



Association for Postal Commerce


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


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


1800 Diagonal Rd., Ste 320 * Alexandria, VA 22314-2862 * Ph.: +1 703 524 0096 * Fax: +1 703 997 2414

Postal News for August 2013


August 31, 2013

 [Politicsususa](#): USPS is on life support and until American voters wise up to the irreparable harm being done to postal employees daily lives, families, wages and futures by a radical fringe of political haters and corporate sycophants, things are going to get worse, not better.

 [Trinidad and Tobago Newsday](#): Postal services were disrupted yesterday when employees of the TT Postal Corporation (TTPost) staged a protest at the National Mail Centre, Piarco, demanding outstanding backpay for January 1, 2008 to December 31, 2010.

 [WTOP](#): A new iPhone app lets users quickly purchase what they see in printed catalogs, circulars, magazines or newspapers, without going online. The application, Pounce lets a person point their iPhone camera at an item that catches their fancy on the printed page, and buy the product without having to log onto the company's website to complete the purchase. Pounce's intuitive technology turns print media into a real-time shopping experience, which is ideal for retail stores looking to enhance mobile sales and track the results of a print ad campaign.

August 30, 2013

 [The Chief](#): Longtime field organizer and former local President Mark Dimondstein is challenging incumbent Cliff Guffey for the American Postal Workers Union presidency this month, accusing his opponent of caving to management and facilitating a "race to the bottom." Mr. Guffey said he's brought thousands of employees into career positions and portrayed the challenger as an ineffective leader with naïve ideas about how to save the Postal Service.



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

- The Postmaster General and USPS Chief Financial Officer earlier this week told attendees of the USPS Leadership Forum for Stakeholders quarterly meeting that although its recent financial trends are better than anticipated, the Postal Service remains in a deep financial hole.
- USPS Chief Operating Officer Megan Brennan gave an update on the USPS' network consolidation, noting that Phase 2, which will be implemented in 2014, currently includes another 85 plant consolidations. She said that 55 of the plant consolidations originally planned for 2014 were accelerated into 2013 for implementation.
- The USPS earlier this week at the USPS Leadership Forum for Stakeholders quarterly meeting said that its plans to implement the Phase 2 network consolidation changes to service standards and Critical Entry

Times (CETs) are still in place, and that the USPS would announce to customers by November 1, 2013, any changes to those plans.


- According to the US Postmaster General, "[t]he GAO rightly concluded that a Postal Service health care plan would go a long way toward putting the Postal Service on a path to solvency and long-term financial stability. By fully integrating with Medicare, we would not have unfunded Retiree Health Benefits liability, saving \$5.6bn to \$5.8bn annually. What prudent business in our financial condition would not implement such a plan, if given the opportunity to do so? Without addressing the cost issue in a responsible way, the Postal Service may be unable to afford to provide health care benefits to retirees. Our proposal assures that we will".
- The Postal Service published its unaudited July results with the Postal Regulatory Commission. USPS lost \$588 million in July 2013. The Postal Service's controllable operating loss for the month was \$223 million. Although the Postal Service has made it clear that it will not be making its retiree health benefit prefunding payment, it still shows the monthly reduction every month for the entire fiscal year.
- USPS to mailers on flats strategy: "We hear you." Magazines, Newspapers brace for exigent postal rate hike. One ID for many sites? National Agreement finalized. USPS sends letter to industry on IMsb. When postal workers double as first responders. USPS explores entering the cloud business. Exigency extra. USPS shops around price break on product samples. Novato to begin postal carrier alert program for seniors, disabled. Why magazine circulation declined? PostCom's newest member.
- Updates from the Federal Register.
- An update from the USPS Office of Inspector General.
- Postal previews.


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





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 [Coastweek](#): Postal service companies in the Southern Africa Development Community (SADC) bloc must align services to a massive switch over by customers to digital platforms in communication, a senior Botswanan official said Wednesday. Addressing delegates at the ongoing SADC postal strategy stakeholder consultative conference, the permanent secretary in the ministry of transport and communication Tsaone Thebe said postal companies should find alternatives to postal accelerated decline in mail volume, resulting in revenue fall from postal operations.


 [The Journal](#): Postal workers are to take their campaign against the Government's controversial plans to privatise the Royal Mail into the "backyard" of the Business Secretary.


 [MyNewsDesk](#): "6 Steps to Success with Direct Mail"


 [NENews Now](#): Municipalities continue to hold referendums on alcohol sales, with proponents saying it would bring in money and create jobs. Just this month, the head of the cash-strapped U.S. Postal Service made a pitch to start delivering beer, wine and spirits to doorsteps. Creech, Mark (CAL)Rev. Mark Creech, president of the American Council on Alcohol Problems, says making beer and wine more available by sending them in the mail "would likely create more widespread use of alcohol, consequentially leading to more alcohol-related problems." Meanwhile, Creech also believes it could also produce additional problems with underage drinking.


 [AZCentral](#): Small business owners cannot legally place promotional fliers into consumer mailboxes without sending the fliers through the postal system. Therefore, if you have to pay for the printing and the delivery of your direct mailers, you'll probably want to make sure it's reaching people who will be likely to act on it. Addressing your promotional mailers to the right people will make it more likely that you'll get a return on your investment.


 [Directions Magazine](#): A cloud solution from Pitney Bowes Inc. and NetSuite is helping Canadian nonprofit Caring and Sharing Exchange to optimize their donation prospect lists with the same tools formerly implemented by global enterprises. With the Address Validation software alone, Caring and Sharing saved USD\$600,000 which they will now reinvest into their community programs.

 [Relationship between Business Connect and Office Performance](#): Postmasters play a key role in assisting customers with their mailing and shipping needs and increasing Postal Service volumes and revenues. The Postal Service's Business Connect Program helps engage postmasters in generating revenue and strengthening relationships with small business customers. Under this program, postmasters are encouraged to contact at least 24 local businesses each year via group meetings, lobby events, or face-to-face customer meetings....

 [The Irish Times](#): There is no let up in the campaign by the Communications Workers Union (CWU) to tweak the nose of Herb Hribar's Eircom by leaflet-bombing its customer base on the issue of paper billing. Eircom is proposing to move customers to paperless billing, although they have the choice to opt out of the change. It is a trend across the industry, with most of the big mobile operators also looking to do away with costly paper bills.

 [MSN Money](#): If you get a subscription renewal, make sure who you're really paying before you send the check out. After getting peppered with complaints from magazine subscribers, and learning of complaints lodged by the publishers of the New York Times and Wall Street Journal, the Better Business Bureau on Thursday issued a warning to consumers about phony subscription renewals. The BBB is warning about a Nevada-based operation called Associated Publishers Network. The company has generated 112 complaints just in the past year, the BBB said. The complaints are coming from all around the country.


 [WatchList News](#): Outbox, the beautiful inbox for your postal mail, is now generally available to all residents in San Francisco. Residents can trial Outbox free for 30 days and access, organize and unsubscribe from their postal mail anytime, anywhere, by signing up at <https://www.outboxmail.com/>. Upon signup and setup, Outbox's team of unpostmen will go to a user's mailbox three times a week to retrieve their mail, then bring it back to Outbox's secure mail warehouse where the mail is digitized and delivered via the Web, iOS and Android apps. If the user ever wants a piece of mail delivered to them, they can make the request from any of the apps and receive the mail in one to two days. Features like reminders and to-do lists assure users stay on top of important dates and deadlines.


 [Government Executive](#): The Postal Service will soon begin adding more leased vehicles to its fleet, as a cash shortage has prevented it from purchasing new vans and trucks. The decision marks a shift for the agency, which currently owns nearly all of the more than 211,000 vehicles in its fleet. USPS decided to begin leasing vehicles as "presently, there are not sufficient capital funds to purchase new equipment," according to procurement documents posted to FedBizOpps. The Government Accountability Office said in 2011 the Postal Service needed a strategy to address its "aging delivery fleet." It confirmed, however, USPS could not afford to replace or refurbish a large portion of its vehicles. As the vehicles continued to get older, the maintenance costs associated with them continued to grow, GAO found. Two years later, the Postal Service has finally reached a breaking point, and without the congressional action GAO called for, USPS has turned to increasing the use of leasing to replace old vehicles.


August 29, 2013


 *At the Postal Regulatory Commission: Position Available*


Position Title: Financial Specialist II
Grade: PRC- 3
Salary Range: \$56,809–\$90,893
Location: Postal Regulatory Commission
Office of Secretary and Administration
901 New York Avenue, NW, Suite 200
Washington, DC 20268-0001
Who May Be: Considered Open to All US Citizens


 **Wired:** Evan Baehr was called to the postal service equivalent of the principal's office. More than a year ago, Baehr remembers, the startup he co-founded, Outbox, had worked out an agreement with the regional postmaster in its hometown of Austin, Texas to set aside mail addressed to the company's customers. Instead of United States Postal Service carriers taking letters to individual mailboxes, Outbox would pick up the mail, open it, scan it, and make digital copies that customers could read via web or app. Part of the trick was that the service could automatically weed out junk mail, and when U.S. Postmaster General Pat Donahoe got wind of this, he wasn't happy — at least according to Baehr. Donahoe summoned Outbox to his office, and Baehr made his pitch, arguing that the company was just a few smart guys with \$2 million in financing who wanted to spend the next few years learning about Donahoe's customers and even sending him data about what these customers needed. Donahoe responded by saying that the customers of U.S. Postal Service were not the general public. Its customers, he said, were a few hundred bulk mailers. "In a way, it was the worst of the worst conspiracy theories about the Postal Service," Baehr says. Ultimately, after failing to reach an understanding with the postal service, Outbox rejiggered its operation so it could reach the same end without the help of the USPS. One way or another, OneBox is determined to overturn the status quo in the world of mail delivery, continuing a trend started by the likes of UPS and FedEx. Ironically, the company's run-in with the Postal Service only accelerated its efforts to change the mail system.

 **Inside Costa Rica:** The Drug Control Police (PCD) arrested yesterday an Italian and two Costa Rican officials of the Costa Rican Postal Service (Correos de Costa Rica) who are accused of sending drugs to several countries by mail. The arrests come after authorities conducted six raids as part of the investigation.

 **From the Federal Register:** **Postal Service NOTICES** Competitive Product List: Round-Trip Mailer Product; Addition , 53486 [2013–21160] [[TEXT](#)] [[PDF](#)]


 **The Santiago Times:** After a month-long strike held by postal service workers, representatives have finally reached an agreement to end the conflict and recommence mail service.

 **The Herald:** A postal strike lasting two weeks could cost the region's economy up to £10 million pounds, according to a business leader. Royal Mail workers who are part of the Communication Workers Union have voted to go on strike for two weeks from Monday September 9. It would see 500 members in the Plymouth area take "strategic action," according to the representative union. A spokesman for the CWU said they had offered the Royal Mail "last-ditch talks" to work out a resolution. The union claimed their members were being "harassed and pressured" at work.


 **Postal Technology International:** Technology company TZ Limited has signed up four major retailers to use its parcel lockers in sites around Australia, offering an alternative to Australia Post's delivery options. E-commerce retailers Nike.com, Tony Bianco, Glue Store and Pamper Hamper Gifts have adopted the Automated Delivery Asset Manager (A.D.A.M.) parcel locker network to offer customers an alternative delivery option.




[Springfield Network Distribution Center – Postal Vehicle Service Operations Report Highlights](#) | [Full Report](#)


 **Miami Herald:** Cuba has proposed that a U.S. government delegation visit Havana next month for a second round of talks since June on resuming direct postal services, interrupted for the past 50 years, knowledgeable officials said Wednesday. Mail service between the United States and Cuba was cancelled in 1963 as Washington tightened economic sanctions on Havana. Letters and packages now go through third countries such as Mexico, Canada or Panama.

August 28, 2013

 **Attention Postal One! Users: PostalOne!® Release 35.2.0:** The release will include several infrastructure changes and be deployed during the scheduled maintenance window of 4:00AM CT to 8:00AM


CT on Sunday, September 8, 2013. **The infrastructure change which will result in a four-hour outage from 4AM to 8AM CT on Sunday, September 8, 2013.** During this outage, PostalOne! will be unavailable including Mail.xml®, FAST® Web Services, and eDOC Services.


 **Fierce Government:** The Postal Service's post office closure process causes confusion and is damaging relations with its customers, said Postal Regulatory Commission Chair Ruth Goldway in an [Aug. 27 ruling](#) rejecting an appeal against moving a Berkeley, Calif. post office. "The Postal Service should undertake a thorough and balanced review, particularly when the building is historic and part of the civic fabric of the community," said Goldway in the ruling "The process the Postal Service is currently employing appears to cause needless confusion in the affected communities, and damages its relations with the customers it is trying so hard to retain."


 **Press Release:** Bell and Howell, a leading global provider of customer communications solutions for print, Web and mobile delivery, today announced that Santa Ana, California-based Financial Statement Services, Inc. (FSSI) has selected the company as its technology partner for providing secure document delivery via mobile apps.




Dead Tree Edition: Media pundits frequently pontificate about declining magazine circulation without understanding that it's merely a symptom of – and sometimes an antidote for – advertising weakness. For U.S. consumer magazines, circulation at the margin is typically unprofitable. Adding more circulation or keeping some of the circulation you have only makes sense if that helps your advertising sales. [EdNote: See? I told ya. ♪♪ Admail makes the world go 'round, the world go 'round....♪♪]

 **Canada NewsWire:** The Canadian Union of Postal Workers (CUPW) once again calls for an open discussion about the financial future of the postal service. The Canada Post Group of Companies has posted a loss before tax of \$104 million for the second quarter of 2013, including a loss of \$72 million from postal operations. The report forecasts a cash shortfall for Canada Post Corporation (CPC), possibly as soon as 2014. Postal Workers see that the lettermail decline is real, though its rate has at times been exaggerated. At the same time, the pension problems are solvable -- the solvency deficit is a problem because of federal government funding requirements, while the fund is fully funded on a going-concern basis. "Even once we find a solution for the pension fund," says Denis Lemelin, National President of CUPW, "we still need to work out how Canada Post's operations can remain self-sustaining in the long run. That will take imagination and input from all stakeholders, including the public and postal workers. It's time Canada Post took our suggestions seriously."

 **4-Traders:** Stamps.com, the leading provider of USPS postage online and shipping software to over 450,000 customers, today announced that Supply & Demand Chain Executive magazine named the company as a top supply chain provider in its annual listing of the Supply & Demand Chain Executive 100. This is the fourth consecutive year that Stamps.com has been recognized as a leading service provider for supply chain executives.

 **Marin Independent Journal:** A new program that helps check on the well-being of senior citizens and disabled adults is launching in Novato. As part of the Postal Carrier Alert Program, mail carriers will keep an eye on residents' homes to watch for signs that something might be wrong and report it to the Novato Police Department, said Carol Ann Moore of the Novato Independent Elders Program. Senior citizens and disabled adults can sign up for the program via Postal Carrier Alert Program registration forms that will be delivered to their Novato homes over the next few days by their postal carriers, Moore said. To participate, they need only fill out the form and put it back in their mailbox.


 **Post & Parcel:** The Canadian Union of Postal Workers insisted today there are options available for Canada Post to avert its "cash crisis". In particular, the union backs an expansion into the provision of banking services at post offices.



At the Postal Regulatory Commission: [Position Available:](#)

Position Title: Attorney Advisor, Associate
Grade: PRC-5
Salary Range: \$84,375–\$135,002

Location: Postal Regulatory Commission
Office of the General Counsel
901 New York Avenue, Nw, Suite 200
Washington, Dc 20268-0001
Information: Two Positions May Be Filled
Who May Be Considered: Open to All US Citizens


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


-  Swiss Post has generated significantly lower earnings on a declining turnover in the first half-year.
-  PostNord has achieved a significantly improved result on a stable turnover in the first half-year.
-  bpost CEO Johnny Thijs has a clear opinion about the government's plans to limit the salaries of top executives of state-owned companies. If you want to have good managers, you should pay them well.
-  A decline in volumes as well as depreciations burdened Posten Norge's business in the first half-year.
-  The Danish authorities want to process all correspondence with companies, associations and other organisations digitally from November 1 of this year on. Therefore, all companies with a VAT ID or other organisations with a registration number are obliged to set up a digital mailbox at the Danish Business Authority (DBA). The DBA is a department of the Danish ministry of economic affairs and provides the mailbox for free.
-  Serious accusations against Swiss Post: The tabloid »Le Matin« (24.08) reported that the post artificially upped the deficit of its branch network. The goal was to provide reasons for the closure of branches.
-  Rising parcel volumes carried Eesti Post's business in the first half-year. Parcel volumes soared by 33%, while revenues climbed by 6% to 26.3m euros. Besides the growth in the parcel division, Eesti Post also recorded growth in advertising mail (+16%) and digital communication (+24%). However, mail volumes dropped by 8%.
-  New Zealand Post Group faced a declining result and soaring revenues due to acquisitions in the business year 2012/2013.
-  Hamburg based mail order and service group Otto Group expands its business in Russia. Some 50m euros will primarily be invested into the enhancement of the logistics infrastructure.
-  TNT Express wants to dispose its fashion logistics subsidiary TNT Fashion.
-  A huge majority of Germans still wants to receive their invoices, contracts and documents as printed papers despite the ongoing digitalisation.
-  Overall, four companies were shortlisted as providers of the digital mailbox of the Norwegian government. According to information by specialist magazine »Computerworld« , these companies are Posten Norge, Stralfors, the information logistics unit of PostNord, the Irish subsidiary of US American Escher Group and e-boks, the e-service portal of the Danish post.
-  Major US bank JPMorgan upped its stake in TNT Express. According to a statutory statement to the Dutch financial market supervisory authority, AFM, the stake was increased from 3.05% to 5.1%.
-  For the first time, a member of the Portuguese government has officially confirmed the interest of foreign companies in CTT Correios.





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.)

 [Wall Street Journal](#): The U.S. government has used the merger-approval process to increase its influence over the telecom industry, bringing more companies under its oversight and gaining a say over activities as fundamental as equipment purchases. The leverage has come from a series of increasingly restrictive security agreements between telecom companies and national-security agencies that are designed to head off threats to strategically significant networks and maintain the government's ability to monitor communications, according to a review of the public documents and lawyers who have negotiated the agreements.


 [Balkan Insight](#): Romania is to cut around 11 per cent of the postal company workforce, starting from next week, to reduce costs, it was announced on Tuesday. The state-owned Posta Romana is the holder of the largest network of postal service distribution offices in Romania.

 [The Hill](#): Private-sector groups are growing increasingly worried that the Postal Service's board is going to consider a broad rate increase next month, a move they say would amount to an attack on some of the agency's best customers. Industries that heavily use the mail – like magazines, catalog marketers and banks – say that a sharp hike in the postage rate would drag down their bottom line.


 [Jewish Journal](#): One of the least favorite things about my job is dealing with the United States Postal Service. No doubt about it, they do a great job delivering regular mail quickly and cheaply. But once you start to use their other services, you're likely to run into confusion and frustration. Many of the things they do seem to be inconsistent and arbitrary. I could give lots of examples, but below is my current situation.


 [The Minuteman News Center](#): Many of us can remember when sending a letter or a bill payment by U.S. Mail was the only choice we had. Those days are long gone. And it makes no sense for Congress to resist significant reforms to the Postal Service, allowing the loss of billions of dollars each year to preserve systems that have outlived their usefulness.


 [From the Federal Register](#): **Postal Service RULES** Balloting Materials Postage , 53027–53029 [2013–20799] [[TEXT](#)] [[PDF](#)]

 [National Journal](#): A coalition of magazine, newspaper, printing, and direct-marketing groups warns that the U.S. Postal Service may decide next week to request that postal rates be raised significantly—perhaps by as much as 10 percent—under the claim of "exigent" circumstances.

August 27, 2013

 [NewsNet5](#): Cynthia Spadafore counts on the U.S. Postal Service to deliver important medical and work-related documents to her Cleveland home. But last week Spadafore reports her mail delivery stopped abruptly without warning. After going eight days without mail service, Spadafore finally called her local post office and was given an explanation she never expected to hear. The post office told her mail service was suspended because her postal carrier felt threatened by her 7-pound dog, "Budman." Postal officials gave her further explanation by phone. "They said you're on indefinite hold until you put a box on the street. Have you put your box on the street?" Spadafore said. "I'm like what box and what street? I've not heard anything about this ever."

 [CBC](#): The Canada Post Group reported a \$104-million loss Tuesday in its latest quarter as efforts made to cut costs and streamline operations were not enough to balance out lower mail volumes. The federal Crown corporation says the loss, before taxes, comes in the midst of a "historic shift" to digital communications that has eroded mail volumes at an "accelerated pace." As a result, it is in consultations to decide how the company can change with the times, as fewer people continue to send mail and use post offices. Canada Post said this "multi-pronged transformation" is part of an overall effort to "avoid becoming a financial drain on taxpayers."

 [Washington Times](#): The nation's mail delivery service is offering companies a discount to send consumers product samples through the mail. The agency calls it a win-win: Corporations get to send free samples to consumers, and the Postal Service gets more revenue from packages. The agency said it hopes to draw attention to its flat-rate prices for some mailings, as well as volume discounts businesses can qualify for.

 *At the Postal Regulatory Commission:*


Postal Service Active Employee Statistical Summary (HAT Report), Pay Periods 16, 17, and 18, FY 2013


[http://www.prc.gov/docs/87/87727/HAT%20Report%20\(13%20PP%2018\).pdf](http://www.prc.gov/docs/87/87727/HAT%20Report%20(13%20PP%2018).pdf)


<http://www.prc.gov/docs/87/87727/HAT%20report%2013PP16.pdf>


<http://www.prc.gov/docs/87/87727/HAT%20report13PP17.pdf>


http://www.prc.gov/docs/87/87727/Letter_HAT_PP16-18_FY13_20130827142132.pdf


 [Edmonton Journal](#): While other countries have reformed and streamlined their postal monopolies, leading to better and faster service - in New Zealand, for example, on-time deliveries jumped from 88 per cent to 97 per cent after competition was legalized - ours continues to sink under its own weight. A monopoly that loses money is a remarkable feat. But of course Canada Post's monopoly is of a peculiar kind, inasmuch as it comes with a twin monopoly, in the form of its unionized employees. Over the years, more and more of the corporation's revenues have gone to its work force, less and less to service. Six-day delivery was reduced to five; letters that had previously been considered late were redefined as "on-time"; home delivery was discontinued altogether on many rural routes, in favour of so called "super boxes." And meanwhile, its statutory monopoly on first-class mail is turning to sand, disappearing in the face of email, electronic funds transfer and other technological developments, not to say its own spotty delivery record. The corporation's absurd attempts to set itself up as a central online bills-paying portal are but the latest sign of its desperation.


 [4-Traders](#): QuadMed, a premier provider of onsite primary care clinics and healthcare management solutions, announces the opening of a Corporate Health Suite™ in Midtown Manhattan. The Corporate Health Suite is QuadMed's newest offering and is designed to meet the needs of employers with limited real estate, smaller populations or distributed workforces. In as little as 500 square feet - the size of a large conference room - a dedicated onsite QuadMed nurse works closely with employees to determine their individual health goals and coordinate care. The nurse also coordinates secure telehealth access to other healthcare professionals, such as physicians and registered dietitians. QuadMed's newest Corporate Health Suite is located within Quad/Graphics' Times Square-area sales and premedia office and serves the company's 150-plus Manhattan-based employees.


 [Bernama](#): The minimum rate for courier service will be decided by Oct 1, at the latest, Deputy Minister of Communication and Multimedia Datuk Jailani Johari said. He said discussions to set the appropriate rate are in progress between the ministry and courier service providers. "This condition has been stipulated in the latest licensing procedures to all courier companies. Only the rate has not been ascertained. "Once the rates have been decided, all courier companies must comply with the quantum," he told Bernama after launching "Mobile Scanner ABX Express, D Smart Klik" service here Tuesday.


 [Direct Marketing News](#): With the direct mail industry preparing to debate the United States Postal Service's (USPS) Postal Board of Governors on Sept. 5 in a discussion about a potential exigent rate increase, we present considerations posed by parties that figure to be affected by such a move. "If the USPS Board of Governors impose an above-CPI-cap exigency postage increase on catalog mailers, catalog mail volume will inevitably take a significant fall. In some cases, catalog volume could decline to post-2007 rate increase levels, and will be very hard for some companies to recover from. More than six years since the damaging 20%-plus postage increase imposed on catalog mail, this industry has still yet to recover; an exigency increase will only exacerbate the problem."


 [Bloomberg Businessweek](#): The Romanian post office says that it will lay off more than 3,650 people as it cuts costs to make itself more competitive. The International Monetary Fund, which has a precautionary loan agreement with the country, wants the postal service to be sold off.


 [Money AOL](#): The head of the Royal Mail has described pay-setting in Government-backed companies as "hopelessly broken". Chief executive Moya Greene, who received almost £1.5 million in pay and benefits in the last financial year, said she had been "deeply offended" by criticism of her pay and benefits. In an email to a member of the public who voiced concern about a £250,000 housing allowance she was offered - and subsequently paid back - Ms Greene said she was unimpressed with the amount of time it had taken ministers and civil servants to settle her pay after she moved from her native Canada to take up the job in 2010. *[EdNote: Dear Ms. Greene, if you really want to see "broken," come work for the U.S. Postal Service. Despite your ability to actually accomplish things, you'll be derided endlessly by a Congress populated by people that know how to do nothing and barely can manage to peel off and press on a self-adhesive stamp. But, by crackie, they'll all tell you how a postal system should be operated. Of course, none of them would actually like the job.]*


 [KYIVPost](#): Ukrainian citizens from November 1, 2013 will be able to carry out the state registration of real estate in the offices of state postal services enterprise Ukrposhta, the State Registration Service of Ukraine has reported.

 [Post & Parcel](#): Nordic postal company PostNord is hoping for a decision on reforms to Denmark's universal postal obligations this autumn. The company issued its latest results today, showing that its logistics businesses have propped up flagging mail revenues. With mail volumes continuing to fall dramatically, particularly in Denmark where expectations are for a 12% decline this year, the firm said it needed to find additional measures to streamline its operations – but also needs changes to national postal legislation. Danish ministers are now preparing to amend the universal service obligations, which could take affect in 2014. PostNord said a parliamentary majority is in favour of the proposed Danish Postal Act, which could see Post Danmark allowed to take four days to deliver non-priority mail, rather than having to deliver it in three days. Six-day-a-week mail delivery looks set to survive in Denmark, but priority mail may be priced differently on Mondays for retail customers. PostNord said the legal changes could also allow it to outsource more post offices to partner-run "post shops", and simplify services.

 [Federal Times](#): *PMG Patrick Donahoe* --A Government Accountability Office (GAO) report issued last week states that the Postal Service would likely realize large financial gains from its proposed health care plan. The GAO's conclusion is fully consistent with the determination of the Postal Service in this regard. As the second largest employer contributor to Medicare in the United States, the Postal Service and its employees have already paid \$26.5 billion into the program. By not integrating fully with Medicare, Postal Service employees and retirees pay more for their health benefits premiums than private sector retirees who are required by their employers to sign up for Medicare. We are simply asking to be treated as any other private employer or state and local government employer that provides retiree health care. No less, no more. Without addressing the cost issue in a responsible way, the Postal Service may be unable to afford to provide health care benefits to retirees. Our proposal assures that we will.

 [WCAX](#): he future of rural post offices across Vermont could bring major changes and slashed service. Dozens of West Newbury residents gathered for a heated discussion Monday night over the future of the local post office. Many argued the building is more than a place to collect mail calling it the hub of the community. here are more than 450 post offices in Maine, New Hampshire, and Vermont that will be adjusting hours.


 [Nikkei](#): Japan Post Group Tuesday reported a solid net profit in the April-June period in part due to cost cuts, boding well for the government-owned financial giant, which aims to list on the Tokyo stock market in two years.


 [The Star Phoenix](#): what news from Canada Post? The corporation has fallen back into its old habit of losing money, after more than a decade in the black. A study by the Conference Board of Canada projects annual losses of \$1 billion by the end of the decade. Indeed, as the National Post's John Ivison has reported, Canada Post itself predicts it will run out of cash as early as next spring, helped along by a \$5.9-billion unfunded liability in its pension plan; It has, however, settled a three-decade old suit with the Public Service Alliance of Canada over pay-equity claims, at an estimated total cost of \$250 million; Meanwhile, the corporation cannot explain what it got in return for hiring Dave Dingwall, the former Liberal cabinet minister, as a consultant, at a cost of a million dollars over six years.





[Perhaps No Free Lunch, But Free Samples](#): "Everyone loves getting something for free. Soon, you may have to look no further than your mailbox for a free sample. The U.S. Postal Service is offering consumer package goods companies and other direct mailers a discount on sending product samples in the mail

through the end of September...."

 [The Chief](#): About 400 temporary postal workers—including 60 in upstate New York—will be given career status under an Aug. 14 settlement between the Postal Service and the American Postal Workers Union. The new career employees, all mail-processing clerks, will join more than 575 drivers and mechanics who recently made the conversion, making them eligible for many protections not granted the so-called Postal Support Employees. The union said it is in talks to possibly convert many more PSEs nationwide.

 [Business Scoop](#): The New Zealand Post Group has achieved a net profit after tax (NPAT) of \$121 million in the year ended 30 June 2013, compared to a reported profit in the previous year of \$170 million. The result in part reflected the first year of the return to full ownership of Express Couriers Limited (ECL) which operates the CourierPost and Pace services. ECL performed well in a highly competitive environment to post an after tax profit of \$17 million. Group Chief Executive Brian Roche said ECL's performance reaffirmed that express delivery is a core element of the Group's current and future strategy. "ECL's result in a highly competitive market was encouraging. There is significant growth potential in our express delivery business for parcels and time-sensitive documents," said Mr Roche.

 [3News](#): New Zealand Post has announced there will be "significant" job losses within the service in the next year in light of the company's further decline in revenue and demand. The postal business experienced a fall in revenue of \$30 million over 2012 and 2013, with the decline in postal volumes rising to 7.5 percent. There were 63 million fewer items in the postal network compared to the previous period. At a press conference this morning, chief executive Brian Roche said the company was looking to "modernise branches and cut down delivery days". "Consistent with global trends, the rapid decline in the use of letters as a means of communication is placing increasing pressure on this service," he said. "Fundamental change is required... to adjust to changing customer preferences."


 [NewstalkZB](#): It may well be that no one sends letters anymore - but New Zealand Post's still managed to make \$121 million over the last year. Its shareholders can thank all that internet buying - the company's courier operation rescued it. However the profit is still down on the previous year's of \$170 million ... and the decline in mail volumes is accelerating. That led to a fall in revenue for the postal network of \$30 million. An improvement in operating performance has been driven by a solid financial result from the Kiwibank business.





[Office of the Inspector General](#): The Postal Service's guidance on revisions to its employee and labor relations handbook contains obsolete information, and the agency hasn't updated it in almost 20 years, an Aug. 20 USPS inspector general report (.pdf) says. The Employee and Labor Relations Manual contains policies and regulations governing Postal Service employment, including organizational structure, pay administration, employee benefits, employee relations, training and development, safety, health and environment and labor relations.

August 26, 2013




[Bloomberg](#): UPS Health Care Cuts a Canary in Coal Mine: Fulmer 


 [Postalnews Blog](#): The idea that the US Postal Service is grossly overstaffed and desperately needs to get rid of employees is widely accepted among pundits and politicians. The service's own statistics, however, tell a different story. Ten months into the fiscal year, the USPS has spent \$3.5 billion on employee overtime. For bargaining unit employees, that works out to an average overtime rate of 10.8%, roughly double what would be expected in order to cover absences and fluctuations in workload. The dollar total reflects an increase of over a half billion dollars compared with the same period last year (SPLY).

 [The Baltimore Sun](#): Rep. Elijah Cummings of Baltimore, now the senior Democrat on the House Oversight and Government Reform Committee, has emerged as the leader and spokesman against what President Barack Obama calls "phony scandals." The committee's chairman, Republican Darrell Issa of California, has spearheaded the investigations into most of the scandals.

 [Telecompaper](#): Romanian postal company Posta Romana plans to expand its range of products and services distributed through the postal system by launching the 'Telecom counter (Ghiseul Telecom)' concept, a space dedicated to the sales of products and services offered by local telecom operators through its network of postal offices, writes local paper Daily Business citing an announcement made by the company. As part of its new strategy for maximising revenues, the company plans to enter into commercial partnerships with companies interested in the access to its national postal network. Posta Romana will offer this service in an objective and non-preferential way without influencing the final decision of customers.


 [NHK](#): Japan Post will begin testing support services for the elderly at some post offices from October, with the aim of later expanding the plan nationwide. The company said on Monday that under the program, postal workers will visit the homes of elderly on a monthly basis to check on their health status, and then report to their relatives. For a monthly fee of over 10 dollars, Japan Post will also provide 24-hour telephone counseling on medical and other issues. Postal workers will also act as personal shoppers for members of the program and deliver food and other items regularly.

August 25, 2013


 [PCWorld](#): Can the U.S. Postal Service (USPS) find a new future running a cloud-based authentication service for the government? The USPS intends to try and do just that under a three-year \$15.12 million contract awarded to SecureKey Technologies last week for some foundation technology to build a cloud-based authentication exchange. While in the early stages, the USPS-managed Federal Cloud Credential Exchange (FCCX), as it's being called, is envisioned as a way that people can use their existing online credentials to gain access to U.S. government agency online services in the future. What third-party credentials would be used as part of FCCX is not yet decided, but ideas in play include credentials that users already have with the likes of Google and PayPal, for example, says Andre Boysen, executive vice president for marketing at SecureKey. It's anticipated these credentials would be of various strengths and types, from simple names and passwords to the government-designed Personal Identity Verification cards.



Audit Project: [Unemployment Compensation](#). The Postal Service participates in the Unemployment Compensation for Federal Employees (UCFE) program which provides income for a limited time after an employee loses his or her job due to no fault of their own. The UCFE is administered by the states under separate agreements with the U.S. Secretary of Labor. Under these agreements, the states are agents of the federal government and pay, adjust, or deny claims for unemployment compensation. Based on wage and separation information supplied from the Postal Service, each state uses its employment security laws to determine a person's entitlement to unemployment compensation. The Department of Labor collects payment information from each state and on a quarterly basis, invoices the Postal Service for unemployment compensation paid to former employees.


 [YNet News](#): Israel Postal Company reported that since Sunday morning, the number of calls to the ABC kits distribution center is four times the usual. It was additionally reported that the number of requests for ABC kits home deliveries increased by three times than in regular days. The ABC kits distribution center is open until 10 pm and it is estimated that the increase in demand related to the recent developments in Syria.


August 24, 2013


 [Santiago Times](#): Chile nears one month without mail service as protests continue. Postal workers vote this week on whether to continue strike into second month, with some union branches already determining to continue mail freeze.




USPS: As part of our outreach effort, we will communicate the availability of vendors who demonstrated that their products support Full-Service, and encourage automation mailers currently using Basic IMb to contact their software vendors to activate the Full-Service capability. We have also decided to communicate the availability of the Postal Service Intelligent Mail Small Business (IMSB) tool if the customer mails fewer than 10,000 pieces in a mailing and fewer than 250,000 pieces annually. The IMSb tool is enhanced with presort capability, but does not currently support address correction.

 **DigTriad:** Postal Inspectors - Guard your child's information.

 **Democrat and Chronicle:** *Opinion:* In 2006, Congress enacted the Postal Accountability and Enhancement Act; a law that required the U.S. Postal Service to pre-fund retiree health care for the next 75 years in a 10-year window. This mandate of \$5.6 billion per year is crippling the Postal Service. Last quarter alone, financial results showed without this mandate the USPS would have profited \$660 million. That's right, a profit of over a half a billion dollars in three months without this mandate. There is currently \$49 billion in the bank to pay for future retiree health benefits and fully funded pensions. The Postal Service wants to eliminate your mailbox from your house and eliminate Saturday delivery; I ask "why?" No other company pre-funds retirement health benefits at this level, not even Congress itself. No taxes pay for this service to the American public; we should not be cutting service to the American postal customer. Are we broke or are we being robbed by Congress? You decide.

 **Pocono Record:** *NALC's Fredric Rolando:* "When postal workers double as first responders." America's letter carriers deliver letters and packages to nearly every address in the country six days a week. They also serve their customers in unexpected ways. Letter carriers know and care about their neighborhoods and customers, and they can sense when something goes wrong. They're often the only watchful eyes in a neighborhood when most residents are at work or school. Sometimes letter carriers rescue elderly or disabled people living alone who are injured or in trouble. They smell smoke or a gas leak. They spot a lost child in the street, or alert police to a burglary in progress.

 **NPMHU:** The NPMHU and USPS have finalized the text of the 2011 National Agreement as compelled by the February 15, 2013 Award of the Board of Arbitration. The term of the contract is four and one half years in duration (November 21, 2011 through May 20, 2016). The contract was recently sent to the Union printer and will be distributed by mail to each NPMHU member in the coming weeks.



From the Federal Register: Postal Regulatory Commission

- Rules: Price Cap Rules for Certain Postal Rate Adjustments, 52694-52710 [2013-20583] [[Text](#)] [[PDF](#)]
- Notices: Periodic Reporting (Proposals One Through Five), 52806-52807 [2013-20734] [[Text](#)] [[PDF](#)]

August 23, 2013




Post&Parcel: *Postmaster General Patrick Donahoe:* A Government Accountability Office (GAO) report issued this week (see: [GAO: USPS healthcare plan would have large financial benefits – and risks](#)) states that the Postal Service would likely realize large financial gains from its proposed health care plan. The GAO's conclusion is fully consistent with the determination of the Postal Service in this regard. The GAO report also correctly states that most of the financial benefits from the proposed plan would result from increasing the use of Medicare by postal retirees. This element of the proposed postal health plan is perfectly appropriate and logical, and is consistent with the health plans that any reasonable employer that contributes to the Medicare system would provide for its retirees, to the extent retiree coverage is provided.





At the Postal Regulatory Commission:


- [USPS Preliminary Financial Information](#) (Unaudited, July, 2013): USPS lost \$588 million for July 2013.


- [Revenue, Pieces, and Weight](#) by Classes of Mail and Special Services for Quarter 3, Fiscal Year 2013 - Mailing Services (Market Dominant Products) and Shipping Services (Competitive Products)
- National Payroll Hours Summary Report, [Pay Periods 13-17](#), FY 2013
- [National Trial Balance](#), July, 2013 (FY 2013); and [Statement of Revenues and Expenses](#), July, 2013 (FY 2013)

 **Bloomberg:** The U.K. government is targeting September to start the sale of a majority stake in Royal Mail Group Ltd., the 360-year-old postal service, according to three people with knowledge of the matter. Royal Mail may announce the intention to float in the middle of the month and the initial public offering could open for investors in October, with a potential valuation of about 3 billion pounds (\$4.7 billion), the people said, asking not to be identified as the details aren't public yet.

 **GNC:** Development of the Federal Cloud Credential Exchange will begin this fall and testing is expected to begin in January, so the details of how it will work have not yet been worked out. But SecureKey Technologies, whose bridge.net Exchange cloud platform has been selected for the one-year pilot being operated by the U.S. Postal Service, already provides similar services for the Canadian government. The bridge.net Exchange is a cloud-based credential exchange that allows multiple organizations to trust ID credentials that have been issued and authenticated by a third party. This lets citizens use usernames and passwords they already have from one organization — a bank, for example — when logging in to a government website. This can simplify life for the end user and for the agency that no longer has to manage its own usernames and passwords.

 **Ad Week:** Magazines, newspapers and direct marketers are girding for the possibility that the U.S. Postal Service will pass an exigent rate increase on top of the annual postal rate that is capped by the consumer price index. The increase, made possible by a 2006 law that gives the postal service the option to raise rates in case of extreme circumstances like a terrorist attack, could be as high as 10 percent across the board. It couldn't come at a worse time for the media and marketing industries that depend on mail service.

 **Tulsa World:** The post office has been under fire for years, including mandates by Congress that forces it to fund its retirement system at levels that have severely damaged its bottom line. It is, however, generally known that often the United States Postal Service is its own worst enemy. Sen. Tom Coburn, R-Okla., and Sen. Tom Carper, D-Del., have presented some ideas that might be able to solve at least some of the services problems. They have offered the Postal Reform Act of 2013. Many of its ideas will be controversial and have already been criticized by the postal employees as a further attempt to diminish its services. There are, however, some proposals in the act that deserve consideration.

 **Post&Parcel:** China Postal Airlines has agreed to make use of four Boeing 757 aircraft from Air China Cargo Co Ltd within the next two years. The two companies signed a cooperation agreement last week, detailing a charter for use of Air China Cargo's cargo transport service. The first of the B757-200F freighters within the agreement is expected to begin service in the second half of 2013. China Postal Airlines is the airline established in 1996 as a joint venture 51% owned by China Post and 49% by China Southern Airlines. The company mainly operates mail and cargo transport services for China Post, connecting to more than 300 domestic destinations from its home base at Nanjing Lukou International Airport. As of September 2012, the company had 16 Boeing 737 aircraft in its fleet. Air China Cargo is an all-cargo subsidiary of Air China, which is majority-owned by state-owned holding company China National Aviation Holding Company.





New Audit Reports:


- [Supply Chain Relationship Management System Requirements:](#)
"According to the Institute for Supply Management, supplier relationship management refers to the practice and process for interacting with suppliers. It is an organized approach to defining what an organization needs and wants from a supplier and establishing and managing the company-to-company link to obtain these needs."
- [Delivery Data Transmission:](#) "While collecting information about scanning technology, we came across a data transmission problem that requires action. The U.S. Postal Service is deploying cell phones for carriers


to use in conjunction with Intelligent Mail™ Data (IMD) scanners to provide wireless transmission of data. The cell phones will enable transmittal of the IMD's delivery scan information to customers within about 15 minutes of the actual package delivery scan event — the same amount of time that it takes other package delivery companies."


- [Employee and Labor Relations Manual Revisions](#): "The process for updating the ELM needs improvement. Specifically, overall guidance governing ELM revisions had not been updated since 1996 and various sections contained obsolete information. Also, management had not comprehensively reviewed and updated the ELM since its publication in 1978 to ensure that all changes have been properly included and the document is current, accurate, and complete. Finally, the Postal Service has not clearly identified functional organizations responsible for specific ELM content to ensure they authorize revisions as appropriate because the overall guidance governing ELM revisions does not require that level of detail. Policy guidance must contain information that is current, accurate, complete, and in agreement with Postal Service policy. Properly updating the ELM minimizes the possibility of expensive and embarrassing consequences to the Postal Service."

 [Love Chile](#): After fifteen days of mobilization, the postal workers are still in discussion with the company "Correos de Chile". The strike is going on since the August 7 and although several meetings between the two parties have taken place, no solution could be reached. While the strikers are fighting for decent salaries and complaining about the gap between the manager's and the worker's wages, the directors of Correos de Chile are trying to limit the damage on the company's image by affirming that the strikers are falsifying the data through referring only to the lowest salaries and further accuse the strikers of putting the company in danger by demanding so much.

 [Global Post](#): Japan Post Group said Thursday it and Britain's state-owned postal service operator Royal Mail have agreed to strengthen their partnership as both prepare to become publicly listed companies. Japan Post, controlled by the government, will exchange information with Royal Mail, on how to prepare for listing and reconstruct struggling postal services amid the diffusion of e-mail.

 [FWBusiness](#): The financially struggling U.S. Postal Service is revamping its priority mail program to raise revenue and drive new growth in its package delivery business. The agency is now offering free online tracking for priority mail shipments, free insurance and date-specific delivery so customers know whether a package will arrive in one, two or three days.


 [NewJersey.com](#): Last year, the United States Postal Service (USPS) lost \$16 billion. It has also twice defaulted on payments owed to the federal government to prefund retiree health care benefits, totaling \$11 billion. The agency also exhausted a \$15 billion line of credit from the U.S. Treasury. It is capped from borrowing any more funds. It's a real problem. The USPS needs to very quickly reduce the size of its operating costs and reduce its debt. A congressional committee wants the USPS to convert at least 30 million door delivery points to centralized or curbside delivery within the next 10 years. Rep. Darrell Issa, a California Republican leading the House effort to save the postal service, has made doing away with doorstep delivery a key part of his bill, which would require everyone to get mail at a curbside box or from a cluster box. "A balanced approach to saving the Postal Service means allowing USPS to adapt to America's changing use of mail," said Issa, chair of the House Oversight and Government Reform Committee.

 [CWU](#): The Labour Party has added to the growing opposition to the Government's plans to privatise the Royal Mail by launching their own campaign to 'Save the Daily Delivery'. Their campaign, launched yesterday (Thursday), follows the lead of the CWU's long-running Save Our Royal Mail campaign and takes heed of CWU postal members voting 97 per cent against privatisation in a consultative ballot run in June. The results of the ballot led to the threat of a national strike ballot unless progress is made on pay, pensions, jobs and other issues related to the sell-off which remains a possibility. More recently, Royal Mail managers took a stance against privatisation in a ballot run by their union, Unite.

August 22, 2013



PostCom welcomes its newest member: [Ricoh Americas Corporation](#) 6300 Diagonal Hwy., Bldg. 4, B10-4 Boulder, CO 80301-9270 represented by [Brian Hogan Manager, Software Engineering](#)

 **BGR:** While many of us think of dial-up Internet service as a long-buried relic of years past, for many Americans it's still a sad, slow reality. The Pew Research Center reports that around 3% of American Internet users are still using dial-up services as their means for going online, a percentage that hasn't change since 2011. [EdNote: Of course, that number doesn't reflect those Americans who have no internet access whatever.]



Ellis Burgoyne, the Postal Service's Chief Information Officer (CIO), is retiring from USPS. Burgoyne plans to leave USPS in early October. No replacement has been named.



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

- Postal commentator Gene Del Polito noted that "Congress has done little to forestall a postal fiscal panic. All eyes now are on the USPS Board of Governors, who are considering whether to exercise an exigency provision in the 2006 postal act to raise new postage-based revenue beyond the ordinary bounds of inflation. Indeed, the Governors allegedly will be considering filing with the Postal Regulatory Commission an exigency rate request when it next meets in a closed-door session in the beginning of September. While no one can say for sure exactly what the Governors will do before they actually do it, the mere consideration of the exigency alternative already has precipitated a postal panic among postal customers. Many have stepped up their plans to abandon mail in favor of other more predictable, reliable, and cost-efficient business transactional alternatives, and there are plenty of those from which to choose."
- The Government Accountability Office (GAO) has released a report, "Proposed Health Plan Could Improve Financial Condition, but Impact on Medicare and Other Issues Should Be Weighed before Approval," that looks at the Postal Service's proposed health plan. GAO was asked to review USPS's proposed health care plan. This report discusses how the plan could affect 1) USPS's financial condition, 2) postal employees' and retirees' benefits and costs, and 3) FEHBP and non-postal enrollees. GAO analyzed USPS and FEHBP data and interviewed officials from USPS, Office of Personnel Management (OPM), OMB, Treasury, CMS, employee groups, and FEHBP plans.
- The Affordable Mail Alliance, in a letter to the USPS' Board of Governors said, "[it] believes an exigency increase would not only be profoundly illadvised, but clearly self-defeating to recovering postal financial stability. Moreover, an exigency filing at this point would be premature, in light of recent progress in Congress, and a noticeable improvement in the USPS balance sheet. Therefore, we ask that you set aside consideration of an exigency increase at this time, and urgently request that you schedule a meeting with a representative group from the mailing and supplying industry before you make any decision."
- USPS' value added refund process. First 399 clerk craft PSEs to be converted to career status. A pair of victories for largest postal union. Will USPS future plans for Priority Mail result in higher rates? USPS cloud contract award coming soon. PRC files response to USPS' request for rehearing.
- Updates from the Federal Register.
- An update from the USPS Office of Inspector General.
- Postal previews.


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 **Emirates 24/7:** Inspectors of Dubai Customs in Dubai Cargo Village thwarted attempt to smuggle around 4.2 kg of narcotic opium which was hidden inside five small handbags shipped in a postal parcel. The package was sent


from an Asian country and headed to a western country via Dubai. The anti-smuggling operation was named "Flying Opium Bags". Saeed Ahmed Al Tayer, director of Air Customs Centres Management at Dubai Customs, said the parcel contained small handbags, according to the customs declaration. During routine clearance procedures of the shipment in transit, inspectors became suspicious of the parcel's contents and examined them in an X-ray device. The X-ray revealed an image indicating that the five handbags were stuffed with drugs.


 [Postalnews Blog](#): At the NAPUS convention this week, Postmaster General Pat Donahoe assured Postmasters that despite the downsizing the organization is facing, no one will lose his or her job. *[EdNote: About the only people in postal losing jobs these days are those in the private sector whose businesses struggle with national postal uncertainty and the fear of greater-than-inflation postal rate increases.]*


 [Modern Ghana](#): The Chairman of the Ghana Postal Services Workers Union, Emmanuel Addo has said the GH¢2.4 million judgment debt that Ghana Post Company Limited paid during 2005 to 2008 collapsed the company. He said an Accra High Court award damaged against the company as judgment debt in favour of Sky Consult and Management Services because Ghana Post (GP) suspended a money transfer contract with latter abruptly.


 [The Register-Guard](#): On the national scene, the post-master general has called for the removal of postal employees and retirees from the Federal Employee Health Benefits Program, one of the best health insurance programs in the nation, so the U.S. Postal Service can run a postal-only health plan itself. Workers are skeptical of claims that their coverage will stay the same while costs go down.


 [Vancouver Sun](#): Thousands of stray dogs roam the streets and vacant homes of bankrupt Detroit, replacing residents, menacing humans who remain and overwhelming the city's ability to find them homes or peaceful deaths. Strays have killed pets, **bitten mail carriers** and clogged the animal shelter. Aggressive dogs force the U.S. Postal Service to temporarily halt mail delivery in some neighbourhoods, said Ed Moore, a Detroit-area spokesman. He said there were 25 reports of mail carriers bitten by dogs in Detroit from October through July. Though most are by pets at homes, strays have also attacked, Moore said.

 [Post & Parcel](#): Brazil Post began negotiations with the unions on Tuesday regarding a new collective bargaining agreement. Fentect, the federation of 23 unions representing postal workers across Brazil, said negotiations began with discussion of subjects including the issue of working on weekends and public holidays. The union umbrella group said Brazil Post wants its staff to work on weekends and holidays, but the unions believe postal workers have the right to "rest, relaxation and family activities".


 [Kyoto News International](#): Japan Post Group said Thursday it and Britain's state-owned postal service operator Royal Mail have agreed to strengthen their partnership as both prepare to become publicly listed companies. Japan Post, controlled by the government, will exchange information with Royal Mail, on how to prepare for listing and reconstruct struggling postal services amid the diffusion of e-mail.

 [NorthJersey.com](#): Earlier this year, the idea to end Saturday mail delivery was nixed. This plan would save about \$3 billion a year. As more Americans pay their bills online, mail volume is down, so eliminating a delivery day makes sense. If not Saturday, then why not Wednesday? Or Thursday? It comes down to preserving the USPS. It is still a valued and needed service.

 [The Affordable Mail Alliance](#) (in which PostCom is a participant) has sent a letter to every one of the seven Governors of the Postal Service urging their rejection of any request for the Postal Service to file for a greater-than-inflation exigency increase in postal rates.

 [Washington Post](#): The inspector general for the U.S. Postal Service has launched a review of the agency's employee conferences to determine whether it has misused funds for the events. Similar audits in recent years have exposed lavish spending by the General Services Administration, the Department of Veterans Affairs and the Internal Revenue Service. "Conferences can be an effective method to communicate or plan for key events and significant changes within an organization," the Postal Service inspector general's office said in an announcement on Wednesday. "They can also be abused and subject to questionable spending and misuse of funds." The Postal

Service inspector general's office has requested input from USPS employees, asking whether they feel conference costs and amenities were appropriate. Postal workers can submit comments through a page on the agency's Web site. The IG probe is scheduled to wrap up by April of next year, according to the agency's announcement.

 [Grand Forks Herald](#): Postmaster General Patrick Donohoe toured North Dakota's Oil Patch Wednesday and pledged to improve service to the rapidly growing area. "I'm sorry this has taken so long, but we will get this stuff resolved," Donohoe told community leaders during a roundtable meeting in Williston. Residents of Williston and surrounding communities told Donohoe about inadequate post office facilities, mail that's delayed or never arrives, and waiting in line for hours to pick up a package. As Donohoe heard the concerns, he often said "We'll take care of it" as his staff quickly took notes on his directives.



[Efficiency Review of the Atlanta Network Distribution Center – Processing and Transportation](#) -- *What the OIG found:*

"Atlanta NDC operations and associated transportation to and from the Memphis NDC could be more efficient. The Atlanta NDC did not attain the average productivity of those NDCs above median productivity. Consequently, the Atlanta NDC used about 130,300 more workhours than necessary. If the Postal Service eliminated these workhours, there would be an annual labor cost avoidance of about \$5.2 million. We also found that some mail was being unnecessarily transported from the Atlanta NDC and that space in mail transport equipment, such as over-the-road containers, were underutilized. In addition, overall transportation between the Atlanta and Memphis NDCs, and transportation from some feeder processing plants to the Memphis NDC was underutilized. Finally, we observed some mail transport equipment was not properly restrained by straps for transportation to and from the NDCs. Officials were not always following NDC guidelines for properly sorting, labeling, and consolidating mail. In addition, officials did not fully analyze existing transportation among NDCs and feeder facilities. We estimate the Postal Service could save about \$2.8 million annually in transportation costs by complying with NDC guidelines and combining or eliminating some trips."



The latest issue of [Postal Technology International](#) is now available.



From the Federal Register: **Postal Regulatory Commission NOTICES** Changes in Postal Rates , 52223–52224 [2013–20453] [[TEXT](#)] [[PDF](#)]





The Postal Regulatory Commission has filed with the DC Court of Appeals its [Response in Opposition to Petition for a Rehearing En Banc](#). If this sort of legal hash floats your boat, you can find a copy of the filing on this site.


August 21, 2013




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


 The planned takeover of the Portuguese post by a consortium around ECT Correios seems to be in danger due to the bankruptcy of Brazilian multi billionaire Eike Batista.


 The postal market in Lithuania grew considerably in the second quarter of this year. According to the regulatory authority RTT revenues saw a year-on-year increase of 13.5% to 24.4m euros. At the same time, turnover from services under the scope of the universal service climbed by 8.9%.


 Pos Malaysia significantly increased its revenues and earnings in the first quarter of the business year 2013/2014.


 An end of the postal strike in Chile (CEP-News 32/13) is not on the horizon yet.


 The German government submitted the redraft of the postal law to the upper house in the last minute. the bill stipulates that Deutsche Post has to submit contracts with key accounts to the Federal Network Authority for approval two months in advance. Furthermore, the right of appeal of Deutsche Post's competitors is also strengthened.


 The Finnish post apparently plans to sell its subsidiary Logia Software Oy to the subsidiary's management.


 Deutsche Post apparently plans to be able to raise postages faster than before. According to a report by daily news »Frankfurter Allgemeine Zeitung« (15.08.), the post will make an application to the Federal Network Authority, requesting to modify the current regulations, so that a price increase equalling the inflation rate is permitted. Now, the post argues that its productivity reserves were exhausted and therefore the company had to be allowed to pass the complete inflation on to its customers.


 The organisation for people with hearing problems called for an immediate stop of sales of hearing devices in the branches of Swiss Post (CEP-News 32/13). In a letter to the company's management, Pro Audito argues that hearing devices should only be bought after a specialist's advice. However, postal workers could not provide such an advice.


 The Brazilian post entered a new age with the inauguration of its first digital postal centre. Last Tuesday, ECT opened the first scanning and sorting centre in Brasilia. The new centre is part of the post's strategy 2020 plan to expand hybrid mail services and other electronic postal services.

 The Canadian post refuses to reveal the legal tab for its year-long lawsuit about the pay equity of its female employees.

 Chinese authorities are concerned about the increasing crime rate in the express and courier business.


 The Brazilian metropolises Rio den Janeiro and Sao Paulo are strongholds of crime in the CEP industry.


 Same-day delivery platform Shu!t! wants to get the momentum of its business in the USA going with two new top executives. Last week, Mike Fiorito, former chairman of US courier service Urban Express, was presented as new head of the US business.


 The coverage ratio of PostNL's pension fund dropped below the statutory 104.1% mark in June and July.




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.)*


 [Nebraska Radio Network](#): A spokesman for the Postal Service says no legislation is needed to prevent the closings of rural post offices, because the service has backed off of that proposal.

 [Journal and Courier](#): Follett Purdue Bookstore and the U.S. Postal Service have partnered to open a Village Post Office inside the bookstore in the Purdue West Shopping Plaza at 1400 W. State St. Bernice Grant, USPS district manager, said studies showed that during peak times when students are coming back to Purdue or leaving campus, lines for customers at the West Lafayette post office "would sometimes be excessive."

 [Public Finance International](#): Plans by the government-owned US Postal Service to reform employee healthcare provision are likely to save the firm more than \$33bn over five years, but will weaken the sustainability of public sector health funding, auditors have warned.


 [GovConWire](#): The U.S. Postal Service has awarded Toronto-based SecureKey Technologies a potential three-year, \$15,125,000 contract to implement a cloud computing-based authentication platform for the federal government. The agency received 18 proposals for the Federal Cloud Credential Exchange program and rated technical criteria as more important than price when evaluating proposals, the agency said in an Aug. 20


FedBizOpps notice. "SecureKey's proposal was determined to offer the best value because SecureKey had the highest rated technical proposal and offered the second lowest price," the notice says.


 **Attention Postal One! Users: PostalOne!® Release 35.2.0:** The release will include several infrastructure changes and be deployed during the scheduled maintenance window of 4:00AM CT to 8:00AM CT on Sunday, September 8, 2013. The infrastructure change which **will result in a four-hour outage from 4AM to 8AM CT on Sunday, September 8, 2013.** During this outage, PostalOne! will be unavailable including Mail.xml®, FAST® Web Services, and eDOC Services.


 *From the Federal Register:*

Postal Regulatory Commission	
PROPOSED RULES	
Market Tests of Experimental Postal Products ,	
51678–51686 [2013–20178]	[TEXT] [PDF]
NOTICES	
Negotiated Service Agreements ,	
51757–51758 [2013–20281]	[TEXT] [PDF]

 **Post & Parcel:** The national postal service of the Grand Duchy of Luxembourg rebranded in 2013 from its old name, P&T Luxembourg. The company was originally founded in 1842, but became a Public Limited Company, wholly owned by the state, in 1992. Post Luxembourg provides postal services, telecommunications services and financial services, describing itself as the fifth largest employer in Luxembourg. The core business involves mail, parcels and express services. The company manages a network of 100 retail outlets and distributes Luxembourg's newspapers before 6.30am. Along with postal services, the company offers a range of digital e-services including online postage, customer service and mail forwarding, along with an eShop. Through some of its subsidiaries, Post Luxembourg provides mobile phone, Internet and TV connection services. The company also offers financial services including current accounts, money transfers and credit cards.

 **USA Today:** Partly blaming the health law, United Parcel Service is set to remove thousands of spouses from its medical plan because they are eligible for coverage elsewhere. Many analysts downplay the Affordable Care Act's effect on companies such as UPS, noting that the move is part of a long-term trend of shrinking corporate medical benefits. But the shipping giant repeatedly cites the act to explain the decision, adding fuel to the debate over whether it erodes traditional employer coverage. Rising medical costs, "combined with the costs associated with the Affordable Care Act, have made it increasingly difficult to continue providing the same level of health care benefits to our employees at an affordable cost," UPS said in a memo to employees.


 **Crain's New York:** Condé Nast and Amazon have struck a deal in which the online giant will begin managing print and digital subscriptions for Condé titles, the companies said on Tuesday. The program, called All Access, is meant to simplify the subscription process by sending potential subscribers from the magazines' websites to Amazon.com, where they log in to their Amazon accounts in order to subscribe. Amazon will handle the transactions and provide readers with immediate access to magazine content on Kindle Fire, iPad, Android tablets and phones.

 **Global Address Data Association:** The July issue of the newsletter is now available for download on the homepage: www.globaladdress.org. Interesting pieces on the value of an address from the USPS and PAF. Interesting different approaches to the same question. Guy Mucklow of Postcodeanywhere discusses the problem their new auto-fill address verification system solves. This was an answer that has been obvious for years and it's rather puzzling why it took so long for someone to produce it. And a great piece by Kate Muth on the USPS Roundtable on the Value of an Address that morphed into "when do we start using geo-coordinates in addressing"?

August 20, 2013



PostCom Members!! The latest edition of PostCom's publication [Into the Postal Weeds](#) is now available on this site. In this issue -- "*Where in the World . . . Is the USPS Headed with Flats?*"

 **The Japan Times:** The Japan Post group's labor union started talks Tuesday on proposed changes to the group's employment and pay systems. The Japan Post Group Union will decide whether to accept the proposals Thursday after the discussions at a general meeting being held in the city of Nagano. One of the proposals calls for introducing a new employee status that is not subject to transfers and has lower salaries than others. Japan Post Holding Co. plans to introduce the new status in fiscal 2014, starting in April. The other proposal seeks to reduce basic salaries by 20 percent and introduce merit-based pay in order to overhaul the current seniority-oriented pay system.



In a piece prepared for the PostCom Bulletin, postal commentator Gene Del Polito noted that Congress has done little to forestall a postal fiscal panic. All eyes now are on the USPS Board of Governors, who are considering whether to exercise an exigency provision in the 2006 postal act to raise new postage-based revenue beyond the ordinary bounds of inflation. Indeed, the Governors allegedly will be considering filing with the Postal Regulatory Commission an exigency rate request when it next meets in a closed-door session in the beginning of September. While no one can say for sure exactly what the Governors will do before they actually do it, the mere consideration of the exigency alternative already has precipitated a postal panic among postal customers. Many have stepped up their plans to abandon mail in favor of other more predictable, reliable, and cost-efficient business transactional alternatives, and there are plenty of those from which to choose."





At the Postal Regulatory Commission: Postal Regulatory Commission RULES Product List
Updates , 51073–51076 [2013–20186] [\[TEXT\]](#) [\[PDF\]](#)





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UNITED STATES POSTAL SERVICE

Fueling a Fleet : "Alternative fueled vehicles are gaining renewed interest with the abundance of cheap, domestic natural gas. Compressed natural gas (CNG) vehicles took off in the 1990s as infrastructure development surged. Service stations then declined for a decade but are now resurging. Liquefied natural gas and ethanol are other options, as is a new clean fuel called GDiesel, a combination of conventional diesel and natural gas that can be used on conventional diesel engines without modifications."


 **Washington Post:** The controversial plan by the U.S. Postal Service to pull its staffers from the Federal Employees Health Benefits Program (FEHBP) probably would save USPS lots of money, but the cost would bring significant uncertainties for postal workers. That's the finding of a report by the Government Accountability Office, which also indicated that many employees would have to pay more for care under a USPS health insurance program. Postal Service officials have proposed withdrawing from FEHBP, which also serves federal employees generally, in order to save money. In its place, USPS would run its own health insurance plan. The proposal requires congressional approval.


 **Ghana Broadcasting Corporation:** The age old practice of sending and receiving letters through the post has changed over the years due to emerging technologies. In the following feature, Radio Ghana's Ewurabena Paha examines the role of the Ghana Post Company in the face of technology.

 **The Wichita Eagle:** Sen. John Hoeven says Postmaster General Patrick Donahoe is slated to visit the oil boom town of Williston to hear about postal-related challenges in the region. Hoeven says the Wednesday visit is a chance for Donahoe to hear firsthand about problems and discuss solutions related to postal delivery, customer service and accommodations for future growth. Hoeven says he and Donahoe will tour residential areas that are experiencing mail delivery challenges. Hoeven says stops also will be made at an oil company crew camp and an RV park.


 **Zawya:** Emirates Post Group has announced more competitive rates for international parcels and EMS (Express Mail Service) as part of a mid-year tariff revision, offering highly attractive options for sending parcels to all parts of the world. Under the revised tariff, rates have been fixed zone-wise. For example, for a 10-kg ordinary parcel to the Indian subcontinent (India, Sri Lanka and Bangladesh), the rate is just Dh133. For Pakistan, the rate is Dh114.


Similarly, a 10-kg ordinary parcel to GCC countries (including Saudi Arabia, Bahrain, Oman, Kuwait and Qatar) costs just Dh83. Emirates Post has also announced the addition of new destinations to the EMS network, with the goal of widening its customer base. The EMS was already available for 108 destinations earlier.


 [New Indian Express](#): The postal delivery employees of Pondicherry division struck work on Monday protesting the Department of Posts decision to reduce 10 posts of postmen. As a result of the strike, the delivery of the postal items was affected and the articles were piling up at the Head Post Office.

 [New Jersey Journal](#): Three people face drug distribution charges after police say they received a package containing \$40,000 worth of MDMA, a synthetic drug similar to ecstasy, police said. On Wednesday, Harrison Police and the Department of Homeland Security were alerted by the U.S. Postal Service of a package intended for a Harrison resident containing drugs, police said. At about 11 a.m., the postal service, under the surveillance of Harrison police, delivered the package to a woman at a Patterson Street residence, police said. The woman, a 26-year-old Harrison resident, signed for the package and was arrested, police said. Police said the package was intended for the woman's boyfriend, Jaime Melgar, 31, of Harrison, who was arrested at his job in Newark, police said.

August 19, 2013

 [Washington Examiner](#): United States Postal Service's have a plan to escape the cost of their retiree pension plan, according to a new government report, but it comes at the expense of the already-embattled Medicare program. "The primary policy decision for Congress to make with respect to USPS's proposed health care plan is whether to increase postal retirees' use of Medicare, which is already facing funding challenges," the Government Accountability Office reports. "This is because USPS's proposal would essentially decrease USPS costs but increase Medicare costs." USPS is on the hook for \$54.6 billion for retirees' health benefits. It also has reached its legal debt limit and doesn't make enough money on mail to cover its costs, according to GAO. The plan submitted for congressional review, though, simply transfers costs from one part of government to another.

 [The Hill](#): The cash-strapped U.S. Postal Service's push to run its own healthcare plan could add — if only slightly — to Medicare's financial strains, according to a new report. The Government Accountability Office (GAO) says that the USPS's proposal to opt out of a federal healthcare plan would likely lead to billions of dollars in savings. But the GAO also noted that a large chunk of the savings would come from making more retired postal workers rely on Medicare services.


 [Washington Business Journal](#): The U.S. Postal Service is on the verge of hiring a contractor to develop and run the Federal Cloud Credential Exchange pilot, according to several government sources, Federal News Radio reported. USPS released the solicitation, and an award has been expected for the last few weeks. The goal of the pilot is to let citizens log onto federal services from third parties, such as Google or PayPal, as long as those companies meet certain federal standards.





[U.S. POSTAL SERVICE: Proposed Health Plan Could Improve Financial Condition, but Impact on Medicare and Other Issues Should Be Weighed before Approval](#) GAO-13-658, Jul 18, 2013

"What GAO Found: The U.S. Postal Service (USPS) would likely realize large financial gains from its proposed health care plan, primarily by increasing retirees' use of Medicare. Specifically, USPS estimates that its plan would reduce its retiree health benefit liability by \$54.6 billion, thereby eliminating its unfunded retiree health benefit liability. The plan would also reduce USPS's required total annual health care payments by an estimated \$7.8 billion in the first year of implementation and by \$33.2 billion over the first 5 years of implementation. USPS also projects that relative to the total annual health care payments it would expect to make (reflecting its stated inability to make prefunding payments to fund retiree health benefits), its new plan would reduce its payments by \$2.1 billion in the first year of implementation and \$12.4 billion over 5 years. USPS also projects that its plan would increase the more than \$550 billion that the federal government spends annually for Medicare by \$1.0 billion in the first year and an average of about


\$1.3 billion annually in the first 5 years of its health plan—about 0.2 percent of Medicare's annual costs. GAO has previously reported that Medicare is on a fiscally unsustainable path over the long term. Additional costs resulting from USPS's proposed plan would also have to be weighed alongside the fiscal pressure already faced by Medicare, but these costs have not been evaluated by the Office of Management and Budget (OMB) or the Centers for Medicare and Medicaid Services (CMS). Some elements of USPS's proposal would add uncertainties that could reduce funds available for its employees' and retirees' future health care. If Congress decides to move forward with USPS's proposed health plan as part of a broader reform package, other important policy issues remain to be addressed...."

 [Unite](#): About 7,000 Royal Mail and Post Office managers have voted overwhelmingly against large cuts to their pensions in consultative ballots, Unite, the country's largest union, announced today (Monday 19 August). In a separate consultative ballot, more than 6,000 Royal Mail managers voted by a margin of 71 per cent against the government's privatisation plans for the Royal Mail – the legislation is on the statute book, but ministers have yet to start the sell-off process, due this autumn.


 [eCommerceBytes](#): Expect to see television ads promoting the USPS Priority Mail service beginning this week. I was privy to a conference call with journalists hosted by U.S. Postmaster General Patrick R. Donahoe and Chief Marketing and Sales Officer Nagisa Manabe who were trying to spread the word to both consumers and small businesses about the attractions of using Priority Mail to ship packages. The USPS recently rolled out changes to Priority Mail, including rebranded Express Mail to "Priority Mail Express." A spokesperson said future plans include moving to a guaranteed service for day-specific delivery. Right now, only Priority Mail Express (the former Express Mail service) is guaranteed delivery - the other dates (1 Day, 2 Day and 3 Day), which the duo referred to as day-specific delivery, are estimates based on the package's departure and ship-to location - in other words, customers cannot request 1 Day, 2 Day or 3 Day Priority Mail. The USPS has flexibility to make changes to services and rates to what are called "competitive" offerings, under which Priority Mail falls. Eyeing carriers such as UPS and FedEx, apparently the USPS believes it can further improve Priority Mail (and improve its bottom line) by guaranteeing delivery dates. But would a hypothetical increase in package volume as a result of such a change be enough to satisfy the desire to boost postal revenue?

 [Astro Awani](#): Pos Malaysia Bhd is looking to grow its profitable courier and logistics segment by leveraging on its numerous Pos Laju centres and extract further synergies from the Kuala Lumpur Airport services (KLAS). KLAS is a wholly-owned subsidiary of DRB-Hicom and Pos Malaysia to create an efficient workflow of logistics management services.

August 18, 2013

 [The Telegraph](#): The low morale of the Royal Mail workforce has been laid bare by an internal report which reveals just 28pc of the staff have confidence in the decisions of the senior management team led by chief exec Moya Greene. Less than four in ten support Royal Mail's "strategy and direction", under a third feel "valued and recognised" while 14pc claim to have been bullied or harassed in the workplace, mainly by their immediate line manager. Just 34pc believe the senior management team "communicates a clear vision".

 [Motley Fool](#): "America's Post Office: Not As Doomed As You Think"

 [Telecompaper](#): HP Romania submitted the only bid in an auction organised by the Romanian Post (Posta Romana) for the acquisition of IT equipment. According to the tender book, the postal company will acquire 940 servers with screens, 3,400 workstations with screens, 2,210 matrix printers, 30 notebook systems and 90 laser printers. The new IT equipments will replace the company's existing ones.





[Customer Defection and Retention](#): *Start Date: Wednesday, August 14, 2013*
Estimated Report Date: Thursday, November 14, 2013


The Postal Service has a significant customer base, ranging from


individual residential customers to large, national companies that spend millions on mailing and shipping each month. It has been reported that the Postal Service lost nearly \$8 billion in revenue in fiscal year 2012 from existing customers and those who left the Postal Service altogether. Customers may have defected for a variety of reasons, such as price or customer service considerations or changes in their mailing or shipping needs. Customer defection and churn issues affect all companies, and research shows customer defection rates of 10-30 percent each year for typical companies. Research also shows acquiring a new customer is usually much more expensive than keeping an existing one. Retaining customers is a major financial opportunity for the Postal Service, particularly as the Postal Service's \$5 billion sales goal for FY 2013 is less than the amount lost from defection in the previous year. When the revenue lost due to defection and churn is higher than the sales goal, there is a fundamental problem that acquiring new sales alone cannot fix. Understanding why certain customers defected; how the Postal Service identifies and addresses customers at risk for defecting; and the effectiveness of the Postal Service's customer retention strategies are key steps to improving the Postal Service's financial condition by mitigating defection and retaining current customer's volumes and revenues.


August 17, 2013


 [Huffington Post](#): Mobile phones -- chiefly the cheap, unsmart variety -- are used by at least three times as many people in developing countries as in the industrialized world. A local team of engineers designed the tool -- a free SMS service with outgoing poll questions and a computer algorithm to distill incoming information -- and let their Ugandan partners figure out how best to use it to promote child health. Fifteen months later, in a country whose most widely read newspaper has a circulation of 33,000, over 200,000 Ugandans have already signed up by mobile phone. *[EdNote: A new and better way of binding a nation together?]*

 [Birmingham Mail](#): Royal Mail unveiled a big jump in profits to £440 million as it took another step towards a possible stock market flotation later this year. The result for the year to March 31 is more than double the £152 million in 2012 - when there was one less trading week - as the state-owned firm benefits from the boom in online shopping and recent efforts to modernise the business. Chief executive Moya Greene, who last year returned the core postal business to profitability after four successive years of losses, said it was a strong performance and that the transformation of Royal Mail was under way.

 [Tamebay](#): Royal Mail is committed to maintaining a large letters format for its Royal Mail 24 and Royal Mail 48 services.

 [The New Zealand Herald](#): Post office customers are being dispatched to self-service counters as New Zealand Post bosses try to stamp out long queues.

 [From the Federal Register: Postal Service NOTICES Meetings; Sunshine Act , 50459 \[2013-20299\]](#)
[[TEXT](#)] [[PDF](#)] 50458 [2013-20301] [[TEXT](#)] [[PDF](#)]

 [Wall Street Journal](#): Sens. Tom Carper (D., Del.) and Tom Coburn (R., Okla.) introduced a bipartisan postal overhaul bill this month that would allow Saturday letter delivery to be eliminated after a year, while preserving package services. A Republican-controlled House committee also recently approved a bill that would allow most Saturday deliveries to end immediately. That bill, which has drawn opposition from House Democrats, calls on the agency to look at hiring private contractors and seeks to curtail door-to-door delivery in favor of curbside and community boxes. Lawmakers are expected to work on postal legislation in September, congressional aides said.



[American Postal Workers Union](#): In response to demands from the APWU, the Postal Service agreed on Aug. 14 to convert 399 Clerk Craft Postal Support Employees (PSEs) to career status. The conversions will be the first in mail processing. The conversions will occur primarily in districts where the number of PSEs exceeds the 20 percent district-wide cap outlined in the 2010-2015 Collective Bargaining

Agreement, and will take place within 60 days of the signing of the agreement. For a list of locations, visit www.apwu.org.



Government Executive: The largest labor union for U.S. Postal Service Employees announced some good news Friday, including a \$937 raise beginning in September. The pay hike will apply to all career employees in the American Postal Workers Union as part of a scheduled cost of living adjustment negotiated in 2010. Just two months after the COLA goes into effect on Sept. 7, APWU employees will receive an across-the-board 1.5 percent pay increase. "Cost-of-living increases are an important part of our pay package," APWU president Cliff Guffey said in a statement announcing the precise amount. "Combined with percentage pay raises, they help our members achieve financial security." In another positive development for the union, an arbitrator has ruled that any time USPS hires a subcontractor, it must first notify the relevant APWU field office of the decision. This will allow the union to challenge the decision to use contractors. "The ruling gives locals a tool to fight for the creation of additional duty assignments by ensuring they are aware of subcontracting decisions," Guffey said. "This is a major victory in our battle to protect jobs," he added. "That is a fight we are determined to win."

FedEx BusinessWire: The Board of Directors of FedEx Corporation has declared a quarterly cash dividend of \$0.15 per share on FedEx Corporation common stock. The dividend is payable October 1, 2013 to stockholders of record at the close of business on September 10, 2013.

August 16, 2013


Bernews: The Post Office has been around for 201 years but they have embarked on a process of modernization, Postmaster General Major Allan Wayne Smith said earlier this week in a speech at the Hamilton Rotary Club. Major Smith said, "It is no secret that for the past several years the Postal Sector worldwide has experienced a growing deficit resulting from increasing costs and declining mail volumes & revenues. The Bermuda Post Office has been no exception."

Attention Postal One! Users: Value Added Refund Process. In July 2013, enhancements were made to the PostalOne! system to allow mailers to submit requests for **Value Added Refunds (VAR)** through the PostalOne! system if the refund request totaled \$50 or more. This enhancement allowed mailers to transmit their electronic mailing information containing the VAR information and the PostalOne! system would notify the acceptance employee of a pending VAR when the postage statement was processed.

Several issues were identified with this VAR functionality. Until these issues can be resolved, the VAR functionality in the PostalOne! system will be disabled effective August 18, 2013. All VARs submitted electronically under this process **must be finalized** (including second level concurrence) by **midnight, Saturday, August 17, 2013** since we are disabling the functionality on August 18. Mailers requesting VARs **on or after August 18, 2013** will submit a hardcopy PS Form 3533, Application for Refund of Postage or Fees, at the time of mailing. Acceptance sites will validate the information on PS Form 3533 and submit the hardcopy for payment. With this change, mailers will no longer see VAR information on their dashboards.

The minimum refund amount of \$50.00 per mailing established for VARs effective July 28th remains in effect. To meet the minimum required for a VAR, each mailing refund request must be for at least \$50.00 in postage. Mailers may not combine multiple mailings on a single Form 3533 to reach the \$50.00 minimum threshold. This only affects the Value Added Refund (VAR) functionality. Non-Value Added Refund requests will continue to be processed using the new electronic version of PS Form 3533 in PostalOne!.


Marketwired: Neopost, a leading solutions provider in the postal and related digital communications industry, has produced 'A Practical Guide to Creating Effective Direct Mail Campaigns' in conjunction with the Direct Marketing Association (DMA), to help businesses get more from their direct marketing budgets. The Guide contains useful tips on everything from creative and copy to data and offer strategies. It also covers the critical planning stage which is crucial to the success of any campaign.

 **Politico:** It is almost impossible to find an establishment Republican in town who's not downright morose about the 2013 that has been and is about to be. Most dance around it in public, but they see this year as a disaster in the making, even if most elected Republicans don't know it or admit it. Several influential Republicans told us the party is actually in a worse place than it was Nov. 7, the day after the disastrous election.





[Benchmarking of Costing Methodologies](#) -- "While the Postal Service uses several best practices in product costing, changes are needed to reduce postal investments in the process and improve the usefulness of the resulting data.


Such improvements include moving from expensive manual data collection systems to an increased use of automated data collection systems. Currently, the Postal Service spends about \$100 million annually to develop the costing data reported to the Postal Regulatory Commission. Further enhancements include the use of more granular data, more timely reporting (some reporting is quarterly and some is annual), and better coordination among groups within the Postal Service. " [Report Summary](#) | [Entire Report](#)

 **Clifton Journal:** Residents have had their fair share of complaints about the Postal Service in the city recently. Clifton residents have been complaining of poor mail service. Pictured is the post office on Main Avenue. Common themes include a simple absence of mail, package delivery and pick up, returned mail for no obvious reason and a lack of accessible communication. Much of the discontent revolves around replacement carriers as residents said that without their regular carrier, service can be deficient.



 [Wall Street Journal](#) For years, the businesses of United Parcel Service and FedEx have been shaped by three intertwined forces: the emergence of China, the broad implementation of just-in-time inventory-management systems and the rise of Internet commerce. But the world is changing, and these two shipping giants will need to change with it.

 **NewsOK:** A group of Oklahoma City businessmen is optimistic about its chances of working out a deal with the U.S. Postal Service to try out a fleet of vehicles that run on compressed natural gas instead of gasoline.

 **Arab News:** The Indian government has launched electronic postal order for its overseas citizens to enable them to seek information under the Right to Information (RTI) Act. Surinder Bhagat, spokesperson of the Indian Embassy in Riyadh said Wednesday that the Personnel Department and Posts Department have recently launched a service called e-IPO (Electronic Indian Postal Order) to allow Indian citizens abroad to purchase an Indian Postal Order electronically by paying fee on-line through e-Post Office Portal <http://www.epostoffice.gov.in>.



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

- CRIDs and MIDs: New Functionality on the USPS' Business Customer Gateway Reserve your Webinar seat now: <https://www1.gotomeeting.com/register/830802793>
- The U.S. Postal Service ended the third quarter of its 2013 fiscal year (April 1 – June 30) with a net loss of \$740 million, increasing the year-to-date net loss to \$3.9 billion. Aggressive Postal Service actions to contain costs and increase efficiency, along with a decrease in workers' compensation expense due to fluctuations of discount rates, prevented the financial loss from being greater. However, the Postal Service will not return to profitability and long-term financial stability without passage of comprehensive legislation to fix a business model that does not allow it to adapt to changes in the marketplace.
- The USPS on August 15, 2013, held a webinar to brief customers on its readiness for the upcoming fall mailing season. It said that in many ways, this year's fall mailing season will be different than previous years but that the USPS is prepared with plenty of capacity and plans in place.
- The USPS Office of Inspector General (OIG) on August 6, 2013, published a solicitation "to procure services to conduct benchmarking studies of selected organizations as well as foreign postal administrations to identify best practices used to set, distribute, and monitor revenue and sales targets." The OIG noted that it "intends to obtain a supplier who possesses specific subject matter expertise to study and evaluate revenue and sales target setting, distributing, and monitoring methodologies used by large organizations for suitability and adaption in the Postal Service environment." "Experience with foreign postal organizations

and their revenue and sales target setting, distributing, and monitoring methodologies is desirable," it said. Responses to the solicitation are due by August 20, 2013.


- The Postal Service published its unaudited June results with the Postal Regulatory Commission. USPS lost \$27 million in June 2013. The Postal Service's controllable operating income for the month was \$26 million. Just like last month, you are probably asking yourself, how did they lose \$27 million, but had a controllable income of \$26 million. Well, let's just say it's all in the math.
- USPS introduces new priority mail features. USPS gains "green" ideas from employee survey. First-Class Mail tracer market test on hold. Congress must not hobble USPS rebound. PRC authorizes International Merchandise Return Service market test. Postal Service delivers ominous fiscal message. Senator Carper comments on USPS' 3rd quarter results. Saving the U.S. Postal Service. Netflix to close Bloomfield distribution center. Web services to challenge Post Office in bill-paying. PRC proposes rules for market tests of experimental products. Report examines future of Canada Post. NALC's Rolando remarks on USPS' 3rd quarter results. PostCom's newest member.
- Updates from the Federal Register.
- Updates from the USPS' Consumer and Industry Affairs.
- An update from the USPS Office of Inspector General.
- Jersey Post is going to put electric vans through their paces as part of a six month trial to see if they are a viable option for the future of the company's vehicle fleet. Royal Mail is considering altering the large letters services for paid for goods. Slovenia Post has signed a memorandum of understanding (MOU) with Kosovo Post for closer cooperation between the two postal operators. Canada is lagging major countries that have ended the monopoly of their national postal services, with regard to letter mail. Austrian Post has broken ground on a new €50m mail and parcel sorting centre in Allhaming, near Linz in the north of Austria. The UK Post Office has announced the national roll-out of its Drop & Go service, which offers business customers and internet retailers a fast-track, pre-paid card service when sending mail at over 10,000 branches. The Scottish National Party has raised concerns for the future of the British Forces Post Office (BFPO) under UK Government plans for Royal Mail privatisation. Campbell River postal workers were among those off the job Wednesday after Canada Post locked them out. Lithuanian post sees revenue growth.
- Postal previews.


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August 15, 2013


 **Phonescoop:** President Obama has proposed a plan to bring faster broadband access to the nation's schools. The plan, called ConnectEd, would improve internet access at 99% of schools around the country. Obama thinks this could help education initiatives that rely on connectivity and the internet. Obama is attempting to circumvent Congress in order to get the program approved swiftly. Doing so, however, requires the approval of the Federal Communications Commission. [EdNote: Well, hell....The President (in behalf of the nation) OWNS the Postal Service. Why not think a bit more creatively about what to do with that?]


 **Are You Ready for Full-service Intelligent Mail?** Join us for a Webinar on September 11. Reserve your Webinar seat now at: <https://www1.gotomeeting.com/register/814678808>
We've had many months to integrate Full-service Intelligent Mail® into our mailing programs, yet there may still be some questions as we prepare for the January 2014 requirement. What are the requirements? When do I need to identify a pallet? What does the 45 day uniqueness mean? What is the By/For requirement and when and how is it populated? **Heather L. Dyer**, USPS HQ Business Mailer Support will review the requirements.


 [PC Magazine](#): The United States Postal Service may be struggling, but a crop of apps promise to help us reconnect offline by sending physical mail straight from your smartphone.


 [Yahoo! Finance](#): The U.S. Postal Service just revamped its priority mail program to raise revenue and drive new growth in its package delivery business. The move is expected to generate \$500 million in new annual revenue, but that's just a drop in the bucket for the mail behemoth. The Post Office handles 40% of the world's mail, employs more than 493,000 workers and delivers letters and packages to 152 million U.S. residences and businesses every day. The self-governing federal agency reported revenue of \$65 billion last year from sales of stamps, products and other services; USPS receives zero tax dollars to fund its operation. But the postal service has lost billions of dollars in recent years (\$16 billion in 2012 alone, a rate of nearly \$49 million a day) and could default on pension obligations to retirees if its staid business model does not keep up with technological trends. Patrick Donahoe, Postmaster General and CEO of USPS, has attempted to return the agency to profitability by cutting Saturday delivery service, closing more than 500 mail processing facilities, slashing headcount, eliminating delivery routes and expanding the post office's purview to include shipping alcohol. Donahoe says "it's doable" for the organization to close its \$20 billion revenue gap, a feat he hopes to accomplish by 2017. "We do not want a [taxpayer] bailout," he maintains. "What we're proposing is very workable."

 [Deutsche Post DHL](#)  [Nyas Times](#): Sending mail, parcels and other forms of shipments domestically and abroad will no longer be a mammoth task following the sealing of a deal between Malawi Postal Corporation (MPC) and DHL International that is expected to improve mail service delivery to clients of both institutions. The country's post service has in recent times come under enormous criticism from various stakeholders due to what they called unreliable services characterized by late delivery of people's parcels and mail both domestically and overseas. However the trend is bound to change following an agreement dubbed 'Post Express' that will see MPC complementing DHL postal services and shipments domestically while the later will do the same for the local state owned institution internationally.

 [Lloyd's Loading List](#): The most important logistics centres in Russia are currently Moscow and St Petersburg but other economic centres, including Samara, Nizhny Novgorod, Kazan, Ekaterinburg, Novosibirsk and Rostov, are becoming increasingly important as logistics centres because of the growth in retail and industry. However, this is hardly a case of straightforward expansion or an easy market opportunity for logistics players to move into. To say that this is a 'challenging' market for logistics would probably be an understatement – bureaucracy, poor hinterland infrastructure and the weather are just some of the 'traditional' issues to be dealt with. And now, for shipping lines in the Baltic, there is a whole new challenge – the upcoming rules on sulphur emissions.

 [Packaging News](#): Royal Mail's proposals to introduce its own version of QR codes for mailing could provide a significant boost to the direct mail industry, according to a well-known mailing and fulfilment expert.

 [National News Agency of Malaysia](#): Pos Malaysia Bhd is spending RM50 million under its capital expenditure (CAPEX) programme to develop an Integrated Parcel Centre (IPC) at the National Mail Centre in Shah Alam. The centre is slated for completion by mid-2014.

 [Post & Parcel](#): Brazil Post has opened its first hybrid mail production plant, moving it "into the digital age". The national postal service in Brazil said its new Centre of Digitalisation and Postal Object Production in Brasilia marks the first stage in the implementation of a digital/hybrid mail service. It will see the Post able to receive customer data electronically in order to generate physical mail items for postal delivery local to the recipient.


 [From the Federal Register](#): **Postal Regulatory Commission NOTICES** Negotiated Service Agreement , 49784–49785 [2013–19802] [[TEXT](#)] [[PDF](#)]


August 14, 2013





[American Postal Workers Union](#): The American Postal Workers Union achieved a significant victory on Aug. 13, with the signing a Memorandum of Understanding (MOU) that strengthens and clarifies the seniority rights of Postal Support Employees (PSEs),


Industrial Relations Director Mike Morris has announced. The Memorandum of Understanding on PSE Reappointment [PDF] stipulates that after their break in service, PSE reappointments must be based solely on the PSEs' relative standing — their seniority — on the installation's PSE rolls.


 [Washington Post](#): The U.S. Postal Service on Wednesday made changes to its Priority Mail lineup, offering free insurance and tracking along with day-specific delivery in an effort to boost shipping revenue for the financially ailing agency. "Our revamped Priority Mail product line should be a game-changer in the shipping marketplace," said USPS Chief Marketing and Sales Officer Nagisa Manabe. "We're meeting the rising expectations of customers." Under the plan, Priority Mail will include up to \$100 of insurance coverage free of charge. It also provides scheduled delivery — one-day, two-day or three-day — based on the origin and destination of the package. See also [Bloomberg](#).


 **INDUSTRY ALERT** **Industry Discussion on Plans for MTE** *Wednesday, August 21, 2013 2:00 PM (EDT)* Nancy Paradice, A/Manager, Mail Transport Equipment will host this discussion on equipment and inventories in preparation for the Fall mailing season. **Event number: 390 054 247** No password.


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


 A rise in mail volumes due to federal state elections has saved Austrian Post's result in the first half-year. Last week, the company reported a turnover of 1.17bn euros (0.0%) and an operating result of 98.4m euros (+3.9%). Accordingly, the Mail & Branch Network unit increased its earnings to 141.9m euros (+3.6%) on a 1.8% rise in turnover (754.6m euros). The Parcel & Logistics unit on the other hand only benefited from the general ecommerce boom to a limited extent.


 A positive development of the parcel business saved bpost's result in the first half-year. On stable revenues of some 1.24bn euros (+0.5%), the company achieved an operating result (EBIT) of 282.4m euros (-2.1%). Net profit rose slightly to 181.5m euros (+3.1%).


 Taiwan's Chunghwa Post is allowed to offer universal services in Mainland China now.

 The Greek post is restructuring its branch network. Following an internal assessment, the 80 most underperforming of Elta's 730 offices will be closed, beginning in autumn this year until early 2014. At the same time, postal partner agencies are to offer postal services in the affected regions.


 Royal Mail has to cope with a pension fund deficit again. According to the post's annual report, Royal Mail paid almost 105m euros to the 'Royal Mail Senior Executives Pension Plan', which had a 'significant deficit'. And there could be more pending liabilities to other pension funds.


 The former CEO of the Portuguese post CTT Correios has been discharged of charges of corruption, tax evasion, money launderings and forgery of documents.


 A recent study by think tank CD Howe Institute proposes that the Canadian government should privatise parts of the universal service like the collection of mail or last mile delivery.

 The creation of a postal bank in India is getting more likely.

 Austrian Post enters the German pharmacy wholesales market.


 In the Indian CEP market, shippers also increasingly opt for slower, but more cost efficient services.


 Finland's highest administrative court decided that the regulator's order to disclose the cost basis and the calculation of universal service products in 2008 and 2009 was not legal. According to the court, the effective law back then did not provide any legal basis to control contracts with business clients, which were individually negotiated.

 New Zealand Post increased the political pressure to reform the universal service obligation. In a radio interview, NZ Post's chairman Sir Michael Cullen said that mail volumes currently would decline by around 7.5% annually. This was more than expected. Last year, handled mail volume dropped by 6%. The post still negotiates with the government about a reduction of the delivery frequency to three days per week.




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.)


 [Wall Street Journal](#): A large UPS cargo plane crashed early Wednesday near an airport in Birmingham, Ala.


 [Postalnews Blog](#): *From USPS News Link:*

Rubber bands. Each year, the Postal Service issues more than 1.8 million pounds of rubber bands to use in field offices. These rubber bands are used by letter carriers and clerks across the nation, typically for bundling mail. Employees reuse many of them in efforts to recycle and reduce reordering. Rubber bands were first used by clerks in the registry divisions of large Post Offices on a limited basis as early as 1907. They didn't become standard until approximately 1967 when letter carriers began using them in lieu of twine to bundle mail. Postmaster General Lawrence O'Brien announced the adoption of rubber bands for bundling mail in July 1966—but supplies were limited and it took more than a year to implement the change. An article in the Boston Globe published in September of 1967 claimed that "the change will make it [USPS] the world's biggest user of rubber bands. It will eventually use about as many bands as are now produced for all industrial purposes in this country." The most common size rubber band used today is a # 64 1/4 inch x 3-1/2 inch.

[EdNote: We dedicate USPS Newlink piece noted above to the memory of Lee Epstein, long known as an MTAC proponent for rubber bands that don't easily break.]


 [Post & Parcel](#): Swiss Post will begin negotiations with trade unions tomorrow, to replace a collective employment contract that is now more than a decade old.

 [Targeted News Service](#): "Rep. Gosar Introduces Bill to Designate U.S. Postal Service Facility..." *[EdNote: This fascination with naming post offices never ends. Wouldn't it be nice if there was a similar fascination about actually saving the Postal Service?]*


 [Federal Times](#): News that the U.S. Postal Service's financial picture is improving (although it's all relative when you still post a \$740 million quarterly loss) reminded FedLine of a recent inspector general's report looking at one roaring success: political mail. This will come as no surprise to anyone who had to empty a mailbox in a battleground state, but last year's general election was a huge winner for the USPS bottom line. In comparison with the 2008 election season, revenue from a torrent of candidate and other political mailings more than doubled to \$508 million., far beyond the initial goal. This was not happenstance, as the Postal Service had assembled a sales team charged precisely with growing that market. While USPS officials earlier this year turned down Federal Times' request for an interview with team leaders, the inspector general offers some details on how they did it and concludes that there's still more money to be made.


August 13, 2013


 [Cato Institute](#): "The Post Office is Broke: End Washington's Postal Monopoly"

 [Washington Post](#): The U.S. Postal Service anticipates having only five days of operating cash on hand after making its annual workers' compensation payment in October, leaving the agency with slim reserves in the event of an unforeseen downturn. "This is a dangerously low level of cash," said USPS Chief Financial Officer Joseph

Corbett during a teleconference with reporters on Monday. "We do not have a sufficient cash cushion to run a business the size of the Postal Service."

 **Isle News:** Jersey Post is going to put electric vans through their paces as part of a six month trial to see if they are a viable option for the future of the company's vehicle fleet. Jersey Post wants to evaluate the electric vans to see if they can cope with the company's heavy workload while saving fuel and servicing costs and helping the environment.

 **Tamebay:** Royal Mail is considering altering the large letters services for paid for goods. This is a big deal for ecommerce. If you can't send paid for goods in large letters then you're forced to use Royal Mail 24 or Royal Mail 48 instead. It's pretty much a jiffy bag ban. Whichever large letter tariff you're currently using, if you're not allowed to send paid for (eBay, Amazon and Website sales) via large letters then your prices are going to be hiked. You also may find that you're forced to use services which attract VAT, even if you're not VAT registered.


 **Seeking Alpha:** Stamps.com (STMP) does what you'd expect from a company with stamps in its name - it sells stamps, online, under a subscription-based system. Customers are given the ability to buy stamps directly from USPS, but instead of going to the post office, they can print their own stamps and labels. Stamps.com also gives customers the ability to do things they weren't able to before, like printing stamps with customized photos and printing directly onto the envelope. Even with all of these perks, Stamps.com offers customers discounts on certain postal rates. It's no wonder, then, that Stamps.com has seen its customer base and its revenue increase in recent years. Specifically, it has seen a revenue increase of about 12% for the past three years. But what's more intriguing than Stamps.com's customer-friendly business and its semi-impressive revenue growth is its 84% yearly growth in income for the past three years. You may be used to companies that have costs that increase with revenue - while Stamps.com is no stranger to this economic law, it's about as far as a company can get. As an internet company, and as an internet company whose costs are fairly independent of actual customer demands, Stamps.com has seen its earnings skyrocket as costs have remained stagnant, and revenue has increased modestly. Stamps.com does sell some physical products, and of course as the company grows, overhead grows, but nonetheless its costs have been kept remarkably in check.



PostCom welcomes its newest member: [Engineering Innovation Inc.](#) 526 N. Earl Avenue Lafayette, IN 47903-2819 represented by [JP Thorpe Business Development.](#)

At the Postal Regulatory Commission:


- C2009-1 Order No. 1807 - Order on Reconsideration and Clarification
<http://www.prc.gov/docs/87/87599/Order%20No.%201807.docx>
<http://www.prc.gov/docs/87/87599/Order%20No.%201807.pdf>
- RM2011-3 PRC-RM2011-3-LR1 - August 7, 2013 Technical Conference Slides
http://www.prc.gov/docs/87/87601/Technical_Conference_Presentation_Aug7_2013_Final.pdf


 **INDUSTRYALERT** **Summer of Savings.** The Postal Service has launched three mailing promotions running simultaneously Aug. 1-Sept. 30. Together, the promotions are providing mailers with ample opportunity to leverage the ability of mail to deliver results in new and powerful ways.

- During the [Picture Permit promotion](#) period, Picture Permit fees will be waived for mailers with an approved Picture Permit indicia. The fees are 1 cent per piece for First-Class Mail automation letters and postcards and 2 cents per piece for Standard Mail.


- The [Product Samples promotion](#) provides mailers with an upfront postage discount on qualifying Standard Mail and Nonprofit Marketing Parcels that contain product samples during the promotion period. This promotion is aimed at Mail Service Providers and consumer packaged goods companies mailing product samples to consumers.
- The [Emerging Technology promotion](#) offers an upfront 2 percent postage discount and is available to business mailers who utilize Augmented Reality, Authentication or Near Field Communication with their mailpieces. Eligible mail classes are First-Class Mail letters, flats and cards (presort and automation), Standard Mail letters and flats, and Nonprofit Standard Mail letters and flats.


To ensure that requirements are met, mailers are encouraged to provide samples of their mailpieces to the Program Office to review in advance of mailing. Registration information, program requirements, prerecorded webinars and presentations for all three promotions can all be found on [RIBBS](#)

 [Postal Technology International](#): Slovenia Post has signed a memorandum of understanding (MOU) with Kosovo Post for closer cooperation between the two postal operators. The MOU with Kosovo is one of the first steps taken by Slovenia's postal service to contribute to the development of postal operators in the eastern Balkans.

 [WhatTheyThink](#): Earlier this summer, our friends at Two Sides conducted a survey of 2,000 consumers to gauge the extent to which they truly want to accede to the requests of their creditors and "go paperless" in favor of electronic billing.

- 64% of consumers say they would not choose a company that did not offer a paper bill option.
- 59% of consumers would refuse to switch to electronic bills and statements or would not take action when asked to do so.
- 50% of consumers read their bills and statements received both electronically and by postal mail; only 15% read bills which they receive by email only.
- 72% agree that print and paper can be an environmentally sustainable way to communicate if responsibly produced, used and recycled.
- 50% of consumers either do not believe, feel misled by or question the validity of claims like "Save Trees, Go Paperless" and "Go Green, Go Digital."

 [Deseret News](#): As the United Kingdom prepares to sell 10 percent of their Royal Mail delivery system to its employees and privatize the rest, an interesting question is: why doesn't the U.S. do the same? While I do not want to be perceived as saying bad things about government employees, there is little doubt that greater productivity, lower costs to users and higher job satisfaction could be achieved under a system whereby the employees became owners.


 [St. Louis Today](#): *Steve Doyal, Senior Vice President of Public Affairs and Communications at Hallmark and incoming president of the Greeting Card Association* -- "The reality is that the Postal Service is not just another business; it fulfills a vital public service that millions of Americans rely on. Our commonsense solution will help move the Postal Service from its current problems to a future where it is both fully functioning and financially solvent for the next generation of "mail moments."





[Maximizing Performance-Based Contracting:](#)


"Performance-based contracting lets government agencies acquire services using contracts that define what is to be achieved, not necessarily how the work is done. The idea is that contractors have the freedom to define how they will achieve the objectives, which allows them to use innovative approaches. The government benefits by receiving best-value products and services. Procurement professionals believe performance-based contracting makes acquisitions better by helping government procurement officials be good stewards of taxpayer dollars — which government contracting is all about. At first glance, it might appear that performance-based contracting transfers a large share of responsibility from government to

contractor by requiring the contractor to come up with the actual solution to meet the government agency's metrics. However, the government procurement official's responsibilities are not less, they are just different. Performance-based contracting has four attributes: a statement of objectives that describes the desired outcome, measurable performance metrics, a quality assurance plan to monitor the contractor's performance, and incentives to encourage better performance. Government officials need to be educated in methodologies and metrics to ensure success. The U.S. Postal Service uses performance-based contracting for some of its contracts, but not all. A recent Office of Inspector General audit found that the Postal Service does not have adequate controls to oversee performance-based contracts and it does not track this method in its data systems. Thus, it does not always take advantage of the benefits of performance-based contracting. Although officials did not track these contracts, our audit identified six performance-based contracts with incentives valued at \$602 million. We also identified two additional contracts that could have been awarded as performance-based contracts but were not, even though postal policy encourages their use because of the potential benefits, such as cost reduction and revenue generation. The Postal Service has worked to streamline and improve its procurement process to create a more business-like approach to purchasing and to reduce purchasing costs. The performance-based contracting approach gives the Postal Service an opportunity to further the goals of streamlining and reinvention because it gives contractors more latitude for determining methods of performance, with more responsibility for performance quality. What do you think is the best way for the Postal Service to monitor contract performance? How should the Postal Service determine what to monitor and how frequently? What other ways could the Postal Service improve the procurement process?"


 **Wall Street Journal:** A suspicious package that sickened two employees at John F. Kennedy International Airport on Sunday was determined to contain beauty supplies, the Federal Bureau of Investigation said. FBI hazardous-materials teams responded to the airport post office in a cargo area out of an "abundance of caution" after two postal employees opened a package and reported feeling sick, local FBI spokesman J. Peter Donald said.


 **Charlotte Observer:** The postal service continues to try to do its part to cut costs. U.S. Postmaster General Patrick Donahoe has initiated a plan to close as many as 200 mail-processing centers, and post offices that lose money could see reduced hours or be closed. Issa's bill mandates that if the latter happens, only 5 percent of shuttered post offices can be in rural districts. That's fair – even though rural offices often serve fewer customers, people shouldn't have to drive an hour to the nearest post office. But make no mistake: Postal changes would bring inconvenience – and pain. Some customers might have to drive farther to find a post office. Some might be forced to walk to a neighborhood mailbox cluster instead of the box at the front of their townhouse. And, of course, such reforms would result in some postal employees losing their jobs. None of which, however, is reason to maintain the status quo. Instead of complaining about the money-losing postal service, then doing nothing about it, Congress needs to plow ahead with reasonable, structural change. The digital era already has demanded that from private industry. It's past time for the postal service to follow.


 **New York Times:** As losses mount at the United States Postal Service, new digital mail companies are trying to take advantage by promising to give customers the ability to pay bills without having to lick envelopes, buy stamps or even get out of their chairs. The latest threat to the Postal Service is a partnership to be announced Tuesday between Manilla, a Hearst-owned bill-paying service, and AOL. Manilla's customers will be able to view and pay their bills using e-mail accounts or through AOL's Web site, said Jim Schinella, the chief executive of Manilla. In addition, Mr. Schinella said, users can link their Gmail or Yahoo accounts to the Manilla/AOL account manager, which can scan them for bills. At least a half-dozen other digital-mail start-ups have entered the marketplace in the last three years, including Volly, which is owned by Pitney Bowes, the maker of postage meters, and Zumbox, an online bill-paying service similar to Manilla. Another competitor, Outbox, will physically pick up its customers' mail, scan it and make it available online. Manilla recently announced it has signed up more than 500,000 bill payers and is on track to surpass one million users by the end of 2013.


 **At the Postal Regulatory Commission: MT2013-2 Order No. 1806 - Order Authorizing Market Test to Proceed and Granting Extension**
<http://www.prc.gov/docs/87/87594/Order%201806.docx> | <http://www.prc.gov/docs/87/87594/Order%201806.pdf>


August 12, 2013


 [Direct Marketing News](#): The United States Postal Service (USPS) recorded a loss of \$740 million in this year's third quarter versus a loss of \$5.2 billion this time last year, but top agency officials told a news conference today that it is still in need of substantial legislative reform to survive. See also [Post & Parcel](#).


 [Sen. Bernie Sanders](#): With revenue rebounding, the U.S. Postal Service would have posted a profit for the past three months without an unprecedented requirement that it sink \$5.5 billion a year into future retiree health care, Sen. Bernie Sanders (I-Vt.) said today. The latest quarterly report on Postal Service finances showed a \$740 million loss, but all of that red ink would have been eliminated and a \$660 million profit would have been posted had the Postal Service not been forced to sink money into a system that already has set aside enough to meet the health care needs of retirees for decades to come. "The good news is that the Postal Service made a profit except for the unfair, onerous burden that no other company or agency is required to pay," said Sanders. "The Postal Service has experienced financial problems and changes need to be made to bring it into the 21st century, but I am convinced that proposals to slow down mail delivery and provide less service are the wrong way to go," Sanders added.


 [Huffington Post Canada](#): Canada is lagging major countries that have ended the monopoly of their national postal services, with regard to letter mail. Canadians need only look to the U.K., where a transplanted Canadian (not Mark Carney, but Newfoundlander Moya Greene) has turned incremental reforms into privatizing the remaining government mail services. A similar, but made-in-Canada reform approach would not entail full, immediate privatization of postal services, but rather the gradual introduction of contracting arrangements for more Canada Post services. A Canadian approach of arranging contracts for various operations could be effected without compromising coast-to-coast uniform service standards and pricing, or existing jobs.


 [Hartford Courant](#): Netflix Inc. is planning to close its local DVD distribution center Wednesday amid dwindling demand for mail-order movies in an era that increasingly demands live-streaming entertainment, though the company blames the U.S. Postal Service. "Netflix has closed the Bloomfield DVD distribution center due mainly to United States Postal Service transportation and service changes, along with increased internal production efficiencies, resulting a small number of jobs lost," company spokesman Joris Evers told The Courant in a prepared statement. The DVD business has fallen from 10.1 million paying members and \$320 million in revenue as of March 31, 2012, to 7.5 million customers and \$232 million in revenue as of June 30, according to company reports.


 [Forbes](#): The United States Postal Service has run up \$4 billion in losses so far this year, on top of last year's \$15.9 billion deficit. Congress is considering legislation to rearrange the deck chairs on the postal Titanic. The only solution is for Washington to get out of the mail business.

 [Wall Street Journal](#): The Postal Service's narrower losses reflect extensive cost cutting by the agency. In the past nine months, it has reduced hours at 7,000 post offices while consolidating 104 mail-processing facilities, leading to a reduction in 41 million career employee work hours, the agency said. While the gains are positive, the agency won't return to consistent profitability without action by Congress to address retiree costs and allow for the elimination of most Saturday mail, Chief Financial Officer Joe Corbett said.

 [Transport Intelligence](#): Austrian Post has broken ground on a new €50m mail and parcel sorting centre in Allhaming, near Linz in the north of Austria. The new facility will replace Austrian Post's hub at Linz Central Station which the company stated no longer meets the requirements of the logistics industry, despite numerous upgrades.


 [Transport Intelligence](#): The UK Post Office has announced the national roll-out of its Drop & Go service, which offers business customers and internet retailers a fast-track, pre-paid card service when sending mail at over 10,000 branches. Drop & Go has been launched in response to the ever-growing e-commerce market, with a recent study showing that 392m items were sold on eBay in the past year with a third of UK adults buying through the site. The research also showed that 23% of UK adults sell over 21 items per year through services such as eBay. To help these small businesses and internet sellers, Drop & Go is being rolled out across over 10,000 branches, offering an efficient mailing option for customers who regularly spend more than €20 a week on postage.


 [Washington Post](#): Lawmakers in Congress, though, have long resisted allowing the quasi-independent Postal Service to engage in serious cost-cutting, even as communication becomes ever more digital. Congressional balking has foiled efforts to restructure the service's labor costs, limit Saturday mail delivery and close branches. But the recalcitrance may finally end, if some promising signs in the House and Senate bear out. House Oversight and Government Reform Committee Chairman Darrell Issa (R-Calif.) last month passed a postal reform bill out of his panel that, while controversial, moves closer to Democratic positions than his previous proposals did. Meanwhile, Senate Homeland Security and Governmental Affairs Committee Chairman Thomas R. Carper (D-Del.) last week struck a deal with Sen. Tom Coburn (R-Okla.), his GOP counterpart, on a bill in their chamber. Neither the House nor the Senate bill is perfect, but the willingness of the key parties to recognize the problem and adjust their proposals toward each other is a refreshingly positive omen. The two plans have important similarities. There are other serious differences. But we hope that a spirit of compromise and common sense continues to prevail as both proposals make their way through their respective chambers and, ultimately, to a conference to reconcile the two. At the least, the Senate should not give in to any special-interest pressure to make the Carper-Coburn plan any weaker.


 [The Next Web](#): Banking online is becoming more and more ubiquitous: 61 percent of Internet users in the US now access their accounts on the Web. Meanwhile, 35 percent of cell phone owners in the country bank using their mobile phones. The latest data comes from Pew Research Center, an American think tank organization. Putting Internet adoption aside, the firm found 51 percent of US adults now bank online and 32 percent of US adults bank via mobile.

August 11, 2013


 [Financial Times](#): "Catalogue shopping finds new life in digital age"

 [SNP](#): The Scottish National Party has raised concerns for the future of the British Forces Post Office (BFPO) under UK Government plans for Royal Mail privatisation. Despite 78% of Scots MPs voting against Royal Mail privatisation in the House of Commons, business secretary Vince Cable recently announced that the UK Government will sell Royal Mail through a flotation on the London Stock Exchange. The BFPO service is currently paid for by the MOD however it is clearly reliant on a strong Royal Mail operation and there may not be an obligation on a privatised Royal Mail service to continue these operations.

 [Courier Islander](#): Campbell River postal workers were among those off the job Wednesday after Canada Post locked them out. CUPW president Denis Lemelin, who represents 50,000 affected workers, called Canada Post's decision to lock out its employees "unacceptable." The Crown corporation defended the lock out, saying two weeks of rotating strikes caused estimated losses of \$100 million. Union negotiators have asked for a wage bump of 3.3 per cent in the first year, followed by 2.75 per cent in the subsequent years of a four-year contract. Changing the sick-leave plan has also caused conflict between the two sides; Canada Post is fighting for a short-term disability plan to replace banking sick days. The Crown corporation's officials offered a 1.9 per cent increase a year, with wages starting at \$18 an hour for new hires and increases capping at \$26 for new and current employees. Employees also receive a benefit pension plan and up to seven weeks' vacation -- despite what Canada Post says is a 17 per cent decline in letter mail volume per address since 2006. The union says that employees would only receive seven weeks vacation after 28 years of service.


 [New York Post](#): It's OK as long as you don't stick it in all the way. Anthony Weiner, campaigning in Astoria, Queens, yesterday, put several fliers into mailboxes on Crescent Street. Told that this might violate postal regulations, his spokeswoman, Barbara Morgan, said, "I think that if it's not all the way in, it's OK." Postal regulations state that only stamped US mail delivered by letter carriers can be left in boxes. There's no reference to how far nonstamped mail can permissibly penetrate.


August 10, 2013


 [New Republic](#): Who will Republican leadership crown the next Darrell Issa? With leadership rules forcing the chair of the House Oversight and Government Reform Committee to step down after this year, it's a favorite parlor game in certain corridors of Congress to guess at his successor. Politico on Thursday was auditioning House


members for his job a second time, since a May feature on Jason Chaffetz, Jim Jordan, Trent Franks and Charles Boustany's jockeying to prove they deserved the title of chief Obama antagonist. Now they have named John Mica, Mike Turner, Patrick McHenry, and Doc Hastings to be in the mix, too. And yet, with an astounding one-third of all House committees investigating some action of the Obama administration, the search for the next Issa is getting to be a little beside the point. Whether they are in leadership positions or not, the House already has Issas in spades.

 [Gulf Times](#): Qatar General Postal Corporation (Q-Post) and the Philippine embassy have signed an agreement which will further expedite the delivery of passports to Filipino expatriates in the country.


 [Wall Street Journal](#): Once a star of Italian manufacturing, the underused and underfunded Mirafiori plant now epitomizes everything that has gone wrong with Europe's car industry. Neither Fiat nor any other European auto maker has followed the example of its U.S. peers and done the massive cutbacks needed to bring production in line with the slump in demand. As a consequence, auto makers are losing billions of euros a year holding on to workers and factories they no longer need. *[EdNote: Sound familiar?]*


 [New York Times](#): The Postal Service. Yes! Let's fix the Postal Service, which lost more than \$15 billion last year. Lately, things have been going better, but we're still talking about a problem that's actually way worse than A-Rod. More like something between a plague of locusts and a small, localized zombie invasion.


 [USA Today](#): "The Postal Service could deliver better service at the price now or even cheaper if it were allowed to realign its services with the way Americans have already changed their use of the mail," said Ali Ahmad, senior communications adviser for the House Oversight and Government Reform Committee. "The goal of postal reform is in letting go of these services, which really fit an older, more 20th-century use of the mail, and make it a better service for everybody who needs it in the 21st century." Ahmad said if the Postal Service were forced to continue operating in its current way, the only choice to try to restore the service would be to increase rates dramatically, which could be an extra cost for students, especially international students who need to send mail to families overseas.


 [Government Executive](#): "Postal Service Still Losing Money, But Less Than Anticipated" *[EdNote: No. This is not the time to strike up a chorus of "Happy Days Are Here Again." "Less than anticipated...." That means nothing more than "We lost money, but, oh gee, we lost less than I thought we would."]*


August 9, 2013

 [National Association of Letter Carriers](#): The Postal Service's latest quarterly report makes clear that its finances are rebounding strongly as the U.S. economy improves. Given this, it makes no sense to degrade service or dismantle a network that is performing well and that provides Americans and businesses with the world's most affordable delivery network. *[EdNote: Pangloss was right. We really are living in the best of all possible worlds.]*

 [Reuters](#): "U.S. Postal Service loss narrows on cost cutting" *[EdNote: So, what does Congress want the Postal Service to do about cost cutting? Stop it, of course.]*

 [The Hill](#): The troubled United States Postal Service (USPS) on Friday reported its losses for 2013 have reached \$3.9 billion, a substantial loss that nonetheless puts it on track to have a smaller loss for the year than last year.

 [Federal Times](#): The U.S. Postal Service reported a net loss of \$740 million for the third quarter of fiscal 2013, as an increase in operating revenue was not enough to offset a legal requirement to book expenses for "pre-funding" future retiree health care. During the same three-month period from April through June last year, the mail carrier lost \$5.2 billion.

 [Senator Thomas Carper](#): "The U.S. Postal Service continues to suffer unsustainable losses that threaten its long-term viability," said Chairman Carper. "It's been a year since the Postal Service defaulted for the first time in its

history, and the agency continues to face its worst financial challenges in 200 years. Therefore, it should come as no surprise that today the Postal Service announced it lost \$740 million in the third quarter of fiscal year 2013. While last quarter was an improvement compared to what we saw in 2012 and even earlier this year these figures certainly make it clear that the only way to alleviate the Postal Service's financial challenges is by passing comprehensive postal reform legislation. That's why Dr. Coburn and I recently introduced a bipartisan and comprehensive legislative solution to the Postal Service's financial crisis that would prevent collapse, protect millions of mailing industry jobs, and enable this critical institution to serve the American public for years to come. This bill isn't perfect and will certainly change as Dr. Coburn and I hear from colleagues from both chambers and stakeholders, including postal employees and customers. I hope Congress and the Obama Administration can quickly come together to enhance this plan in order to save the Postal Service before it's too late." [Check out the Postal Service's 10-Q filing.](#)



At the Postal Regulatory Commission:

- [RM2013-5 Order No. 1803](#) - Notice and Order of Proposed Rulemaking Establishing Rules for Market Tests of Experimental Products http://www.prc.gov/docs/87/87567/Order_1803.pdf
- USPS Quarterly Service Performance Report, Quarter 3, FY 2013
http://www.prc.gov/docs/87/87586/First-Class_Mail_Q3FY13.zip
http://www.prc.gov/docs/87/87586/Periodicals_Mail_Q3FY13.zip
http://www.prc.gov/docs/87/87586/Package_Services_Q3FY13.zip
http://www.prc.gov/docs/87/87586/Special_Services_133_Scores_Report_Q3FY13.zip
http://www.prc.gov/docs/87/87586/Standard_Mail_Q3FY13.zip
http://www.prc.gov/docs/87/87586/Letter_QuartPerf_Q3FY201_20130809162323.pdf
- National Trial Balance, June, 2013 (FY 2013); and Statement of Revenue and Expenses, June 2013 (FY 2013) - Redacted
http://www.prc.gov/docs/87/87588/Letter_NTB-SRE_June2013.pdf
[http://www.prc.gov/docs/87/87588/National_Trial_Balance_-_Redacted,_June,_2013_\(FY_2013\).xls](http://www.prc.gov/docs/87/87588/National_Trial_Balance_-_Redacted,_June,_2013_(FY_2013).xls)
[http://www.prc.gov/docs/87/87588/Statement%20of%20Revenue%20and%20Expenses%20-%20Redacted,%20%20June,%202013%20\(FY%202013\).xls](http://www.prc.gov/docs/87/87588/Statement%20of%20Revenue%20and%20Expenses%20-%20Redacted,%20%20June,%202013%20(FY%202013).xls)
- USPS Preliminary Financial Information (Unaudited), June, 2013
http://www.prc.gov/docs/87/87587/2013_June_FY2013_Report_to_the_PRC-attachment.pdf
http://www.prc.gov/docs/87/87587/Letter_PFI_June2013_20130809162224.pdf

Blogotech: Technology is something that has rapidly changed the pace at which we live the world. If we simply roll back to the old times, we will find ourselves with a very different kind of courier service. In those times Men used to run long distances to deliver goods and news to the people living far away. With the change in the years of the calendar, the thing of courier service has not changed, but the methods and the techniques have changed rapidly. The speed of transportation of goods over long distances has increased. Technology has a lot to do with the developments that this system of courier services has increased its extents.


Canada NewsWire: The Canadian Union of Postal Workers is dismayed the C.D. Howe Institute's e-brief on postal reform offers only tired ideas for Canada Post that would result in service cutbacks.


INDUSTRY ALERT Industry Discussion on Plans for the Fall Mailing Season Thursday, August 15, 2013 1:30 PM (EDT) Please join USPS


Network Operations and Consumer and Industry Affairs for a discussion involving **plans for the upcoming Fall/Peak Mailing Season**. Linda Malone, Manager, Processing Operations will host this discussion. Event number: 997 885 099 Call-in toll-free number (US/Canada): 1-877-668-4493

The Burrus Journal: Postal unions and American citizens who rely upon secure and trusty mail delivery can thank Senator Carper, a Democrat for putting them in a position to oppose any postal legislation in this session of Congress. [EdNote: That's about as left-hand a compliment as you're ever likely to get.]

 [National Postal Mail Handlers Union](#): "NPMHU and USPS Reach Agreement on Fishgold Arbitration Questions & Answers"

 [Wall Street Journal](#): What happens if the check isn't in the mail? All sorts of federal programs and even the finances of the government itself are on mathematically unsustainable trajectories. But crunchtime is far enough away that we feel assured Washington will get its act together in time. Exhibit A for why that may not happen is the U.S. Postal Service. Another whopping loss for its fiscal third quarter likely will be unveiled Friday. Next quarter, the last of the Postal Service's fiscal year, will be worse as it plans to default on a \$5.6 billion contribution to its retiree health-care plan and book it as a loss. Though its full-year loss probably won't be as bad as last year's record \$15.9 billion, that is only because it was permitted to defer the health-care payment for a year in 2011, booking an \$11.1 billion charge in 2012. Cumulative losses from 2006 through March are \$41 billion. With another debt-ceiling standoff nearing, the lesson is clear: If Washington waits until insolvency looms, as it might with the Postal Service, the solution will be messy and painful.

 [The Baltic Course](#): According to the data of Lithuania's Communications Regulatory Authority (RTT), in the second quarter of 2013 compared to the second quarter in 2012, single postal market, in terms of revenues, increased by 13.5 percent and amounted to LTL 84.3 million (EUR 24.4 million).

 [Succession Planning](#): "Does the U.S. Postal Service have an effective succession planning process that identifies and develops potential leaders to assume executive manager positions? With an increasing number of personnel eligible to retire in the upcoming years, succession planning is a hot topic for a number of organizations. To prepare for future business challenges, and develop a pipeline of future leaders, the Postal Service must leverage the skills and talents of its diverse workforce. To address this business challenge, the Postal Service has implemented Corporate Succession Planning (CSP) as a mechanism for identifying, developing, within the organization. The objective of CPS is to identify, develop, and prepare top-performing employees to become effective leaders so that they can promptly and successfully assume executive manager positions as these opportunities become available. We are initiating a review of the Postal Service Succession Planning Program. Our survey objective is to gather information to determine whether Postal Service officials are effectively managing the corporate succession planning process to identify and develop potential leaders to assume executive manager positions. Your input will be helpful in our review of the Postal Service succession planning process. Have you been or are you now involved in the corporate succession planning process? Or do you know of anyone who has been involved? If so, was it effectively managed? What are/were your experiences? What do you think are the greatest challenges related succession planning process? What improvements, if any, would you suggest for the Postal Service succession planning process?"

 [From the Federal Register](#):

Postal Regulatory Commission	
NOTICES	
International Mail Contracts ,	
48728 48729 [2013 19245]	[TEXT] [PDF]
Negotiated Service Agreements ,	



48729 [2013 19223]	[TEXT] [PDF]
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The latest issue of the [PostCom Bulletin](#) is available online. In this issue:

- CRIDs and MIDs: New Functionality on the USPS' Business Customer Gateway Reserve your Webinar seat now: <https://www1.gotomeeting.com/register/830802793>
- Last week, the Senate Homeland Security and Governmental Affairs Committee Chairman Tom Carper (D-Del.) and Ranking Member Tom Coburn (R-Okla.) introduced the bipartisan Postal Reform Act of 2013 (S. 1486).
- Here are responses to the Carper/Coburn bipartisan legislation, Postal Reform Act of 2013, from various postal stakeholders.
- No customers participate in Sample Showcase. USPS awards two contracts to AT&T. As prospects dim for postal reform, Senate bill encountering flak. Magazine newsstand sales plummet, but digital editions thrive. APWU: PMG seeks to take us out of federal healthcare plan. UPS' Scott Davis on shipping sharks, work rules, and the post office.
- Updates from the Federal Register.
- An update from the USPS Office of Inspector General.
- Postal previews.


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





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 C.D. Howe Institute: Canada Post is at a critical juncture: facing large current and larger looming financial losses, it must undergo reforms in order to contain costs and stem losses. However, the federal government, as the owner of Canada Post, will also face pressure to maintain the same price for mail services across Canada, keep open rural and isolated facilities, and maintain or improve delivery performance. The federal government should consider further contracting out some postal services, gradually reducing the scope of the government monopoly, while avoiding large-scale layoffs of Canada Post employees. The government should also consider direct subsidization of services in remote areas, rather than crosssubsidizing them via revenues generated from urban consumers.

August 8, 2013

 National Review: If the U.S. could somehow recreate "postal savings accounts" essentially, all U.S. citizens and permanent residents would be entitled to open savings accounts with the federal government, which would be invested in Treasury debt and which would pay interest at the federal funds rate we could allow the private sector to engage in far more risk-taking, as postal savings would obviate the need for deposit insurance.

 At the Postal Regulatory Commission: *Third Technical Conference - Strategic Rulemaking RM2011-3* [Technical Conference Presentation -- Slides](#) | [Webcast](#) August 7, 2013

 Financial Times: The government has received a blow to its plan to privatise the Royal Mail after workers at Parcelforce voted to reject the move. Almost 3,500 members of the Communication Workers Union voted in a consultative ballot by more than nine to one against any sell-off of the Royal Mail Group, of which they are part. The vote was held to collect members' views, not to ballot for industrial action. The turnout was 72%, with 95% supporting the union's stance on pay and pensions at Parcelforce.

 Balkans Business News: The Romanian Post announced a new step in the diversification of its offer with the introduction of financial-banking services across its units. The project will be presented to the financial banking institutions interested in a collaboration between August 6 and September 6. The Romanian Post will also open a postal franchise system which allows interested parties to run postal services under the Romanian Post brand. The franchise system should become operational in the last quarter of this year.



[Businessweek](#): "UPS's Scott Davis on Shipping Sharks, Work Rules, and the Post Office"

"Can you state categorically that UPS is never going to buy the United States Postal Service?"

We have an unusual relationship with them. We're customers of theirs. They're customers of ours. We're competitors. I don't know whether the government will ever consider privatizing the post office. I know I've met a lot of people over the years who say, "We wanted you guys to do this thing. We wanted you to do the mail." And the answer is universal service. You have to match price with cost to serve. You cannot charge 46¢ to deliver a letter by snowmobile in Alaska and make it work. There have got to be changes to run like a real business. We need a post office in this country, whether it's in the form it is now or privatized."

[Marketwired](#): RedSeal Networks, the leader in network infrastructure security management, is proud to announce that the United States Postal Service (USPS) was recognized for its leadership in Federal cyber security at the annual MeriTalk Cyber Security Confidence Awards, where it was honored with the "Best Practice and Implementation" award. Given to the organization that best exemplifies its devotion to improving cyber infrastructure, the USPS was praised for its work with RedSeal Networks to manage the security posture of one of the nation's most complex networks.

[Brattleboro Reformer](#): It's becoming more and more clear that the USPS no longer understands how to operate as a successful business, and makes the necessary changes to "get with the times." Of course, we're still waiting for signs most lawmakers believe this is as serious an issue as its [sic] become.

[The Santiago Times](#): Neither driving rain nor biting cold could stop approximately 1,500 Chilean postal workers marching through downtown Santiago on Wednesday, as Chile's mail delivery was paralyzed in a nationwide strike. Workers are asking postal service Correos de Chile an autonomous state enterprise for a 50,000 peso (US\$97) raise per month. This figure was negotiated two years ago, according to Jessica Havia, the secretary of the National Postal Workers Syndicate (SOP). Already irritated over the delay in payment, new raises for managerial staff pushed workers to strike.

[The Columbus Dispatch](#): The U.S. Postal Service is trying to deliver 13,000 pieces of mail that investigators found during a search of a Columbus postal carrier's home last week. Investigators think the mail, most of it unopened, was supposed to be delivered along two routes in the 43202 ZIP code in southern Clintonville and the northern University District within the past year or so. It was found at the home of postal carrier Charles E. Moore, 54, of 1926 Sale Rd. in Clinton Township. Moore had been assigned to both routes within the past year, court records show.


August 7, 2013


[Deutsche Welle](#): Germans may no longer have to lug home their groceries because the national postal service will deliver everything in time for supper. Deutsche Post has announced nationwide services for 2015.

[Post & Parcel](#): Austrian Post says the first half of 2013 has gone "very satisfactorily" for its business, despite the continuing decline in letter volumes.

[The Business Times](#): The British government has invited stockbrokers to apply to help sell shares in the Royal Mail postal service to members of the public as part of a planned stock market listing. The 497-year-old institution is to be floated by the end of March 2014, the country's biggest privatisation in decades, to help fund the modernisation of its delivery networks using private cash. See also [The Guardian](#).

[Williamson Daily News](#): If there were easy, painless solutions to operating in the black, the Postal Service would have done them by now. Aside from enticing people to increase their use of the U.S. mail, changes will have to be made in the postal system. Elimination of door-to-door service may be one of them.


 [Washington Post](#): Two top Senators have introduced a bipartisan bill to overhaul the ailing U.S. Postal Service, a contrast to House Democrats and Republicans who remained divided last week as Congress headed into its five-week recess. Issa said Tuesday, "I hope that Oversight Committee Democrats will change course and drop their partisan opposition to these bipartisan provisions." Labor groups have rejected both measures. "The legislation on both sides of the Hill is likely to lead to a death spiral for the Postal Service," said Jim Sauber, chief of staff to the president of the National Association of Letter Carriers.

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

-  Deutsche Post upped its earnings forecast for the whole year, despite the flagging economy.
-  French La Poste's result plunged by one quarter on stagnating revenues in the first half of this year.
-  Declining revenues and earnings marked PostNL's business development in the second quarter.
-  Singapore Post boosted its turnover by one third in the first quarter (June 30) of the new fiscal year.
-  Poste Italiane faced a decline in its result while revenues rose slightly in the first half of the current year.
-  Canada Post has put its controversial postal box activation fee on ice. On Friday last week, the Canadian Home Builders' Association (CHBA) announced that the post would suspend its 'community mailbox set-up fee' until January 1 2014.
-  The Brazilian post faces trouble with the union Fentect again.
-  Post Office Limited, Royal Mail's branch network, increased revenues and earnings in the last business year.
-  The makers of the taxi order app mytaxi want to sweep up the German courier market. According to the plans, taxi drivers are not only to transport passengers, but ordered goods, too.
-  German DPD wants to enter the same day business with investments in the millions.
-  GeoPost the parcel and express holding of the French post bought into yet another Asian company. Hong Kong based 3PL service provider Tigers Ltd. (turnover: about 450m euros) announced that GeoPost upped its 2% stake, held since 2011, to 63.75%.
-  The restructuring of PostNL's mail delivery (CEP-News 03/12) had a negative impact on the transit times in the Netherlands.
-  La Poste will continue to provide the universal service in France until 2017.
-  CitySprint (turnover 2012: 119m euros, +36.1%), arguably Britain's biggest privately-run same day network, continues its series of acquisitions. With the takeover of North London based CEP service The Courier Service, effective from August 12, the number of acquisitions in the last four years rises to 13. Besides parcel delivery, the company also offers two man deliveries and same day services.
-  Parcel service GLS, operating on a European level, has expanded its network in Southeast Europe.
-  NZ Post expanded its YouShop service, so that Kiwis can buy at British online shops, which officially don't ship to New Zealand.
-  The Swiss Post plans to sweep up the hearing devices market. Weekly news ?NZZ am Sonntag? (04.08) reported that simple hearing aid devices will be sold in 1,700 post offices from the middle of August on. As a companion piece to reading glasses, hearing aid devices are to be sold for 285 to 570 euros.





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.)

 [Star Tribune](#): In a move likely to be repeated at large companies nationwide, FedEx's 400,000 employees and family members will shoulder a larger share of health-care costs next year, partly to protect against coming penalties on overly generous plans. The changes are designed to slow one of the company's fastest-growing expenses, expected to top \$1.5 billion next year, and to protect against Obamacare's penalties on overly generous plans in the future. Premiums will hold steady or rise slightly, but employees no longer will have an option with relatively low deductibles. See also [Herald and News](#).




[Dead Tree Edition](#): Government efforts to save pennies always seem to end up costing dollars, as some U.S. Postal Service and federal retirees are learning the hard way. As a result, future efforts to downsize the Postal Service through early retirements may suffer.


 [Victorville Daily Press](#): Darrel Issa (he represents California's 49th Congressional District) is a busy man with a high profile, gained lately from leading the probe of the Internal Revenue Service by the House Oversight and Government Reform Committee which he chairs. But what he accomplishes in his IRS probe could pale to insignificance if another of his projects bears fruit. That would be his proposal to reform the United States Postal Service. Issa's chances? In a word, dim. That's because it looks like another partisan issue, and both the Senate and the White House are too beholden to unions generally to go against the union movement's strongest faction. That would be public sector unions, which dominate government funded positions from teachers to post office employees to every other government job... except for the military. Last November the USPS posted a \$16 billion deficit, which unions and their Democrat puppets view as just one more government subsidy needed to keep the national employment rate from even further deterioration.


 [Lansing State Journal](#): Advertisements seem to be everywhere we look by design. They assault us as we drive, pop up on our smartphones and clog our traditional and electronic mailboxes. So, why not ads on postage stamps?

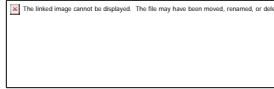


[Enterprise Data Warehouse Cost of Use](#): *What the OIG found* -- "Opportunities exist for the Postal Service to reduce EDW costs by implementing technological advances available in the marketplace. Commercial software is available to automate the interface process and replace the current manual process. As a result, the Postal Service spent \$500,000 in labor costs that it could have avoided in fiscal years 2012 and 2013. In addition, the Postal Service could save about \$1.9 million annually in future years. Further, standardizing the process would eliminate the potential for manual programming errors and allow administrators easier access to data from the various functional areas." [Full Report](#) | [Highlights](#)

 [Transport Intelligence](#): Deutsche Post- DHL's second quarter profits continued on the slightly strange trajectory of the company over the past year or so. Profit growth was driven by its Mail division, whilst the Express business managed to grow its international premium services, but its forwarding and contract logistics business saw a deteriorating performance

 [Transport Intelligence](#): For many years, security in the logistics and transportation sector has been designed to combat the disruption of operations from physical threats such as bombs or thefts. However, as the industry becomes ever more reliant on what has been termed 'infostructure' the information and communications systems required to ensure the running of trains, road traffic, ships and airplanes this emphasis is changing rapidly. Whether it is the signalling systems which control the flow of trains, the information transferred from air traffic control to airplanes or port management systems managing the off-loading of container ships, opportunities exist for criminal gangs, terrorists, foreign governments or even so-called 'hactivists' to cause economic damage or even loss of life by means of cyber-attacks.

 [Postal Technology International](#): European parcel service provider GLS has launched a new subsidiary in Croatia after the country joined the European Union last month (1 July). GLS Croatia commenced operations on 1 August with nationwide 24-hour service and international delivery. GLS Croatia will initially span four locations in Zagreb, Rijeka, Split and Osijek. Gergely Farkas, managing director of GLS Europe East, will spearhead management of the new subsidiary.



[American Postal Workers Union](#): Postmaster General Patrick Donahoe renewed his call to remove postal employees and retirees from the Federal Employee Health Benefits Program (FEHBP) in testimony before the House Oversight and Government Reform Committee on July 17. The USPS claims it can run a postal-only health plan more efficiently than the OPM (Office of Personnel Management) runs the FEHBP, and that a USPS-only health plan would save the Postal Service money. He also says postal employees and retirees would benefit from lower premiums and still receive the same or better health benefits. Really? There is no factual basis for any of these assertions. Rep. Elijah Cummings (D-MD), the ranking Democrat on the panel, said at the March 2012 hearing, "I am quite skeptical that the Postal Service can or should manage its own health insurance system. "I suspect that the achievable cost savings would come not from shrinking healthcare costs, but from shifting them onto employees. Postal employees would likely receive less coverage under a Postal Service plan and they would pay a greater share of their health bills. Postal annuitants would also pay more, as they would be faced with paying an increasing share of their healthcare from their fixed retirement incomes."

[San Jose Mercury News](#): More than a dozen uniformed postal police and nonuniformed postal inspectors turned up the heat on protesters at the downtown post office late in the afternoon on Aug. 5, warning those occupying tents on the post office steps that they were violating federal law. Activists have been camping and demonstrating at the post office since July 24, protesting the postal service decision to put the historic 57,000-square-foot building up for sale.

[Washington Examiner](#): Lax oversight in the U.S. Postal Service's Enterprise Technology Services Program prevents the agency from tracking or measuring the operation's results, according to an inspector general's report.


[Government Executive](#): It is often said around Washington that in order to reach true compromise, parties on both sides of the debate must be unhappy. In that respect, Sens. Tom Carper, D-Del., and Tom Coburn, R-Okla., have certainly succeeded in finding middle ground on postal reform. Despite the bipartisan sponsorship -- many are unhappy with their product. Now, Carper and Coburn are receiving pointedly negative feedback from postal unions. A letter signed by every major group representing USPS employees -- including the American Postal Workers Union and the National Association of Letter Carriers -- implored Senate Majority Leader Harry Reid, D-Nev., to reject the bill. The unions said they recognize the need for some changes. They support, however, the Postal Service Protection Act, introduced by Sen. Bernie Sanders, I-Vt. That legislation would completely repeal the prefunding requirement and preserve six-day delivery standards. It would also reinstate overnight delivery, which would in turn protect processing plant closures. The bill would attempt to grow revenue by expanding business opportunities at the agency. Sanders, too, announced his disapproval with the Carper-Coburn plan, calling it "weaker" than the bill that passed the Senate -- but died in the House -- last Congress. While Carper and Coburn hope to recruit members of their parties to endorse the bill, the unions say it is a non-starter. "This is completely beyond anything appropriate," said Sally Davidow, a spokeswoman for APWU. "We don't see this as a starting point."

August 6, 2013

[The New York Times](#): Magazines continue to struggle with sales of subscriptions and newsstand copies in the first half of 2013, but they have made inroads in selling digital editions, according to data released Tuesday.

[Post & Parcel](#): Hellenic Post (ELTA) has announced plans to restructure its retail network, starting with the replacement of 80 post offices with franchised outlets. The state-owned national postal service in Greece said it was reshaping its retail network following the full liberalisation of the Greek postal market, which took effect at the start of this year. The aim of the strategy is a better use of human resources to achieve better results for the benefit of the company and the Greek people, said chairman and CEO Kostis Melachroinos.

[At the Postal Regulatory Commission](#): There will be a Technical Conference starting at 9:30 a.m. on Wednesday morning, in the PRC Hearing Room at 901 New York Avenue NW #200, Washington, DC 20268. The purpose of the technical conference is to discuss city carrier delivery street time cost studies, purchased highway transportation, Postmaster costs and window service time. The Technical Conference will be webcast live, but best to be present in person if you plan to ask questions. For reference, here is the Order scheduling the Technical Conference: http://www.prc.gov/Docs/87/87237/Order_1760.pdf

 The [presidents of the four postal employee unions](#) the National Association of Letter Carriers, the American Postal Workers Union, the National Rural Letter Carriers' Association and the National Postal Mail Handlers Union sent a letter to Senate Majority Leader Harry Reid (D-NV) "to express our utter dismay with the introduction of S. 1486 on August 1," a postal bill introduced by Sens. Tom Carper (D-DE) and Tom Coburn (R-OK) that "renews a commitment to the disastrous Bush administration policy to mandate massive pre-funding of future retiree health benefits and provides for major downsizing measures to pay for it."





PostCom Members!! The latest summary of postal news [prepared for your company executives](#) has been posted on this site.




Will Postal Legislation be Delivered? Join us for a **Webinar on September 5** Reserve your Webinar seat now at: <https://www1.gotomeeting.com/register/305213265> The House Committee Oversight and Government Reform have moved a postal reform bill through mark-up, while Senators Carper and Coburn have introduced bipartisan postal legislation. With summer recess ending and the legislative calendar winding down, join us for a quick summary of both bills and the steps needed to get a bill passed. **Jessica Dauer Lowrance, Executive Vice President of PostCom** will detail the activity for you when you **join the Association for Postal Commerce** for a **FREE webinar** on Thursday, September 5, 2013 at 2:15pm Eastern **Title:** Will Postal Legislation be Delivered? **Date:** Thursday, September 5, 2013 **Time:** 2:15 PM - 3:15 PM EDT After registering you will receive a confirmation email containing information about joining the Webinar.




 **China Daily:** China's postal industry must quicken transformation and promotion of its product innovation and services to adapt to market changes and catch up with consumption trends, according to a top official in the industry. Ma Junsheng, director-general of the State Post Bureau of China, said the rise of the e-commerce industry and increasing popularity of online shopping have forced the traditional postal sector to transform itself.

 **Post & Parcel:** Poste Italiane signed a number of cooperation agreements with China Post last week. During a visit to Beijing, the Italian postal operator's CEO, Massimo Sarmi, met China Post president Li Guohua to sign agreements on small package deliveries, insurance, agent business and electronic money transfers. China Post said it was working with Post Italiane because it was an "innovative, competitive" operator in the field of financial services and payment solutions, including in current accounts, savings accounts, bonds, money orders and currency exchange. Poste Italiane said one of the agreements will mean helping Italian companies to break into the Chinese market.

 **Post & Parcel:** SingPost has seen its sales increase by nearly a third during the first quarter of its financial year thanks to its recent acquisitions, but profits were down 2% year-on-year. Singapore's national postal service saw its group revenue climb to S\$201.3m (\$158m USD) in the three months up to the end of June 2013. The company has been making acquisitions recently including logistics and freight forwarder Famous Holdings and the Lock+Store storage business. Excluding the impact of acquisitions, group revenues would have grown 6.5% year-on-year.

Deutsche Post DHL

The Local: Deutsche Post is riding high despite the continuing global financial crisis, unexpectedly healthy profit figures released Tuesday suggest. Booming online sales and a successful express service have given a boost for the national postal service over the past months, the company said. The company's figures for the second quarter of 2013 showed operative profits up by 14 percent, allowing CEO Frank Appel to predict further success for the rest of this year. Appel said the service was running an operative profit of between ? 2.75 billion and ? 3 billion - ? 50 million more than predicted at the start of the year. Looking ahead, Appel said he wants to push profits even further - up to between ? 3.35 billion and ? 3.55 billion by 2015. See also [Reuters](#) and [Bloomberg](#).

 **Washington Post:** Two top Senators last week introduced a bipartisan bill to overhaul the ailing U.S. Postal Service, finding accord where House Democrats and Republicans failed to reach an agreement over the same issue. Issa's bill contained many of the same provisions within the Senate legislation, including the end of Saturday and to-the-door delivery, but Democrats opposed the cuts in services.

FedEx eCommerceBytes: eBay announced that its eBay Labels service is now offering FedEx as a shipping option to several international destinations, including Canada, England, Scotland, Wales, Ireland, Australia, and New Zealand. Customs, duties and taxes will be managed for sellers inside the destination country, and free end-to-end tracking information will be automatically uploaded to My eBay.

The China Post: Chunghwa Post Co. (中華郵政) was yesterday confirmed as the sole postal and logistics service provider of a business-to-consumer (B2C) website in mainland China under Beijing's postal service monopoly. Chunghwa Post Co. revealed that it has recently managed to strike an agreement with China Post Group Corp. (中國郵政集團) over Post Mall (郵政商城), a B2C website which has become the only website linked to Ule (郵樂網), a B2C website managed by China Post Group. State-owned Chunghwa Post Co. is the only Taiwanese postal service provider in mainland China, after a privately funded provider filed for bankruptcy in January.





[Enterprise Data Warehouse Cost of Use](#) | [Full Audit Report](#) | [Highlights](#)


"Opportunities exist for the Postal Service to reduce EDW costs by implementing technological advances. available in the marketplace. Commercial software is available to automate the interface process and replace the current manual process. As a result, the Postal Service spent \$500,000 in labor costs that it could have avoided in fiscal years 2012 and 2013. In addition, the Postal Service could save about \$1.9 million annually in future years. Further, standardizing the process would eliminate the potential for manual programming errors and allow administrators easier access to data from the various functional areas."

[Making Global e-commerce E-asy:](#)


"Global e-commerce sales topped \$1 trillion for the first time in 2012 and they are expected to grow another 19 percent this year, according to data from research firm eMarketer.com. While North America leads the world in online sales, Asia is expected to take the mantle by the end of this year. China drives Asia's growth and this year it should surpass Japan as the world's second largest e-commerce behind the United States and its \$385 billion in online sales. This global boom in e-commerce has helped to fuel growth in the package delivery market, prompting the shipping giants, including the U.S. Postal Service, to jostle for shares of this market. The global e-commerce surge has also benefited American companies, who are looking to foreign customers to expand sales and revenues. Surprisingly, a number of well-known retailers only began offering international shipping from their websites a few years ago, including Macy's, Williams Sonoma, J. Crew, and Crate and Barrel. One reason for the late entry is that shipping beyond the United States is not so simple. As a New York Times article noted last year, the problems include customs, addressing, and postal and shipping fees. In some cases, the cost to ship the package could double the total cost of the order. Another hurdle is package returns. Even as retailers figure out how best to reach their overseas customers, they are discovering that customers find it difficult to return packages. The Postal Service recognized an opportunity to simplify that process for online retailers and later this month it will begin a market test of a new international e-commerce return service. International Merchandise Return Service will allow foreign consumers to return unwanted products purchased from American retailers' websites back to the U.S. The service creates return labels with postage payment, allowing the buyer to print off a label and return the item through the post. Modeled after its domestic returns service, the Postal Service expects International Merchandise Return Service to simplify international returns for customers and improve their overall experience, which should encourage even more online shopping. The Postal Service will test the service for 2 years on online sales to Canada and Australia, negotiating prices and agreements with American companies that participate. What other ways could the Postal Service improve the international shipping experience for retailers and their customers? How else could the Postal Service tap into the global e-commerce market? Do any of its domestic services provide good templates or lend themselves to adoption for the international market?"


 [Politico](#): House Republicans will take a carefully orchestrated, staunchly anti-Washington campaign to voters this month, blaming President Barack Obama and his fellow Democrats for Americans' unhappiness with government. *[EdNote: The ugly season is about to morph into the silly season.]*


 [Democratic Underground](#): Democratic Senator Tom Carper has moved the Postal Service one big step closer to extinction this weekend by introducing his new Postal Reform Act S 1486. Mr Carper a long time ally of wealthy corporate interests intends to drive the stake into the heart of the worlds best Postal Service. His bill on many levels closely resembles Congressman Issa's HR 2748 which passed out of a House committee 10 days ago on a party line vote, with only GOP support.


 [Federal Times](#): Only days after it was introduced, a proposed Senate overhaul of the U.S. Postal Service is taking its lumps from both organized labor and the mailing industry. "This bill is fatally flawed," Cliff Guffey, president of the American Postal Workers Union, said in a Friday statement denouncing the legislation as a betrayal of USPS employees. The Association for Postal Commerce, which represents business mail users, has some "significant issues" with the measure, such as its idea for widening the Postal Service's discretion in applying an inflation-adjusted cap on rate increases for standard mail and other areas where it dominates the market, the group's president, Gene Del Polito, said in a phone interview Monday.

August 5, 2013


 [PR Newswire](#): The U.S. Postal Service (USPS) awarded two contracts to AT&T's Federal Government business the first, valued at more than \$50 million, covers the enhancement of data network connectivity to USPS retail and support locations, spanning all 50 states and U.S. territories. The second USPS contract win, estimated at approximately \$3.5 million, will see AT&T provide Managed Trusted Internet Protocol Service (MTIPS) to USPS headquarters in Washington D.C. and two major USPS data centers, one in California and the other in Minnesota. Managed Trusted Internet Protocol Service (MTIPS) was developed by the US General Services Administration (GSA) to allow US Federal agencies to connect securely to the public Internet and other external connections.


 [Government Executive](#): The Office of Personnel Management is months behind schedule in eliminating the retirement claims backlog because of mandatory budget cuts and an influx of new applications from the Postal Service earlier this year, according to an update released on Monday. The agency hopes to clear up the backlog to a "consistent workload" by March 2014 -- roughly seven months later than the original target date of July 2013. The backlog now stands at 25,601 claims; OPM had hoped to have about half as many claims in the queue by July 2013. But the new schedule is contingent upon the budget situation in October when the new fiscal year starts, and that is up in the air right now. Congress has not passed any spending bills yet and is in recess. Sequestration, which began in March, forced OPM in April to stop all overtime on retirement processing for the remainder of fiscal 2013 and reduce its retirement call center hours, affecting customer service.

 [Roll Call](#): Two Republican senators who had received financial support in their election campaigns from Senate Minority Leader Mitch McConnell were silent yesterday when given a chance to endorse McConnell for his 2014 re-election. NBC News reported Sens. Ted Cruz, R-Texas, Ron Johnson, R-Wis., and Mike Lee, R-Utah, were silent when asked whether they would endorse McConnell over his tea party opponent, Matt Bevin. *[EdNote: We're about to enter the "ugly" season.]*

 [Press Release](#): Change of Address files for 16 countries worldwide are currently available to mailers according to the paper "Change of Address in Countries Worldwide", released on July 10. The remaining 176 member countries of the Universal Postal Union do not provide this information to mailers. Privacy protections and data security restrictions limit the availability of the information from some countries. Fees charged to the mail recipient using change of addresses services from their postal service in several of the countries that do offer these files to mailers reduce the number of addresses in the change of address files. "U.S. mailers are often surprised by how few countries offer change of address information and the restrictions placed on its use," said Merry Law, author of the paper and editor of the Guide to Worldwide Postal-Code and Address Formats. "The relatively smaller number of addresses in these files also surprise mailers because most residents and business in the U.S. take advantage of the U.S. Postal Service's free address change and forwarding services and that is not the case in many countries." Those


using the change of address files are changed a fee by the administrator of the files in each country. The fee structure varies by country. The paper, sponsored by GrayHair Software, Inc. and Deutsche Post Address Global, lists the countries where change of address files are available to mailers. The European Union is currently developing new privacy protection regulations that may change the legal framework for change of address files in 8 of the 10 European countries that provide change of address files. "Change of Address in Countries Worldwide" can be downloaded from WorldVu's web site (<http://www.worldvu.com/papers.php>). Additional papers on issues related to international addressing sponsored by GrayHair Software, Inc. are planned.

 **Artuz Sheva:** Sasi Shilo will be resigning his position as the government-appointed General Director of the Israel Postal Company at the end of this month, as his three year term comes to an end, as mandated by law. Shilo remarked, "The Israel Postal Company has been going through major changes in recent years. A healthy organizational infrastructure is in place, as well as the PostalBank, and our ability to cope well under highly competitive conditions. I would like to emphasize that none of this would have been possible without the spirit and faith of the employees who are imbued with their mission and whom I will miss."

 **Gov Exec:** The Office of Personnel Management is months behind schedule in eliminating the retirement claims backlog because of mandatory budget cuts and an influx of new applications from the Postal Service earlier this year, according to an update released on Monday. The agency hopes to clear up the backlog to a "consistent workload" by March 2014 -- roughly seven months later than the original target date of July 2013. The backlog now stands at 25,601 claims; OPM had hoped to have about half as many claims in the queue by July 2013. But the new schedule is contingent upon the budget situation in October when the new fiscal year starts, and that is up in the air right now. Congress has not passed any spending bills yet and is in recess. Sequestration, which began in March, forced OPM in April to stop all overtime on retirement processing for the remainder of fiscal 2013 and reduce its retirement call center hours, affecting customer service.




NALC: *Senate introduces misguided postal bill:* Late on Thursday, the leaders of the Senate Homeland and Government Affairs Committee, Sens. Tom Carper (D-DE) and Tom Coburn (R-OK), introduced a postal reform bill, S. 1486. The NALC is reviewing the text of it in detail now, but at first glance we find that there are major problems with this proposed bill. We will post a more formal review of the bill in the coming days. (Congress is in recess through Sept. 9.)


 **Wall Street Journal:** The U.S. Postal Service (USPS) awarded two contracts to AT&T's Federal Government business -- the first, valued at more than \$50 million, covers the enhancement of data network connectivity to USPS retail and support locations, spanning all 50 states and U.S. territories. The second USPS contract win, estimated at approximately \$3.5 million, will see AT&T provide Managed Trusted Internet Protocol Service (MTIPS) to USPS headquarters in Washington D.C. and two major USPS data centers, one in California and the other in Minnesota. Managed Trusted Internet Protocol Service (MTIPS) was developed by the US General Services Administration (GSA) to allow US Federal agencies to connect securely to the public Internet and other external connections.






Pushing the Envelope Blog: **[Making Global e-commerce E-asy](#)**, Global e-commerce sales topped \$1 trillion for the first time in 2012 and they are expected to grow another 19 percent this year, according to data from research firm [eMarketer.com](#). While North America leads the world in online sales, Asia is expected to take the mantle by the end of this year. China drives Asia's growth and this year it should surpass Japan as the world's second largest e-commerce behind the United States and its \$385 billion in online sales. This global boom in e-commerce has helped to fuel growth in the package delivery market, prompting the shipping giants, including the U.S. Postal Service, to jostle for shares of this market. The global e-commerce surge has also benefited American companies, who are looking to foreign customers to expand sales and revenues. Surprisingly, a number of well-known retailers only began offering international shipping from their websites a few years ago, including Macy's, Williams Sonoma, J. Crew, and Crate and Barrel. One reason for the late entry is that shipping beyond the United States is not so simple. As a [New York Times article](#) noted last year, the problems include customs, addressing, and postal and shipping fees. In some cases, the cost to ship the package could double the total cost of the order. Another hurdle is package returns. Even as retailers figure out how best to reach their overseas customers, they are discovering that customers find it difficult to return packages. The Postal Service recognized an opportunity to simplify that process for online


retailers and later this month it will begin a market test of a new international e-commerce return service. International Merchandise Return Service will allow foreign consumers to return unwanted products purchased from American retailers' websites back to the U.S. The service creates return labels with postage payment, allowing the buyer to print off a label and return the item through the post. Modeled after its domestic returns service, the Postal Service expects International Merchandise Return Service to simplify international returns for customers and improve their overall experience, which should encourage even more online shopping. The Postal Service will test the service for 2 years on online sales to Canada and Australia, negotiating prices and agreements with American companies that participate. What other ways could the Postal Service improve the international shipping experience for retailers and their customers? How else could the Postal Service tap into the global e-commerce market? Do any of its domestic services provide good templates or lend themselves to adoption for the international market?


 [The Northern Scot](#): Around 44,000 voters in the north-east of Scotland who have a postal vote that is at least four years old are being invited to provide a fresh signature for voting security records. It will ensure that any changes to their signature are picked up and remove the risk of their vote being rejected.

 [Employee Benefits](#): Royal Mail has offered an eye-screening programme to employees at its Southampton Mail Centre. The aim of the event, which tested the vision of 500 staff, was to encourage non-desk-based employees to get their eyesight tested and to be referred to a qualified optician for a full eye exam. Some of these employees do not qualify for employer-funded eyecare under the health and safety Display Screen Equipment regulations.


  [PR-Inside](#): Why is it important for freight, cargo and logistics suppliers and service providers to be a part of Materials Handling Middle East 2013? The high-powered economies of the Middle East are becoming increasingly significant markets for freight, cargo and supply chain players. Growing exports of oil and gas and increasing imports and re-exports of goods and commodities have made the Middle East a focal point for these industries. Being the largest and only dedicated trade and business platform for the freight, cargo, supply chain and logistics serving the region, it is vital for those interested in doing business in the Middle East to take advantage of the exhibition's considerable industry-wide reach.

 [FedSmith](#): Legislation has been introduced in the Senate to reform the ailing Postal Service. The Postal Reform Act of 2013, introduced by Tom Carper (D-DE) and Tom Coburn (R-OK) would make a number of changes to the organization, such as health care and pension reforms. The act would also reform the workers compensation program for all federal employees.


 [USA Today](#): Though postcards and letters are fairly rare on U.S. campuses these days, international students could be stung if door-to-door and Saturday mail delivery changes are approved by lawmakers.

 [MSN](#): What business gets more customers every year, yet keeps losing money? The U.S. Postal Service delivers mail to 11 million more homes, offices and other addresses than it did a decade ago, even as the amount of mail that people in the United States receive has dropped sharply. That combination may be financially dicey, some analysts say. "The more delivery points they have to service, the higher their costs" in fuel, time spent, etc., says Rick Geddes, associate professor in Cornell University's department of policy analysis and management. "But it doesn't mean their revenue goes up it doesn't necessarily mean people are mailing more stuff," he says. Indeed, the volume of mail has decreased steadily as people stay in touch with email, Facebook and other electronic services more. Total mail volume handled by the financially shaky postal agency dropped to 160 billion pieces last year from its all-time high, 213.1 billion in 2006. Revenue fell to \$65.2 billion last budget year from a high of \$74.9 billion in 2008. The cost of delivery is the agency's largest fixed expense. It takes tens of billions of dollars a year and 300,000 people, or 60 percent of the agency's workforce, to handle deliveries, says Postal Service spokeswoman Sue Brennan.

August 4, 2013

 [Financial Times](#): Postal staff have proposed setting up a trust which would control shares given to Royal Mail employees when the state-owned company is privatised. The government has said it intends to give as much as 10 per cent of all the shares in the business to eligible Royal Mail employees at the time of a flotation. Ministers are

aiming for a stock market flotation that could value the world's oldest postal service at about \$3bn and want to press ahead with the flotation of a majority holding, which could be this autumn. However, they are keeping open the option of selling an initial stake to an investor, such as a private equity group. The Communication Workers Union, which opposes a flotation, is suggesting that a trust to manage shares allocated to the 150,000 employees could be established and as a large shareholder it could be used to influence decisions and policy. The idea, which is being likened to the trust set up for staff of Irish telecoms company Eircom, could be used to give staff a say in the way that the postal service is being run. However, it is unclear whether the trust proposal will make headway as the government has made it clear that shares are being earmarked to be handed to individuals.

 **VT Digger:** Sen. Bernie Sanders today issued the following statement on a Postal Service reform bill introduced late Thursday in the Senate that could end Saturday and door-to-door mail delivery and close mail processing plants:


"While I have a great deal of respect for Sens. Carper and Coburn, the Postal Service bill that they introduced is significantly weaker than the bill that passed the Senate last year with 62 votes. That makes no sense. Over a short period of time, the Carper-Coburn bill will allow the Postal Service to shut down over half of the mail processing plants in this country, end Saturday delivery and even deliver mail fewer than 5 days a week. "In the midst of a severe recession, this bill would lead to the elimination of tens of thousands of decent-paying jobs many of them held by military veterans. That is why I have introduced the Postal Service Protection Act with 28 cosponsors, a bill that would sustain the Postal Service, avert unnecessary closures and save American jobs. Similar legislation introduced in the House by Rep. DeFazio now has 166 cosponsors. "The Postal Service is an institution of enormous importance to the American people. It must be preserved and protected. About 80 percent of the financial problems of the Postal Service are the result of an unprecedented and onerous mandate that forces it to pay 75 years of future retiree health benefits over a 10-year period. "While we all understand that the Postal Service is experiencing financial problems today and that changes need to be made, providing fewer services and poorer quality is not the way to save the Postal Service. That is why I am strongly opposed to this legislation."




At the Postal Regulatory Commission: Two employment opportunities:

- PRC 03-13: [Technical Editor/Executive Assistant](#)
- PRC 04-13: [Special Advisor to the Chairman](#)

August 3, 2013

 **Pittsburgh Post-Gazette:** Facing mounting debt, the U.S. Postal Service must continue to restructure its delivery system to avoid a taxpayer bailout of as much as \$50 billion by 2017. To do so, the agency needs the autonomy to make prudent decisions and work with Congress on thoughtful, balanced changes. The Postal Service gets no tax dollars for operating expenses; still, Congress regulates it. With its status as a public service, the government cannot allow it to go bankrupt and turn over its operations to a hodgepodge of for-profit providers that could cherry-pick the lucrative markets and abandon the rest of the nation. The agency has pleaded with Congress to allow it to end Saturday delivery, but lawmakers and customers have balked. A plan by Rep. Darrell Issa, R-Calif., that would move 30 million residential addresses -- one in three mail customers -- from to-the-door to curbside and cluster-box service by 2022 is impractical, even with exemptions for people with disabilities. Dense urban areas have too many people for cluster boxes in central neighborhood locations to accommodate, and safety poses another problem. Even if cluster boxes were secure, elderly and other customers picking up government checks or prescription drugs could make easy prey. Thieves know when government checks are mailed, and prescription painkillers can be sold on the street. Still, inaction is not an option. The Postal Service reported a \$16 billion loss last year because of not only reduced mailings, but also advance payments mandated by Congress for future retiree health care.

 **APWU:** The leaders of the Senate Committee on Homeland Security and Governmental Affairs, Sen. Tom Carper (D-DE) and Sen. Tom Coburn (R-OK), introduced postal legislation on Aug. 1, just before Congress adjourned for a five-week recess. The APWU is reviewing the 194-page bill (S. 1486) and will provide a more complete analysis of the legislation once the review is complete. But after a quick review, President Cliff Guffey said, "This bill is fatally flawed. It betrays the working men and women of the United States Postal Service; it

slashes service to the American people, and it fails to protect the USPS from the impending financial disaster Congress set in motion in 2006 with the passage of the PAEA."



From the Federal Register: Postal Regulatory Commission: Notices. New Postal Products, 47431-47432 [2013-18819] [[TEXT](#)] [[PDF](#)]



USPS OIG: The Postal Service's Use of Social Media:

Opportunities exist for the Postal Service to enhance its use of social media. Specifically, the Postal Service could enhance customer engagement via blogs or additional social media sites to better communicate with, and obtain input from, specific stakeholder groups. The Postal Service would also benefit from having subject matter experts assist in responding to stakeholder comments. The Postal Service could enhance the functionality of its social media sites by more effectively linking sites for easier navigation and cross-referencing to maximize their visibility to stakeholders. Finally, the Postal Service could identify systemic issues through stakeholder concerns and further improve customer service by summarizing and analyzing customer comments and complaints posted via all of its social media sites. We recommended the Postal Service enhance customer engagement via specific blogs or additional social media sites. We also recommended that subject matter experts contribute and respond to postings related to their areas of expertise and that the Postal Service link its social media sites for easier navigation and cross-referencing to maximize their visibility to stakeholders. Finally, we recommended that the Postal Service share analytical reports and data with other social media dedicated groups and evaluate how social media can be used effectively within a comprehensive customer care program.



At the Postal Regulatory Commission:

- Docket Nos. C2009-1, CP2013-75, MC2013-57: [Notice of Board of Governors Determination](#) (approving USPS' management decision on filing the Roundtrip Mailer as a new competitive product).
- [Docket PI2013-1](#): Responses of the USPS to Commission Information Request No. 1

August 2, 2013



GlobalNews: The future face of retail? An Amazon distribution centre. Canadian e-commerce options pale in comparison to other markets, in part because high shipping fees suppress customer adoption. Canadians get dinged with when buying online. A report exploring why the country lags, produced last year by Industry Canada, the federal department that, in part, monitors the market place, said "transportation costs are placing Canadian e-commerce at a disadvantage."




Post & Parcel: La Poste Group's deputy director general, Philippe Wahl, looks set for the top job, as current chairman and CEO Jean-Paul Bailly retires next month. The board of the French state-owned postal service has appointed Wahl as administrator of the company, as an interim step towards being appointed president.



Government Executive: Carper and Coburn also found common ground with House Republicans in proposing to phase out to-the-door delivery. The proposal had been a sticking point for House Democrats, and the Senate bill is more lenient in its language. The bill would cease all to-the-door delivery in future addresses, while allowing existing housing units to voluntarily opt out of receiving deliveries to the door. Issa's plan would phase out the vast majority of door-to-door delivery, which only about one-third of the nation currently receives. The reform act would allow the Postal Service to not offer new employees access to the Federal Employees Retirement System or contribute to their Thrift Savings Plan account. It would also give USPS authority to, in consultation with postal unions, create an independent health care benefits system for its employees, either within the Federal Employees Health Benefit Program or outside it. Currently, USPS employees are enrolled in FEHBP with all other members of the federal workforce. Issa fell short of issuing a full endorsement of the Senators' plan, but said the proposal

included key provisions that will allow the two sides to work together moving forward. "I look forward to working further with Chairman Carper and Ranking Member Coburn as they advance and improve this legislation," Issa said in a statement to Government Executive. "I hope that Oversight Committee Democrats will change course and drop their partisan opposition to these bipartisan provisions and join me in working toward a reasonable, balanced Postal Reform Act." The Postal Service itself, however, was completely behind the legislation. Also see [The Hill](#).

 [The Guardian](#): The row over plans to privatise Royal Mail escalated on Friday when the group's annual report showed that chief executive Moya Greene received a 33% pay rise last year taking her income to almost ?1.5m. The Communication Workers Union (CWU), which represents more than 100,000 postal staff, said Greene's pay was "imitating private sector excess" at a time when workers faced painful cuts in pensions and hours. The union was particularly incensed by a ?400,000 bonus paid to Greene alongside a ?250,000 payment for relocating from Canada.

 **Chairman Carper, Ranking Member Coburn Introduce Bipartisan Postal Reform Bill.** Last night, the Senate Homeland Security and Governmental Affairs Committee Chairman Tom Carper (D-Del.) and Ranking Member Tom Coburn (R-Okla.) introduced the bipartisan [Postal Reform Act of 2013 \(S. 1486\)](#).

The financial condition of the Postal Service has been deteriorating for years, but the 2008 economic downturn and the near universal use of the internet for communications and commerce have hastened its downward spiral. The Postal Service currently maintains an outstanding debt of over \$15.9 billion and lacks the operating capital to begin repaying that debt, let alone meet congressionally-mandated payments exceeding \$5 billion due to the U.S. Treasury at the end of Fiscal Year 2013.

Congressional leaders have long called for legislation that addresses the systemic causes of the Postal Service's difficulties, and this compromise builds on years of bipartisan, bicameral work. Without serious, long-term reform, this iconic American institution enshrined in our Constitution will take on more and more debt. The bipartisan [Postal Reform Act of 2013](#) seeks to address the Postal Service's financial challenges by helping it streamline operations and giving it new tools it can use to introduce innovative new products and generate additional revenue. It does this while preserving essential services.

Chairman Carper said: "One year ago, the United States Postal Service defaulted for the first time in its history. As *Businessweek* put it: The U.S. Postal Service essentially went broke today.' The agency was and is facing its worst financial challenges in 200 years. Over the past year, Americans have realized the hard truth that the Postal Service is on the verge of financial collapse. If it were to shut down, the impact on our economy would be devastating. Although the situation is dire, it isn't hopeless. With the right tools and quick action from Congress, the Postal Service can reform, right-size and modernize. The bill that Dr. Coburn and I introduced last night presents a comprehensive and bipartisan solution to the Postal Service's financial challenges that would prevent collapse, protect millions of mailing industry jobs, and enable this critical institution to serve the American public for years to come. This bill isn't perfect and will certainly change as Dr. Coburn and I hear from colleagues and stakeholders, including postal employees and customers. But the time to act is now. It is my hope that Congress and the Obama Administration can come together to enhance this plan in order to save the Postal Service before it's too late."

Ranking Member Coburn said: "This proposal is a rough draft of an agreement subject to change that I hope will move us closer to a solution that will protect taxpayers and ensure the Postal Service can remain economically viable while providing vital services for the American people."

Highlights of the [Postal Reform Act \(PRA\) of 2013](#):

Pension Reforms: The PRA would require that the Office of Personnel Management (OPM) use data in determining how much the Postal Service must pay into the two federal pension programs the Federal Employees Retirement System (FERS) and the Civil Service Retirement System (CSRS) that more accurately reflects the amount of the Postal Service's projected liability, in light of differences between the postal and non-postal federal workforces. This reform is expected to reduce the amount the Postal Service pays into both FERS and CSRS and to result in a Postal Service FERS surplus. The Postal Service would be permitted to request and receive up to \$6 billion of any surplus, which could be spent to retire Postal Service debt and give it needed liquidity.

In addition, the bill would allow the Postal Service and postal unions to bargain over the extent of new postal employees' participation in FERS and the Thrift Savings Program (TSP).

Health Care Reforms: The PRA would eliminate the Postal Service's statutory retiree health pre-funding and replace it with a less aggressive 40-year amortization of the Postal Service's retiree health liability. This provision, combined with language allowing premiums for current retirees to come out of the account containing health care funds that the Postal Service has already pre-funded, could reduce the Postal Service's total retiree health costs by roughly half. Those costs could be reduced even further through the implementation of provisions in the PRA requiring that 1) health plans be created to meet the needs of postal retirees enrolled in Medicare parts A and B, some of whom currently purchase full Medicare and Federal Employees Health Benefit Plan (FEHBP) coverage; and 2) postal retirees not enrolled in Medicare be given the opportunity to do so penalty-free. Participation in Medicare parts A and B and these new health plans would be voluntary, but these two provisions are expected to increase Medicare enrollment among postal retirees and significantly reduce the Postal Service's long-term retiree health liabilities.

In addition, the PRA would also allow the Postal Service and the postal unions to bargain over the creation of a new health plan for postal employees, either within or outside of FEHBP.

Service Changes


- The Postal Service last year proposed a service standard change for certain classes of mail that would have largely eliminated the overnight delivery of mail and led to the closure or consolidation of a significant number of mail processing plants. The PRA would place a moratorium on service standard changes and plant closings for two years, keeping all plants open as of the date of enactment in operation for the duration of the moratorium.
- The PRA would codify the Postal Service's current plan to find savings in its retail operations without closing post offices.
- The PRA would preserve Saturday delivery for at least a year.
- The PRA would require the Postal Service to use the most cost effective means of mail delivery, requiring centralized or curbside delivery for new addresses and business addresses. It would also require the Postal Service to seek to convert residential addresses from door delivery to centralized or curbside delivery on a voluntary basis.


Revenue and Innovation


- The PRA would streamline the current rate-setting process, giving the Postal Service more authority to set prices on its own while preserving a more flexible CPI rate cap until 2016, when the rate cap would expire.
- The PRA would give the Postal Service enhanced authority to innovate and introduce new non-postal products that take advantage of its retail and mail processing, transportation, and delivery network.
- The PRA would authorize the Postal Service to offer services on behalf of federal, state, or local government agencies.
- The Postal Service is prohibited under current law from shipping beer, wine, and distilled spirits. The PRA would lift this prohibition and allow the Postal Service to deliver beer, wine and distilled spirits under the same rules as private sector shippers.


Federal Workers Compensation Reform


The PRA contains the Workers Compensation Act of 2013, which reforms the workers' compensation program for federal employees who are injured on the job. The Act would bring compensation levels for older workers more in line with retirement benefits, strengthen programs for helping injured workers get back on the job, make other updates and improvements.


 [Fort Mill Times](#): Today, the Council for Citizens Against Government Waste denounced S. 1486, the Postal Reform Act of 2013. The Senate bill bails out the Postal Service (USPS), favors unions over consumers and taxpayers, and fails to prevent USPS's bankruptcy. The bill, introduced by Senators Tom Carper (D-Del.) and Tom Coburn (R-Okla.) on Thursday, prevents USPS from implementing many of the reforms that CCAGW has long insisted are essential to right-sizing the Postal Service and sparing taxpayers the consequences of its collapse.

 [Big News Network](#): Post office workers on Friday expressed concern over the spread of rabies in recent weeks, appealing to the government for priority vaccinations and urging the public to control their pets to prevent any potentially dangerous encounters. As the rabies outbreak continues to spread across Taiwan, mail carriers are at a higher risk than most. A survey indicates that in 2011, two to three postal workers were victims of dog bites each day, according to the labor union of the state-owned Chunghwa Post Co.

 [Post & Parcel](#): Austrian Post had completed its acquisition of a 25% stake in Turkish express parcel carrier Aras Kargo.

 [CNN](#): Dog-shaped mailboxes, Hawaiian-print mailboxes, even tiger-protected mailboxes such letterbox creativity could eventually disappear. As CNN Money recently reported, the U.S. Postal Service has begun informing communities with new housing developments that mail will be delivered to cluster boxes -- groupings of mailboxes at a centralized point -- instead of doorstep or curbside delivery. Congress is also considering a bill to end door delivery for existing customers, which Rep. Darrell Issa, R-California, believes could save the Postal Service \$4 billion a year. That's no good for people like Branden Willson, a custom mailbox designer based in Olympia, Washington.

 [Associated Press](#): The Postal Service takes pictures of every piece of mail processed in the United States 160 billion last year and keeps them on hand for up to a month. In an interview with The Associated Press, Postmaster General Patrick Donahoe said the photos of the exterior of mail pieces are used primarily for the sorting process, but they are available for law enforcement, if requested. The photos have been used "a couple of times" by to trace letters in criminal cases, Donahoe told the AP on Thursday, most recently involving ricin-laced letters sent to President Barack Obama and New York Mayor Michael Bloomberg.

 [Associated Press](#): Special delivery from the post office beer, wine and spirits, if Postmaster General Patrick Donahoe has his way. In an interview with The Associated Press, Donahoe said Thursday delivery of alcoholic beverages is on his wish list as the agency considers ways to raise revenue and save money after losing \$16 billion last year. He also said he endorses ending most door-to-door and Saturday mail deliveries as a way to help stabilize the service's finances. Donahoe said delivering alcohol has the potential to raise as much as \$50 million a year. He mentioned how customers might want to, for example, mail bottles of wine home when they tour vineyards. Donahoe said his agency has looked at the possibility of using special boxes that would hold two, four or six bottles and ship for a flat-rate anywhere in the country.

 *Senators Thomas Carper and Thomas Coburn are introducing today [a bipartisan postal reform bill](#). **Look for more information on this bill later today.***



[Revenue and Sales Targets:](#)

"The Postal Service develops an overall revenue target for each fiscal year, which is based primarily on mail volume projections and potential changes in postage rates. The Postal Service's Revenue and Volume Forecasting group coordinates with its internal managers and external contractors to determine volume projections for the year for its various mail classes (e.g., First-Class, Priority, Express, Standard Mail, Package Service, etc.). Once the mail volume for each class of mail is estimated for the year, the volume is multiplied by expected average revenues for each mail product to determine total revenue for the year. These targets are then distributed throughout the organization, including to the Board of Governors (BOG), who uses them to continually monitor, evaluate, and make decisions on issues related to the Postal Service's financial and operational conditions throughout the year. In addition to the overall revenue target,

the Postal Service's Sales organization develops an annual sales target. The sales organization is held accountable for their organization-wide and individual sales targets through tracking of data in the CustomerFirst! system, which is used by sales staff to manage business customer accounts and service requests. The Office of Inspector General, Sales and Marketing Directorate, has initiated a study of the Postal Service's revenue and sales targets. The OIG's objectives in this study are to identify ways to improve the Postal Service's procedures for setting, distributing, and monitoring revenue and sales targets and to provide recommendations."



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

- The Association for Postal Commerce (PostCom) submitted comments, this week, in response to the Postal Service's proposed rulemaking requiring the use of Intelligent Mail package barcodes (IMpb) on all commercial parcels, and to require the transmission of supporting electronic documentation including piece-level address or ZIP + 4 Code information effective January 2014, published in the Federal Register on July 11, 2013.
- The Congressional Research Service has released its latest report discussing the issues surrounding the USPS' recent financial difficulties.
- Postal Service to create a round-trip mailer. President Obama announces another key admin post. USPS seeks rehearing en banc.' Senator Udall includes USPS in legislation. PRC adjusts benchmark for Standard Mail Regular 5D letters. Senate panel approves Tester study of rural mail service changes. Post office should be freed to adapt. Apollo Global Management to acquire management services business from Pitney Bowes. Donahoe's postal vision. Our view: A service we want, but don't want to pay for. UPS pursues LNG vehicle shift. Smith putting brakes on postal closures. UPS Store to start offering 3-D printing services. USPS stripping ad campaign signs nationwide.
- Updates from the Domestic Mail Manual.
- 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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August 1, 2013

Greater Portland PCC: The Greater Portland PCC in cooperation with the United States Postal Service is pleased to host our next hands-on workshop all about the Intelligent Mail for Small Business Mailers (IMsb) tool. This tool is designed for businesses who prepare their own mail. Through this hour long workshop you will learn about the IMsb Tool and how it can benefit your small business. The FREE IMsb tool allows businesses to qualify for automation Full-Service discount on mailings that are postcards, letters or flats, automation compatible with a maximum 5,000 pieces per mailing/125,000 pieces annually.





USPS moves ahead with its [Intelligent Mail? Small Business Tool](#) despite industry concerns. See also: https://ribbs.usps.gov/intelligentmail_guides/documents/tech_guides/IMsbUserGuide.pdf


Roll Call: Speaker John A. Boehner came before the mics on Thursday, and he made one thing clear: The sequester is here to stay until the White House gets serious about spending cuts. *[EdNote: Don't expect much on postal reform this summer.]*





[The Association for Postal Commerce](#) has responded to the Postal Service's proposed rulemaking requiring the use of Intelligent Mail package barcodes (IMpb) on all commercial parcels, and to require the transmission of supporting electronic documentation including piece-level address or ZIP + 4 Code information effective January 2014, published in the Federal Register on July 11, 2013.


 [The Economist](#): Detroit may be an extreme case of fiscal incontinence. But its bankruptcy highlights a long-term problem faced by many American cities and states; how to fund generous pension and health-care promises that are no longer affordable. The problem has been decades in the making. It has always been easier for politicians to promise generous retirement benefits to public servants than to raise their wages. The bill for jam today falls due immediately; the bill for jam tomorrow can be delayed for decades.


 [Direct Marketing News](#): Postmaster General (PMG) Patrick R. Donahoe...is a throwback, one of those up-from-his-bootstraps (as a postal clerk in Pittsburgh 37 years ago) chief executives whose no-nonsense approach is guided by the unforgiving truth of the red and black ink on a P&L. At the same time, he conveys a gentle demeanor that harkens back to a time in the nation's capitol when policy was legislated through practical compromise more than personal vindictiveness. While postal unions call for his head for trying to remove a day from their workweek, Donahoe has only good things to say about the rank and file of which he once was a member. "Our people do a great job," he says. "We are a people-centric business and we will continue to be." But Donahoe is hardly a pussycat when it comes to pushing a recalcitrant Congress to enact postal reform.

 [The St. Clair Times](#): The U.S. Postal Service is hanging by a thread, and the cause is simple enough. As is the case many times, we want the service, but are not willing to pay for it. And, we insist the service be provided the way we want no matter the cost. Everyone complains about the post office at one time or another. We have certainly done that. The Postal Service, you see, delivers many copies of The Daily Home, The Coosa Valley Advantage and The St. Clair Times for us. Their service allows us to get our newspapers to them by 3 a.m. and we are guaranteed same-day delivery. That's a pretty good deal, but we prefer to complain about what they charge us for that service, or how picky they are about addresses and such and how long it can take for an out-of-county customer to get their paper. That's because we are like everyone else. Give us the service, but don't charge too much for it and do it perfectly every time. Last year the Postal Service determined it could save a lot of money by closing hundreds of post office buildings in small communities around the country. The uproar was quick to come. Those who live in the small communities don't want to lose their post office. Often, it is the center of social life in those communities. The uproar reached the ears of Congress, and before it was over only a handful of small post offices were closed, another case of wanting the service, but don't want to pay for it.


 [BBC](#): Postal workers could vote on whether to strike over issues linked to the government's plans to privatise Royal Mail, their union has announced. Communication Workers Union reps have voted to press ahead with a ballot no later than September if "satisfactory agreements" are not reached. It would be the first such ballot since September 2009.

 [MyFox28Columbus](#): A postal worker could be in big trouble after undercover agents raid his house. Agents with the DEA and the United States Postal Service Office of the Inspector General spent hours hauling away bins of mail from a house off Sale Road in North Columbus. A postal truck was brought in to haul away all the seized mail. It was filled to the roof along with another car. Neighbors said the man in question has been a mailman for the better part of a decade. They said they hope their neighbor was just being lazy and not delivering the mail instead of stealing it.

 [Memphis Daily News](#): FedEx Corp. agreed to pay \$21.5 million to settle a 2011 class action that alleged the world's largest cargo airline overcharged non-residential customers including businesses and governments higher residential shipping rates. The Memphis-based global shipping giant charges U.S. customers for express shipping service based upon the delivery destination. Non-residential destinations are charged a lower base price with surcharges added on if the destination is a delivery to a home or private residence.

 [Oil Price](#): As United Parcel Service (UPS) works to decrease its greenhouse gas emissions, the company is setting new alternative fuel goals and eyeing a 40% savings in fuel costs by switching its truck fleet to run on


natural gas rather than gasoline or diesel.

 **Ethics Alarms:** Armstrong is making the clever but miserable argument that the U.S. Government's quest for burnishment by association with a winner was successful whether the winner was cheating or not, and furthermore, the government didn't care which it was. Who knows the defense may work. It's slimy, and cynical, and Armstrong is trying to get away with defrauding the American taxpayer, who were also robbed by the inept Post Office wasting their money on bicycle racing sponsorships in the first place.



At the Postal Regulatory Commission:

- On-Roll and Paid Employee Statistics (ORPES), June, 2013 (Pay Period 14, FY 2013)
http://www.prc.gov/docs/87/87483/ORPES_FY13_PP14.pdf
- Postal Service Active Employee Statistical Summary (HAT Report), Pay Periods 14, 15, FY 2013
[http://www.prc.gov/docs/87/87484/PSAESS%20\(HAT%20report\)PP14FY2013.pdf](http://www.prc.gov/docs/87/87484/PSAESS%20(HAT%20report)PP14FY2013.pdf)
[http://www.prc.gov/docs/87/87484/PSAESS\(HATreport\)PP15,FY2013.pdf](http://www.prc.gov/docs/87/87484/PSAESS(HATreport)PP15,FY2013.pdf)

 **Lexington Clipper Herald:** Rep. Adrian Smith wants postal officials and legislative to slow down and think through decisions that might radically alter the U.S. Postal Service. "There needs to be flexibility to achieve savings," Smith said about the bill he introduced last week that would limit the number of post office closures to no more than 5 percent per year.