

POSTAL NEWS

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- 1. Premium Company Profile - United States Postal Service - Companies and Markets adds new report**

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2008-09-27 16:25:02 - Premium Company Profile - United States Postal Service - a new market research report on <http://www.companiesandmarkets.com>

[www.companiesandmarkets.com/Summary-Company-Profile/Premium-Comp ..](http://www.companiesandmarkets.com/Summary-Company-Profile/Premium-Comp..)

Introduction

The US Postal Service (USPS), an independent federal agency, is the only Postal service provider in the US with a network of 36,721 postal retail outlets and 623 mail processing facilities. The company implemented the Strategic Transformation Plan for 20062010 to create more value for every customer.

Scope

*Contains corporate strategy, value chain presence and SWOT Analysis

*Provides detailed

business description, segment analysis, 5-year financial trends, key products and key competitors

*Includes information on suppliers/ partners, shareholding structure and key employees with biographies

Highlights

The US Postal Service (USPS) is a prominent player in the US mailing industry. The company delivers letters, documents and other deliverable items using different services like first-class mail, priority mail, express mail, periodicals, standard mail, package services, special services and money orders.

By the end of 2007, the company maintained 148 billion delivery points, with the addition of more than 1.8 million new delivery points in the fiscal year 2007. During 2007, the company carried a total mail volume of 212 billion pieces.

The profitability of the company has been showing a declining trend during 2004-2007. The company's operating profit and net profit of the company declined from \$1,626 million and \$1,445 million in 2005 to an operating loss and a net loss of \$5,327 million and \$5,142 million in 2007.

Reasons to Purchase

*Access all the important information and analysis on the company in a single report

*Understand company's strengths, weaknesses, opportunities and threats along with business strategy and value chain

*Gain access to company's adjusted five year financial data along with key ratios and market capitalization

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2. Postal Service reaches out to shippers with new web site

A re-launched USPS.com is designed to make it easier for direct-to-consumer retailers to find information and services ranging from bulk mail center locations and domestic and international postal rates to certified vendors of shipping software, the U.S. Postal Service says.

A new business section on the site, for example, provides information on shipping payment options and rates, web-based tools for checking the accuracy of residential addresses, and lists of software vendors certified by the Postal Service for providing systems for managing lists of business and residential addresses. Shippers can use that software to confirm which addresses are residential as opposed to business-related, and thereby avoid shipping to residential addresses through carrier services that impose surcharges on shipping to homes, the Postal Service says.

"We are committed to making USPS.com one of the best government web sites, and one of the best web sites in the nation," says Robert Bernstock, president, U.S.P.S. Shipping and Mailing Services. "These changes help guarantee that our web site is relevant, customer-focused and, most important, easy to use."

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3. U.S. Postal Service puts new facilities on hold

by Sheila Gardner
Appeal News Service

Minden's proposed new post office may be a victim of the economic downturn. Town officials were notified this week that the U. S. Postal Service is "reprioritizing," and new facilities planned in Minden and Incline Village were on hold.

"We're not just picking on Minden," said David Rupert, postal service spokesman.

"We're looking at our entire operation. That includes 30,000 facilities, and hundreds of thousands of vehicles and employees. We're probably going to lose \$3 billion this year, and we're trying to be prudent."

The news did not sit well with town officials or the real estate agent who has been working on the transaction for the owner of the chosen site at Monte Vista and Ironwood Drive.

"We have done everything," said Realtor Cora Hansen. "We've parceled, we have met all the specifications which seem to get more and more complicated every day."

Hansen said the property is in escrow, but she was informed that the postal service is leaning toward retaining the existing facility at Ninth Street and Highway 395 as a retail outlet, and major distribution would come from the post office in the Ranchos.

It wasn't clear what that would mean to postal box holders in Minden.

Hansen said the property owner has spent hundreds of thousands of dollars getting the 1.7-acre parcel ready.

"We've been working on this about five months nonstop," she said. "The seller is taking a huge loss by selling it to the government. He wanted to do this for the Town of Minden."

Town board member Bob Hadfield said he contacted Sen. Harry Reid's office in Reno to see what could be done.

"Nobody (from the postal service) had the courtesy to communicate with us as a town board or with the property owner who bent over backwards to get the post office.

"Everybody's got a better post office than we do, and we're the county seat. This is not the way to do business, and it's no way to treat a community," Hadfield said.

He said regional postal officials came to Minden in recent weeks and never contacted the town.

“If they have a stealth visit to the community to undermine an existing business proposition that’s in escrow, they ought to have enough courage to visit the political body and get our side of it,” he said.

Officials announced a new post office for Minden in January and began the search for property to accommodate an 8,020-square-foot building that would be double the size of the current structure.

The Minden site has been used as a post office since 1974.

“This post office is dangerous and inadequate. It’s not befitting this community. We’ve got the most potential for growth because of the Park development and other things, it just totally ignores reality,” Hadfield said. “Genoa has a better post office; so does the Ranchos. They’re going to turn us into something like you would stick in a Walmart. It’s just not right.”

Rupert said a final decision had not been made.

“We’re not saying it’s delayed, we’re not saying it’s canceled. All we’re doing is taking a step back and slowing the process of all our capital expenditures,” he said. Rupert said a decision would be made after Oct. 1, the beginning of the fiscal year for the postal service.

“We’re trying to be as fair as possible,” he said. “We’re not taxpayer-funded and we have to be responsible. Our mail volume drop is unprecedented. Right now it’s a dark hole we’re trying to dig our way out of. Unfortunately, it means good people and worthwhile projects are going to suffer in the meantime.”

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Posted at: 09/25/2008 07:14:16 PM
Updated at: 09/25/2008 07:20:34 PM
By: Brandon McElwain

4. Postal Service Feels the Pinch

(ABC 6 NEWS)--- The struggling economy is taking a huge toll on the US Postal Service.

The Postmaster General says the agency is facing a loss of more than 2-billion dollars.

Now, the Postal Service is considering several moves aimed at saving money.

One option includes offering early retirement without incentives to clerks, supervisors, and mail carriers.

The price of a stamp may go up again next may but would only be limited to the amount of inflation.

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Thursday, September 25, 2008

5. New Postal Options Now Available For Murray

MURRAY, KY - Murray now has more postal choices with the opening of two new contract postal units (CPUs), says Lance Allison, Murray-Calloway County Chamber of Commerce Executive Director. Allison says there will be two grand opening ribbon-cutting ceremonies and an open house held at 11 a.m. Wednesday, Oct. 1 at Video Gold & Tanning, 1304 Chestnut ST, Suite I and a similar ceremony will be held later at 12:30 p.m. at the Family Fun Pools & Spas, 605 S. 12th St. Refreshments will be served and the public is invited to attend.

"The CPUs will provide a full range of postal services at Post Office prices with the exception of money orders," said Murray Postmaster Vince Birk. "The Video Gold & Tanning and Family Fun Pools & Spas locations are another way we're extending our services and making it more convenient to do business with us."

Video Gold & Tanning owners Tony and Joan Allen and Family Fun Pools & Spas owner Colin Kelly Sr. will join Birk, along with other local dignitaries, to dedicate the new facilities. Both locations are excited about partnering with the Postal Service. They're both strategically located in busy areas of town.

The Video Gold CPU will operate from 10 a.m. to 8 p.m. Monday through Saturday and noon to 8 p.m. on Sunday, beginning Sept. 16, 2008 at noon. The Family Fun CPU will operate from 9 a.m. to 5 p.m. Monday through Friday, and 9 a.m. to 1 p.m. on Saturday, beginning Sept. 18, 2008 at noon. Both locations will serve as a collection point for prepaid packages.

Birk and his staff at the Murray Post Office invite customers to attend the open houses to learn more about the services offered at these new locations. (posted 2:30pm by Chris Taylor)

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6. Poor economy drives down mail volume at Postal Service

By GREGG CARLSTROM

September 25, 2008

The ailing economy has dealt the U.S. Postal Service its biggest quarterly drop in mail volume since 2002.

Third-quarter volume was down 5.5 percent — nearly 3 billion pieces — from 2007. First-class mail posted the biggest drop in volume, almost 10 percent; Standard Mail — advertising mail — fell by 5.5 percent. The falling volume dragged down revenues, as well, which fell 2.5 percent compared with the same period in 2007.

The Postal Service has already lost more than \$1 billion this year, and officials say there's no change in sight.

"I wish I could say there will be a turnaround, but the fact is, I don't see it,"

Postmaster General John Potter said Wednesday at the Postal Board of Governors meeting in Washington. "And much of this lost volume probably will not return with an economic recovery."

Mail volume has fallen every quarter since the first quarter of 2007, but the third quarter decline was the biggest since early 2002. The economic slowdown has been particularly tough for the Postal Service because the industries hit hardest — finance, energy and housing — are big mailers.

"We certainly haven't seen any recovery of the economy," said Glen Walker, the Postal Service's chief financial officer. "Volumes will continue to decline at an accelerating rate."

Rising fuel costs have also strained the Postal Service's finances; expenses were up \$200 million last quarter, largely due to gas prices.

The Postal Service has trimmed nearly \$2 billion in costs this year, largely through a combination of new technology that improves efficiency and reductions in labor costs. But postal officials say more reforms are needed.

The agency's "network plan," released this summer, calls for the closure of many large processing facilities that are no longer operating at full capacity. And the Postal Service is finalizing a new five-year plan, which will outline more changes to the postal network.

"We've seen significant gains in productivity and cost reductions," said Alan Kessler, chairman of the Board of Governors. "But it's becoming clear that we must be flexible enough to operate in this environment."

One strategy to further reduce costs is deploying new coding equipment, which scans addresses from mail and translates them into machine-readable bar codes. The new equipment will have better character-recognition software, reducing the volume of mail that must be hand-coded.

The equipment has already provided one of the Postal Service's biggest efficiency gains. A decade ago, employees had to manually code more than 22 billion pieces of mail each year. Today that figure is less than 2 billion, and the Postal Service has closed nearly 50 facilities devoted to manual coding.

The five-year plan also calls for a realignment of the Postal Service's retail facilities. The Postal Service hopes new mail-processing technology, like the Flats Sequencing System, will allow it to close its out-of-the-way retail facilities.

"[FSS] will have implications on retail," said Linda Kingsley, the Postal Service's vice president for strategy and transition. "We used to choose retail sites because we needed the space for processing. Now we can put retail where the customer is."

The plan also advises the Postal Service to use the Internet to drive additional business, although Kingsley offered few specifics.

The final plan is scheduled for release in October.

7. Postwatch Warns Of Turbulent Times Ahead For UK Postal Industry

25 September 2008 by Mark White - © Hellmail.co.uk

Postwatch, the UK watchdog for postal services, is to be disbanded, the majority of staff being made redundant. In just six days time, the work of postwatch is to be scaled-down and merged with energywatch and the National Consumer Council to form 'Consumer Focus'.

Chair of Postwatch, Millie Banerjee, has written to Pat McFadden, the Minister responsible for the postal industry, giving her views on the challenging and turbulent times faced by the key players in the UK postal industry but was only cautiously optimistic that with the loss of regional representation, customers would be adequately supported and that there were likely to be "interesting and turbulent times ahead".

Alongside the letter was a copy of Postwatch's final publication, 'Post, present and future'. The book gives a brief account of the postal scene as seen from Postwatch during its seven years of operation and some thoughts on the future and the challenges ahead. In her forward to the book, Millie listed the issues (the pension fund deficit, the cost of providing the universal postal service, declining mail volumes, poor industrial relations and the need for support for the post office network) that have come to dominate the postal sector.

She said she hoped that the forthcoming review of postal services would lead to speedy and positive action from the industry and the Government but from October 1st, championing the cause of postal customers would be shared among a number of organisations, notably Consumer Focus, Consumer Direct, Royal Mail, Post Office Limited and Postcomm.

Of the new 'Consumer Focus', she said:

"It has the potential to be a clear and positive step forward for consumer representation and could be a positive development for postal customers - provided that postal issues receive the attention they deserve."

"In the case of mail, the current regulatory regime is based on Postcomm's using the consumer body to 'balance' the views of the dominant monopoly, Royal Mail. In the case of post offices, the role of the regulator is far less developed, and the role of the consumer body is, accordingly, even more important. So it is necessary that Consumer Focus gives mail and post office issues suitable priority, and that the regulator also ensures that consumer issues are explicitly and prominently factored in to its deliberations. If so, but only if so, the outlook for mail and post office customers will be good. The lack of a regional organisation in England will certainly pose challenges for Consumer Focus if it intends to champion, as it should, the customer interest in mail and the post office network."

She said that Consumer Focus would need to find ways to involve itself in post office closures, and in particular, the review of some 500 rural outreach services and the trialling by Post Office Limited of urban outreach services.

"It will not be sufficient to monitor only at a national level. Problems with queuing and access for disabled customers, for instance, cannot be captured and dealt with solely through national statistics or discussion between respective head offices. These are issues which affect people in communities throughout the country – as you will know better than almost anyone, given the passion at local level generated by the post office closure programme. Consumer Focus must contribute to the debate, and make a real difference, regionally and locally."

"This is all the more important given that Consumer Focus will have separate structures in Wales, Scotland and Northern Ireland. I appreciate that politically they are very different from the regions of England. But in terms of population size, they are not. Given its staff and governance structure in these parts of the UK, Consumer Focus will have the capacity to monitor postal and post office services in a way that it will find difficult to replicate in England; but one way or another, it must ensure that customers in England are not disadvantaged as a result."

She pointed out that Postwatch has always been a strong supporter of the Consumer Direct concept and that giving customers one central point of contact for help and guidance was both sensible and practical. She was confident that Consumer Direct would be able to cope with the additional enquiries of postal customers. But that Consumer Direct must make efforts to publicise widely the expanded scope of its services.

"There is a danger that it will not do so, in case this creates demand that it is unable to satisfy. The Government must ensure that Consumer Direct is properly funded; and both BERR and Consumer Focus must be on the alert to deal with any failure by Consumer Direct to advertise its wider role."

She was critical of Royal Mail, saying that although it's letter business had been through a period of change, it had not been deep nor quick enough and that the poor state of industrial relations in the industry would hamper any investment programme unless it was addressed.

"Changes to the pension regime are also likely to lead to industrial unrest." she said.

"Equally worrying to Postwatch has been Royal Mail's inability to adopt a genuinely customer focused culture. While competition may be forcing the company to consider particularly the needs of the bulk mail market, it is also its responsibility to serve well the whole population of the United Kingdom. Equally, however, it is the responsibility of Royal Mail's shareholder, the regulator and the consumer body to keep it up to the mark. We have often felt like a lone voice in this respect, and it is simply not tenable to rely solely on a consumer body to criticise and cajole Royal Mail to improve its service to consumers. The Government and the regulator must accept their responsibilities." she said.

On Post Office Limited, she said it needed to do far more if it was to turn around it's present course as a declining retail chain:

"In general, I believe it has strived to take the right decisions throughout the Network Change Programme. But it has seemed reluctant to do more than the minimum to explain what it is doing and why. This has been so even in cases where it was proposing to put improvements in place in response to customer concerns. Both for reasons of simple information and because these were good news stories, POL would have been well advised to undertake active publicity; but it chose not to."

"Many are to be found, for instance, in our reports to the Business and Enterprise Committee – which fully supported our view on this issue. The management team of Post Office Ltd, so able in most respects, has tended not to accept our views and those of the Committee in this respect – at any rate, many of the weaknesses in their communications with the public have remained throughout the closure programme. Defensiveness of this type – the apparent belief that it will not be possible to gain positive coverage – does not indicate an organisation with confidence in its future and in its ability to compete effectively." she said.

She had grave concerns that unless Postcomm made greater efforts to build on its customer expertise, the abolition of Postwatch, which had always been able to distil the views and concerns of postal customers, would leave domestic customers sidelined:

"There is little evidence that Postcomm has done or is planning to do so, other than through the appointment of another commissioner. Postcomm may also find that it has to do far more in relation to post offices than it has done so far – its major activity has been to produce an annual report on the state of the network. In the past Postcomm has made good use of the Postwatch regional structure. It will now need to do more to establish its own contacts."

Millie said she was pleased that Postcomm has recognised the value of the Postwatch Trade Association Forum and given it a home, with Royal Mail financing the secretariat.

"I understand why Consumer Focus believes bulk mailers do not need its assistance. But it will be difficult for it to comment sensibly and authoritatively on postal matters without having a good understanding of the bulk mail market – which is of course responsible for vastly more of our mail, in terms of both volume and value, than domestic customers are.

"You have been the Minister with responsibility for mail and post office issues during interesting and turbulent times. They may be about to become even more interesting and turbulent. I do offer you my very best wishes for the future."

Steve Lawson, editor for Hellmail said:

"It concerns me greatly that with Royal Mail still losing money on the universal service and domestic mail services nowhere near as good as they once were, a 'one size fits all' centralised consumer body, which lacks the kind of regional support that Postwatch was able to muster, will lead to a weak and ineffective voice for domestic customers in the longer term, and potentially undo the work that Postwatch has done.

In any event, Postcomm and Consumer Focus has a great deal of work to do to match the expertise and effectiveness of Postwatch."

"I am grateful to Postwatch for their enthusiasm and assistance over recent years. Whenever we have raised an issue that we felt needed looking at, or needed advice on a particular consumer problem, the Postwatch team have been nothing short of exemplary. I would particularly like to thank Lisa Dinnick at Postwatch who I will miss greatly. The demise of Postwatch is a sad day for all of us at Hellmail. It leaves us with a greater responsibility in terms of highlighting issues that impact on services, and one which we will have to work harder at I'm sure."

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8. RFID to be Used for Postal Service

Written by T_Korea

Friday, 26 September 2008

RFID technology is expected to be used in local postal service which is currently based on barcode system.

The Electronics and Telecommunications Research Institute (ETRI) said that it developed "RFID Process for Pallets" that tracks mails and parcels in real time by installing tags on pallets and readers on the gates of regional head post offices. The process automated barcode reading job thus being the most optimized to the hardware and software system of the sites, said the ETRI. The RFID tags on the pallets are read by delivery vehicles to confirm whether the mails are rightly loaded and to sort out miss-addressed and not-delivered mails, said the institute.

ETRI said, "Korea is not alone in adopting RFID technology in postal service except that other countries do it only on a trial basis. Our technology, however, can be used in the actual service right away and that's why it is special."

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