




Association for Postal Commerce

1901 N. Fort Myer Dr., Ste 401 * Arlington, VA 22209-1609 * USA * Ph.: +1 703 524 0096 * Fax: +1 703 524 1871

Postal News from October 2012:

October 31, 2012

 **Attention Postal One! Users: Contingency Plans for Acceptance of Mailings Affected by Hurricane Sandy.** Contingency plans for acceptance of mailings are available for mailers who may be affected by Hurricane Sandy. If PostalOne!® is unavailable in hurricane-impacted areas, or mailers are unable to produce/submit their electronic mailing documentation or postage statements, the BMEU, DMU or Post Office will operate under the PostalOne! Contingency Plan. Please consult with your local Manager of Business Mail Entry for possible alternate acceptance locations if the office at which your mailings are normally submitted is closed due to the storm. Below is a brief summary of the PostalOne! Contingency Plan, which will allow mailings to continue to be accepted with as little impact on the mailer as possible:

- Acceptance units will move to a manual process when necessary to record mailings presented if the PostalOne! system is unavailable.
- Acceptance units will complete A Record of Mailings log for each permit holder that presents a mailing if the PostalOne! system is unavailable.
- Mailers who normally submit their postage statements electronically, either through the Postal Wizard or through Mail.dat® or Mail.XML®, may submit hardcopy postage statements or provide a hardcopy log with pertinent mailing information (sample attached).
- The log must include, at a minimum, the following elements: Mailer Name, Permit Holder Name, Permit Number/Type, Processing Category, Class, Total pieces, Total Full Service pieces and Total Postage.
- If a mailer is unable to upload files and PostalOne! is operational, the Full-Service discount will be allowed pending outcome of the problem.
- Mailers will need to submit their Full-Service electronic documentation once the systems are restored.

Mailers who are entering Plant Verified Drop Shipment (PVDS) mailings and cannot reach the intended destination facility may deposit the mailing at the nearest open Postal Service facility that can accommodate the mailing. Mailers will be required to submit the appropriate PS Form 8125 with the mailing to show postage has been paid. Mailers may review the Mail Services Update on usps.com at <http://about.usps.com/news/service-alerts/welcome.htm> for the latest list of affected postal facilities and redirections. If you have any questions please call the USPS PostalOne! Help Desk at 800-522-9085.



PRNewswire: The Board of Governors of the U.S. Postal Service will meet Nov. 15 in open session at Postal Service headquarters, 475 L'Enfant Plaza, SW, Washington, DC. The public is welcome to observe the meeting beginning at 8:30 a.m. in the Ben Franklin Room on the 11th floor. The Board is expected to discuss the following items: (1) Minutes of the previous meetings (2) Remarks of the Chairman of the Board (3) Remarks of the


Postmaster General and CEO (4) Committee reports (5) FY2012 10-K and financial statements (6) FY2013 Integrated Financial Plan and financing resolution (7) FY2014 appropriations request (8) Quarterly report on service performance (9) Approval of Annual Report to Congress and the Comprehensive Statement on Postal Operations.

Tentative agenda for the Dec. 11, 2012 meeting in Washington, DC Election of Chairman and Vice Chairman of the Board of Governors Open session meetings of the Board of Governors are available on live audio webcasts at <http://about.usps.com/news/electronic-press-kits/bog/welcome.htm>. Three hours after the conclusion of the open session meeting, a recorded audio file will be available for listening. In compliance with Section 508 of the Rehabilitation Act, the audio webcast will be open-captioned.



At the Postal Regulatory Commission: [Docket No. MT2013-1](#): Public Representative

Comments "A review of the sealed files shows the Postal Service's Metro Post™ prices are among the three lowest for simple mailings and light weight materials but are the lowest, by far, for heavier mailings. The Postal Service also fails to qualify that some of the low price delivery services offered by its competitors are offered to a select group of mailers, i.e., those willing to pay an annual fee for lower delivery charges and those who order a minimum number of items a given number of times per year....There is insufficient evidence to conclude that Metro Post™ is in compliance with Section 3641(e)(2) and would not inappropriately disrupt the market."

 **Times of Zambia:** The Zambia Postal Services Corporation (Zampost) has started a new business venture called Commercial Payment Services which has capacity to make payments and money transfer services worth more than K100 billion to remote parts of the country. Postmaster general McPherson Chanda, who confirmed the development in an interview in Ndola yesterday said the Commercial Payments Services was established after seeing the need for the company to have a separate efficient business venture catering for the Government and corporate clients who were having challenges of making payments for their business transactions or employees based in unbanked remote parts of the country.





The Postal Service has updated its disaster site as of Oct 30 to reflect changes due to Hurricane Sandy.
<http://about.usps.com/news/service-alerts/welcome.htm>


Hot off the press.... The following redirects will be posted shortly on RIBBS; (1) SCF Morgan to Brooklyn (2) SCF DVD & SCF NNJ Metro to Kilmer





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


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

 The Dutch post is facing problems with the increasing number of untrained part-time employees in the delivery. According to unanimous media reports, PostNL had to fire 800 deliverers since 2010 for 'breaches of duty'. The deliverers were dismissed, because they dumped mail instead of delivering it.

 The negotiations between New Zealand Post and the government about a lowered mail delivery frequency apparently (CEP-News 18/12) are advancing well. CEO Brian Roche told »Sunday Star-Times« (28.10), that the government will grant NZ Post more 'flexibility' already in the first quarter next year.


 Belgian union CSC-Transcom resumed the negotiations with the post about the adjustment of the route optimisation software 'Georoute'.


 China Post realises only a fraction of its total turnover in the traditional letter and parcel business. The Postal Savings Bank with revenues of 14.54bn euros (+41%) is probably the company's most important unit. With a turnover of 3.14bn euros (+ 15.9%), the express and logistics subsidiary was also one of China Post's important revenue drivers.


 Just a few weeks after the amicable settlement of the yearlong legal dispute about patent-right infringements (CEP-News 41/12), Swiss Post announced an extended version of its IncaMail


service. Swiss Post officially announced that users will be able to archive their emails automatically or with just one click.

 The ever-successful Singapore Post (SingPost) achieved growth in revenue and profit in the second quarter of this year.

 DHL withdrew from the domestic express market in Romania.


 Australia Post apparently has to prepare for a serious competitor in the domestic B2C parcel market. Brian Kruger, CEO of Australian Toll Group, told journalists that the company wants to 'grow that [market share] very quickly'. Currently, Toll holds a share in this segment in the region of 6 to 7% while the lion share is held by Australia Post.


 Amazon gets a competitor from China. 360buy, one of China's biggest online traders (turnover 2011: 2.6bn euros) launched an English version of its online shop, offering deliveries in 36 countries - Germany, Austria and Switzerland among them - from now on. Interested customers find a mix of over 400,000 different products on the English website - many of them free of shipping charge.

 Poste Italiane and Pochta Rossii apparently plan to offer hybrid mail services via a joint venture in Russia.





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.)*


 **Engadget:** Julius Genachowski has revealed that Hurricane Sandy has knocked out a full quarter of cellphone towers and cable services in the 10 most affected states. The FCC chief believes that, as more towers expend their battery back-ups and the storm's continued presence, the situation's going to get worse before it gets better.


 **Newsroom America:** As the deadline for mail-in ballots for the 2012 election approaches, many U.S. Postal Services on the East Coast are not operational after being knocked out by Hurricane Sandy. Hurricane Sandy has seriously affected USPS operations in Northern New Jersey and USPS has suspended all plant and Post Office operations in the area. In the Philadelphia Metro District as of Oct. 30, all three mail processing plants in Philadelphia: Philadelphia Plant, NDC, and Southeastern PA, were fully operational and accepting mail. Operations were also hard hit in parts of New York.


 **From the Federal Register:** **Postal Regulatory Commission NOTICES** Priority Mail Contracts , 65912-65913 [2012-26705][[TEXT](#)] [[PDF](#)]

 **Trinidad & Tobago Newsday:** TTPOST workers staged a protest both in Trinidad and Tobago demanding that Finance Minister Larry Howai intervene and compel the Chief Personnel Officer (CPO) to resume stalled wage negotiations as the workers have not received a salary increase since 2008.


 **Irish Times:** THE STATE'S communications regulator signalled yesterday that it intends controlling postal costs to ensure their affordability. The Commission for Communications Regulation (Comreg) yesterday published a statement outlining its strategy for overseeing the postal service between now and 2014. The statement warns that all postal prices must be affordable in order to ensure that all customers can use the service. It also says that charges have to reflect the actual cost of providing the service and have to be transparent. State-owned An Post recently asked Comreg to allow it increase the cost of stamps. The company did not specify an amount, but reports indicate that the standard cost may rise to 65 cent from 55 cent. Comreg has yet to rule one way or the other on the State company's request.


 [Post & Parcel](#): An Post has criticised Ireland's postal regulator for taking a "simplistic" approach to the current state of the postal market and the problem of declining letter volumes.


 [City A.M.](#): TNT Express, the Dutch mail delivery group being bought by UPS said yesterday that third-quarter profit fell 12 per cent. The company also repeated that it expected EU Commission approval for the deal. UPS, or United Parcel Service, is not expected to complete the €5.2bn (£4.3bn) acquisition until early next year after the European Commission expressed objections.


 [CNNMoney](#): United Parcel Service expects its holiday shipments to jump by 9.8% this year. The company says the jump in shipments is partly due to an increase in online shopping.


October 30, 2012


 [Washington Business Journal](#): U.S. Postal Service employees are gearing up for a legal fight against an agency proposal to contract out all Postal Vehicle Service operations, FederalDaily.com reported. Postal management's plan would eliminate 840 truck driver positions, out of 6,900 nationwide. The union has filed for an injunction with the U.S. District Court in Oakland, Calif., seeking to prevent the plan from going into effect.


 [NeNewsCheck](#): Newspapers must stop "getting ready to get ready" and take proactive measures to brace for the impact of the U.S. Postal Commission's negotiated services agreement with Valassis, direct marketing expert Jim Hart told publishers on Monday. Speaking to the annual meeting of the Inland Press Association here, Hart, of Glendale, Ariz.-based DM for Newspapers, said publishers need to take concrete steps now to prevent a potential "forest fire" from the NSA, starting with taking a hard look at their market penetration.


 [RTE News](#): An Post has told regulators it plans to cut jobs by the equivalent of 1,100 full time positions. It also wants a price increase and warns about the dangers of too much competition for the State-owned company. The group says it will reduce its workforce between this year and 2016. The cuts will bring the total number of reductions to 2,600 since 2008. The company says price increases form a "critical component" of plans over the next five years. See also the [Daily Business Post](#).

 [Bloomberg Businessweek](#): The federal government was shut down. Stock trading came to a halt. Most businesses up and down the East Coast were closed and people hunkered at home, hoping for the best, when lo and behold—the mail arrived. Yes, even as Hurricane Sandy came crashing down on the Mid-Atlantic region, the U.S. Postal Service managed to deliver to some residents of Washington, Maryland, and Virginia.


 [Attention Postal One! Users](#): This message is an update regarding the delays resulting from the Full Service release on Sunday, October 28. The delay in report and data availability is now approximately 8 to 12 hours for the following: (1) MicroStrategy reports for Mail Data Quality feedback (2) Container Visibility and Tray Visibility data. USPS Teams continue to work around the clock to monitor and resolve these issues as soon as possible. Anticipated storm related outages may cause further delays. We will continue to provide updates daily on the timeline or if additional issues arise.


 [Christian Science Monitor](#): During the past 11 years, the United States has spent more than \$60 billion on Afghan development to improve a government that still openly deals in corruption and often struggles to offer basic services to many of its citizens. Yet as the government struggles to develop despite an excess of foreign aid, the post office has quietly managed to become one of the most efficient national institutions – and with extremely limited international assistance.

 [Panorama.am](#): "HayPost to become leading national postal operator in region."

 [International Business Times](#): Royal Mail Group, Britain's state-owned postal service, is creating 1,000 new jobs in its parcels business, but a union has said it will not result in more staff working for the delivery service because of jobs cuts elsewhere. Over the next four years Parcelforce will see a new processing centre opened in Chorley, two

new depots created in Hampshire and Cornwall, and nine other depots expanded under a £75m investment plan. See also [The Daily Telegraph](#) and the [Financial Times](#).

 [Portfolio.hu](#): Taking the final step towards fully liberalized postal services, Hungary's Parliament has approved new legislation to terminate the monopoly of national service provider Magyar Posta. The move removes the last obstacle in the way of opening the market in its entirety to privately owned companies.

 [NBCWashington](#): The U.S. Postal Service worked under regular operations Monday - but advised customers of potential lobby closures due to Sandy and advised letter carriers to use their discretion as to where and when it was unsafe to deliver mail. Letter carriers were authorized to return to their offices when they determined it was unsafe to stay on their routes. In addition to lobby closures, postal customers were advised that mail delivery and collection could be delayed by impassable or unsafe roads.



[Federal News Radio](#): Postal Service employees in the Washington area will attempt to deliver mail Tuesday, a day after the Post-tropical Cyclone Sandy flooded streets, knocked over trees and power lines and left hundreds of thousands in the region without power.

October 29, 2012




[Federal News Radio](#): Tune into Federal News Radio 1500 AM to listen to The Agency of the Month interview series as they focus on The United States Postal Service sponsored by Sprint. Federal News Radio will highlight accomplishments, challenges, leadership and programs within the United States Postal Service. The series will run on Wednesdays beginning 10/31/12 – 11/21/12 from 11:00 – 11:30 am EST. If you miss any part of this interview series program you can hear it in its entirety on their website, www.FederalNewsRadio.com ...search Agency of the Month. Scheduled guests include the following: (1) Postmaster General, Patrick Donahoe (2) Chief Financial Officer, Joseph Corbett (3) Chief Human Resources Officer, Anthony Vegliante (4) Chief Marketing Officer, Nagisa Manabe

United States Postal employees, retirees and contractors get 25% off select Sprint monthly services, and for a limited time, also receive a \$100 service credit when they switch a line to Sprint. Visit www.Sprint.com/USPS or go to a Sprint retail store in your area and mention you're an employee, retiree, or contractor of the United States Postal Service.



[Washington Post](#): UPS expects to deliver 527 million packages between Thanksgiving and Christmas this year, surpassing last year's record high by 10 percent. The world's largest package delivery company estimates 28 million of those will be delivered on Thursday, Dec. 20 — projected to be the busiest day of the year. That's nearly double what the Atlanta company moves on an average day.

 [Federal Times](#): Organized labor may be hurting, but it would be hard to tell from the amount of money that the four big postal unions are spending on this year's presidential and congressional races. According to their most recent disclosure reports filed earlier this month, the four—through their political action committees—had shoveled about \$9.6 million into the 2012 election cycle, already ahead of the \$8.9 million total for 2010, according to data compiled by the non-partisan Center for Responsive Politics. Accounting for more than half of the 2012 sum was the National Association of Letter Carriers, followed by the American Postal Workers Union, the National Rural Letter Carriers' Association and the National Postal Mail Handlers Union.



[Attention Postal One! Users](#): Due to technical issues encountered during the Full Service release on Sunday, October 28, reporting data will be delayed for approximately 12 to 24 hours for the following reports:


- MicroStrategy reports for Mail Data Quality feedback

Container Visibility and Tray Visibility data

USPS Teams are working around the clock to monitor and resolve these issues as soon as possible. Anticipated storm related outages may cause further delays. We will continue to provide updates on the timeline if any changes or additional issues arise.



[Please join the Association for Postal Commerce for a free webinar](#) on Thursday, November 15 at 1:00pm Eastern as Jim Cochrane, USPS Vice President Product Information will share details on how the USPS is investing in technology to provide industry a planning tool using Intelligent Mail scan data. Mr. Cochrane will provide examples of how you can use data from the tool to monitor USPS plant conditions and assist in your mailing program planning process.

 [Postal Perspective by Kate Muth](#): "I am somewhat baffled by the public outrage to the USADA's allegations and witness testimony of Lance Armstrong's use of performance-enhancing drugs during his professional cycling career. The public outcry suggests Americans have a strong distaste for some part of the story, but I'm confused as to which part of the scandal has us all so worked up. . . . I guess we shouldn't be surprised about the kinds of athletes our society produces. If we want our athletes to embody different values, we should probably promote those values throughout all of society."



The Office of the Inspector General invites you to comment on This week's "[Pushing the Envelope](#)" blog topic: **Enhancing Mail Visibility with GPS** . A recent OIG audit found enormous potential with the U.S. Postal Service global positioning system (GPS) program. The Postal Service could integrate this GPS program with its other mail visibility technologies, such as Intelligent Mail barcode (IMb) and the surface visibility program, to enhance total mail visibility. What would be the best way to integrate the various visibility technologies? Read more and share your thoughts on our [blog](#).

This week we opened the following new projects: (Please share any information you may have that would help with these audits currently in progress by clicking on the links below): New audit projects have been started on the external website.

- [Monitoring of Non-payroll Payments – 13BG006FF000](#) The Postal Service utilizes a network of financial systems and relies on key internal controls over its business processes to make payments for services, supplies, or any other form of an account payment. Payments are disbursed as either a check, electronic fund transfer or wire transfer. We have identified approximately 30 systems that cover the Postal Service's business processes from delivery to retail, from transportation to contracts that feed into the accounts payable process for payments. What experience have you had with receiving a payment and how well did it satisfy what was owed to you? What improvements or problems, if any, have you encountered with getting paid correctly or timely?
- [Click-N-Ship for Business – 13BG007DP000](#) Click-N-Ship® for Business (CNSB) is free desktop software for consumers and any business that regularly ships with the Postal Service. In FY11, more than 55,000 business customers used CNSB to create over 7.3 million shipping labels and generate over \$55 million of revenue. The Postal Service recently enhanced the look-and-feel of CNSB by improving navigation and combining label and package management operations in an all-in-one convenient tool. Are there any specific features or options that would make this application work better for you, the business user? Are there any existing features or options that you believe should be reviewed?
- [Invalid Lessors' Tax Identification Numbers – 13YG003DA000](#) During fiscal year 2012, the OIG contracted with a third party to develop a predictive risk model for the area of leased property. One of the metrics developed was "risk," which measures the level of risk for fraud associated with the lessors' tax identification numbers (TINs). There are three possible situations: malformed (invalid) TIN (ie., missing, not enough characters, includes a letter, etc), employee social security number (SSN) matches a TIN (indicating an employee-owned facility), or employee SSN belongs to a person identified as deceased.
- [Evaluation of Postal Service Warranty Programs – 13BG005FF000](#) Manufacturers make important promises to stand behind their products; the consumer relies on that assurance and this is called a warranty. The warranty is an agreement offered by a seller to a consumer to replace or repair a faulty item, or to partially or fully reimburse the consumer in the event of a failure. The Postal Service currently manages over \$25 billion in inventory and assets that range from facilities, vehicles, software, hand held


communicators, and others such as ; mail processing and computer equipment. Our audit survey objective is to determine whether the warranty claims process ensures the Postal Service obtains a refund or replacement for defective equipment covered by a manufacturer's warranty.


- [Non-competitive Contract Price and Cost Analysis – 13WG004SM000](#) In the absence of competition, it is essential for contracting officials to be vigilant and persistent in seeking the best price for goods and services for the Postal Service. It is also essential that they follow proper price and cost analysis methods. Following proper price and cost analysis methods is critical in helping management to accurately account for the billions of dollars spent on noncompetitive contract purchases. Additionally, it is important for the Postal Service to maximize its use of funds, as the organization continues to transition and seek new ways to cut costs. Contracting officials should exercise prudence to avoid overpaying for goods and services and seek ways to minimize cost.

 [The Atlantic](#): "How to Save the U.S. Postal Service Through Innovation"




[Federal News Radio](#): Postal Service employees in the Washington area will work "around-the-clock" before Hurricane Sandy arrives to ensure mail is delivered Monday, according to a USPS spokesman, in an email to Federal News Radio. USPS said it's prepared to make all deliveries and collections throughout Monday, the spokesman said.


 [Post & Parcel](#): "Warnings of delays as US East Coast awaits "Frankenstorm"

 [Attention PostalOne! Users](#): Hurricane Sandy is expected to hit the East Coast on Monday, October 29, 2012. There may be major flooding, high winds and power outages throughout the East Coast. If PostalOne!® is unavailable in hurricane impacted areas, or mailers are unable to produce their mailing documentation, the BMEUs, DMUs and Post Offices will operate under the PostalOne!® Contingency Plan. This plan will allow mailings to continue to be accepted with as little impact to mailer as possible and ensure all fees and postage is collect during this period. Below is a brief summary of the PostalOne! Contingency Plan:


- Acceptance units will move to a manual process when necessary to record all mailings presented if the PostalOne!® system is unavailable.
- A Record of Mailings log will be created for each permit holder that presents a mailing if the PostalOne!® system is unavailable.
- Each mailing accepted will be recorded on the Record of Mailings log.
- Each postage statement, will be retained with, and numerically assigned to, the Records of Mailing Log.
- Mailers who normally submit their postage statements electronically, either through the Postal Wizard or through Mail.dat or Mail.XML, may submit hardcopy postage statements or provide a hardcopy Daily Log of Mailings (copy attached) or facsimile.
- If a mailer is unable to upload files and PostalOne! is operational, the Full-service discount will be allowed pending outcome of problem.
- Mailers will need to submit their Full-Service electronic documentation once the systems are restored.
- Mailers who are entering Plant Verified Drop Shipment (PVDS) mailings and cannot reach the intended destinating facility may deposit the mailings at the nearest open Postal facility that can accommodate the mailing(s). Mailers will be required to submit the appropriate PS Form 8125 with the mailing to show postage has been paid.


If you have any questions please call the Help Desk at 800-522-9085.

 [Pittsburgh Post-Gazette](#): Once Congress is back in session, it needs to fix the U.S. Postal Service, for good. A short-term bailout may help, but a long-term fix requires major legislative reform. The path ahead is disastrous for millions of Americans who rely on timely mail delivery and for thousands of employees whose jobs are at stake.

 [Advertising Age](#): It's safe to say that Massachusetts Democrat Elizabeth Warren and Missouri Republican Todd Akin have very different views on reproductive issues. But it turns out they both take similar positions on tightening


regulations regarding internet privacy. Incumbent Sens. Claire McCaskill, D-Mo., and Scott Brown, R-Mass., the candidates Mr. Brown and Ms. Warren are looking to unseat, are strongly opposed to such regulation. And that's one of the reasons advertising, publishing and marketing observers are reluctant to predict how Election Day results may affect the industry, especially with so many close races and a restive electorate. The Democratic-controlled Senate is in play. The Republican-led House of Representatives, not so much.


 [Washington Post](#): The Office of Personnel Management has announced that federal offices in the D.C. area will be closed Monday because of Hurricane Sandy.

 [Attention Postal One! Users](#): Due to severe weather conditions expected in the Washington DC Metro area starting on Monday, October 29, 2012, the TEM Release deployments for PostalOne!® and FAST applications are cancelled for Monday, October 29, 2012 and will be rescheduled for Thursday, November 1, 2012.

October 28, 2012

 *The area between Washington, DC and New York City is bracing for Hurricane Sandy. When it hits, you should expect mail service to be affected.* 


 [PRWeb](#): The problems of USPS are utterly disconnected from the overall mailbox industry," according to Theresa Whitley, General Manager of The Mail Box Stores. The Mail Box Stores is the nation's largest developer on independently owned mail box stores. She goes on to point out that the closing or reduced hours of nearly 2,000 USPS locations through 2014 does offer plenty of opportunity for independent mailbox stores to fill those gaps.

 [Auckland Now](#): Negotiations between the Government and New Zealand Post on the future shape of postal deliveries are advancing, said NZ Post's chief executive Brian Roche. The postal service provider is seeking changes to its deed of understanding with the Government which will allow it to reduce the frequency of mail deliveries and reconfigure other services. Speaking to Sunday Star-Times following the release of NZ Post's 2012 annual report, Roche said NZ Post needs the flexibility to make it financially sustainable in the face of continued rapid falls in the volume of mail being sent.

October 27, 2012



The U.S. Postal Service (and by extension, the U.S. government) spent millions sponsoring this guy. He made and kept millions. The Postal Service is losing billions. So . . . Who's the dope now?

 [Daily Yomiuri](#): One of Japan Post's two financial arms, Japan Post Bank Co., is scheduled to start new business operations, including mortgage loan services, from April next year with a view to boosting its profitability. The Japanese Bankers Association and private-sector financial groups have been fiercely opposed to further expansion of the two powerful state-backed rivals' business operations while the government continues to own their shares indirectly. The private-sector financial businesses will likely react strongly to Japan Post's plans to go public, the sources said.

 *From the Federal Register:*

Postal Regulatory Commission
NOTICES
New Postal Products ,

65589–65590 [2012–26514]	[TEXT] [PDF]
65588–65589 [2012–26515]	[TEXT] [PDF]
65588 [2012–26474]	[TEXT] [PDF]
65590–65591 [2012–26475]	[TEXT] [PDF]
Postal Service	
NOTICES	
Product Changes:	
First-Class Package Service Negotiated Service Agreement ,	
65591 [2012–26460]	[TEXT] [PDF]
65591 [2012–26461]	[TEXT] [PDF]
65592 [2012–26462]	[TEXT] [PDF]
65591–65592 [2012–26463]	[TEXT] [PDF]



[Washington Post](#): Deputy Postmaster General Ron Stroman -- In his Oct. 23 op-ed column, "Wait a minute, Mr. Postman," Charles Lane mischaracterized an agreement between the U.S. Postal Service and Valassis Direct Mail. Major advertisers have expressed great interest in this new service as another channel to complement, not compete with, current media to reach potential customers. As advertisers and mailers increasingly look to alternative delivery options, the Postal Service must continue to offer new products and pricing to remain competitive in this evolving marketplace.



[Trefis](#): United Parcel Service posted lower revenues and earnings in the third quarter despite an increase in the shipping volume. The growth in low-priced ground and deferred services particularly in domestic U.S. package delivery segment was more than offset by decline in average revenue per package.



Jordan Small, who has served as Postal Service Eastern Area VP since 2011, will retire from USPS Nov. 2.



[New York Times](#): Lance Armstrong may have been stripped of his seven Tour de France titles and barred from Olympic sports for life after a report from the United States Anti-Doping Agency detailed how he used performance-enhancing drugs to win cycling races and coerced teammates to do the same. But he is still a rich man, with an estimated net worth of \$125 million. Most of Mr. Armstrong's money came from his sponsors. They have all dropped him. **Then there is the United States Postal Service, which paid tens of millions of dollars to sponsor Mr. Armstrong's team for six of its seven Tour de France titles** and now looks naïve, at best, for continuing to finance his racing while accusations of doping swirled around him. The Justice Department has great latitude on how long it can take to bring a suit, if it ever does. Mr. Sullivan said the government would not have to prove that Mr. Armstrong used the Postal Service's money to buy performance-enhancing drugs for his team. "You could simply say they were making false statements to get the money from the U.S. government," he said. "You could say they were doping, knew they were prohibited from doping and went ahead with it anyway." He said these cases were usually settled for double the damages. But he added that the negotiations would probably center on what the Postal Service paid Mr. Armstrong's team versus what it got in return. *[EdNote: How 'bout bupkus and a tarnished reputation. This deserves a congressional hearing at the very least. Armstrong ought to be hauled before Congress to either take the Fifth, tell the truth, or perjure himself.]*



DMM Advisory: IMb™ Services Update

- **Reminder: PostalOne!® Release 32.0.0 Deployment** — will require an extended maintenance window to complete all software updates. There will be a PostalOne!® outage from 8 p.m. CDT, Saturday, October 27, 2012, through 9 a.m. CDT, Sunday, October 28, 2012. A mandatory Mail.dat® client download will be available immediately following the software update.

- **PostalOne! Release 32.0 Deployment to Test Environment for Mailers (TEM)** — will occur on Monday, October 29, 2012, and PostalOne! TEM will be unavailable from 4 a.m. through 4 p.m. CDT.

October 26, 2012



DMM Advisory: Shipping Services Price Change Federal Register Notice Domestic Competitive

Products Pricing and Mailing Standards Changes (Shipping Services) — This final rule Federal Register Notice was published today. We provide revised mailing standards in the Domestic Mail Manual (DMM®) to reflect prices, product features, and classification changes to domestic competitive products (Shipping Services), including Express Mail®, Priority Mail®, First-Class Package Service™, Parcel Select®, Parcel Post®, Extra Services, Return Services, Mailer Services, and Recipient Services.



New York Times: The economy grew at an annual rate of 2 percent in the third quarter, as more positive consumer activity and a healthier housing sector outweighed the effects of the drought, caution on the part of businesses and weaker exports. The report, stronger than expected, came amid fears that companies are clamping down on spending in the face of fiscal uncertainty in Washington, a recession in parts of Europe and a deceleration in demand from China. Some economists fear all these factors will keep a lid on any pickup in growth in the final quarter of 2012 and the first quarter of 2013.



Louisville Morning Call: EBay Inc. and FedEx Corp. are joining forces to offer shipping discounts and label printing. Bloomberg reports that the move is intended to help EBay compete with Amazon.com Inc and its Prime program, which offers free two-day delivery for customers who pay \$79 a year. Under the agreement, EBay merchants can print FedEx labels at home and ship at discounts of as much as 37 percent, according to the report.




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


- The USPS on October 23, 2012, published in the Federal Register its proposed changes in mailing standards relative to its January 27, 2013 pricing adjustment filed last week at the Postal Regulatory Commission (PRC). PostCom outlines the proposed changes and urges mailers to thoroughly review them and provide the association with feedback. Comments on the proposed changes are due to the USPS by November 23, 2012.
- The Postal Service, this week, responded to the Commission's information request in the price change proceeding. The Commission asked a range of questions on the Postal Service's proposed price adjustment for Standard Mail, focusing on the changes for letters, flats, and carrier route flats.
- E-commerce driving changes in delivery options. 2013 USPS leadership forums for stakeholders and MTAC meeting dates. USPS OIG seeks data analysis and performance directorate. ValPak claims Standard Mail price adjustments are unlawful. Google says it's not teaming with USPS on same-day delivery. Postal union claims USPS solvency within reach. UPS reports 56% drop in third-quarter profits. Post Office closings may mean big business for independent mailbox stores. Return to sender? Presidential campaigns, allies hit swing-state voters with mail. Pitney Bowes unit to drive cross-board ecommerce shipping.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- 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.





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

<p><i>Experian's Steve Lopez can tell you why his company is a member of PostCom and why he serves as chairman of PostCom's Board of Directors</i></p>	 <p><i>Learn more about becoming a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none">• <u>What is "PostCom"</u>• <u>Why Join the Association for Postal Commerce</u>• <u>Membership Application</u>• <u>Dues Schedule</u>• <u>Membership List</u>• <u>Board of Directors</u>• <u>See What Others Say</u>• <u>Join PostCom Today!</u>
--	--

 [AllAfrica.com](#): Cameroon's postal sector will soon launch a major initiative that will enhance its performance following the announcement of an expected launch of the e-Post project that will be implemented by the state operator Campost through a Chinese loan of 62 million U.S. dollars.

 [Transport Intelligence](#): FedEx has announced that it will open a new 'International Express and Cargo Hub' at Shanghai's Pudong International Airport in 2017. FedEx describe the development as a "strategic move" with the new facility offering the ability to "more than triple" the capacity of the existing FedEx facility in Shanghai. This will give it the ability to handle 36,000 parcels an hour. The investment in the new hub will be greater than US\$100m and will complement the fleet and service expansion into China.

 [The Republic](#): A former U.S. Postal Service official was sentenced to a little more than four years in prison and ordered to forfeit \$6.4 million after pleading guilty to running a truck-lease scam. Balvinder Singh Chadha, 45, was sentenced Wednesday in an Oakland federal courtroom after pleading guilty to fraud and conspiring to violate federal conflict of interest regulations. Chadha was the manager of postal vehicle operations in Oakland when he launched Golden Pacific Logistics, Inc. The company was established to obtain truck leases from the USPS unit managed by Chadha. Chadha endorsed the company and USPS awarded the company numerous leases between 2005 and 2009.


 [Federal Times](#): A polite tiff has broken out between the U.S. Postal Service and its inspector general over whether a pension should count in determining whether a top officer's compensation exceeded a legal pay cap. The officer, who was not named, made a total last year of \$306,250 in annual salary, pension and bonus, IG auditors found in a newly released report. That would be well above the maximum pay limit of \$276,840 for USPS executives holding specially designated "critical" positions, according to the audit, which said the Postal Service is misinterpreting the 2006 law that set the cap. USPS management begged to differ, saying that the officer's \$131,952 annual pension should not have been considered part of the pay package. According to the audit, however, the officer's employment agreement defined "basic salary" as the pension plus a yearly salary of \$113,048 for a total of \$245,000. On top of that, the officer received a \$61,250 performance bonus last year. The Postal Service and the inspector general's office have agreed to seek an outside advisory opinion on the issue. For the record, the USPS Board of Governors notified Congress and the Office of Personnel Management in January that five positions—including those of Postmaster General Patrick Donahoe, Chief Financial Officer Joe Corbett and Chief Operating Officer Megan Brennan—were considered critical, according to the report. But auditors also found that the board gave three other posts the same designation without making the required notifications. And for anyone who's counting, the report noted that two former top USPS officials are in line for deferred executive retention bonuses well into six figures. For former Postmaster General John Potter, now president and CEO of the Washington Metropolitan Airports Authority, the balance was \$786,301 as of the end of December. For former Chief Information Officer Ross Philo, the total was \$642,999.


 [Reuters](#): Japan's biggest savings institution, Japan Post Holdings Co, has drafted a privatization plan enabling the government to raise up to 7 trillion yen (\$87 billion) to fund reconstruction from last year's quake and nuclear disaster. See also the [Financial Times](#).



Attention Postal One! Users:

- **PostalOne!® Release 32.0.0: The Deployment of PostalOne!® Release 32.0** will require an extended maintenance window to complete all software updates. There will be a PostalOne!® outage from 8:00 p.m. CDT on Saturday, October 27, 2012 through 9:00 a.m. CDT on Sunday, October 28, 2012. A mandatory Mail.dat® client download will be available immediately following the software update.
- **PostalOne! Release 32.0 Deployment to Test Environment for Mailers (TEM)**: will occur on Monday, October 29, 2012, and PostalOne! TEM will be unavailable from 4:00 a.m. through 4:00 p.m. CDT.

 [Hunterdon County Democrat](#): To stem the flow of red ink, the Postal Service is exploring cutting back the hours at some of its branches. Private businesses simply change their hours or polices and customers are forced to adapt. But the Postal Service is sharing with its customers what its plans are, scheduling public meetings to discuss them and offering its users some choices. **The Postal Service should be applauded for its open-minded approach.** Customers — and that's just about everyone — would be wise to consider the benefits of having the Postal Service.

 [Federal Times](#): The U.S. Postal Service has lost round one of a court fight over information sought by a California watchdog agency in connection with a case of alleged electoral dirty tricks. In a ruling this month, Senior U.S. District Judge Garland Burrell said the mail carrier must tell the California Fair Political Practices Commission how many pieces of mail a former Los Angeles-area school board member sent out under his bulk mailing permit in late October 2008 as he faced a recall election. The Postal Service failed to show that the information was exempt from disclosure under the federal Freedom of Information Act, or FOIA, Burrell wrote. He also dismissed the mail carrier's claim that releasing the data could prompt some customers to turn to competitors not subject to FOIA. Not clear yet whether the Postal Service will appeal.

October 25, 2012



[Docket No. R2013-1](#) To clarify the Postal Service's planned market dominant price adjustments in its Notice of Market-Dominant Price Adjustment, filed October 11, 2012 (Notice), the Postal Service is requested to provide written responses to some questions regarding Simple Samples, First Class Mail, and Special Services.

Mailers' Technical Advisory Committee (MTAC) [A document containing the work statements for the two Task Teams and five of the six Work Groups](#) recently approved by the MTAC

Executive Committee has been posted on this site.. The work statement for the sixth approved Work Group -- WG #154 "Parcel Labeling List with DUO Process" -- will be distributed as soon as an industry co-leader is confirmed. Here are the names and numbers of the new TTs and WGs: TT #17 "Shipping Services Files for Full Service" TT #18 "Gateway Registration Simplification" WG #149 "Certification of Mail Service Providers for Full-Service" WG #150 "RIBBS Improvements" WG #151 "Streamlined Weight and Ad Percentage Capture Process" WG #152 "Explore Moving to 5-Digit File Structure" WG #153 "Mailer MTE Inventory Tracking and Reporting Process" Information for all new TTs and WGs has been entered into MITS.



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

- [Delivery Operations Data Usage \(Report Number DR-AR-13-001\)](#) Our audit determined that city delivery operations have a substantial amount of systems, reports, and data to manage operations, and new supervisors and managers did not always know how to use these tools and data. Also, there is limited ongoing coaching and mentoring on the use of systems, performance reports and data for new supervisors and managers. Further, our assessment of 32 prior delivery reports showed ongoing issues with data usage, availability, and accuracy.
- [International Transportation Payments \(CA-AR-12-007\)](#) The U.S. Postal Service generally provides sufficient oversight of the international air transportation contract. Payments initiated through the Global Business System (94 percent of total payments issued to international air carriers) were accurate, but we were unable to determine the accuracy of Surface Air Support System-initiated payments made between June 2009 and June 2011 that were ultimately processed through GBS. The Postal Service did not review these payments for accuracy because they were based on another agency's rates.
- [Post-Implementation Review Process \(CI-AR-12-007\)](#) The Post-Implementation Review (PIR) process that evaluates whether area mail processing (AMP) consolidations achieve projected savings can be improved to address reporting inconsistencies. In addition, the process of allocating costs and savings associated with other initiatives and multiple facilities consolidated into the same gaining facility is inconsistent, some PIRs did not always report results from the individual consolidation worksheets that calculate PIR savings, and many were not completed timely. This diminishes management's ability to understand the complete AMP impact, ensure accountability, and take action.
- [Timeliness of Mail Processing at Processing and Distribution Centers \(NO-AR-12-010\)](#) In fiscal year 2012, the Postal Service significantly reduced delayed mail at the 43 largest Processing and Distribution Centers in its network and improved service performance achievement scores as measured by the Intelligent Mail Accuracy and Performance System®. Much of this decline can be attributed to management emphasis on delayed mail and expanded use of the Intelligent Mail® barcode (IMb). We identified several issues that contributed to mail delays, including improper color coding, inaccurate reporting, underutilization of automation, floor congestion, incomplete operating plans, and a lack of mail inventory visibility.

Post & Parcel: The stakeholder forum tasked with considering the future of the UK's post office network has come together to begin discussions regarding mutualisation. Post Office Ltd split from the Royal Mail Group this April, to become an independent, state-owned company overseeing the UK's network of 11,500 post offices. Government ministers want to see the company mutualised so that it is owned by employees, customer groups and representatives of the community.

Content Marketing Institute: Most prognosticators say that by 2020 most printed media will be gone. I think anyone who makes those types of comments doesn't understand history. Just type into Google "The Death of TV" and you'll see hundreds of articles predicting the end of television. One could make the argument that right now is the golden age of television, with amazing shows like Boardwalk Empire, Mad Men and Homeland leading the way. The evolution of the internet doesn't kill off these channels... it makes us look at them differently because they are used differently by consumers. Here are a few reasons why there might be an amazing opportunity in the print channel.

Time: If there's one thing e-retailers hate, it's shopping cart abandonment. Shoppers fill up their virtual carts and then fail to follow through on the purchase quite frequently. While there are many reasons why this happens, one of the most obvious is the failure of the seller to include free shipping—which many consumers have come to expect nowadays. Shoppers have come to expect a multitude of free shipping offers to pop up periodically or be available for the duration of the holidays—and beyond, in most cases.



Smithsonian
National Postal Museum

The National Postal Museum's 2012 Maynard Sundman Lecture will focus on the art, process and philosophy of contemporary stamp design, featuring speakers from the stamp-designing and collecting community. Speakers include Citizen Stamp Advisory Committee member Janet Klug, U.S. Postal Service art director and designer Antonio Alcalá, artist Kam Mak, painter Howard Koslow and photographer Sally Andersen-Bruce. Each speaker will share insights on the design process from the origins of an idea for a stamp to the special challenges of creating artwork for a stamp. More information about the speakers and the stamps they have designed is available at [Sundman Lecture](#).


Post & Parcel: Mail services and equipment giant Pitney Bowes has formed a new business group to focus on global ecommerce shipping. The company based in the US state of Connecticut said its new unit will focus on growing its ecommerce solutions and cross-border parcel services for retailers. The business group will help create a "seamless" online purchasing and shipping experience for consumers, it said. Former Borderfree president Craig Reed has been appointed to lead the new unit as vice president, global ecommerce, overseeing strategy, sales and business development, reporting to Pitney Bowes mail services president Jay Oxtan.




[Alan Robinson @CEP_Observer](#)


- Story on mail advertising - [\\$HHS](#) Shoppers as vehicle down big; [\\$VCI](#) shared mail up
- [\\$DLX](#) transition to digital and services positive [#USPS](#)
- Mailing industry stocks reporting today [\\$HHS](#) [\\$VCI](#) & [\\$DLX](#) [#usps](#)


Post & Parcel: Marie-Christine Lombard, who resigned unexpectedly from TNT Express last month, has been named as the new chief executive officer for French logistics group Geodis. The company's parent, French railway operator SNCF, made the announcement yesterday, as it laid out a reorganisation of its Transport and Logistics Division.


<p><i>Let Carol Kliewer from Harland Clarke tell you why her company chose to be a member of PostCom and why she serves as a member of PostCom's Board of Directors</i></p>	 <p><i>Learn more about becoming a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none">• What is "PostCom"• Why Join the Association for Postal Commerce• Membership
---	---


	<p style="text-align: center;"><u>Application</u></p> <ul style="list-style-type: none"> • <u>Dues Schedule</u> • <u>Membership List</u> • <u>Board of Directors</u> • <u>See What Others Say</u> • <u>Join PostCom Today!</u>
--	---


 **Post & Parcel:** A good track and trace system, with IT that integrates well, is the biggest factor when online merchants select a parcel carrier partner to help expand their business across borders, according to new research from Triangle Management Services. The study – Cross-Border e-Commerce: Improving the Consumer Journey – shines a light on the explosive growth being seen in international ecommerce, as consumers become more confident with online shopping and begin to make purchases on websites outside their own national boundaries.


 **Barron's:** UPS (UPS) has struggled with the same economic slowdown that's hitting everyone else, but the company is expressing optimism about the future, and that's helping send the stock higher in a down market. Shares were recently up 3.2%.


 **Commercial Appeal:** When I was growing up, my mother collected "green stamps" that we pasted into little booklets and took to a redemption center where we cashed in our stamps for all sorts of household items. It was probably my first lesson in delayed gratification — saving up for something that you want. Now you can find a different kind of green stamp, available through the U.S. Postal Service, and there's a myriad of savings tied to this one.

 **PRNewswire:** What do Saint Nick and President William Howard Taft have in common this holiday season? Both are featured on beautiful new holiday ornaments that are being sold in select Post Offices, in the USA Philatelic catalog and on usps.com/store.

 **EIN News:** Parcel2Go has urged the UK's bargain hunters not to miss out this year as Black Friday deals from America flood the internet. November 23, the day after Thanksgiving in America, is known as Black Friday and has become the day when retailers in the US slash prices and offer deals galore to mark the start of the holiday shopping period. Queues are sure to stretch out of the doors of stores all over the country, but many special discounts will also be available online for shoppers around the world to take advantage of. And by renting a US postal address from Parcel2Go, British consumers can get their hands on a bargain.


 **Morning Whistle:** China Postal Express & Logistics Co., Ltd, has been approved by the National Development and Reform Commission (NDRC) for go forward with an initial public offering (IPO) to become the first listed Chinese express delivery company. According to staff with China Postal Express & Logistics it will officially be listed in 2013.

 **WDEF:** A postal service mail carrier has been indicted for his involvement with a stolen identity refund fraud conspiracy. The U.S. Department of Justice says Vernon Harrison of Montgomery was charged with conspiring to file false claims, mail fraud, aggravated identity theft and embezzlement from the mail.


 **Postal Technology International:** Member countries and their designated operators are keen to explore the possibilities of .post following the announcement that the technical platform is up and running. Poste Italiane has already set up its .post site (www.posteitaliane.post) and other posts, such as Malaysia and Brazil registered their domain names during the Universal Postal Congress held in Doha from 24 September to 15 October 2012. The .post platform extends the physical postal network into cyberspace, enabling the community to offer trusted and secure postal e-services.

 *From the Federal Register:*

- **Postal Regulatory Commission NOTICES** New Postal Product and Related Negotiated Service Agreement , 65231–65232 [2012–26251] [[TEXT](#)] [[PDF](#)] 65232–65233 [2012–26252] [[TEXT](#)] [[PDF](#)]
- **Postal Service RULES** Rules of Practice in Proceedings Relative to Administrative Offsets Initiated Against Former Employees of the Postal Service , 65103–65107 [2012–26248] [[TEXT](#)] [[PDF](#)]

 **Delaware Online:** Sen. Tom Carper continues to promote his postal legislation and insist the U.S. House go along – including today where he is expected to join workers outside the Hares Corner mail processing and distribution center in New Castle. Unfortunately, his bill would not save but rather destroy the U.S. Postal Service, adversely affecting hundreds of thousands of Delaware residents and businesses.

October 24, 2012

 *The Postal Service has issued the following on Frank Neri:*


"Frank Neri, a longtime headquarters and field Operations manager, died Oct. 19 following complications from a sudden illness. Neri played a key role in planning and implementing the Network Rationalization initiative. He also made significant achievements in customer service, in particular with the Postal Service's two straight quarters of all-time high scores in First-Class Mail, Standard Mail and Periodicals service performance this year.



"Frank was a dedicated postal executive and made lasting contributions to our organization," said COO Megan Brennan. "We will miss him as a colleague and friend."


Neri joined the Postal Service in 1984 as an industrial engineer trainee in New York City and served in several Engineering and Operations positions in New York, Connecticut, Ohio and other states. In 2005, Neri was appointed manager of Philadelphia District; four years later, he moved to headquarters as manager, Processing Operations.

"Neri was the Postal Service's Sloan Fellow to the Massachusetts Institute of Technology in 2004, and a graduate of the Postal Service's Advanced Leadership Program. He earned a bachelor's degree from Polytechnic Institute of New York."


 **PostalReporter News Blog:** The interest arbitration proceedings to determine the terms of the 2011 National Agreement between the NPMHU and the Postal Service have begun, with hearing dates already scheduled through January 2013.


 *At the Postal Regulatory Commission:*


- **Commission Meeting Wednesday, November 7, 2012, at 11 a.m.** Commission Hearing Room 901 New York Avenue NW, Suite 200 Washington, DC 20268–0001. Click here for Agenda. <http://www.prc.gov/prc-pages/newsroom/BREAKING-NEWS/Default.aspx>
- "[Responses Of The United States Postal Service To Questions 1-6 Of Commission Information Request No. 1](#)"


 **PRWeb:** According to industry insiders at The Mail Box Stores, the largest developer of independently owned mailbox stores in the country, the running commentary that email and the internet are to blame for what appears to be a declining business is incorrect. The mail business is as strong, or even stronger, than ever due to other factors like increased population, more services offered, and ironically, the closing of or cutting back of hours at so many USPS locations. Independent mailbox store owners who are able to utilize a range of delivery methods like USPS, UPS, FedEx, DHL, and others would be doing great even without these closings, but the closings also offer even


greater opportunity, especially in the areas that are experiencing a decline in USPS service. [EdNote: At least private mail stores are required to make a profit if they want to continue to exist.]


 **Washington Post:** Television commercials may be king, but **millions of dollars a week are fueling the pinpointed mail ads:** Gun owners are told Obama is a threat and Romney is "the clear choice." Bilingual ads going to Latino voters are questioning Romney's commitment to opportunities for "regular people." Senior citizens are getting dueling pieces from Obama and Romney casting the other as detrimental to Medicare. **Political mail at all levels is big business.** Some 1.8 billion political mail pieces were sent in 2010, resulting in \$338 million in revenue for the U.S. Postal Service, a spokesman said. The Postal Service expects to significantly surpass those marks in 2012. The mailers are typically more cost-effective than television ads, with some pieces costing a dime or less. And they have a more scientific reach. [EdNote: Soooo, you thought mail was dead and useless, right? Think again!]

 **Politico:** Forget the 2012 deadline. Fiscal cliff politics is all about 2014. The very senators — think Mitch McConnell and Max Baucus — who will be central to a sweeping tax-and-spending deal are the same ones who could face the most difficult reelection bids of their careers, come 2014. Primary threats from the right loom large over Republican senators as they negotiate tax rates. Moderate Democrats also could be squeamish about tax hikes or cuts to Medicare. And whatever tax and spending deal emerges is certain to anger large voting blocs and inspire serious general election opposition. The longer Congress waits, the more intense the political pressure will become — and the harder it will be to reach a major deficit-cutting deal.


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


 A consolidation of First and Second Class mail in the UK is getting more and more likely. Last week the regulatory authority Ofcom disclosed that a large-scale survey revealed that almost 60% of consumers and businesses would prefer to have a one-tier service. Those polled said they would opt for a service with a delivery within two days and less expensive than today's First Class Mail. The results showed 'a lesser need for speed in general', the regulatory authority disclosed in a statement.


 According to Paul Jekkers from the Dutch union Bond voor Postpersoneel (BvPP,) PostNL and Sandd, the last remaining mentionable competitors on the Dutch letter market, are both planning to increase their pricing. '


 Poste Italiane apparently wants to become a leader in the use of the so-called 'near field communication'. Last week the operator announced to introduce a contact-free payment method for cell phones in its post offices.


 There is a discussion about the merger of Arcep with another regulatory authority in France.


 The Belgian post got trouble with union CSC-Transcom again. According to unanimous media reports, the employee representatives have abandoned the talks about the adjustment of the route optimisation software 'Georoute'.


 The association of alternative Czech postal service operators AAPO (Asociace alternativních postovních operatorů) is going to file a complaint about the country's new postal law (CEP-news 24/12) with the EU-Commission.


 The new postal law passed the parliament in Poland. With this step the country has fulfilled the prerequisites for the complete liberalisation of the postal market, which has to be implemented on January 1 2013 according to the EU Directive. Poczta Polska currently holds a monopoly for letters weighing up to 50 grams.

 China's express and postal services have continued their exorbitant growth in the first nine months of the current year.


 Good news for PostNL: The coverage ratio of the postal operator's most important pension fund improved significantly. Last week, it was confirmed that the pension fund had a coverage of 96.6% to 102.2% in the third quarter. However, this development is primarily attributable to changes of the valuation provisions of pension obligations.

 Pos Malaysia confirmed plans to take over a courier service in the Middle East

 TNT Express and the Dutch unions struck a basic agreement after five months of collective bargaining.


 Swiss Post's parcel service apparently benefits considerably from the market entry of


Zalando. The company offers its customers free-of-charge shipping and a cost-free return. Given a return ratio of up to 70%, which is assumed by industry experts, the joy of the Swiss Post employee is understandable.

 The recently established top-level-domain .post (CEP-News 41/12) got its first users. On Thursday last week the Universal Postal Union announced that the Italian post already launched its new website (www.posteitaliane.post), while Pos Malaysia and ECT Correios registered with the new TLD. Allegedly, Poste Italiane and PostNL pursue plans to 'develop cross-border e-commerce' by a new platform with the .post suffix.





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.)


 [Press Release](#): Marketforce's 16th Annual European Postal Services conference will take place on 12th-14th March 2013 in Madrid.

 [Transport Intelligence](#): Deutsche Post DHL announced it is modernising its parcel network in Germany by constructing the largest parcel centre in the country. For the project, the company is partnering with Alpha Industrial, a specialist in logistics properties. Deutsche Post DHL has acquired a plot of 140,000 sq m in a municipality near Frankfurt/Main. The new parcel centre will have a sorting capacity of 50,000 items per hour upon completion. In addition, a delivery base will be constructed next to the sorting centre. The project will create approximately 600 new jobs, both in parcel sorting and delivery.


 [From the Federal Register](#): **Postal Regulatory Commission**

- New Postal Products , 65023–65024 [2012–26115] [[TEXT](#)] [[PDF](#)]
- New Postal Products and Related Negotiated Service Agreements , 65024–65025 [2012–26213] [[TEXT](#)] [[PDF](#)]


  [Wall Street Journal](#): Dutch package-delivery company TNT Express NV is in talks with at least two bidders to sell its airline unit as part of its effort to finalize a takeover by United Parcel Service Inc. The talks are at an advanced stage, but they're complicated by concessions UPS and TNT Express may have to make to win approval from European competition regulators, according to people briefed on the discussions. UPS has already said that TNT Airways needs to be sold before it closes the acquisition of the parent company to comply with airline-ownership rules.


 [Los Angeles Times](#): Shipping giant United Parcel Service Inc. cut its forecast for 2012 after posting plummeting third-quarter earnings and "uncertainty" about the upcoming holiday season. Company executives said the so-called fiscal cliff looming at year's end which will prompt spending cuts and tax hikes unless Congress comes up with a compromise, throws more uncertainty into an already fragile economy. "The lack of clear direction on future tax and spending policy...will continue to slow business investment," said Chief Executive Scott Davis on a call with analysts. That could spell trouble for a company considered to be a bellwether of the global economy since it handles so many business transactions.

October 23, 2012


 **DMM Advisory: January 2013 Price Change Federal Register Notices Published.** Today, three price change-related Federal Register Notices were published. One is a final rule and two are proposed rules; all three are available on the Federal Register website and will be available later this week on the Postal Explorer® website at pe.usps.com. The effective date of each of the rules is January 27, 2013.

- **International Product and Price Changes (Shipping Services)** — In this final rule, we provide revised mailing standards in the International Mail Manual (IMM®) to reflect prices, product features, and classification changes to Shipping Services, including Global Express Guaranteed® (GXG®), Express Mail International®, Priority Mail International®, and First-Class Package International Service™. See the entire notice at <http://www.gpo.gov/fdsys/pkg/FR-2012-10-23/html/2012-25994.htm>.
- **International Mailing Services: Proposed Product and Price Changes (Mailing Services)** — In this proposed rule, we provide revised mailing standards throughout the various Individual Country Listings in the IMM to reflect price adjustments for Mailing Services — First-Class Mail International® and extra services. See the entire notice at <http://www.gpo.gov/fdsys/pkg/FR-2012-10-23/html/2012-25992.htm>.
- **New Mailing Standards for Domestic Mailing Services Products** — In this proposed rule, we provide revised mailing standards in the Domestic Mail Manual (DMM®) to implement proposed Mailing Services price changes, including several mail classification changes, modifications to mailpiece characteristics, and changes in classification terminology. See the entire notice at <http://www.gpo.gov/fdsys/pkg/FR-2012-10-23/html/2012-25995.htm>.

 **Reuters:** eBay Inc expects its Russian business to skyrocket if it can overcome logistical hurdles and is seeking a local partner to help it do so, its country head told Reuters. But as it tries to reach out to more Russian consumers, eBay faces a lack of domestic delivery services who can cover for the state postal monopoly, notorious for slow delivery. Delivering goods from the United States can take four to eight weeks and there is no way to track orders once they clear Russian customs.

 **Bloomberg:** United Parcel Service Inc. (UPS) rose the most since March after posting third-quarter earnings that matched analysts' estimates, buoyed by higher export shipments in Asia and a gain in U.S. deliveries.

 **Wall Street Journal:** UPS Chief Executive Scott Davis said the company still expects to close its acquisition of Dutch rival TNT Express "early next year," characterizing recent objections from European competition authorities as relatively standard in such deals.

 **Postalnews Blog:** The Lance Armstrong fiasco has inevitably led to a series of lawsuits, as organizations seek to recover money they paid to Armstrong for his ill-gotten accomplishments. The Tour de France itself, along with the company that paid out Armstrong's victory bonuses want their money back. So does the Times of London, which lost a defamation suit brought by Armstrong after a series of "libelous" stories that turn out to have been true. So how about the US Postal Service? As Postcom asked today, "Why has no one called for Armstrong to repay the Postal Service sponsorship funds he fraudulently used? Isn't the money the USPS spent on the cycling fiasco a misuse of mailer-paid money?" Good questions- but the answers might not be very satisfying.


Why isn't the Lance Armstrong doping issue considered an act that defrauded an agency of the United States government?

Why has no one called for Armstrong to repay the Postal Service sponsorship funds he fraudulently used?

Isn't the money the USPS spent on the cycling fiasco a misuse of mailer-paid money?

Armstrong reportedly still has a lot in the bank. Shouldn't the USPS go after it?


If you misused Postal Service money, would you be allowed to get away with it?


 **Federal Times:** Despite maxing out a \$15 billion line of credit with the U.S. Treasury last month, the U.S. Postal Service can scrape by at least through March. That's according to Ruth Goldway, chair of the Postal Regulatory Commission, the agency that oversees the Postal Service. The commission meets with USPS officials following the release of each quarterly financial report, the last of which was in August. In the ensuing review, the Postal Service "projected that they would be able to continue operating without disruption until at least midway through the fiscal year without any action by Congress," Goldway said in a statement to Federal Times. Fiscal 2013 began this month;


the mid-point arrives at the end of March. The projection included the presumption that the Postal Service would hit the \$15 billion borrowing cap, a commission spokeswoman said.





[From the Federal Register: New Mailing Standards for Domestic Mailing Services Products](#)

 [Ars Technica](#): A decade ago, there was a great deal of momentum toward paperless electronic voting. Spooked by the chaos of the 2000 presidential election in Florida, Congress unleashed a torrent of money to buy new high-tech machines. Today, momentum is in the opposite direction. Computer security researchers have convinced most observers that machines like the ones in Fairfield Township degrade the security and reliability of elections rather than enhancing them. A future where votes are cast on touchscreen machines and instantly tallied by computers has a superficial appeal. But security researchers pointed out so-called direct-recording electronic (DRE) voting technology has a serious downside.

 [Yahoo! Finance](#): United Parcel Service Inc. is expected to offer a subdued view of the global economy when it reports its third-quarter results before the market opens Tuesday. What to watch for: Any inkling that growth is slowing further. Three months ago, UPS predicted the global economy will get worse before it gets better. Smaller rival FedEx Corp. said the same in September. Both have also said trade around the world is weak and mimicking trends not seen since the recession.

 [Global Times](#): The current postal law, previously amended in 2009, provides a two-level postal administration system, including the State Council level and provincial level. However, Ma Junsheng, director of the State Post Bureau, said in his report to the NPC Standing Committee, the current system cannot meet the demands of the developing industry. The lack of supervision over the postal market at city level or below has become an increasing problem.

 [Washington Post](#): Our far-flung postal system used to epitomize American democratic efficacy. Today, however, Congress's failure to deal with mail's inevitable decline is a case study in democratic dysfunction.

 [Fox Business](#): FedEx Corp. is forecasting record holiday shipping this year, with the bulk of increase stemming mainly from delivery of lightweight, low-priced packages bought by online shoppers. The company said its holiday forecast doesn't change the muted profit and economic outlook that it provided last month.





[Wall Street Journal](#): United Parcel Service Inc. thought it had scored a coup when it secured a deal to buy its Dutch rival, TNT Express NV, in March. But the deal's timing has continued to slip and UPS's share price has fallen 12% since an initial burst of enthusiasm—compared with a better performance for rival FedEx Inc.



October 22, 2012




[Docket No. R2013.1](#): Valpak Direct Marketing Systems, Inc. and Valpak Dealers' Association, Inc. ("Valpak") hereby **move to strike the Standard Mail price adjustments** included in the Postal Service's Notice of Market-Dominant Price Adjustment filed with the Commission in the instant docket on October 11, 2012. As reasons therefor, Valpak states that **the noticed Standard Mail price adjustments are prima facie unlawful, as they violate prior Commission remedial pricing orders, as well as the Postal Accountability and Enhancement Act and 39 U.S.C. § 101(d)**. In its FY 2010 Annual Compliance Determination ("ACD") issued on March 29, 2011, the Commission calculated that Postal Service's pricing had allowed the Standard Mail Flats product to lose an astonishing \$1.4 billion over three years (FY 2008 - FY 2010), including \$577 million in FY 2010, finding that "This reflects an unfair and inequitable apportionment of the costs of postal operations to all Standard Mail users." Rather than complying with the Commission's order to give an "above average CPI-U increase to Standard Mail Flats" in the instant docket, the proposed increase for Standard Flats is only 2.570 percent, which the Postal Service reports to be equal to the CPI price cap as well as the average Standard Mail increase of 2.570 percent. As a practical concern, **the enormous continuing \$2 billion-plus losses from Standard Mail Flats contribute to jeopardizing the Postal Service's survival.**

 [EcommerceBytes](#): The race for same-day delivery is on, with eBay, Amazon, Walmart and other retailers all vying to get there first. Last week, the USPS said it was testing same-day delivery through a pilot program in San Francisco called Metro Post. An industry insider told EcommerceBytes that the USPS was working with an aggregator on the Metro Post program, and hinted it could be a company like Google. There have been rumors of Google entering the same-day (or nearly same-day) delivery space since last year, when the Wall Street Journal said Google was in talks with major retailers and shippers about creating a service that would let consumers shop for goods online and receive their orders within a day for a low fee. EcommerceBytes reached out to Google and asked if it was currently working with the USPS Metro Post, and a spokesperson responded, "We're not an initial partner with the USPS service you mentioned."


 [Government Executive](#): A union representing U.S. Postal Service workers has said the agency's financial difficulties are "manageable" and Congress is the only thing standing in the way of solvency.

  [Logistics Manager](#): The European Commission has produced a Statement of Objections to the UPS takeover of TNT which sets out the Commission's provisional position on the competitive impact of the deal of the parcels delivery market in Europe. At this stage the contents of the SO are confidential. UPS and TNT are expected to respond within a couple of weeks.


 This week's "[Pushing the Envelope](#)" blog topic: **Over 200 Blogs Strong**. In October of 2008 we launched our "Pushing the Envelope" blog. Since then we've published more than 200 blogs to date on topics of interest to U.S. Postal Service stakeholders and the general public. Find out what some of our most popular top blog topics were and let us know what you would be interested in seeing us write about. [Read this week's blog](#). New audit projects have been started on the external website.


- [Enterprise Technology Services Program – 13YG004CA000](#) The Office of Inspector General (OIG) reviewed the Postal Service's Preferred Portfolio Partnering (PPP) Program and found there was no requirement for competition among suppliers (Report Number CA-AR-09-007, Information Technology's Preferred Portfolio Program, dated September 29, 2009). The PPP program employed the same suppliers without competition for over 10 years. Based on best practices, the OIG recommended the Postal Service award multiple contracts for information technology (IT) services that would increase competition at the task order level. The Postal Service agreed that the goals and objectives of the PPP program had evolved and best value through competition at the task order level would be beneficial.
- [Vehicle Parts Inventory Management-Pacific Area – 13XG003DR000](#) The Office of Inspector General (OIG) is initiating an audit to review the Postal Service's management of vehicle parts inventory. The purpose of this audit is to assess the vehicle parts purchases, inventory levels and controls implemented to safeguard vehicle parts at the selected VMFs. We will determine if NOA and non-NOA parts are purchased and maintained appropriately and vehicle parts assets are at risk.
- [Status Report on Access Optimization Initiatives – 13XG006DR000](#) In Fiscal Year (FY) 2009, the Postal Service initiated the Station, Branch Optimization Consolidation and in FY 2011, the Retail Access Optimization Initiative. Both initiatives focused on closing postal-managed retail facilities nationwide. However, they resulted in stakeholder resistance and criticism.
- [Survey of Management of the Mail Transport Equipment Service Center Network – 13XG007NL000](#) Mail transport equipment (MTE) are containers, such as pallets, flat tubs, letter trays and mailbags, that hold mail during transportation. The U.S. Postal Service loans MTE to its customers for shipments through the Postal Service.
- [Postal Service Postal Support Employees in Customer Service Positions – 13XG005DR000](#) Labor cost represents a significant portion, about 80 percent, of the Postal Service operating expense. Over the years, the Postal Service has reduced this expense by reducing the number of employees. In May 2011, the Postal Service began using Postal Support Employee (PSE), non-career bargaining unit employees, in customer service positions. PSEs are paid at a lower rate than traditional clerks. PSEs should help the Postal Service reduce its labor costs and overtime. Our objective is to evaluate the efficiency and economic impact of using PSEs in customer service positions.
- [South Florida District Vulnerability Assessment – 13WG003IT000](#) The Postal Service is committed to creating and maintaining a cost effective information security environment to safeguard the integrity, confidentiality, and availability of Postal Service information. It is the intent of the Postal Service to


appropriately protect its information resources against unauthorized disclosure, use, modification, or destruction. This includes protecting the network infrastructure by implementing physical, administrative, and technical security controls and processes.


 [PR.com](#): Deputy Postmaster General Ron Stroman visited the Los Angeles International Service Center where he and a group of business customers discussed how the Postal Service could better serve them now and in the future. TransGuardian President Jim Moseley (www.transguardian.com) was among the few businesses selected to attend. Stroman emphasized the importance of maintaining world-class service by scanning every piece of mail. "Our customers want to see this," he said.


October 21, 2012

 [Postal Museum @PostalMuseum](#) Today in 1803 the U.S. Senate ratified the Louisiana Purchase. Its stamp, issued at the 1904 St. Louis World's Fair: <http://ow.ly/eCSJv>

 [D.Eadward Tree @DeadTreeEdition](#) Turns out the Mayans were wrong: 2012 is not the end of Time, it's the end of [#Newsweek](#)

 [Wall Street Journal](#): In the early 1900s, sending postcards was all the rage, *that era's version of Facebook updates*. They were cheap and fast (sometimes arriving at their destination the same day they were sent) and could deliver a simple message with panache. In France, the postcard industry employed more than 30,000 people; in 1903, more than a billion cards went through the German postal system alone. There were cards for tourists, cards that served as advertising, photographic cards and cards by avant-garde artists.

 [Solicitation Number: 6HQOIG-13-A-0002](#) Notice Type: Combined Synopsis/Solicitation Synopsis: Added: Oct 18, 2012 2:00 pm The purpose of this solicitation is to procure services to provide comparative analysis report of corporate governance at USPS. Please submit your Technical and Price proposals in accordance with the attached statement of work. Due Dates: Questions regarding this solicitation must be received no later than October 25, 2012 by 3:00 PM ET (email only): ceverette@uspsaig.gov). Answers will be posted on FBO no later than 3:00 PM ET on November 1, 2012. Proposals must be received no later than November 09, 2012 at 12:00 PM ET. **The purpose of this contract is to determine the role of corporate governance in the U. S. Postal Service.**

 [DMM Advisory](#): **IMb™ Services Update Full-Service Release - The planned Full-Service Release 11 deployments for PostalOne!®, eVS, FAST®, Program Registration, and SASP have been postponed.** The PostalOne! Release 32.0 Production deployment originally scheduled for Sunday, October 14, 2012, is **now planned for Sunday, October 28, 2012**. The deployment to the Test Environment for Mailers (TEM) originally scheduled for Monday, October 15, 2012, is now planned for Monday, October 29, 2012. We will continue to provide updates on the timeline if any changes or issues arise.

October 20, 2012

 [From the Federal Register](#):


Postal Regulatory Commission	
NOTICES	
Market Test of Experimental ProductMetro Post , 64566-64567 [2012-25841]	[TEXT] [PDF]
Product List Changes , 64567-64568 [2012-25844]	[TEXT] [PDF]
Postal Service	

NOTICES

Change in Rates and Classes of General Applicability for Competitive Products ,

64600-64661 [2012-25679]

[\[TEXT\]](#) [\[PDF\]](#)

 **Associated Press:** The European Union's executive, the Commission, has objected to United Parcel Service's proposed \$6.75 billion takeover of TNT Express NV, the companies say. They say the watchdog argues that the deal as it stands would have a negative effect on the market for express delivery of small packages in Europe. The companies said in a joint statement Friday they would respond to the objections within several weeks — presumably offering concessions — and still expect approval for the takeover in early 2013.

 **DMM Advisory: 2012 USPS Holiday Mobile Shopping Promotion and Webinar** Direct mail combined with mobile technology can be a convenient way for consumers to do their holiday shopping. The USPS® 2012 Holiday Mobile Shopping Promotion is designed to help merchants use direct mail to put their mobile-optimized offers, product descriptions, and advertised savings into consumers' hands in time for Cyber Week — the busiest online shopping time of the year. Registration is open now for the 2012 Holiday Mobile Shopping Promotion, which runs from November 7 through November 21. For promotion details click here or go to <https://www.usps.com/business/holiday-mobile-shopping.htm>. An upcoming webinar will provide an overview of the promotion, including eligibility requirements, registration, how to make mail work with mobile technology, and more. 2012 Holiday Mobile Shopping Promotion Webinar October 24, 2012 12 noon EDT Click here to register for webinar or go to <https://usps.webex.com/usps/onstage/g.php?d=993337055&t=a> Call-in toll-free number (US/Canada): 1-877-668-4493 Access Code: 993 337 055.


October 19, 2012

Mailers' Technical Advisory Committee (MTAC)


2013 USPS Leadership Forums for Stakeholders and MTAC Meeting dates

- Feb 19, 2013: USPS Leadership Forum for Stakeholders and Stakeholder Reception
Feb 20-21, 2013: MTAC
- May 14, 2013: USPS Leadership Forum for Stakeholders and Stakeholder Reception
May 15-16, 2013: MTAC
- Aug 27, 2013: USPS Leadership Forum for Stakeholders and Stakeholder Reception
Aug 28-29, 2013: MTAC
- Nov 19, 2013: USPS Leadership Forum for Stakeholders and Stakeholder Reception
Nov 20-21, 2013: MTAC

INDUSTRY ALERT **2013 Price Changes Webinar Wednesday, October 24 from 3:00 to 4:00 p.m. Eastern** A "2013 Price Changes" webinar presentation by **Jeff Williamson, Vice President of Pricing**. This webinar will address the business impacts of the proposed "Mailing and Shipping Services Price Change Effective January 27, 2013." Instructions for participating: Event number: 996 490 936 To join the online event (1) Click here to join the online event. Or copy and paste the following link to a browser: <https://usps.webex.com/usps/onstage/g.php?t=a&d=996490936> (2) Click "Join Now" (Please note the start time listed for 2:30 is for webinar set-up only. The webinar begins at 3:00pm) (3) If prompted to run the software, click "Run". (If you encounter problems viewing the webinar, you may need to exit and clear your browser. Re - enter, this time declining to run the software.) To join the teleconference only: To receive a call back, provide your phone number when you join the event, or call the number below and enter the access code. Call-in toll-free number (US/Canada): 1-877-668-4493 Access code: 996 490 936


 **Post & Parcel:** Jersey Post is trialing new ways to improve its chances of delivering parcels at the first attempt. Over the next three months, the Channel Island operator is trying out a greater range of delivery alternatives through its SecureDrop service. The service currently allows Jersey residents to nominate an alternative location on their property where packets and parcels that do not require a signature can be left if they are not at home to receive them.

The new trial will see customers able to nominate a neighbor to receive their parcels, or opt to have items held at Jersey Post's Commercial Street or Rue des Pres sites for collection in person.

 Oral arguments in the [DC Circuit Court of Appeals Case](#): GameFly v. PRC, Case No. 11-1179, will be heard on Monday October 22, 2012 at 9:30 a.m. before Judges Sentelle, Griffith and Kavanaugh. The courthouse is located at 333 Constitution Avenue, NW, Washington, DC 20001. It is located one block northwest of the U.S. Capitol. The building faces Constitution Avenue where Constitution and Pennsylvania Avenues merge.

 *From the Federal Register:*

Postal Regulatory Commission	
NOTICES	
Postal Rate and Classification Changes , 64362-64366 [2012-25761]	[TEXT] [PDF]
Postal Service	
NOTICES	
Market Test of Experimental Product – Metro Post , 64366-64367 [2012-25727]	[TEXT] [PDF]
Removal of International Restricted Delivery from Competitive Product List , 64367 [2012-25728]	[TEXT] [PDF]

 **Transport Intelligence:** The explosive growth of e-commerce is creating many opportunities for the transportation and delivery industries. Customers are increasingly expecting free shipping, quicker delivery options and alternate delivery points. The advancements in IT and the rise of mobile devices, such as smartphones and tablets, are all assisting with this changing mindset. For transportation and delivery companies to respond to these changes, the ability to think creatively and to be flexible is vital for success. While UPS SurePost and FedEx SmartPost have benefited greatly, it appears that same day delivery is of particular interest to not only providers, but also to retailers. However, a couple of months ago, Amazon's CFO noted, "We don't really see a way to do same-day delivery on a broad scale economically." Still, Amazon is testing the same day delivery concept in select markets such as Seattle. Not to be outdone, EBay and Walmart are also testing this concept, as is the USPS. Startup companies such as Postmates and Shuttl are utilizing advancements in IT and mobile devices and are also providing same day delivery, mostly via courier services.

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

- The USPS on October 17, 2012, published in the Federal Register proposed rules requiring use of Full-Service Intelligent Mail barcodes (IMb) effective January 2014 for automation prices for First-Class Mail, Standard Mail, Periodicals, and Bound Printed Matter postcards, letters, and flats. In addition to outlining the rules around IMb Full-Service requirements, the USPS outlined additional efforts to simplify participation requirements as well as a proposed "tech credit" to offset some of the mailer costs for participation. The USPS also proposes required use of 24-digit Intelligent Mail barcode (IMb) format on tray, tub and sack labels and elimination of the existing 10/24 transitional barcoded tray label format as of January 2014. Comments are due on the USPS' proposed rules by November 16, 2012.
- The U.S. Postal Service Office of Inspector General (OIG) investigated the reasons behind the FERS surplus and discover whether the surplus is likely to decline, continue at the same level, or increase in the future.
- On October 15, 2012, the PRC filed its brief before the D.C. Circuit defending its decisions in Docket Nos. RM2009-3 and RM2010-13 to establish Bulk Metered Mail as the benchmark rate from which workshare

discounts for Presort First Class Mail should be calculated. In its Initial Brief, which PostCom supported, the Postal Service had challenged the Commission's decision on the basis that it is inappropriate to establish worksharing relationships across separate products with unique cost and demand characteristics. Rather, to the extent a benchmark is needed, it should be established within a product (e.g., Presort First Class Mail). Ultimately, the Postal Service's appeal stems from its desire to delink Commercial and Retail First Class Mail.

- USPS hits borrowing limit. PRC submits response to State Department request. PRC asks follow up questions to USPS' Standard Mail flats price change. Direct mail still a force in campaigns. Pricy election bails out USPS. Beleaguered Postal Service looks to ad industry for help. USPS' 2013 rate increases would hit e-merchants hard but spare high volume Priority Mail users. Paperless push" digital postal mail explored. USPS reaches out to Association heads.
- Updates from the Domestic Mail Manual.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- Postal previews.

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




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


Let Mystic Logistic's Rich Domagala tell you why his company is a member of PostCom and why he serves on PostCom's Board of Directors




Learn more about becoming a member of the Association for Postal Commerce

- [What is "PostCom"](#)
- [Why Join the Association for Postal Commerce](#)
- [Membership Application](#)
- [Dues Schedule](#)
- [Membership List](#)
- [Board of Directors](#)
- [See What Others Say](#)
- [Join PostCom Today!](#)

 [Bloomberg Businessweek](#): United Parcel Service Inc. (UPS) and FedEx Corp. (FDX) are testing strategies for a same-day delivery market fueled by Web retailers trying to match the instant gratification their brick-and-mortar competitors offer shoppers. Delivery programs under way at Internet retailers such as Amazon.com Inc. (AMZN) and Ebay Inc. (EBAY) signal an opportunity in business-to-consumer shipments for delivery firms where the high-value overnight market between companies has been hurt by a slower economy. It's a space that larger companies have mostly ignored since the collapse of Kozmo.com Inc., which was partially backed by Amazon, in 2001. Potential industrywide revenue from intra-city delivery of small packages in the U.S. may be as much as \$12 billion, triple its size in 2007, FedEx said. While that trails the air-cargo carrier's Express revenue (FDX) of \$26.5 billion last year, it has the potential to grow into a "huge boon" for FedEx and UPS.

 [Advertising Age](#): There's been a deathwatch for the print edition of Newsweek ever since IAC CEO Barry Diller hinted in July that print would go away or be scaled back in 2013. That happened today when Editor Tina Brown and CEO Baba Shetty announced that Dec. 31 would be Newsweek's last print issue. Mr. Shetty, who officially joined The Newsweek Daily Beast Company just days ago, is now charged with turning the storied print brand into a profitable digital-only business. Newsweek the brand has a lot of stature in the world, especially in markets beyond the U.S. Now it is attached to a form factor and category in the newsweekly that is on the decline and losing relevance. This is about taking the essence of Newsweek and saying, 'what could happen if it was truly liberated from legacy publishing constraints?'

 [Publishing Executive](#): If all we talk about is what we will do digitally and not how to continue to create a superior print product with great longevity, why then should we be horrified, shocked or surprised that a successful venture capitalist and an Internet giant fluently predicted death of our physical products? Perhaps as an industry we have so perfected the analog process and no longer need further instruction or insights in cover design or editorial savvy. Perhaps we have so fine-tuned our physical newsstand distribution channels and procedures that they no longer require discussion and amendment.

October 18, 2012

 [Wall Street Journal](#):

- [Google's quarterly profit](#) declined 20% as total costs jumped and advertising prices continued to slide.
- [The Google filing](#) was sent early due to human error, rather than a systems problem, said R.R. Donnelley CEO Tom Quinlan in an interview with The Wall Street Journal on Thursday. The company is still investigating what went wrong, he said. R.R. Donnelley files over 100,000 documents with the SEC each year, and errors of this magnitude are extremely rare, said Mr. Quinlan. "It is not common in our world, said Mr. Quinlan. "If it was common for us, we wouldn't be in the business."
- [Microsoft Corp.'s fiscal first-quarter earnings fell](#) 22% as the software giant saw revenue in its Windows and Windows Live division fall ahead of the release of its new Windows 8 operating system.
- [China said its economy continued to slow](#) in the third quarter just weeks before it embarks on a once-a-decade change in leadership, compounding concerns about the outlook for one of the world's major engines of growth.
- [Newsweek](#), the struggling 79-year-old newsweekly, will drop its print edition to become digital-only by the end of the year.





[PRNewswire](#): The National Association of Letter Carriers (NALC) today issued a statement from its president, Fredric Rolando, on the U.S. Postal Service reaching its \$15 billion borrowing limit: "We encourage the media to pause and fully consider the situation before jumping to the conclusion that the U.S. Post Service, having reached its \$15 billion borrowing limit for the first time, is facing a fiscal cliff. "It's not. "The Postal Service announced this week that it has reached its borrowing limit — yet, it was also announced this week that there is a \$25 billion surplus in its pension funds, as acknowledged by the Postal Service's Office of the Inspector General. "The Postal Service has said that normal operations will continue and neither the public nor employees will be affected. But the borrowing authority issue drives home the point that Congress must undo the damage its own actions have inflicted on USPS finances."


INDUSTRYALERT

- **Implementation of Full-Service Intelligent Mail Required for Automation Prices.** The Postal Service's proposed rule to modify eligibility requirements for mailers to obtain automation prices for First-Class Mail®, Standard Mail®, Periodicals®, and Bound Printed Matter® when mailing postcards, letters, and flats was published in yesterday's [Federal Register](#). Effective January 2014, use of "full-service" Intelligent Mail® would be required to obtain automation prices. The Postal Service is interested in receiving stakeholder feedback, which is due no later than November 16, 2012. Information on where to provide written comments is contained in the Federal Register notice. The Federal Register notice provides advance information to help mailers prepare and plan for the transition to Full-Service (use of unique Intelligent Mail barcodes applied to letters, postcards, flats, trays, sacks, and containers such as pallets and submission of electronic mailing documentation). Initiatives are proposed to limit the impact on customers who enter small volume mailings, particularly customers who mail infrequently and have limited resources to adopt new mailing practices.

- **Every Door Direct Mail-Retail.** On Monday, October 15, 2012, the Federal Register published the Domestic Mail Manual (DMM®) final rule that establishes the retail option of Every Door Direct Mail-Retail® (EDDM-Retail) as a formal product offering within Mailing Services, ends the market test period for this initiative, and contains revisions to mailing standards that are adopted to implement the changes. The effective date is January 27, 2013. The complete final rule Federal Register can be found on the Federal Register website at <http://www.gpo.gov/fdsys/pkg/FR-2012-10-15/html/2012-25059.htm> and on the Postal Explorer® website at pe.usps.com.

 **National Journal:** Long-time postal advocates Robert Brinkmann and Arthur Sackler have become "of counsel" to the law firm of Ford & Huff LLC, and they have joined Hal Hughes, former general counsel, U.S. Postal Service in the formation of a federal legislative and regulatory practice with an emphasis on postal affairs.

 **Docket No. R2013-1:** The Postal Regulatory Commission has filed an information request of the Postal Service to explain its rationale for raising the Carrier-Route rate for flats to a larger degree than it has the Standard Mail five-digit rate.

 **USCA Case #12-1221:** The Postal Regulatory Commission has filed its response "On Petition For Review From Orders Of The Postal Regulatory Commission" from the Postal Service before the U.S. Court of Appeals for the District of Columbia.

 **DMM Advisory:**


- **Implementation of Full-Service Intelligent Mail Required for Automation Prices.** Our proposed rule to modify eligibility requirements for mailers to obtain automation prices for First-Class Mail®, Standard Mail®, Periodicals®, and Bound Printed Matter® when mailing postcards, letters, and flats was published in yesterday's [Federal Register](#). Effective January 2014, use of "full-service" Intelligent Mail® would be required to obtain automation prices. We are interested in your feedback, which is due no later than November 16, 2012. The Federal Register notice provides advance information to help mailers prepare and plan for the transition to Full-Service (use of unique Intelligent Mail barcodes applied to letters, postcards, flats, trays, sacks, and containers such as pallets and submission of electronic mailing documentation). Initiatives are proposed to limit the impact on customers who enter small volume mailings, particularly customers who mail infrequently and have limited resources to adopt new mailing practices.
- **USPS 2013 Mailing Services Promotions Calendar.** We encourage mailers to explore the newly developed 2013 Mailing Services Promotions Calendar from the United States Postal Service®. This proposed year-long lineup of USPS® promotions is designed to encourage innovation and use of technologies that can add value and make mail more interactive. Building on previous barcode and mobile

commerce promotions, we have developed new programs that will help mailers connect with customers and keep mail an essential part of their marketing mix. Additionally, there are promotions that encourage mailers to use two more traditional direct mail features — samples and reply mail envelopes. The 2013 Mailing Services Promotions Calendar is pending approval by the Postal Regulatory Commission:

- Direct Mail Mobile Coupon/Click-to-Call
- Earned Value Reply Mail
- Emerging Technologies
- Picture Permit
- Product Samples
- Mobile Buy-It-Now

Go to <https://ribbs.usps.gov/mobilebarcode/upcoming.htm> for more information.


- **Every Door Direct Mail-Retail.** On Monday, October 15, 2012, the Federal Register published our Domestic Mail Manual (DMM®) final rule that establishes the retail option of Every Door Direct Mail-Retail® (EDDM-Retail) as a formal product offering within Mailing Services, ends the market test period for this initiative, and contains revisions to mailing standards that we adopt to implement the changes. **The effective date is January 27, 2013.** The complete final rule Federal Register can be found on the Federal Register website at <http://www.gpo.gov/fdsys/pkg/FR-2012-10-15/html/2012-25059.htm> and on the Postal Explorer® website at pe.usps.com.


<p><i>Grayhair Software CEO can tell you why his company is a member of PostCom and why he serves on PostCom's Board of Directors</i></p>	 <p><i>Learn more about becoming a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none">• <u>What is "PostCom"</u>• <u>Why Join the Association for Postal Commerce</u>• <u>Membership Application</u>• <u>Dues Schedule</u>• <u>Membership List</u>• <u>Board of Directors</u>• <u>See What Others Say</u>• <u>Join PostCom Today!</u>
---	---



[Post & Parcel](#): FedEx Express has broken ground on a new solar power installation that could provide 15% of the energy needs for its hub in Newark, New Jersey. The Memphis-based firm said the project at Newark

Liberty International Airport would be its largest-ever rooftop solar power system. The company currently operates eight solar facilities around the world.


 [Wall Street Journal](#): The founders of Paperless Post—and rising stars of New York City's booming tech start-up scene—are branching into a new realm with their three-year-old online invitation business: paper. The 20-something siblings, who founded their company in 2009, this week began selling paper versions of some of the 50 million e-cards they expect to send this year alone. The move is a step toward positioning the company to reach customers over multiple distribution channels, whether online, offline or mobile. Over the past three years, Paperless Post has carved out a niche for online invitations, charging for the kinds of tools that websites like Evite and Socializr give away for free.

 [Toledo Blade](#): Once Congress is back in session, it needs to fix the U.S. Postal Service, for good. A short-term bailout may help, but a long-term fix requires major legislative reform. The Postal Service's deplorable state of affairs was largely manufactured by Congress as a political statement. The agency faces challenges in competing against online and private delivery competitors. But more than 80 percent of its debt — an estimated \$25 million a day — is the result of a 2006 law that requires the Postal Service to pre-fund 75 years of future retiree health benefits within a decade.


 [From the Federal Register](#):


Postal Regulatory Commission	
NOTICES	
Postal Rate and Classification Changes ,	
64148–64150 [2012–25655]	[TEXT] [PDF]
Postal Service	
NOTICES	
Product Changes:	
Express Mail and Priority Mail Negotiated Service Agreement ,	
64150 [2012–25597]	[TEXT] [PDF]
Priority Mail Negotiated Service Agreement ,	
64150 [2012–25596]	[TEXT] [PDF]


October 17, 2012


 [Commercial Observer](#): The U.S. Postal Service has sold a roughly 84,000-square-foot industrial building to Treasure Island Storage. The building is at 78-02 Liberty Avenue, in Ozone Park, Queens—a site that has been used as a mail sorting facility for the past thirty years. Ken Cayre, president of Cayre & Sons Acquisitions, the company controlling TI Storage


 [Near Field Communications World](#): Poste Italiane has announced plans for a comprehensive NFC payments service, which will begin rolling out in the city of Milan in December 2012. Customers of Poste Italiane's PosteMobile mobile phone service and its BancoPosta bank account service will be able to use NFC phones to make payments in stores and at post offices. Post office counters will be equipped to handle contactless payments. Postal delivery workers will be issued with handheld devices that can be used to accept contactless payments, for both postal charges and a variety of financial services. Poste Italiane says it is also working with the Italian government to add a range of government services to the NFC platform, including electronic ID applications such as identity cards, health cards and driving licenses.


<p style="text-align: center;"><i>Valassis VP Robert Croce can tell you why his company is a member of PostCom and why he serves on PostCom's Board of Directors</i></p>	<div style="text-align: center;">  </div> <p style="text-align: center;"><i>Learn more about becoming a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none"> • <u>What is "PostCom"</u> • <u>Why Join the Association for Postal Commerce</u> • <u>Membership Application</u> • <u>Dues Schedule</u> • <u>Membership List</u> • <u>Board of Directors</u> • <u>See What Others Say</u> • <u>Join PostCom Today!</u>
--	--


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


 Royal Mail plans to pass new regulations for its partial access. In the middle of last week British post office announced that customers of the downstream access services will have to provide a volume commitment from January next year on to receive part performance discounts.


 According to unanimous media reports state secretary Henk Bleker plans to start another attempt to propose the abandonment of the Monday delivery to the parliament. This should bring a significant cost reduction for the post and would thus prevent higher postage.


 The Belgian post has passed another milestone towards the re-focus on its core business.

 Swiss Post apparently wants to save labour costs. Counter staff in rural areas shall receive lower wages than their colleagues in cities.

 Spanish Correos is targeting a total turnover of almost 1.69bn euro in the next business year. This is proven by the recently published budget for 2013. Compared to the planned turnover in 2012 this corresponds to a decline of 3.4%. According to still unconfirmed media reports, the state will remain one of Correos' most important customers accounting for revenues of around 318m euros.


 Australia Post's strategic focus on e-commerce (CEP-News 41/11) is apparently paying off. Despite a decreasing letter volume (-3,9%) turnover rose by 2.8% to 4.12bn euros. The downward trend in the letter business was overcompensated by a 'surge' in parcel and express volumes.



 The United States Postal Service is the world's most efficient postal operator. At least this is the result of a study of consultancy Oxford Strategic Consulting, which reviewed the universal service in the world's 20 largest economies. The review was based on indicators like access to basic services, resource efficiency and public trust. Factors like the economic efficiency of the provision of the universal service were not taken into account in this study.


 In view of decreasing profits (CEP-News 39/12) FedEx published details about a


comprehensive rationalization plan.

 The EU-Commission could pass a so-called statement of objections to UPS this week.

 British Shurtliff Ltd. ('The Online Delivery Revolution') is able to realise its entry into the U.S. market with additional funds. Last Thursday, the company announced that it received an additional capital injection of almost 2.5m euros from two new investors. The new investors are e.ventures and Notion Capital, both investment trusts which primarily focus on e-commerce. Just a few weeks ago, the UPS Strategic Enterprise Fund bought into Shurtliff.


  The Latvian and the Lithuanian postal operators are currently negotiating about the establishment of a joint venture.


 DHL realigned its digital marketing strategy. Last week the company reported that it has ordered marketing agency Razorfish to develop a 'comprehensive digital strategy', to utilise the 'enormous potential for the DHL brand', which the use of digital channels offers. The new strategy is to especially increase DHL's brand value and to support the expansion of international business activities.


 FedEx has to look for a new CEO for its Ground unit. In the course of this year's 'Investors and Lenders Meeting' (see separate news) it was announced that Dave Rebholz will retire on May 31 2013. Rebholz is a 36-year FedEx veteran and has been CEO of the parcel unit FedEx Ground for the last five years. A successor will be 'named at a later date'.




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.)*

 **Attention Postal One! Users: Full-Service Reports Status Update - IMb™ Services Update.** We have resolved the technical issue impacting the Full Service reporting environment. As of Monday, October 15, 2012 all Full-Service reports are online and available for use. We have now started to update the reporting environment with new data processed on or after Monday October 15, 2012. We expect to resume our 48 hour turnaround time for reporting data by Thursday, October 18, 2012 8 AM ET. Due to the technical issue, reporting data for the time period Wednesday, October 3, 2012 to Sunday, October 14, 2012 will not be available for the below reports. This data will not be recovered or reprocessed. (1) MicroStrategy reports for Mail Data Quality and Start-the-Clock (2) Container Visibility and Tray Visibility reports. Mail Preparation Quality reports (address quality, mail acceptance verification, mail exception bulletin board, mail quality, and trend analysis) continue to be available to mailers with no data loss. These reports will be current on Thursday, October 18, 2012 by 8 AM ET.


 **Post & Parcel:** Postal operator InPost reports that the final move to open Poland's PLN 6bn (EUR 1.5bn) postal market to full competition is now getting underway in the country's Parliament. But the company is warning that proposed postal reforms could be slow to implement, and claimed that as currently worded, the draft regulations hand key advantages to the state-owned postal service, Polish Post. Legislation was introduced into Parliament last week that, if approved by lawmakers, will allow private sector competitors to deliver letters under 50g in weight in competition with Polish Post, which currently has a monopoly on this area of the market. At present, companies like InPost have taken to fixing metal weights on business letters in order to get round the monopoly restrictions.

 **The Guardian:** Royal Mail users have paved the way for replacing first- and second-class post with a new single-tier service that delivers mail over two days, in a survey published by the postal regulator. Ofcom said nearly six out of 10 households and businesses would prefer to have a single class of service – "less expensive than first class, but delivered in two days". A survey of Royal Mail customers found that while the majority of customers use first class, fewer than one in 10 households said they needed to deal with their post on the same day it arrives. Businesses held the same view, according to the survey.



 **Parcels2Go:** A new survey has suggested that consumers would be willing to accept the end of Royal Mail's Saturday postal service provided some concessions were made. A new survey has suggested that consumers would be willing to accept the end of Royal Mail's Saturday postal service provided some concessions were made.


 *From the Federal Register:*


Postal Regulatory Commission	
NOTICES	
New Postal Products:	
	Negotiated Service Agreement ,
	63899–63900 [2012–25431]
	63898–63899 [2012–25432]
Postal Service	
PROPOSED RULES	
	Implementation of Full-Service Intelligent Mail Requirements for Automation Prices ,
	63771–63781 [2012–25551]

 Here are some information sources for those who follow postal regulatory issues in the UK.


- OFCOM CONSULTATION DOCUMENT (summary report)
<http://stakeholders.ofcom.org.uk/binaries/consultations/review-of-user-needs/summary/condoc.pdf>
- OFCOM CONSULTATION ANNEXES AND ASSOCIATED DOCUMENTS
<http://stakeholders.ofcom.org.uk/binaries/consultations/review-of-user-needs/annexes/needs.pdf>
- ALL DOCUMENTS ASSOCIATED WITH OFCOM CONSULTATION ON POSTAL NEEDS
<http://stakeholders.ofcom.org.uk/consultations/review-of-user-needs/>
 - ALL OFCOM POSTAL DOCUMENTS <http://stakeholders.ofcom.org.uk/post/>


  **Reuters UK:** United Parcel Service Inc said on Tuesday it was committed to its 5.2 billion euro (\$6.7 billion) bid for Dutch rival TNT Express and urged EU antitrust regulators to be "reasonable" in assessing it. The European Commission is worried the proposed merger will reduce the number of players from four to three, leaving the combined UPS/TNT group to compete only with Deutsche Post's DHL and FedEx. The Commission, which regulates antitrust matters in the 27-member European Union, is preparing to detail its objections to the takeover, which will reinforce UPS as the world No. 1 package delivery company.


 **Federal Times:** The U.S. Postal Service is paying more than its fair share into the Federal Employees Retirement System mainly because of inflated salary assumptions, according to a new analysis released Tuesday by the USPS inspector general. The analysis, conducted by an actuarial firm working under contract for the IG, urges the Office of Personnel Management to calculate the Postal Service's future FERS obligations differently.


 **Wall Street Journal:** The U.S. Postal Service in September hit its \$15 billion borrowing limit from the U.S. Treasury for the first time in its history, leaving the agency with only the revenue it takes in from selling stamps, shipping and other services to cover its operating costs. The agency hit the limit late last month, though it had sufficient cash reserves to make a \$1.4 billion workers-compensation payment on Monday. Postal revenue should be on the rise in the coming months because the holiday season is typically the most profitable time of the year, postal officials said earlier this year. A high volume of election related mail this month will also aid postal finances. The additional revenue should give the service breathing room for the next several months.

October 16, 2012

 **USNews:** "The Real Loser in the Lance Armstrong Scandal: the Postal Service" The Postal Service is the biggest bastard stepchild of a derelict political system that refuses to take responsibility for what it has spawned. A series of reforms has made the USPS an independent agency that's supposed to fund itself through stamp sales and other forms of revenue. But Congress has retained just enough control over the Postal Service to micromanage the agency into a state of paralysis and obsolescence. [EdNote: That seems to put things rather succinctly.]

 **Marketwire:** Zumbox, powering the world's first digital postal system, has successfully completed its PCI-DSS (Payment Card Industry - Data Security Standard) audit for 2012, its third consecutive year. As the only company in digital mail delivery to complete the audit, Zumbox has proven its commitment to ensuring security is a core feature of the Digital Postal Mail platform.

 **BCLocalNews:** The Christmas postal season will be "a nightmare" for Kamloops residents due to a move by Canada Post to have local letters sorted in Vancouver, according to the head of the local postal workers' union. Beginning Nov. 4, the national postal service will no longer sort local mail in Kamloops, opting instead to ship the letters to a plant in the Lower Mainland and back again for delivery. "If you're in Kamloops and you're sending a letter to your grandmother on the North Shore, it's now going to be shipped to Vancouver, where they can wait to get around to sorting it," said Bob Mitchell, president of the Kamloops local of the Canadian Union of Postal Workers. "The delivery time will go from one day to three to four days."

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


- [Causes of the Postal Service FERS Surplus \(RARC-WP-13-001\)](#) – The Postal Service's FERS program has been in surplus since 1992. A new OIG white paper examines the reasons for this surplus. It finds that postal characteristics are different from the characteristics of the rest of the federal government, leading to the surplus. It concludes that Postal Service-specific assumptions should be used to estimate the Postal Service's FERS liability. **When Postal Service-specific assumptions are used, the surplus increases from \$11.4 billion to \$24.0 billion as of the end of Fiscal Year 2011.** We also invite you to comment on our [blog](#) on this same topic.


The U.S. Postal Service Office of Inspector General invites you to comment on this week's "[Pushing the Envelope](#)" blog topic: **Streamlined Purchasing Procedures: How Well Are They Working?** Supplies and services made up about 17 percent of the U.S. Postal Service's total operating expenses in FY 2011. In 2005, the purchasing process was streamlined to create a more businesslike approach. [Learn more in our blog this week](#) and let us know if you think this process has positively or negatively affected the Postal Service.

New audit projects have been started on the external website.

- [Facility Condition Reporting – 13YG001CA000](#) The Postal Service initiated the Annual Plan Self Assessment Program in FY 2009. In the first year of the program, plant maintenance identified over 2,000 deficiencies that were included in the FY 2010 maintenance budget. Maintenance managers are responsible for the completing the annual plant self-assessments for all buildings over 60,000 square feet. For buildings over 60,000 square feet without a maintenance manager, the installation head should contact the manager, Property Management at the Facilities Service Office to ensure deficiencies are captured for the annual budget cycle.
- [Use of Non Traditional Full Time and Postal Support Employees in Processing Operations – 13YG002NO000](#) The OIG will initiate a review of the use of non-traditional full time (NTFT) and postal support employee's (PSE). Our objective is to assess the use of NTFT and PSE's to determine the impact on efficiency of operations and labor costs
- [Review of Supervisor Work hours and Span of Control – 13XG002NO000](#) Designated associate offices, stations, and branches send outgoing mail to processing and distribution centers (P&DCs) or customer service facilities for processing and dispatch. P&DCs report directly to area offices on mail processing

matters. They also provide instructions on the preparation of collection mail, dispatch schedules, and sort plan requirements to associate offices and mailers.

 **At the Postal Regulatory Commission: MT2013-1 Order No. 1502** - Notice and Order Concerning Market Test of Experimental Product-Metro Post "On October 12, 2012, the Postal Service filed a notice, pursuant to 39 U.S.C. 3641, announcing its intent to conduct a market test of an experimental product called Metro Post.1 Metro Post is a package delivery service that will provide customers with same-day delivery from participating locations within a defined metropolitan area. Id. at 1. The market test will begin on or shortly after November 12, 2012 and continue for one calendar year."
<http://www.prc.gov/docs/85/85367/Order%201502.pdf> http://www.prc.gov/docs/85/85367/Order_1502.docx

 **2013 USPS Promotions Calendar** -- Mailers are encouraged to explore the newly-developed 2013 Promotions Calendar from the Postal Service. This proposed year-long lineup of Postal Service promotions is designed to encourage innovation and use of technologies that can make mail more interactive and add value. Building on previous barcode and mobile commerce promotions, the Postal Service has developed new programs that will help you connect with customers and keep mail an essential part of your marketing mix. Additionally, there are promotions that encourage mailers to use the more traditional direct mail features, namely samples and reply mail envelopes. The 2013 Promotions Calendar is pending approval by the Postal Regulatory Commission (PRC). Included on the 2013 Promotions Calendar are the following:

- Direct Mail Mobile Coupon and Click-to-Call
- Earned Value Reply Mail
- Picture Permit Promotion
- Product Samples
- Emerging Technology
- Mobile Buy It Now

Please go to <https://ribbs.usps.gov/mobilebarcode/upcoming.htm> for more information.



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



[PostCom Postal Podcast on Seamless Acceptance](#)


Join PostCom President **Gene Del Polito**, Grayhair Software's **Angelo Anagnostopoulos**, and the Postal Service's **Marty McGuire, Garrett Hoyt, and Susan Redman** in a discussion on **Seamless Acceptance**


Let Lucie Jameson of The Hartford tell you why her company is a member of PostCom and why she serves on PostCom's Board of Directors and Executive Committee





Learn more about becoming

	<p style="text-align: center;"><i>a member of the Association for Postal Commerce</i></p> <ul style="list-style-type: none"> • <u>What is "PostCom"</u> • <u>Why Join the Association for Postal Commerce</u> • <u>Membership Application</u> • <u>Dues Schedule</u> • <u>Membership List</u> • <u>Board of Directors</u> • <u>See What Others Say</u> • <u>Join PostCom Today!</u>
--	---


 [MSN-UK](#): The amount of mail sent by consumers has more than halved in the past six years, but internet shopping has fuelled an increase in the number of packets and parcels being delivered, according to a new study. Research by postal regulator Ofcom also showed support for a single class of delivery, less expensive than first class and delivered in two days. A survey of 4,000 residential consumers showed the average number of items sent each week has fallen from around 3.5 to 1.5, with the trend expected to continue in the coming years. More than a third of residents received a packet or parcel at least once a month, up from 27% in 2010, and half predict they will order more goods on the internet. A separate poll of 1,100 businesses showed that two thirds of mail they sent was first class. Most of the residents and businesses said greetings cards, packets and parcels will always have to be sent by post, while virtually everyone described the level of service as acceptable. Suggested improvements to Royal Mail's parcel delivery service included changes to office opening times, improved tracking services, and the ability to choose a delivery time-slot.


 [The Oakland Press](#): State Rep. Lisa Brown, a West Bloomfield Democrat, seeking to unseat Republican Clerk Bill Bullard Jr. in the Nov. 6 election, is accusing Bullard of illegally using taxpayer dollars to promote his own political campaign. But Bullard has accused Brown of doing the same. Brown's criticism is from a recent mailing that was sent out to Oakland County residents promoting the clerk's office and featuring Bullard's picture. The mailers were sent from the Oakland County Clerk's office but were not labeled as being paid for by taxpayer dollars. Bullard said the complaint made by Brown has been misguided because, according to the Michigan House Speaker's office, Brown is using as much as \$7,500 of taxpayer dollars for similar mailings. He said she had to reimburse \$1,500 earlier this year from improper mailings sent from her House office.


 [Press Release](#): UPS will announce its third quarter results on Tuesday, October 23, 2012 at approximately 7:45 a.m. Eastern Daylight Time. At 8:30 a.m. EDT, UPS Chairman and CEO Scott Davis and Chief Financial Officer Kurt Kuehn will conduct an investor conference call. This call will be open to reporters and the public on a listen-only basis, via a live Webcast. To listen to the live Webcast, go to www.investors.ups.com. The Webcast audio then will remain accessible on the Investor Relations Website for a limited time.

 [PerthNow](#): The future for Australia Post lies in parcel delivery from online shopping and digital communication, its boss Ahmed Fahour says. The Australian Postal Corporation chief told a parliamentary hearing the government mail company saw a 17 per cent drop in mail volumes in the past four years, similar to the US Post Office between 2006 and 2010. He said there were "no monopoly profits" for Australia Post in mail delivery. "Our competitor in mail is email, and that is for free," Mr Fahour said. "I am not intending to hook our future on a business that has lost

\$148 million," he said in Canberra on Tuesday. "Our future is in parcels and digital communication. This is our future."

 **4-Traders:** Isle of Man Post Office, one of the statutory boards of Tynwald, announces continued profits with growth on the previous financial year's results. Profit of almost £2.6 million is reported for the 2011/12 financial year, up on the previous year (£2.4m).

 **Swazi Observer:** Swazipost has received a bronze award in Doha for the company's management of quality service and credibility within the postal network. Universal Postal Union (UPU) Director-General Eduardo Dayan said consultants from the company were very impressed with the quality service the corporation provided.

 In a letter to the chief staff executives of the Association for Postal Commerce, the Mailing and Fulfillment Service Association, the National Association of Presort Mailers, and the IDEAlliance, [Maura Robinson](#), USPS Vice President of Consumer & Industry Affairs wrote:

"Thank you for helping the Postal Service coordinate a discussion of the value of increased visibility within the mail stream and strategies we can use to drive adoption of full-service Intelligent Mail. Your association's support for full-service Intelligent Mail has been invaluable and I look forward to finding ways we can jointly encourage the adoption of full-service Intelligent Mail within the mailing community.

"Increasing the value of mail is critical to the growth of the mailing industry. By creating 100 percent visibility into the mail stream, we can provide customers with near real-time data on the location of mail pieces within the postal mail stream and the delivery of full-service mail pieces. There are thousands of mailers who need help unleashing the power of Intelligent Mail. Jointly, we must find solutions that will help break down the perceived barriers to full-service adoption. . . ."

October 15, 2012



The **2013 NATIONAL POSTAL FORUM** is Delivering Solutions and you're invited! Come join us in San Francisco for the 2013 National Postal Forum, March 17-20th at the Moscone Center West in San Francisco, CA. Registration is now open...visit our newly redesigned website www.npf.org to learn more and to register.



The latest issue of the [PostCom Bulletin](#) is available online. In this issue: ***Special Rate Change Issue with Rate Change Charts***

- The U.S. Postal Service will raise prices on its Mailing Services products January 27, 2013, with the overall average price increase capped at the less than one-year inflation-based cap of 2.570 percent. However, some products will see increases lower than the price cap and others will get increases above the cap.
- The Postal Service, in its 2013 price filing, details its upcoming promotional calendar. Included in the "2013 Promotions Calendar" will be: Mobile Coupon and Click-to-Call; Earned Value Reply Mail; Picture Permit; Product Samples; Emerging Technology; Mobile Buy-It-Now. Here is a description of each of the programs.
- The Postal Service filed last week with the Postal Regulatory Commission its 2013 Shipping Services prices, which will take effect on January 27, 2013. Free tracking will be offered to all competitive packages, including retail Priority Mail and Parcel Post (which is renamed Standard Post).
- USPS wants to remove International restricted delivery from product offering. USPS to offer same day delivery through a market test.

- Updates from the Domestic Mail Manual.

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



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

Visual News: In today's fast-paced, technologically savvy world, the process of using paper mail is beginning to make less sense. It's no longer the most efficient way for companies and consumers to communicate time sensitive or highly personal information. It's slow like a snail, and more expensive. The digital era has made other items obsolete, and mail — even though people love getting stuff in it — needs to transform in order to continue to be efficient, and relevant. Digital Postal Mail (Push Mail) looks to be the answer.

CAP News: This week the US Postal Service honored the one-year anniversary of the death of legendary entrepreneur Steve Jobs by releasing a new line of commemorative stamps featuring images of the iconic Apple CEO. Fans spent hours waiting in line outside post offices nationwide to purchase the highly-anticipated stamps on the day they were released. However, many were disgruntled to discover that the new postage could only be used with proprietary envelopes that had been specifically designed for use with Steve Jobs stamps. Reaction to the stamps' highly-anticipated Maps feature, which was designed to improve on the Post Office's own navigational methods, has also been mixed.

Leadership: The FCT NIPOST Area Postmaster, Alhaji Aliyu Mahmoud, on Monday reiterated the commitment of NIPOST to efficient service delivery in line with international best practice and the Universal Postal Union.

DC Velocity: The U.S. Postal Service's (USPS) proposed 2013 rate increases on shipping services will hit e-tailers fairly hard but take it somewhat easier on high-volume users of the USPS' Priority Mail service. The increases are slated to take effect Jan. 27. The biggest proposed increase will be a 9 percent jump in the USPS' popular Parcel Select service. Under the Parcel Select service, parcel consolidators or carriers, like FedEx Corp., UPS Inc., and DHL Express, can deliver shipments deep into the postal system and then have the final delivery made by USPS letter carriers. In this way, shippers can take advantage of the fact that by law the USPS must serve every address in the United States.

Dead Tree Edition: Confusion reigns among the 115,000 postal workers who received notices in the past few days about a buyout offer. The confusion could limit the number of APWU-represented career employees who accept the U.S. Postal Service's \$15,000 incentive to retire or quit.


4-Traders: The 25th Universal Postal Congress officially ended today, putting the Universal Postal Union on a path to continue to modernize the postal sector so it remains an economic motor and a vehicle for social inclusion worldwide.


October 14, 2012

Amarillo Globe-News: The federal government is done playing post office. Uncle Sam is considering serious steps to stop the financial bleeding by the U.S. Postal Service. As far as the Texas Panhandle is concerned, the best option available is reducing post office hours, rather than shutting down a post office altogether. This is the preferable option for area residents, many of whom had community meetings in the past week with Postal Service officials to discuss the future of their post office.


Daily News & Analysis: As part of the ongoing postal week, India Post (Maharashtra & Goa circle) is trying to get more senior citizens to open accounts in post offices. The department is also using their network to keep a watch


on seniors. According to postal department sources, given that there has been a rise in crimes against senior citizens, the department wants to collaborate with Mumbai Police for safety of senior citizens

 [Sacramento Bee](#): The United States Postal Service operates the world's largest civilian vehicle fleet: 213,881 vehicles were driven 4 million miles per day in 2011 to deliver 554 million pieces of mail. But mail volume and revenue have been in decline since 2006 and the USPS, which gets no government subsidies, was on track to lose \$14.1 billion in fiscal 2012. The postal service had 546,000 employees in 2011, the same staffing level it reported in 1983, and operated nearly 32,000 retail offices. At 45 cents, a first-class postage stamp remains a bargain compared to some other countries; in Denmark, equivalent postage costs \$1.46.

 [Advertising Age](#): With its financial woes mounting, the U.S. Postal Service on Saturday sought a lifeline from the ad industry, plugging a plethora of business-targeted services such as branded stamps and a new discount for marketers who pair paper mail with digital campaigns. "We need to help the industry, help the marketers, do more interactive mail to really get people engaged back with the mail," David Mastervich, the postal service's manager for catalogs and saturation mail, said in a presentation at the Association of National Advertisers annual meeting in Orlando, Fla. "We think of mail as the platform to launch your digital campaigns." That was quite a change of pace at a conference dominated by talk of social media and mobile marketing. The USPS is hoping to link itself to the rising popularity of such high-tech ventures by offering discounts to marketers that integrate digital marketing, such as quick-response codes, in direct-mail pieces. "We are going to run campaigns every two months for different types of technology," Mr. Mastervich said.


October 13, 2012

 [Beaumont Enterprise](#): It's not a big deal, but the price of a first-class postage stamp will increase by a penny next year to 46 cents. But the increase and continued problems with the Postal Service's budget highlight the need for major changes in this agency.


 [Washington Post](#): The modern political campaign has fully embraced Twitter, Facebook and other social media to reach voters, but President Obama and challenger Mitt Romney are still spending massive sums on a more traditional form of communication: snail mail. The two presidential campaigns have spent nearly twice as much on old-fashioned fliers, get-out-the-vote cards and other forms of direct mail as they have on Internet advertising, according to disclosure data and campaign aides. The hope is to appeal to millions of baby boomers and retirees, who may prefer the familiarity of the U.S. Mail to pop-up ads, YouTube videos and other flashy media. The only cost that outstrips mail is broadcast advertising, which is notoriously expensive and has been washing over swing states for months. *[EdNote: Helloooooo. Mail's not dead. IT WORKS! So before your business gives up mail for one of those other electronic do-dads, ask yourself whether you're using mail in a manner that will improve your business' performance.]*





[From the Federal Register](#): **Postal Service RULES** Every Door Direct Mail–Retail , 62446–62449 [2012–25059] [\[TEXT\]](#) [\[PDF\]](#)

 [Bloomberg Businessweek](#): **The U.S. Postal Service**, struggling to stem billions in losses as first-class mail usage declines, **plans to test a same-day delivery service** that would help Internet retailers ship their customers' purchases more quickly. During the trial of Metro Post, which begins in mid- November in San Francisco, the postal service would deliver packages during the evening that were received before 2 to 3 p.m., said Susan McGowan, a spokeswoman. She declined to provide logistics or pricing details of the test, disclosed in plans filed with the agency's regulator today. In order to participate, companies must have at least 10 physical locations nationwide with at least one location in the test market, she said. The San Francisco test may last as long as a year, and there are plans to expand into additional cities if it goes well, McGowan said.

October 12, 2012

 **CNN Money:** The 2012 election season couldn't have come at a better time for the U.S. Postal Service. While still low on cash, the postal service has enough to avoid insolvency this month, thanks in large part to the mountains of political junk mail and the influx of Super PACs paying top postage rates. Federal candidates, political parties and special interest groups are mailing out more fliers and postcards via the postal service in 2012 than in previous election cycles. Spending topped \$28.9 million through the end of August, compared to \$27.9 million for the entire election cycle in 2008, according to the Center for Responsive Politics. *[EdNote: Whaduyaknow? When the going gets tough, politicians discover the power of mail. Now if they can only keep that in mind as they approach postal legislative reform.]*

 **Attention Postal One! Users: IMb Services Update Full-Service Release** - The planned Full-Service Release 11 deployments for PostalOne!®, eVS, FAST®, Program Registration, and SASP **has been postponed**. The PostalOne! Release 32.0 "Production" **deployment** originally scheduled to occur on Sunday, October 14, 2012 **is now planned for Sunday, October 28, 2012**. The deployment to the "Test Environment for Mailers (TEM)" scheduled to occur on Monday, October 15, 2012 is now planned for Monday, October 29, 2012. **The decision to postpone deployment was made due to the technical issues currently impacting the Full Service MicroStrategy reporting environment.** This will allow the technical issues to be fully resolved prior to implementing changes into the production environment. Due to the high level of integration between these systems a decision was made to delay the entire release. Full-Service MicroStrategy reports Status Update - We are continuing to work on the technical issue impacting the Full Service MicroStrategy reporting environment. At this time we estimate that this will be resolved by Monday, October 15, 2012. At that point we will begin the process of updating the reporting environment with the data that has accumulated since the outage began on October 4, 2012. **We expect this catch-up processing to take approximately two weeks.** The MicroStrategy reports for eInduction, eMIR, Mail Data Quality, and Start-the-Clock will remain unavailable until Monday, October 15, 2012. When they become available on Monday, October 15, 2012, it will take approximately two additional weeks before the catch-up processing of the accumulated data is complete and available in the reports. The Mail Preparation Quality reports (address quality, mail acceptance verification, mail exception bulletin board, mail quality, and trend analysis) were not impacted by this issue and are available to mailers and current.

 **Attention Postal One! Users: Full-Service MicroStrategy reports Status Update IMb™ Services Update** We are continuing to work on the technical issue impacting the Full Service MicroStrategy reporting environment. At this time we estimate that this will be resolved by Monday, October 15, 2012. At that point we will begin the process of updating the reporting environment with the data that has accumulated since the outage began on October 4, 2012. We expect this catch-up processing to take approximately two weeks. The MicroStrategy reports for eInduction, eMIR, Mail Data Quality, and Start-the-Clock will remain unavailable until Monday, October 15, 2012. When they become available on Monday, October 15, 2012, it will take approximately two additional weeks before the catch-up processing of the accumulated data is complete and available in the reports. The Mail Preparation Quality reports (address quality, mail acceptance verification, mail exception bulletin board, mail quality, and trend analysis) were not impacted by this issue and are available to mailers and current.



Rate Change Notice!!



The Postal Service has filed both its market dominant and competitive price change at the PRC.

Market Dominant [http://www.prc.gov/Docs/85/85334/Notice Package.pdf](http://www.prc.gov/Docs/85/85334/Notice%20Package.pdf) **Competitive:**
[http://www.prc.gov/Docs/85/85329/Notice CP2013-3.pdf](http://www.prc.gov/Docs/85/85329/Notice%20CP2013-3.pdf)

The price for First-Class Mail single-piece letters will increase by just a penny when prices change in Jan. The new 46 cent Forever stamps will allow customers to mail letters to any location in the United States. Forever stamps are always good for mailing a one-ounce letter anytime in the future regardless of price changes. Prices for all products (Mailing and Shipping services) will increase by 4-percent, but prices for Mailing Services, such as regular letters and advertising matter, will increase only 2.6-percent. The Postal Regulatory Commission (PRC) will review the prices before they become effective Jan. 27, 2013. Today's Shipping and Mailing price filings will be available

on the PRC website at www.prc.gov and the new Mailing Service prices will also be available at <http://pe.usps.com>.




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


- The Postal Service has announced its price increase for 2013 for both its market dominant and competitive products. The prices are planned to take effect on January 27, 2013.
- October is Breast Cancer Awareness Month and PostCom adds its support to nationwide efforts to promote awareness of breast cancer issues. One great way to support breast cancer research is to purchase the Breast Cancer Research semipostal stamps from the USPS. Read more to find out how the stamp came to be and how you can help support the cause.
- USPS to close Kilmer P&DC during fall mailing season. The wrong approach to saving the Postal Service. Marketing's next five years: how to get from here to there. Postal Service offers buyouts. Quad/Graphics to acquire Vertis PostCom's newest member.
- Updates from the Domestic Mail Manul.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- Postal previews.


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




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

 [Washington Post](#): "Cash-strapped Postal Service, awaiting financial help from Congress, raises mailing rates"

 [The Herald News](#): *Lee Hamilton is director of the Center on Congress at Indiana University. He was a member of the U.S. House of Representatives for 34 years. "There is a widespread sense, both in Washington and around the country, that Congress has just ended one of the most listless and unproductive sessions in memory. When its members bolted town to go home and campaign, they left a long list of big issues unaddressed — immigration reform, "the fiscal cliff," climate change, entitlement reform, cyber-security. Even worse, they ignored the basics, too: a new farm bill; a Postal Service that desperately needs restructuring; spending bills to keep the government operating beyond next March. So there's no mystery why Congress's standing is so low not just among the public at large, but also among the people who pay close attention to its behavior. "An unsurpassed record of failure," is how USA Today characterized the just-concluded session."*

 [Gulf Times](#): The issue of "addressing" figured prominently in a number of panel sessions of the Universal Postal Union's (UPU) World Postal Congress. Individuals or groups without a proper address and identity are forced to remain anonymous owing to their miserable living conditions and are excluded from all levels of communication.

 [Anchorage Daily News](#): Akutan has a new airport, but it's miles from the town -- and on a different Aleutian island. A hovercraft is set to transport air passengers and cargo between Akutan and its airport, but the switchover is on hold while the U.S. Postal Service, the Alaska Department of Transportation and airlines bidding on the USPS mail contract sort out the details of who'll pay for what.

October 11, 2012



The PostalVision 2020 Initiative and Conference is about envisioning the American postal ecosystem of the future. But at the current rate of US Postal Service loss we won't have much to work with unless we fix its immediate financial crisis! **Postmaster General Pat Donahoe** has proposed a five year Plan to Profitability that is largely dependent upon reducing onerous pension prepayment obligations and eliminating redundant capacity resulting from declining First Class Mail volumes, but he needs a literal "Act of Congress" to authorize most of its actions. And this, of course, requires that both legislative houses come together to compromise on a number of desperately needed changes in current law. The Senate passed its bi-partisan *21st Century Postal Service Act* in April and **Sen. Tom Carper (D-Del.)**, the bill's co-author and a senior member of the Senate Homeland Security and Governmental Affairs Committee, along with **Rep. Elijah Cummings (D-Md.)**, the ranking Democrat on the House Oversight and Government Reform Committee, are urging the House "to bring their ideas to the table to work out their differences." **Rep. Darrell Issa, (R-Calif.)**, House Oversight and Government Reform Committee Chairman," wrote in a letter to **President Obama** that "the post-election lame-duck session will provide a much greater window of opportunity to enact legislation to restore the Postal Service to solvency." The Postal Service has already defaulted on \$11 billion in retiree health benefit payments to the U. S. Treasury during the past couple of months - hardly welcome news for a government already drowning in a Katrina-like flood of national debt. The Costs of Inaction are alarming and growing, currently running at a rate of \$25 million per day. But through earnest and compromising consideration for what must be shared in the way of cost reducing sacrifices, deficits can be brought under control and ultimately eliminated. Bi-partisan political posturing must be put aside for responsible collaborative decision making to take place for the benefit of future generations of Americans. By prioritizing the need to fix the USPS financial crisis immediately following the election, Congress can begin to set its own example, while taking a practical first step to fix the nation's debt as well! As a multi-billion dollar microcosm of our multi-trillion dollar debt crisis, the approach to fixing the Postal Service's fiscal challenge is a lot like fixing the debt. To fix the debt, **Erskine Bowles, Co-Founder, The Campaign to Fix the Debt**, says "We need our leaders to make these hard choices, these politically difficult choices. I'm confident that if this campaign succeeds in getting politicians to put partisanship aside and pull together, rather than pull apart, then the future of this country is very, very bright. But I'm equally sure that if we continue to kick the can down the road, duck the tough choices, shirk our responsibilities, then America is well on its way to becoming a second rate power."


Let Wendy Smith from Publishers Clearing House tell you why PCH is a member of PostCom and why she serves on PostCom's Board of Directors




Learn more about becoming a member of the Association for Postal Commerce

- [What is "PostCom"](#)
- [Why Join the Association for Postal Commerce](#)
- [Membership Application](#)
- [Dues Schedule](#)
- [Membership List](#)
- [Board of Directors](#)
- [See What Others Say](#)
- [Join PostCom](#)


	<u>Today!</u>
--	-------------------------------


 [Ars Technica](#): According to new figures published by the International Telecommunications Union on Thursday, six out of every seven people on the planet has a mobile phone. Fully a third of those, for a total of two billion, are from China and India. As smartphone prices continue to fall, and more people have access to other data devices, the ITU also reported mobile broadband continues to rapidly grow.


 [TechCrunch](#): Shutl, the London-based startup that promises to enable the delivery of online purchases within minutes of sale, has secured \$3.2 million in funding that it plans to put toward its upcoming debut in North America. The new money was brought in by Shutl's existing investors, which include UPS's strategic venture arm and Hummingbird Ventures, along with the participation of two new backers, e.ventures and Notion Capital. Shutl's last bit of funding was the \$2 million raise it announced in August, which was also provisioned to be put toward the impending North American launch. Coming to the U.S. is a big goal for Shutl, founder and CEO Tom Allason told TechCrunch's Mike Butcher earlier this year. "We are ready for the U.S., a market that we estimate will be worth around \$26 billion by 2016," he said then. To address a market that large will take some strength — and, of course, there are already some US-based startups such as Postmates and TaskRabbit who are hustling hard to tackle the ultra-quick delivery space.





*Congratulations to PostCom member **Marisa Anne Edmund** on being named [Target Marketing's](#) **Direct Marketer of the Year.***

 [Sydney Morning Herald](#): Australia Post will invest \$2 billion under its "future ready" strategy to digitise its mail delivery services and increase its parcel sorting capacity to handle the increase in packages expected to flood the country from the online shopping boom.


 [Letter to the PRC from Rep. Henry Waxman](#): "As the Representative of California's 30th Congressional District, which includes the City of Santa Monica, I am writing to appeal the United States Postal Service's (USPS) decision to approve the closure of the Santa Monica Post Office located at 1248 5th Street and to consolidate its operations at the Santa Monica Carrier Annex located at 1653 7th Street. In its decision to close the 5th Street Post Office, USPS failed in a number of instances to comply with 39 CFR 241.3, which establishes the rules governing USPS's decisions on post office closures."


 [Press Release](#): Quad/Graphics, Inc. and Vertis Holdings, Inc. today announced the execution of an agreement through which Quad/Graphics will acquire substantially all of the assets comprising Vertis' businesses for \$258.5 million, which includes the payment of approximately \$88.5 million for current assets that are in excess of normalized working capital requirements. Upon completion, the acquisition will enhance Quad/Graphics' position as a leader in the production of retail advertising inserts, direct marketing and in-store marketing solutions while providing continuity, financial stability and continued business investment for Vertis' clients and employees.


 [Bernama](#): The Universal Postal Union has elected a new deputy director general, Switzerland's, Pascal Thierry Clivaz who won 95 to 63 points to opponent United States' candidate Dennis Delehanty.

 [Post & Parcel](#): Royal Mail has announced plans for a "fundamental reform" of service terms as it provides last mile delivery for other postal operators and large customers. The UK universal postal service provider launched a


consultation yesterday on proposals that would make changes to the conditions for its Downstream Access activities. Royal Mail currently has 33 Access customers – companies including the likes of TNT Post UK, UK Mail and Secured Mail, who collect mail mainly from businesses before sorting it, and handing it to Royal Mail for the last stage of delivery. The state-owned postal service says it lost GBP 800m handling the final delivery of this mail since the Access market began in 2001, although the market provided a million-pound income for the first time in recent years last year. The company says opening up access to its last-mile network to rivals has meant losing out on a "significant amount" of revenue from fully sorting mail – revenue it says is needed to support the universal service.


 [MENA-FN](#): Sydney-based TZ Limited has re-affirmed that the Smart Parcel Locker tender it won from Singapore Post is far from a trial.

 [Dead Tree Edition](#): The chances of meaningful postal reform this year are slim if neither political party gets a mandate from Congressional elections – and none if one party wins control of both houses. That's the consensus of several postal experts who have spoken or written recently about the status of postal legislation.


 [Wall Street Journal](#): The U.S. Anti-Doping Agency's news release announcing its decision against cyclist Lance Armstrong includes this stark statement: "The evidence shows beyond any doubt that the US Postal Service Pro Cycling Team ran the most sophisticated, professionalized and successful doping program that sport has ever seen." No matter that the U.S. Postal Service ended its sponsorship of Armstrong's cycling team eight years ago. USADA's 202-page report and subsequent 1,000 pages of evidence further entangles the already beleaguered Postal Service in one of the most notorious doping stories in sports history. "The word that came to my mind was 'nightmare,'" said Darin David, senior director at the promotional agency The Marketing Arm. Loren Smith, the former chief marketing officer for USPS, said he had no regrets in sponsoring Armstrong's team from 1996 until 2004.

 [The Baltic Times](#): Lithuania and Latvia could establish a joint airline and postal company in the future.

 [Globes](#): Israel has not been reelected to the Universal Postal Union (UPU) Council of Administration at the Universal Postal Congress at Doha, Qatar. Israel has served on the Council of Administration for the past four years, but lost its bid for reelection. The Israeli delegation to the UPU Congress arrived late, after meetings had already begun, due to difficulties in ironing out security arrangements with the Qataris.

 [Bloomberg Businessweek](#): United Parcel Service Inc. may make an offer to resolve competition concerns set out by European Union regulators over its plan to buy TNT Express NV once it sees a formal complaint on the deal from the EU, according to two people familiar with the situation. The world's biggest package-delivery company will get a so-called statement of objections from the European Commission listing possible antitrust obstacles with the deal, the two people said. The objections may be sent as soon as next week after officials meet with UPS, said one of the people who asked not to be identified because the merger-review process is private. UPS hasn't yet made a formal offer to address EU concerns.

October 10, 2012

 [Wall Street Journal](#): FedEx Corp. will retire thousands of its iconic delivery trucks and retool its domestic U.S. network as part of a restructuring plan that aims to boost profits by \$1.7 billion over the next three years. The world's largest international air package-delivery company by revenue also dialed down its expectations for global economic growth from an estimate issued just last month, highlighting the challenge of weak business volume and clients moving to cheaper options such as ocean freight. Executives during an investor meeting outlined plans to make the company's core Express delivery unit more nimble, alongside cost-cutting efforts that include a previously disclosed buyout plan. FedEx, which pioneered overnight air delivery in the early 1970s, is focusing on its Express division to reap nearly \$1.6 billion of the "profitability improvement" targeted by 2016.

"The single biggest problem in communication is the illusion that it has taken place." —George Bernard Shaw



PostCom welcomes its newest member: [DYMO/Endicia](#) 385 Sherman Avenue Palo Alto, CA 94306-1864 represented by John Campo Vice President Government Relations

Listen to Vincent DeAngelis from Neopost USA tell you why his company chose to be a member of PostCom and why he serves as a member of PostCom's Board of Directors





Learn more about becoming a member of the Association for Postal Commerce


- [What is "PostCom"](#)
- [Why Join the Association for Postal Commerce](#)
- [Membership Application](#)
- [Dues Schedule](#)
- [Membership List](#)
- [Board of Directors](#)
- [See What Others Say](#)
- [Join PostCom Today!](#)





[UPS @UPS](#) Join UPS + @IDC for a live discussion about future of global trade. FREE Webcast at 2pm ET. Register: <http://bit.ly/T6gGyU> #highTech

 [Detroit Free Press](#): The unwillingness or inability of the U.S. Congress to deal with the sustainability issues facing the United States Postal Service (USPS) is one of the most egregious examples of government not working in the best interest of the people. Though the shift toward online communication and the drop in direct-mail advertising due to the recession have harmed the Post Office's financial stability, the real culprit has been Congress itself.


 [CorpComms](#): The Royal Mail has launched an interactive timeline charting its 500 year history. The timeline for the postal service chronicles important dates in British history with key developments at the Royal Mail, accompanied by music from through the ages.


 [AllAfrica.com](#): The officer-in-charge at the Gambia Postal Services Corporation (Gampost), says his institution has over the years registered significant developments in the area of postal services both in The Gambia and abroad.


 [The Guardian](#): EU antitrust regulators will next week tell United Parcel Service Inc that its bid for TNT Express is anti-competitive, a person close to the matter said on Wednesday, ratcheting up pressure on the U.S. company to offer concessions.


 [PR-USA.net](#): Melissa Data, a leading provider of contact data quality and direct marketing solutions, today announced Personator, an integrated data quality Web service designed to provide identity verification and fraud


prevention for ecommerce applications. Personator does this by offering the unique ability to determine whether associations between different elements, such as name and address, are correct. This increases accuracy by ensuring a valid and correct link between the data and identity of individual customer contacts.


 **PR-Inside:** ESE Direct, a retailer of industrial and commercial products, has noted an immediate growth in revenue, after implementing Postcode Anywhere on their ecommerce website. The B2B retailer use address validation from Postcode Anywhere to ensure a fast and efficient checkout process on their online store. After just one year of using the service, ESE estimates increased revenue by almost £50,000. Lee Newell, Online Marketing Executive at ESE Direct said: "We came to Postcode Anywhere as we needed a way to speed up our order entry process to enable us to handle the significant increase in business we have been enjoying over the last three years."


 **Business New Europe:** Russian Post (Pochta Rossii), the national postal service, was deemed one of Russia's most reliable and creditworthy companies in Russia at the end of September when Fitch awarded it an investment grade rating that propels into the "blue chip" league. It will have to be, as it gets ready to be transformed.


 **Post & Parcel:** Kenya's Bishar A Hussein has been elected as the new director general to lead the Universal Postal Union over the next four years. Ambassador Hussein is a former Kenyan postmaster general, and has served his country as Ambassador to the UAE. Hussein served as chairman of the UPU's Council of Administration from 2009-2012. [EdNote: PostCom has learned from the State Department's Dennis Delehanty that he did not win election as UPU deputy director general.]


 **New York Times:** *Frederic Rolando, NALC President* -- "The Senate's flawed postal bill downgrades service to the public and would destroy, not save, the Postal Service. It would, for example, lead to ending Saturday delivery — a penny-wise, pound-foolish idea that trims 2 percent of the budget by yielding 17 percent of service. This also jeopardizes the future by making it harder for the Postal Service to tap into the exploding e-commerce market, which is already profitable for the Postal Service but where much more could be done. The best day to deliver those packages: Saturday, when people are home."


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


 On Monday this week bpost reported that subsidiary Certipost (turnover 2011: 12.8m euros), which specialises in electronic communication and data transfer, was disposed. The company, which originally was established as a joint venture with telecommunications group Belgacom (among others CEP-News 25/08), was sold for 18.2m euros in cash to Finnish software firm Basware. According to the company, around 85,000 enterprises use Certipost's system.


 Italy's antitrust authorities have targeted Poste Italiane yet again. In a report to the Senate and the House of Representatives, the authority called for a separation of Bancoposta's activities from the traditional postal business. This was necessary to 'increase competition in the banking sector and to ensure more transparency in the postal sector'. Only through a clear allocation of the resources to the two business fields 'the danger of cross-subsidies could be avoided', the authority wrote.


 The planned privatisation of the Portuguese post next year (CEP-News 30/12) stirs the rumour pot. According to domestic media reports UPS has shown interest in CTT Correios' parcel and express unit. However, Daniel Carrera, UPS country manager Spain and Portugal, dismissed these reports immediately.

 Last week La Poste announced that it currently held negotiations with Crédit Mutuel Arkéa over the acquisition of its subsidiary Banque Privée Européenne (BPN). The privately operated bank (banking income: 59.5m euros, 321 employees) should enable Banque Postal to offer 'a full range of proprietary products'.

 The Dutch post will increase letter mail pricing at the beginning of the next year. A standard letter for example will cost 54 eurocent instead of 50 eurocent from January 1 on. The average markup for business clients would be 5%. PostNL explained the price hike with the continued volume decline and disclosed that the regulatory authority OPTA already approved the new pricing structure.


 The EU-Commission apparently wants to hinge its decision about the planned takeover of TNT by UPS on the competitors DHL and FedEx.


 The state should keep control of the Polish post, even in case of a privatisation. Michael Boni, minister for administration and privatisation, said this to journalists last week.


 Royal Mail plans to offer track & trace functionality for its return service Packetpost from February 2013 on.





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](#): In its latest bid to take on Internet powerhouse Amazon.com Inc. this holiday season, Wal-Mart Stores Inc. is promising same-day delivery in some cities for orders placed online. Called Wal-Mart To Go, the service costs \$10 regardless of the size of the order. The products will be shipped from the company's stores, not from a warehouse or distribution center. Wal-Mart began testing the same-day service last week in Philadelphia and northern Virginia. It added Minneapolis on Tuesday and will add San Jose and San Francisco later this month. The trial will last through the holidays.

 [Reuters](#): FedEx Corp., the world's second-largest package delivery company, plans to cut costs at its Fedex Express business to boost profitability amid slow growth in major economies, its chief executive said on Tuesday.

 [NZWeek](#): The United Nations global post agency on Tuesday marked World Post Day with a pledge to fully embrace the digital age with logistical and financial services. Postal services are not standing idly on the sidelines as they evolve and play their role in an era of new information and communication technologies, mobile telephones and the Internet, Dayan said. The Congress has already approved major proposals on future activities, especially in the areas of trade facilitation, financial services and financial inclusion, and postal e-services.


 [Gulf Times](#): Using a GPS-linked system, an Ireland-based company, aims to help locate dwellings in slums across the world. The man who developed the project Alex Pigot earned praise yesterday from delegates at the World Postal Congress after he presented the project on the postal conclave day. Pigot, who is the chairman and managing director of Go Code, has named the programme 'Addressing the Unaddressed'. Pilot experiments were held at a slum in Chetla, in India's Kolkata city, which has around 250,000 inhabitants. This ambitious project will cover around 300,000 dwellings in different Kolkata slums. After implementing the 'Addressing the Unaddressed' project in Kolkata, Pigot plans to take it to other cities in South America and Asia.


 [The Guardian Nigeria](#): The Postmaster-General of the Federation, Mallam Ibrahim Mori Baba, has said that Nigeria would vigorously pursue the integration of postal networks within the West African sub-region to improve the quality of service.


 [Times of India](#): The postal department has increased the rates of Speed Post deliveries by 42-56% from October 1. This is the first time since 2007 that the tariff has been revised. Domestic charges have been increased from Rs 12 to Rs 17, including service tax, while the 'One India' tariff has gone up from Rs 25 to Rs 39. The department incurs a cost of Rs 54 on each dispatch but absorbs the loss given its public service mandate. Private couriers charge Rs 110. "The biggest users of Speed Post are institutional users, law firms and corporate entities that dispatch bulk mails. Banks, for instance, use this service to send credit card statements, and even credit cards. Annual reports, high court

papers are all sent by Speed Post," says outgoing director (headquarters) Abha Singh. Singh points out that despite the increase, this service works out far cheaper than private courier firms.

October 9, 2012


 **Attention Postal One! Users:** We are encountering instability in the Full Service Business Intelligence Data Store. As a result we are unable to provide access to PO! Microstrategy reports (Mail Data Quality, eInduction, Start-the-Clock exclusion and eMIR) and Mailer feedback (Mailer Data Quality, Start-the-Clock and Container/Tray Visibility data) has not been refreshed since 10/4/12. Full Service ACS COA/Nixie and Start-the-Clock feedback are not impacted by this outage. The team is working to ensure these system issues do not affect the integrity or cause loss of mailer data. Further notification will be sent when Mailer Feedback resumes and reports are available.


 **Post & Parcel:** Pascal Clivaz, who is standing for election to be UPU deputy director-general this week, tells James Cartledge how he believes the UPU must support the postal sector during the next four years.


 The U.S. Postal Service Office of Inspector General invites you to comment on this week's "[Pushing the Envelope](#)" blog topic: **Modeling Isn't Just For Ships Anymore**. Using a systems modeling approach, the Office of Inspector General has explored some of the main components of the postal supply chain. Our blog this week looks at this approach and considers some of the challenges in collecting the necessary information to ensure models produce optimal solutions. To learn more, go to blog.uspsoirg.gov.


New audit projects have been started on the external website.


- [Enterprise Data Warehouse \(EDW\) – Cost of Use – 13BG001FF000](#) The Enterprise Data Warehouse (EDW) serves as the Postal Service's repository of data that users can download information from for management analysis, decision making, and other purposes. Our survey will review users' needs and their ability to obtain adequate data in a timely manner. We will solicit user feedback, positive or negative, about EDW experiences, functionality, and ease of use for operational and analytical needs.
- [Retiree Health Benefits Costs – 13BG004FT000](#) Postal Service retirees' may participate in the Federal Employees Health Benefit Program (FEHBP). The Postal Service is obligated to fund the Government contribution of retiree health benefits costs, and is billed monthly by the Office of Personnel Management (OPM). The Postal Service pays OPM for its share of retiree health benefits costs on a pay as you go basis. The invoice includes the "initial pay portion" which consists of the retirees first month's health insurance premium, administrative fees, and any changes to a retiree's health insurance, among other things.


 **4-Traders:** Posts worldwide are celebrating **World Post Day** today, as the Universal Postal Union holds its 25th Universal Postal Congress in Doha, Qatar. In his annual message, UPU Director General Edouard Dayan says postal services are not standing idly on the sidelines as they evolve and play their role in an era of new information and communication technologies, mobile telephones and the Internet. "Posts are an integral part of the increasingly digital world."


 **Post & Parcel:** The Universal Postal Union and its 192 member countries have pledged to improve the efficiency of the global postal networks with better use of technology and standards. In an era of declining mail volumes and rapid consumer and technological change, the UPU Congress in Doha agreed to drive efficiency and interconnectivity between the world's postal administrations, to improve core letter and parcel services while diversifying the business. As well as continuing the UPU's role is sharing expertise between the world's posts, the Doha Postal Strategy also set out priorities to help postal operators invest in three "dimensions" – physical delivery, financial services and digital/electronic communications.

 **The Baltic Course:** The postal service Eesti Post's feature for sending e-mail to conventional mail boxes has won a prize for innovation at a Brussels postal expo.

 [Yahoo! Finance](#): Citi cut its earnings forecast for UPS, citing weakening speedy package volumes and rising fuel costs. The world's largest package delivery company and rival FedEx Corp. have both said that their fastest shipping services are trailing off as customers try to conserve cash.

 [Wall Street Journal](#): The official who formerly targeted ethical problems at the Securities and Exchange Commission was himself blamed for ethical lapses in a probe related to a \$7 billion Ponzi scheme, a watchdog said. Former SEC Inspector General David Kotz had a "personal relationship" with Dr. Gaytri Kachroo, a lawyer for victims of the R. Allen Stanford Ponzi scheme, and he violated ethics rules by opening an investigation into the receiver for the failed Stanford brokerage after she asked him to, the U.S. Postal Service Inspector General concluded in a report.

 [United Nations Regional Information Centre](#): World Post Day is celebrated this week, raising awareness of the role of the postal sector in people's and businesses' everyday lives. With the decline of letter-post volumes, financial services offer new growth opportunities for postal services, and they are gaining ground as Posts consider strategies to diversify the business. Fifty-one postal operators worldwide held 1.6 billion savings and deposit accounts in 2010. With the average postal client holding an estimated 1.5 accounts, this brings the number of people banked through the Post to more than one billion, according to the research presented at the 25th Universal Postal Congress in Doha. With 660,000 contact points in the world, Posts and their financial subsidiaries come only second to banks in their potential to contribute to financial inclusion. There are 523,000 bank branches and ATMs in the world, according to the International Monetary Fund. The report recalls that several hundred million people also use the Post to make and receive domestic and international transfers or pay government or utility bills, whether or not they hold a postal savings account.

 [Gulf Times](#): Four ministers from India, Brazil, Kenya and Tanzania highlighted the importance of equipping the postal networks across the world, notably in less developed countries, to provide banking and other financial services.

October 8, 2012



[Now hear this: "This Week In Postal".....the latest podcast posted now! \(A three-part event\)](#)




Join the [Mailing and Fulfillment Service Association](#) on October 30 (1:00-2:30 p.m. Eastern Time) for a webinar on folded self-mailers. Space is limited. Reserve your Webinar seat now at: <https://www2.gotomeeting.com/register/440240898>

 [Live webcast of PMG Patrick Donahoe at the Universal Postal Union](#). "The World in 2020." [EdNote: The PMG presented his 2020 strategic vision for the U.S. Postal Service.]


PostalVision 2020

So, you never made it to PostalVision 2020 Part 2. Don't fret. Videos of each of the sessions have been posted on the [PostalVision 2020 website](#).


 All videos of the Universal Postal Union Congress are archived at: webtv.un.org/meetings-events/conferencessummits/25th-universal-postal-congress-7-11-october-2012-doha-qatar/


 [The Guardian](#): We have surrendered our handwriting for something more mechanical, less distinctively human, less telling about ourselves and less present in our moments of the highest happiness and the deepest emotion. Ink runs in our veins, and shows the world what we are like. The shaping of thought and written language by a pen, moved by a hand to register marks of ink on paper, has for centuries, millennia, been regarded as key to our existence as human beings. In the past, handwriting has been regarded as almost the most powerful sign of our


individuality. In 1847, in an American case, a witness testified without hesitation that a signature was genuine, though he had not seen an example of the handwriting for 63 years: the court accepted his testimony. Handwriting is what registers our individuality, and the mark which our culture has made on us. It has been seen as the unknowing key to our souls and our innermost nature. It has been regarded as a sign of our health as a society, of our intelligence, and as an object of simplicity, grace, fantasy and beauty in its own right. Yet at some point, the ordinary pleasures and dignity of handwriting are going to be replaced permanently.


 [Advertising Age](#): "If Marketing Had a Five-Year Plan, Here's What It Would Be and What You Can Do to Prepare" Imagine five years out. Once again the ad business will be growing. But a new media and marketing order will be taking hold. In measured-media terms, in 2016, the furthest year forecast by eMarketer, TV will still own the biggest piece of the marketing pie (36%), but just barely. Online advertising, at 31%, is sure to be hot on its heels. Further behind but growing fast will be mobile, whose share will have jumped from about 1% today to 5% as marketers chase a wholly mobile consumer reveling in constantly improving gadgets and services.

October 7, 2012

 [The Times of India](#): A day after the domestic LPG cylinder price hike shocker, Hyderabadis were subjected to another shock, this time unannounced, by the transport department. The Regional Transport Authority (RTA), on Saturday, quietly increased postal charges from Rs 25 to Rs 35. Incidentally, most RTA documents are delivered through post. Two years ago, RTA officials had made it mandatory to deliver most documents like driving licence, especially those pertaining to non-transport vehicles, by post to avoid the role of middlemen. Since then, they had been collecting Rs 25 for each service citing postal charges. However, from Saturday afternoon, the RTA officials started collecting Rs 10 extra from the applicant during payment for transport services at the concerned eSeva.

 [The Columbia Missourian](#): Once a staple of birthdays and holidays, paper greeting cards are fewer and farther between — now seen as something special, instead of something that's required. The cultural shift is a worrisome challenge for the nation's top card maker, Hallmark Cards Inc., which last week announced it will close a Kansas plant that made one-third of its greeting cards. In consolidating its Kansas operations, Kansas City-based Hallmark plans to shed 300 jobs. According to a U.S. Postal Service study, correspondence such as greeting cards fell 24 percent between 2002 and 2010. Invitations alone dropped nearly 25 percent just between 2008 and 2010. The survey attributed the decline to "changing demographics and new technologies," adding that younger households "both send and receive fewer pieces of correspondence mail because they tend to be early adaptors of new and faster communication media."


 [EIN News](#): The Honourable Lisa Raitt, Canada's Labour Minister, congratulated Canada Post and the Canadian Union of Postal Workers (CUPW) - Urban Operations Unit on reaching a new tentative collective agreement.


 [Dead Tree Edition](#): The U.S. Postal Service's proposal to downsize its workforce with an employee buyout received support Saturday from a long-time adversary. William Burrus, former president of the agency's largest labor union and long a vocal critic of USPS management, urged fellow APWU members not to hold out for a better offer than the \$15,000 incentive announced this week. "If you intend to retire my advice is to 'take the money and run,' there is zero possibility that the amount will be increased."


October 6, 2012

 [From the Federal Register: Postal Regulatory Commission PROPOSED RULES New Postal Product](#), 61307–61308 [2012–24706][[TEXT](#)] [[PDF](#)]

 [Ceylon Today](#): The Ceylon Postal Services Union (CPSU) alleged that the Postal Department is being privatized and that it has shut down several main post offices islandwide.

 [The Spectator](#): More than 7,400 Canada Post employees received a performance bonus for their work last year, even though the Crown corporation was badly in the red for the first time in 16 years.

 **PRNewswire:** The U.S. Postal Service, which employs more than 40,000 individuals with reportable disabilities, will join forces with the National Association of People with Disabilities, the U.S. Business Leadership Network and other organizations to celebrate and recognize the many and varied talents of American workers living with disabilities.


 **DMM Advisory: Proposed New Marking Standards for Parcels Containing Hazardous Materials.** The proposed rule Federal Register revises mailing standards to adopt new mandatory marking standards for parcels containing mailable hazardous materials that will align with revised requirements provided by the Department of Transportation (DOT). This proposed rule also provides terminology and categorization changes in response to DOT's pending elimination of the "Other Regulated Material" (ORM-D) category and partial elimination of the "Consumer Commodity" category.


October 5, 2012

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


- **PostalOne!® Release Webinars** – Mailer webinars will be held on October 9, 2012, at 1 p.m. EDT and on October 11, 2012, at 11 a.m. EDT. The webinars will cover changes and enhancements to the PostalOne!® system, various reports, and initiatives. Complete webinar log-in information can be found on the RIBBS® Intelligent Mail Education page at <https://ribbs.usps.gov/index.cfm?page=intellmailpresentations>.
- **Reminder: PostalOne! Release 32.0.0** will deploy on Sunday October 14, 2012. Release 32.0.0 will require an extended maintenance window with an outage from 8 p.m. Saturday, October 13, 2012, through 9 a.m. CDT Sunday, October 14, 2012. A mandatory Mail.dat® client download will be available immediately following the software update.
- **Test Environment for Mailers (TEM)** — PostalOne! Release 32.0.0 will deploy to the Test Environment for Mailers (TEM) on Monday, October 15, 2012. PostalOne! TEM will be unavailable from 4 a.m. through 4 p.m. CDT.

INDUSTRY ALERT This is to update you on the change to U.S. Postal Service's plans to consolidate mail processing operations at the Kilmer NJ Processing Distribution Center. In May, we notified you of the conclusion of the AMP study of Kilmer P&DC. The previously announced decision moves some mail processing operations from the Kilmer P&DC to the Dominick V Daniels P&DC in response to workload, declining volume and revenue. The original decision announcement stated we were looking to begin the consolidation in January 2014. However, in the May notification we also indicated that it was possible operational requirements could advance this consolidation to a date sooner than January 2014. Accordingly, the Kilmer facility scheduled move has been moved up and will be moving the AADC and SCF processing operations beginning October 2012. Existing Retail and Business Mail Entry operations will continue at the Kilmer NJ Facility for customer's convenience. The Kilmer facility will continue to accept Destination Delivery Unit (DDU) dropship mail for the ZIP Codes served by them. Mailers who prepare Destination entry rate or "discounted" mailings for the Kilmer NJ P&DC ZIP Codes may begin taking their drop shipment to Dominick V Daniels P&DC effective with the labeling list changes October 15, 2012. Customers will have a grace period until December 31, 2012 to incorporate this change into their systems and processes. All dropships must be in compliance with the labeling list changes by January 1, 2013.

 **Media Daily News:** Madison Avenue, directly or indirectly, allocates nearly a trillion dollars in advertising budgets to influence consumers via media -- but how much do the personal media habits and interests of industry pros influence the media they use to do that? It's an old question that is taking on new impetus in the age of hyper-accelerated digital media change, and some new research indicates that the personal media habits of industry pros aren't anything like that of the consumers they are charged with influencing. *[EdNote: In other words, some of these marketing and advertising gurus would rather talk to you about the world as they want it to be rather than the way that it is. Here's a hint: Stick with mail.]*

 **Gulf Times:** Even as extensive deliberations are taking place at the Universal Postal Union's (UPU) World Postal Congress on the possibility of the industry diversifying its operations further, a number of delegates attending the

21-day meeting feel that many national postal corporations have been unable to launch initiatives in this direction owing to issues beyond their control. "National postal corporations could undertake diversification plans on their own, in line with the existing rule framework in their respective territories," UPU Director General Edouard Dayan told Gulf Times yesterday.

 **Washington Post:** In another attempt to put a dent in the huge financial losses suffered by the U.S. Postal Service, the agency has negotiated a buyout plan with its largest labor organization, the American Postal Workers Union (APWU). The union said full-time career employees are eligible for a \$15,000 payment in two installments; \$10,000 in May of 2013 and \$5,000 a year later. Most who take the offer will leave at the end of January.



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


- The Bureau of Labor Statistics (BLS) has released the August 2012 CPI figure. This figure is used in calculating the available USPS price cap. The price cap is a 12-month formula that was determined and finalized by the Postal Regulatory Commission after the passage of the Postal Accountability and Enhancement Act of 2006.
- The Postal Regulatory Commission (PRC) on September 29, 2012, issued its long-awaited advisory opinion concerning the USPS changes to service standards and network rationalization. The USPS in December 2011 had requested an advisory opinion from the PRC in response to its multi-year phased approach. The PRC in its advisory opinion supported the USPS' phased approach to network and service standard changes, but questioned the USPS' cost savings estimates as well as concluding that the USPS could significantly reduce its network and realize substantial cost savings while preserving most current service levels. In addition, the PRC provided the USPS with analytical advice on its network modeling, cost savings estimates, and estimates of potential volume loss.
- According to Senator Carper and Rep. Cummings, "we still hope that Republican House leaders will step up and do their part to help fix the serious, but solvable, financial challenges facing the Postal Service. We're ready to bring our ideas to the table and work out our differences in a conference committee. Members of Congress from both parties believe we can and should come together and do the right, responsible thing. We urge House leaders to do so quickly so we can preserve the Postal Service for future generations."
- The Association for Postal Commerce Board of Directors meet this week in Washington, DC to discuss issues faces the industry, elect and re-elect board members, and to set its course of business for the remainder of the year.
- 5-day delivery and reduced USPS service standards could face legal barrier. USPS offers buyouts to clerks, others represented by APWU. Chairman Goldway receives national customer excellence award. USPS' slow demise looks suspiciously like deliberate homicide. The wait for postal default. GrayHair adds another direct marketing expert to its management team. Welcome back to USPS CIO Burgoyne. NCSC moves. New message from PRC Chairman.
- Updates from the Domestic Mail Manul.
- Updates from the Federal Register that affect the mailing industry.
- An update from the USPS Office of Inspector General.
- A review of postal news from around the world.
- Postal previews.


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




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

October 4, 2012


 [Postalnews Blog](#): Carper never admits what he certainly knows full well: that the vast majority of the USPS's financial losses were arbitrarily created by Congress. Maybe Carper and company should worry less about "reforming" the USPS, and more about doing their job. Right now, that job includes correcting the mistakes they made in 2006. Until Congress "reforms" itself, it will be hard to take seriously any advice they have for the postal service.

 [Belarusian Telegraph Agency](#): A group of foreign experts, who have put together a complex plan for the reformation and development of the postal service industry in Belarus, suggest that the Belarusian state-run postal service enterprise Belpochta should be reincorporated as a joint-stock company, Belpochta Director General Irina Saksonova told media on 4 October.

 [Laos Nationalist](#): An Post is entitled to deliver mail to customer's addresses that are different from the actual geographical address, the High Court has ruled. An Post had brought High Court proceedings arising out of a direction by the Commission for Communications Regulation (ComReg) which regulates postal services to deliver mail to a specified customer using the actual geographical description of that customer's house instead of their postal address which was different. An Post opposed the direction on grounds including that it amounted to an unacceptable form of micromanagement of its postal delivery service.

Attention Postal One! Users:

- **PostalOne!® Release 32.0.0:** The Deployment of PostalOne!® Release 32.0 will require an extended maintenance window to complete all software updates. There will be a PostalOne!® outage from 8:00 p.m. CDT on Saturday, October 13, 2012 through 9:00 a.m. CDT on Sunday, October 14, 2012. A mandatory Mail.dat® client download will be available immediately following the software update.
- **PostalOne!® Release 32.0 Deployment to Test Environment for Mailers (TEM):** will occur on Monday, October 15, 2012, and PostalOne! TEM will be unavailable from 4:00 a.m. through 4:00 p.m. CDT.

 **DMM Advisory: October DMM Update** *Postal Explorer*® (pe.usps.com) is your source for up-to-date mailing standards. The Domestic Mail Manual (DMM®) is fully searchable on Postal Explorer and features fly-out menus, cross-reference links, and an extensive subject index. On October 1, we updated our mailing standards to include the following changes:


- **Package Intercept – Extra Services.** We revised [503](#) and [507](#) to align standards for the current USPS Package Intercept service options. We published this information in the August 31, 2012, Postal Bulletin.
- **Periodicals — Recognition of Distribution of Periodicals via Electronic Copies.** We revised [707.6.0](#) to recognize electronic fulfillment as a legitimate means of distribution of copies of Periodicals publications to subscribers and requesters. We published this information in the September 5, 2012, Postal Bulletin.
- **Holiday Mobile Shopping Promotion.** We revised [709.3.0](#) to add a new temporary Holiday Mobile Shopping Promotion ("Promotion"), that will take place during November of 2012 for Presorted and automation First-Class Mail cards, letters and flats, and Standard Mail letters and flats containing two-dimensional mobile barcodes ("mobile barcode") readable by consumer mobile devices. We published this information in the September 7, 2012, Postal Bulletin.
- **Revised Eligibility Criteria for Parcel Returns.** We revised [433.1.3](#), [505.3.0](#) and [705.25.1](#) to provide commercial base pricing eligibility for First-Class Package Service™ mailpieces returned using Merchandise Return Service (MRS), and to expand the eligibility for participation in the scan-based payment (SBP) program. We published this information in the September 7, 2012, Postal Bulletin.


 *From the Federal Register:*


Postal Regulatory Commission

NOTICES

New Postal Products ,		
60725 [2012-24427]		[TEXT] [PDF]
60729-60730 [2012-24431]		[TEXT] [PDF]
60728-60729 [2012-24436]		[TEXT] [PDF]
60726-60727 [2012-24438]		[TEXT] [PDF]
60727-60728 [2012-24440]		[TEXT] [PDF]
60725-60726 [2012-24441]		[TEXT] [PDF]
Postal Service		
NOTICES		
Product Changes:		
	Express Mail and Priority Mail Negotiated Service Agreement ,	
60730 [2012-24428]		[TEXT] [PDF]
	First-Class Package Service Negotiated Service Agreement ,	
60730-60731 [2012-24439]		[TEXT] [PDF]
60731 [2012-24442]		[TEXT] [PDF]
60731 [2012-24447]		[TEXT] [PDF]
60730 [2012-24456]		[TEXT] [PDF]
60730 [2012-24461]		[TEXT] [PDF]

 **Wall Street Journal:** An estimated 300 million people in the country of 1.2 billion have no official identification documents, according to UIDAI. This prevents them from opening bank accounts or getting work in the formal sector. The UIDAI issued its first Aadhaar (meaning foundation) number two years ago. India Post has admitted that it has struggled to deliver the Aadhaar numbers.

 **WOWT:** A Nebraska antique dealer says her faith in the U.S. mail has been broken, but postal officials say they're not at fault.

 **DMM Advisory: IMb™ Services Update** Mailers and mail service providers that use the Intelligent Mail® barcode and prefer to use the original "Traditional" version of ACS (for example, #BWXYZZZ) have been notified of the new IMb™ Service Type ID assignments for 2013. A copy of the announcement is on RIBBS at: <https://ribbs.usps.gov/acs/documents/announcements/2012ACSANNOUNCEMENTS/> Additional documentation has been developed to help Traditional ACS Mailers that use the Intelligent Mail Barcode understand what to do and what to expect during the transitional period (January 27 through March 1, 2013). All related documents have been posted to the RIBBS ACS Announcements page:

- [Traditional ACS Service Type ID Transition Period Expectations - 10/2/2012](#)
- [Traditional ACS Service Type ID Q&A - 10/2/2012](#)
- [Traditional ACS STID changes effective on January 27, 2013](#)

 **At the Postal Regulatory Commission: Workers' Compensation and Estimation Report for Fiscal Year 2011**


- http://www.prc.gov/docs/85/85294/FY11_PRC_Report_-_Workers_Compensation.xls
- http://www.prc.gov/docs/85/85294/Letter_WorkersCompFY2011_20121003154847.pdf

October 3, 2012



[Letter Carriers @NALC National](#) Pres Rolando's LTE in [@RegisterCitizen](#) refutes inaccurate assertions about reasons behind USPS's financial situation.

<http://www.registercitizen.com/articles/2012/10/03/opinion/doc506bbe2f42b17427693475.txt?viewmode=fullstory>.

 **The Hill:** Imagine this scenario: An American business with a workforce the size of Wal-Mart defaulted on a \$5.5 billion payment to its creditors in August, and defaulted again last weekend. On top of that, the company is losing \$25 million a day. Nightmare? Sadly, it's the hard reality facing an institution that has been a critical part of our nation's fabric for more than 200 years — the United States Postal Service.




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

- [Efficiency of the Los Angeles, CA International Service Center \(NO-AR-12-009\)](#). Our audit determined that management at the Los Angeles International Service Center (ISC) has made progress in improving productivity in fiscal year (FY) 2012, but further opportunities for enhancement exist. ISC management did not fully evaluate operational efficiency and staffing based on workload, establish realistic productivity goals or targets, or always properly supervise employees; and did not maximize the use of automated and mechanized equipment. Consequently, the Los Angeles ISC used more workhours than necessary to process its mail volume.
- [Global Positioning System Technology for Highway Contract Routes \(NL-AR-12-009\)](#). Our audit determined that opportunities exist for the U.S. Postal Service to improve and expand the use of the global positioning system (GPS) for highway contract routes. We found the GPS program was capturing limited data and not providing useful reports for highway transportation route management. Insufficient system reporting capabilities and inadequate data retention requirements were contributing factors. Consequently, the program was not being used and had not achieved its intended results. We also determined the program could potentially include additional routes; provide maximum use of actionable reports with enhanced data analytics; use real-time alerts and enhanced geo-fencing (or assigning geographical borders); and include fuel analysis and route optimization information.
- [Land Optimization – Northern Virginia District \(DA-AR-12-003\)](#). Our audit determined that the Postal Service can improve procedures for identifying and disposing of excess land space in the Northern Virginia District. While there is a requirement to conduct excess space, building, and land evaluations, there is no specified frequency for reporting those reviews.
- [Motor Vehicle Accident Prevention Program \(HR-AR-12-006\)](#). Our audit determined that while the Postal Service has established procedures to monitor and oversee motor vehicle safety, supervisors did not always follow prescribed procedures. We identified issues relating to driving observations, vehicle safety inspections, and monitoring of driving privileges.
- [Post Office Discontinuance Accounting Procedures \(FF-AR-12-007\)](#). Our audit determined that the Postal Service properly accounted for disposition of assets and liabilities at discontinued units; however, it did not properly allocate and provide adequate visibility of revenue and expenses at discontinued postal retail units. Specifically, the Postal Service did not allocate revenue and expenses to the appropriate gaining unit after discontinuing operations at 271 (or 50 percent) of the 537 postal retail units or provide adequate visibility of financial transactions at 221 (or 41 percent) of the 537 units. Rather, transactions from these units were commingled with transactions from related units.
- [Postal Service Challenges in the Equal Employment Opportunity Process \(HR-MA-12-003\)](#). Our audit determined that the Equal Employment Opportunity Commission's (EEOC) process for certifying class-action complaints by federal employees is less rigorous than the legal process governing class actions filed in federal court under the Federal Rules of Civil Procedure (FRCP) by private sector employees. Specifically, federal employees need to meet fewer requirements for a case to be certified as a class action by the EEOC and federal agencies can only appeal an EEOC class certification decision to the EEOC's Office of Federal Operations. If the Office of Federal Operations upholds the EEOC's decision, the agency has exhausted its appeal rights regarding certification. Moreover, an independent review by the court system of critical class certification decisions is not an option for the Postal Service.
- [St. Louis Network Distribution Center – Postal Vehicle Service Operations \(NL-AR-12-008\)](#). Our audit determined that St. Louis Network Distribution Center (NDC) staff executed effective and efficient loading

policies and practices, but managers did not adhere to the productivity standards of 40 trailer moves per day in the yard for Postal Vehicle Service drivers. Our analysis showed each driver performed an average of 16 moves per day and, as a result, the facility expended more driver workhours than necessary. We also observed drivers not consistently using safety belts while driving in the NDC yard.

- [Travel Expense Reimbursements and Travel Card Usage \(FT-AR-12-014\)](#). Our audit determined that Postal Service employees claimed expenses on their travel reimbursements and inappropriately used their travel cards and we referred those issues to our Office of Investigations, as appropriate. We found six cases where employees canceled a higher-priced airfare, traveled on a lower-priced one, but claimed the higher-priced fare on the travel reimbursement request and 39 cases where employees claimed a canceled fare but did not reimburse the Postal Service. In addition, eTravel allows employees to have their per diem reimbursements paid to the travel card rather than directly to their personal bank account, which can result in a credit balance and encourage employees to use it for personal purposes, which is prohibited.
- [Vehicle Parts Inventory Management – Northeast Area \(DR-AR-12-007\)](#). Our audit determined that managers at selected Northeast Area Vehicle Maintenance Facilities generally purchased and maintained inventory levels for national ordering agreement (NOA) and non-NOA parts. We found that part inventory balances for 81 percent of our sample were sufficient and within established levels, 18 percent were below minimum levels, and only 1 percent exceeded the maximum level. Not maintaining minimum established inventory levels could potentially increase delays in vehicle repairs.

 [PrintCAN](#): Canada Post is taking new steps to help printers sell direct mail with the introduction of new machinable mail specifications. The postal giant is allowing horizontal addresses on envelopes, while also introducing extended address zone specifications, which can be viewed in detail here. "Quiet zones", the amount of space required to be left blank on an envelope, has also been reduced, leaving more room to be creative.




From the [Postal Regulatory Commission Chairman](#):


"As the primary regulator of the U.S. Postal Service, the Postal Regulatory Commission's core responsibility is to ensure transparency and accountability of Postal Service operations that have a nationwide impact on service. On August 23, 2012, the Commission issued its Advisory Opinion on the Postal Service's Post Office Structure Plan (POStPlan), an initiative to match post office retail hours with workload, Docket N2012-2. The Commission acknowledges that under POStPlan more than 13,000 post offices nationwide may experience a reduction in retail service and customer convenience related to decreases in weekday hours of operation. The Commission based its Opinion of POStPlan on public policy and in support of the Postal Service's option to alleviate the likelihood of having to completely shutter community post offices. To enhance the implementation of POStPlan, the Commission's Advisory Opinion provided recommendations concerning accessibility, community input, revenue and staffing.

"While I am pleased that the Postal Service has initiated a process for soliciting community involvement through surveys and town hall meetings, and is keeping the community abreast of its efforts to stabilize the Service's financial outlook, I feel the Commission should keep abreast of consumers' experiences with the implementation of POStPlan. To submit comments to the Commission about POStPlan implementation, please contact our office of Public Affairs and Government Relations at: Email: PRC-PAGR@prc.gov Phone: 202-789-6800 Fax: 202-789-6891 We look forward to receiving your feedback."




[Attention Postal One! Users](#): This is to update you on the performance issues identified during the software upgrade with the SASP system that created the delay in eDoc processing. As a result the Mailer feedback (Mailer Data Quality, Container/Tray Visibility) data availability has been delayed until the backlog was anticipated to clear. The backlog has been reduced to less than two (2) days and should be back to normal processing by close of business Thursday, October 4, 2012. Notification will be provided when the backlog is clear and processing returns to normal.


 [Business Wire](#): Businesses across Canada now are able to better reach specific audiences with the right marketing messages by using a tool developed by Canada Post and Accenture. Precision Targeter enables marketers and businesses to design individualized marketing campaigns using census information at the neighborhood level. It combines Canada Post's complete address database with Canadian census data to provide detailed information, including household income, education, age and marital status. "Getting a greater return on marketing dollars is of the utmost importance to small- and medium-sized businesses. With Accenture's help, we are able to put the customer in control" Accenture, working closely with Innovapost and Canada Post's online teams, developed the application, leveraging innovative and creative systems integration, geo-mapping and project management expertise. Precision Targeter is a free, online tool.


 [PEHub](#): Satori Software today announced that it has acquired the Postalsoft Presort software from SAP America, Inc. Now the exclusive source for the Postalsoft Presort software, Satori Software is positioned to deliver innovative mailing technology as the needs of the industry grow and evolve. Satori Software will continue to provide customers with the full suite of SAP® BusinessObjects® Postalsoft solutions, which includes SAP BusinessObjects Postalsoft ACE, DataRight IQ and Match/Consolidate modules.


 [Azerbaijan Business Center](#): Azerpocht Ltd, the national postal operator of Azerbaijan, is preparing to start-up the system of urgent money transfers (UMTs) via Secured Transfer of Electronic Financial Information (STEFI) with Belarus. Novruz Mammadov, the head of the Postal Office of the Ministry of Communications & Information Technology (MCIT), says that in August Azerpocht Ltd introduced a system of money transfers via STEFI between Azerbaijan and Ukraine.

 [From the Federal Register](#): **Postal Service PROPOSED RULES** New Marking Standards for Parcels Containing Hazardous Materials , 60334–60339 [2012–24296] [[TEXT](#)] [[PDF](#)]


 [The Daily Free Press](#): Although the U.S. Postal Service stays afloat despite mounting debt, some Boston businesses and students said they do not use it and would not be affected if it shut down.


 [Patriot Ledger](#): Lynch said the congressional leadership has not been receptive to moving along bipartisan attempts to address structural problems until after the election. Among the frozen initiatives is one he and a colleague crafted to address the financial insolvency of the U.S. Postal Service. He said the plan would use overpayments postal employees have already made to their pension and health and welfare funds to move about 100,000 employees into retirement and close 4,000 post offices without layoffs.

 [Washington Post](#): News this week that the U.S. Postal Service has defaulted on a second \$5.6 billion benefits payment — the second miss in two months — is sure to reawaken a debate among think tanks such as the Cato Institute and the Heritage Foundation that USPS should be privatized.


 [Bloomberg Businessweek](#): European Union antitrust regulators are analyzing whether a combination between United Parcel Service Inc. and TNT Express NV would be sufficiently challenged by express delivery rivals FedEx Corp. and Deutsche Post AG's DHL Worldwide Express, the bloc's antitrust chief said.


October 2, 2012


 [Wall Street Journal](#): EBay Inc. is taking aim at one of its users' most vexing problems: international shipping. In August, the San Jose, Calif., Web company quietly began testing a program allowing some sellers to send merchandise abroad by shipping to a post office box and letting a logistics company handle the rest.

 [Harvard Business Review](#): Why do leaders wait too long to modify or abandon their business models? The Postal Service, even with the constraints of its government mandate, has known for years that its traditional model was coming apart. There are two keys for getting ahead of the business model curve, both of which apply to managers at all levels. First is to remember that no business model lasts forever. The most dangerous trap that any manager can fall into is complacency. The second key is to continually and actively be on the lookout for new business


opportunities that can potentially replace the current model. If you only invest in refining today's business model you'll get locked into it. Testing, incubating, and investing in alternative models hedges against that possibility. Sure there will be failures, but with enough persistence and creativity, some viable alternatives will emerge. Nobody wants to be in the position of the U.S. Postal Service, trying to defend a business model that has little runway left. So instead of assuming that it can't happen to your business, take the lead in looking for alternatives — long before the competition leaves you in the dust.


 [UN News Centre](#): The global postal sector should increase its financial services in an effort to reach millions of unbanked people, help grow small and medium-sized businesses and reduce poverty overall, according to a study released today by the United Nations global post agency.


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


 French La Poste faced harsh criticism from the unions. This was triggered by the decision of the regulatory authority that the subsidiary Mediapost will receive a licence for letter mail delivery. Until now, Mediapost only delivered unaddressed advertising mail. Unions were outraged about this decision.


 Austrian Post apparently plans further acquisitions in the near future. In an interview with business paper »Wirtschaftsblatt« (25.09) CEO Georg Pölzl said that Austrian Post would 'continue to expand our footprint' in Eastern Europe. The post was 'currently involved in negotiations' and a takeover in the next twelve months was likely.


 Apparently Czech post took over a transport company specialised in valuables in secret. According to information gleaned by daily news »E15« (26.09) Ceska Posta took over cash transport specialist ABAS CiT Management sro.


 'War of roses' at TNT Express: After the resignation of Marie-Christine Lombard (CEP-News 39/12) Antony Burgmans, chairman of the supervisory board, and Lombard blame each other in public. Burgmans told »Financieele Dagblad« (27.09) he was 'disappointed' with Ms. Lombard. He also accused her of 'unethical' behaviour. While weighing her own interests and those of all TNT employees she choosed her own. Moreover, it was agreed that Lombard would quit TNT by no earlier than six months after a successful takeover by UPS. However, this agreement apparently wasn't legally binding. 'I can't chain her to her chair', Burgman said.


 Amazon apparently plans to enter the financial services business. According to unanimous media reports, traders who use Amazon.com as a selling platform received a loan offer. In this proposal, the online giant offers money to the traders, to 'purchase inventory and increase sales on Amazon.com'.

 Express service GO! (turnover 2011: around 314m euros) plans to expand its network to Southeast Europe in the medium term. Last week the company announced to establish Vienna as an important hub to achieve this goal.

 The association of Belgian pilots BeCa expects that hundreds of European pilots will loose their jobs after the acquisition of TNT Express by UPS.


 The future of postal markets: experts from the postal industry discuss about this topic in the course of the Dialogue on the Future 2012 meeting.


 As expected, the Federal Network Agency has approved Deutsche Post's application to increase postage for letters.


 bpost's parcel terminals are apparently widely accepted by Belgians.


 Asendia, French La Poste's and Swiss Post's joint venture for the international letter and parcel business apparently developed satisfyingly.

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.)*


 **DMM Advisory: Revised "Guide to Move Update"** The Move Update standard is a means of reducing the number of mailpieces in a commercial mailing that require forwarding, returning, or treating as waste by periodically matching a mailer's address records with change-of-address orders maintained by the Postal Service™. The revised Guide to Move Update is now posted on [RIBBS®](#). Revisions include new subsections "Overview of the Change of Address Process"; "What is a PAF and Why is It Required?"; "Non-US Mailers and NCOALink"; and "NCOALink MPE." The Quick Start Guide at the beginning of the Guide to Move Update has been reworked to emulate the [DMM Quick Service Guide](#) and the Move Update Questions and Answers section has been revised and clarified. The complete Guide to Move Update can be found on RIBBS at <https://ribbs.usps.gov/index.cfm?page=moveupdate> under *Important Links*.


 **Japan Herald:** Japan's postal system has been reorganized with the aim of improving services. The shake-up came as a revised postal privatization law took effect Monday. The postal group previously consisted of a holding firm and 4 units. Now, 2 of the units have been merged to create the Japan Post Company. The new unit combines post-office and mail-delivery services that were previously handled separately. The remaining 2 units oversee banking and insurance activities.


 **IT News:** Australia Post has withdrawn its Click and Send online service after a security flaw was uncovered that could expose the details of random customers. News.com.au reported the glitch, which allegedly enabled users to expose others' details by altering a shipping ID number that appeared in the URL of a completed transaction. Click and Send could be used to prepare postage documentation online, such as customs declaration forms, and pre-pay postage. The service was particularly targeted at eBay customers, streamlining the way they sent items they had sold on the auction site. The postal service said in a statement that Click and Send had been "temporarily suspended due to a system error".


 **Business Wire:** GrayHair Software, Inc., a constant innovator in the direct mail industry, is proud to announce the addition of another leading postal expert, Dylan Purse, to its management team. Dylan's addition to the team, along with the recent hiring of two former members of Pitney Bowes consulting division, Jeff Stangle as Vice President of Client Engagement and Adam Collinson as Director of Research and Development, adds significant depth to GrayHair's roster of postal and direct marketing experts. Mr. Purse comes onboard as a GrayHair Director of Solution Strategies. He comes to GrayHair from Experian with over 13 years of experience including roles focused on service delivery and file and list management. His experience in creating product offerings and enabling clients to manage customer data for targeted marketing campaigns will provide a seamless integration into GrayHair's cloud-based SelectSolutions™ platform and GrayHair's client engagement and consulting division, GrayHair Advisors.

 **From the Federal Register: Postal Service NOTICES Meetings; Sunshine Act , 60161 [2012-24279]**
[\[TEXT\]](#) [\[PDF\]](#)


 **Dead Tree Edition:** The U.S. Postal Service's plans to eliminate Saturday delivery and to lower its delivery standards could face a significant legal obstacle, according to the Postal Regulatory Commission. In its advisory opinion last week on USPS's plan to close nearly half of its mail-processing centers, the commission seemed to side with witnesses who said reducing service standards could run afoul of the Congressionally-imposed price cap on postal rates. "Two expert witnesses . . . presented persuasive testimony that a relationship exists between price and quality, and that lowering quality is equivalent to raising the price," wrote Chairman Ruth Goldway in an addendum to the PRC's document. Service standards and the price cap are two sides of the same coin. In the words of the PRC, "the price cap sets the ceiling on prices, whereas service standards set a floor on quality of service."

 [Save the Post Office](#): For the most part, the advisory opinion presents a technical analysis of the Postal Service's plan and the alternative models that were developed by outside experts. It was written by a staff well versed in the technicalities of postal operations, postal law, and the principles of statistics. The advisory opinion mentions the word "jobs" only once, in a sentence about how the Postal Service is "a vital component of a mailing industry that supports millions of American jobs." There's not one reference in the advisory opinion to the jobs of postal workers, even though nearly all of the savings the plan purports to achieve will come by eliminating their jobs, and lots of them — 28,000, according to the USPS press release. The advisory opinion doesn't discuss how closing 229 large processing plants will affect postal employees or their families and communities. There's no discussion of the economic impacts of shutting down a large plant, nothing about how some workers will have to commute two hours to their new jobs, nothing about how families will be split apart when the postal worker in the family gets transferred to a plant in another town, nothing at all about the 28,000 workers who won't even have a job to go to. The advisory opinion doesn't discuss the social costs of the Network Rationalization plan. It examines the Postal Service's plan in the same terms with which the plan was presented — as a matter of sorting machines and square footage, of maximizing efficiencies and improving productivity. It's all about numbers, not people. If money can be saved by consolidating plants, the issue is how many and which ones, not the value of providing jobs, sustaining families, and maintaining communities.


 [Federal Times](#): The U.S. Postal Service is offering \$15,000 buyouts to virtually all full-time clerks, mechanics, drivers and other career employees represented by the American Postal Workers Union. The buyouts, which are coupled with an early retirement package for longer-serving workers, will be paid in two installments: \$10,000 on May 24 of next year; and \$5,000 on May 23, 2014, the union and Postal Service said in separate announcements Monday. Full-time employees must decide by Dec. 3 whether to accept the offer and agree to leave by Jan. 31 unless they are scheduled to retire before then.

 [News.com.au](#): Australia Post will pay \$400 million to buy Qantas out of freight group StarTrack Express as the postal giant moves to cash in on an explosion in parcel volumes.


 Billing Determinants for Quarter 3, FY 2012 - Market Dominant Products and International Market Dominant Products Billing Determinants
http://www.prc.gov/Docs/85/85284/Letter_BillDeter_Q3_FY12_20121001155336.pdf


 [Business Wire](#): FedEx is offering added connections and peace of mind for global customers who require the highest level of reliable monitoring for their time and temperature-sensitive shipments. FedEx Express, a subsidiary of FedEx Corp. is rolling out a broad expansion of its 'Priority Alert' and 'Priority Alert Plus' inbound and outbound services—introducing them to more than 70 countries that span the globe via www.fedex.com/peaceofmind. These contract-only services, which had been exclusive to the United States, will also be offered domestically within Mexico, the United Arab Emirates, Switzerland, India and Canada.

October 1, 2012

 [Des Moines Register](#): The United States Postal Service has teed up thousands of community meetings nationwide as part of its plan to reduce window hours at some 13,000 post offices nationwide. Meetings have been scheduled in at least 109 communities in Iowa so far.

 [Alan Robinson @CEP_Observer](#) Romania is privatizing its Post Office in 2012. Will the USPS be the last state owned national Post? <http://cepobserver.com/2012/10/romania-privatizing-its-post-office-in-2012/>.

 [Letter Carriers @NALC_National](#) NALC adviser Ron Bloom explains on @HuffingtonPost how Congress' pre-funding mandate caused the "crisis" facing USPS. http://www.huffingtonpost.com/ron-bloom/reality-check-postal-service_b_1927634.htm.

 The U.S. Postal Service Office of Inspector General invites you to comment on this week's "[Pushing the Envelope](#)" blog topic: **A Happy Customer is a Loyal Customer**. Improving the customer experience is a priority for the U.S. Postal Service. A customer is more likely to return if he or she had a positive customer

experience. Customer service strategies could be as simple as a visible display of products and prices in post offices to more substantial changes, such as further automating the mail acceptance process. How can the Postal Service build strong relationships with its customers and encourage customer loyalty? Share your thoughts on our [blog](#). The following ew audit projects have been started on the external website.

[Election Mail – 12RG035MS000](#) The U.S. Postal Service plays a vital role in the American democratic process by ensuring political campaign material mailed by registered political candidates and political committees are brought to the American voters as quickly as possible. Besides the presidential election, there will be big races for Congress, the Senate and Governors — and other state and local elections. Many of these races will use Political Mail to reach voters. And with elections comes Official Election Mail (election mail) – mail-in ballots, used by citizens to vote without going to the polls. The Postal Service™ offers a secure, efficient, and effective means to process election mail pieces, including the request by the voter for a ballot, delivery of blank ballots to registered voters, and their safe return to election boards for counting.

[Intelligent Mail Barcode Mailing Data Availability and Analysis – 12BG034FF000](#) In January 2003, the U.S. Postal Service established the Intelligent Mail and Address Quality organization to develop the Intelligent Mail program and its related Intelligent Mail barcodes (IMb). The IMb is designed to replace both the postnet barcode and the planet code and expand the data fields available for information. IMbs are not human readable and must be read using an algorithm. The IMb on a mailpiece identifies: the presort level (price) for the piece; the mail class and any ancillary services; the mailer; a mailpiece ID (unique for at least 45 days for Full Service); and the delivery routing information. IMbs are also used for letter trays, flats tub, on pallets, and other mail containers.

[Management of Detail Assignments – 12BG033FF000](#) We are initiating an audit project reviewing the Management of Detail Assignments in the Postal Service. Our objective is to determine whether filling vacancies with employees on an extended detail (temporary) assignment in a travel status is an efficient and effective use of resources. According to an OIG audit report issued in March 2008, over 23,000 employees were working in detail assignments. What are your thoughts about detail assignments both pro and con?

[Mystery Shopper Effectiveness – 12RG034MS000](#) The Postal Service's Mystery Shopper program is used to evaluate the experiences of its customers at its larger retail locations. The program uses independently contracted "customers" who visit Post Offices and document their experiences by answering a standardized questionnaire for the following categories: (1) Waiting Time in Line; (2) Hazardous Materials (HAZMAT); (3) Sales Skills and Product Offerings and Product Knowledge and Product Explanations; (4) Promotion and Merchandising; and (5) Image.



[Press Release](#): Ruth Y. Goldway, Chairman of the U.S. Postal Regulatory Commission (PRC), is being honored by Consumer Action, an organization that advocates for underrepresented consumers across the country, for her contributions to the protection of postal consumers. Chairman Goldway will receive the 2012 Consumer Excellence Award on October 2, 2012, at the Capital Hyatt Regency in Washington, D.C.


- Form 8-K, Current Report
[http://www.prc.gov/docs/85/85280/Form 8-K 10-01-2012.pdf](http://www.prc.gov/docs/85/85280/Form%208-K%2010-01-2012.pdf)
[http://www.prc.gov/docs/85/85280/Transmittal Letter 10-01-2012.pdf](http://www.prc.gov/docs/85/85280/Transmittal%20Letter%2010-01-2012.pdf)




[Press Release](#): Despite economic uncertainty at home and abroad, U.S. high-tech executives' confidence in the future of global trade and U.S. exports has grown significantly over the past two years.


[Wall Street Journal](#): Global trade is stalling, dimming prospects that exports will buoy the U.S. economy in the coming months. Trade rebounded after its collapse in the recession. Now several indicators of export activity are


flashing red as Europe's recession, anemic U.S. growth and the slowing Chinese economy damp exports world-wide."


 **New York Times:** The euro zone's jobless rate rose to record levels this summer, official data showed Monday, underscoring the pain inflicted by the slowing world economy and the euro crisis on citizens of the world's largest market. Unemployment in the 17-member euro zone rose to 11.4 percent in August, Eurostat, the statistical agency of the European Union reported from Luxembourg. The agency also revised up the figure for June and July to 11.4 percent from the previously reported 11.3 percent, already a record.


 **The Baltic Course:** Eesti Post bought Lithuanian company Unipakas UAB, which has an annual turnover of 2 million euros and which last autumn entered the Latvian market too. Eesti Post hopes to increase its revenues by 5% next year with the transaction. Unipakas is a courier company that operates only in the corporate clients market. "Unipakas is B2B and it fits with our strategy – we cover both the B2B and B2C sphere in the whole of the Baltics. With this purchase, we will be the only company in the Baltic states that offers the biggest selection of services in the B2B as well as B2C business," said Eesti Post board chairman Aavo Kärmas.

 **ACTMedia:** The representatives of the Ministry of Communications and Informational Society (MCSI) and the consortium made up of KPMG Romania and Tuca Zbarcea & Associated signed the contract providing specialized consultancy for the privatization process of the Romanian Postal Company. According to a MCSI release sent to Agerpres on Friday, the contract will run by the end of this year, in compliance with the agenda agreed upon with the International Monetary Fund. The assigned consultant will assist MCSI to achieve the privatization purposes and will provide consultancy for planning and performing the privatization.

 **Financial Review:** There's a gulf between the digital and physical ends of commerce's essential plumbing. In the United States, Australia and other advanced countries about four-fifths of consumers pay at least some of their bills online. But only about 5 per cent to 15 per cent of those bills arrive via digital channels. Murray Martin, the MacLaren driving, ice hockey-enthusiast chief executive of mail equipment company Pitney Bowes, is on a mission to bring the two into line – much closer to the consumer's preference. "It's a very cumbersome process to get digital documents today," Martin tells The Australian Financial Review in an interview. The vehicle he hopes will do the job is Pitney Bowes' Volly product, a software delivery channel that complements the company's market-leading sorting and mailing machines. Australia Post is using Volly in its soon-to-be launched Digital Mailbox partnership with Westpac, Telstra and AMP.

 **Scoop:** New Zealand Post Group, which runs the state-owned postal service, has hired Grant Samuel & Associates to advise on finding an investment partner to assist with the expansion of its Localist deals and events website. Localist is a digital platform "that lets consumers discover and share the best things to taste, buy and do around where they live," according to the statement. It was launched in early 2011 and has grown strongly in the Auckland market, it said.

 **Business Recorder:** The Pakistan Post has taken various steps in order to improve its postal services for competing with the private sector. A senior official of the Pakistan Post told APP on Sunday that steps taken to improve the postal services included introduction of electronic money order, revamping express post service, enhancing maximum limit of fax, urgent and ordinary money order, review of mail arrangements and customer care.

 **4-Traders:** On the back of Congress adopting a resolution urging governments to use the postal network to boost trade last week, the Universal Postal Union now has the mandate to help Posts bring simplified export processes to their business customers. The resolution encourages all stakeholders to cooperate to help micro, small and medium-sized businesses to reach their potential as economic motors. A trailblazer in this area is Brazil Post's Exporta Fácil programme. It enabled 170 million USD worth of exports to leave the country in 2012 alone. The scheme is targeted primarily at small and medium-sized enterprises, helping to ship their products abroad quickly.



The News Journal: FedEx wants to do more than just promise overnight delivery of important documents and goods. Now it wants to repair your computer. The Memphis-based shipping giant this week began

reaching out to major corporations with overnight computer repair. It's launching its TechConnect service with the repair expertise of niche computer player Getac, a Taiwanese-based manufacturer of "rugged" computers aimed at the military, law enforcement and utility workers.