain types of big retailers with national presence. Newspaper industry groups contend the deal is aimed squarely at taking advertisers out of newspapers' Sunday insert packages. NNA joined the Newspaper Association of America in bringing suit against the NSA approval.




PostCom welcomes its newest member: [CSG International](#) 509 Commerce Boulevard Crawfordville, FL 32327-4935 represented by: [David Gorham](#) Manager Postal Services.


March 4, 2013

 [STV](#): Postal workers have pledged to play an active role in the campaign for Scotland to become independent. Members of Scotland No 2 branch of the Communication Workers Union backed a motion stating that leaving the UK is "the only way forward for workers in Scotland".


 [Wall Street Journal](#): One of the federal government's more distressing turns is the way it has taken to coercing private business to be its enforcement agents. The latest example is the bludgeoning of FedEx and UPS to crack down on the illegal sale of prescription painkillers. The two transport giants have long cooperated with the feds to break up criminal shipping schemes. But in recent years the Justice Department has also taken action against pharmacy chains like CVS merely for filling orders they have no reason to know are illegal. Now Justice is also


going after the shippers. The government's position is that FedEx and UPS are abetting illegal drug sales from online pharmacies merely by unwittingly shipping their products. The feds are threatening criminal charges.


 [Venturebeat](#): Despite their innovative take on "old style" mail, one word sums up the problems with Outbox's approach, and that's privacy. Outbox employees will open every mail or package that I receive, and digitize it. According to Outbox's FAQ, their operations specialists use their custom built machines to open, lay out, and photograph your physical mail. These files are then optimized and processed digitally, and then delivered to your digital account. They also state that all "Unpostmen" –and anyone at Outbox who interfaces with your mail — go through a stronger background check than U.S. Postal Service workers go through, giving the the best trained and highest rated workforce.

 [Government Executive](#): Sequestration will have no immediate effects on USPS business, as post offices will remain open and employees and suppliers will be paid on time. However, with projections of just 2.5 operational days of cash on hand by the end of the current fiscal year, the slightest economic disruption could vastly alter that picture. Lawmakers have said they are close to striking a deal to overhaul the Postal Service. The looming economic downturn could speed up that process, an industry expert told The Hill.


 [Washington Monthly](#): *An ode to the mailman.*

 [Press Release](#): Bell and Howell, a leader in delivering innovative solutions and services for paper-based and digital messaging, and Window Book, a leading provider of mailing and shipping software, today announced an expanded relationship that enables mailers to achieve the full range of benefits available through the Intelligent Mail® barcode.


 [Isle of Man](#): Commercial agreements, fixed local costs and a continuing trend in declining mail volumes have impacted upon the price of postal products and services for Isle of Man Post Office customers this year. However, even when the new prices come into effect on April 2, Isle of Man Post Office's prices will remain cheaper than its counterparts in the UK and Channel Islands and amongst the lowest in Europe.

 [The Economic Times](#): A website to help Non-Resident Indians (NRIs) to pay the fee for filing RTI applications through e-postal order is all set to be launched by this month end. The website will have an option for NRIs to pay the fee of Rs 10 via credit or debit cards to the government while exercising their Right to Information, official sources said.


March 2, 2013


 [Glenwood Springs Post Independent](#): Munchausen Syndrome by Proxy, now referred to as Factious Disorder by Proxy or FDbP, is where a parent or caretaker enjoys the attention of having a sick child so they exaggerate and sometimes induce their victim's symptoms. Children are made to be sick; parents are given sympathy for their seeming stoicism. It's adulation-seeking via child abuse. In this case the caretaker is Congress (specifically the Republican-controlled House) and the thing they're enjoying making unwell is, well, us: the country, our economy, **postal services**, meat inspections, air traffic control, infrastructure, law enforcement, military, credit rating, commerce, and every other part of a country thought of around the globe as a super power.


March 1, 2013


 [CNET](#): Publishing and automobile industry players have just begun spinning up efforts at the World Wide Web Consortium, said W3C Chief Executive Jeff Jaffe in an interview at Mobile World Congress here. So don't be surprised to see proprietary technology for e-book readers and in-dash computer systems slowly disappear in favor of software based on Web technology. Books are perhaps an obvious area for Web technology, given that in electronic form they're just formatted documents and the Web began its life as a way to share formatted documents. But the two domains have taken years to reach today's level of convergence. "The Web equals publishing," Jaffe said. "There's really no difference anymore." The Web, though, is more than a static publishing medium now. With

each passing year it becomes a more sophisticated vehicle for interactive applications, too. That raises the prospect eventually of more interactive books, too.

 [Herald-Dispatch](#): Can the USPS be saved? I don't know. But, I do know some actions can be taken to help it continue to exist — that is, if its survival is necessary. Here are a few suggestions: 1) Stop rural route deliveries. A vast majority of people can walk or drive to their nearest post office to pick up their mail. I remember well that we did it when I was a youngster in rural West Virginia. Box rentals would increase significantly. 2) Close the post office on Saturday. Few users will care, and employees will be happier. 3) No matter what the outcry, close all post offices in what are commonly called "communities." Only incorporated townships should have post offices. My postal clerk told me there is a post office in Kentucky that has five regular customers! 4) Eliminate all "free franking" privileges for higher government officials. 5) And, lastly, bring postal employees' salaries and benefits in line with similar enterprises. Thirty dollars per hour for a postal clerk is outrageous!

 [MyPrint Resource](#): I suspect that every one of you knows the feeling of being stuck between a rock and a hard place. That damned if you do and damned if you don't scenario is familiar to most business owners. So I hope you feel some sympathy for the USPS as it strives to find its way out of a morass not of its own making. The USPS has the unhappy distinction of being the only government agency that is expected to operate as a private corporation, but without the freedom to set its own course. While it receives no revenue from tax dollars, it is still under the control of Congress.

 [Limun.hr](#): The postal operator of Bosnia's Serb Republic said its net loss widened to 2.04 million marka (\$1.3 million/1.0 million euro) in 2012 from some 956,700 marka a year earlier.

 [Telecompaper](#): French postal service La Poste reported that La Poste Mobile, its MVNO joint venture with SFR, had 643,000 customers at the end of 2012, compared with 565,000 at the end of 2011. La Poste Mobile increased its revenues to EUR 139,000 in 2012 from EUR 100,000 a year earlier. While growth was initially stalled by the Free Mobile's market entry, the extension of La Poste Mobile's service to 10,000 post offices during the first half of the year contributed to customer and revenue growth, writes La Poste in its annual results.



The latest issue of the [PostCom Bulletin](#) is available online. In this issue:

- PRE NPF - EXECUTIVE OVERVIEW Join PostCom for a FREE webinar on March 7 at 1pm ET. Reserve your webinar seat now: <https://www1.gotomeeting.com/register/153894296>
- The Postal Service has filed a request for comments in advance of a rulemaking through the Federal Register on the New Intelligent Mail Package Barcode Standards to Enhance Package Visibility. Comments are due March 28, 2013. The Postal Service is exploring the advisability of requiring the use of Intelligent Mail® package barcodes (IMpb) or unique tracking Intelligent Mail barcodes (IMbTM) on all commercial parcels, and providing support to mailers to assure their ability to apply unique tracking barcodes to all commercial parcels.
- The Postal Service published its unaudited January results with the Postal Regulatory Commission. USPS lost \$437 million in January 2013. The Postal Service's controllable operating loss for the month was \$266 million. The Postal Service Retiree Health Benefit Fund had a prepayment of \$467 million and a workers compensation adjustment of negative \$310 million. January marks the start of quarter three for the Postal Service.
- Newly appointed USPS Vice President of Secure Digital Solutions Randy Miskanic earlier this week at the IDEAlliance Print Distribution conference told attendees that using a baseball analogy, this is the first day of spring training for the USPS in terms of digital strategies. He told industry representatives that he wants to socialize digital ideas with them and that "it is important for us to collectively develop these concepts."
- Ruth Goldway, Postal Regulatory Commission (PRC) chair earlier this week gave attendees of the IDEAlliance Print Distribution conference her perspective on the USPS delivery change, network optimization, IMb, digital, flats costs, legislation and more.

- The USPS and industry representatives earlier this week at the IDEAlliance Print Distribution conference discussed the impacts of the 2013 pricing change as well as what industry would like to see in the 2014 pricing change.
- Another change at USPS HQ. Reforming the USPS to save it. Rep Barber fighting USPS bid to move Tuscan mail processing to Phoenix. Senator aims to move quickly on postal reform. World's postal services struggle with lower demand. Why the corporate pension gap is soaring. The Austin start-up that says you'll never touch snail mail again. USPS publishes monthly IMb report. IDEAlliance to hold postal-digital summit April 25, 2013. USPS' Tricamo receives IDEAlliance 2013 Mumma Award. More technical bytes by IDEAlliance.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- Postal previews.

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[Atlanta Journal-Constitution](#): Two former postal workers and an accomplice pleaded guilty in federal court this week to stealing more than \$3.5 million in federal tax refund and government benefits checks from a mail distribution facility in Atlanta. Prosecutors said Gerald Eason of Stockbridge and Deborah Fambro-Echols of Hapeville may be responsible for the majority of federal checks stolen in Georgia over the last four years. The more than 1,800 victims not only missed tax refund checks but also Social Security and veterans' benefits checks.