



EXECUTIVE BOARD

Postal Co-Chair: Al Santos
Postmaster, Sacramento
916-263-7156

Industry Co-Chair: Dorothy Cottrill
California State Controller's Office
916-445-2568

Vice Co-Chair: John Millet
Mailing Systems, Inc. 916-631-7400

Secretary: Kathie Cimini
California State Controller's Office
916-323-5166

Treasurer: Kathy Pescetti
Admail West. 916-442-3613

ADVISORY COUNCIL

Administrative Chair: Darlene Boriack
Legislative Data Center. 916-341-8553

Communications Chair: Cara Beyenka
Admail West. 916-442-3613 x1261

Education Chair: Matt Stambaugh
Mailrite Print & Mail, Inc. 916.927.6245

Membership Chair: Steve Carson
Onsite Management Group. 916-515-4302

Postal Liaison: Ralph Petty
USPS. 916-263-7161

USPS

Manager, Customer Relations
Lisa Giannetta. 916-373-8703

Customer Relations Coordinator
Ralph Petty. 916-263-7161

Manager, Business Mail Entry
Randy Holt. 916-373-8723

Manager, BSN
Dan Black. 916-373-8439

Mailpiece Design Analyst
Dan Knox. 916-373-8188

Manager, USPS Sales
Sherri Moberg-Plasch. 916-373-8383

Address Change
Darrell Bacani
916-373-8700 | fax 916-373-8068

PCC NEWSLETTER

Publishing: Communications Chair
Cara Beyenka. Admail West
916-442-3613 x1261

Printing and Mailing Donated By:
Admail West. 916-442-3613

POSTMASTER GENERAL TELLS SUBCOMMITTEE POSTAL SERVICE MOVING FORWARD BUT STILL NEEDS HELP

Postmaster General John E. Potter told a Senate subcommittee on Thursday April 22, that while the Postal Service continues on a path of growth and cost reductions, legislative change is still needed to put the Postal Service back on the path of financial stability.

Testifying before the Subcommittee on Federal Financial Management* of the Senate Committee on Governmental Affairs, Potter asked for a restructuring of the payment obligation required of the Postal Service to prefund retiree health benefits and that an adjustment be allowed for the current six-day-a-week mail delivery schedule.

While Potter did not limit his testimony to those two items, he said they "could generate the largest and most immediate financial benefits and move us toward narrowing our financial gap." The 2010 payment the Postal Service is required to make to the Retiree Health Benefits fund is \$5.4 billion and the Postal Service is projecting that a five-day delivery schedule could save as much as \$3.1 billion. The Postal Service is expected to record a \$7 billion loss for FY 2010.

Potter also urged the subcommittee to examine a recent report issued by the Office of the Inspector General (IG) which found that due to an inequitable cost sharing methodology, the Postal Service has overpaid its share of Civil Service Retirement System payments by \$75 billion.

Potter said that while favorable consideration of the IG's report would not eliminate the cost-cutting steps the Postal Service needs to take, "it would lessen the immediate financial crisis."

Potter also told the subcommittee that the agency's Action Plan for the Future was generating growth opportunities. He cited a current product test with Hallmark for Postal Paid Greetings, an initiative to increase the number of Post Office Boxes available for rent and the expansion of sites where passport transactions can be conducted.

He also said the Postal Service will once again feature a summer sale as it did in 2009 and that progress is being made with Priority Mail contract pricing and cubic pricing offerings. On the cost-reduction front, he said network alignment and workforce management initiatives are continuing and that cost savings are being captured by renegotiating transportation contracts and engaging in new ways to purchase supplies.

Along with retiree health benefit payment reform and an adjustment to the delivery schedule, other freedoms sought by Potter include: access to offer postal services in places other than traditional Post Offices, requiring arbitrators to consider the financial health of the Postal Service when deciding contract awards, allowing the Consumer Price Index price cap to be applied to all Market dominant products as to on a class by class application, and reform of the current Postal Service oversight regimen.

Al Santos



Al Santos. Postmaster, Sacramento



Industry Co-Chair Notes

Dorothy Cottrill

Howdy y'all! The Postal Forum in Nashville was terrific. It was well attended, with even more paid attendance that last year in Washington DC! They mixed up the programming a bit, and I liked the new format. There were two sessions with postal executives about the future of the postal service that were terrific. We bought the audio and will get the PowerPoint when it's available for this seminar as well as several others. I was energized by the training opportunities, both for our industry and for the PCC. Due to our hard work and dedication to the PCC Mission, we are now getting the national recognition that we deserve. Sacramento PCC is recognized as a leader in providing quality educational seminars, mentoring, and as a Gold Level Premiere PCC. I would like to report that I thought my seminar at the National Postal Forum on The Two Sides of Effective Mentoring, went very well. I haven't received my final speaker evaluations yet, and I hope there will be some good, constructive comments to help me improve my skills.

Speaking of mentoring, on April 6, I attended the first meeting of the North Valley PCC in Chico. Board members Steve Carson and Ralph Petty also attended this event. Barbara Rice, long time member of the Sacramento PCC, has worked very hard to organize a PCC for the Chico area. Barbara asked me to be the guest speaker at the first meeting. I was honored to present a short PowerPoint seminar on the value of PCC. We look forward to working with Barbara and her postal co-chair Gregory Smith, Chico Postmaster, in the future. So, if you live in the north end of the valley and are looking for another venue for education and networking, plan to attend a North Valley PCC meeting. The next meeting of the North Valley PCC is Tuesday May 4, 9:30 a.m. upstairs at the Main Post Office, 141 W. 5th, Chico. The speaker is Kathryn Martinez from the USPS, who will be speaking on Business Mail 101. Participants are encouraged to bring their mail problems for Kathryn to analyze and will leave with templates, tools and solutions!

The "NorCal PCC's" are back in action! Sacramento PCC is partnering with Bay-Valley, San Francisco and North Valley PCCs for the National PCC Day on Wednesday September 15, 2009. Our relationship with Bay-Valley PCC is long-standing and we welcome the addition of two more northern California PCCs to this event. We held our kick-off meeting and look forward

to sharing the venue and cost with you next month. As always, we are committed to keeping the cost for both vendors and participants as reasonable as possible. If you are planning ahead, the 2011 National Postal Forum will be held in San Diego, May 1 to 4, 2011.

Lastly, our next two meetings will be very exciting. On Thursday May 13, 8:30 at Royal Oaks, we will get a presentation from Jeff French, Tension Envelopes and Mike Gallup, Response Envelopes on the latest trends in "green" envelopes.

On Friday night, June 4—we'll be hosting the USPS Pacific Area Vice-President, Drew Aliperto, at Raley field for a short PCC meeting, with the theme "Ensuring a Viable Postal Service for America" to talk about the new postal service initiatives; followed by the Sacramento RiverCats baseball game. Also on June 4, the RiverCats will be partnering with the USPS to unveil a new postage stamp, honoring the terrific players of the Negro Baseball League. We'll have sign-ups and more information at the May 13 meeting. There will be a nominal charge for this meeting—but it will be a great value for the meeting, food and a baseball game on a summer evening in Sacramento. Plan to bring the family! Celebrate America's game!

A Message for Our Business Mail Customers

At USPS, customer service has been—and always will be—our top priority. And, like any responsible business, USPS is continually striving to become more efficient and cost-effective by taking advantage of every opportunity to streamline operations and reduce costs. To that end, USPS is working to ensure consistent adherence to existing policies and procedures at its business mailer acceptance docks, plants and Post Offices.

These policies, which are outlined on the checklist below, will ensure that USPS employees accept and verify mail appropriately and that the customer's paperwork matches the postal facility at which the mail was dropped. Clear procedures help us provide you with more efficient service. Proper accounting of the mail makes good business sense, and the standardization and consistency will help you—our customers—better manage costs and plan drop-shipments.



Business Mail Entry Potpourri

Mail Design Professional

The Mail Design Professional (MDP) program teaches mailing industry personnel how to design mail to enhance its compatibility with U.S. Postal Service® automated equipment. It also coaches mailers on how to achieve lower postage rates through automation.

Its curriculum is designed for mailing industry professionals, training them to:

- Maximize eligibility for postage discounts
- Design mail for automation
- Take advantage of special services
- Design Business Reply Mail® pieces.

Program Highlights

- Four-day residency program
- \$1,400 tuition (includes room and board)
- Held at the National Center for Employee Development in Norman, OK
- Graduates receive USPS® certification as an MDP

For more information, send email to emcm@usps.com

Checklist for Customers

To ensure PS Form 8125 is complete and accurate

- Work with your software vendors to establish the right parameters, so that the mailings created match the documentation presented.
- 8125 is completely filled out, including
 - Drop Ship Appointment Number - can be added by mailer or agent after 8125 is verified at origin plant, but **MUST** be added before 8125 is presented at destination entry Post Office
 - Mailer Name
 - FAST® Scheduler ID - NOT required if Drop Ship Appointment Number is completed
 - Mailer Contact Name
 - Mailer Contact Telephone
 - Origin Plant Location
 - Required mailer fields include:
 - > Class of Mail
 - > Type of Mail Processing Category
 - > Number of containers, etc.
 - > Number of Pallets
 - > Entry Discounts Claimed
 - > Comments - DMM® Labeling List Info
 - > Entry Office in the Destination Entry Post Office™ section
- If changes need to be made, have procedures in place to identify errors and generate a new 8125. The only alterations acceptable at destination are the Mailer Contact Information, Drop Ship Appointment Number, and Fast Scheduler ID.

Mail Preparation

- Prepare containers so that they are correctly placarded.
- The mailing corresponds to information on the 8125.

Loading Trailers

- Accurately load and unload trailers, especially when there are multiple drop-points.
- Accurately load trailers by destination (in the order of appointments).

Appointments

- Establish accurate appointment in the Facility Access and Shipment Tracking (FAST) system.
- Include the FAST appointment number on the 8125.
- Drop off mail at the correct facility, per the 8125.

For additional information, go to ribbs.usps.gov

Sacramento PCC Meeting Schedule 2009/10

General Membership Meetings

All meetings 8:30 am at Royal Oaks Post Office unless noted.
2000 Royal Oaks Drive, Room 117.

Thursday, May 13

8:30, Panel discussion on Green Envelopes and green initiatives

Friday, June 4

Sacramento PCC at Sacramento RiverCats.

\$20 each PCC member + 1 guest. \$28 each additional guest.
See separate flyer for more details and order form.

Join us for a special meeting featuring the USPS Pacific Area Vice President Drew Aliperto before the 7:00 game. That evening the USPS, together with the RiverCats will be unveiling a new stamp series, honoring the stars of the Negro Baseball League. It will be a memorable night. There will be a cost for this event, watch for more details.

No Meeting in July

Summer Vacation for Sacramento PCC!

Wednesday, September 15

National PCC Day - details to follow

Do you have a suggestion for a meeting topic, a tour or a good speaker for a meeting? If so, please share your suggestion with any board member, or email webmaster@sacpcc.com.

business card drawing SPONSORS & WINNERS!

OCTOBER

Sponsor: Pitney Bowes Presort Services, Inc.

NOVEMBER

Sponsor: Hasler Postage Meters

JANUARY

Sponsor: Admail West

FEBRUARY

Networking Breakfast

MARCH

Miles French, Pitney Bowes Presort Services
Sponsor: Quicksort Sacramento, Inc.

MAY

Sponsor: Mailrite Print & Mail

JUNE

Sponsor: Mailing Systems, Inc.

AUGUST

Sponsor: Onsite Management Group

Sacramento PCC 2009/10 Priority Level Members

Admail West, Inc.
Bowe Bell & Howell
CA Legislative Data Center
Geneco
DST Output and Mail Services
Hasler
Legislative Data Center
Mailing Systems, Inc.
Mailrite Print & Mail, Inc.
Pitney Bowes
Pitney Bowes Presort Services
Quicksort Sacramento, Inc.

Sacramento PCC 2009/10 Express Level Members

Capture Technologies
Discount Mail, Inc.
Pacific Gas & Electric
Response Envelope Company

RETURN SERVICE REQUESTED

Sacramento Postal Customer Council
P.O. Box 980093
West Sacramento, CA 95798-0093



First-Class Mail
Postage & Fees PAID
USPS
Permit No. G-10