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The Future Network Flow

Volume 37 Number 4 MAY 2023 $7.00

Next Generation FireJet 4C To Use Durabolt Engine

Memjet Durabolt PrintEngine Is Upgrade Path for FireJet 4C Owners And New Customers

Kirk-Rudy, the leading provider of printing, packaging and RFID solutions, announced the development of the next generation of the FireJet 4C Printing System.

Kirk-Rudy said it will continue working with Memjet on the evolution of the FireJet 4C, and will be incorporating Memjet's newest solution, the Durabolt 325C PrintEngine, as an upgrade path for existing FireJet 4C owners and new FireJet customers.

Kirk-Rudy will continue to support current Duraflex FireJet 4C systems for years to come, having acquired a significant inventory of print modules, parts and supplies for sales of new systems. Kirk-Rudy and Memjet are also working



Above, members of the Kirk-Rudy team tour the Memjet facilities in Sydney, Australia, April 2023. Below, CEO Caroline Kirk, and Vice President Bob Mills discuss the evolution of the FireJet with Memjet technicians.



together to develop a seamless transition strategy that will ensure FireJet 4C customers can easily upgrade to the Durabolt system if they choose to in the future.

Since it was introduced in 2019, the FireJet 4C has been an overwhelming success, introducing un-precedented opportunities and profits for printers worldwide. Kirk-Rudy's engineering and production-grade quality, together with Memjet's advanced technology and reliability, have brought the FireJet 4C to another level of color inkjet production printing.

The FireJet 4C is replacing offset presses and tabletop color printers in print and mail shops, offering faster speeds, faster make-ready, and cheaper ink.

Kirk-Rudy, Inc. is now in full production with it's newest addition to their line-up of high quality, industrial inkjet printers. The FireJet 4C is a pigment-based aqueous printing system engineered to deliver increased speed and outstanding image quality at a low cost. Units are currently being shipped all across the United States with several units installed in Europe.



DFA ENTERS THIRD YEAR: U.S. Postmaster General Louis DeJoy updated employees on the Postal Service's progress under the Delivering for America (DFA) plan during a series of recent stops across the nation, including at the Seattle Priority Mail Annex (shown above). DFA enters its third year propelled by big changes attained in the last two years.

USPS Ten-Year Plan Gains Momentum With Improved Delivery, Better Finances

Announced In 2021, Delivering For America Transforms Postal Operations & Services

WASHINGTON, DC — The U.S. Postal Service released the Second-Year Progress Report on Delivering for America (DFA), the 10-year plan to transform postal operations, finances and service — while maintaining six-day mail delivery and expanding seven-day package delivery.

DFA was published in March 2021 to transform the Postal Service from an organization in financial and operational crisis to one that is self-sustaining and high performing.

In the first two years since, the Postal Service has advanced core DFA strategies and initiatives including attaining the new Postal Reform law in 2022 that ended retiree health benefit prefunding.

"As we enter the third year of our Delivering for America plan, there is a new energy and vibrancy at the U.S. Postal Service," said Postmaster General and Chief Executive Officer Louis DeJoy.

During a series of recent stops across the nation, the PMG updated employees on the progress with the DFA plan.

"As I travel the nation meeting with the great men and women of the Postal Service, it is clear the investments we are making are paying off — and it is showing through our improved delivery for the American people and our business customers. The progress we've made in the last two years demonstrates that our plan is realistic and achievable. We're just getting started."

In its second year DFA accomplishments include:

-- Aligned for Operational Excellence: The USPS is intensely focused on becoming the high-performing organization the public expects. Today, its Executive Leadership Team is aligned around achievable goals with a level of accountability consistent with top-performing organizations in private industry.

-- Positioned to Financially Break Even Over Next 10 Years, Despite Inflation: Just two years into the 10-year plan, projected losses for the decade have been reduced by more than half — from $160 billion to $70 billion.

That is significant progress toward the 2030 10-year break-even goal. Even with the unexpected burden of inflation, the Postal Service forecasts it can achieve break-even operations by the end of DFA's 10-year period.

-- Fostering Service Excellence: The USPS has reversed years of declining reliability and are closing in on meeting the primary objective of 95 percent on-time performance across all mail types. In fiscal year 2022, all market-dominant products experienced increased service performance over FY2021. In FY22, 95.6% of packages were delivered on-time; On average, 99.9% of packages were delivered in less than three days.

CONTINUED ON PAGE 10

Inflation Drives Postage Higher; Next Hike July 9

Relentless Cost Pressures, With No End In Sight

WASHINGTON, DC — The U.S. Postal Service filed notice with the Postal Regulatory Commission (PRC) for postage rate hikes to take effect July 9, 2023.

The increases vary, with First-Class and Marketing Mail letters rising over 5% and flats over 7%. Hit the hardest is Marketing Mail Parcels, rising 20.4%. ***See rate breakdown on page 8.***

Rate-hike-weary mailers and shippers will have endured three hikes in one year -- last July and this past January -- if the coming July increases are favorably reviewed by the Commission.

A big culprit: inflation.

In its July Rate Hike Review, the USPS noted the increase in CPI for the year ending March 31, 2023 was 4.8%. It said that COLA increases in FY21 and FY 22 were some of the highest ever.

"The magnitude and immediacy of the impact of high inflation on the Postal Service vary widely according to the category of costs and revenue," according to a report from the USPS Office of Inspector General. "For example, inflation has a direct impact on cost-of-living adjustments (COLAs), which are pegged to the inflation rate."

The OIG report, titled "Inflation and the U.S. Postal Service" was issued last August. It details the myriad ways inflation creeps into prices. The biggest is employee cost-of-living adjustments.

Labor costs accounted for more than two-thirds of USPS expenses in 2021. And that's not including future liabilities for retirees and workers compensation, which was almost 10% of 2021 expenses, the OIG found.

"Price increases for market dominant products, such as First-Class Mail, are also directly tied to inflation, albeit with a lag," the OIG reports. Products and services the USPS buys are also affected, but the immediacy of the impact depends on contract terms.

Inflation and Revenue

"During periods of high inflation there can be a delay between when USPS incurs costs of inflation and when market dominant prices are adjusted to reflect these increases," the report states. "Inflation's impact on revenue from market dominant products also depends on how customers respond to price increases and how their response affects mail volume."

The OIG states that "if a recession followed the current period of high inflation, the overall economic distress could have a considerable and adverse impact on mail demand, as occurred during the Great Recession, from 2007 to 2009." *(See graph page 2)*

Postage Meters Must Be IMI-Compliant By 2024

WASHINGTON, DC — The U.S. Postal Service is moving to a new postage meter and PC postage technology called Intelligent Mail Indicia (IMI) in 2024, replacing the current Information Based Indicia (IBI).

Mailers will be required to update their postage meters and PC postage systems to be IMI-compliant.

Effective June 30, 2024, the USPS will decertify all IBI-based postage meters and by December 31, 2024 IBI systems must be withdrawn from service. Extensions to this deadline have been approved for Pitney Bowes DM Infinity until June 30, 2026 and the SendPro P-Series/Connect+ mailing systems until December 31, 2027.

"Postage indicia printed by Decertified PES will not be considered valid postage after June 30, 2025; also, refund requests for all unused postage indicia need to be completed before this date," the USPS states in its final rule.

Mail operations installing or upgrading postage meters in 2023 should switch to the new IMI technology. Leases for IBI technology will not be extended past 2024.

The new IMI gives the USPS "more transparent and detailed transaction data; enable(s) automation of costly back-office operations; and employ(s) better security standards," according to an IMI Fact Sheet. *The IMI Fact Sheet and Federal Register Final Rule are online at www.mailomg.com.*

Netflix To End DVD Movie-By-Mail In September

Netflix's Mail Service Paved Way For Streaming Powerhouse

LOS GATOS, CA — After mailing over 5 billion DVD movies in the last 25 years, Netflix announced it is ending the DVD movie-by-mail service as of September 29.

It was that unique service upon which Netflix was built and that would help propel it over rivals like Blockbuster Video. But broadband streaming would soon takeover as the primary means of distribution. And with it, new opportunities for content creation.

"After an incredible 25 year run, we've decided to wind down DVD.com later this year," Netflix wrote in its Letter to Shareholders April 18. "Our goal has always been to provide the best service for our members but as the DVD business continues to shrink that's going to become increasingly hard."



Co-founder Reed Hastings and iconic Netflix product



The statement continues:

"So we want to go out on a high, and will be shipping our final DVDs on September 29, 2023."

"From the very beginning, our members loved the choice and control that direct-to-consumer entertainment offered, including the variety and quality of our titles and the ability to binge watch entire series.

"DVD paved the way for streaming, ensuring that so much of what we started will continue long into the future. We feel so privileged to have been able to share movie nights with our DVD members for so long, so proud of what our employees have achieved and excited to continue pleasing entertainment fans for many more decades to come.

"Thanks to all our employees over the years that worked so hard to build the booster rocket that got streaming to a leading position," the company states.

THE BUSINESS OF MAIL

Postal Service To End Hard-Copy Postage Statements in 2024

WASHINGTON, DC — The USPS is proposing to discontinue the use of hardcopy postage statements for commercial mailings, as stated in a Federal Register Notice. The use of hardcopy statements for EDDM-R and international mailings will not be affected.The USPS wants the change to be effective January 21, 2024. Currently mailers have the option to submit a completed hardcopy or electronic postage statement for any mailing claiming a discount and all permit imprint mailings (except eVS or Full Service).

The USPS states the move will improve efficiency by expediting the acceptance of commercial mail. Except for eVS mailings, all domestic commercial mailings must use an approved electronic method to transmit a postage statement to the PostalOne! system. The USPS provides free means of electronic postage statement submission through the Intelligent Mail for Small Business (IMsb) tool and Postal Wizard.

Phoenix-Hecht Suspends Operations

Phoenix-Hecht, the market research firm famous for its lockbox mail service reports, has suspended its operations. Founded in 1968, the company's services were a staple for remittance and treasury managers. "We've made the difficult decision to suspend operations at this time," the company states on its website. No date is shown. Phoenix-Hecht's mail study was one of the most recognized metrics in treasury management.

Ground Advantage This Summer

WASHINGTON, DC — The USPS filed a procedural filing with the Postal Regulatory Commission notifying the PRC it intends to replace existing First-Class Package Service category with USPS Ground Advantage. The service will feature two-to five day service standards for packages up to 70 pounds. It is anticipated to launch Summer 2023. USPS Retail Ground, Parcel Select Ground, and First-Class Package Service will be incorporated into USPS Ground Advantage.

Consistent Mail Service Reported

WASHINGTON, DC — The United States Postal Service reported new delivery performance metrics for the second week of the third quarter for fiscal year 2023 showing consistent or improved delivery performance across all mail categories. The average time for the Postal Service to deliver a mailpiece or package across the nation improved to 2.5 days. First-Class Mail at 91.5% delivered on time; Marketing Mail at 95.8% delivered on time; Periodicals at 87.8% delivered on time.



THE NEW POSTAL PARCEL ROBOTIC SORTATION SYSTEM recently installed at the Topeka, KS, Material Distribution Center might be the most advanced yet.

Cutting-Edge Robotic System Speeds Order Fulfillment At "Postal Warehouse"

TOPEKA, KS -- The new parcel robotic sortation system at the Material Distribution Center may be the most sophisticated robotic system at a postal facility. Often called the Postal Service's warehouse, it stores 33,000 different items, including repair parts, supplies, stamps and more that it ships to the organization's 21 network distribution centers (NDCs).

Fulfilling NDC orders has always been time-consuming and labor-intensive, said Joyce Guthrie, a robotics engineer with the automated guided vehicles and robotics team. "Employees had to pull the pallets of items, pick out what they wanted and place them on a separate pallet for distribution. Topeka wanted a more efficient process," she said.

Last August, the team installed the organization's first parcel robotic sortation system, or PRSS. The system uses a robot that operates in a closed cell, a conveyor and autonomous mobile robots (AMRs).

"Putting it together creates pretty much a fully automated system," said Amit Cholkar, technology development and applications senior director.

Along with new sorting machines, increased use of robotics is part of the 10-year Delivering for America postal modernization plan. The Topeka center, which has 15 AMRs, is one of several facilities where the robots, equipped with scanners that read shipping labels and QR codes, are used.

Employees upload orders for items, which creates a manifest that is sent to the PRSS. Then, based on the manifest, forklift drivers bring pallets of items into the robot cell, where a mechanical arm unloads the pallets. "The robot takes items and puts them on a conveyor where they are scanned and shipping labels are attached," Guthrie said.

AMRs take the items from the conveyor, get the ZIP Code and location information from the system's "brain" and drop the items into containers designated for NDCs. Forklift drivers later load containers onto trucks for shipping.

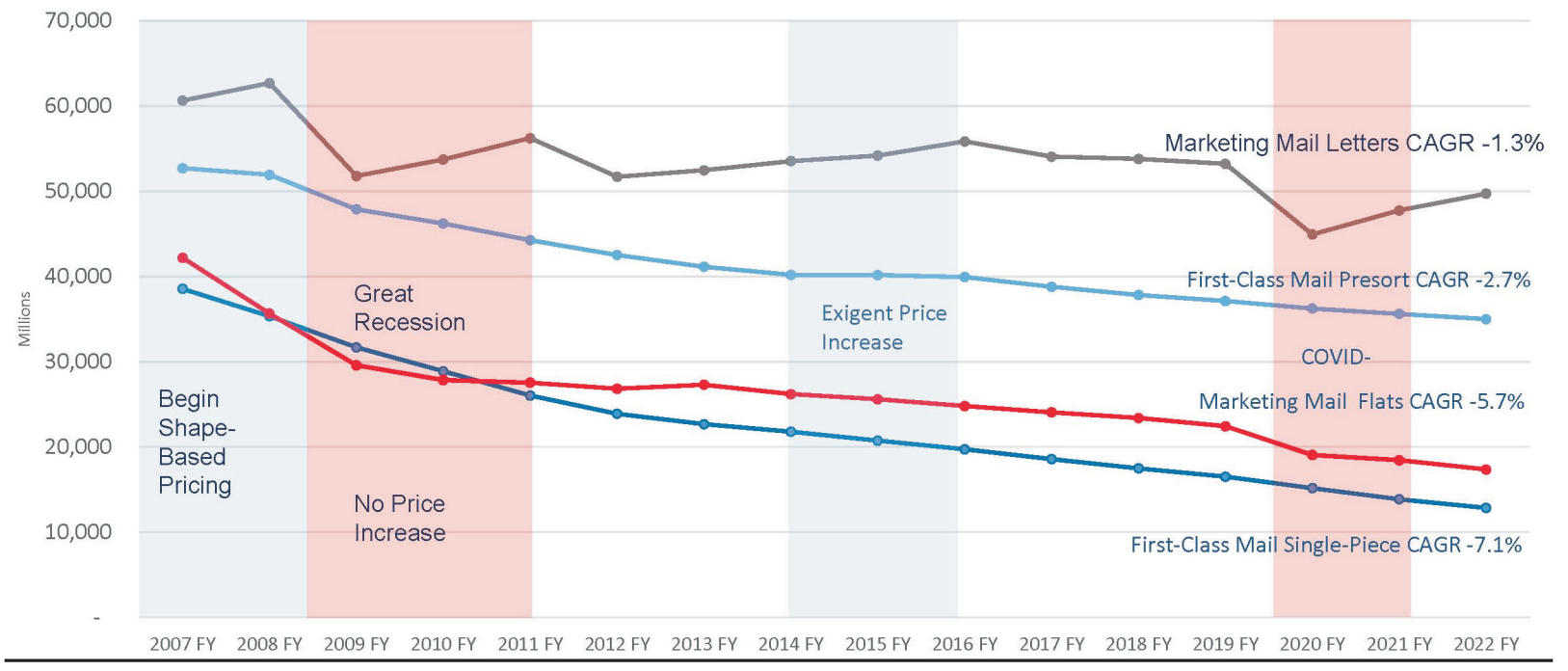
Only two employees are needed to move the pallets in the PRSS, which can process 3,000 to 4,000 orders a day with virtually no scanning errors. An additional operator removes the full containers and replaces them with empty ones. The workday often ends two hours earlier than before the PRSS, and NDCs get their items faster.

"There's no waiting or rushing or having to assign extra people to get containers done. Now, trucks come in, get loaded and go. It's all done," Guthrie said.

The PRSS, which takes approximately three weeks to install, has limitations, though. For instance, really large items must be sorted manually because they won't fit on the conveyor. Aside from other considerations, such as cost of installation relative to a plant's volume, "we could implement this solution in any plant in the country," Cholkar said. -- *from USPSLink*

MAIL VOLUME BY CLASS 2007-2022

-- from July 2023 USPS Price Adjustments Report



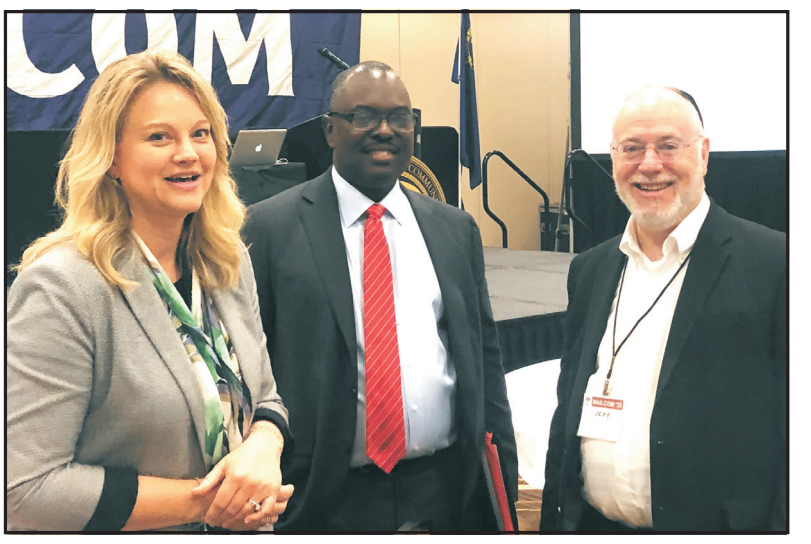
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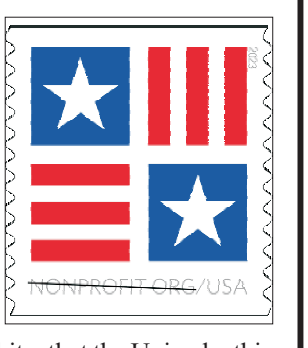


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THE FIRST MAILCOM SPRING CONFERENCE IN THREE YEARS was held in March in Las Vegas. Attendees were treated to two excellent keynotes: Michael Kubayanda, Chairman of the Postal Regulatory Commission *(top center)* and Tammy Whitcomb-Hull, Inspector General of the U.S. Postal Service *(top left)*. Both keynote speakers spent time with attendees before and after they spoke, shown with Jeff Milgram, CEO, iPostal1 *(top right)*.

New Stamp For Nonprofit Business Mailings



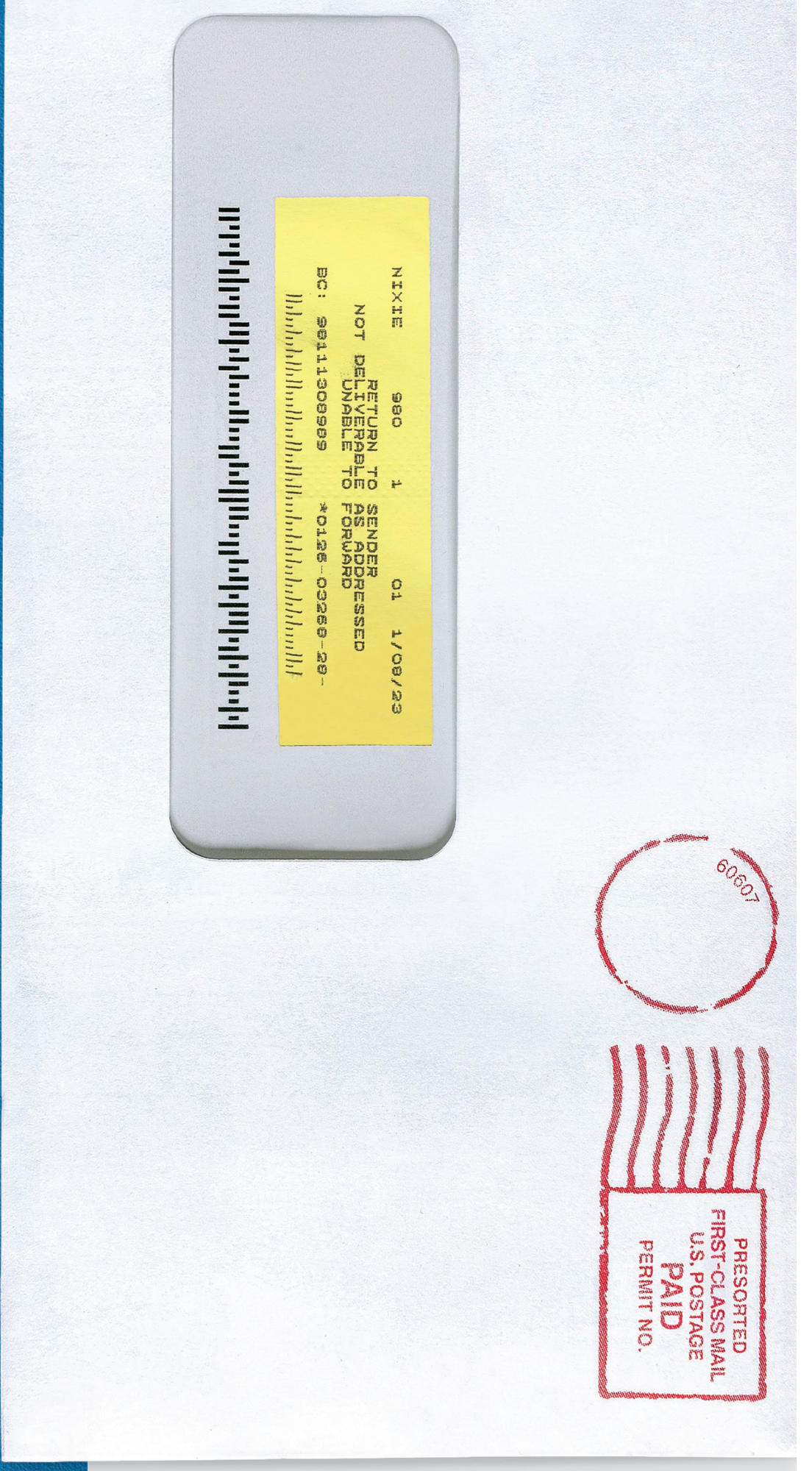
LIBERTY, NY — The USPS issued Patriotic Block, a new nondenominated, nonprofit stamp intended for business mailings by authorized nonprofit organizations. It is sold in self-adhesive coils of 3,000 and 10,000.

On June 14, 1777, almost a year after it adopted the Declaration of Independence, the Continental Congress chose a design for the new country's first flag. It resolved that "the Flag of the thirteen United States shall be thirteen stripes, alternate red and white; that the Union be thirteen stars, white in a blue field, representing a new constellation."

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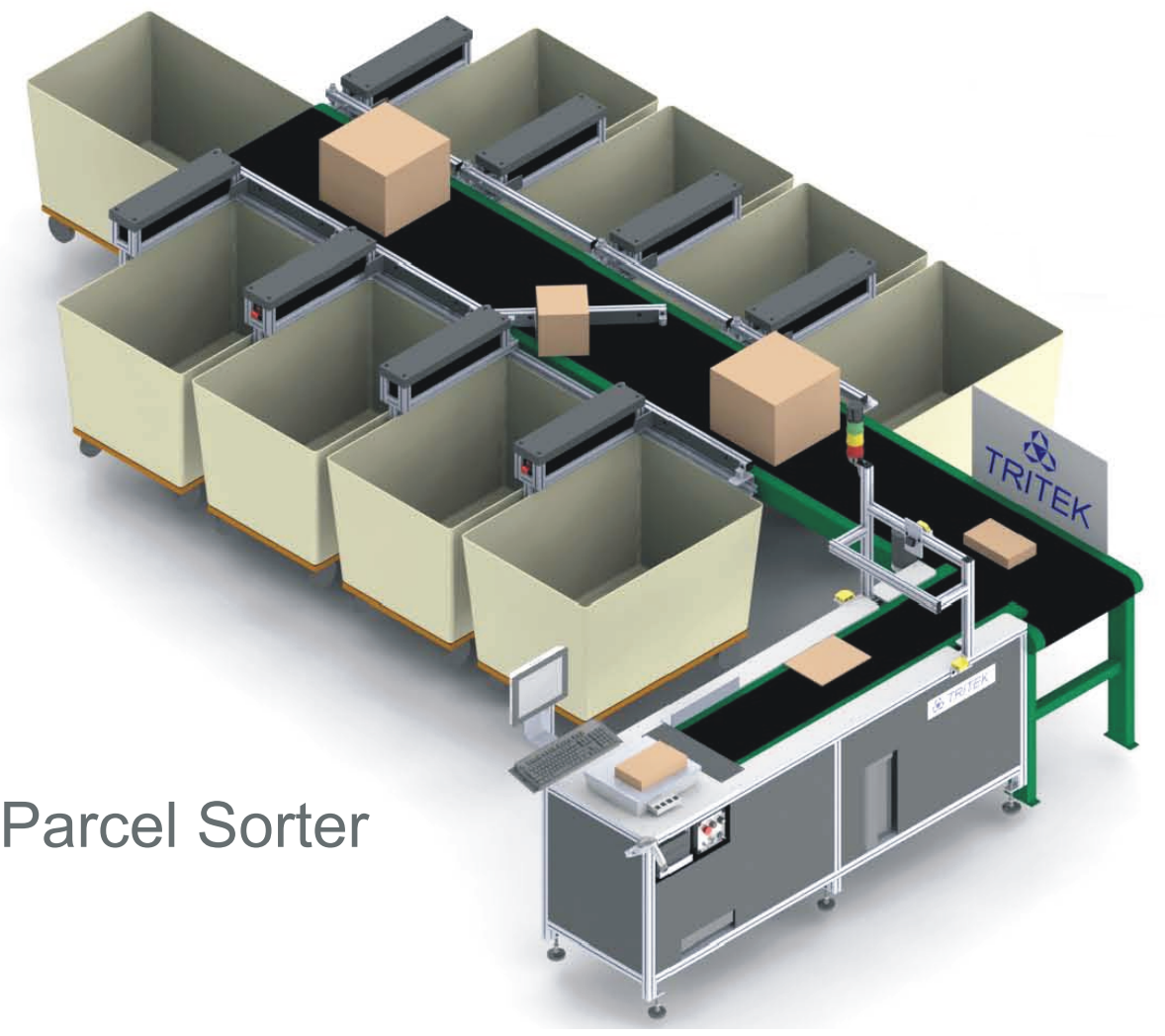
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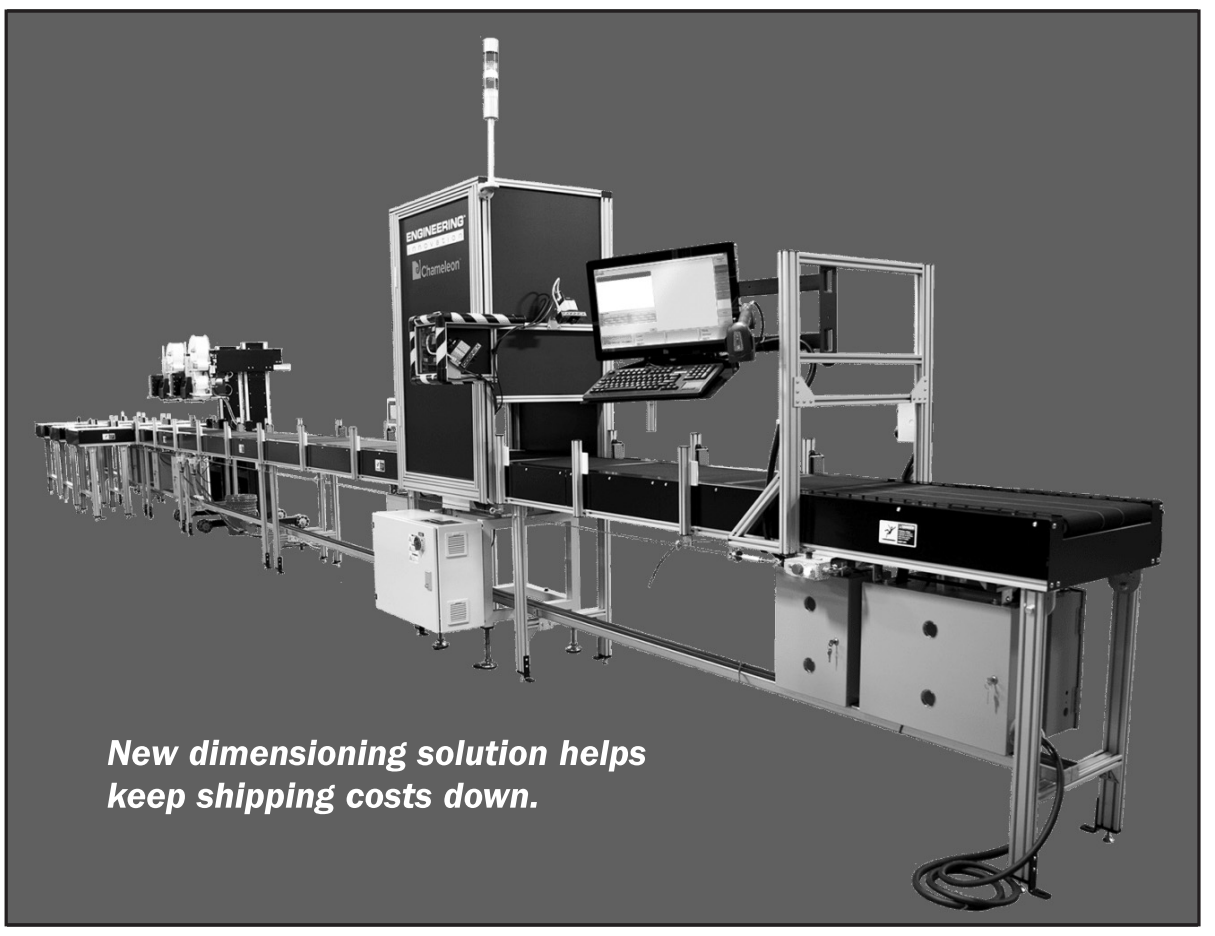


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TECHNOLOGY NEWS



New dimensioning solution helps keep shipping costs down.

Chameleon Captures Dimensions While Packages Are In Motion

Engineering Innovation, LMI Technologies Team Up To Create Solution

LAFAYETTE, IN -- To ensure timely delivery, packages must be quickly processed. Dimensioning on-the-fly, as parcels move across conveyors, help improve delivery times and lower shipping costs. Precise measurement data must be captured to fully benefit shippers. Through efforts shared between Engineering Innovation and LMI Technologies, a provider of 3D sensor technology, a new solution that reliably captures dimensions while packages are in motion is now available..

The Chameleon Parcel Processing Solution is able to handle between 1,200 and 4,000 pieces per hour. To ensure the process is reliable and efficient, the Chameleon utilizes a LMI Gocator 2180 3D Laser Line Profile Sensor to measure needed dimensions. Collaboratively, LMI Technology has published a case study based on the Chameleon's use in the field with their sensor.

How Measurements Impact Costs

Piece measurements can drastically affect shipping costs. When the measurements for multiple packages are incorrect, thousands can be overpaid. Manual processing is often inaccurate, and human error gets in the way of cost-effective, affordable shipping. Dimensional weight is not how heavy an item is, but instead how much space it uses. The length, width, and height of a package is multiplied and then divided by the DIM divisor determined by the carrier.

The three measurements are all essential in correct pricing for parcels. Choosing the correct packaging is also important. Additional surcharges will be levied for any item that is oversized or requires special handling. Carriers will also add surcharges if the given measurements are missing or incorrect. Discrepancies can inadvertently cost shippers, change available space on delivery vehicles, and more. *To learn more, go to www.eii-online.com.*

Melissa Acquires ZipInfo.com

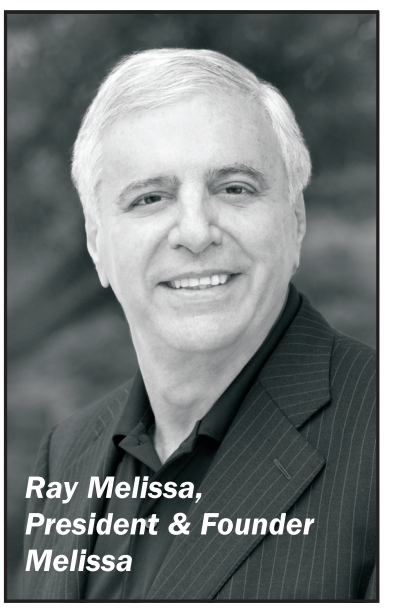
ZipInfo.com Portfolio Complements Melissa Family Of Tools, Services

RANCHO SANTA MARGARITA, CA – Melissa, a leading provider of global data quality, identity verification, and address management solutions, has acquired ZipInfo.com, a longtime provider of ZIP code data to Fortune 500 companies.

ZipInfo.com's ZIP code databases and software developer kits align strategically with Melissa's comprehensive product suite, grounded in address verification, correction, and enhancement as the foundation for smart and effective business operations worldwide.

"From major players in fintech, manufacturing, and communications, to automotive, insurance, technology, and more, ZipInfo.com customers are leaders who recognize the power of the address," said Ray Melissa, president and founder of Melissa. "The ZipInfo.com portfolio complements the Melissa family of tools and services with technology and capabilities that strengthen our position as the address expert – a reputation we've honed over nearly 40 years of continuous operation serving diverse businesses globally."

Through Melissa, ZipInfo.com customers will continue to have access to the Zipinfo products they have used and relied on for years, as well as access to the full range of Melissa products including CASS-certified MAILERS+4™ postal automation tools in desktop or online versions and developer toolkits that feature on-premises or web APIs.



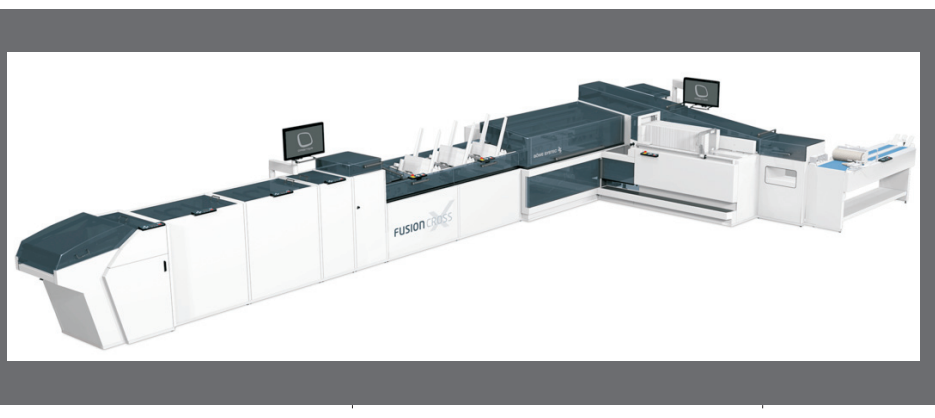
Ray Melissa, President & Founder Melissa

MAILERS+4™ corrects, verifies, and standardizes U.S. and Canadian addresses to postal standards; removes duplicates; performs national-change-of-address (NCOA) processing; and is USPS® PAVE Gold-certified to presort bulk mail for ideal postage discounts. Residential business delivery indicators (RBDI) are included, and optional geocoding adds location intelligence to support better mapping and targeted mail campaigns.

ZipInfo.com customers can call 866-256-2042, option 6, for general questions or assistance renewing products.

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BOWE SET NEW BENCHMARKS IN MAILROOM AUTOMATION for transactional printing and direct mail service providers at Hunkeler Innovationdays 2023. The highlight was the automated Fusion Speed inserting system, with an output of up to 30,000 envelopes per hour. BOWE showed the Fusion Speed inserter's first ever live demonstration in combination with the new BOXIT system for automatic filling of postal trays. BOXIT eliminates athe need for a dedicated operator for traying mail. ***See www.mailomg.com for video.***

Solve the Challenge of Corporate Incoming Mail Delivery

Spending on technologies and services that enable the digital transformation (DX) of businesses approached the $2 trillion mark in 2022, according to market research firm International Data Corp. (IDC). One of the best places for an organization to jumpstart its DX is its mailroom — the main point of entry for documents. An inordinate number of documents still arrive at the office in paper form, making mailrooms one of the most manual-intensive areas of most corporations. That's because most physical mailroom "silos" operate outdated, inefficient workflows.

Corporate mailrooms are responsible for much of the incoming and outbound messaging between an organization and its customers, suppliers, regulatory authorities, and other entities. Yes, some of that communication has transitioned to electronic delivery, but most companies still process a healthy volume of physical mail every day.

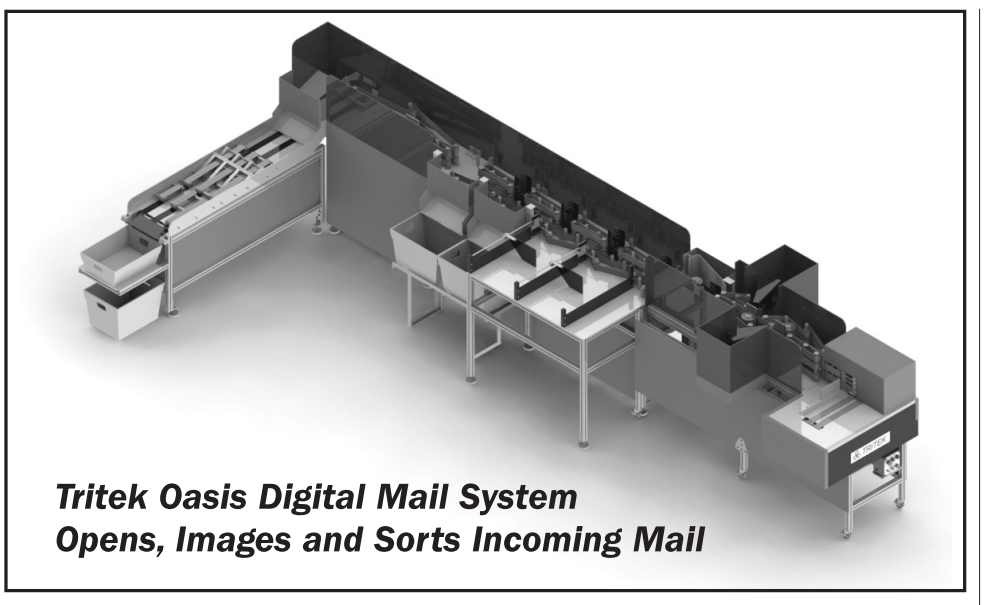
"On-premise mailrooms are slow, error prone and require too much labor and valuable real estate," contends David Winkler, a contributor to Entrepreneur.com. "Not to mention [that] they simply cannot support today's 'new world of work.'" Due to such inefficiencies, companies lose between 20% and 30% in annual revenue, IDC reports.

Outdated manual mail processing procedures can have a negative effect on high visibility corporate objectives like customer experience and regulatory compliance. An emphasis on automation and new technologies, combined with changes prompted by remote and hybrid workplace environments, are encouraging companies to seek better ways of dealing with incoming mail.

Automation in the mailroom means taking some of the human-based decision-making, routing, transporting, and tracking tasks associated with inbound mail and assigning them to specialized hardware and software. Automation allows the mailroom to process more mail with fewer employees while simultaneously speeding delivery.

Tritek's Digital Mail Solution

Digital mail delivery converts incoming paper mail into digital form. Instead of waiting for once-a-day courier delivery of physical mail items, employees can receive documents at their workstations electronically. Recognizing the popularity of a modern mobile workforce, a digital mail system delivers mail to employees whether their office is on site, at a satellite location, at home, or on the road. An automated solution such as this creates a digital record tracking the progress and documenting the history and delivery method for each mail piece.



Tritek Oasis Digital Mail System Opens, Images and Sorts Incoming Mail

With the simplest form of incoming mail automation, known as advance notification, employees receive an email with a link to the digital image of each physical mail piece addressed to them. Advance notification will inform employees about the physical mail they will receive hours before the corporate mailroom delivers it.

With the next level of automation, employees decide on the disposition of each of their mail pieces. They can choose to have the piece scanned and emailed to them, have it physically delivered, or ask the mailroom to destroy it. The Tritek Oasis sorter can scan up to 10,000 pieces per hour in this manner, with a single operator. Watch a short video about Tritek's Oasis email delivery solution here.

Companies regularly receive mail they must always handle in a certain way. The Tritek digital mail system uses rules to process those pieces automatically by identifying them during the scanning operation. Bill payments, for instance, may always be sent to Accounts Receivable, orders might be scanned and emailed to Fulfillment. At an insurance company, some documents may go to Underwriting while others to Claims Processing.

Processing mail using the Tritek Rules Editor software decreases the need for individual employees to make piece-by-piece decisions about how to handle the mail. Some rules might cover situations such as:

-- Which types of mail are always opened, scanned, and routed electronically by mail center staff?

-- What mail stays sealed and forwarded to the addressee?

-- How is marketing mail handled?

Tackling Today's Business Challenges

Automated incoming mail handling solves three problems for businesses.

-- The risk associated with the organization's reliance on key mailroom employees.

Most mailrooms still manually delivering mail rely on key staffers who know the employees working in each department. Their memories help them distribute mail accurately to an individual when it comes addressed to a predecessor in the employee's department. This knowledge is often augmented with sticky tabs or a notebook full of hand-written instructions.

-- Delivering time-sensitive documents to a remote or semi-remote workforce.

COVID-19 changed the corporate landscape for lots of companies. They have either embraced the concept of remote or hybrid workplaces or grudgingly accepted remote working as a factor necessary for attracting and retaining the most talented workers. But they still need to facilitate efficient communication throughout the organization.

-- Staffing shortages in the mailroom.

In many companies, vacancies in the mailroom have been difficult to fill. Automating inbound mail reduces the amount of tedious manual work, allowing organizations to reallocate talent or operate the department with a lower headcount.

Automation is the Answer

Corporate mailrooms are the lifeblood of their organizations. They play a critical role in company operations, contributing to key company goals like improving the customer experience and complying with regulations. The growing trend of remote and hybrid work environments makes incoming mail distribution more challenging, prompting mailrooms to embrace technologies and automation to keep pace.

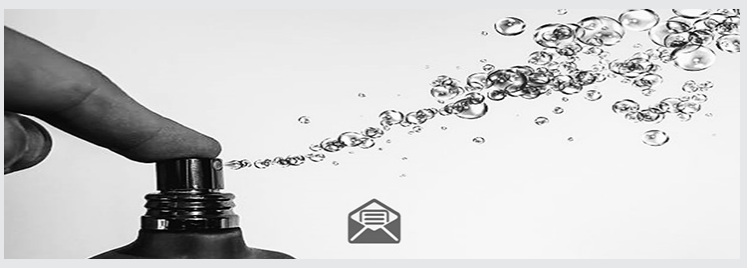
Tritek Technologies has offered their patented, field-proven mailroom automation and document imaging solutions to improve productivity and mailroom efficiency to companies since 1984. The Tritek Mail Forwarding System works with a variety of Tritek equipment, allowing companies to choose the solution size that best meets their needs to deliver important documents to their employees, regardless of where they work.

Tritek's family of mail center automation solutions includes inbound mail sorting, imaging and archiving of mailed documents, parcel sorting, digital mail delivery, and the industry-leading Vote-By-Mail technology.

Learn more at www.tritek.com or call 866-663-8224.

-- from the TritekBlog

TECHNOLOGY NEWS



New Scent Offering For Direct Mail

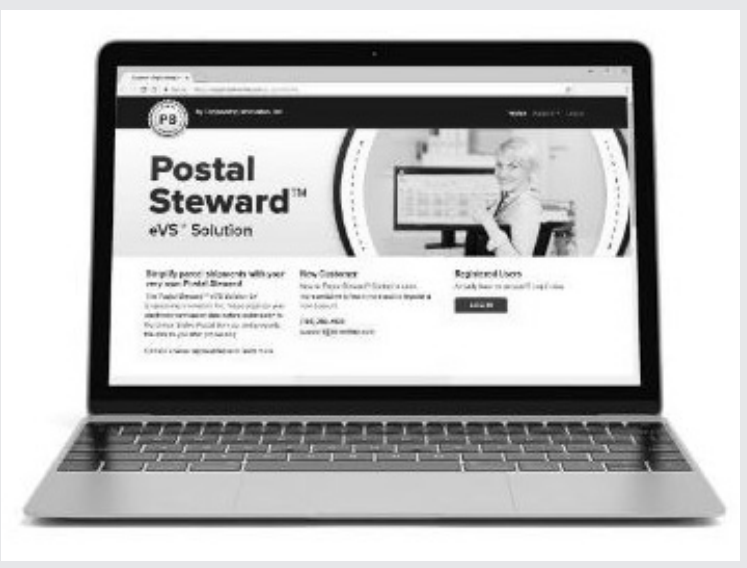
JohnsByrne Company has announced a new scented print technology for packaging and direct mail.

"We can all remember a specific memory and scent associated with it. This power of scent offers a different pathway to engage consumers with brands to create an emotional connection", stated Corey Gustafson, President, JohnsByrne. "Scented coatings offer a tremendous opportunity for brands to create new and deeper dimensions with their campaigns and packaging."

JohnsByrne can incorporate "scratch-off" (activated) coating fragrances that invite tactile sensory involvement for packaging and direct mail or ambient scented coatings that deliver fragrance without physical activation and have proven ROI for the inside of envelopes or direct mail inserts.

JohnsByrne produced the first use of scent on an outer envelope. And, when scented direct mailers are included with the USPS's current Tactile/Sensory/Interactive promotions, it can provide net savings on direct mail programs.

For 2023, the USPS will offer a Tactile, Sensory and Interactive (TSI) discount of 5%, pending approval of each execution.



eVS Solution: Bundling Tracking and Documentation

Take advantage of USPS's Electronic Verification System (eVS) with Eii's Postal Steward eVS Solution. This is a fully integrated system for creating and submitting eVS mailings to the USPS's PostalOne! for greater ease of control over paying for and documenting your high-volume mailings.

Take advantage of USPS's Electronic Verification System (eVS) with Eii's Postal Steward eVS Solution. This is a fully integrated system for creating and submitting eVS mailings to the USPS's PostalOne! for greater ease of control over paying for and documenting your high-volume mailings.

Postal Steward maintains data security using a secure job submission API, equipped with the industry standard OAuth 2.0 framework to control access to your information. Your data is submitted against USPS standards based on USPS Publications 199 and 205, validating your submitted data. Postal Steward also generates a complete SSF with H1, C1, and D1 record types for submitting your job to USPS's Parcel Data Exchange

Mail Transport Equipment (MTE) Users Must Report Inventory Weekly

The MTEOR Terms and Conditions states that all MTEOR users are required to complete their inventory reports on a weekly basis by Wednesday at 11:59 PM local time.

Each mailer's facility receiving MTE from the United States Postal (USPS) must report their on-hand inventory. Reporting must be completed by close of business each Wednesday through the MTEOR system on the Inventory Report module.

Click mailomg.com for MTEOR Inventory Reporting Manual.

Reportable MTE inventory includes:

-- All trays, tubs, sleeves and sacks, and pallets
-- Empty and non-empty rolling stock
-- Equipment being offloaded from USPS plant and MTESC trailers
-- Defective equipment
-- Outbound loaded trailers of empty MTE going to sister plants, trading partners, postal facilities, and MTESCs
-- MTE provided by USPS both from MTEOR and other means
-- MTE within the facility, in the yard, outside of the building, on the dock, in trailers, sitting in the parking lot, etc.

To learn more, email: MTEOR@usps.gov or call 866-330-3404.

Intelligent Mail for Small Business (IMsb) Tool Guide

The Intelligent Mail for Small Business (IMsb) tool is a Full-Service mailing solution specifically designed for small business mailers who wish to prepare their own mailings.

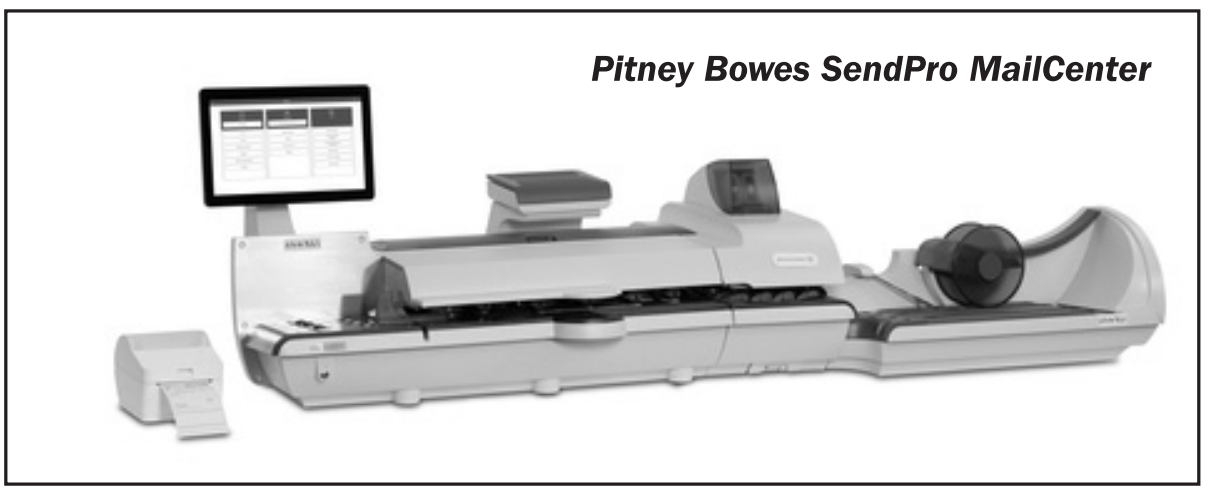
This online tool helps small business mailers prepare Full-Service mailings with Intelligent Mail barcodes and tray labels.The IMsb Tool supports First-Class Mail and USPS Marketing Mail cards, letters and flats.

This tool allows small business mailers to qualify for automation Full-Service discounts on mailings that are:

•Maximum mailing size of fewer than 50,000 pieces for mail entered at a BMEU.
•250,000 annual piece limit has been removed

The IMsb Tool is not designed for use by Mail Service Providers who prepare mail on behalf of others.

Download the tool guide at www.mailomg.com. Other Intelligent Mail guides are available. Click "Guides" in the toolbar for the latest user guides and fact sheets.



Pitney Bowes SendPro MailCenter

SendPro MailCenter Boosts Productivity

Meets IMI Requirements; Works With UPS, FedEx

STAMFORD, CT — Pitney Bowes Inc. launched in 2023 the SendPro® MailCenter, the latest evolution of its SendPro digitally-connected sending technology portfolio. It is an advanced, all-in-one mailing and shipping system designed to deliver simplicity, boost productivity and increase savings for high-volume mailers.

The SendPro MailCenter is the latest device to meet current USPS® regulations and the upcoming Intelligent Mail Indicia (IMI) requirements. With its addition, the full line of SendPro postage meters now meet IMI requirements giving mailers of all volumes a USPS compliant solution for their mailing needs.

For SendPro Mail Center Specifications, go to www.mailomg.com.

"The SendPro MailCenter is an exciting update of our flagship SendPro portfolio, with performance improvements focused on enhancing the user experience to make mailing and shipping more streamlined," said Shemin Nurmohamed, President, Sending Technology Solutions, Pitney Bowes. "This improved user experience with new features like our 15" color touchscreen display makes processing mail and shipping packages easy and ensures maximum productivity for our high-volume mailers."

With a faster and more responsive interface, the SendPro MailCenter makes mailing and shipping directly from the device easy and efficient. In addition to high-speed processing of mail, the SendPro MailCenter allows users to ship and track packages and costs directly from the system for USPS®, FedEx® and UPS®.

Users can also access the same shipping capabilities from their desktop through the Shipping 360™ platform, allowing them to utilize PitneyShip® or PitneyShip Pro which are all connected through a centralized account.

The Shipping 360 platform also powers PitneyAnalytics™, a SaaS based analytics and insights solution that organizes the SendPro MailCenter's data into a simplified view of mailing and shipping expenses.

This solution is ideal for organizations who need to manage their operations across a single or multiple locations, whether employees are located remotely or in a traditional workplace.



Replacement Parts for Inserting & Labeling Machines: Gentry Parts, Inc. offers competitive pricing and fast delivery on a wide range of inserter and labeler parts. Our lines include Bell & Howell Inserter Parts, Pitney Bowes Inserter Parts, and Cheshire Labeler Parts. Our Envelope Chains suit a wide variety of machines, including Bell & Howell, Inscerco, Flowmaster, DM10 and many others. Choose Gentry as your inserter parts source, for quality mailing machine parts, excellent value and reliable delivery. *Learn more at gentryparts.com.*

MTS Logistics Selects Quadient to Automate Healthcare Communications

MILFORD, CT — MTS Logistics has selected Quadient to support its expanding delivery and forwarding services for the healthcare sector.

MTS Logistics recently upgraded its facility and today utilizes a complete suite of solutions from Quadient for the processing of confidential mail, including two IS-6000 high-performance mailing systems, two DS-200i connected folder inserters, mail integrity software AIMS (Automated Insertion Management System) and Quadient's software solution to automate multi-channel customer communications.For more than 25 years, MTS Logistics has been dedicated to providing a secure and reliable freight and logistics system for an active customer base of more than 5,000 healthcare facilities in the province of British Columbia, Canada, where the company is based.



MTS Logistics processes about 2.5 million crucial business communications annually through its Quadient intelligent folder inserters, and now sends more than a million communications annually with Quadient's multi-channel document automation software.

"The healthcare community requires a time-sensitive, cost effective, reliable and secure system of distribution of business essential documents and Quadient's solutions help us achieve this mission," said Angela Cooper, distribution manager, MTS Logistics. "We required a more closed-loop system to ensure the integrity and security of each confidential mail piece, which is critical in the healthcare community. Quadient's document and automated insertion management software provides fast verification and reporting that every piece of mail in a job has been processed accurately.

"Additionally, the solution has allowed us to create templates for client documents, streamlining our printing process. I am certain that as technology and customer expectations advance, we will always find more ways we can extend our work with Quadient. We have always been satisfied with the above-and-beyond service and both software and hardware solutions provided by Quadient."

"We are grateful and excited to expand our long-time relationship with MTS Logistics and support them in their important mission of delivering vital healthcare communications on behalf of its many clients," said Alain Fairise, chief solutions officer, Mail Related Solutions, Quadient. "The combination of Quadient's software and smart mailing equipment helps mitigate the risk of human error, reduce manual processing, improve employee productivity and enhance the customer experience."

Got News? Email it to:
mailmagazine@msn.com

INNOVATION

CERTIFIED MAIL AUTOMATION



Simplify Certified Mail® with ConfirmDelivery™

When your business needs critical information delivered with speed and accountability, ConfirmDelivery simplifies the Certified Mail process with a faster and more cost effective solution:

- Automated Certified Mail
- Electronic signature returned to your e-mail in-box
- Enhanced efficiency for 10 pieces a week or 10,000 a day

ConfirmDelivery software is easy to implement and highly flexible. Connect your database to the USPS tracking and address verification system for easy access to address sheets and labels. With it you can:

-- Track directly online via ConfirmDelivery software or from your database. Track by recipient, company, location, customer reference number or USPS tracking number.

-- Manage recipient signatures via query or have them automatically emailed for easy print out or electronic storage. Eliminate the 7-10 day wait for the green card!

Certified Mail

The online, easy-access ConfirmDelivery site allows employees to prepare mail four times faster than traditional Certified Mail. It eliminates special trips to the Postal Office or ordering expensive forms online, as well as eliminates cumbersome completion of the handwritten "green card" and Certified Mail Receipt.

When required, ConfirmDelivery automatically generates USPS Form 3877 (Firmbook). Mail pieces not requiring official proof of mailing may be given to your postal carrier or placed in an approved USPS mailbox.

You can expedite proof of delivery and eliminate the 7-10 day wait for the "green card". The AutoSignature™ feature automatically emails your most recent recipient signatures daily.

Utilizing ConfirmDelivery's unique Certified Mail envelope, you can obtain Proof of Mailing, Proof of Delivery and optionally, an electronic receipt signature right from your desk. [...]

Signature Confirmation and Delivery Confirmation

Utilize Signature Confirmation and Delivery Confirmation as the perfect alternative to Certified Mail. Signature Confirmation provides Proof of Mailing, Proof of Delivery, and an electronic recipient signature. Delivery Confirmation provides Proof of Mailing and Proof of Delivery.

Using ConfirmDelivery's unique ParcelPak™ envelope, you can enjoy great benefits to simplify the process, enhance the tracking and expedite return receipt delivery at a fraction of the cost of Certified Mail.

IntellAddress

IntellAddress™ lets you print Intelligent Mail Barcodes (IMb) on outgoing mail. This helps gain visibility of your mail as it travels through the mail stream. You can rack your return mailings as they are placed into the mail stream and obtain exclusive presort postage discounts.

Learn more at www.confirmdelivery.com or call 888-960-MAIL. Email address is info@confirmdelivery.com.



Adrienne Marshall (c), the USPS' director of election and government mail services, with the Election Verification Network's John Marion (l) and Tammy Patrick.

USPS Election Mail Program Receives Public Service Award

The Postal Service's Election and Government Mail Services Team focuses year-round on the timely and secure delivery of Election Mail.

The Postal Service recently earned the Public Service Award for its Election Mail program from the nonpartisan Election Verification Network.

The award is given annually to a public official or government unit for protecting and promoting election integrity.

"This award is further confirmation of the Postal Service's deep commitment and great success in delivering the nation's ballots securely and on time," said Postmaster General Louis DeJoy. "We take pride in the role our organization plays in the election process. The American people can continue to feel confident in using the U.S. Mail to fulfill their democratic duty."

The Election Verification Network comprises election officials, researchers and advocates focused on secure, transparent and verifiable elections.

"The award is additional recognition of the Postal Service's successful processing and delivery of Election Mail, which has grown exponentially in recent years," said Adrienne Marshall, the organization's director of election and government mail services.

In 2022, USPS formed the Election and Government Mail Services Team to focus year-round on the timely and secure delivery of Election Mail as interest and use of mail-in voting continues to grow.



The USPS awarded contracts for 9,250 commercially available left-hand drive battery electric vehicles (right). The current plan sees acquisitions of a 75 percent electric fleet of Next Generation Delivery Vehicles (left).

USPS To Electrify the Nation's Largest Federal Vehicle Fleet

Plan To Have 66,230 Electric Delivery Vehicles By 2028

WASHINGTON, DC — The U.S. Postal Service awarded contracts today for 9,250 commercially available left-hand drive (LHD) battery electric vehicles (BEVs) as well as initial orders for more than 14,000 charging stations to be deployed at USPS facilities.

These awards are consistent with the vehicle electrification strategy announced by USPS in December of 2022, accompanied by senior White House officials.

Overall, the Postal Service's total investment in vehicles is expected to reach $9.6 billion, including $3 billion from Inflation Reduction Act (IRA) funds. The December 2022 plan announced intended acquisitions over the next five years of a 75 percent electric fleet of Next Generation Delivery Vehicles (NGDV).

Acquisitions of NGDV after 2026 will be 100 percent electric. As part of the earliest stages of the delivery vehicle replacement plan, a contract for 9,250 commercial-off-the-shelf (COTS) internal combustion engine vehicles will also be concurrently awarded to fill the urgent need for vehicles.

The specific locations for deployment of the vehicles and infrastructure have not yet been finalized and will depend on route characteristics, including whether a left-hand drive vehicle is mission-suitable as well as other business considerations.

The Postal Service plans to begin building out its charging infrastructure across a minimum of 75 locations within the next 12 months, and thereafter to continue the infrastructure build out in the succeeding years at many additional facilities as a part of our delivery vehicle electrification strategy.

"We are moving forward with our plans to simultaneously improve our service, reduce our cost, grow our revenue, and improve the working environment for our employees. Electrification of our vehicle fleet is now an important component of these initiatives," said Louis DeJoy, Postmaster General. "We have developed a strategy that mitigates both cost and risk of deployment – which enable execution on this initiative to begin now. I again want to thank the Administration officials and members of Congress who have assisted us in this initiative. Each has shown genuine understanding that our movement toward electrification must be thoughtful and deliberate, must appropriately manage risk, and must be consistent with our primary delivery mission for the American people."

Electric Vehicle Awards

After a competitive search, the Postal Service awarded a contract to purchase a total of 9,250 Ford E-Transit Battery Electric Vehicles (BEVs). Delivery of the vehicles is intended to commence in December of this year, assuming successful completion of the Supplemental Environmental Impact Statement that we announced we would undertake in August 2022, and the related issuance of our Record of Decision pursuant to the National Environmental Policy Act. These domestically sourced vehicles will be 100 percent electric and are part of the 21,000 COTS vehicles included in the Postal Service's vehicle acquisition plan announced in December 2022. The Ford E-Transit BEVs are manufactured in Kansas City, Missouri.

> "We are moving forward with our plans to simultaneously improve our service, reduce our cost, grow our revenue, and improve the working environment for our employees. Electrification of our vehicle fleet is now an important component of these initiatives," said Postmaster General Louis DeJoy.

Electric Vehicle Charging Station Awards

To support the charging for all the newly purchased electric vehicles, both the COTS vehicles announced today and future acquisitions including NGDV, the Postal Service awarded competitive contracts to three suppliers for the purchase of more than 14,000 charging stations to establish an initial and ongoing Electric Vehicle Supply Equipment (EVSE) inventory.

This EVSE inventory is the charging station hardware and software needed to support EV charging at the facilities from which the delivery vehicles will operate.

Electrifying America's Largest and Oldest Federal Fleet

The Postal Service has been steadfastly committed to the fiscally responsible and mission capable roll-out of electric-powered vehicles for America's largest and oldest federal fleet. The agency has continually assessed its operational and infrastructure build-out capacity, financial position including IRA funds, and vehicle mix deployment over the past 12 months.

The Postal Service anticipates that this commitment of funds by 2028 for both vehicles and charging infrastructure will result in a total of 66,230 electric delivery vehicles and an overall acquisition of 106,000 delivery vehicles.

All awards in today's announcement are contingent on the Postal Service's satisfactory completion of National Environmental Policy Act requirements.

-- Read more at mailomg.com.

PCC's Address Delivering for America

WASHINGTON, DC -- Mailing industry groups have focused on Delivering for America and other USPS priorities at recent meetings.

The meetings were organized by Postal Customer Councils (PCCs) and Areas Inspiring Mail (AIM).

PCCs are designed to strengthen the bond between USPS, local commercial mailers and the customers they both serve. AIM is a group that fosters collaboration between USPS operations leaders and business customers.

At a Greater Madison Area PCC breakfast earlier this year, Jeff Drake, acting manager for the Postal Service's Wisconsin District, stressed the importance of Delivering for America to the more than 70 members in attendance — a sizable crowd considering Madison was experiencing a winter storm at the time.

"Your success is our success," he told the group, which was celebrating its 40th anniversary.

Around the same time, the Northeast Florida PCC focused on the "State of USPS," hearing from Mike Willard, acting plant manager at the Jacksonville Processing and Distribution Center, and Nathan King, a consumer advocate for USPS.

The event included a tour of the Jacksonville Network Distribution Center and discussions of plant operations and new machinery.

At a Greater Kansas City PCC meeting, USPS representatives talked about Delivering for America, Customer Connect, changing rates and more.



Brian Dahl (l) of Western States Envelope and Label talks with Darrin Gadson, a district customer relations manager, during the Greater Kansas City PCC meeting.

District Sales Manager Lori Luginbill, Senior Territory Representative Jaquita Jackson and Customer Relations Manager Darrin Gadson were on hand to discuss those topics.

"The more I learn about the Postal Service, the more I can share with our customers what we can do together to meet their needs," said Karla Danielson of Pitney Bowes Presort Services, who has been with the Greater Kansas City PCC since 2005.

The recent AIM meetings included joint sessions with postal leaders and customers in Southern and Atlantic areas on March 7 and Central and WestPac areas on April 4.

Keynote speakers at the March 7 meeting were Steve Monteith, chief customer and marketing officer; Dr. Joshua Colin, chief retail and delivery officer; and Judy de Torok, corporate affairs vice president.

The April 4 meeting included updates on technology from Linda Malone, engineering systems vice president; network restructuring from Gregory White, strategic initiatives executive manager; and the National Postal Forum from Lindsey Taylor, industry engagement and outreach director.

MANAGEMENT

PROPOSED RATES EFFECTIVE JULY 9

First-Class Mail

Product	Current Price	Proposed Price	Percent Change
Rate Authority			5.4%
Stamp Price	63¢	66¢	4.8%
Meter Price	60¢	63¢	5.0%
Single-Piece Cards	48¢	51¢	6.3%
Single-Piece Flats - 1 ounce	$1.26	$1.35	7.1%
Additional ounce rate Letters & Flats	24¢	24¢	0.0%
Nonmachinable surcharge – letters	40¢	40¢	0.0%
Presorted Letters (Auto & Nonauto)	48¢*	50¢*	5.8%
Presorted Cards (Auto & Nonauto)	36¢*	36¢*	1.3%
Presorted Flats (Auto & Nonauto)	$1.24*	$1.38*	11.5%
First-Class Mail International Outbound	$1.45**	$1.50**	3.4%



First-Class Mail Stamp price is still one of the lowest in the world

First-Class Mail

	Current Price	Proposed Price	$ Difference	% Difference
1 oz. SP Metered	$0.60	$0.63	$0.03	5.0%
1 oz. Auto Mixed AADC Letters	$0.531 ($0.069)	$0.561 ($0.069)	$0.030	5.6%
1 oz. Auto AADC Letters	$0.507	$0.537	$0.030	5.9%
1 oz. Auto 5-Digit Letters	$0.471 ($0.036)	$0.498 ($0.039)	$0.027	5.7%
Shared Mail Letters	$0.66	$0.70	$0.03	6.1%
Nonautomation Presort Cards	$0.394	$0.404	$0.010	2.5%
Mixed AADC Automation Card	$0.381 ($0.013)	$0.388 ($0.016)	$0.007	1.8%
AADC Automation Card	$0.370	$0.376	$0.006	1.6%
Automation 5-Digit Card	$0.352 ($0.018)	$0.355 ($0.021)	$.003	0.9%

Widened incentive to presort

$3 more per 1000 to sort to 5-Digit from AADC Letters
$3 more per 1000 for 5-Digit Cards

Widened incentive for Automation

$3 more per 1000 for Mixed AADC Cards

Marketing Mail

Product	Current Price	Proposed Price	Percent Change
Available CAP			5.4%
Letters	$0.251*	$0.264*	5.2%
High Density Letters	$0.249*	$0.268*	7.8%
High Density Plus Letters	$0.199*	$0.210*	5.6%
Saturation Letters	$0.172*	$0.172*	0.5%
Flats	$0.539*	$0.579*	7.4%
Carrier Route	$0.341*	$0.367*	7.4%
High Density Flats	$0.283*	$0.291*	2.9%
High Density Plus Flats	$0.205*	$0.217*	5.9%
Saturation & EDDM Flats	$0.184*	$0.189*	2.8%
EDDM-Retail	$0.189	$0.198	4.8%
DAL	$0.070	$0.075	7.1%
DML	$0.090	$0.095	5.6%
Parcels	$2.327*	$2.803*	20.5%

* Average revenue per piece – percent change is calculated on actual numbers rater than rounded shown

Marketing Mail

USPS Marketing Mail Flats - Commercial & Nonprofit

Commercial

4 oz or less	Carrier Route				
Entry Point	Saturation	EDDM	High Density Plus	High Density	Basic
None	0.300	0.301	0.329	0.389	0.467
DNDC	0.229	0.230	0.258	0.318	0.396
DSCF	0.209	0.210	0.238	0.298	0.376
DDU	0.196	0.197	0.225	0.285	0.363
More than 4 ounces (Pound price only applies to weight exceeding 4 ounces)					
None	0.640	0.640	0.640	0.756	0.756
DNDC	0.640	0.640	0.640	0.756	0.756
DSCF	0.640	0.640	0.640	0.756	0.756
DDU	0.640	0.640	0.640	0.756	0.756
Per piece None	0.300	0.301	0.329	0.389	0.467
Per piece DNDC	0.229	0.230	0.258	0.318	0.396
Per piece DSCF	0.209	0.210	0.238	0.298	0.376
Per piece DDU	0.196	0.197	0.225	0.285	0.363

Marketing Mail Containerization Discounts

Delivery Sort Container Discount

Flat-Shaped	Current Discount	New Discount	$ Difference	% Difference
Basic CR Flats	$0.022	$0.024	$0.002	9.1%
HD Flats	$0.015	$0.018	$0.003	20.0%
HD Plus Flats	$0.012	$0.015	$0.003	25.0%
Saturation/EDDM Flats	$0.009	$0.011	$0.002	22.2%

SCF Pallet Discount

Flat-Shaped	Current Discount	New Discount	$ Difference	% Difference
5-D and 3-D Flats	$0.014	$0.017	$0.003	21.4%
Basic CR Flats	$0.011	$0.014	$0.003	27.3%
HD Flats	$0.008	$0.010	$0.002	25.0%
HD Plus Flats	$0.007	$0.009	$0.002	28.6%
Saturation/EDDM Flats	$0.002	$0.003	$0.001	50.0%

Widened incentive to presort

Delivery Sort Container
$2 more per 1000 for CR flats and Saturation/EDDM flats;
$3 more per 1000 for HD flat and HD+ flats.

SCF Pallet
$3 more per 1000 for 5-D,3-D flats and CR flats
$2 more per 1000 for HD flats and HD Plus flats
$1 more per 1000 for Saturation/EDDM flats

Proposed New Discount for letter-shaped pieces on SCF or Finer Presort Pallet

Product	Presort Level	Per-Piece Discount
Letters (including nonautomation, nonmachinable)	AADC, 3-Digit & 5-Digit	0.3¢
High Density and Saturation Letters (including nonautomation, and carrier route)	Auto HD, HD+, Saturation & EDDM Letters	0.2¢

New SCF Pallet incentive

$3 per 1000 for AADC, 5-D and 3-D letters

$2 per 1000 for Automation and Nonautomation ECR letters

-- from July 2023 USPS Price Adjustments Report by Sharon Owens, VP Pricing & Costing, USPS

Best Practices for Mail Center Security

CORPORATE INCOMING AND OUTGOING OPERATIONS

— From the United States Postal Inspection Service

There are millions of businesses that use the mail. The vast majority of these have only 'one to a few' person(s) responsible for mail center-type operations. Of these millions of businesses, there are thousands of large, complex corporate mail center operations. The best practices listed below are a summary of well-developed mail center security procedures that can be used by any mail center. **Procedures applicable primarily to large mail centers are identified as such, and in bold.**

These recommendations come from businesses that use the mail and have been shared with the USPS for distribution to its customers. Since needs and resources are often different, every suggestion may not apply to all businesses. Mailers should determine which are appropriate for their company and conduct periodic security reviews of their operation to identify needed improvements. The list below contains general security concepts and a few specific examples of how to accomplish them.

General Mail Operation preventive recommendation:

— Appoint a Mail Security Coordinator (and an alternate if a large mail center)

— Organize a Mail Security Response Team, as practical, depending on the size of the mail center staff

— Create, update and/or review SOPs, Security Procedures, Disaster Plans, and Operating Plans. **Keep a back-up copy of plans off-site.**

— Train personnel in policies and procedures relative to mail security, i.e. biological, chemical, weapons or natural disasters

— Include from the staff, when possible, certified firefighters, biohazard handlers, and/or corporate safety, environment and health personnel, or, train personnel in these duties

— Members of the team should be equipped with cell phones/pagers and should be available up to 24 hours a day, 7 days a week, as is appropriate for the situation

— Information, and updates, about the personnel and response procedures should be published and distributed company-wide

— Federal Government Mail Managers should also refer to the General Services Administration (GSA) web site for specific and updated information on federal mail management policies and procedures

— Publish an After-Action or Incident Report after every incident

— Have senior management buy-in/sign-off on company's mail security procedures

General Safety and Security Procedures for Incoming/Outgoing Mail Areas

— Notify internal and external customers, as appropriate, of steps taken to ensure safety of mail

— Control or limit access of employees, known visitors and escorted visitors to the mail center with sign-in sheets, badges, and/or card readers. **(Large mail operations include plant, workroom floor, etc.)**

— Subject to emergency exit safety requirements, lock all outside doors and/or prohibit doors from being propped open

— Require deliveries to be made in a restricted, defined area

— Restrict drivers (rest areas) to an area that is separate from the production/mail center facilities.

— Use video cameras inside and outside the facility/docks, as feasible

— Keep the area for processing incoming and outgoing mail separate from all other operations, as feasible

— If a separate processing area is used, it should not be part of the central ventilation system

— Shut-off points of processing area's ventilation system should be mapped and should be part of an emergency procedures handout

— Separate processing area should include appropriate personnel protection equipment and disposal instructions for such equipment, as approved by the CDC

— Designate and publish/post evacuation routes for emergencies

— Conduct training, emergency preparedness drills, and information update meetings, as necessary

— **X-ray all incoming mail. (Large mail centers.)**

— Maintain a Suspicious Package Profile

— Ensure appropriate emergency access numbers are posted by or on every phone. Such numbers should include: call 911; CDC at 770-488-7100; local Postal Inspector; local police or fire department

— Maintain updated employee lists (name, address, phone/cell phone), and keep back-up copy off-site

— Provide only vacuum systems for cleaning equipment, not forced air systems

— Alter receiving procedures to require a manifest with all shipments and practice the acceptance of "complete" shipments only

— Discarded envelopes, packages, boxes should be placed in a covered container and transported to the loading dock for removal. (Ensure local arrangements are in place for disposal of such material.)

Ancillary & Special Services

Special Services	Proposed Percent Price Change
Available CAP	5.4%
Certified	4.8%
Post Office Boxes	4.1%
Return Receipts	5.5%
Money Orders	15.7%*
Insurance	-2.2%**
Registry	11.3%
Caller Service	7.4%
Other	Varies

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Introducing our newest 4 color inkjet printer



FireJet 4c

Powered by memjet

EXPAND YOUR PROFITS WITH FULL COLOR INKJET PRINTING

- Easy set-up
- Runs all sizes of envelopes
- 12.75" print width (full bleed on #10's)
- High resolution - up to 1600x1600 dpi
- Speeds up to 16,000 #10's per hour
- Prints on post cards, letters, napkins & more

- **INKJET PRINTING SYSTEMS**
- **TABBING & STAMP AFFIXING**
- **CARD ATTACHING SYSTEMS**
- **FEEDERS & CONVEYORS**
- **STACKERS**
- **VISION & BARCODE SYSTEMS**
- **RFID TAG ENCODING**
- **CUSTOM SOLUTIONS**

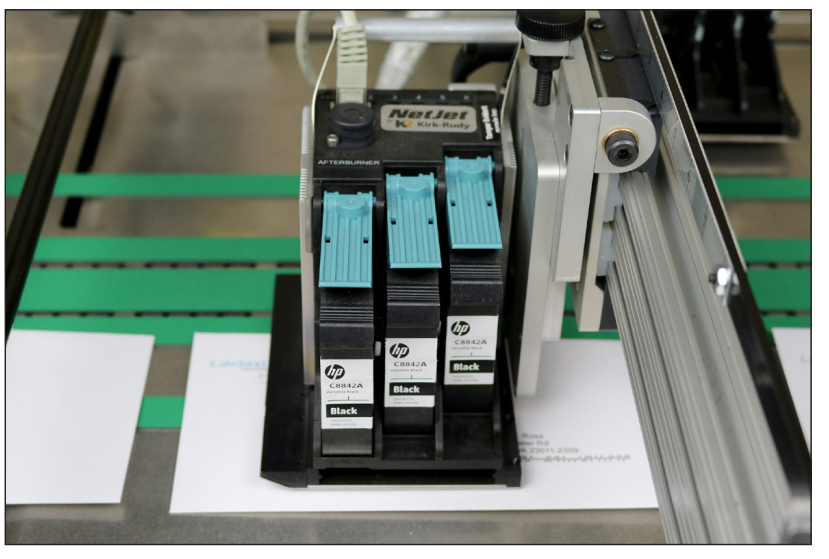
MADE BY HAND IN AMERICA



Phoenix - High-speed inkjet addressing



KR545T Triple Tabber - Apply tabs on all sides in one pass



NetJet - Low cost inkjet addressing system

"Nothing is built like a Kirk-Rudy"

POSTAL TRANSFORMATION

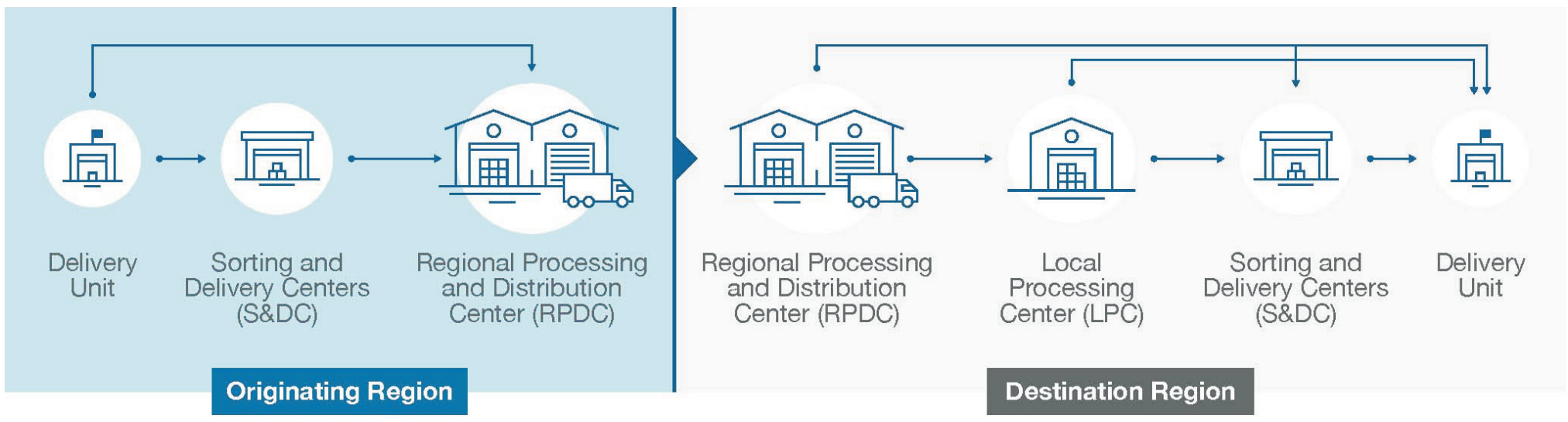


"As we enter the third year of our Delivering for America plan, there is a new energy and vibrancy at the U.S. Postal Service. The progress we've made in the last two years demonstrates that our plan is realistic and achievable. We're just getting started."

-- Postmaster General and Chief Executive Officer Louis DeJoy

PMG DeJoy at the unveiling of the USPS vehicle electrification strategy in December.

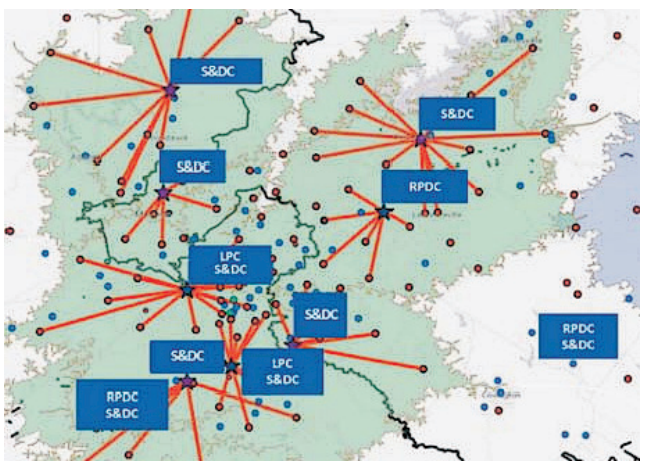
The Future Network Flow: End-to-End Model





Above, the new Regional Processing & Distribution Center (RPDC) in Atlanta, GA. New or repurposed RPDCs enable new workflows that simplify the movement of all classes of mail and packages. RPDCs will act as multi-functional distribution centers for all network originating mail and packages and all destinating packages. This effectively centralizes all metro-area originating processing operations in a single building, with crossdocking and other functionality as required.

Design for 11 new RPDCs is underway in Atlanta, GA; Richmond, VA; N. Houston, TX; Greensboro, NC; Santa Clarita, CA; Portland, OR; Charlotte, NC; Chicago, IL; Indianapolis, IN; Jacksonville, FL; Boise, ID). Four RPDCs will be opened in 2023 (Atlanta, Richmond, Charlotte, and Chicago). In the coming years the USPS expects to open about 60 RPDCs.



RPDCs are only one element of the processing solution in each region. Newly designed Local Processing Centers (LPCs) will connect RPDCs to delivery operations with the primary mission of sorting letters and flats to carrier route or walk sequence, and serving as a transfer center to aggregate product on its way to delivery.

For new LPCs the USPS will leverage existing sites such as former Processing and Distribution Centers (P&DCs). In many of these there will be a Sorting and Delivery Center (S&DC) in the same building.The benefit of collocated buildings is a 100% reduction of transportation from the LPC to the S&DC.



Above, the first Sorting and Delivery Center (S&DC) in Athens, GA. In DFA's second year the USPS started to revitalize the network of nearly 19,000 delivery units. It has targeted key markets where it can aggregate delivery units into fewer, larger, centrally located Sorting and Delivery Centers to provide faster and more reliable delivery over a greater geographic area.

This S&DC network will optimize delivery in the busiest markets and remove impediments that currently slow down operations.

The first S&DC opened in Athens, GA last Fall and is already demonstrating operational benefits. In February 2023 five new S&DCs were opened in Gainesville, FL; Panama City, FL; Woburn, MA; Utica, NY; and Bryan, TX. Over 100 new S&DC locations nationwide are being evaluated.

Delivering For America: Year Three Priorities

In the year ahead, USPS's Delivering for America priorities include:

1. Modernizing National Network Region by Region — Continue to implement our new National and Regional Processing and Distribution Network which involves the reconfiguration and equipping of hundreds of facilities in strategic locations across the nation.

2. Expediting Local Service Through New S&DCs — Continue to open new Sorting & Delivery Centers (S&DCs) in local markets. These S&DCs will allow USPS to process and deliver mail and packages with faster service between local retailers and consumers through expanded same-day/ next-day shipping across the region from one location.

3. Electrifying and Deploying New Vehicle Fleet — Expect first electric vehicles to be out on routes in late 2023 and intend to purchase 100% electric Next Generation Delivery Vehicles for fleet beginning in 2026.

4. Elevating The Employee Experience and Career Pathways — Continued enhancement of employee and supervisor experiences, including the redesign of the new hire orientation, added focus on improving employee's first 90 day experience, equipping supervisors with tools, training, and resources to drive a culture of performance, accountability and engagement, and by creating long-term career pathways.

5. Continued Refinement of Our Organization To Become A World Class Logistics and Delivery Service Provider — Continue to adjust and improve organizational structure and alignment to create high performing collaborative work teams to serve customers and compete for new business.

6. Offering New, Competitive Products and Services For Customers — Continue to streamline products and services, including the national roll-out of USPS Ground Advantage. This new product simplifies package options for customers by incorporating three products – USPS Retail Ground, Parcel Select Ground, and First-Class Package Services – into one, USPS Ground Advantage. This new product will provide competitive pricing and offer 2-day to 5-day delivery for businesses and the American people. And, identify opportunities to upgrade Priority Mail service levels to strengthen our product offering.

7. Optimizing Ground Transportation Network — Improve transportation performance, optimizing ground transportation and reducing dependency on historically unreliable and more costly air transportation. The shift from air to ground will leverage technology to optimize truck routes, and better track every mailpiece in the network.

8. Pursuing CSRS Reform — Continue to work with the Executive Branch to secure changes from the Office of Personnel Management to reflect revised apportionment of Civil Service Retirement System (CSRS) benefit costs according to modern actuarial principles. This correction will save the USPS $2-3 billion per year and up to $34.6 billion over 10 years.

9. Stabilizing Operations to Improve Service Reliability — Continue to stabilize operations by updating policies and procedures, deploying new technology and package sortation equipment, and reconfiguring our facilities to improve flow, reduce processing delays and operational costs and improve overall performance.

10. Positioning USPS as The Greenest Way to Mail and Ship — Through a variety of initiatives, the USPS is being positioned as a leader in carbon footprint reduction. Processing facilities will be upgraded, with more energy efficient equipment, lighting, and more. Network transportation will move from planes to underutilized, already-in-motion trucks, significantly reducing transportation carbon burn. As mail and packages ride to each address, they will ride on new electric delivery vehicles.

11. Investing in Modern Technology Solutions for Facilities, Customers and Employees — In addition to equipping facilities and carriers with updated technology to expedite the processing and delivery of mail and packages, USPS will continue to modernize customer platforms to provide a full-featured, one-stop-shop solution and continue to expand Informed Delivery, and develop new reporting tools for customers to identify service hotspots more quickly. And establish a best-in-class, technologically talented workforce through focused recruitment and engagement processes that attract and retain high-quality personnel.

— excerpted from USPS Delivering For America, Second Year Progress Report

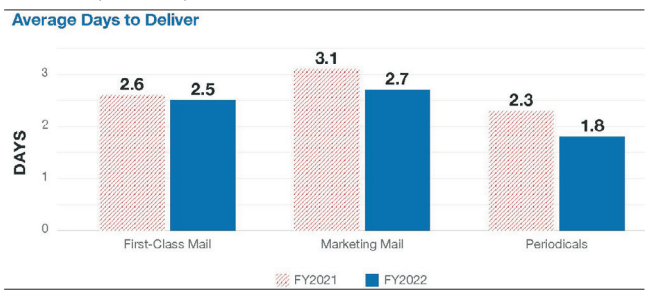
USPS Ten-Year Plan Gains Momentum

CONTINUED FROM PAGE 1

-- Converting 125,000 Employees to Full-Time Positions: The USPS has converted 125,000 pre-career workers to full-time career employees since October 2020, including 50,000 conversions between April 2022 and March 2023.

The USPS has committed nearly $7.6 billion of the plan's $40 billion self-funded investment budget to create a modernized postal network and work is underway, including:

-- Six New Sorting and Delivery Centers: The USPS has started to open larger, centrally located Sorting and Delivery Centers (S&DCs) -- see above.



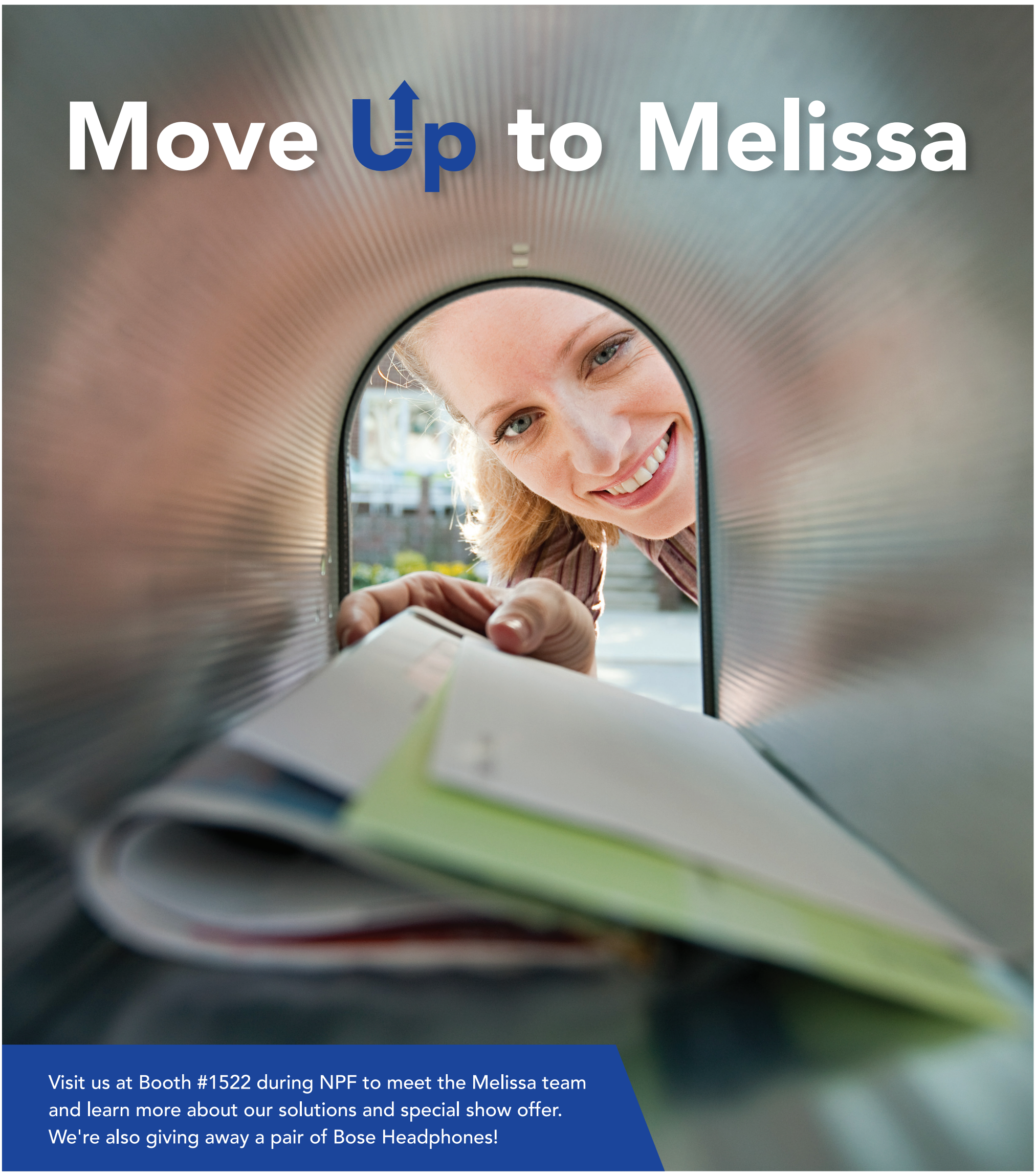
-- New Regional Processing and Distribution Centers Underway: The USPS processing network is also being overhauled, with a new, flexible construction program to create a modern, streamlined and effective network of new or reimagined, clean, spacious and bright processing facilities. RPDCs, in some instances, more than 1 million square feet in size, will enable new, effective workflows that simplify the movement of all classes of mail and packages.

-- Increased Daily Package Processing Capacity to 60 Million: In the past two years, the USPS has purchased and installed 249 new package processing machines across the nation. These machines, coupled with operational precision improvements, have increased daily packaging capacity processing to 60 million.

-- Updating and Electrifying the Nation's Largest and Oldest Federal Fleet: Modernizing the mail delivery fleet is a critical part of DFA. In December 2022, USPS announced plans to acquire 106,000 new vehicles (see page 9).

Additional milestones in the first two years of Delivering for America include enactment of the Postal Service Reform Act; new service standards for select Market Dominant and Competitive products; implementation of new pricing authority; and , new offerings to expand package delivery, including USPS Connect.

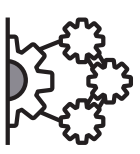
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