



JANUARY, 2018 ISSUE

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 Postmaster, Sacramento. 916-263-7156

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USPS

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 Veronica Mendoza. 916-373-8383

PCC NEWSLETTER

Address Change:
 Sacramento District Marketing Secretary
 916-373-8700 | fax 916-373-8068

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

Printing and Mailing Donated By:
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U.S. POSTAL SERVICE PROVIDES A SNEAK PEEK AT SELECT 2018 STAMPS

The U.S. Postal Service is raising the curtain to provide a sneak peek at a portion of its 2018 stamp program. Icons such as Lena Horne, John Lennon and Sally Ride and will be immortalized on Forever stamps. Stunning photographs of America's dramatic landscapes will commemorate the song "America the Beautiful."



Other diverse and educational stamps on deck for 2018 – Shine light on bioluminescent creatures that glow in the dark; Showcase the art of magic through five classic magic tricks; Celebrate mythological fire-eating dragons; and Offer "tasty" frozen treats for those with a sweet tooth. Detailed information and issuance dates on these stamps and others will be revealed later. All stamp designs are preliminary and are subject to change until issuance dates.



The public is encouraged to submit stamp suggestions. Visit about.usps.com/who-we-are/csac/welcome.htm for details on the stamp selection process and instructions for submitting suggestions in writing. Due to the time required for research and approval, ideas for stamp subjects should be received at least three years prior to proposed release. Each submission should include pertinent historical information and important dates associated with the subject.

Jagdeep Grewal

Jagdeep Grewal
 Postmaster, Sacramento





Industry Co-Chair Corner

John Millet

Happy New Year!

Reflecting upon the past year of activities, I would have to say that our PCC had a very good 2017.

We had a great time at National PCC Day this year! Our networking opportunities expand every year. This year we renewed our friendship with PCCs from Northern and Central California. In the coming year we hope to again expand the PCC movement.

Hard work pays off. This past year we were able to extend our run as a Premier Gold Level PCC for another year. We continue our success as Platinum Level PCC. Congratulations to Jeff Lelevich the District Manager for Sacramento. Jeff was awarded District Manager of the Year, Silver Level Leadership Award.

In the upcoming year we will extend our award winning ways by continuing to provide high value content at our regularly scheduled meetings. We are starting off on Thursday, January 11th with a great meeting on the upcoming rate increases. Be informed before the January 22nd scheduled Rate Increase.

The 2018 Networking Breakfast will be held at the Sacramento P&DC in room 1080. Join us at 8:00am on Thursday, February 8th. There is NO COST for the breakfast, however, you must register at SacPCC.com. Watch our website for details!

Our featured speaker will be Cliff Rucker, Vice President of Sales for the United States Postal Service (USPS). Mr. Rucker oversees the direction and management of the Sales organization, including market competitiveness, business development, and sales for all commercial mailers, including small, mid-sized and large businesses. This is a great opportunity to meet Mr. Rucker and network with other PCC members.

Our "Dear Santa Program" went very well this year. We adopted four families and provided clothes, gifts and a full Christmas day meal, along with staples for the next several weeks. I would like to thank everyone that participated. Special thanks go out to the members and individuals that contributed funds to make it all happen: Jeff Lelevich, Sacramento District Manager \$200, Jagdeep Grewal, Sacramento Postmaster \$100, John Millet \$200, MSI \$300, Mike Gallup, Response Envelope \$300, Admail West \$100, Miles French \$200, Miles' anonymous friend \$200, John Brooks, AT&T \$100, Ann Briggs, Franchise Tax \$50, LaVerne Barnes, Broadridge Customer

Communications \$200, Kathy Mahler \$120, Jeff French \$100, Arthur Ramel \$20, Alfie Krasts \$300, Rich Stewart \$100. Thank you all for your generosity. We will be scheduling a luncheon in February to show our special thanks. Stay tuned for further details.

This year the Postal Forum will be in San Antonio Texas May 6th thru 9th. They say everything is bigger in Texas, I say that we hold them to it. We are looking forward to a great NPF this year.

It is going to be an exciting year for the mailing industry and the best way to stay ahead and keep up on all the changes to come, is to become involved and stay involved with the best kept secret of the mailing industry, your local PCC.

Next up on your 2018 PCC Calendar:

- **January 11th, 8:30am: Rate Increases**
Royal Oaks Post Office | 2000 Royal Oaks Dr.
- **February 8th, 8am: Networking Breakfast**
West Sacramento P&DC
3775 Industrial Blvd., Room 1080
- **February 22nd, 8am - 4pm: Mailpiece Design Professional Certification**
We already have 17 registered, out of only 50 available seats! Sign up soon this opportunity will not come our way again soon.
Presented by: Dr. Janet Lockhart-Jones, Ed.D.
Register Now at SacPCC.com
West Sacramento P&DC
3775 Industrial Blvd., Room 1080

Remember to visit the website for current information at SacPCC.com. Sacramento PCC meetings are held at the Royal Oaks Post Office on the second Thursday of each month, unless there is a scheduled event at another location. Check the website!

17th annual

USPS SPONSORED networking BREAKFAST

Don't miss the February PCC Meeting!!
Thursday, February 8th, 2018

Guest Speaker: Cliff Rucker
Vice President of Sales, USPS

Mr. Rucker oversees the direction and management of the Sales organization, including market competitiveness, business development, and sales for all commercial mailers, including small, mid-sized and large businesses.

West Sacramento P&DC
3775 Industrial Blvd., Room 1080
West Sacramento

7:30–8:30am Registration & Networking
8:30–9:30am Breakfast & Guest Speakers

Cost: FREE!
But Space is Limited!
Registration deadline is February 6th, or until capacity.

Register Online at www.SacPCC.com
Or call the reservation line at (916) 263-7153.
Leave Your Name, Company Name,
and how many people are attending.



sacramento

Mingle with the Sacramento District Executive Leadership Team

MOVE UPDATE

The USPS is changing the method for measuring compliance for meeting the Move Update requirement to a Census based approach. Move Update will move to an Automated Assessment Process beginning with March 11th, 2018 assessments using February 2018 data. Today the USPS measures compliance at an individual mailing level using a MERLIN machine. In the future, the USPS will use scans from Mail Processing Equipment to determine addresses for First-Class and USPS Marketing Mail, letters and flats, have been updated within 95 days of the mailing date, and compliance will be measured across a calendar month. This new process will result in several benefits including enhanced mailing visibility and improved mail quality metrics over all mailings within a calendar month, rather than sampling at an individual mailing level. Results of this census verification are displayed on the Electronic Verification tab of the Mailer Scorecard.

Testing of the data has been completed by an Industry task team and the reports have been declared ready for use. Mailers should begin reviewing the results to ensure compliance with the Move Update standards are met.

Business Mailer Support is hosting weekly Move Update calls for mailers who have questions or want additional information. The webinars will be held at 2:00 PM Eastern each Wednesday beginning June 7, 2017 and will continue through the February 2018 implementation date.

Move Update Webinars – **New address link!!!**

Date/Time: Wednesdays; 2:00 – 3:00 PM Eastern

Log On: uspsmeetings.webex.com/uspsmeetings/j.php?MTID=m83f589e9e33af65aaf951ac514b79511

Conference Code: 563 772 2130

Dial In: 1-855-860-7461

For further information regarding the Move Update Census Method please refer to Publication 6850 found on PostalPro at: postalpro.usps.com/node/581 or the Proposed Federal Register Notice found: postalpro.usps.com/node/3111



The NPF Mission

To assist the United States Postal Service in building relationships with mailers and educating them in the most effective and efficient use of the products and services offered by the United States Postal Service.

January 2018 Release

Overview of Proposed Key Changes

The January 2018 price change impacts Market Dominant products/prices and Competitive prices. The major proposed changes for this release are summarized below.



FIRST-CLASS MAIL®

RETAIL (10z)	CURRENT	NEW	COMMERCIAL (1oz)	CURRENT	NEW
Stamp Price 1 Oz.	\$0.49	\$0.50	Mixed AADC Automation Letters	\$0.423	\$0.424
Meter Price 1 Oz.	\$0.46	\$0.47	AADC Automation Letters	\$0.403	\$0.408
Single-Piece Flats 1 Oz.	\$0.98	\$1.00	5-Digit Automation Letters	\$0.373	\$0.378
Single-Piece Cards	\$0.34	\$0.35	Mixed ADC Automation Flats	\$0.750	\$0.705
			3-Digit Automation Flats	\$0.630	\$0.593
			5-Digit Automation Flats	\$0.446	\$0.474

USPS MARKETING MAIL™

AUTOMATION LETTERS	CURRENT	NEW	AUTOMATION FLATS	CURRENT	NEW	NONAUTOMATION ORIGIN	CURRENT	NEW
Mixed AADC	\$0.288	\$0.287	Mixed ADC	\$0.550	\$0.598	Letters AADC	\$0.284	\$0.287
5-Digit	\$0.251	\$0.251	5-Digit	\$0.387	\$0.393	Letters Mixed AADC	\$0.301	\$0.300
5-Digit DNDC	\$0.225	\$0.227	5-Digit DNDC	\$0.347	\$0.352	Flats 5-Digit	\$0.435	\$0.466
5-Digit DSCF	\$0.217	\$0.220	5-Digit DSCF	\$0.335	\$0.340	Flats Mixed ADC	\$0.588	\$0.634
HD DSCF	\$0.168	\$0.172	HD DSCF	\$0.194	\$0.194	EDDM-Retail	\$0.177	\$0.178
Saturation	\$0.186	\$0.186	Saturation	\$0.218	\$0.219			
Saturation DNDC	\$0.162	\$0.164	Saturation DNDC	\$0.178	\$0.179			
Saturation DSCF	\$0.155	\$0.158	Saturation DSCF	\$0.164	\$0.165			

NONPROFIT AUTOMATION LETTERS	CURRENT	NEW	NONPROFIT AUTOMATION FLATS	CURRENT	NEW	NONPROFIT NONAUTOMATION ORIGIN	CURRENT	NEW
Mixed AADC	\$0.171	\$0.172	Mixed ADC	\$0.407	\$0.432	Letters AADC	\$0.167	\$0.172
5-Digit	\$0.134	\$0.136	5-Digit	\$0.244	\$0.227	Letters Mixed AADC	\$0.184	\$0.185
5-Digit DNDC	\$0.108	\$0.112	5-Digit DNDC	\$0.204	\$0.186	Flats 5-Digit	\$0.292	\$0.300
5-Digit DSCF	\$0.100	\$0.105	5-Digit DSCF	\$0.192	\$0.174	Flats Mixed ADC	\$0.445	\$0.468
HD DSCF	\$0.087	\$0.090	HD DSCF	\$0.113	\$0.112			
Saturation	\$0.111	\$0.111	Saturation	\$0.136	\$0.136			
Saturation DNDC	\$0.087	\$0.089	Saturation DNDC	\$0.096	\$0.096			
Saturation DSCF	\$0.080	\$0.083	Saturation DSCF	\$0.082	\$0.082			

PACKAGE SERVICES

PRODUCT	% INCREASE
Media Mail® / Library Mail	+1.99%
Alaska Bypass	+1.31%
Bound Printed Matter	
Flats—Overall	+2.09%
Origin - Carrier Route	-1.98%
DSCF - Carrier Route	+3.83%
DDU Carrier Route	+6.35%
Parcels - Overall	+1.92%
Origin - Basic Presort	-3.04%
DSCF - Basic Presort	+2.33%
DDU - Basic Presort	+4.66%

PERIODICALS

PERIODICALS	% INCREASE
Outside County	+1.93%
Inside County	+1.84%

EXTRA SERVICES

PRODUCT	% INCREASE
PO Boxes	+1.9%
Certified Mail	+3.0%
Return Receipt	+0.7%
All Other	+1.7%

COMPETITIVE PRICES

PRODUCT	% INCREASE	PRODUCT	% INCREASE
Priority Mail®	3.9%	Retail Ground	3.9%
Priority Mail Express™	3.9%	Parcel Return Service (PRS)	4.9%
Parcel Select Heavyweight	4.9%	International	3.9%
Parcel Select Lightweight™ (PSLW)	7.0%	First-Class Mail® Retail Parcels	14.5%
First-Class Package Service® (FCPS)	3.9%		



membership list

2017-2018

EXPRESS MEMBERS

- Admail West, Inc.
- Bell and Howell
- CA Legislative Data Center
- Conveo
- Discount Mail Inc
- Dome Printing
- DST Output and Mail Services
- Int'l Mailing Equip. — Hasler Postage Meters
- KP LLC
- Mailing Systems, Inc.
- Mailrite Print & Mail, Inc.
- Pacific Gas & Electric
- Pacific Standard Print
- Pitney Bowes
- Pitney Bowes Presort Services

PRIORITY MEMBERS

- Capture Technologies
- Factor Systems
- Kern U.S.A.
- Micronite Inc.
- Response Envelope Company

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

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

RETURN SERVICE REQUESTED

Upcoming Events 2018

January 11, 8:30am: Rate Increase
 Royal Oaks Post Office | 2000 Royal Oaks Dr.

1.11

February 8, 8am: Networking Breakfast
 West Sacramento P&DC | 3775 Industrial Blvd., Room 1080

2.8

February 22, 8am - 4pm: Mailpiece Design Professional Certification
 We already have 17 registered, out of only 50 available seats!
 Sign up soon this opportunity will not come our way again soon.
 Presented by: Dr. Janet Lockhart-Jones, Ed.D.
 Register Now at SacPCC.com
 West Sacramento P&DC | 3775 Industrial Blvd., Room 1080

2.22

Exec. Board Meetings are held the last Thursday of every month.



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.

