



Association for Postal Commerce

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Postal News from August 2012:

August 31, 2012

 *At the Postal Regulatory Commission:*

- CP2012-53 Order No. 1457 - Order Adding First-Class Package Service Contract 15 to the Competitive Product List <http://www.prc.gov/docs/85/85071/Order%201457.docx>
<http://www.prc.gov/docs/85/85071/Order%201457.pdf>
- MC2012-45 Order No. 1457 - Order Adding First-Class Package Service Contract 15 to the Competitive Product List <http://www.prc.gov/docs/85/85071/Order%201457.docx>
<http://www.prc.gov/docs/85/85071/Order%201457.pdf>
- CP2012-55 Order No. 1458 - Notice and Order Concerning Addition of Express Mail, Priority Mail & First-Class Package Service Contract 1 To The Competitive Product List
http://www.prc.gov/docs/85/85072/Order_No_1458.docx http://www.prc.gov/docs/85/85072/Order_No_1458.pdf
- MC2012-46 Order No. 1458 - Notice and Order Concerning Addition of Express Mail, Priority Mail & First-Class Package Service Contract 1 To The Competitive Product List
http://www.prc.gov/docs/85/85072/Order_No_1458.docx http://www.prc.gov/docs/85/85072/Order_No_1458.pdf

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

- The Postal Service published its unaudited July results with the Postal Regulatory Commission. USPS lost \$1.9 billion in July 2012. The Postal Service's controllable operating loss for the month was \$547 million. The total loss was due to the Postal Service Retiree Health Benefit Fund prepayment of \$1.0 billion and a workers compensation adjustment of a \$312 million. Shipping Services volume grew 61 percent, while revenue grew 27 percent over the same period last year. Year-to-date, the Shipping Service volume and revenue are up 56 percent and 22 percent respectively over the same period last year.
- The Postal Regulatory Commission prepared frequently asked questions (FAQs) on the approval of the Valassis Negotiated Service Agreement (NSA).
- The Postal Regulatory Commission Chairman Ruth Goldway updates her message to the industry.
- Republicans include USPS in 2012 platform. NAA asks US Court of Appeals for emergency stay of Valassis NSA. NAA files motion to stay of Valassis NSA at PRC. Postal Service again gets more time for reply to Northrop lawsuit. USPS submits monthly IMb report to PRC. ACS upgrade scheduled for Labor Day. USPS productivity has declined this year. Republicans question USPS advertising deal.

- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- 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.



The PostCom Bulletin is distributed via [NetGram](#)

International Business Times: Can the current national postal service keep up with the demands of the consumer when compared the offerings of private couriers? In this age of new technology bringing the world to our finger tips, we expect to have a significant amount of choice regarding the services we use. The internet offers instant access to the products we want, meaning that the delivery service needs to be swift as online consumers grow increasingly reluctant to wait. So where does this leave the postal service?


4-Traders: Post Offices will be open and mail delivery returns Friday to New Orleans, Baton Rouge, Lafayette and surrounding postal facilities where Isaac's torrential rains, severe winds and flooding had forced offices to close. Friday's mail will consist of Social Security checks, medicine and "mail we could not deliver on Tuesday," according to Louisiana District Manager Bruno Tristan. "We will attempt check delivery on Friday until 3 pm. Then, checks and other mail will be available at postal facilities from 4 pm to 6 pm, said Tristan." Customers will be required to present government issued identification such as a driver's license.


Post & Parcel: Russian Post is predicting significant growth in distance selling in connection with Russia's accession to the World Trade Organisation – and a corresponding increase in the number of internal mail – parcels and packages.


Mailers' Technical Advisory Committee (MTAC) **HELPING MAILERS REGISTER ON BUSINESS CUSTOMER GATEWAY Webinar** on Friday, September 7 at noon The U.S. Postal Service is always looking for ways to help our business customers succeed. That's why we're running promotions and incentive programs to encourage best practices that make mailing and shipping more effective. To participate in this and future USPS promotions and incentive programs, mailers and mail service providers must enroll through Business Customer Gateway (BCG) at USPS.com. Go to <https://gateway.usps.com/bcg/login.htm>.) To assist customers who are new to BCG and the incentive programs, the USPS Marketing Mail team, in partnership with BCG, will hold a webinar: BCG and Incentive Programs Enrollment & Post Promotion Survey - September 7, 2012, at 12 noon ET [Click here to register](#) or go to: <https://ribbs.usps.gov/index.cfm?page=mobilebarcode#bcg> We encourage small and mid-sized mailers and mail service providers to attend the upcoming webinar! Please forward this information. The webinar provides assistance in registering for the upcoming Holiday Mobile Shopping Promotion (November 7-21). This promotion is timed to put offers into consumers' hands in time for mobile shopping sprees during Cyber Week — the biggest online shopping time of the year. Registration starts September 15. Click here or go to <https://ribbs.usps.gov/index.cfm?page=mobilebarcode> for more information. For those who are unable to attend, there are step-by-step instructions on BCG registration in the Incentive Programs Service User Guide posted on RIBBS and USPS.com. Click here for a copy. For more information, contact: mobilebarcode@usps.gov and include "Webinars" in the subject line.

At the Postal Regulatory Commission: Postal Regulatory Commission NOTICES Meetings; Sunshine Act , 53238 [2012–21667] [[TEXT](#)] [[PDF](#)]

August 30, 2012


 **Wall Street Journal:** The Dow industrials fell to a four-week low after remarks by European leaders escalated investors' fears about the euro zone and a measure of economic sentiment in the region slid to a level not seen in more than two years.


 **Jamaica Gleaner:** The Deputy Chief of Security at the Jamaica Postal Service has been abducted. Family members believe 44-year-old Barrington Davis was taken from his St John's Heights, home in Spanish Town, St. Catherine just before 11 o'clock last night. So far, no ransom demands have been made.


 Posted on this site is a [Commercial ePacket Fact Sheet](#) and a [Commercial ePacket Labeling Guide for Mailer](#) powerpoint detailing an economical lightweight e-commerce product solution with tracking and delivery confirmation.


 *At the Postal Regulatory Commission:*


- CP2012-52 Order No. 1456 - Order Approving Rate Changes for Inbound International Expedited Services 2
http://www.prc.gov/docs/85/85067/Order_No_1456.docx
http://www.prc.gov/docs/85/85067/Order_No_1456.pdf
- MC2012-14 Order No. 1455 - Order Denying Newspaper Association of America Motion For Stay
http://www.prc.gov/docs/85/85066/Order_No_1455.doc
http://www.prc.gov/docs/85/85066/Order_No_1455.pdf
- R2012-8 Order No. 1455 - Order Denying Newspaper Association of America Motion For Stay
http://www.prc.gov/docs/85/85066/Order_No_1455.doc
http://www.prc.gov/docs/85/85066/Order_No_1455.pdf
- CP2012-54 Order No. 1454 - Notice and Order on New International Business Reply Service Competitive Contract 3 Negotiated Service Agreement
<http://www.prc.gov/docs/85/85064/Order%201454.pdf>
<http://www.prc.gov/docs/85/85064/Order%201454.docx>
- CP2012-55 Request of the United States Postal Service to Add Express Mail, Priority Mail & First-Class Package Service Contract 1 to Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors? Decision, Contract, and Supporting Data
http://www.prc.gov/docs/85/85062/PM_Analysis_Public.xls
<http://www.prc.gov/docs/85/85062/Request%20EM-PM-FCPS%20Contract%201.pdf>
http://www.prc.gov/docs/85/85062/Summary_Analysis_public.xls
http://www.prc.gov/docs/85/85062/FCM_Analysis_public.xls
http://www.prc.gov/docs/85/85062/EM_Analysis_public.xls
- MC2012-46 Request of the United States Postal Service to Add Express Mail, Priority Mail & First-Class Package Service Contract 1 to Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors? Decision, Contract, and Supporting Data
http://www.prc.gov/docs/85/85062/PM_Analysis_Public.xls
<http://www.prc.gov/docs/85/85062/Request%20EM-PM-FCPS%20Contract%201.pdf>
http://www.prc.gov/docs/85/85062/Summary_Analysis_public.xls
http://www.prc.gov/docs/85/85062/FCM_Analysis_public.xls
http://www.prc.gov/docs/85/85062/EM_Analysis_public.xls


 **Attention PostalOne!® Users:** An issue has been identified with the SASP system that has created a backlog in eDoc processing. As a result the [Mailer Feedback \(Mailer Data Quality, Container/Tray Visibility\)](#) data availability will be delayed by 1 to 2 days until the backlog is anticipated to clear by Sunday 9/2. Notification will be provided when the backlog is clear and processing returns to normal.

 **PostalReporter News Blog:** The Republicans have issued their party platform in Tampa, where they plan to nominate Mitt Romney for president and Paul Ryan for vice president this week. The platform spells out a radically anti-letter carrier and anti-worker agenda for the next four years.

 [Swiss Post](#): Upon implementation of the revised postal legislation, Swiss Post is adapting its legal form. It will no longer be organised as a public institution but a more modern public limited company under special law with the three subsidiaries Post CH Ltd, PostFinance Ltd and PostBus Ltd. The Swiss Federal Council has taken note of this form of organisation. The Federal Council has also been informed of the proposed equity planning of the group. The equity planning of Swiss Post includes taking out a long-term loan on the capital market. As a public limited company, Swiss Post gains entrepreneurial freedom and increases its competitiveness. This significantly contributes to being able to continue to provide basic services in an economically viable and customer-oriented manner and remain a significant, socially responsible employer. The changeover of Swiss Post to a public limited company is to take place in the 2nd quarter of 2013 retroactively to 1 January 2013. Even as a public limited company, Swiss Post will remain wholly owned by the Confederation.


 [The Hindu Business Line](#): A fraudulent encashment of Kisan Vikas Patra/National Savings Certificates worth Rs 9.01 crore between 1996 and 2004 could have been prevented if the Head Post Office in Varanasi had sent the statement of unsold cash certificates to Director of Accounts (Postal), CAG said today.

 [IPPMedia](#): The government has promised to continue providing the necessary support for the country's postal sector, so as to make it thrive in the current competitive business environment.


 [The Montreal Gazette](#): Digital delivery of everything from our utility bills to music and movies has affected postal service and forced it to adjust to a world where our dependence on traditional mail is lessening. Will this trend eventually spell the end for standard mail and package delivery? But with these changes toward efficiency come consumer complaints that mail is arriving later and service is suffering. Looking to the United States and the U.K., Amazon is making moves to not only disrupt this traditional business model but to cut out the middle man completely.


	<p style="text-align: center;"><u>HEY, LOOK ME OVER. . . .</u></p> <p style="text-align: center;"><i>If you are a mailer who has a need to improve your relationship with your print logistics vendors and need someone who can bring new ideas to your organization and has the insight to know the strengths and weaknesses of the print logistics vendors; or if you are a vendor looking to enhance revenue, move into new market verticals and need someone with a history of developing unique customer solutions: I am a seasoned logistics executive who has spent the majority of the last 20 years in senior leadership positions with increasing management responsibility. I have always been able to quickly establish myself as a leader and key contributor within the organization.</i></p> <p style="text-align: center;"><u>Check me out!</u></p>
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August 29, 2012

 [Port Townsend Leader](#): The U.S. Postal Service has decided that the best way for it to keep its fiscal house together is to get married to the junk mail companies that are flooding our houses with unwanted fliers from national

advertisers. But this decision is bad for newspapers in general, and puts at further risk the newsrooms that newspaper advertising supports. *[EdNote: Oooohhh. I get it. The Postal Service delivers it, it's unwanted "junk." When newspapers deliver it, it's vital "advertising support." This hypocrisy stinks to high heaven.]*

 **Motley Fool:** Have you ever wondered what would happen if the U.S. Postal Service was forced to compete with non-governmental companies for its business? We've already seen the boat-rocking that the rise of UPS, FedEx, and other parcel delivery services has caused. But what if companies started offering mail delivery that was more efficient, safer, and—most importantly—less expensive?

 **Post & Parcel:** Regulators were wrong to approve a major new direct mail contract for the US Postal Service, and the ruling is likely to be overturned by the courts, a key advisor said yesterday. Malin Moench – the Public Representative appointed by the Postal Regulatory Commission to represent the views of the general public in the review of the proposed contract between USPS and direct mail giant Valassis – said the Commission misapplied antitrust principles in approving the \$107m deal last week. Yesterday, the Commission's Public Representative for the case, who recommended against approval during this summer's review, said the regulators were wrong to rule that the USPS contract was "fair competition" with the newspaper industry's advertising business solely because it will be above-cost. He said US antitrust laws do require market-dominant organisations to cover their costs, but also seek to protect the number and diversity of competitors in a marketplace. Going against the protection of market competition, the Valassis deal is in danger of replacing local newspaper advertising businesses with a single direct mail provider, damaging competition "beyond repair, one town at a time", he claimed.

 **The Hill:** A dozen House Republicans are urging their Oversight panel to hold a hearing on an agreement between the U.S. Postal Service and a prominent bulk advertiser. The Republicans say the agreement – under which USPS would give the advertiser, Valassis, a lower rate in exchange for increased mail volume – could hurt smaller advertisers and newspapers. "While we applaud the Postal Service for seeking innovative ways to get back on the path to fiscal solvency, we do not believe the USPS should be choosing winners and losers in the private sector," said the letter, spearheaded by Rep. Scott Tipton (R-Colo.) and sent to Rep. Darrell Issa (R-Calif.), the Oversight Committee chairman. The Postal Service's regulator, the Postal Regulatory Commission, gave its blessing last week to the three-year deal, which postal officials say could generate up to \$15 million in new revenues. *[EdNote: Hey Congress! Knock it off!]*


At the Postal Regulatory Commission:


- CP2012-50 Order No. 1452 - Order Adding First-Class Package Service Contract 13 to the Competitive Product List
http://www.prc.gov/docs/85/85057/Order_1452.pdf
http://www.prc.gov/docs/85/85057/Order_1452.docx
- CP2012-51 Order No. 1453 - Order Adding First-Class Package Service Contract 14 to the Competitive Product List
http://www.prc.gov/docs/85/85058/Order_No_1453.pdf
http://www.prc.gov/docs/85/85058/Order_No_1453.docx
- MC2012-14 Errata to Public Representative Response to Order No. 1450
<http://www.prc.gov/docs/85/85055/Errata%20to%20PR%20Response%20to%20Order%201450.pdf>
- MC2012-42 Order No. 1452 - Order Adding First-Class Package Service Contract 13 to the Competitive Product List
http://www.prc.gov/docs/85/85057/Order_1452.pdf
http://www.prc.gov/docs/85/85057/Order_1452.docx
- MC2012-43 Order No. 1453 - Order Adding First-Class Package Service Contract 14 to the Competitive Product List
http://www.prc.gov/docs/85/85058/Order_No_1453.pdf
http://www.prc.gov/docs/85/85058/Order_No_1453.docx
- CP2012-54 Notice of the United States Postal Service Filing of a Functionally Equivalent International Business Reply Service Competitive Contract 3 Negotiated Service Agreement


[http://www.prc.gov/docs/85/85053/CP2012-54 IBRS Notice.pdf](http://www.prc.gov/docs/85/85053/CP2012-54%20IBRS%20Notice.pdf)


[http://www.prc.gov/docs/85/85053/CP2012-54 Public Workpapers.xls](http://www.prc.gov/docs/85/85053/CP2012-54%20Public%20Workpapers.xls)

- MC2012-44 Public Representative Comments on Postal Service Request to Transfer Outbound Single-Piece First-Class Mail International Package and Rolls to Competitive Product
[http://www.prc.gov/docs/85/85051/MC2012-44 PR Cmmts FINAL.docx](http://www.prc.gov/docs/85/85051/MC2012-44%20PR%20Cmmts%20FINAL.docx)
[http://www.prc.gov/docs/85/85051/MC2012-44 PR Cmmts FINAL.pdf](http://www.prc.gov/docs/85/85051/MC2012-44%20PR%20Cmmts%20FINAL.pdf)
- Monthly Progress Report on Full-Service Intelligent Mail Participation and Compliance by Commercial First-Class Mail and Standard Mail Customers <http://www.prc.gov/docs/85/85042/Monthly%20Report.pdf>
- [USPS Preliminary Financial Information \(Unaudited\) July 2012](#) : Controllable Operating Income (Loss) for July = (\$547 million); For year-to-date: (\$1.633 billion)

 **Cato Institute:** "Shadowbosses: Government Unions Control America and Rob Taxpayers Blind" Mallory and Elizabeth Factor highlight the political power of public-sector unions. The authors argue that public-sector unions use underhanded and often illegal tactics to increase the support for liberal politicians. The authors also argue that public-sector unions are fighting to unionize as many people as they can — including anyone who accepts any form of state subsidy — and thus to wield more power over our government and our lives. In response, union supporters contend that public-sector unions help secure important rights for government employees who would otherwise lack the power to bargain effectively over the conditions of their employment. So do public-sector unions serve legitimate public interests or are they another interest group seeking more from the government?


 **Dead Tree Edition:** Despite downsizing and other efficiency measures, the U.S. Postal Service's productivity levels have decreased in the past year. USPS delivered fewer than 139 mail pieces per work hour in July, a 3.7% decrease from the July 2011 level of 144 pieces, according to preliminary numbers the service released Tuesday. The agency's net loss for the month was \$1.327 billion, nearly \$300 million more than planned and more than \$500 million worse than last year.


 **Mearns Leader:** Nanette Milne, Scottish Conservative MSP for the North East has written to Norman Lamb MP, Minister for Employment Relations, Consumer and Postal Affairs following the report commissioned by Consumer Focus Scotland which has highlighted the shocking figure of 1 in 3 people having difficulties receiving parcels as a result of inconvenient opening hours for collections offices.

 **Times of Malta:** The share price of MaltaPost plc slumped by 18.2% today to drop to a new three-year low of €0.63 on a single trade of 19,412 shares on the stock exchange. In May, the postal operator revealed a 54.5% drop in profitability to €0.5 million as the company's income and costs were negatively impacted by the changes in the tariff structure of the Universal Postal Union (UPU) for cross border mail with effect from 1 January 2012. [EdNote: Soooo.... Who wants to privatize the Postal Service?]

INDUSTRYALERT In preparation for Hurricane Isaac approaching the Gulf Coast, the Louisiana District is requesting to divert drop shipment mail for certain facilities as several postal delivery and processing operations are being impacted by mandatory evacuations. Areas affected include Alabama, Louisiana, New Orleans, North Florida and Suncoast. For more specific details on the impacted facilities, please visit the Mail Service Update page at <http://about.usps.com/news/service-alerts/welcome.htm>.

August 28, 2012

 **Postal Employee Network:** USPS is set to launch its plan to keep nearly 13,000 of the nation's smallest Post Offices open with modified hours. First announced in May, the strategy for low-activity Post Offices in rural areas will match hours of operation with customer use and is expected to save USPS up to \$500 million upon completion. Under the plan, each district will begin notifying communities where Post Offices are affected by operating hour changes. Notifications will start after Labor Day, with public meetings to take place in early October. Initially, USPS will focus attention on changes at 4,500 Post Offices that currently do not have Postmasters.


 **Post & Parcel:** Paul Galpin, managing director of UK third party logistics solutions provider P2P Mailing, says change is necessary if the Universal Postal Service is to be protected, despite an outcry over Royal Mail's postal rate increases.



It is with sadness that we note the passing of [Paul Kleindorfer](#) -- a co-sponsor of the annual CRRRI postal economics conferences held 'round the world.



Federal News Radio: With consolidation plans moving forward, the Postal Service is further trimming its workforce. To avoid lay-offs, this week the mail agency offered early outs to more than 3,300 employees who will retire Dec. 31, 2012. The offer targets managers and administrative staff. However, not all retirement-ready employees will be eligible for the Voluntary Early Retirement (VER) offer. "Senior leadership roles in the districts that are important in ensuring continuity of operations and managing change are not eligible for this VER offering," according to an online USPS notice posted Monday. The early out offers follow buyout offers to tens of thousands of employees. In May, USPS offered buyouts to 21,000 postmasters, of which 13,000 were retirement-eligible, and to 45,000 mail handlers.


 **Register Guard:** Here's a hypothetical question. (Those whose mental bias causes them to see the world in terms of "evil employers and poor long suffering workers" probably can skip this part.) You are the CEO of a "company" that has been in business for over 200 years. Your volume of business has dropped 17 percent (207 billion pieces of mail vs. 171 billion) since 2001. In that same time, you have increased the cost of your primary service by 29 percent (the cost of a first class stamp has gone from 34 cents to 44 cents). You have signed union contracts with your employees that say if employees have been with you for six years you cannot lay them off or transfer their work more than 50 miles from its current location. You continue to give raises and bonuses. How do you reduce your costs and keep your business alive? That's the 800-pound gorilla sitting in your lobby that no one wants to talk about.




From the Federal Register: **Postal Service NOTICES Meetings; Sunshine Act , 52074 [2012-21346]**
[\[TEXT\]](#) [\[PDF\]](#)




NASDAQ: United Parcel Service, Inc. (UPS) has entered into an agreement with New England Teamsters and Trucking Industry Pension Fund (NETTI) for restructuring its pension liabilities. The company expected to incur a one time charge of \$896 million in the third quarter to transfer its 10,200 employees to a new pension plan. The new agreement with Teamsters also ends UPS' pension liabilities under the old plan.

 **AllThingsD:** London-based Shutl, which aims to build a fast delivery service, has received \$2 million from one of the biggest logistics companies of them all: UPS. Shutl says it plans to use the cash to expand its engineering team, sign up new retail partners and prepare to launch in the U.S. early next year. In addition to the UPS Strategic Enterprise Fund, investors in the round included Hummingbird Ventures and GeoPost. The demand to get online purchases to a consumer's door faster has been around for a long time.

 **Postalnews Blog:** As part of its ongoing efforts to increase operational efficiencies and reduce costs, the Postal Service is proceeding with several organizational changes, effective Aug. 25. These changes include:

- (1) Continuing activities related to mail processing operations at Processing and Distribution Centers and Post Offices affected by Phase I of the network consolidation plan.
- (2) Consolidating the Computerized Forwarding System.
- (3) Re-ranking and aligning Network Distribution Centers with Area offices.

With these changes — and as part of the Postal Service's Reduction in Force avoidance plan — USPS is making a Voluntary Early Retirement (VER) offer to more than 3,300 EAS employees with a December 31, 2012 VER retirement date.

 **The Record:** Canadians mailed fewer packages through Canada Post in the second quarter, eroding results across most of the Crown corporation's operations, while its courier business Purolator got a boost partly from more orders sent by e-commerce retailers. Noting that the "decline of mail is not something that's going to rebound," the Canada Post Group of Companies said Monday that reality would weigh on any new labour agreement with its workers.

 **Connect TriStates:** - She's on a mission to save rural post offices in Missouri. Monday, Sen. Claire McCaskill hit the campaign trail in Northeast Missouri promoting legislation to reform the U.S. Postal Service. The senator's first stop was at the the Forget Me Not Senior Citizens Center in New London.


 **At the Postal Regulatory Commission:**

- **PI2012-1 Contribution from Nordic Postal Operators**
http://www.prc.gov/docs/85/85023/PRC_order_no_1420_27082012_noscann.pdf
http://www.prc.gov/docs/85/85023/p00_0000_081.pdf
http://www.prc.gov/docs/85/85023/Legal%20Opinion_Damiens.pdf
- **PI2012-1 Comments of Servizi Postali Internazionali (IMX Italy)**
http://www.prc.gov/docs/85/85030/IMX_PI2012-1.pdf
- **PI2012-1 Comments By the International Mailers Advisory Group on International Mail Proposals**
<http://www.prc.gov/docs/85/85027/PRC%2082712.pdf>




The following reports have been posted on the U.S. Postal Service Office of Inspector General website (<http://www.uspsoig.gov>). If you have additional questions concerning a report, please contact Wally Olihovik at 703-248-2201 or Agapi Doulaveris at 703-248-2286.

- **Carrier Optimal Routing System Phase II (Report Number DR-AR-12-005)** Our report determined the Postal Service performed route adjustments using the Carrier Optimal Routing (COR) system on 28,116 routes in the 47 districts reviewed; however, did not make route adjustments on 63,505 routes using the COR system. This condition occurred because the software was not user friendly, data preparation was labor-intensive and time-consuming, COR system technicians were not crossed-trained, and manuals were not updated. In addition, districts did not use GPS devices to track route time and performance jointly with the COR system to perform route adjustments.
- **Efficiency of Customer Service Operations (Report Number EN-AR-12-003)** Our report determined that the Postal Service has improved its customer service efficiency, but units still perform below the national efficiency performance goals of 88 percent for fiscal years (FYs) 2010 and 2011 and 90 percent for FY 2012. Additionally, managers at customer service units are not fully using available reports as tools to manage operations. These conditions occurred because managers did not match resources against their workload, senior managers did not promote the use of available reports, and not all managers were trained to use the reports.

 **The Independent:** The German postal service is set to issue a stamp reminding Germans that 2,000 years ago Jesus underwent circumcision as an eight-day-old baby, a ritual religious practice that a German court has controversially banned in part of the country. The stamp, marking the 200th anniversary of the German Bible Society on 11 September, shows a page from the New Testament that includes a description of Jesus being circumcised.


August 27, 2012


 **Attention Postal One! Users: PostalOne!® Release 31.1.1** On Thursday, August 30th, PostalOne!® will deploy Release 31.1.1 in a rolling fashion from 8pm to 10pm CT. Release content:


- ETR 103062: Mail.xml – USPS Total Postage is not being populated for Periodicals Mail.xml statements with Regular rates.


- ETR 103160: Mail.dat – When a Mail.dat job generates two or more Mail Anywhere postage statements with the same permit number in different ZIP codes, an internal error is thrown.

Release date/time range: Thursday, August 30, 2012 from 8-10pm CT Outage Required: No – PostalOne!, Mail.dat® and Mail.XML® will be available, including FAST® and eDoc Web Services. Mail.dat Client Required: No

 [Daily Nation](#): The Postal Corporation of Kenya (PCK) has announced plans to roll out a wireless Internet service as it strives to remain relevant in a fast developing digital era that has seen most people ditch the old habit of writing letters. The new Wi-Fi service, expected to go commercial in the first quarter of next year, is meant to help the corporation tap into revenues accruing from the ever-increasing rate of Internet subscription among Kenyans, especially the youth.

 Here's a quote: *"The Postal Service has been a kind of cash cow for the federal government for the last 40 years," says Postal Regulatory Commission chairman Ruth Goldway.* Now, let's improve on the message. No, it isn't the Postal Service that has been Congress' cash cow, it's been the customers of the Postal Service, and business mailers in particular. THAT'S where the Postal Service's money comes from. In short, for several years mailers have been paying more in postal rates than what actually is necessary to keep the Postal Service self-sufficient. When government dips into the private sector's pocket for reasons of its own, it's a TAX, plain and simple.

 [PostNews Blog](#): [The Republican Party's proposed platform](#) suggests that the US Postal Service is in need of "restructuring". Not surprisingly, the restructuring involves privatization. The brief item starts with one of the most time-honored postal cliches: "mail delivery from the era of the Pony Express cannot long survive". The plank concludes "In light of the Postal Service's seriously underfunded pension system, Congress should explore a greater role for private enterprise in appropriate aspects of the mail-processing system."

 [Federal Times](#): "The wheels of justice turn slowly, but grind exceedingly fine," a proverb goes. By that standard, it should come as no surprise that the U.S. Postal Service now has until Oct. 9 to respond to allegations in a \$180 million lawsuit filed by contractor Northrop Grumman over the handling of a major automation project. The suit was filed in early May, with the Postal Service's response originally due two months later. But Federal Court Claims Judge George Miller later pushed back the deadline until Sept. 3 and—in a ruling this month—delayed it again to Oct. 9 following a motion from USPS attorneys that they still need more time.



The U.S. Postal Service Office of Inspector General invites you to comment on the following: This week's ["Pushing the Envelope"](#) blog topic: **Rethinking Tractor Trailers for the Long Haul**. The U.S. Postal Service operates a large fleet of tractor trailers to haul mail to processing facilities, stations, and

branches. Many of these trucks have reached or are nearing the end of their operational lives. A recent Government Accountability Office report noted that the Postal Service's current financial situation poses a significant barrier to vehicle replacement or refurbishment. How should the Postal Service handle its aging tractor trailer fleet? Should it buy or lease tractor trailers or should it contract out the work and buy nothing? Share your thoughts on our [blog](#). New audit projects have been started on the external website.


- [Monitoring of Questionable Payments – 12BG027FF000](#). This audit will focus on expenditures made from the Oracle Accounts Payable System previously referred to as APEX. We want to analyze and test payments that could indicate a high risk of misuse or potentially fraudulent expenditures. From previous audit work, we realize there are payments that appear administratively correct or comply with accounts payable instructions for reimbursement but upon closer examination using specially designed matrixes, the payments appear questionable or fraudulent.
- [Nonprofit Mail – 12RG031CRR000](#). We are reviewing Postal Service nonprofit mail procedures, to include the processes used to establish and monitor nonprofit mailing privileges. Under federal law, special nonprofit Periodicals and Standard Mail prices are available for organizations authorized by the Postal Service as eligible. Organizations that typically are eligible for Postal Service nonprofit privileges include

agricultural, labor, fraternal, philanthropic, religious, scientific, veterans, and some political committees. Individuals and international mailings are not eligible.





[Federal News Radio](#): You may want to prepare yourself for more lines at the post office. The Postal Service plans to cut retail hours at thousands of post offices nationwide. The independent organization that evaluates plans like these to make sure they are in the public's interest is the Postal Regulatory Commission. And the P-R-C says this new plan is okay...even though it may be harder on customers. Commission Chairman Ruth Goldway joins us to explain.


 [SmartMoney](#): "10 Things the Postal Service Won't Tell You"


 [Daily Yomiuri](#): Post offices in underpopulated areas will likely start operating on an every-other-day basis as early as 2013 as part of efforts to increase efficiency and maintain a nationwide postal network, sources said. Japan Post Group is considering curtailing the number of open days and office hours of post offices in mountainous regions and sparsely populated areas with a limited number of users, they said. The group plans to divide remote post offices into groups, each consisting of 10 to 20 locations, and rotate postal officials between several branches. While the group aims to embark on the plan as early as fiscal 2013, opposition is expected from some local areas.


August 26, 2012


 [Radio New Zealand](#): NZ Post chief executive Brian Roche says digital services will leverage off its traditional brand which has a solid customer base. He says there are a number of companies that have traditionally used New Zealand Post to send their physical mail, but they have a number of portals and other measures which by-pass the NZ Post network. Mr Roche says NZ Post will be launching a proposal which allows those getting mail to choose whether they wish to receive something electronically or physically. He says the company has spent about 18 months developing a digital service which will be launched later this year.

 [Financial Times](#): The offices of Shutl, a new online courier service based in east London, would do well in a game of start-up bingo. The company, which aggregates courier services, is the latest UK start-up to emerge from Silicon Roundabout, the cluster of tech and digital media businesses based in and around London's Old Street.


 [U.S. Court of Appeals for the District of Columbia](#): "Newspaper Association of America (NAA) respectfully requests that this Court immediately enter a stay of the Postal Regulatory Commission's (PRC) Order No. 1448, Order Approving Addition of Valassis Direct Mail, Inc. Negotiated Service Agreement to the Market Dominant Product List, Docket Nos. MC2012-14 & R2012-8 (Aug. 23, 2012) ("Order"), adopted yesterday on a 4-1 vote (Commissioner Hammond dissenting), pending this Court's review of the Order.

 [International Business Times](#): Forget chivalry. In a sinking ship, it's every man for himself -- or so a new battle between two bastions of old media would suggest. The Newspaper Association of America (NAA) on Thursday blasted the Postal Regulatory Commission over a plan to give one of the industry's largest competitors a special discount on mailing out circulars. On the surface, newspapers and the USPS might seem to have little in common, but they are similar in more ways than one. Both have struggled to adapt to the advent of electronic communications, and both are heavily reliant on advertisers.

 [Bloomberg Businessweek](#): United Parcel Service Inc. (UPS) reached an agreement with Teamsters union to overhaul the pension plan for 10,200 workers that will freeze liabilities and preclude cash contributions for 10 years. The company will have an \$896 million cost in the third quarter related to the accord with the New England Teamsters & Trucking Industry Pension Fund, according to a statement today. The agreement freezes Atlanta-based UPS's liabilities under the old program and allows it to move workers to a new plan.

 [The Hindu](#): India has the largest postal network in the world. However, in recent years, growing access to inexpensive telephone systems, and options such as e-mail, have reduced popular dependence on the system — and sent the Department of Posts into the red. Total volumes, both domestic and international, of letters in physical form and parcels, have grown manifold. But much of it has gone to private operators. The DoP's market share has fallen

significantly. Ranging from exploiting the vast potential of the post office network in rural areas to using information technology and changing the service and product profile, many measures have been adopted to make a turnaround and to bring it out of the red

 **Virgin Islands Daily:** The Virgin Islands has been without its own U.S. Postal Inspector for more than a year and the situation is unlikely to change in the near future. The most recent postal inspector assigned to the territory, Steve Stebbins, left the position in April 2011, marking the end of the first - and only - seven years in the territory's history that it had its own postal inspector. Stebbins described tracking down illegal shipments of narcotics and firearms as the "bread and butter" of his work in the territory.

August 25, 2012



At the Postal Regulatory Commission: PRC Chairman Ruth Goldway's updates message on [website](#):

This summer has been a particularly busy time for the Postal Regulatory Commission. During the month of August so far, the Commission has finalized decisions on the Postal Service's request to establish a Negotiated Service Agreement (NSA) on certain types of advertising mail, a rulemaking retaining 5.5 percent as the required minimum level of institutional contribution from Competitive Products, and its Advisory Opinion on the Postal Service's POSTPlan to reduce the retail service hours of 13,000 post offices in rural areas. My colleagues and I greatly appreciate Vice Chairman Nanci Langley's excellent service as Presiding Officer of the N2012-2 Advisory Opinion case, and the hardworking staff who have been assisting us on these matters.

We have also issued decisions on over a dozen more routine cases, including approval of a temporary promotional discount on mail pieces containing a mobile barcode, and began the processing of a half dozen Postal Service requests for new NSA's. The Commission also responded to the U.S. Circuit Court of Appeals (DC) remand requiring a fuller description of our ruling on a Postal Service rate-setting practice.


We are working hard to complete a number of other, complex dockets, including the Advisory Opinion on network rationalization, a Postal Service proposal to make permanent the Every Door Direct Mail product, a mail classification case regarding Post Office Box enhancements, two formal complaints and a variety of other matters.


The Postal Service is facing serious challenges as the digital age changes mail use and the financial impact of the Postal Accountability and Enhancement Act's requirement to prepay Health Care Retiree Benefits accumulates. The Commission endeavors to provide thoughtful, useful decisions in a transparent and timely manner, in order to meet our mandate of helping to assure a vital, effective postal system that offers universal postal service to the Nation.





DMM Advisory: IMb Services Update. "Reaping the Benefits of Intelligent Mail[®]," the next Postal Service[™] webinar designed to assist mailers in transitioning from the POSTNET[™] barcode to the Intelligent Mail barcode, will occur on August 30, 2012, at 1 p.m. EDT. This webinar will cover Service Type IDs (STIDs) and how they can help you keep your address lists up to date, as well as various Full-Service feedback reports and where you can find them. To join the online event: 1. Click [here](https://usps.webex.com/usps/onstage/g.php?t=a&d=994338681). **Or** copy and paste the following link to a browser: <https://usps.webex.com/usps/onstage/g.php?t=a&d=994338681> 2. Click "Join Now." This event does not require a password. To join the teleconference only: Dial toll-free call-in number (US/Canada) 1-877-668-4493; use event number 994 338 681.

August 24, 2012

 [Telegraph](#): It's arguably the most famous magazine in the world following the hit documentary made in its honour. But the September issue of American Vogue is proving unpopular with US postal workers who are suffering due to the publication's record-breaking size. Weighing in at a hefty 4.5 pounds, with 916 pages - 658 of which are ads - the Lady Gaga-covered fashion bible is not only too chubby to squeeze into many US mailboxes (leaving frustrated subscribers with a trip down to the depot to collect it themselves), but lugging it about is quite the ~~headache~~ backache for the poor posties.

 [Post & Parcel](#): New Zealand Post has bounced back into profitability thanks to strong performance from its banking unit, and its recent buy-out of partner DHL from two parcel ventures. But the company said beneath the surface, its core postal business now needs "fundamental change" to respond to a continuing decline. New Zealand Post Group issued its financial results for the 12 months to the end of June 2012 today, showing that it turned around a \$35.6m loss the year before into a \$169.7m net profit after tax. Excluding the one-off gains from the year's results, New Zealand Post said its net profit after tax would have been \$79.8m, which still nearly doubled the underlying net profit from the previous year. However, executives were cautious in outlining the achievement, warning that the core mail business was still being hit by declining letter volumes.

 [Tucson Citizen](#): At the Bike Emporium in Scottsdale, more than 125 people come into the store on a typical day, but only about half are thinking about cycling. The rest are there to purchase postal supplies and services — stamps, packaging, insurance, tracking and more. "We do everything except passports and money orders," owner Glenn Kukac said. "Some people never expect to see that in a bike shop." He calls the arrangement a win-win situation: He can increase the visibility of his store while selling Postal Service products at the same prices customers would find at a regular post office. "Most of the time, there are no lines, and it's just more convenient for everyone," Kukac said. There are now roughly 71,000 approved providers nationwide, from small stores such as the Bike Emporium to giant retailers such as Walmart and Walgreens — compared with 32,000 actual postal facilities.


 [Senator Tom Carper](#): Sen. Tom Carper (D-Del.), chairman of the subcommittee that oversees the U.S. Postal Service and co-author of the 21st Century Postal Service Act, released the following statement reacting to the Postal Regulatory Commission's approval of the U.S. Postal Service plan to adjust retail service hours in more than 13,000 post offices nationwide in an effort to cut costs:

"Today's announcement comes just two week after the Postal Service announced that it lost a staggering \$5.2 billion in the third quarter of Fiscal Year 2012 and nearly a month after the institution defaulted on its financial obligations for the first time in its history. Given these dire circumstances, the Postal Service's leadership needs to do what it can to reduce costs with the limited tools at its disposal. I have long supported the Postal Service's efforts to streamline its operations while preserving customers' access to critical postal retail services and I believe this cost-cutting measure does just that. In fact, this plan is very similar to proposals outlined in the Senate's bill to reform the Postal Service. Given the difficult financial reality facing the Postal Service, I am relieved that the Postal Regulatory Commission has approved the Postal Service's initial cost-cutting measures. I am also grateful for the expeditious manner in which the Commission conducted its work. I will be carefully reviewing the recommendations offered by the commissioners and plan to closely monitor the Postal Service's implementation of its plan to ensure that it's done appropriately. That being said, the hard truth is that cost-saving efforts of this scale are not enough on their own to fundamentally fix the Postal Service's financial problems.

"Only comprehensive, long-term reform of the Postal Service can address the severe financial problems and other serious issues that continue to plague this American institution, and that reform can only come from Congress. The Senate has recognized that need and over four months ago passed a comprehensive, bipartisan bill that would modernize the Postal Service, allowing it to right-size, innovate, and become competitive in the 21st Century. Unfortunately despite ample time to do so, the House has yet to consider let alone pass postal reform legislation, even as the Postal Service hemorrhages \$25 million a day and is likely to default on another multi-billion dollar payment to the Treasury Department next month. The longer the House delays action, the more losses the Postal Service racks up – losses that threaten the financial health of a mailing industry that employs over 8 million people and generates almost \$1 trillion in economic activity

each year. It is completely irresponsible for House leaders to continue to avoid the hard but necessary decisions to fix the Postal Service's serious but solvable financial problems. The House's refusal or inability to act is making a bad situation worse by creating more uncertainty, further undermining confidence in the Postal Service's future, and harming its ability to build new business. Clearly, the Postal Service can't afford to wait any longer for Congress to pass a comprehensive reform plan. I hope that my colleagues in the House will recognize the urgency of this situation and address it as soon as it returns in September."

 **ChinaDaily:** With online sales growing, domestic shipping companies rolling out new sets of wings to meet demand. With their hands forced by China's red-hot e-commerce market and recent moves by foreign competitors to expand in the Middle Kingdom, Chinese express delivery carriers are hoping to meet the nation's soaring demands by taking to the air. Chinese delivery companies such as Shanghai-based YTO Express Co Ltd and Shenzhen-based SF Express (Group) Co are buying and renting more aircraft, leasing cargo storage at airports and adding more delivery options in an attempt to stave off major moves by global shippers United Parcel Service Inc and FedEx Corp.

 **CNBC:** Is Amazon going bricks and mortar? One of the keys to Amazon.com's success — and a major reason for the struggles at brick-and-mortar retailers like Best Buy and Barnes & Noble — is the company's relatively low overhead. Amazon's customers shop online. The company doesn't spend money on retail locations, which allows it to sell products at a lower price than its competitors. But just because Amazon does most of its business in the digital world doesn't mean the e-tailer is immune from real world pricing pressures. Once a customer buys a product from the site, the package still needs to get from point A (Amazon's warehouse) to point B (the customer). And all those shipments add up — totaling \$1.36 billion in the second quarter alone.



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


- According to the Commission, "the POSTPlan reflects a determination by the Postal Service to explore options to adjust its retail window hours without closing post offices. The Commission finds that the POSTPlan is a significant improvement over the previous Retail Access Optimization Initiative (RAOI), a program that initially identified more than 3,650 postal retail locations for possible closing. The Commission commends the Postal Service for maintaining its current retail presence, especially in remote areas." Both Chairman Goldway and Commission Hammond gave concurring opinions.
- The Office of Inspector General (OIG) said, "at times, Congress has reconsidered the public policy benefits of preferred mail in light of the potential for abuse and in consideration of the Postal Service's financial condition. As we again dive into reform of the Postal Service, is it time to reconsider the modern application of preferred postage rates? Since the Postal Service uses revenues from postage to fund operations, can it afford to offer some types of mailings reduced postage through preferred rates? Or, does the nation continue to benefit when certain types of mail qualify for preferred rates? How should preferred categories be selected? Do you agree with the current categories or should other types of mail qualify for preferred rates?"
- According to CantonRep.com, here are the responses of the candidates for U.S. Senate in Delaware to the question, "What are your top three recommendations for saving the U.S. Postal Service?"
- The Direct Marketing Association (DMA) today announced the expansion of its suppression tool that allows consumers to exercise greater choice over the mail they receive. DMAchoice.org, DMA's longstanding online tool that helps consumers manage their mail preferences, is now available to marketers using the Postal Service's new product, Every Door direct Mail (EDDM).
- PRC approves Valassis NSA. PRC finds that competitive products pay appropriate share of institutional costs. USPS promotes direct mail tips. 6 tips for cutting ecommerce shipping costs. USPS seeks deregulation of cross-border parcel service. Union to develop new web-based grievance system. MPA names Mary G. Berner President & CEO. USPS doesn't want night owl business. D'oh! stuck with 682M unsold Simpsons stamps. Rep Danny Davis: If we fight, we win! New CPI figure available. USPS to hold BCG webinars.
- 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.
- A review of postal news from around the world.
- Postal Previews


 **ChinaDaily**: Britain's state-owned postal operator Royal Mail Group Ltd has joined hands with the Chinese company ZJS Express Co Ltd to start a business-to-business parcel delivery service from China to Europe. The deal marks Royal Mail's formal entry into China's business-to-business parcel delivery market, although it already provides international business-to-consumer and consumer-to-consumer parcel services in association with China Post. Facing strong competition from the world's four largest logistics companies - Deutsche Post DHL, FedEx Corp, United Parcel Service Inc and TNT Holdings BV - Royal Mail hopes to attract Chinese customers with a service cheaper by about "10 to 20 percent".

 *From the Federal Register:*


- **Postal Regulatory Commission: Notices.** New Postal Products, 51583 [2012-20852] [[Text](#)] [[PDF](#)]
- **Postal Service: Notices.** First-Class Package Service Negotiated Service Agreement, 51583-51584 [2012-20800] [[Text](#)] [[PDF](#)]

 **FedEx**: We're expanding our Hold at FedEx Location options, so now whether you're shipping or waiting for a FedEx[®] package, you can quickly and easily request to have it delivered to up to 2,400 FedEx locations for pickup. The option is available with FedEx Express[®], FedEx Ground[®], and FedEx Home Delivery[®] services — and it's free.

 **GovernmentExecutive**: A U.S. Postal Service regulatory agency has signed off on USPS' proposal to adjust retail window and service hours to avoid post office closures. The Postal Regulatory Commission issued an [advisory opinion](#) Thursday that found the plan "to be consistent with public policy," but acknowledged it "may reduce retail service and customer convenience at post offices by reducing weekday hours of operation." PRC Chairwoman Ruth Goldway stated: "With the Postal Service's assurances, as documented in this advisory opinion, the commission believes that adequate retail access will be preserved throughout the nation." Also see [The Hill](#), [ABC News](#), [Washington Post](#), and [DMNews](#).


 **JeffBullas.com**: What are some of the facts and figures and predictions that will impact our social web and how we will use the Internet over the next few years and decades.


- The number of devices that are connected to the Internet is expected to pass 5 billion later this month according to [IMS research](#) (this includes digital picture frames, cameras and ebook readers)
- Predictions are that by 2020 that the number of 'connected' things will surpass 22 billion
- Currently over 1 billion computers worldwide are regularly connected to the internet
- Internet connected phones have now passed 1 billion (exceeding the number of computers) and growing far more rapid
- By 2020 there is predicted to be 6 billion cell phones with most being connected to the net


 **Post & Parcel**: The German postal operator has advised its customers that the terms of service for E-Postbrief will change as of 25th September. Deutsche Post told Post&Parcel today that it removed the separate encryption and signature options for its service to make E-Postbrief easier to use. Spokesman Alexander Edenhofer said the basic platform of E-Postbrief was sufficiently secure to meet requirements for transmitting legal documents electronically without the extra security functionality. E-Postbrief was launched in 2010 as an authenticated and secure electronic mail delivery platform, complying with the German government's De-Mail Law, which aims to open secure electronic channels for businesses and government communications.

 **Post & Parcel**: The European Union's executive branch suspended its "Phase II" investigation of the proposed EUR 5.16bn offer from US integrator UPS for its Amsterdam-listed rival on 7th August. Today the Commission said the suspension lasted a week, with investigations resuming on 14th August. A new provisional deadline for the investigation to be completed has now been set as 20th December, 2012.

August 23, 2012


 **Aberdeen Group:** In a global service economy are your customers being effectively supported? Can your service organization improve, and provide to management better visibility into your operation to help them make faster strategic decisions regarding the service organization? I don't think there are easy answers to these questions, but our data reveals that service organizations stay up at night contemplating these real world concerns.


 **DMM Advisory: Optional Modified Identification Statement for Periodicals Mailers.** Address Change Service (ACS) is an automated or electronic process providing mailers with notices of address correction or reason for nondelivery. Effective September 4, 2012, Periodicals mailers who prepare their mail to receive electronic ACS address correction (as defined in Domestic Mail Manual (DMM) [507.4.2](#)) may include the following optional wording in the ID Statement: "POSTMASTER: Send all UAA to CFS. (See DMM 707.4.12.5); NON-POSTAL AND MILITARY FACILITIES: send address corrections to [publication title and mailing address]." Change-of-address information may also be placed on the label carrier or container of publications prepared in envelopes, closed wrappers, or polybags. Mailers may adopt the modified ID Statement immediately.

 **Bloomberg:** Once, not too long ago, the local shopping district was filled with booksellers and hardware dealers who had known you for years. Then an out-of-town competitor homed in on the party, offering goods of all sorts delivered from a far-away warehouse. The local merchants, paying rent on their brick- and-mortar stores, couldn't match the intruder's prices. One by one, they began to close their doors. No, this isn't the story of Amazon.com Inc. It concerns a development in retail distribution that seems prosaic today, but which revolutionized commerce when Congress authorized it on Aug. 24, 1912: the parcel post.


 **At the Postal Regulatory Commission:**

- **[Docket No. MC2012-14](#):** The Postal Regulatory Commission (PRC) today authorized a three-year negotiated service agreement (NSA) between the U.S. Postal Service and Valassis Direct Mail, Inc. (Valassis) that provides discounts for new saturation mail advertising circular volumes. The NSA was approved by a majority of the Commission. Under the terms of the agreement, discounted prices would be limited to advertisements for durable and semi-durable goods by retailers with physical retail outlets in 30 or more states, in distinct markets where Valassis has and continues to maintain an existing Standard Mail Saturation mailing program. The Valassis NSA was carefully crafted to apply solely to new volume and to address concerns noted by the Commission in its review of previous NSAs. Further, under existing Commission regulations, the Postal Service must fairly negotiate corresponding agreements with similarly situated mailers.
- **[Docket No. N2012-2](#):** The Postal Regulatory Commission (Commission) today issued an Advisory Opinion on the Postal Service's Post Office Structure Plan (POSTPlan), an initiative to match post office retail hours with workload, Docket N2012-2. The Commission found the objective of the POSTPlan to be consistent with public policy, and acknowledged that the Plan may reduce retail service and customer convenience at post offices by reducing weekday hours of operation.
- **[Docket No. RM2012-3](#):** The Postal Accountability and Enhancement Act directs the Commission to promulgate a regulation to ensure that competitive products, collectively, bear an "appropriate share" of the Postal Service's institutional costs. The Commission is required to review its appropriate share regulation at least every 5 years. The Commission conducts its first review of that regulation and considers whether it should be modified. The Commission finds that the appropriate share regulation should be retained in its current form.

 **Logistics Manager:** GeoPost, parent of parcel carriers DPD and Interlink, has taken a stake in Worldnet Direct which has developed an international delivery service for online retail. The Worldnet service will be available in the UK through DPD and Interlink as well as directly from Worldnet.

 **Post & Parcel:** Norway Post said today that cost-cutting and improvements to its business have helped operating profits surge 29% in the first half of the year. Further changes are on the way, particularly in logistics and the retail

division, where nearly 1,000 jobs could go, the company said today. Releasing its latest financial results for the first two quarters of 2012, Norway Post said it managed to stabilise revenues at a similar level to the first half in 2011.


 The Postal Service, according to its [2013 Release Schedule](#), will implement its 2013 price change on January 27, 2013. The price announcement will come sometime in mid-October meeting the 90-day commitment it made to the industry in announcing price changes. The price change will be for both its Mailing and Shipping Services.



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

- USPS Gears up for Fall Mailing Season; Focus on MTE and Service
- USPS Working on Service Diagnostics Tool for Mailers
- Restrictions on MTE Outside the United States
- USPS Says Network Changes Going Smoothly
- How to Communicate Network Rationalization Issues to the USPS
- eInduction Implementation Targeted for April 2013
- Updated Service Standards Maps Available
- USPS Looks at Service Performance Measurement Exclusions
- USPS Works to Improve IT Infrastructure to Support IMb
- Will 2+2 Become 3?
- New USPS Pricing VP Outlines Focus
- Pulse of the Mailing Industry
- Postcom Web Area Dedicated to USPS Network Initiative
- Product Initiatives Bring Mixed Results
- PostCom's Online Postal Operations Library
- Product Initiatives Bring Mixed Results
- Every Door Direct Mail Enhancements
- Secure Destruction Pilot
- Remittance Mail Update
- USPS Adds New Mobile App Features
- Parcel Product Enhancements Discussed
- Mail Anywhere Pilot to Continue; Possible Summer 2013 Implementation
- USPS Continues to Explore Next Generation of Flat Sorters
- BCG Improvements to Come
- Preliminary Results from FSS Damage Study
- Parcel Mailers Work Issues at MTAC
- New Customer Guides on RIBBS
- Other Upcoming Rule Changes
- USPS to Raise IMb ACS CFS Scanning Performance Threshold
- New ACS Options
- USPS Prepares for Fall 2012 Political and Election Mail
- New Product Tracking System (PTS) Delayed
- A Few More MTAC Tidbits

Not a PostCom member? Still enjoy being clueless? This is only SOME of the information you don't get because you're not a PostCom member. Get with it! [Join PostCom. Just one email can get you all the information you need.](#)

 **The Columbian:** Ending Saturday mail delivery, as we editorialized last year, makes good sense because it would save the cash-strapped Postal Service \$2.7 billion a year. And Congress' changing the 75-year requirement for pre-funding employee health benefits makes sense, too, because it would keep the agency from leaving those obligations unpaid, a fiscal mistake that is happening twice this year. But a more creative, more aggressive approach is needed. Moving postal workers out of the federal retirement system and into their own retirement program would result in

significant savings. Speaking of innovative solutions, Congress should review the antiquated Private Express Statutes of 1845, which allow only the Postal Service to deliver first-class mail.



From the Federal Register: Postal Service RULES Electronic Transmission of Customs Data: Outbound International Letter-Post Items , 50932–50936 [2012–20583] [[TEXT](#)] [[PDF](#)]



Bloomberg Businessweek: United Parcel Service Inc. (UPS) said it will extend the offer period for TNT Express NV by more than two months as the delivery companies await antitrust decisions on the 5.16 billion-euro (\$6.4 billion) takeover plan.

Post & Parcel: Finland's Itella Group is looking to growth internationally with the appointment of its next president and chief executive officer, Heikki Malinen. Malinen will take over the postal operator when its current chief, Jukka Alho, retires on 11th December, 2012. Malinen is planning to start work for Itella on 1st November to allow a handover period.

WSBT: The U.S. Postal Service is under additional budgetary scrutiny in Washington, and dozens of Georgia post offices are at risk of being shut down. Internal investigators with the Postal Service told MacFarlane thousands of "man hours" are being squandered at the facility each year as workers fail to efficiently load and unload packages.

August 22, 2012

Mailers' Technical Advisory Committee (MTAC)

HELPING MAILERS REGISTER ON BUSINESS CUSTOMER GATEWAY. First of two webinars this Friday, August 24, at

noon The U.S. Postal Service is always looking for ways to help our business customers succeed. That's why we're running promotions and incentive programs to encourage best practices that make mailing and shipping more effective. To participate, mailers and mail service providers must enroll through Business Customer Gateway (BCG) at USPS.com. ([Click here](#) or go to <https://gateway.usps.com/bcg/login.htm>.) To assist customers who are new to BCG and the incentive programs, the USPS Marketing Mail team, in partnership with BCG, will hold two webinars:

BCG and Incentive Programs Enrollment & Post Promotion Survey

August 24, 2012, at 12 noon ET

[Click here](#) to register or go to:

<https://ribbs.usps.gov/index.cfm?page=mobilebarcode#bcg>

BCG and Incentive Programs Enrollment & Post Promotion Survey

September 7, 2012, at 12 noon ET


[Click here](#) to register or go to:


<https://ribbs.usps.gov/index.cfm?page=mobilebarcode#bcg>


We encourage small and mid-sized mailers and mail service providers to attend one of these upcoming webinars! Please forward this information on to your membership. The webinars provide assistance in registering for either of the following promotions:


- The current **Mobile Commerce and Personalization Program** (July-August 2012), which encourages our customers to try new technology and possibly achieve a higher response rate by including quick response (QR) codes, personalized URLs (PURLs) or another technology on their mailpiece linked to mobile purchasing sites. Hurry! This promotion only runs another week. For more information, [click here](#) or go to usps.com/mobile-barcode.htm.
- The upcoming **Holiday Mobile Shopping Promotion** (November 7-21) is timed to put your offers into consumers' hands in time for mobile shopping sprees during Cyber Week — the biggest online shopping time of the year. Registration starts September 15. [Click here](#) or go to <https://ribbs.usps.gov/index.cfm?page=mobilebarcode> for more information.


If you are unable to attend either webinar, there are step-by-step instructions on BCG registration in the *Incentive Programs Service User Guide* posted on RIBBS and USPS.com. [Click here](#) for a copy. For more information, contact: mobilebarcode@usps.gov


 **Post & Parcel:** The president of the Canadian Union of Postal Workers (CUPW) said yesterday that Canada Post was "panicking" in its response to its mounting losses, and that the solution should be to develop additional services like postal banking.


 **Trend News Agency:** Azerpost has started to introduce a system of issuing bank statements when paying for utility services through its regional branch network, Azerpost told Trend on Wednesday. The new system corresponds to the principle of shifting to IBAN. The main objectives are to improve the identification of bank customer accounts in the field of electronic payments.


 **TWire:** Australia's first digital postal service provider, Digital Post has launched its first private digital postbox in advance of a public rollout later this year, opening it up to an invitation-only group, including employees of the businesses that have already signed agreements to deliver digital postal mail.


 **Malta Today:** The Malta Communications Authority (MCA) has published two consultation documents ahead of the total liberalisation of the postal services next year.


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


 First tentative steps towards the internationalisation of De-Mail. In the course of the EU pilot project SPOCS (Simple Procedures Online for Cross-Border Services) the Francotyp-Postalia subsidiary Mentana Claimssoft has connected De-Mail to the EU-wide communication platform. Overall, 16 EU-member states are involved in SPOCS. However, besides Germany only Greece, Italy, Lithuania, Portugal and Austria take part in the pilot phase of Mentana Claimssoft's project.


 China's express and postal enterprises continue to record immense growth.

 Swiss Post's financial unit PostFinance, saw a drop in profits for the second consecutive time since the height of the economic crisis.

 All letter services in Germany - privately run firms included - may claim special road traffic rules in the future. Should the Federal Council approve the amendment, all letter services will be allowed to double park and to drive into pedestrian areas to empty a mailbox.

 Pos Malaysia recorded a major increase in profits and rising revenues in the first quarter of the current business year.

 China's e-commerce market continued to record exorbitant growth figures. According to the China e-Business Research Center sales volume jumped by almost 47% to over 65bn euros in the first half of the current year.

 Singapore Post's deliverers can look forward to a higher bonus payment than usual this year. All posties will get a 'special recognition payment' of almost 200 euros for the last business year - 50% more than the year before.


 The conflict between the Nigerian Postal Service and some of its retirees apparently has not been settled yet.




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.)

 **From the Federal Register: Postal Regulatory Commission NOTICES** International Mail Rates , 50728–50729 [2012–20650] [[TEXT](#)] [[PDF](#)] New Postal Products , 50729–50730 [2012–20623] [[TEXT](#)] [[PDF](#)]

August 21, 2012


 **Multichannel Merchant:** With increasing consumer expectations for free or reduced shipping, combined with the ever-growing expenses involved with residential parcel delivery, online merchants are being forced to find new ways to cut costs to maintain reasonable profits. One way is by taking a hard look at shipping and handling costs. With many of the complexities associated with online order fulfillment, it's not uncommon for sellers to overpay for shipping on a regular basis. So to help make sure you're not paying too much, here are 6 things you can do.


 The following reports have recently been posted on the *U.S. Postal Service Office of Inspector General* website (<http://www.uspsoig.gov>). If you have additional questions concerning a report, please contact Wally Olihovik at 703-248-2201 or Agapi Doulaveris at 703-248-2286.


- [City Delivery – Street Efficiency Capital District \(Report Number DR-AR-12-003\)](#) Our report determined that the Capital District has opportunities for enhanced street delivery efficiency. We determined the Capital District could use about 12 fewer minutes of street time per day on each carrier route (or 110,740 workhours). Our review of selected delivery units determined that management did not always reinforce U.S. Postal Service policies and procedures for supervising city delivery street operations at delivery units, which allowed for some inefficient delivery practices.
- [City Delivery – Street Efficiency Louisiana District \(Report Number DR-AR-12-004\)](#) Our audit determined that the Louisiana District has opportunities for enhanced street delivery efficiency. We determined the district could use about 12 fewer minutes of street time per day on each carrier route (or 107,550 workhours) and save about \$4.4 million annually and that management did not always reinforce Postal Service policies and procedures for supervising city delivery street operations at delivery units, which allowed for some inefficient delivery practices.
- [Closure of Contract Postal Units \(Report Number CI-MA-12-001\)](#) Our audit determined that, while CPUs are part of the Postal Service's overall strategy for expanding retail alternatives, management closed 20 CPUs to facilitate the 2010-2015 Collective Bargaining Agreement negotiation. Accordingly, the Postal Service closed the CPUs in compliance with a memorandum of understanding, CPU contract termination clauses, and Postal Service guidance. In addition, we determined that customers have options to access postal products and services at nearby facilities, but have inconveniences such as changing PO Box numbers, delivery options, and traveling new distances.
- [Delivery Fleet Strategies \(Report Number CI-AR-12-0063\)](#) Our report determined the Postal Service does not have a comprehensive fleet management strategy but has some elements of a strategy in place. In June 2011, management developed a plan to purchase new vehicles; however, the Postal Service's continuing financial situation prevents the plan's implementation. After examining delivery fleet practices at organizations with a wide spectrum of fleet management expertise, we identified 32 best practices for consideration by the Postal Service, falling into the strategy, asset optimization, and asset acquisition categories.
- [Survey of System Users of the Global Positioning System for Highway Contract Routes \(Report Number NL-MA-12-001\)](#) Our survey found that about 93 percent of authorized users in the field do not use the Global Positioning System to track mail and only about 10 percent use Highway Contract Route (HCR) tracking data to assess supplier performance. Respondents also indicated they did not receive adequate training or communication on their defined roles and responsibilities and remarked that the HCR Tracking Module could potentially be a useful tool, though is not currently used for ongoing monitoring and tracking and for ensuring compliance.


**Mailers' Technical Advisory
Committee (MTAC)**


[A corrected update of the MTEOR agreement](#) has been posted on this site.


 [Slovenian Press Agency](#): Slovenia's national postal operator Pošta Slovenije announced on Tuesday it had launched a security and surveillance centre aimed at beefing up security at its branches around the country following a spate of robberies.

 [Big Data: The Challenge & the Opportunity](#) Register Here for the webinar Consumers are creating data by the quintillions of bytes every day. They're shopping. They're writing product reviews. They're interacting and more! Tons of consumer data - what's a marketer to do? How do you take advantage of the wealth of consumer data available to be smarter and achieve bigger marketing results? Join SourceLink on August 30th at 11am ET when Vice President and Chief Technology Officer, Rich Brown alongside Cindy Randazzo, SourceLink's Vice President of Strategic Marketing, present an informative webinar that will impact your marketing plan for years to come. What you can expect: What is big data? Why does big data matter to marketing? Harnessing big data Centralizing and organizing data into a useful, accessible database Engaging customer-centric marketing across channels [Register today](#) for this August 30th, 11am ET webinar... your marketing will never be the same.


 [WBTV](#): The U.S. Postal Service is scheduled to temporarily close and remove several large mail collection boxes because of tight security during the Democratic National Convention. Postal officials promise there won't be a disruption in mail service, but some may have to find a new place to drop off their letters.


 [The Seattle Times](#): Editorial: "Stop the sweetheart deal for Michigan junk mailer." [*EdNote: Why? Because newspapers want to carry the "junk mail." This is hypocrisy at its worst. And newspapers expect people to believe they're credible? Who the hell are they trying to kid?*]

 [Huddersfield Daily Examiner](#): Life online may be a great way to shop but since much of what we order is delivered by post, that signals changes for the Royal Mail. Our changing habits mean that instead of an individual postmen or woman carrying our letters in a bag, vans and delivery trolleys are becoming more sensible tools of their trade. Talks are underway to sort out how best to repackage the service that we all rely on and respect. Delivery is key and finding what works best both for the postmen and women and for the public is the way to maintain a first class service.


 [Bloomberg Businessweek](#): The money-losing U.S. Postal Service guessed that TV cartoon character Homer Simpson and his family were twice as popular as Elvis Presley when it came to sales of commemorative stamps. As Homer would say, "D'oh!" In a move that wasted \$1.2 million in printing costs, the service produced 1 billion of "The Simpsons" stamps and sold 318 million. The Postal Service inspector general in a report singled out the overproduction of stamps marking the 20th anniversary of the cartoon's run on News Corp. (NWS)'s Fox network as an example of failing to align stamp production with demand.


August 20, 2012

 [American Postal Workers Union](#): Members of the American Postal Workers Union from across the country are meeting in Los Angeles Aug. 20-24 to address pressing issues confronting the U.S. Postal Service and postal employees. The backdrop for the APWU's 21st National Convention is the Postal Service's financial "crisis" and Congress' failure to take action to prevent the dismantling of the nation's mail system.

 [PRNewswire](#): Direct mail spending rose to \$21 billion in 2011. Up 2.9 percent from 2010, according to the Magna Advertising Group, direct mail is one of the largest advertising channels for U.S. businesses. "Direct mail creates a one-on-one connection that's hard for other media channels to match," says Tom Foti, manager, Direct Mail and Periodicals. "The average household receives only two pieces of direct mail a day compared with 157 emails. It lets you incorporate coupons, reply cards, mobile barcodes -- such as QR codes -- URLs and other response mechanisms. Direct mail is a workhorse for generating leads, traffic and sales." Direct mail is a powerful part of an integrated marketing campaign. By using it, businesses can target advertising dollars on those most likely to respond. By choosing what to measure -- from offers to creative elements -- businesses can reach almost anyone and then use the data to improve effectiveness. "Tell customers the complete story; mail is not limited to a 30-second sound bite," added Foti. Virtually everyone has a mailing address, and direct mail allows businesses to tailor each mail piece with highly personalized messaging, offers and graphics -- enabled by today's technologies. Tap into

countless creative formats, touching every sense through product samples or QR codes. Begin to learn more about your customers with surveys or reply cards. And as a highly trackable medium, mail lets you monitor impact and return on investment.

 **The Consumerist:** Most people occasionally need to mail packages. Most people also have jobs. The U.S. Postal Service is in financial trouble, and desperately needs our package-mailing funds. They're not about to expand the hours that post offices are open to accommodate office workers, though, so they compromise: post office lobbies are open 24/7 and Automated Postal Centers are ready for your package-mailing needs. Blue mailboxes can only accommodate parcels up to 13 ounces, but you can drop much larger boxes in the package drop at your local post office. In theory. Dan found that this was trickier in practice, when every post office nearby had an operational postage machine, but the package drops were all locked. The vast majority of USPS office lobbies are open 24/7. I assume this is because the post office wants to give its customers opportunities to utilize its services after hours. Which comes in handy if you work during the hours the postal service is open, are a night owl, or, in my case, are both.

 **Reuters:** Brazil state postal service Correios plans to move into mobile telephony by the second half of next year, when it may begin selling phone plans and buying bulk airtime from existing operators, it said on Monday. Correios aims to take advantage of its presence in almost every Brazilian municipality to offer phone services in remote communities as it has with financial services under its Banco Postal network.

Mailers' Technical Advisory Committee (MTAC)

The MTEOR agreement has been further revised based upon feedback at the MTAC Mail Prep & Entry sessions. [A copy of the final agreement has been posted on this site.](#) Please note that only the mailer locations currently supplied MTE directly by an MTEESC are included in MTEOR Phase 1. Registration for MTEOR Phase 1 will open on August 27th and the system will launch on September 5th. Any questions concerning MTEOR should be directed to MTEOR@usps.gov.



[Office of the Inspector General:](#) "A Brief History of Preferred Postage Rates" Certain types of mail qualify for lower postage through preferred rates. When preferred rates were established, congressional appropriations funded the Postal Service's operations. Today, the U.S. Postal Service receives only a small

appropriation for free mail, while other costs are borne by mailers. Since the Postal Service uses revenues from postage to fund operations, can it afford to offer preferred rates? Share your thoughts on our [blog](#). New audit projects have been started on the external website.

- [Valid Payment Methods for Money Orders – 12BG031FI000.](#) Postal Service money orders, established in 1864, are a safer alternative to sending cash in the mail. Money orders can be purchased in any denomination up to \$1,000 for a fee and can be cashed at post offices and other financial institutions. Postal Service policy only allows the purchase of money orders with cash, debit card, or traveler's check. In FY 2011, the Postal Service sold about \$22 billion in money orders and collected \$172 million in fees. Our objective is to determine whether or not controls are in place to prevent customers from purchasing money orders using non-authorized payment methods.
- [Assessment of the Managers of Post Office Operations – 12BG032FI000.](#) Managers, Post Office Operations (MPOO) oversee all operations of a designated group of post offices within the jurisdiction of a Postal Service district. In addition, MPOOs monitor financial and operational performance and ensure compliance with national, area and district objectives for service, budget and productivity. MPOOs manage the activities of a large group of Postmasters and report directly to the District Manager. As of July 24, 2012, there were approximately 309 MPOOs covering each of the Postal Service's 65 districts. The number of MPOOs per district ranges between 1-9 depending on the size of the district. Our objective is to evaluate whether the span of control, performance and operational responsibilities of the Managers, Post Office Operations are effective.
- [Washington Network Distribution Center – Postal Vehicle Service Operations – 12XG008NL002.](#) The U.S. Postal Service Office of Inspector General (OIG) plans to audit Postal Vehicle Service (PVS) operations at Network Distribution Centers (NDCs). This self-initiated audit addresses operational risk. This will be a nationwide audit.

[!\[\]\(125d701e9425b54c764340b5671b38cd_img.jpg\) Association of Magazine Media](#): Mary G. Berner has been named President & CEO, MPA , the Association of Magazine Media, it was announced today by Michael A. Clinton, Chairman of the MPA Board of Directors, and President, Marketing & Publishing Director, Hearst Magazines. Berner's appointment becomes effective September 17.

[!\[\]\(21199eb166cc97331a0c54c649195dcc_img.jpg\) Buffalo News](#): U.S. Postmaster General Patrick R. Donahoe should have anticipated the loud boos that greeted him recently at the 108th national convention of rural letter carriers here in Buffalo. Although the hecklers may not have chosen the best way to register their anger, they are nothing if not passionate. And who can blame them? Let's face it ... Donahoe has threatened the livelihoods of thousands of letter carriers with the proposed shutdown of facilities across the country.

[!\[\]\(2bdfe261b986065ee0ac76460d6528c9_img.jpg\) Logistics Manager](#): Amazon is now offering CollectPlus as a delivery option in the UK. Under the CollectPlus system the customer can choose to have goods are delivered to a local corner shop for collection. The company currently has 4,700 shops in its network.

[!\[\]\(dfbd6b3763a6d1d9afaa974f64e2e4b5_img.jpg\) American Postal Workers Union](#): The APWU is developing a new web-based grievance system to improve the efficiency of our grievance procedure, and plans are underway to begin a pilot to test the program in August. The goal of the program is to eliminate the need for paper grievances at the earliest steps of the process, reduce repetitive data entries, and encourage "green" initiatives. Eliminating paper grievances will allow the union to reduce storage space requirements and the costs associated with copying, mailing, and retaining paper files. It also will enable the union to better protect our members' privacy. *[EdNote: Of all the things to be concerned about digitizing....GRIEVANCES? What is it about the relationship between postal management and labor that commands making grievances easier to file a priority? How about promoting workplace harmony and teamwork? "A house divided against itself cannot stand." -- A. Lincoln.]*

[!\[\]\(e78f798d4ea5c530c9db49e7d26e6b95_img.jpg\) WebWire](#): Online parcel delivery specialist Parcel2Go has backed moves by British companies to attempt to increase the volume of goods they export. More than two-thirds of SMEs (71 per cent) polled by the Manufacturing Advisory Service (MAS) said they wanted to increase export volumes over the next 18 months. British companies across a range of sectors have confirmed in recent months that they're looking at new and expanding markets in a bid to increase revenues. Bolton-based Parcel2Go, which helps individuals and businesses to organise domestic and international shipping, believes many companies would benefit by placing a greater emphasis on exporting.


[!\[\]\(23d9fc146e83b5c3013cfa32c784f8d5_img.jpg\) CIO](#): A Federal Court on Friday dismissed a trademark suit brought by Australia Post against joint venture Digital Post Australia (DPA). Both entities plan to launch competing digital postbox services this year. Australia Post, the national postal service, filed suit earlier this year, alleging that DPA's name was too similar to its own, but the court found the suit was without merit.

[!\[\]\(c694a3ff3b077d76910920a6a1593ab4_img.jpg\) PRWeb](#): San Francisco Salt Company (SFSC), known for their extensive selection of spa salts and gourmet chef salts which they ship to customers all over the country, were selected to be a part of the United States Postal Service's new promotion for their Flat Rate shipping service. The new ad campaign profiles three growing businesses who are leading their niche market using U.S. Postal Services products.


[!\[\]\(ec9132f1d27c8919987d92907322654d_img.jpg\) DailyFinance](#): For years now, the United States Postal Service has been the poster boy for government waste, but that organization may now be getting a run from another favorite target of government inefficiency: Amtrak. In recent weeks, both entities have reported unprecedented levels of losses, with a \$5.2 billion shortfall last quarter for the post office, and a \$834 million loss on food and beverage services during the last decade for Amtrak. So who wins the title for the most wasteful government agency?

[!\[\]\(05be7c7a8995decd503647c99211f7c2_img.jpg\) HaitiLibre](#): This week, Ms. Régine Godfrey, the new Director General of the Haiti Post Office (OPH) has performed a series of inspections, at the level of Post offices in Arcahaie, Saint Marc, Gonaïves, Cap Haitien, Ouanaminthe, Fort Liberté, Hinche and Mirebalais. The visit of various regional premises of the Post revealed the precarious of the postal structure Haitian. Ms. Godfrey has reaffirmed its commitment to redressing the finance, the imageand the inter-regional logistics of the national postal network, by putting in place a plan of modernization, of


dynamization and for restructuring the OPH, that will takes into account the provinces, within the framework of the vision of Government Martelly-Lamothe, of deconcentration of state services.


 **The Warsaw Voice:** Polish national postal service operator Poczta Polska will launch a training program covering 50,000 of its 93,000 employees, the largest training program in Europe. Trainings will cover such areas as Excel, workflow, sales-related services and interaction with customers, as the mail operator wants to increase its sales, CEO Jerzy Jozkowiak said. Poczta Polska also wants to improve its logistics operations and will replace 2,500 vehicles in its 6,000 fleet. The firm eyes a total spending on changes of some PLN 1.25 billion to 2015: PLN 750 million in personnel-related spending and PLN 500 million in logistics.

August 19, 2012


 **The Malta Independent:** In an interim statement published on Friday, national mail carrier MaltaPost said that the trend of declined profitability registered over the first half of its financial year, which ended on 31 March, will continue over the second half until regulations on the postal sector are revised. In its interim statement, MaltaPost said its board of directors "believe that this trend will continue, and may even accelerate, until the regulatory framework within which the company operates is definitively and adequately revised.


August 18, 2012

 **TheSpec:** The days of the letter carrier, sorting mail at local depot, tucking letters into a pouch, and then going door to door along a route are disappearing. Canada Post is moving to a new method of delivery — called postal transformation — where carriers will collect machine-sorted mail as well as parcels, then drive small vans to their routes. They park, deliver mail, and then get back into the vehicles to the next stop. And on their way back to depots, they'll stop and collect mail from nearby street letterboxes or retail outlets. To date, more than 3,500 routes across Canada have switched to the new delivery method across Canada including nearly 1,000 in the Greater Toronto Area. That accounts for about 1.5 million addresses overall or about 10 per cent of all addresses in Canada, though rural and suburban mail delivery remains unchanged.

 **DMM Advisory: IMb™ Services Update.** The Postal Service™ is hosting a series of webinars to assist mailers in transitioning from the POSTNET™ barcode to the Intelligent Mail® barcode. Coming up next week: **The World of MIDs, CRIDS, and the Business Customer Gateway Webinar** - will be held Thursday, August 23, 2012, at 1 p.m. EDT. Focus will be on Customer Registration IDs (CRIDs) and Mailer IDs (MIDs), the ways mail owners and mailing agents can acquire an MID and when and how it is used in the Intelligent Mail barcode, electronic mailing information and receipt of Full-Service data. Complete webinar log-in information can be found on the RIBBS® Intelligent Mail Education page at <https://ribbs.usps.gov/index.cfm?page=intellmailpresentations>.


August 17, 2012


 **From the Federal Register: Postal Service NOTICES** Transfers to Competitive Product List: Outbound Single-Piece First-Class Mail International Packages and Rolls to Competitive Product List , 49837 [2012–20181] [[TEXT](#)] [[PDF](#)]


 **CNET:** Amazon has begun expanding its offline presence in the U.K. by allowing customers to have their orders delivered to thousands of small local stores across the country. The scheme, currently running as a trial, will see items including books and clothes delivered to around 5,000 corner shops and newsagents, the Telegraph reports. If it proves successful, it will be rolled out nationwide. The pilot sees Internet giant teaming up with courier company Collect+, which already works with retailers including eBay, Topshop, Asda and Asos. Collect+ works by allowing customers to send or receive parcels from local shops, rather than having them delivered to their home at times when they're unlikely to be around to receive them.


Mailers' Technical Advisory Committee (MTAC)

On Friday, August 17th, presentations from the August 14th USPS Leadership Forum for Stakeholders, and from the August 15th MTAC Focus Area Discussions, will be posted on the MTAC page of the RIBBS website at <https://ribbs.usps.gov/mtac>. As other presentations from this week become available, they will be added to the MTAC page.

 **Wall Street Journal:** Wal-Mart Stores Inc. reported a 5.7% increase in second-quarter earnings Thursday on strong sales in its U.S. and international markets, but the discount retailer continues to see tough economic conditions around the globe. Wal-Mart cautioned that it is now seeing in international markets the same "paycheck cycle" it saw in the U.S., where customers buy immediately after payday and then make smaller purchases as money runs out.

 **Arlington Heights Daily Herald:** A former U.S. Postal Service carrier has pleaded guilty to stealing nearly 29,500 donation envelopes filled with more than \$275,000 for a charity on his route. Federal prosecutors said Thursday that 41-year-old Frederick Taylor of Chicago was assigned to the Berwyn post office. He pleaded guilty to one felony count of possessing stolen mail. He will be sentenced Nov. 19 and faces up to five years in prison and a \$250,000 fine. Prosecutors say Taylor stole the money between August 2010 and August 2011 either opening the mail in his postal vehicle or opening it at home. Taylor was found with several pieces of first class mail containing about \$100 on Aug. 11, 2011. Investigators went to his home the same day and found the other thousands of donation envelopes.

 **Post & Parcel:** Significant price rises for parcels being shipped by the Postal Service out of the United States, if regulators allow USPS to move its international First Class package service to the competitive side of its portfolio. The US Postal Service asked regulators last week to transfer its First Class International Packages and Rolls service out of the current regulated market-dominant portfolio. It said the service is already effectively a competitive service, competing in a "vibrant" marketplace against the likes of FedEx, DHL and UPS, and should therefore be treated by regulators as a competitive service. Transferring the service to the competitive portfolio would allow the Postal Service more freedom in setting prices for First Class parcels sent out of the United States, with the service no longer bound by its annual inflation-based price cap.

 **CantonRep.com:** Here are the responses of the candidates for U.S. Senate in Delaware to the question, "What are your top three recommendations for saving the U.S. Postal Service?"

Kevin Wade, Republican

The U.S. Postal Service suffers from changes NOT MADE in the past 10 years. Congress inhibited evolutionary changes leading to the present crisis. Both the customers and dedicated postal workers deserved better leadership. My top three recommendations are:

1. Reduce the fixed cost of physical facilities; sharing with other multi-use locations like pharmacies, stores, and senior centers. Where the Post Office is a focal point of community life, that town needs to share the building operating costs.
2. Sell excess property to reduce debt and increase reserves.
3. Multi-level services: two-day, five-day, and 10-day delivery at various costs, finding a market balance and volume-revenue model that is self-sustaining.

Alex Pires, Independent

Here are my top three recommendations to save the U.S. Postal Service:

1. Eliminate Saturday delivery immediately. This will save the taxpayers \$3 billion annually. The Postal Commission has asked Tom Carper for this since 2010.
2. Increase efficiency by installing more postal "cluster" boxes. This will save the taxpayer billions of dollars per year.

3. Tom Carper has been head of the Senate committee that oversees the postal service since 2006. He is principally responsible for the billions of dollars the USPS has lost. Fire Tom Carper and replace him with a business person.



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

- Postmaster General Pat Donahoe this week assured members of the Mailers Technical Advisory Committee (MTAC) meeting that the Postal Service "is not going out of business." "We are still a \$65 billion organization delivering all your products," he said, "and we're fine." "We will work through what we need to do over the course of the next couple of months and next year in terms of legislation," he assured the industry group, "and we are here for the long run."
- Recently appointed USPS Chief Marketing and Sales Officer (CMSO) Nagisa Manabe earlier this week met for the first time with the Mailers Technical Advisory Committee (MTAC) and shared her thoughts on future initiatives for the Postal Service. In the USPS' vision forward, Manabe told the MTAC group, it will "pivot from a revenue decline to revenue growth." She said the USPS will build on industry ideas and implement those that can profitably grow mail volume, with appropriate pricing to stimulate the market and grow the business, and an increased focus on advertising for mail, packages, retail and stamps.
- USPS vice president of network operations Dave Williams this week was applauded by members of the Mailers Technical Advisory Committee (MTAC) when he re-capped the USPS' Quarter 3 FY 2012 service performance scores, which he said represented an "all-time record service performance in the history of the USPS across all mail categories."
- USPS vice president of network operations Dave Williams earlier this week told the Mailers Technical Advisory Committee (MTAC) that the network rationalization efforts are going smoothly to date, with only seven issues reported nationwide.
- The Postal Service published its unaudited June results with the Postal Regulatory Commission. USPS lost \$1.6 billion in June 2012. The Postal Service's controllable operating loss for the month was \$464 million. The total loss was due to the Postal Service Retiree Health Benefit Fund prepayment of \$1.0 billion and a workers compensation adjustment of a \$58 million. The Postal Service's revenue was slightly above its planned revenue for the month t two percent below the same period last year.
- Looking for news from MTAC? UPS - TNT merger and the EU. Ikea gives an augmented reality catalog a go. Interest in secured package delivery grows. USPS requests to move outbound single-piece FCM international packages and rolls. PMG tells rurals five-day is a must. Fedex chief gets hefty pay package. Rep Paul Ryan's statement on USPS. 'Crisis of confidence' as USPS posts \$5.2 billion quarterly loss. Lifestyle changes save U.S. mill. Fedex focuses on higher-margin businesses. USPS promotes winning tactics for political campaign marketers. Letter carriers consider bringing back banking services. Four digital trends to worry media companies. National Postal Forum planning underway.
- Updates from the U.S. Postal Service.
- Updates from the Postal Regulatory Commission.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- 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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At the [Postal Regulatory Commission](#): [MC2012-44 Order No. 1435](#) - Notice and Order on Request to Transfer Outbound Single-Piece First-Class Mail International Package and Rolls to Competitive Product List


http://www.prc.gov/docs/84/84967/Order_1435.pdf. "It is ordered: The Commission establishes Docket No. MC2012-44 for consideration of the Request of the United States Postal Service to Transfer Outbound Single-Piece First-Class Mail International Packages and Rolls to the Competitive Product List, filed August 10, 2012."


August 16, 2012

 [Direct Marketing Association](#): DMA bolsters consumer choice with expanded opt-out service. Suppression tool gives consumers Greater choice about mail they receive

 [AOL Money](#): The Royal Mail's European parcels business is launching a partnership with a Chinese firm. The UK postal group said its GLS business will form an alliance with ZJS Express to provide a business-to-business parcel delivery service from China to Europe. Royal Mail said that as letter volumes decline, the group is targeting parcels and marketing mail.

 [BrandRepublic](#): The postal group is looking to appoint three agencies to work across the business for four years after the statutory review process. The appointed agencies will each focus on one specialist element of the business. These are: digital marketing, which commands a large proportion of the budget and will encompass strategy, design, measurement and creative content; digital DDA, which will include coding and compliance; and digital communications, which will include social media activity, web design and other digital communications.


 [CBS News](#): If the U.S. Postal Service collapses, it will be a dark day for sales. Headlines about the postal service spurting red ink should be upsetting for sales pros. The agency reported a \$5.2 billion net loss for the third quarter, bringing its fiscal year losses to a whopping \$11.6 billion. The debt-ridden agency has lost an average of more than \$42 million per day this year. Even at twice the price, direct mail is a bargain. For one, sales prospects are saturated with email. The rate at which message recipients open messages, let alone click through a pitch, is falling. And if prospects are strangers to you, trying to reach them by email constitutes illegal spamming. Telephone out-reach also can cost 16 times what a direct mail piece does, and getting past voicemail is a challenge. But to make direct mail work as a prospecting tool you need to know how to make an offer. Some direct mail experts say 40 percent of the success is based on targeting the right list, and the another 40 percent is based on making the right offer.

 [Marketforce](#): This year's The Future of UK Postal Services conference will take place on 4th December at Doubletree by Hilton, London. The makeup of the postal sector continues to change as operators of all shapes and sizes are under pressure to adapt business models and capitalise on changes in customer expectations and new opportunities. The regulatory framework is also evolving in line with market developments and the digitisation of communications - a key component of a flourishing and dynamic market.





From the Federal Register:


- **Postal Regulatory Commission** *NOTICES* New Postal Products , 49473–49474 [2012–20070] [[TEXT](#)] [[PDF](#)] 49474 [2012–20071] [[TEXT](#)] [[PDF](#)]
- **Postal Service** *NOTICES* Product Changes: First-Class Package Service Negotiated Service Agreement , 49474–49475 [2012–20091] [[TEXT](#)] [[PDF](#)] 49475 [2012–20093] [[TEXT](#)] [[PDF](#)] 49475 [2012–20095] [[TEXT](#)] [[PDF](#)] 49475 [2012–20096] [[TEXT](#)] [[PDF](#)]


 [Concord Monitor](#): Although House Speaker Bill O'Brien has accused Manchester post office workers of intentionally delaying his political fliers, he has not filed a complaint with postal inspectors, an inspection official said yesterday. Agapi Doulaveris, a spokeswoman for the national Office of Inspector General of the U.S. Postal Service, said her office investigates all allegations of mail mishandling misconduct against postal employees. She said yesterday the office had received no complaints involving O'Brien's claims.









August 15, 2012

 [Network World](#): FedEx's top IT executive received a pay package worth \$5.8 million in fiscal 2012, a spike of 80% compared to a year earlier. The biggest gains for Rob Carter, who is executive vice president of information services and CIO at FedEx, came from a performance-based cash bonus that surged to \$2.4 million from \$213,629 in fiscal 2011. [EdNote: *Betcha Fedex's version of PostalOne! doesn't go down.*]

 [Washington Post](#): The U.S. Postal Service is proposing to cut its rates for one of the nation's top direct marketing companies, a move that threatens the newspaper industry's biggest money-maker: the Sunday advertising bundle. The post office expects to generate \$15 million in profits over three years by cutting what it charges Valassis Communications Inc. for new mass mailings. Livonia, Mich.-based Valassis sent more than 3 billion pieces of so-called junk mail through the post office last year. Under the proposal, Valassis has promised to send even more bulk mail. On those additional mailings, the Postal Service will give the company a discount of up to 34 percent. Valassis has agreed to pay a penalty if it does not boost its use of the mail service. The newspaper industry says the deal is unfair and could wipe away \$1 billion in annual revenue it gets from Sunday newspaper inserts and the advertising fliers it sends to non-subscribers during the week. Ruth Goldway, the Democratic chairman of the Postal Regulatory Commission, says the commission is reviewing the proposal with a critical eye. She acknowledges that the U.S. Postal Service has been "not very good" at predicting the negative consequences of its actions. But she says Congress has encouraged this kind of deal-making with the private sector in order to make the Postal Service "more businesslike."


 [Hellmail](#): A radical change in **attitudes to parcel deliveries is set to double the volume of items which UK consumers have shipped to alternative collection points rather than their homes** over the next five years. The country's leading parcel and carrier manager has forecast that the continued popularity in e-commerce is likely to fuel a "significant increase" in the number of shoppers opting for more flexible deliveries. Global Freight Solutions (GFS) reported that the proportion of packages delivered to locker boxes, to stores via 'Click and collect' and to parcel shops currently accounts for less than three per cent of the total volumes handled by carriers.

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

-  Austrian Post further improved its result in the first half of the current business year.
-  The Greek post Elta can be privatised now. This was approved by the government set up inter-ministerial committee for privatisations of state-owned companies last week.
-  Despite a decline in volumes and turnover Ceska Posta achieved a stable result in the first half-year of the current business year.
-  PostNord further expands its unaddressed mail delivery services.
-  Pos Malaysia (turnover 2011: 289.2m euros) is apparently about to acquire a courier service in the Middle East.
-  An end to the boom in Germany's mail order market is not foreseeable yet.
-  The United Arab Emirates are one of the fastest growing regions for DHL.
-  Apparently, the Chinese government wants to encourage domestic CEP service providers to expand internationally. According to information by »Shanghai Daily« (08.08) the government published an industry guideline which among other things announced to ease the licensing process.



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.)

 [Emirates News Agency](#): Emirates Post, in association with Arab postal administrations, has issued a set of commemorative stamps in one denominations (225 Fils) to mark Arab Postal Day which is observed every year on 3

August to highlight the role played by the post in community development and celebrate the stages of postal development. "Arab Postal Day celebrates the dramatic growth of posts in the Arab world and highlights the roles played by postal corporations in the region in the development of social communications down the ages," said Mr. Ibrahim Bin Karam, Chief Commercial Officer, Emirates Post Group. "We are delighted to salute the achievements of Arab postal corporations through these special stamps." Arab Postal Day highlights the importance of communication and information technologies in the Arab world, and seeks to identify opportunities for boosting cooperation in the postal field in Arab countries.



[Fox Business](#): United Parcel Service Inc (UPS) and TNT Express NV Tuesday said they expect to close their merger before the end of the year despite the suspension of the European Commission's in-depth takeover probe amid concerns by some observers that the logistics companies have underestimated the anti-trust hurdles they face to get the deal done.

[Concord NH Patch](#): Frustrated by what he sees unionized employees attempt to hijack his re-election campaign, House Speaker William O'Brien took to Facebook on Aug. 13, and posted a long diatribe against "union-controlled government." In the post, O'Brien claimed that his yard signs are being pulled from public areas and that the owner of a store in Mount Vernon was targeted by "union thugs" with a potential boycott if she didn't take down a sign supporting the speaker. He also claimed that mailers he was sending to the district were taking a longer time than usual to reach voters, speculating that union employees in the postal service were to blame.



[From the Federal Register](#): **Postal Service NOTICES** Product Change - Priority Mail Negotiated Service Agreement , 49032 [2012-19975][[TEXT](#)] [[PDF](#)] 49032 [2012-19976][[TEXT](#)] [[PDF](#)]

[Wired](#): Ikea prints 211 million copies of its product catalog every year. That's more than 20 times the population of Sweden, the home of the build-it-yourself furniture empire. These are impressive numbers for a print catalog in a digital world, but Ikea is now changing with the times with a head-first dive into augmented reality.

[PRNewswire](#): Relentless sales and marketing, eternal enthusiasm and dogged determination are what India-born/America-raised Postal Connections of America (PCA) franchise owner Kal Bodawala, 39, credits for his highly successful Manhattan-based store. This past weekend, Bodawala was recognized as the number one DHL international retail shipper in the U.S. by DHL at the Retail Shippers Associates (RSA) Annual Expo held in San Diego.


[Save the Post Office](#): Congressman Paul Ryan, who may be our next Vice President, hasn't had much to say about the U.S. Postal Service. He has a statement on his website about the agency's financial problems, but it basically just nutshells the bills put forward by Darrell Issa and Stephen Lynch. The only thing of substance in the statement is Ryan's rejection of the claim that the Postal Service has overpaid \$50 to \$75 billion into the CSRS pension fund. Ryan has come out in favor of selling government property, which would presumably include the sale of post offices, and he advocates including government entities like the Postal Service in the federal budget. Ryan also sponsored a bill naming a post office for Congressman Les Aspin (1938-1995), who represented Ryan's district in Wisconsin from 1971 to 1993. *[EdNote: It is that season, you know.]*

[Postalnews Blog](#): Postmaster General booed at rural carrier convention.


[Entrepreneur](#): Having packages shipped and left at your customer's front door comes with many logistical problems, from missed deliveries to address mix-ups and stolen or weather-damaged documents and merchandise. To solve such problems and improve customer satisfaction, Amazon has joined with the U.S. Postal Service and several large retailers in instituting a secure package delivery service that should give consumers peace of mind when ordering online.


[Advertising Age](#): If there's any sign that the media ecosystem is on the verge of dramatic change, then these four digital trends bubbling to the surface are the latest proof points of that. These aren't random trends but are illustrative of tectonic shifts that will change the media business dramatically. Tectonic shifts of the type that we have witnessed in the music and book publishing businesses with the rise of the internet. Shifts that won't change the media


landscape in time for the next upfront, but will reshape the landscape over the next five years. Here they are and what they mean for advertisers, agencies and the traditional media companies alike.


 [At the Postal Regulatory Commission: Docket No. PI2012-1](#): Comment on Principles for Evaluation of the Terminal Dues Proposals Before the Doha Congress of the Universal Postal Union: Draft Description of the POC Proposal James I. Campbell Jr.


Mailers' Technical Advisory Committee (MTAC) **Transitioning from POSTNET barcodes to Intelligent Mail barcodes.** To assist mailers in transitioning from POSTNET barcodes to the Intelligent Mail barcode, the Postal Service is hosting a series of webinars. The next webinar: *Building the Intelligent Mail Barcode*, will be held Thursday August 16, 2012 at 1 p.m. EDT. This webinar will provide an understanding of how you can continue to take advantage of automation pricing. The webinar will cover the steps for migration to the Intelligent Mail barcode. You will learn the building blocks for creating the Intelligent Mail barcode; this includes obtaining a Mailer ID, knowledge on the different Service Type Codes and how to use for your mailing needs. **Event number:** 996 783 329. To join the online event, copy and paste the following link to a browser: <https://usps.webex.com/usps/onstage/g.php?t=a&d=996783329>. Click "Join Now"


 [Media Daily News](#): Folio, the pub that covers the magazine business, is launching a metered paywall for its digital edition, effective immediately, "to place a clear value on our content," and "allow us to invest in FolioMag.com... adding regular multimedia features, more voices, more connectivity and more content," writes Editor Bill Mickey. "Also, as a brand that covers the digital-media transformation, we seek to not just reflect what the industry is doing, but to lead it as well."

 [Federal Times](#): No doubt about it—the U.S. Postal Service's third-quarter financial report was a bloodbath. With \$5.2 billion in red ink spilled in just three months, you might think Freddy Krueger was handling the books. Amid all the gore, though, the numbers reflect some faint flickers of hope. The question is whether those glimmers represent: (1) A fluke; or (2) An early sign that finances are at least stabilizing, if not actually turning around. USPS leaders are naturally eager to accentuate the positive, particularly after this month's failure to make a required \$5.5 billion payment into a fund for future retiree health care.


 [RuralInfonet](#): In Buffalo visit, Patrick Donahoe tells National Rural Letter Carriers' Association changes must be made to way Postal Service does business. The U.S. Postal Service could have a bright future if it reduces its size and pares down mail delivery to five days a week, but it needs Congress to change the amount of money it must set aside for retiree health care benefits, U.S. Postmaster General Patrick R. Donahoe told hundreds of rural letter carriers gathered at the Buffalo Niagara Convention Center this morning.


 [Daily Finance](#): It's been three years now since Warren Buffett announced the end of the Great Recession, and told Americans, in effect, that things can only get better from here. But Monday morning, FedEx (FDX) employees got a different memo from their bosses: With fiscal fourth-quarter profits down, and full-year cargo volume dropping for the first time in more than two years, it's time to tighten belts and jettison some crewmen. Hoping to give its profits some lift, FedEx announced that it will begin offering "voluntary" buyouts to its staff. Details are still being worked out, and FedEx says it won't reveal the whole extent of the program until its investors and lenders meeting in Memphis on Oct. 9 and 10. But for now, FedEx has confirmed that the buyouts will primarily focus on "non-operational staff," and in particular, employees at FedEx Express and FedEx Services.


 [Memphis Business Journal](#): FedEx Express is nearly doubling the number of countries in which it offers its International First early delivery service. The Memphis-based subsidiary of FedEx Corp. will now offer the service in Australia, Austria, Brazil, Canada, Denmark, Japan, Luxembourg and Mexico. The International First early delivery service allows customers to receive shipments within one to three days anywhere in the world. The service is available for packages up to 150 pounds. Until now, 11 destination countries could receive shipments through the service. These additions bring that to 19 countries


 **USA Today:** The founder and top executive at FedEx received a pay package worth \$13.7 million in the most recent fiscal year, nearly double a year earlier. That hike for CEO and Chairman Frederick W. Smith was due to the addition of long-term incentive pay, which rewards the company's top brass for meeting certain earnings thresholds over a three-year period. It was the first time in four years that FedEx executives got long-term incentive pay.



August 14, 2012


 **San Francisco Chronicle:** Let's start with something that should be uncontroversial: the post office. It's in trouble again; more precisely, it hasn't stopped being in trouble for years now. The U.S. Postal Service, as it officially calls itself, registered a \$5.2 billion net loss for the last quarter. That brings its total losses for the year to \$11.6 billion, compared with \$5.7 billion for the same period last year. In other words, the post office's problems are getting worse, and no one wants to do anything about it. Here's the rub: Congress could have done something.

 **Tucson NewsNow:** A U.S. postal employee is facing federal charges tonight for stealing gift cards out of mail he was processing. The suspect was a mail clerk at the Tucson mail processing and distribution center on Cherrybell Stravenue. Court documents state he took gift cards out of mail on three separate occasions.

 **New York Post:** The Post Office said last week that it lost an astounding \$5.2 billion in the last three months. And like every other poorly run company it is asking for Congress' help. The Post Office is using the same blackmail tactic everyone else does: jobs are at stake. Sorry, PO, but fix your most glaring problem first. The Postal Service obviously has too many people in too many places doing too little work, thanks to the proliferation of other mail services and electronic correspondence.


 **The 2013 National Postal Forum (NPF) will be held in San Francisco, CA, March 17-20, 2013.** Keeping with San Francisco's reputation as a vibrant and ground-breaking city, this year's theme is "Delivering Solutions." Our goal is to develop an NPF program that showcases innovative uses of postal services and inspires participants to explore new opportunities for growing their business. If you have a workshop idea you would like us to consider, please go to www.npf.org and fill out the Workshop Presentation Form. The deadline to send in your Workshop Presentation Form online is Tuesday, September 18. NPF and USPS personnel will evaluate all submissions and let you know by mid-October if you have been selected to present. If you have other suggestions to make this the best NPF ever, please let us know by sending an email to uspspostalforums@usps.gov. All suggestions will be reviewed and considered for this year's offering at the National Postal Forum.


  **Reuters:** The European Commission temporarily stopped its investigation into United Parcel Service's 5.2 billion euro (\$6.4 billion) bid for Dutch rival TNT Express.

 The following reports have been posted on the U.S. Postal Service Office of Inspector General website (<http://www.uspsoig.gov>). If you have additional questions concerning a report, please contact Wally Olihovik at 703-248-2201 or Agapi Doulaveris at 703-248-2286.


- **[Contract Management Data – Transportation Contract Support System \(CA-AR-12-005\)](#).** Our audit determined the Transportation Contract Support System contains accurate data for the Highway Contract Routes (HCRs) we reviewed. Therefore, we determined system data is sufficiently accurate to support the transportation contract administration process. We also found several best practices that can be used to better ensure data validity in other systems maintaining contract management data. We also determined that contracting officers signed HCRs without obtaining the necessary funding approval. Specifically, of the 196 randomly selected contracts we reviewed, 184 (93.9 percent) did not have proper funding approval documentation prior to entering into the contractual commitments. U.S. Postal Service officials have recently implemented policy changes that should prevent this from happening in the future.


- [Efficiency Review of the LA Network Distribution Center \(Report Number NO-AR-12-007\)](#). Our audit determined that the Los Angeles Network Distribution Center (NDC) has reduced workhours over the past several years, but further opportunities exist for improvement. Specifically, the Los Angeles NDC did not attain the average productivity of all NDCs above median productivity or take full advantage of existing automation. Consequently, the Los Angeles NDC used 200,019 more workhours than necessary and damaged a daily average of 3,700 of the 175,000 pieces of mail handled daily.
- [New Jersey Network Distribution Center – International Air Mail Records Unit \(FT-AR-12-011\)](#). Our audit determined New Jersey records unit personnel did not always correct failed records in accordance with Postal Service procedures. Specifically, records unit clerks did not always nil (render non-existent) duplicate dispatch records or issue verification notes (formal messages between postal administrations that relay information regarding the exchange of mail) as required by Postal Service procedures. Further, New Jersey records unit supervisor did not properly document weekly verification note audits and Headquarters International Accounting did not properly document oversight of these audits.
- [Unauthorized Contractual Commitments \(CA-AR-12-004\)](#). Our report determined that Postal Service personnel did not always ratify unauthorized contractual commitments in accordance with policy, but generally followed policy on delegating contracting authority to contracting officers for actions exceeding their authority. Additionally, our benchmarking results indicated that, unlike the Postal Service, other federal agencies do not have a policy providing for a one-time delegation of authority to contracting officers to execute actions over and above their contracting authority.


 [Wall Street Journal](#): Three years ago, International Paper Co. IP +4.02% closed an enormous mill here that for generations had churned out white office paper, putting 1,100 people out of work and dealing a major blow to this tidewater city of 8,500. Now, the world's largest producer of paper products is reopening part of the mill with an eye toward an expanding market in Asia for personal-care products. The mill's transition to making fluff for diapers and other products points to how the U.S. paper industry is diversifying to counteract sinking North American demand for traditional white paper—the stuff of copy machines and printers—in the Internet age.

 [Wall Street Journal](#): Jeff Kauffman, who follows FedEx equity for Sterne Agee, said he supports FedEx's plan, which he said is an admission that it had too many high-cost assets tied up in its Express overnight business, whose volumes are essentially at the same levels they were about a decade ago. He called the cost cuts "a step backward to take two steps forward." These and other cost cuts, like retiring older, less fuel-efficient aircraft and adding more efficient planes, will allow it to better compete with rival United Parcel Service, which has better margins and is better set up to handle the less rapid delivery that customers have been favoring during tougher economic times, said Kauffman.

August 13, 2012


 [PRNewswire](#): Political campaign marketers and managers will find that if used properly, direct mail can be one of the most cost-effective and targeted tools to reach potential voters. And, just in time for the peak election mail season, the U.S. Postal Service is releasing some helpful pointers for customers to maximize the effectiveness of direct mail during a political campaign.


 [Post & Parcel](#): While the Postal Service might provide an important communications channel to help campaigners influence the American voting public on the shape of the Presidency and Congress, the voting public this November could also prove important in influencing the future shape of the US Postal Service.


 [Post & Parcel](#): Strike action at Uruguayan Post that has been disrupting international mail flows since early last month has now left millions of items piling up at an airport facility. The Association of Postal Officials of Uruguay (AFPU) started industrial action on 10 July, leading to the interruption of processing activity for inbound international mail, parcels and express items via Uruguayan Post. Media outlets within Uruguay have said 50 tonnes of mail has now built up during the strike action at the Carrasco International Airport in Montevideo.





The U.S. Postal Service Office of Inspector General invites you to comment on the following: This week's "Pushing the Envelope" blog topic: **Who Should Pay for Mail Forwarding?** In fiscal year 2010, the U.S. Postal Service forwarded 1.2 billion pieces of mail at a cost of almost \$300 million a year. The cost to return mail is another \$800 million. Currently the cost to forward First Class mail is baked into the overall First Class rate. Should only those who use this service pay a premium for it, as Canada Post does? Or are there other alternatives? Share your thoughts on our [blog](#).


 [Merced Sun Star](#): There's a lot of chatter about the future of the U.S. Postal Service these days because, thanks to declining business (I'm talking to you, Internet) and an employee retirement plan that, by law, must be financed for literally DECADES in advance, it's losing roughly eleven billion dollars a day. There are lots of medical metaphors out there when someone brings up the fate of the Post Office. Something must "stanch the bleeding"; the institution must "stop hemorrhaging money" and more than a "Band Aid solution" is needed. My advice for the government? If you really want to sell it, as some business gurus have suggested, you need to lose the gross talk and, instead, pitch it like you would any real estate...Something more like this.


 [Reuters](#): Package-delivery company FedEx Corp said it will offer voluntary buyout incentives to certain U.S.-based employees to reduce costs. The company said it expects the vast majority of those eligible for these incentives to be staff employees at FedEx Express and FedEx Services.


 [Ekathimerini](#): Greek postal workers are due to meet on Monday to decide whether to take action against the government's decision to privatize the post office.


 [CIOL](#): Here is a good news for the customers of postal services. Now, the money orders will become hassle-free and can be disbursed via an SMS. The trials are completed and the services are expected to be launched soon.

 [Common Dreams](#): A grand delusion has been planted in the minds of Americans, that privately run systems are more efficient and less costly than those in the public sector. Most of the evidence points the other way. Private initiatives generally produce mediocre or substandard results while experiencing the usual travails of unregulated capitalism -- higher prices, limited services, and lower wages for all but a few 'entrepreneurs.'


 [Pittsburgh Post Gazette](#): State Rep. Nick Kotik is pushing for action on a bill that would allow Pennsylvanians to vote by mail if they want to, rather than having to stand in line at a polling place and show voter ID. The Robinson Democrat knows the idea of "postal voting" is a long shot in Pennsylvania, since Republicans don't like the idea and they control both the Legislature and the governor's office. But Mr. Kotik claims the ongoing legal and political wrangling over the state's new voter ID law -- which requires voters to prove who they are with a photo ID every time they vote -- bolsters the argument for giving voters the option of voting by mail rather than having to travel to their designated polling place. "This is the right time to pass this bill," he said. "Voting by mail could end all the massive confusion this law stands to cause."


 [Duluth News Tribune](#): Efforts by Minnesota Diversified Industries to wean itself from its dependence on the U.S. Postal Service, its biggest customer, are finally paying off. The nonprofit that provides jobs to disabled and disadvantaged workers in Grand Rapids and Hibbing still makes plastic mail trays and postal totes for the postal service. And the postal service is still its biggest customer.


 [Truth-Out.org](#): On July 27, 2012, the National Association of Letter Carriers adopted a resolution at their national convention in Minneapolis to investigate the establishment of a postal banking system. The resolution noted that expanding postal services and developing new sources of revenue are important components of any effort to save the public post office and preserve living-wage jobs; that many countries have a long and successful history of postal banking, including Germany, France, Italy, Japan and the United States itself; and that postal banks could serve the nine million people who don't have a bank account and the 21 million who use usurious check cashers, giving low-income people access to a safe banking system.


 [Globe Newswire](#): DHL, the world's leading logistics company, is partnering with Make-A-Wish® to help make wishes come true for Cincinnati area children diagnosed with life-threatening medical conditions. Make-A-Wish® was selected by employees who work at the DHL facility at Cincinnati / Northern Kentucky Airport (CVG).

August 12, 2012


 [Rep Paul Ryan](#): At this point in the 112th Congress, a variety of Committee hearings, have resulted in a number of bills designed to address the financial problems facing the USPS. Representative Darrell Issa, Chairman of the Oversight and Government Reform Committee, which is charged with oversight of the USPS, introduced H.R. 2309, Postal Reform Act of 2011, on June 23, 2011. The bill would create the Postal Service Financial Responsibility and Management Assistance Authority, which would have a broad mandate to restructure the Postal Service and reduce costs in order to bring the institution back to fiscal solvency when the Postal Service goes into default to the Federal government. The Authority will be disbanded once the United States Postal Service (USPS) meets several benchmarks that ensure financial health. The Postal Reform Act of 2011 also empanels a separate body, the Commission on Postal Reorganization (CPR), to review postal infrastructure and recommend closures and consolidations to Congress that will ultimately save the Postal at least \$2 billion a year. If Congress does not reject the CPR's recommendations, they become law. The legislation will also remove several legal hurdles that the USPS currently faces when it comes to reducing costs, including allowing financially unsustainable retail postal facilities to be closed.


 [Whig.com](#): Postal Service expects to save \$1.3 million a year as sorting center is phased out; postal workers dispute projections.

 [LA Times](#): *Editorial*. Few members of Congress want to take away your Saturday mail delivery or close your underused local post office — or at least, not shortly before election day, when such actions might come back to haunt them. That explains a lot about why Congress has cravenly failed to take the necessary action to put the U.S. Postal Service on a path to solvency, instead forcing it to default last week on a required \$5.5-billion payment toward the health benefits of future retirees. The irony is that one of the best and boldest routes Congress could take is also the one that largely absolves it of responsibility: It should let the post office solve more of its own problems.

 [Hellmail](#): New research into the outlook for the UK express parcels industry has been released, which identifies market challenges and offers an insight into the potential for future growth. Business intelligence organisation Apex Insight, whose clients include UPS, FedEx and DHL; has based the research and forecasts on its long experience of working in the sector, current industry trends, customer needs and the impact of macroeconomic factors.

August 11, 2012


 [Postalnews Blog](#): In explaining why he gave up the title of APWU "President Emeritus", Bill Burrus says he did it because some in the APWU leadership were preparing to rescind the honor in retaliation for Burrus's scathing criticism of the contract the APWU negotiated with the postal service. Burrus now calls that contract "the worst contract in the history of collective bargaining".


 [APWU](#): Arbitrator Stephen B. Goldberg ruled on Aug. 1 that employees represented by the APWU who transfer to or are excessed into non-APWU crafts may not carry the protection against layoffs they have earned under the APWU Collective Bargaining Agreement to their new crafts. Career employees in all crafts currently earn lifetime protection against layoffs after six years of "continuous service," but career employees represented by the APWU enjoy protection against layoffs, regardless of their length of service — provided they were on the rolls as of Nov. 21, 2010.


 *From the Federal Register:*


- **Postal Regulatory Commission. Notices.** New Postal Products, 48178-48179 [2012-19709] [[Text](#)] [[PDF](#)]


- **US Postal Service.** *Notices.* Product Changes: Express Mail Negotiated Services Agreement, 48179 [2012-19724] [[Text](#)] [[PDF](#)]
- **US Postal Service.** *Notices.* Product Changes: Priority Mail Negotiated Services Agreement, 48179 [2012-19722] [[Text](#)] [[PDF](#)]

 **Washington Post:** Despite years of study and recommendations, Congress continues to play small ball with the Postal Service. The leading bills in the Senate and the House each push for budget cuts and downsizing, but these are Band-Aids. They do not resolve the underlying problems of the USPS. So what should the government do to turn around the Postal Service?

 **Register Guard:** *Editorial.* Everyone but the U.S. Postal Service should be pleased to learn that the Eugene Water & Electric Board will stop mailing more than a million utility bills a year, and will switch to an online payment system instead. EWEB recently put its "smart meter" plan on hold because of cost and customer resistance, but a "smart bill" system should bring savings without controversy early next year. One reservation: Despite the spread of electronic payment systems, some customers will prefer to receive their bills by mail and pay by writing a paper check. EWEB should be prepared to accommodate these customers indefinitely and without penalty.

 **Bloomberg:** Greece's inter-ministerial committee for privatizations approved the sale of state stakes Elta SA, the country's postal service, Hellenic Vehicle Industry SA. Greece's state assets sales will decide on the sale process for as much as 100 percent the state owns in Elta, which will be transferred to the sales fund at a later stage for government decisions.


 **UPS:** The UPS Board of Directors today declared a regular quarterly dividend of \$0.57 per share on all outstanding Class A and Class B shares. The dividend is payable Sept. 5, 2012, to shareholders of record on Aug. 20, 2012. UPS boosted its dividend by 10 percent earlier this year. The company has paid either stock or cash dividends every year since 1955 and has more than tripled its dividend since it went public at the end of 1999.

 **Post&Parcel:** The US Postal Service is taking on extra help to find new direct mail customers among small and medium-size businesses. Iowa-based telesales outsourcing specialist TMone has said it has been awarded a contract to provide assistance to USPS in expanding the customer base of its simplified direct mail service, Every Door Direct Mail.

 *At the Postal Regulatory Commission:*

- National Trial Balance, [June, 2012](#), (FY2012) Redacted and Statement of Revenue and Expenses, June 2012 (FY2012) Redacted
- MC2012-44 [Request](#) of the USPS to Transfer Outbound Single-Piece First-Class Mail International Packages and Rolls to the Competitive Product List

August 10, 2012

 **FederalNewsRadio:** The United States Postal Service lost \$5.2 billion in the third quarter of this year, bringing its year-to-date tally of red ink to \$11.6 billion for the first nine months of 2012 and prompting officials to worry that a misunderstanding of the reasons behind the Postal Service's losses would cause large mailers to flee from U.S. mail to other forms of advertising, communication and shipping. "Our financial crisis is the result of an inflexible business model. It's causing a crisis of confidence in the postal system," Postmaster General Patrick Donahoe told the USPS Board of Governors Thursday. "We need legislation now that enables us to make the necessary changes in this model. When that's complete, we'll return to profitability."



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


- The Postal Service released its unaudited third quarter financials for Fiscal Year (FY) 2012 which showed a \$5.2 billion net loss, compared to a \$3.1 million net loss for same period last year (SPLY). The Postal Service reassured all stakeholders that it will continue to make payment to all employees and suppliers while delivery to every address every day. It also promised coverage to all current retirees. These reassurances were made during the Postal Service's Board of Governors open session and the media briefing by the Acting Chief Financial Officer and Postmaster General.
- The Postal Service last week, through the Federal Register process, introduced two new programs to assist customers with package and mail tracking. The introduction was done in a notice of modification of existing system of records. The Postal Service said that the revision will become effective without further notice on September 4, 2012 unless comments received on or before that date result in a contrary determination.
- The PRC approves USPS 2012 holiday mobile barcode promo. USPS pulls back on new MTEOR agreements. Sen Collins: 'Congress must act to save US Postal Service.' House passes bill to fire tax-delinquent federal, postal workers. PRC achieves perfect marks in 2012 DOJ FOIA assessment. USPS to conduct rural mail count. Burrus relinquishes 'President Emeritus' title.
- Updates from the Domestic Mail Manual.
- Updates from the U.S. Postal Service.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- Postal Previews


 *At the Postal Regulatory Commission:* Two employees opportunities at the PRC.

- [Assistant Director](#), Accountability Division of the Office of Accountability and Compliance
- [Attorney Advisor](#), Associate

 **PCWorld:** Google has staked some cash on the market for digital signatures on electronic documents with a venture capital investment in DocuSign, the companies announced Tuesday. DocuSign's technology is used by companies for signing digital invoices, business agreements and other official documents in a safe and secure way, according to the company's website. It is currently used by 20 million users who have signed more than 150 million documents and 60,000 new users join the service every day, DocuSign said.

 *From the Federal Register:* **Postal Regulatory Commission - NOTICES:** New Postal Products, 47885-47886 [2012-19663] [[Text](#)] [[PDF](#)]


 **National Association of Letter Carriers:** Today's figures reflect the congressional role in the Postal Service's red ink and the need for Congress to address the damage it has done. The USPS reported that \$3.1 billion of the \$5.2 billion loss resulted from the 2006 congressional mandate that the Postal Service - alone among all agencies and companies - pre-fund future retiree health benefits 75 years into the future. In the first three quarters of this fiscal year, that mandate accounts for \$9.3 billion of the \$11.7 billion in USPS red ink, or 80 percent.


 **Associated Press:** The nearly bankrupt U.S. Postal Service on Thursday reported losses of \$57 million per day in the last quarter and warned it will miss another payment due to the U.S. Treasury, just one week after its first-ever default on a payment for future retiree health benefits. From April to June, losses totaled \$5.2 billion, up \$2.1 billion from the same period last year. Also see: [WSJ](#); [WKBW](#); [NYTimes](#).


 *At the Postal Regulatory Commission:*

- ACR2010 [Order No. 1427](#) - Order on Remand
- MT2011-3 Every Door Direct Mail - Retail FY12, Q3 [Data Collection Report](#)
- Quarterly Service Performance [Reports](#) for FY2012, Quarter 3


August 9, 2012

 USPS sends [letter](#) to Traditional ACS customer introducing new ancillary service options for ACS mailers. These new options will be driven by the Service Type ID (STID) used in the Intelligent Mail barcode. Beginning in 2013, the IM barcode will be required to obtain automation discounts. Traditional ACS mailers are assigned their own series of STIDs.


 **Supply Management:** Unilever has signed a joint business development plan with its vendor DHL Supply Chain to deliver efficiencies and work more closely to remove emissions and waste from the supply chain.

 **Industry Alert:** The *Transitioning to Intelligent Mail* webinar series for August has been rescheduled. We apologize for any inconvenience this may cause. The updated webinar schedule is provided below. Links to the webinars will be posted on RIBBS - - <http://ribbs.usps.gov> - - on Tuesday, August 14, 2012. All webinars are on Thursdays, and each of the three webinars in the series will be offered twice. We hope you will join us for the *Transitioning to Intelligent Mail* webinars on the new dates.


- Webinar 1: *Building the Intelligent Mail barcode - Initial Steps for Mailers*. Thursday, August 16, 2012, and Thursday, September 6, 2012. To help you get ready for the January 2013 retirement of the POSTNET barcode, this webinar will provide an understanding of how you can continue to take advantage of automation pricing. The webinar will cover the steps for migration to the Intelligent Mail barcode. You will learn the building blocks for creating the Intelligent Mail barcode; this includes obtaining a Mailer ID, knowledge on the different Service Type Codes and how to use your mailing needs.
- Webinar 2: *The World of MIDs, CRIDs, and the Business Customer Gateway*. Thursday, August 23, 2012 and Thursday, September 13, 2012. Focus will be on Customer Registration IDs (CRIDs), Mailer IDs (MIDs), and how you can obtain MIDs and CRIDs. You will learn about the multiple ways Mail Owners and Mailing Agents can acquire an MID, when and how it is used in the Intelligent Mail barcode, electronic mailing information and receipt of Full-Service data.
- Webinar 3: *Reaping the Benefits of Intelligent Mail*. Thursday, August 30, 2012 and Thursday, September 20, 2012. Learn how to reap the benefits of Intelligent mail and Full-Service feedback. This webinar will cover Service Type IDs (STIDs) and how they can help you keep your address list up t date, the various Full-Service feedback reports available and where you can find them.

 **News.RuralInfo.Net:** Postal Service intends to conduct a National mail Count in September 2012.


Mailers' Technical Advisory Committee (MTAC) Here is the [presentation](#) given yesterday by the USPS updating the industry on the 2012 fall mailing season. The recording will be available next week.


 **USPS:** The Postal Service ended its third fiscal quarter (April 1 - June 30) with a net loss of \$5.2 billion, compared to a net loss of \$3.1 billion for the same period last year. Contributing significantly to the quarter's \$5.2 billion loss was \$3.1 billion of expense for the legislatively mandated prefunding of retiree health benefits. These expenses along with the continued decline of First-Class Mail volume, more than offset the quarter's 9 percent growth in revenue from Shipping Services and package delivery. Despite continued success in generating new package delivery revenue, improving efficiency and reducing costs, large losses are expected to continue until legislative changes are made in line with the Postal Service Business Plan to return to financial stability. Here is a copy of its [3rd quarter 10Q](#). Here is a copy of its [8-K](#) (including press release and powerpoint presentation).


 **At the Postal Regulatory Commission:** The [PRC](#) achieves perfect marks in 2012 DOJ FOIA assessment.


 **TheAdvertiser:** Rafael LaPorta and three economists at other universities mailed letters to nonexistent businesses in 159 countries - two letters to each country's five biggest cities - and waited a year to see which were sent back to


the college's Tuck School of Business in Hanover. The goal was to use a simple and universal service to explore why other than corruptions, developing countries tend to have poorly performing governments.


 [ChronicleHerald](#): The Federal Court has ordered the Harper government to find a new arbitrator in a lingering dispute between Canada Post and its biggest union.


 [CNNMoney](#): The U.S. Postal Service is grappling with major financial problems. They stem from a mandate to prefund health care retiree benefits as well as a drop-off in customers using the mail. Lost in the hubbub over cash crunches and congressional bailouts is that the services needs to do something to be more relevant in an era when people foresake the mail to send messages and pay bills on computers and mobile devices. Here are 6 new ideas from the Office of Inspector General at the U.S. Postal Service aimed at getting you back to your local post office.

 [Postalnews Blog](#): Former APWU President Bill Burrus has been sharply critical of the current union leadership, most recently earlier this week when he noted that the APWU currently has "more elected officers than the top seven labor unions combined". Today he went a step further, advising the union that he was relinquishing the title of "President Emeritus" which had been bestowed on him two years ago.

 [Seeking Alpha](#): The domestic small package shipping market requires extremely extensive use of the network effect, and there's no way to even begin to compete without enormous capital expenditures and time. Currently, UPS and FedEx have dominant control over this market, with the United States Postal Service being the only other real competitor. Several years ago, Deutsche Post acquired both DHL Express and Airborne Express in an attempt to compete in the U.S. domestic shipping market, but after billions of dollars in losses, they had to pull out. Even a sustained attempt by a large international competitor couldn't penetrate the market with any hope of a good return on investment.


 [Stockhouse](#): Infosys, a global leader in consulting and technology, today announced that it has been selected by the Department of Post, Ministry of Communications and Information Technology, Government of India for a mission critical program that will enhance India Post's financial services across 150,000 post offices in the country. This is part of the 'India Post 2012' modernization program that aims at bringing transparency, agility, flexibility and scalability to India Post's operations.


 [Scoop](#): New Zealand Post, the state-owned postal service, sold its software support subsidiary in its latest move towards a slimmer operation as it deals with dwindling demand for its primary business. The state-owned enterprise sold the Electronic Commerce Network to Australian-based business support firm B2BE for an undisclosed sum, effective yesterday, it said in a statement. The sale is the latest in NZ Post's growing focus on its postal, financial and digital services, and is part of a new strategy that's seen the SOE shut its Transend division last year, and exiting its underperforming line haul business in its Australian Parcel Direct Group.


 [Bloomberg Businessweek](#): Just how long the U.S. Postal Service can survive without Congress passing a bill to let it make fundamental changes may become more clear today when the agency reports its 11th consecutive quarterly loss. Management will update the board on when the service may temporarily run out of cash before rebounding during the Christmas holiday season. The service has said its cash would touch zero in October, a forecast that assumed it wouldn't make \$11.6 billion in required payments to the U.S. Treasury for future retirees' health-care costs.


 [From the Federal Register](#): **Postal Service NOTICES** Meetings; Sunshine Act , 47681 [2012-19721][[TEXT](#)] [[PDF](#)]


August 8, 2012


 [Multichannel Merchant](#): As we reported last month, same-day delivery appears to be the next step for ecommerce giant Amazon.com. According to published reports, Amazon is now offering a same-day delivery service, as is ecommerce rival eBay.


 **Advertising Age:** Reader's Digest Association said revenue in the second quarter totaled \$84.5 million, down 22.5% from the quarter a year earlier as a result of a shrinking portfolio, declining subscription renewals, lower books sales and a decline in advertising in Canada.


 **DMM Advisory: USPS Holiday Mobile Shopping Promotion.** On August 7, 2012, **the Postal Regulatory Commission (PRC) approved the USPS™ 2012 Holiday Mobile Shopping Promotion**, which is scheduled to run from November 7 to November 21, 2012, with registration beginning September 15. The holiday promotion is designed to spur mobile purchasing by putting mobile-optimized promotional offers, coupons and catalogs into customers' hands in time for "Black Friday/Cyber Monday" shopping sprees. The Holiday Mobile Shopping Promotion will provide business mailers with an upfront 2 percent postage discount on Standard Mail® and First-Class Mail® letters, flats and cards (presort and automation) that include a mobile barcode or print/mobile technology that can be read or scanned by a mobile device. The technology must lead the recipient to a mobile-optimized shopping website that allows him or her to purchase an advertised product on the mobile device (the sale of services does not qualify). Mailers may also qualify for an additional 1 percent rebate on the postage of their qualifying mailings if a portion of their orders are fulfilled via Priority Mail® between November 9 and December 31, 2012. The [Holiday Mobile Shopping Promotion Program Requirements](#) describe the rules in further detail and can be downloaded from RIBBS at: <https://ribbs.usps.gov/index.cfm?page=mobilebarcode>. Contact mobilebarcode@usps.gov with any further questions about this program.


 **The Toronto Star:** A Federal Court judge has turfed the government's postal dispute arbitrator, saying his background as a past Canada Post pay equity prosecutor and Conservative Party candidate lends a perception of bias. Justice Danièle Tremblay-Lamer agreed with the Canadian Union of Postal Workers that Guy Dufort should step aside so that the resolution of the labour dispute would be seen as untainted. Labour Minister Lisa Raitt appointed Dufort in June to reach a settlement between the union and Canada Post.


 **Post & Parcel:** The US Postal Service has officially laid out how its network of thousands of rural post offices will look by 2014, as it acts to reduce operating hours in order to cut costs. The Postal Service published a Final Rule in the Federal Register yesterday that provided definitions for as many as 13,000 new-style post offices. These will include central "administrative post offices" (APOs) that will oversee clusters of part-time "remotely-managed post offices" (RMPOs) around them. RMPOs would have operating windows reduced to two, four or six hours per day. In areas where the APO-RMPO cluster model is not feasible, there will also be stand-alone "part-time post offices" that will have hours reduced to around six hours a day, but will not report to an APO, but to a USPS district office. The Final Rule also states that the new-style rural post offices can be run by USPS employees who are not postmasters, if they are reporting to a postmaster.


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


 Deutsche Post's business is doing so well that the company increased its earnings forecast for 2012.


 An almost stagnating business and considerable problems concerning the restructuring of its domestic operations spoiled PostNL's second quarter.


 Russia Post increased its turnover in the second quarter 2012. Last week the company disclosed a 9% rise in sales to 815,7m euros.

 Zbigniew Jagiello, CEO of Poland's postal bank (Bank Pocztowy SA) put an end to the ongoing takeover rumours of the past months. In the course of a press conference on Monday this week he said that he expects the government to accept PKO Bank Polski's offer to acquire the remaining shares.

 The French letter market saw a downward trend in 2011 too. The regulatory authority's annual report proves that addressed mail volume fell by 3.2% to 14.3bn letters.


 The trade and industry secretaries from Hessen, Bavaria, Saxony and Lower Saxony called for a new postal law.


 Spain's express market is apparently heavily affected by the weak economic situation.


 Australian Toll Group plans to allow parcel recipients to pick up their parcels at newsagents.




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.)*


 [SoundCloud](#): NALC President Fredric Rolando was a guest, alongside Rep. Dennis Ross (R-FL), on the "Laura Ingraham Show" on Monday, August 6, 2012, for a discussion about the real reasons behind the Postal Service's financial problems.


 [AllAfrica.com](#): The Ministry of Posts and Telecommunications plans to undertake a series of innovations including the introduction of new technologies such as the introduction of internet services, mail insurance, tracing, fiber optic etc to enhance its works in the Country. *[EdNote: Meanwhile...here in the United States....Well, we're still whistlin' Dixie.]*


 [PRWeb](#): PostScan Mail uses the power of the Internet to give subscribers the ability to manage every item of their postal mail through an easy-to-use online interface. The advanced PostScan Mail system provides each subscriber with a unique U.S. street address for receiving postal mail. When letters or packages arrive at this address, PostScan Mail staff scans the front of an envelope or a package's address label and sends an e-mail alert to the stated recipient. Recipients can then review the scanned image remotely, online, and decide what should be done with the item within their online mailbox. They may choose to save it, have it forwarded to another address, or scrap it entirely.


 [Los Angeles Times](#) The U.S. mail hasn't come close to outliving its usefulness. The day may come when all mail can be delivered electronically, but as long as we're still getting 168 billion pieces of mail a year, we're not there yet. Not even close.


August 7, 2012


 [At the Postal Regulatory Commission](#): The PRC has approved the USPS' QR promo for this fall mailing season. http://www.prc.gov/docs/84/84815/Order_NO_1424.pdf The Mobile Shopping Promotion includes an upfront 2-percent discount on qualifying mailpieces. It is scheduled to take effect at 12:01 a.m. on November 7, 2012 and expires at 11:59 p.m. on November 21, 2012.


 [PrintCAN](#): Jacques Côté, the Group President of Canada Post's sprawling physical mail division, will deliver one of the keynote presentations at Postal World this year. Postal World is a special market focus of Print World, Nov. 17-19 at the Direct Energy Centre in downtown Toronto. With a significant proportion of all printed material in Canada being processed in some way by Canada Post, the crown corporation has a huge impact on the print, direct mail, transaction and publishing industries.


 [Post & Parcel](#): TNT Post UK has won another public sector mail contract on the back of Royal Mail's latest round of postal rate increases. PRO-CURE, a service agency for the National Health Service in four southern English counties has just signed a two-year deal for the private sector mail company to provide its postal collections. The contract covers the agency along with its two partners in the NHS Commercial Alliance – NHS Commercial Solutions and the East of England collaborative Procurement. The organisations say the TNT Post UK deal will eliminate the need for franking machines and mean GBP 300,000 in postal savings compared to Royal Mail for the 19 trusts already involved.

 [Los Angeles Times](#): Few members of Congress want to take away your Saturday mail delivery or close your underused local post office — or at least, not shortly before election day, when such actions might come back to haunt them. That explains a lot about why Congress has cravenly failed to take the necessary action to put the U.S. Postal Service on a path to solvency, instead forcing it to default last week on a required \$5.5-billion payment toward the health benefits of future retirees. The irony is that one of the best and boldest routes Congress could take is also the one that largely absolves it of responsibility: It should let the post office solve more of its own problems. *[EdNote: Maybe it's time to look more closely at the "[World Turned Upside Down](#)" business model discussed at [PostalVision 2020](#).]*

 [Canada NewsWire](#): Landmark Global has expanded its international delivery solution to all countries around the globe. This new service offering extends Landmark Global's reach internationally while maintaining important benefits such as track and trace of parcels, pre-paid customs clearance and returns logistics. The delivery commitment utilizes a blend of international postal and courier partners along with carefully selected regional (in-country) partners whose strengths and infrastructure meet Landmark Global's service criteria.

 [Yahoo! Finance](#): Amazon.com Inc. AMZN -0.42% is doubling down to combat a problem that has long bedeviled online retailers: failed package delivery. The Web giant has quietly installed large metal cabinets—or Amazon Lockers—in grocery, convenience and drugstore outlets that function like virtual doormen, accepting packages for customers for a later pickup. Amazon began putting lockers in Seattle, New York state and near Washington, D.C., about a year ago. And the company is now ramping up the service. In the past few weeks, Amazon has opened its first lockers sites in the San Francisco Bay area. By adding the lockers, Amazon is addressing the concerns of some urban apartment dwellers who fear they'll miss a delivery or have their items stolen from their doorstep. Amazon is also taking on some of its rivals who are shipping to appointed sites, such as other retailers or United Parcel Service Inc. stores.

 [Fox Business](#): PostNL NV said Monday that it could sell or transfer its stake in TNT Express NV if United Parcel Service Inc. (UPS) hasn't declared its offer for the Dutch package delivery firm unconditional by Sept. 19, but added that it doesn't deem such a sale or transfer opportune at the moment.

 [Wall Street Journal](#): United Parcel Service Inc.'s (UPS) planned acquisition of TNT Express NV is on track to win approval from European regulators in the fourth quarter, executives of both companies contend.


 [National Association of Major Mail Users](#):

- **2012 CANADA POST ANNUAL PUBLIC MEETING.** Canada Post will hold its seventh Annual Public Meeting on August 21 in Ottawa, Ontario. In Ottawa, the public meeting will be held at Canada Post's Head Office Conference Centre. If you are not able to attend in person, a webcast will also take place. [Register to attend the APM in Ottawa Register for the webcast](#). Mr. Marc Courtois, Chairman of the Board of Directors, Mr. Deepak Chopra, President and Chief Executive Officer and Mr. Wayne Cheeseman, Chief Financial Officer, will present at this meeting. The forum provides an opportunity to learn more about Canada Post's current and future plans, to receive the latest financial results and to speak directly to senior leaders of the company about present and future policies and direction. Webcast participants also have the opportunity to ask questions to Canada Post's senior leaders by submitting questions online. Learn more: <http://www.canadapost.ca/cpo/mc/aboutus/news/announcements/publicmeeting.jsf?LOCALE=en>
- **RATE CASE 2013: Opportunities and Challenges.** No one likes price increases but there are actually great changes in specs for some mailers with this 2013 package. Join Toronto Chapter Director, Craig Porter, for this workshop and a comprehensive review of what's in store for January 2013. Note: You can communicate your questions in advance of the session to ensure adequate time is available for discussion: torchaptr@nammu.ca Energize at the Networking Breakfast, join your colleagues for these value-packed presentations, and table your questions, issues and concerns. Please complete the linked Registration Form by September 5 and FAX to:416-977-4513 [Click here for the Registration Form](#). Please complete and FAX to: 416-977-4513





[From the Federal Register](#): **Postal Service RULES** Post Office Organization and Administration:


Establishment, Classification, and Discontinuance , 46950-46952 [2012-19201][[TEXT](#)] [[PDF](#)]

 **Dead Tree Edition:** Congressional Republicans seem intent on letting the U.S. Postal Service run out of cash, but even the pundits can't figure out exactly why. The GOP-controlled House left for summer recess last week after failing to vote on two postal-reform bills that have been languishing for months -- a bipartisan Senate measure and a more conservative alternative developed by a Republican-controlled House committee. Republican leaders in the House refused to say why they have failed to bring either bill up for votes.


August 6, 2012

 **Poynter:** Like many in my family, I grew up in the newspaper business and with a passion for the civic mission of reporting and publishing the news. I saw how important the role of journalism, accurate and aggressive, can be in our public life. But for quite a while now, and especially in the past four years, it's been more and more apparent that the economic model that supported our journalism for so many decades was no longer sustainable and that, as a result, the role we played in civic life was in jeopardy. *[EdNote: Could the same be said of the Postal Service?]*

 **The Moscow Times:** The rhythms of the world have changed somewhat, and today's digital romances are available anywhere, anytime and for less than the price of a postage stamp. But what is good for ordinary citizens is not necessarily good for the old postal monopolies. Across the developed world, mail volumes have fallen steadily as people find all kinds of ways to communicate online. Even the primacy of physical legal documents is under threat with electronic documents and signatures actively promoted in many countries. E-commerce has boosted parcel deliveries, but these are frequently picked up by express companies like DHL and UPS, which are far more nimble, customer-oriented and technologically advanced than the lumbering government mail services. The United States is considering ending daily collections and next-day delivery at the U.S. Postal Service, once the world's most efficient. In Britain, large numbers of post offices have been closed, and thousands have been made redundant. Privatization is an option, [and] the...benefits of being a state monopoly are decreasing.

 **DMM Advisory: August 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. Today we updated our mailing standards to include the following changes:

- **New Options for Clean Release Cards on Letters.** We revised [201.3.0](#) to provide mailers with a new option for affixing two clean release cards to the nonaddress side of letters and to expand the vertical clearance for an affixed card on the address side. We published this information in the June 28, 2012, Postal Bulletin.
- **New Option for Mailing Discs in Automation Letter Envelopes.** We revised [201.3.0](#) to allow a window envelope to contain a disc under certain circumstances. We published this information in the July 12, 2012, Postal Bulletin.
- **Certificate of Bulk Mailing for Permit Imprint Mailings.** We revised [503.5.0](#) to allow mailers paying postage by permit imprint to report identical weight pieces on PS Form 3606, Certificate of Bulk Mailing. We published this information in the July 12, 2012, Postal Bulletin.
- **Clarification of Preparation Standards for Pallets of Parcel Select Lightweight Pieces.** We revised [705.8.10.3](#) and [705.8.10.8](#) to clarify standards for the palletization of mailings of Parcel Select Lightweight (PSLW) pieces. We published this information in the June 28, 2012, Postal Bulletin.
- **Bulk Proof of Delivery.** We revised [503](#) in various sections to provide standards for Bulk Proof of Delivery. We published this information in the July 26, 2012, Postal Bulletin.
- **Alternative Marking Options for Parcels Containing Hazardous Materials.** We revised [601.10.8](#) to incorporate revisions made in response to the Department of Transportation (DOT), Pipeline and Hazardous Materials Safety Administration (PHMSA) changes to 49CFR. We published this information in the July 12, 2012, Postal Bulletin.

 **Wall Street Journal:** Scratching their collective heads a few years ago for a way to measure and explain why some governments are more efficient than others, four economists came up with an unusual idea: Between

December 2010 and February 2011, they mailed letters to nonexistent business addresses in 159 countries — two letters to each country's five largest cities. All the letters addressed to 21 of the 159 countries were returned to sender, including those to "the usual suspects of efficient government" such as Canada, Norway, Germany and Japan but also from Uruguay, Barbados and Algeria. Only four countries returned the letters within 90 days: the U.S., El Salvador, Czech Republic and Luxembourg. None of the letters were returned from 16 countries, most of them in Africa but also Tajikistan, Cambodia and Russia. Among their conclusions: Governments in developing countries are lousy because they're plagued by the same inefficiencies they infect the private sector in their economies as opposed to corruption or some other explanation. "Not all bad government is caused by politics," they argue.



The U.S. Postal Service Office of Inspector General invites you to comment on the following: This week's "Pushing the Envelope" blog topic: **Is the Brand Suffering?** The U.S. Postal Service has been named the most trusted government agency for six straight years. Its brand signifies service, trust, and security. However, bad news over the past few years about the Postal Service's financial situation, downsizing and potential cuts has unsettled stakeholders. What are your views of the organization? Do you think the brand is suffering? Share your thoughts on our [blog](#). New audit projects have been started on the external website.


- [Washington Network Distribution Center – Postal Vehicle Service Operation – 12XG008NL002](#). The U.S. Postal Service Office of Inspector General (OIG) plans to audit Postal Vehicle Service (PVS) operations at Network Distribution Centers (NDCs). This self-initiated audit addresses operational risk. This will be a nationwide audit.
- [Overtime Usage II – 12YG040HR000](#). Postal Service's overtime is a premium paid to eligible employees for work performed after 8 paid hours in any one-service day or 40 paid hours in any one-service week. The overtime rate is one and one-half times the basic hourly rate. Our objective is to assess the reasons for the significant increases in overtime usage. We plan to interview managers and supervisors to determine the situation that created the need for overtime, the process in place for approving overtime, and actions that can be implemented to reduce overtime usage. We also plan to interview district finance managers to determine controls/reports used to track overtime usage. What controls should management implement to reduce overtime usage?

[Wall Street Journal](#): The Obama administration projected last month that the economy would grow at a healthy 2.6% clip in 2012, a much more optimistic forecast than just about anyone else is willing to offer. That is probably because by many estimates it is highly unlikely. The Federal Reserve, for example, has pegged economic growth somewhere between an annual rate of 1.9% and 2.4% for the same period.


[The Motley Fool](#): With the Postal Service just missing a \$5.5 billion payment for employee benefits and reducing hours at 13,000 rural facilities across the United States with more office shutdowns inevitable, private sector competitors such as FedEd, C.H. Robinson Worldwide, Wal-Mart, Western Union and United Parcel Service look very appealing as long term investments. While slowing global growth is weighing on each, the future will have the share prices heading much higher for a variety of factors.


[Huffington Post](#): While the loss of a child is difficult for any parent, a Missouri man's heartbreak was recently doubled when his murdered son's remains were lost by the U.S. Postal Service. "They don't know where my son is," Randy Lindsay told The Huffington Post on Friday. On July 25, the U.S. Postal Service notified Lindsay that it had found the address label that belonged on the package containing his son's remains, but not the box containing them.


[NJ.com](#): It's classic 'Nero fiddling while Rome burns' in Congress: Voting to name post office buildings while letting the US Postal Service fail. You can't make this stuff up. US House Bill 2896, sponsored by Rep. Rodney Frelinghuysen (R-NJ), among others, to designate the facility of the United States Postal Service located at 369 Martin Luther King Jr. Drive in Jersey City, New Jersey, as the Judge Shirley A. Tolentino Post Office Building moves along while the House of Representatives refuses to take action on saving the United States Postal Service. It's a national disgrace. The Senate passed a bipartisan postal reform bill--three months ago--to preserve the Postal Service and the critical economic activity it supports. The House failed to act. And, now, its members have gone home.

 [Pittsburgh Post-Gazette](#): The postal service needs to become leaner and more efficient, but through a systematic approach. Lawmakers need to revisit their unrealistic bankrolling of health-benefit payments, and they must let the postal service find ways to adjust to market forces, whether through more consolidated delivery or an expansion of nontraditional services.


 [4-Traders](#): -Powszechna Kasa Oszczednosci Bank Polski SA (PKO.WA), Poland's No. 1 bank by assets, expects the country's government-owned postal service company to accept its offer to buy out the postal service's stake in Bank Pocztowy SA, Chief Executive Zbigniew Jagiello said Monday. PKO BP already holds a 25% stake in Bank Pocztowy.

 [Constitution Daily](#): Rand Paul, the Libertarian senator from Kentucky, told the conservative website Newsmax that a bankruptcy filing was certainly in the Postal Service's future. Paul says the USPS, as a private or public institution, needs to contain union costs, and only a bankruptcy filing would let the Post Office cut expenses related to its unionized employees.


 [Expatica](#): Postal delivery group PostNL on Monday announced a fall in turnover in the first half of 0.2% to €1.1bn and net profit of €16m. The company is under pressure from extra costs and the delay in its reorganisation. That reorganisation cost PostNL €m in the first quarter. Following its split in 2011 from its express delivery arm TNT Express, the company also spent €m on rebranding vehicles, uniforms and equipment. See also [Reuters](#).


 [Washington Post](#): Robert M. Groves was a transitional figure at the Census Bureau, which he headed for three years. He presided over the 2010 Census, probably the last one to rely on paper questionnaires mailed through the U.S. Postal Service. Groves is warning that the agency's methods of collecting statistics are unsustainable. Cost is a big reason. Groves says the United States will have to start making greater use of statistics already collected by private industry, as well as government.


 *[Alternative Business Models for Our Nation's Postal System: Getting Out of Your Box and Expanding Your Mind](#) : [A Windowbook Webinar](#).*


 [Transport Intelligence](#): Deutsche Post DHL's half-yearly results illustrate both the immediate past and the probable near future for the global logistics market. Most attention was given to the buoyant performance of the Express Division, where revenue increased by 10.3%, whilst earnings before interest and tax (EBIT) jumped 31%. DHL Express is probably working its assets better than it has done previously and this is showing in terms of profits. The performance of the Express division is in stark contrast to the DHL Forwarding division. The DHL Supply Chain (contract logistics) business is different again and reported a mixed performance. Key indicators such as freight forwarding volumes have been persistently pessimistic for at least two quarters now, giving a clear message about the state of global trade.


August 5, 2012


 [Detroit Free Press](#): Lawmakers headed home Thursday for a five-week break with a lengthy list of unfinished business and little to show for the last year and a half except a lot of dissatisfaction: Nearly 80% of Americans are unhappy with them. The GOP-controlled House and Democratic-led Senate have set record lows for production and record highs for dysfunction.


 [The Hill](#): House Republicans acknowledge that postal reform could be a tough vote for some of their members, with the issue not breaking down as cleanly along ideological lines as subjects such as the Bush-era tax rates the House voted on just before leaving for recess. But sponsors of the House GOP postal bill suggest another factor at play as well: Lawmakers don't know exactly when the Postal Service might hit a doomsday date when they wouldn't be able to deliver the mail. Speaker John Boehner (R-Ohio) suggested, in his last news conference before Congress broke for August, that the House had delayed dealing with postal reform because USPS was able to keep its head above water.


 [The Columbian](#): Today's restrictions on franking keep members of Congress from sending mass mail pieces to constituents 60 days before a primary or general election for senators and 90 days before a primary or general election for House members. At the state level, the law cracks down on the amount of information that can be mailed out in the year leading up to an election. The franked mail sent by members of Congress must meet some standards in appearance and content. For example, if a photograph of a lawmaker is on the mailer, it can't be too large. The frank is intended for sending information about official business, so campaign information is not allowed.


 [Yuma Sun](#): Why is the U.S. Postal Service in so much trouble? Just look in the mirror. But the problem is not just those of us who have stopped using mail as often. The real problem is members of Congress whom we have elected.

 [Staten Island Advance](#): The USPS is on the way to bankruptcy, which could bring chaos to its traditional role in the quick and reliable delivery of the mail throughout America. To prevent this, Congress should do the right thing and establish the sensible reforms needed to put mail delivery on a sound basis.


 [ABCNews](#): According to data released by the Pew Research Center, 69 percent of those who text say they get unwanted spam or text messages. Additionally, 25 percent of those admit to getting spam texts once a week.


 [The Citizen](#): Around three-quarters of the world's inhabitants now have access to a mobile phone and the mobile communications story is moving to a new level, which is not so much about the phone but how it is used, a new report has said.

 [Bloomberg Businessweek](#): The fight for consumers' eyes—and wallets—is only getting fiercer. Recently, New York City's Metropolitan Transit Authority announced it would begin selling ad space on the front of subway fare cards to offset rising costs. Starting this October, for as little as \$350,000, companies get creative control over everything but the magnetic stripe on 1 million cards—not such a bad deal, considering those cards will be in the hands of 8.5 million daily subway riders. But with the enormous number of promotions, commercials, and sponsorships consumers are subjected to (as many as 5,000 per day, according to estimates from the Association of National Advertisers), it's hard to say whether people will notice one more. As advertisers figure out more and more creative (and desperate) ways to get people's attention, no surface—not even our own skin—remains sacred.


 [Times Herald-Record](#): The simplest idea would be to relax or end the universal service obligation. In other words, let the Postal Service close down unprofitable post offices and charge hard-to-reach customers more for their mail delivery. But a very modest USPS move to shut down rural post offices led to massive congressional backlash earlier this year. And the point is: If we're committed to universal service, then we need to get the Postal Service extra money. If we're not, then we may as well privatize the whole operation. Privatization — also practiced successfully in many European countries — could make a lot of sense. If it happened, rural communities would need to pay more for mail, accept diminished service or subsidize postal services out of their own budget. Big cities have unique public service needs — large police departments, for example — that they're expected to pay for on their own. Why should rural Americans be insured against their choice of places to live?


August 4, 2012


 [Engadget](#): E Ink® Holdings, "E Ink" (8069.TW), the global leader in electronic paper and LCD technologies, today announced that it has signed a definitive agreement to buy shares of SiPix Technology, Inc. (STI) and its wholly owned subsidiary SiPix Imaging, Inc. (SII), the maker of electronic paper displays. Established in 1999, SiPix, based in California and Taiwan, makes micro-cup technology based electrophoretic displays. The combined company will offer a vast portfolio of ePaper products that will allow it to expand its existing markets and diversify into newer applications. E Ink's ePaper offers the best digital reading experience. It is easier on the eyes, consumes a fraction of the power compared to traditional displays. It is readable in sunlight, lightweight, rugged and field proven with over 50 million ePaper displays being used worldwide.


 [PostalReporter News Blog](#): Michael McCree, 60, and his wife Debra Fields, 58, both of Vacaville, were charged today in two separate indictments for fraud, United States Attorney Benjamin B. Wagner announced. McCree was charged with 18 counts of making false statements in order to receive Workers' Compensation and other

compensations and reimbursements. According to the indictment, McCree worked for the U.S. Post Office for six months in 1988 and 1989 before filing a workers' compensation claim for an alleged back injury. Since 1989, the Department of Labor has been paying McCree monthly wage loss compensation and reimbursements for medical-related travel. From January 2007 through June 2012, McCree received more than \$120,000 in reimbursements for travel, but according to court documents, he did not travel to the location listed and did not receive medical treatment.

 [PC World](#): Just when Zuckerberg et al thought it couldn't get any worse, it gets worse. Now it seems that Facebook is riddled with fake profiles -- some 83 million of them, according to its own estimates. In an SEC filing this week, the social network admitted that 8.7 percent of its 955 million active members are using duplicate or false accounts. Of those, about half are simply duplicate accounts for legit Facebook members, the company says. Another third or so are personal accounts for businesses, organizations, or pets that really should be Facebook Pages. What's left are the problem children: the 15 million or so bot accounts that are used for spamming, malware distribution, and click fraud. *[EdNote: Just when you thought your business could leave the mail for the advertising adventure with Facebook.]*


 [Times of Oman](#): Oman Post is in the process of overhauling its services. In a bid to provide world class services to its customers, it is not only studying the possibilities of introducing new services but has already started the process of implementing them, said a top official of the postal company. To be in line with some of the services that professional courier companies offer, it has included a host of new services including providing SMS updates and tracking services through its website. Plans are also afoot to introduce door to door courier services and a call centre network soon.


 [St. John Valley Times](#): *Sen. Susan Collins* -- Recently, the U.S. Postal Service (USPS) defaulted on a payment that it is required to make into a fund that supports health care benefits for postal retirees. This raises concerns about whether or not USPS will break the promise it made to its current workers about their future benefits. Big changes are needed to save the Postal Service, but we cannot move forward without action by the House of Representatives. Failure to act is irresponsible. Without legislation, the universal mail service that drives a trillion dollar mail industry and supports more than eight million jobs will be in jeopardy.


 [New York Times](#): All the members are off on a five-week recess, after which they'll return for a few days, then go away again, then hobble back as lame ducks. This is going to do terrible things to the Congressional approval rating, which had climbed all the way up to 17 percent at one point this year. Now it's sunk to BP oil spill level, and it's only a matter of time before we're back to the point where poll respondents say they have a more favorable attitude toward "the U.S. becoming communist."


 [From the Federal Register: Postal Regulatory Commission NOTICES](#) Public Inquiry on International Mail Proposals, 46772-46773 [2012-19131][[TEXT](#)] [[PDF](#)]

August 3, 2012

 [American Postal Workers Union](#): The House of Representatives passed a bill on July 31 that could cost federal and postal workers their jobs if they are behind in paying their federal taxes. The Federal Employee Tax Accountability Act (H.R. 828), introduced by Rep. Jason Chaffetz (R-UT) and approved by the chamber by a vote of 263 to 114, stipulates that "persons having seriously delinquent tax debts shall be ineligible for Federal employment." The bill defines "seriously delinquent" as debt for which a lien notice has been filed in public records.

 [Direct Marketing News](#): The World Wide Web Consortium (W3C) Tracking Protection Working Group, a consortium of companies and individuals that drafts guidelines for marketing on the Web, has been in talks about "Do Not Track" (DNT), but little, so far, has been resolved. Congress will likely follow the W3C's lead on DNT, he says. W3C hopes to resolve DNT by the end of the year, but if it can't come to a conclusion, Olsen says, it's unlikely Congress will either.

 **Post & Parcel:** A weak economic situation and declining mail volumes have meant that no significant rivals have emerged for La Poste since the French letters market opened fully to competition at the beginning of 2011. That is the view from the French communications regulator ARCEP, as it published its annual report for the 2011 year. The French monopoly on letters 50g and below ended in January 2011, but by the end of 2011 no authorized service provider was able to capture a significant share of the market for itself, said ARCEP. La Poste continues to hold a "virtual monopoly" on delivering mail items across the country, the regulators said.


 **Women's Wear Daily:** Citing a decline in newsstand sales and a renewed focus to reach its millennial readers on the Web, CondéNast's Brides magazine is cutting its print frequency, moving from a monthly to an every-other-month publishing schedule starting in January.


Mailers' Technical Advisory Committee (MTAC)


Get ready for the 2012 Fall Mailing Season! The Postal Service is hosting a webinar on Wednesday, August 8, 2012, to give you the latest information about Fall Mailing Season Readiness, including Flats Sequencing System (FSS) operational improvements and Mail Transport Equipment (MTE) updates. This webinar is intended to provide insight into our planning activities, and assure the mailing industry that the Postal Service is prepared to handle peak volume loads. Instructions for participating in the webinar appear below. Although space is limited, please feel free to share this information with others in the industry who may be interested. We hope to have enough phone lines to accommodate all callers, but those you are not able to join for that reason or due to scheduling conflicts will be able to access the recorded webinar presentation when it is posted to the RIBBS website and the "Information for Mailers" page on about.usps.com, where it will be available to the public. A message will be sent to MTAC and industry when the presentation is posted and available online. **Topic: Fall Mailing Season Readiness (UAXTMMFE) ; Date and Time: August 8, 2012 1:00-2:00pm, Eastern Daylight Time (New York) ; Event number: 995 630 140**


DMM Advisory: IMb™ Services Update


- **Maintenance and Possible Outages** — RIBBS® and the Electronic Product Fulfillment (EPF) application will undergo routine maintenance on Tuesday, August 7, 2012, from midnight to 6 a.m. CDT. During this time, there may be brief interruptions in service. For inquiries, contact the RIBBS Helpdesk (RIBBS@usps.gov or 1-800 238-3150).
- **Reminder: PostalOne!® Outage** — An Oracle® database upgrade for PostalOne!® Production and the Test Environment for Mailers (TEM) will be completed during an extended maintenance window from 6 p.m. Saturday, August 4, 2012, through noon CDT Sunday, August 5, 2012. During this outage, PostalOne!, Mail.dat® and Mail.XML® will be unavailable, including FAST® and eDOC Web Services.
- **Reminder: FAST Deployment** — FAST Oracle 11 upgrade will be deployed to the Production environment effective Sunday, August 5, 2012. The FAST Online Application and Web Services messaging will not be available during the 2 a.m. to 8 a.m. CDT deployment window on Sunday, August 5, 2012. All FAST Web Services messages received during this time will be queued and processed after deployment is completed. For questions or requests for additional information, contact the FAST Help Desk (FAST@usps.gov or 1-877-569-6614).


 **Minyanville:** Lost in the scrum of competing opinions over the future of the United States Postal Service is one very important fact: FedEx (FDX) and UPS (UPS) both want the post office to survive.


 **Proformative:** The latest default on a payment by the United States Postal Service has renewed discussion of privatizing the independent government agency.


 **Lexology:** The Competition Authority has confirmed its 2009 decision that former government postal service monopolist PostNL did not abuse its position on the Dutch postal service market. Competitor Sandd had complained to the authority that PostNL had engaged in predatory pricing practices by giving its subsidiary Netwerk VSP 'free' use of its network.


 [BGR](#): During its first quarterly earnings report as a public company last week, Facebook (FB) revealed that it had 955 million monthly active users and 543 million monthly active mobile users. The social networking giant estimates that 8.7%, or 83.09 million, accounts are fake, however, an increase from 50 million accounts in March. Facebook revealed that duplicate accounts amounted for another 4.8%, user-misclassified accounts represented 2.4%, and 1.5% were undesirable accounts, CNET reported. More concerning still, the company revealed in its 10-Q filing that nearly 20%, or 102 million users, accessed the social network solely from their mobile devices during the month of June. Facebook has not yet found a way to monetize mobile usage, and the company's stock has declined sharply as a result. *[EdNote: It's better to stick with mail. The ONLY medium that really "delivers."]*


 [The Financial](#): The growth trend at Deutsche Post DHL, the world's leading postal and logistics group, remained firmly in place during the second quarter of 2012. At EUR 13.7 billion, revenues generated between April and June rose 7.3 percent above the previous year's level. Supported by favorable exchange rate effects this increase exceeded the growth rate produced in the first quarter of the year. The positive development was largely due to the performance of the DHL divisions which continue to benefit from their exceptional market position in the rapidly growing regions of the world – particularly in Asia. In addition, the company's parcel business generated double-digit growth in volume and revenues, making a significant contribution to the Group's strong performance. While the company also made further strides in its drive to improve profitability, a one-time subsequent VAT payment negatively impacted earnings in the MAIL division in the second quarter. On the other hand, overall positive one-time effects at DHL further bolstered the operational improvements in the Group's logistics division. As a result of these developments, the company has made an upward adjustment to its earnings guidance for the current fiscal year and now expects to generate Group EBIT of between EUR 2.6 billion and EUR 2.7 billion.


 [Norwich Bulletin](#): The U.S. Postal Service will lose \$25 million today, another \$25 million tomorrow and \$25 million more every day after that until Congress acts. Resolving this crisis is not a political issue, yet the partisan atmosphere that exists in Washington is so thick that even the simplest problem becomes too difficult to deal with, and doing nothing is too often the easier way out for legislators.

 [The China Post](#): The two leaders from DPDHL and Chunghwa Post, the two postal service providers in Germany and Taiwan, discussed some of the possible areas where they may cooperate in the future.

 [Marietta Times](#): Receiving mail in a box conveniently located near the front door of your house could soon become a thing of the past, according to a provision in the Issa-Ross Postal Reform Act.

 [Heritage Foundation](#): Several potential alternatives for the USPS's future remain to be played out. Strictly in the rhetorical sense, the USPS could fail completely, leading to the shuttering of post office doors everywhere. An alternative is that taxpayers could wind up subsidizing its existence and pre-funded benefit obligations to the tune of \$15 billion to \$20 billion a year. Today's default suddenly pales in comparison to those massive sums and, potentially, future bailouts. Or Congress could allow the USPS to change its business model and innovate, giving it a fighting chance of surviving in an economy and technological environment in which it is woefully behind.

 [USNews](#): Most Americans know that the U.S. Postal Service is a mess. What they also ought to know is that Congress is largely responsible for this once-competent institution's bad rap. This is the same Congress that is going to have to bring Medicare back from the brink of insolvency, find a way to fund Social Security as it becomes top-heavy with retired baby boomers, and pay down trillions in federal debt without short-circuiting the whole economy. Compared with all that, fixing the Postal Service is easy. Yet Congress dithers, cultivates decline and allows festering problems to become worse. If the handling of the Postal Service is any indication, we all ought to be terrified.

 [Dead Tree Edition](#): Time "expects that the soft market conditions associated with the Publishing segment's worldwide newsstand sales and domestic magazine advertising revenues will continue through at least the third quarter of 2012."

August 2, 2012



Attention Postal One! Users: PostalOne Outage — A major Oracle database technology upgrade will be completed during an extended maintenance window from 6 p.m. CDT on Saturday, August 4, 2012, through noon CDT on Sunday August 5, 2012. During this outage, PostalOne! and Mail.xml® will be unavailable including FAST®, and eDOC Web Services. PostalOne TEM Major Upgrade Outage - A major database technology upgrade will be completed on the Test Environment for Mailers (TEM) during an extended maintenance window from 6 p.m. CDT on Saturday, August 4, 2012, through noon CDT on Sunday August 5, 2012. Please call the Help Desk at (800) 522-9085 if you have any further issues.



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

- The U.S. Postal Service will not make mandated prefunding retiree health benefit payments to the Treasury of \$5.5 billion due Aug. 1, 2012 or the \$5.6 billion payment due Sept. 30, absent legislation enacted by Congress.
-
- According to the authors of S 1789, "anticipating the imminent default by the U.S. Postal Service (USPS) on its required pre-payment for future retiree health benefits, the Senate authors of comprehensive postal reform legislation Wednesday urged the House of Representatives to consider its own version of postal reform legislation quickly. Senators Joe Lieberman, ID-Conn., Susan Collins, R-Maine, Tom Carper, D-Del., and Scott Brown, R-Mass. authored reform legislation to shore up the Postal Service's financial solvency. That legislation passed the Senate in April. The House must act now and allow the two chambers to reconcile the differences between the bills."
- According to Maryland Rep. Elijah Cummings, ranking Democrat on the Committee on Oversight and Government, "the House Republican leadership is failing to address the financial crisis faced by the United States Postal Service."
- According to NALC President Frederic Rolando, "The word 'default' sounds ominous, but in reality this is a default on the part of Congress. It was Congress that in 2006 imposed a burden on the Postal Service that no other public agency or private company in America faces – the obligation to pre-fund future retiree health benefits. And Congress made this unaffordable by requiring the Postal Service, which doesn't receive a dime of taxpayer money, to pre-fund 75 years into the future."
- This memorandum provides the U.S. Postal Service Office of Inspector General's (OIG) review of U.S. Postal Service liquidity projections as of June 2012. Without legislation to eliminate or defer prefunding payments into the Retiree Health Benefits Fund, the U.S. Postal Service will likely default on the \$11.1 billion in payments due in fiscal year (FY) 2012 and the \$5.6 billion payment due in FY 2013. In addition to these defaults, the Postal Service projects an estimated \$100 million cash shortfall on October 15, 2012, with a slow increase in liquidity from October through December 2012. Liquidity risks and shortfalls are projected to return in spring 2013 through October 2013, with the Postal Service projecting an estimated \$1.2 billion cash shortfall in mid-October 2013.
- The Postal Service has released its proposed structure changes for January 2013 on RIBBS. The document describes potential structural changes under review for the January 2013 release. Changes to Mail.dat, Mail.XML, and Postal Wizard are required to support the potential changes. Potential structural changes in the document are subject to change and final approval. It should be noted that not all structural changes described in this document may be implemented.
- This paper investigates whether the Service's limited degree of nonpostal business diversification contributes to its financial problems compared to the majority of other posts. A striking fact is that many foreign posts are heavily involved in nonpostal commercial activities, while USPS remains essentially a postal operator — the largest in the world.
- Rep Issa: No stopping Postal Service default. Congress' failure pushes USPS to brink of default. QR code mailers from USPS proving popular. 5 things to watch this week in Congress. IDEAlliance looks for comments. MFSA members vote "yes" for name change. About 70 postmasters in Nebraska take early retirement. USPS shows that no mailer participated in Sample Showcase. SnailWorks wins mail industry ingenuity award.
- 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.
- A review of postal news from around the world.
- 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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Mailers' Technical Advisory Committee (MTAC)


You are invited to attend a **PostalOne! Infrastructure & Performance Improvement kickoff meeting** on August 16th from


1:00 pm – 3:00 pm in the Ben Franklin Room at USPS headquarters. USPS Information Technology leadership will address industry concerns around Full-Service and PostalOne!. Detailed information will be provided on steps the USPS has already implemented, as well as future plans in the following areas: * Technical improvements * System availability and performance * Release scope and scheduling * Improvements in quality and testing This interactive informational session is a venue for you to provide feedback to the PostalOne! Performance Improvement Work Group on your specific business experiences with USPS systems to ensure we address all concerns and impacts as we move forward. For those who cannot attend in person, a webinar has been set up. Log on information is:


Date/Time: Thursday, August 16, 2012 at 1:00 pm Eastern **Phone:** 866-567-8049 **Meeting ID:** 6065567


To attend the web conference and join with audio: (1) Browse to: <http://meetingplace3.usps.gov/join.asp?6065567> (2) After the MeetingPlace window is open, click the Phone icon (under the Participant List or in the upper right-hand corner). (3) Click Connect Me, validate or update your phone number and click Connect Me again. (4) When the system calls you press 1 to join.


If you are planning to attend in person and are an MTAC association executive or representative, your badge will remain active for Thursday's meeting; the names of MTAC members without badges will be included on Thursday's visitor list. If you are not an official MTAC member, your name will not automatically be provided to building security, so please contact Jacqueline Harris by email (jacqueline.l.harris@usps.gov) before August 16th to be added to the visitors list.


 **Logistics Manager:** Internet shoppers in the UK are spending some £3,253 million each year on deliveries, which is about £136 per household, but believe the price is worth it, according to research by OnePoll, commissioned by Trimble. One quarter of respondents thought delivery costs are too high, but 40 per cent are willing to pay for next day delivery, 22 per cent would pay for delivery within a two-hour slot and nearly three quarters of respondents agree that fast delivery is a key factor when shopping online. Those surveyed said that they buy more online now than they did five years ago and 88.9 per cent agreed they expect to be spending more or the same online between now and 2017.


 **Press Release:** In another significant technology upgrade within its package handling operation, UPS has announced the deployment of a new type of "wearable" scanning system for employees that accelerates the loading of packages into vehicles and the delivery of visibility information to customers. The new device, made by Motorola Solutions consists of a hands-free imager that is worn on a finger and a small terminal worn on the employee's wrist or hip. The ring imager represents a major advance because it automatically scans based on label-sensing technology, allowing UPS employees to more quickly image barcodes compared to the current "point and shoot" method with existing equipment. The improved technology enables UPS to accelerate the transfer of package tracking data to customers and improves package travel reliability through the system. Internally referred to as "link and load," the scans are key to providing the tracking data that feeds the 32.1 million tracking requests viewed daily on ups.com. With the new equipment, the ring scanner sends each package's tracking information via Bluetooth to the terminal worn on the wrist or hip. The data is then transmitted over Wi-Fi to the UPS facility network and ultimately to UPS's global data centers to be stored and processed to be quickly accessed by customers.


 [PostalReporter.com](#): The Postal Service has notified Omar Gonzalez, APWU Western Regional Coordinator of their intent to involuntarily reassign 14 employees from the Mail Handler craft due to reduction in workload.


 [Courier, Express, and Postal Observer](#): In its conference call, Harte-Hanks reported that it has shifted 85,000 pieces of Shoppers advertising tabloids from alternative delivery to the Postal Service. The shift will raise Harte Hanks delivery costs by \$2,000 per week, or around 2.3¢ per piece. Harte Hanks returned to using the Postal Service because recipients were accustomed to mail delivery as the PennySavers had been delivered by mail for 37 years. Advertisers in its Shoppers also saw a higher response rate and greater sales (i.e higher return on their advertising investment) when the Postal Service made the delivery as compared to the early experience with alternative delivery.

 [Nashville Business Journal](#): You can tell the U.S. Postal Service means business by the tone of this email subject line: "Postal equipment is for mail — not home improvement." One day after skipping a \$5.5 billion payment to the U.S. Treasury, the Postal Service issued a press release today asking for some of its stuff back. As the press release describes, the USPS uses a lot of different mail transport equipment — which is to say, flat tubs, pallets, trays and mailbags. Apparently, the equipment can also be useful for yardwork, sorting papers or what have you. Just one problem: That's a crime.


 [Quincy Herald-Whig](#): Federal and local officials received confirmation Wednesday that the U.S. Postal Service will close its Quincy processing and distribution facility early next year. A Postal Service employee confirmed that the process will begin Aug. 11 when Quincy mail will begin being shipped to Springfield. U.S. Sen. Dick Durbin received a letter from David F. Martin, a Postal Service district manager, detailing how mail from the 623 ZIP Code will be shipped to Springfield for processing this month. The Quincy facility will continue to sort mail from 634 and 635 ZIP Code areas in Missouri through February, when those sorting responsibilities will be shifted to Columbia, Mo. Durbin had fought to keep the Quincy mail processing facility open and inserted language in a Senate bill that would have required the Postal Service to prove through an independent audit how closure of a highly efficient Quincy processing site would save money or manpower. "The postmaster general is solely responsible for making the decision to close the Quincy mail processing facility. He made the wrong call," Durbin said.


 [Post & Parcel](#): The German courier industry has called on the federal government to introduce a Postal Services Act later this year to stir competition in the postal industry. The call followed support from the country's antitrust regulator, the Monopolies Commission, expressed last month for government efforts to boost competition in the letters market. The Commission said more help in the market was needed because Deutsche Post's market share is still above 90%. Over the past few weeks, the German press has reported that government ministers may have cooled a little in their priority for postal reform this autumn.


 [Printweek](#): Despite all this turmoil, US Postmaster General Patrick Donahoe struck a fairly optimistic tone as he took time out last week to talk with PrintWeek about his goals for the Postal Service and his plan not only for the organization, but the role the USPS will play in the future of the printing and mailing industries.


 [Huffington Post](#): "Post Office Privatization Is Probably a Huge Real Estate Deal"


 [Contractor's Perspective](#): Will the Postal Service's \$5.5 billion default impact its contractors?


 [Wall Street Journal](#): The Huffington Post is getting into the business of helping its advertisers become publishers themselves. With the help of the news website, General Mills Inc. GIS -0.70% on Wednesday rolled out LiveBetterAmerica.aol.com, a website built on the Huffington Post technology platform. The site isn't part of the Huffington Post, but it will include health and lifestyle articles from its writers, as well as recipes from General Mills, and additional content from online health publisher Everyday Health. It is the Huffington Post's first major step into the realm of "branded content" —an emerging category of online advertising in which publishers help advertisers create content around a theme relevant to their brand, in hopes that readers will find it authentic enough to pass around on social media. *[EdNote: There was a time when this was more honestly called "advertising." "Branded content." Now why didn't the mailing industry think of that?]*


 [RTT News](#): Deutsche Post DHL (DPSTF.PK) reported Thursday a sharp decline in second-quarter profit reflecting a one-time VAT payment in the MAIL division. The company, however, said that helped by DHL divisions, it expects to report better earnings and revenue for the second half. Accordingly, the German postal and logistics firm lifted its fiscal 2012 forecast for EBIT, a key earnings metric. Chief Executive officer Frank Appel said, "The excellent market positions of our brands and divisions in the world's growth markets are paying off. We have a strong foundation for generating long-term improvements in revenues and earnings."


 [Daily Breeze](#): The U.S. Postal Service covered up years of serious misconduct by a supervisor at the Redondo Beach post office and ignored complaints made by employees there, an independent labor arbitrator has ruled. The supervisor was accused of sexually harassing, bullying, intimidating, threatening, humiliating and demeaning local mail carriers and other post office workers in Redondo Beach during a multiyear stretch that began in 2005. In a four-page ruling issued in July, arbitrator Jonathan S. Monat found that local and regional postal service managers failed to respond to employee complaints about the supervisor.

 [Toledo Blade](#): The Postal Service is a mess, and Congress is to blame for much of the problem. Lawmakers need to revisit their unrealistic bankrolling of health-benefit payments, and they must let the Postal Service find ways to adjust to market forces, whether through more consolidated delivery or an expansion of nontraditional services.


 [Azerbaijan Business Center](#): The Azerbaijan Ministry of Finance has given an insurance agent license to national postal operator Azerpocht LLC. The Azerbaijani postal operator has the most extensive regional branch network (1,600 branches and sub-branches), and ample opportunities on education and promotion of various types of services to the population. In addition, Azerpocht claims to be the agent of local banks and non-bank credit organizations. To date, Azerpocht has opened correspondent accounts in Citibank, Raiffeisenbank, Russia's Sberbank (Savings Bank), International Bank of Azerbaijan, and Kapitalbank. Azerpocht also offered its services as bank agent to banks and non-bank credit organizations. Currently it is in talks with AccessBank and Finca Azerbaijan.


 [Policymic](#): You might not want to try this at home especially with your mortgage or student loan payment, but the United States Postal Service has defaulted on a \$5.5 billion payment today and plans to default on a \$5.6 billion payment on September 1. Despite what appear to be pretty big numbers, the defaults don't seem to matter because the money is owed -- or maybe not really owed -- to the U.S. Treasury.


 [Delmarva Now](#): Is Congress determined to bring down the U.S. Postal Service -- the only government agency that is specifically mentioned in the U.S. Constitution? One thing that should happen is immediate suspension of the prefunding requirement and access to its retirement fund overpayment, contingent on development of a restructuring plan. This would allow the USPS to continue to carry out its mission while it figures out how to operate in the long term, taking into account the Internet, competition from private delivery companies and less first-class mail.


 [USA Today](#): The Postal Service, reeling from its failure Wednesday to make a \$5.5 billion payment toward employee benefits, continues to move ahead with plans to cut hours at more than 13,000 rural post offices. The proposed reductions are poised to strike the deepest blows in rural areas, many lacking broadband Internet and reliable cellphone service — places where businesses depend on the mail and residents use the mail to receive everything from prescriptions to correspondence.

August 1, 2012

 [National Association of Major Mail Users](#): On July 19th, NAMMU representatives met with Deepak Chopra, President and CEO; and Mary Traversy, Senior Vice-President, Mail; in Toronto. Deepak Chopra advised that definitely no additional Transaction Mail incentives would be contemplated because this core product is in obvious decline. He cited rising costs of Operations that included funding pension deficits, meeting the social responsibilities of this crown corporation as defined by the government; and upgrading the infrastructure as key factors. Mr. Chopra added there is a plan to re-vitalize Direct Mail because this is seen as a growth area. He also acknowledged the epost campaigns that needlessly included lines such as and save trees implying paper is not eco-friendly, were the result of over-zealous agencies and did not reflect Canada Post's brand thinking. He committed to stopping all references of this nature.


 **Smart Money:** Today there are 70,000 Americans working for book publishers, about 15% less than a decade ago. Many thousands more work as agents, editors, designers and printers. I wish them all well. But I suspect they all need to start typing their resumes. Once upon a time we bought books in stores. The publishers had privileged relationships with the store owners. So you couldn't reach the market without them. Today, that whole structure has gone.

 **Associated Press:** The Federal Reserve said Wednesday that the U.S. economy is losing strength. The Fed took no new action after a two-day policy meeting. But it acknowledged in a statement released after the meeting that economic activity had slowed over the first half of the year, with job creation remaining sluggish and consumer spending tapering off. [EdNote: Trust me. If you're in the direct mail business, you don't need the Fed to tell you what's happening with the economy. You FEEL it everyday.]

 **Government Executive:** The U.S. Postal Service defaults on a major bill Wednesday, the first time in the agency's history, and Congress isn't poised to do anything about postal reform before the August recess.



Federal News Radio: Today the Postal Service will default on \$5.5 billion in pension costs that it owes to the Treasury. It will do the same next month too. While the word "default" might conjure up a sense of urgency in most people, it doesn't appear to be making an impression on Congress.


 **ABC Action News:** While congress has introduced 60 bills to rename post offices over the last 18 months, congressional democrats claim that nothing has been done to help prevent the postal system from collapsing under a multi-billion dollar debt brought on by congress, ABC News reports. For the past five years, the U.S. Postal Service has been forced to pay an annual \$5.5 billion "pre-fund" for the health benefits of future retirees, a requirement that isn't used in most corporations. Now that the post office is posed to default on the pre-fund, no plans have been made for postal reform before congress takes a five-day summer recess in August. The postal service had proposed several solutions to pull themselves out of debt, like ending Saturday deliveries, but the measures never got approval from congress. However, of the 151 laws produced from the House, 17 percent of them including the passing of new post office names.





So . . . you missed the **PostCom webinar** on "[NEW USPS Products & Enhancements.](#)" No sweat. You can still hear the webinar as recorded online.




Free Webinar!! The USPS management claims it will lose \$15 billion this year. They are advocating for workforce reduction, stoppage of Saturday delivery and closure of sorting centers. Will these drastic measures actually help eliminate USPS debt or cause even further damage for the mailing industry and the community? Does the Postal Service need more flexibility and less restrictions imposed on them by Congress? Join Window Book for this informative webinar on the latest postal policies and operations with guest speaker, Dr. Gene Del Polito, President of the Association for Postal Commerce (PostCom). Title: **Alternative Business Models for Our Nation's Postal System. Getting Out of Your Box and Expanding Your Mind.** Date: Tuesday, August 7, 2012 Time: 2:00 PM - 3:00 PM EDT


 **Sponsors of S. 1789:** In the face of the U.S. Postal Service (USPS) defaulting on its required payment toward its future retiree health care obligations, the authors of comprehensive postal reform legislation in the Senate today urged the House of Representatives to consider its own version of postal reform legislation quickly.


 **Democracy Now:** As U.S. Postal Service Faces Default, Critics See Manufactured Crisis to Speed Up Privatization


 **Washington Post:** *Background Check: Fred Hochberg* -- If we were to play Monopoly with Fred Hochberg, we'd want him to be the banker: He's chairman and president of the Export-Import Bank of the United States. Hochberg developed his business chops as the longtime president and chief operating officer of Lillian Vernon, a mail-order


company his mother founded and that he helped turn into a publicly traded powerhouse. A former deputy administrator of the Small Business Administration, he became a bundler for President Obama's campaign and later served on his transition team. *[EdNote: Okay, okay. I can't help myself. Fred is a former member of this association's board of directors. See! There really is life after postal.]*


 [Courier, Express, and Postal Observer](#): The Roll Call article on the default on the retiree health benefit payment by the Postal Service explains why the House Republicans felt they did not have to bring H.R. 2309 or any other bill to prevent default prior to the August recess. The Postal Service makes "this an easy issue for Congress to ignore even as it faces a dire financial situation. The service's website home page has no warnings about post office closings or delayed deliveries. To the contrary, an official statement issued Monday seems to downplay the severity of the problem." So if Congress needs a real crisis to take actions to fix the Postal Service's finances, maybe the Postal Service needs to have one.


 [Stockhouse](#): *Re: R.R. Donnelley* -- Net sales for the U.S. Print and Related Services segment decreased 3.9% from the second quarter of 2011 to \$1.8 billion in the second quarter of 2012. Pro forma for acquisitions, net sales in the segment decreased 4.5%, as volume declines across most product offerings, lower pass-through paper sales of \$21.6 million or 112 basis points, and continued pricing pressure across the segment more than offset volume increases in office products and logistics. The segment's operating income of \$165.7 million in the second quarter of 2012, which was negatively impacted by charges for restructuring and impairment of \$26.1 million, increased \$32.9 million from operating income of \$132.8 million in the second quarter of 2011, which included charges for restructuring and impairment of \$65.1 million. The segment's non-GAAP operating margin of 10.4% in the second quarter of 2012 improved 10 basis points from the second quarter of 2011, as productivity improvements and lower depreciation and amortization offset volume declines, an unfavorable product mix, unfavorable pricing on by-products and pricing pressure. Net sales for the International segment of \$682.6 million decreased \$19.9 million, or 2.8%, from the second quarter of 2011, inclusive of a \$43.3 million (616 basis points) unfavorable impact from changes in foreign exchange rates.


 [Politico](#): *Rep. Elijah Cummings* -- The House Republican leadership is failing to address the financial crisis faced by the United States Postal Service. The Postal Service is due to default Wednesday on a \$5.5 billion payment required by the Postal Accountability and Enhancement Act, passed in 2006 to make major reforms. The Postal Service is due to default Wednesday on a \$5.5 billion payment required by the Postal Accountability and Enhancement Act, passed in 2006 to make major reforms.


 [Digital Journal](#): The UK Postal & Courier Activities industry has reached a juncture. According to IBISWorld industry analyst Caroline Finch, "the technical change unleashed by the internet has caused mail volumes to decrease and demand for parcels to grow". Due to regulatory change, the industry has the opportunity to reinvent itself.

 [Investor Place](#): Former Office of Management & Budget Director Peter Orzag argued Tuesday that the U.S. Postal Service's best hope for the future is as a private company. The one question that the former Obama administration official doesn't answer, though, is who would want to take on such a thankless task now? Never mind that it that probably should have happened a decade or so ago.


 [Washington Post](#): The U.S. Postal Service, facing a \$14.1 billion loss this fiscal year amid plummeting mail volume, will default for the first time Wednesday, on a congressionally mandated \$5.5 billion payment to the U.S. Treasury. *[EdNote: And the sun came up this morning nonetheless, and mail will get delivered nonetheless. Oh yes, and postal workers will still get paid.]*


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


 Itella recorded increased revenues and got out of the red in the first halfyear 2012.


 An advertising campaign by the post, which featured fake statements, caused quite some stir in Austria. In the advertising campaign, Austrian Post published statements from posties about their everyday work. However, according to the union, the posties never gave the published statements.


Martin Palensky from the postal and telecommunications union GPF called this behaviour 'very odd'.


 French La Poste's supervisory board decided to significantly reduce CEO Jean-Paul Bailly's remuneration. In the future Bailly's annual salary will be capped at 450,000 euros. This amount includes a fixed salary of 406,000 euros and a performance related bonus of up to 44,000 euros.


 The partial privatisation of the Romanian post CNPR, which was decided at the end of last year, will obviously be concluded on a lower scale than originally planned. Citing a government paper business portal »Bursa« (25.07) reported that 20% of the shares are to be sold to a strategic investor until September this year. Originally, it was reported that 34% of the shares will be put on the market.


 Deutsche Post completed the modernisation of its 82 mail-sorting centres. On last Thursday, the company reported that all centres have been equipped with a total of 375 state-of-the-art sorting machines.


 Singapore Post (SingPost) probably remained the world's most profitable postal company in the first quarter (June 30) of the new business year, despite a slight decrease in profits.


 Following Russia's new communications minister Nikolai Nikiforov's announcement of a new strategic plan for the development of the postal sector in mid-July (CEP-News 29/12), his deputy now announced further details. According to the plans, a new postal law will already be submitted to the Duma - the Russian parliament - in autumn for approval. The law's primary goal was to improve the 'unsatisfactory' quality of service.

 Swiss Post came under fire for trading addresses.

 Apparently, UPS' management was surprised by the development of its international business (CEP-News 30/12). At the presentation of the quarterly results on Tuesday last week, CFO Kurt Kuehn confirmed this. 'Frankly, the velocity of the declines, being double digits in Asia both to Europe and U.S., were a little higher than we anticipated'. According to CEO Scott Davis, this development was primarily caused by weak demand in both regions.


 Increasing evidence in the USA indicates that Amazon will establish more distribution centres in the vicinity of agglomerations to link its platform with the service of local courier services to offer same-day delivery to its customers.


 FedEx raised additional funds in the billions by the issuance of two long term bonds.

 Poste Italiane now also offers a service for the transport of luggage.





[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.)


 [Multichannel Merchant](#): It appears that Congress won't act on pending postal reform legislation this year, according to Gene Del Polito, the president of the trade group Association for Postal Commerce. Del Polito isn't surprised by this at all and he said it means Congress likely won't deal with postal reform legislation – which would address the prefunding of retiree health benefits – until 2013. "The USPS says it has enough money to be viable until 2013," Del Polito said. "Congress won't act unless it was an absolute crisis like you can't pay your workers."

 [La Jolla Light](#): La Jolla's Congresswoman, Susan Davis (D-53rd), was joined by Reps. Brian Bilbray (R-50th) and Bob Filner (D-51st) this week in introducing legislation that would allow communities like La Jolla the first option to purchase their post office, should the U.S. Postal Service (USPS) follow through with its plan to sell the historic building and relocate services elsewhere in The Village. Davis's bill, The Community Post Office Relocation Act, would allow a community nonprofit, such as the La Jolla Historical Society, the initial opportunity to purchase its community post office at fair market value and then lease all or part of the space back to the Postal

Service if both parties so choose. Such a measure would allow USPS to reap funds from the sale of a building, while allowing a community like La Jolla to maintain a post office that is integral to its community identity.

 [The Hill](#): If Congress grants the Postal Service freedom to operate like a business, like many postal services worldwide, the USPS will be able to change its business model and delivery network, allowing it to adjust to a new communications marketplace. Though declining mail volumes necessitate change, they are not an insurmountable barrier to viability. The United States still sends more mail per capita than do many other developed countries that have commercially viable postal services.

 [Esquire](#): Yes, technology has taken a whack at the Postal Service. People go out of their way not to mention it, but the USPS is in trouble because Congress saddled it with a preposterous regulation in 2006 regarding how it would pay out its pension and medical benefits. This was done deliberately, so as to cause the kind of default that we are seeing today, so that the public-sector competition would one day be eliminated. Let them succeed and watch entire swaths of the country lose mail service entirely.

 [Slate](#): The Postal Service's underlying financial model is broken, and it probably can't be fixed without radical measures. The model is pretty simple, albeit a little old-fashioned as a way of providing public services. Rather than having taxpayers directly finance mail delivery, Congress has chartered a freestanding entity, the USPS, charged with the legal obligation to provide low-cost daily mail service six days a week to all Americans at a flat rate—regardless of whether it's cost-effective to do so. In exchange, that entity has a monopoly on ordinary mail delivery. The idea is that the lucrative monopoly over delivery to metropolitan areas will generate enough revenue to cover money-losing rural services without the need for direct taxpayer subsidies. The problem is that the monopoly isn't nearly as lucrative as it used to be—and barring some wild technological shift, it's going to keep getting less and less lucrative.