

POSTAL NEWS

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1. DHL strengthens fleet in Middle East

Wednesday, March 2nd, 2011

DHL predicts that GCC growth is set to “gain pace in the coming months after rebounding to 4.8% in 2010 up from 0.7% in the previous year”.

This has prompted DHL strengthen its network to support growing customer demands “for a shipping solution that gave them fast access to key markets, coupled with flexible service options”, the operator said.

The 13 Renault vehicles were supplied by A. A. Bin Hindi, and have been equipped with the latest GPS technology.

Garry Kemp, managing director, DHL Express, Middle East, North Africa and Turkey, said: “DHL is reinforcing its network capabilities to grow in tandem with key markets such as Qatar, Saudi Arabia, Kuwait, UAE and Bahrain.

“Our small and medium sized customers (SMEs) are increasingly keen to explore price competitive delivery options such as DHL Economy Select, a day definite, scheduled door-to-door express delivery service that offers businesses an alternative that best suits their needs - in terms of speed, price and type of shipment.”

Geoff Walsh, road network manager, DHL Express Middle East, North Africa and Turkey, added that the additional vehicles will help the company meet anticipated demand.

He said: “The DHL Middle East network has over 20 terminals spanning across 12 countries. Our trucks have daily scheduled departures to all destinations in the Middle East and the Levant, with over 4000 movements tracked monthly. These vehicles have proven to be reliable and ideally suited for our region.”

DHL’s Middle East ground network links with European markets (France, Germany, Belgium and Scandinavia).

All shipments are tracked through the ground network satellite system at the DHL Regional Distribution Centre in Bahrain.

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2. Postcomm Seeks To Remove Bulk Mail From Universal Service

01 March 2011 -

Postcomm, the UK postal regulator, today launched a consultation on the next phase of its analysis of markets work, setting out its provisional conclusions on retail market definitions and whether Royal Mail has market power in these markets. Postcomm said that while this analysis would not necessarily dictate particular regulatory outcomes, it provide important input into decisions it made about future regulatory intervention under any legislative framework.

The latest consultation considers whether the market is wider than postal services and whether there are wider markets within post.

It pointed out that Whilst postal services were losing market share to non-postal alternatives, digital alternatives offer advantages in terms of speed, ease of use and functionality and that price was not the deciding factor, noting that non-postal alternatives appeared to exert only a limited competitive constraint on the price of retail mail services.

Postcomm added that further analysis suggested that mail fulfilled two purposes that are hard to replicate: physical delivery and the ability to contact named individuals and that for the time being, the retail markets for postal services were no wider than post.

Last week Postcomm published the first of these documents which included a proposal that bulk mail products should be removed from the universal service. Postcomm's 2010 review of the needs of bulk mail users showed that mailers prioritise the importance of low price bulk products, but appeared less attached to the key features of the universal service, in particular uniform pricing.

3. European enterprise award for Deutsche Post DHL

Deutsche Post DHL received the enterprise award 'Best of European Business' 2011 in the category 'success in Asia's markets of the future' at a ceremony held in Berlin on 24 February. The award has been presented since 2005 by Roland Berger Strategy Consultants. It was given to Deutsche Post DHL in recognition of the company's extensive presence and success in Asia.

The jury said it based its decision in particular on the company's high level of customer satisfaction and its environmental-protection activities. DHL has been doing business in China and India for more than 30 years. Today, it employs more than 55,000 people throughout the region. In its core segments of express and logistics, DHL is the market leader in Asia.

Accepting the award, Frank Appel, CEO of Deutsche Post DHL, said: "The enterprise award is a validation of our decades-long success in Asia. We began to invest here at an early stage, work with leading local partners and will continue to write our success story."

In China, DHL has been part of a joint venture with Sinotrans for 25 years. In India it works with another important strategic partner, Blue Dart. DHL has invested US\$2.2 billion in the region over the past 10 years. Revenue has been growing dynamically for years. Between January and September 2010, it climbed 40 percent above the

previous year's level. DHL also expects to generate double-digit growth rates in the future and to strengthen its market leadership.

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3. Correos pilots 'urgent' parcel services

Tuesday, March 1st, 2011

Spanish operator Correos has launched two new urgent parcel services in partnership with its subsidiary Chronoexpres.

The services - Chrono 10 and Chrono 14 - are being piloted across 18 post offices around the country, including locations in Madrid.

If successful, the services could be rolled out on a large scale within the next three months.

Geared towards individuals and SMEs, Chrono 10 is a shipping service for documents and packages. The operator will deliver the mail by 10am the day after submission.

Meanwhile, Chrono 14 guarantees delivery within 14 hours.

Correos praised the "reliability" of the new services and company's "commitment to quality", whilst maintaining "affordable prices".

The services join the wide range of products and offered throughout the group's 2,300 post office network.

The move forms a part of the operator's 2011-2014 Business Plan that shifts the business' focus from products to customers.

The Plan will attempt to leverage the strengths of the Group by exploiting the synergies of its comprising four companies: parent company Correos, and also its subsidiaries: Chronoexpres, Nexe Post and Telecom (the new name for its hybrid mail service).

Correos Group president Alberto Lafuente Félez said the strategy "is a plan with a clear business and technology approach, designed to serve the interests of customers and the future of the post and its employees.

"We will be a competitive company offering comprehensive and effective solutions, and a postal service of the highest quality to businesses and citizens, without compromising our dedication to public service."

The operator said that the plan was put in place to ensure the viability of the company and the universal postal service.

"Our goal is to implement the Plan without incurring losses, despite negative forecasts and a drop of 20% in registered mail traffic during the last three years," added Lafuente.

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4. Expanding UPS Green Fleet Travels 200 Million Miles

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New Investments Being Made in LNG and Electric

UPS (NYSE: UPS) today announced its fleet of alternative fuel and technology delivery vehicles has driven 200 million miles since 2000. The alternative fuel fleet (AFV) now numbers more than 1,900 and another 62 vehicles have just been ordered.

The total mileage accumulated by UPS's "green fleet" is the equivalent of nearly three round trips to Mars or circling the Earth more than 8,600 times. UPS estimates that its fleet of alternative fuel and technology delivery vehicles will drive the next 200 million miles by 2017.

"UPS operates AFVs in the United States, Canada, France, Germany, Brazil, the UK and Hong Kong," noted Mike Britt, UPS's director of vehicle engineering. "The 200 million mile benchmark proves a number of AFV technologies are viable over the long term in a variety of working environments and so we'll continue to expand the AFV fleet."

So far this year, UPS has announced the purchase of 48 new Liquefied Natural Gas (LNG) tractors for the United States to operate in northern California, including the construction of a publically accessible LNG fueling station. In addition, UPS has purchased 14 cutting-edge Modec electric vehicles for its operations in London.

To date, UPS has explored eight different alternative fuel technologies, starting with Compressed Natural Gas (CNG) and propane technologies in the late 1980s. Hybrid-electric vehicles (HEVs) were introduced to the fleet in 1998. UPS invested in all-electric vehicles in 2004 and then deployed the first Liquefied Natural Gas (LNG) tractors to its fleet. UPS uses Liquefied Petroleum Gas trucks in Korea and has experimented with hydraulic-hybrid and hydrogen fuel cell technologies.

According to Britt, the purchasing viability of AFV technology is based on economics, fuel infrastructure availability, reliability, product supply, carbon impact, fuel savings and operational considerations.

"At UPS, we expand our alternative fuel fleet using a 'rolling laboratory' approach," he explained. "Our alternative fuel fleet teaches us how new technologies and advancements can be adapted for use in a large delivery fleet. UPS puts new technologies in settings where they are most effective and most efficient."

UPS first deployed alternative fuel delivery vehicles briefly in the 1930s when electric trucks were used in New York City. Today, UPS has the widest variety of alternative fuel technologies of any private delivery company and is the only private delivery company using LNG technology in its fleet. UPS operates one of the largest private fleets of alternative fuel and technology vehicles in its industry - 1,914 in total.

While operating its current alternative fuel and technology vehicles, UPS is also working with manufacturers, government agencies and non-profit organizations to

advance new fuel technologies and find cheaper, cleaner-burning fuels that are better for the environment and more sustainable than conventional diesel.

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5. Digiposte Digital Document Service A Hit In France

02 March 2011 - Franz Groter

French postal operator La Poste said this week that its digital document exchange services, Digiposte, attracted many individuals and businesses during its test phase.

It is hoped that the service, which provides a secure way to receive, archive and share digital documents will become more widely used by the public.

Digiposte has already been chosen by major partners for management of business documents such as ADP and ISE Microlist, specialists in the archiving of business documents.

La Poste said the response from businesses and individuals during the trial demonstrated a need to create a standard for secure digital exchange.

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Collected by Chairul Anwar, Bandung, Indonesia.

E-mail address : chairulanwar49@operamail.com, uyungchairul@plasa.com.