



Association for Postal Commerce

1901 N. Fort Myer Dr., Ste. 401 • Arlington, VA 22209-1609 • Ph: +1 703 524 0096 • Fax: +1 703 524 1871 • Web: <http://postcom.org>

MESSAGE TO ALL POSTCOM MEMBERS ***From PostCom President Gene Del Polito***

PostCom needs your help.

We are now at the point where the sponsors of the House and Senate postal reform bills have asked for our final input on the measures before they are sent to the House and Senate floors. Both S. 2468 and H.R. 4341 are missing a VITAL element that could make postal reform workable. I am referring specifically to the lack of direction to the U.S. Postal Service and the Postal Regulatory Commission to redirect the manner in which postal costing is conducted during ratemaking.

Here is a letter we have sent to every member of the House Committee on Government Reform and the Senate Committee on Governmental Affairs. We also will be distributing a similar letter to ALL Members of Congress. We need you to do the same.

Now is the time for you to contact your Representative and Senators within every district and state in which your company operates.

Your message should be simple. This will do:

I am writing you about the bill concerning postal reform that will be before you and your colleagues shortly for consideration and approval. I feel compelled to communicate about the concerns I still have about the adequacy of this proposal to bring about an enduring reform of our nation's postal system. I believe it is essential that the following language be added to the bill to ensure that future postal accounting, costing, and ratemaking will be done in an accurate, and transparent manner.

"The Postal Regulatory Commission and the Postal Service are directed to develop a method of costing postal services that is based on a transparent assessment of cost causality, in accordance with accepted economic practice, that fully reflects differences in the costs of those resources that are consumed to produce particular mail services."

Please don't let others mischaracterize my intent. Simply put, my desire is to ensure that postal costs are accurately and transparently accounted, and unencumbered by regulatory anomalies that have created "discounts in excess of 100% avoided costs," I firmly believe that this proposed language can address satisfactorily any concerns regarding the currently proposed worksharing language.

I thank you for your attention in this matter.

This communication needs to be sent to your members **TODAY**. And here's how you can do it very simply. International Paper has put up a site where you can find the House and Senate office FAX numbers you need to send your letters.

The House fax numbers can be obtained by downloading the file found at:

<http://www.ippaper.com/Postal/downloads/HouseFax.xls>

The Senate fax numbers can be obtained by downloading the file found at:

<http://www.ippaper.com/Postal/downloads/SenateFax.html>

Whatever you do...please be sure to take care of this today. YOUR company's postal future depends upon it.