



**A I N N**

**Areas Inspiring Mail**

**February 8, 2018**



# Opening Comments

**Larry Munoz**  
**Area Vice President**

# Agenda

9:30 – 10:00 A.M.	REGISTRATION	SPEAKERS
10:00 A.M. – 10:10 A.M.	WELCOME AND INTRODUCTIONS	BRIDGETT CARROLL POSTAL CO-CHAIR
10:15 A.M. – 10:45 A.M.	PACIFIC AREA UPDATE	LARRY MUNOZ UNITED STATES POSTAL SERVICE VICE PRESIDENT PACIFIC AREA OPERATIONS
10:45 A.M. – 11:15 A.M.	M.T.A.C. UPDATE	LINDSEY TAYLOR UNITED STATES POSTAL SERVICE INDUSTRY ENGAGEMENT SPECIALIST
11:15 A.M. – 11:45 A.M.	FIRST MILE TO LAST MILE	KEVIN MCADAMS USPS VICE PRESIDENT DELIVERY OPERATIONS
11:45 A.M. – 12:30 P.M.	LUNCH	PICK UP LUNCH
12:30 P.M. – 12:50 P.M.	2017 NPF UPDATE	BRIDGETT CARROLL
12:50 P.M. – 1:00 P.M.	CLOSING REMARKS	LARRY MUNOZ
1:00 P.M. – 2:00 P.M.	DISTRICT ROUND TABLE DISCUSSIONS	PACIFIC AREA DISTRICT LEADERSHIP



**FY 2018 Highlights  
& Peak Performance**

# USPS & Mailer Collaborations to Improve Arrival Profile of Packages to Plants:

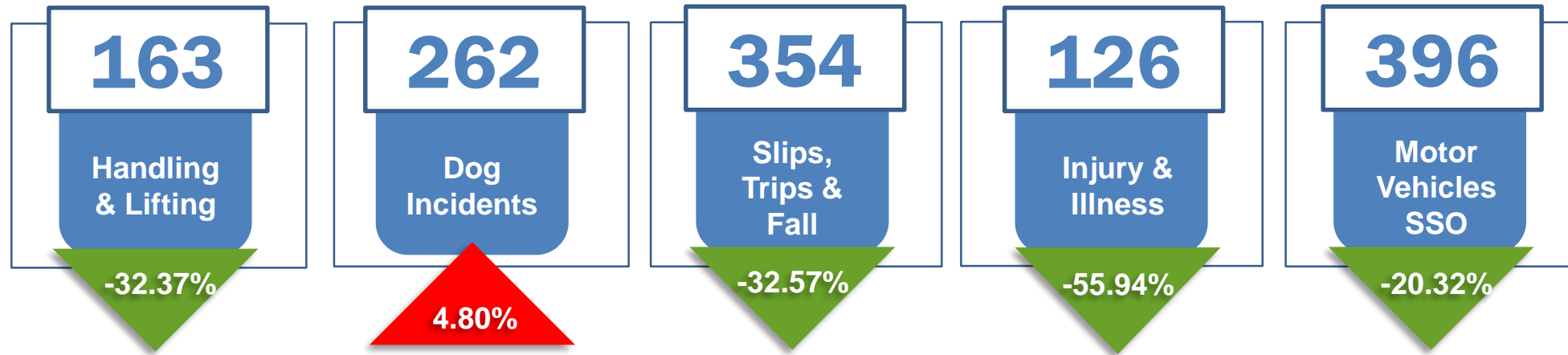
- Early Mail Advancement
- Separating First Class & Priority Mail Packages

## Customer Benefits of Early Mail Advancement & Separations:

- First In – First out
- Improves Delivery of Packages
- Advanced Visibility of Packages
- Positive Brand Perception
- Increased Customer Satisfaction



# State of the Business: Safety Statistics



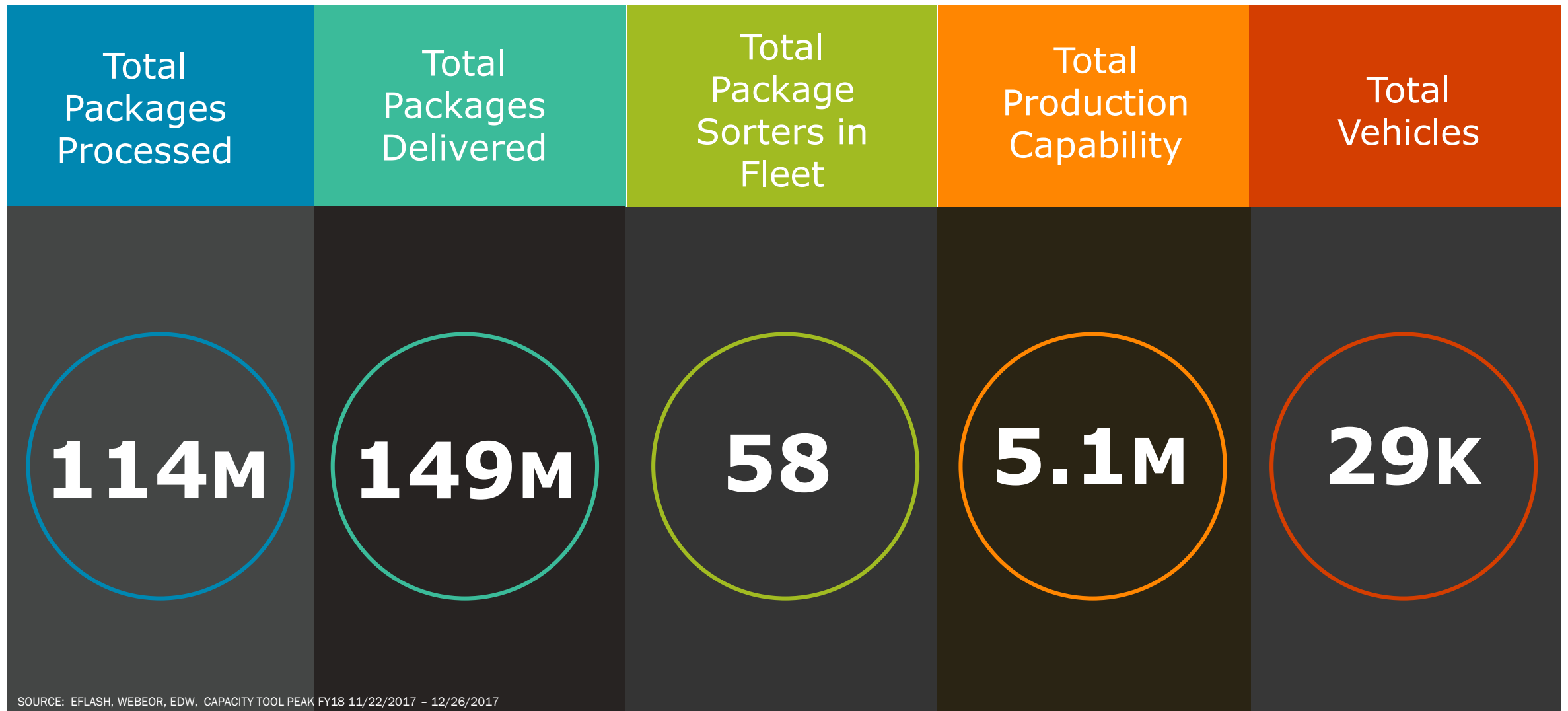
Area	Handling & Lifting	Dog Incidents	Slips, Trips & Fall	Injury & Illness	Motor Vehicles SSO
Bay Valley	16	45	54	25	53
Honolulu	3	3	9	5	31
Los Angeles	24	55	64	17	43
Sacramento	20	37	47	17	82
San Diego	30	33	45	16	55
San Francisco	17	13	29	14	22
Santa Ana	26	40	50	19	43
Sierra Coastal	26	36	49	11	67
Pacific Area	1	0	7	2	0

SOURCE: AREA SAFETY DATA THROUGH WEEK 16

# Pacific Area FY18 Peak WIG (Wildly Important Goals) Scorecard

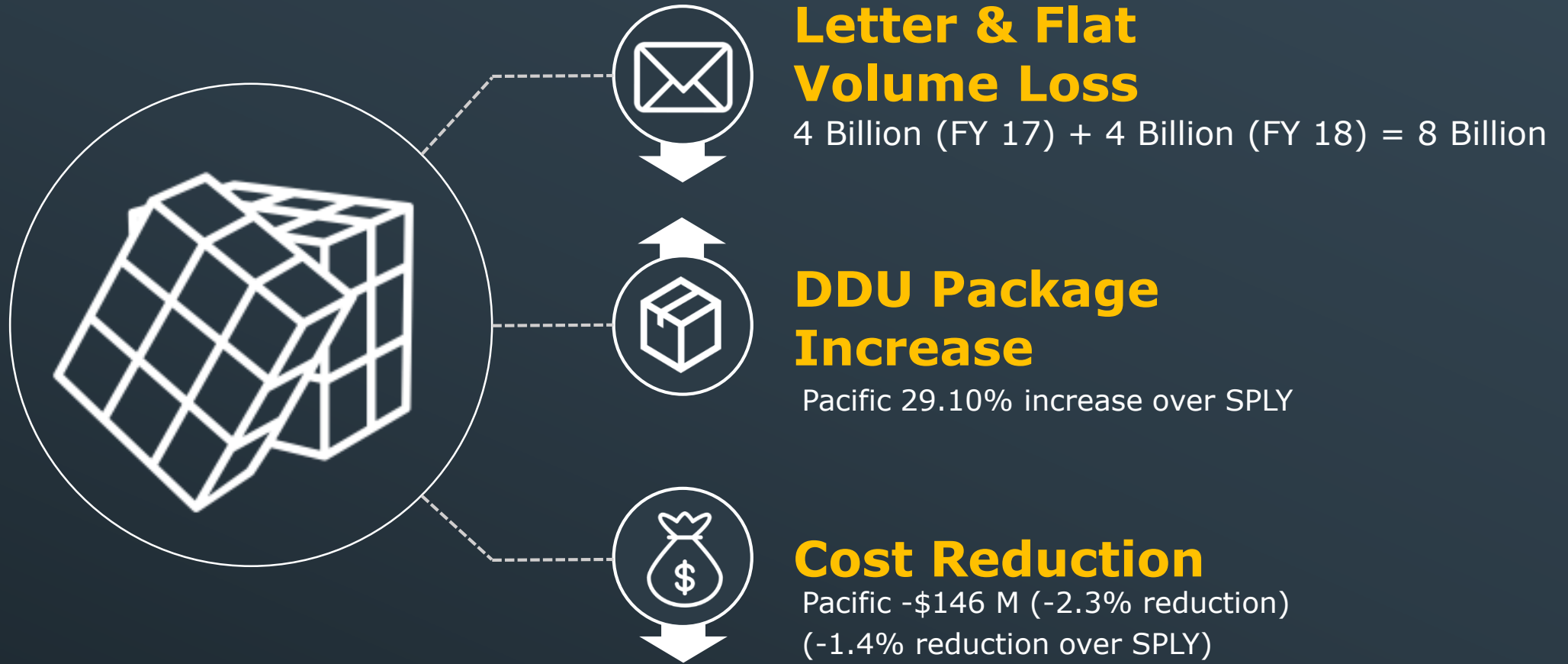
Indicator	District	Plant	Week 9	Week 10	Week 11	Week 12	Week 13	Peak to Date
Accidents Below SPLY (50%)			-14%	-19%	-24%	-46%	-64%	-26%
OG Priority & First-Class (100% Processed)			91%	95%	95%	93%	96%	94%
Incoming Priority (100% Processed)			96%	99%	98%	98%	100%	98%
MPE Utilization (Parcel Platform 95%)			60%	61%	66%	68%	43%	59%
Packages (100%)			99.999%	99.59%	99.84%	99.70%	99.80%	99.79%
Carriers Back By 20:00 (100%)			96.10%	99.58%	99.93%	99.67%	99.84%	99.02%

# Pacific Area Peak Performance Highlights





# Challenges





**Peak Challenges  
+ Unforeseen Events**

# California Fires

- ➔ **Southern fires:** The Thomas Fire alone, which was one of six in the recent fires in Southern California, burned 281,893 acres and goes on record as California's largest fire. While active, these fires impacted over 30 offices.
- ➔ **Northern fires:** In Santa Rosa, the Tubbs fire, one of more than six fires burning consecutively, impacted 43 offices. This fire goes on record as California's most Destructive fire, destroying more than 5,500 structures and burning over 36,000 acres.

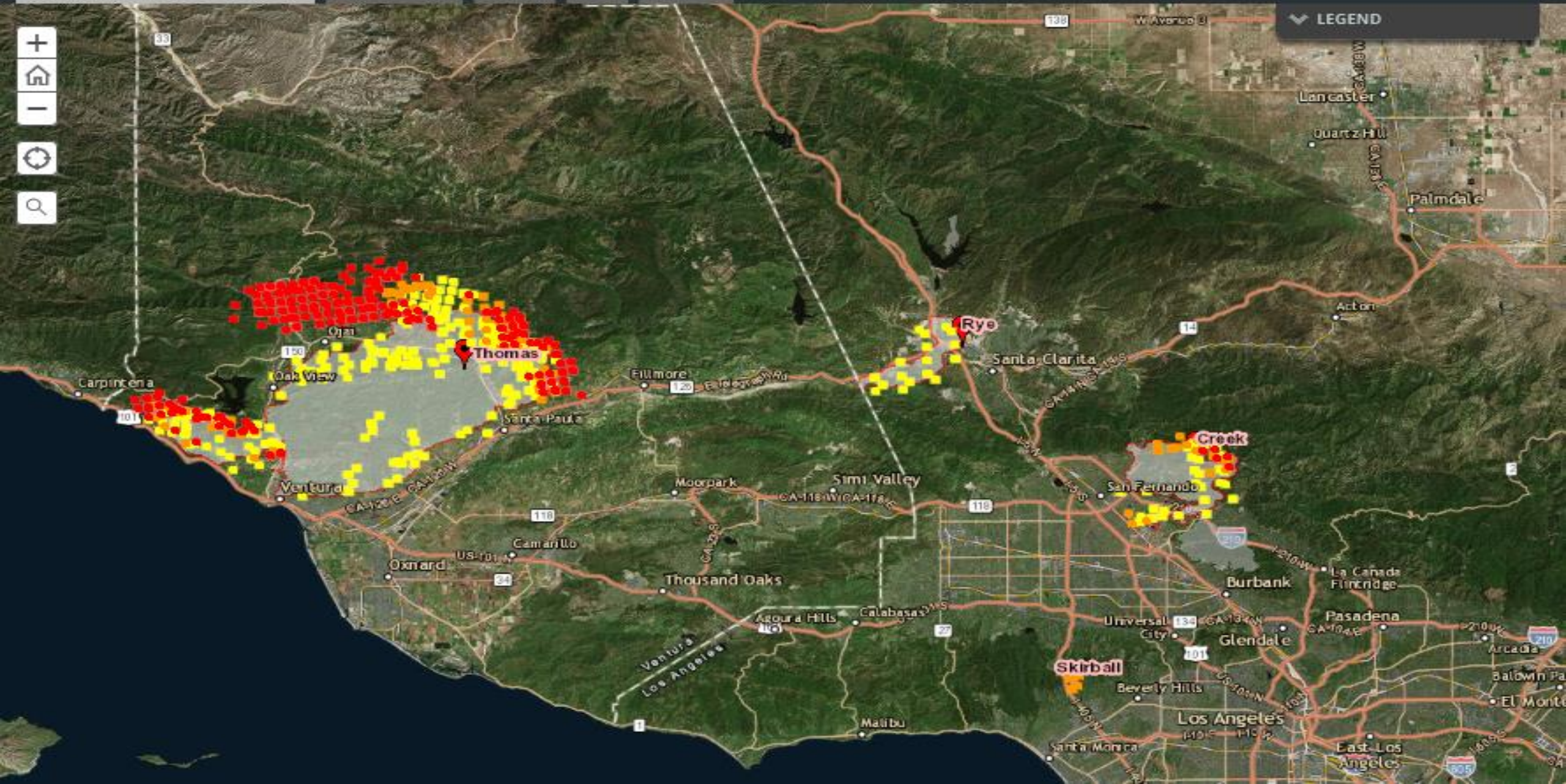


# Fire Situation Awareness

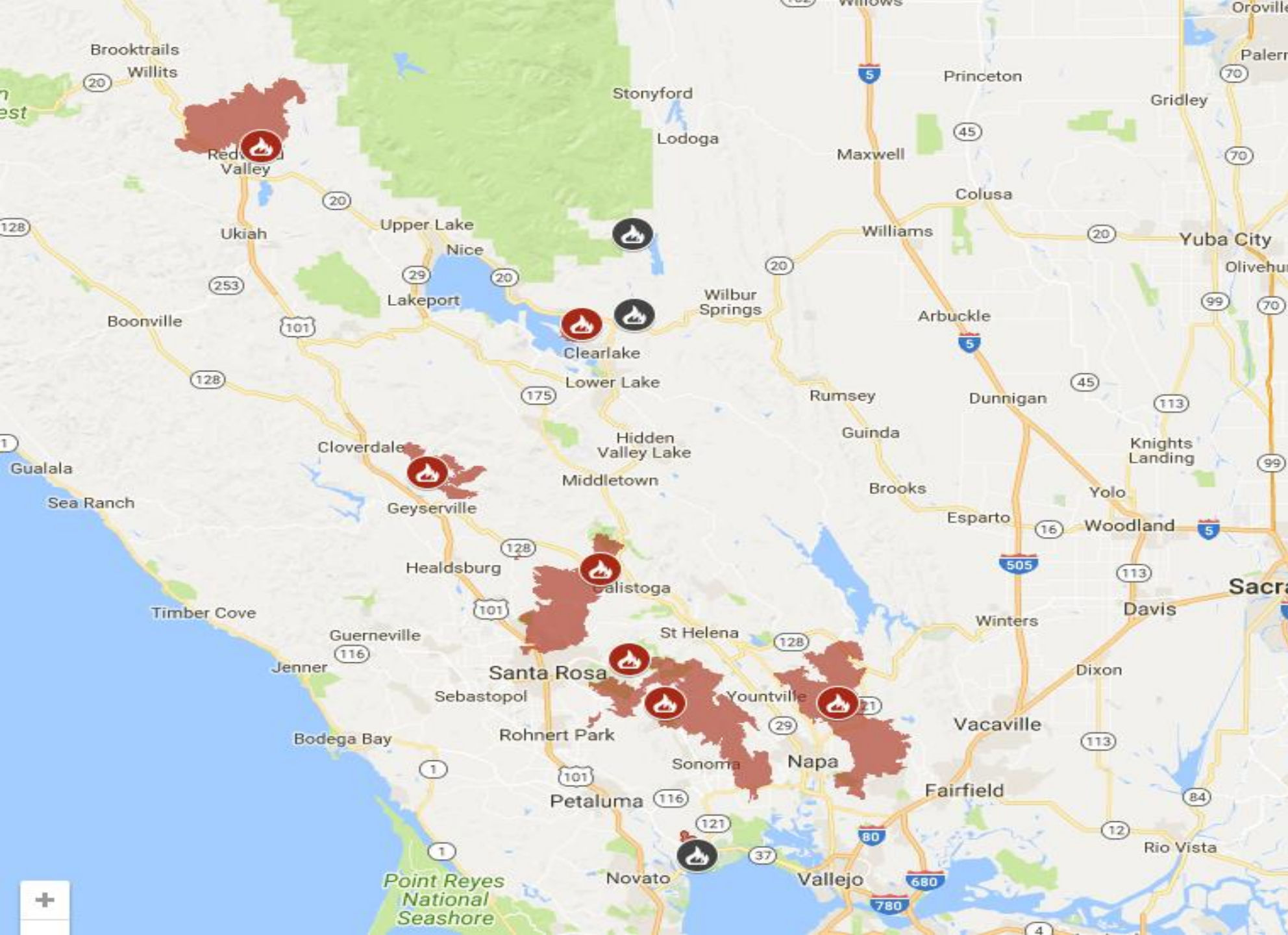
- Active Statewide Wildfires 2017
- Thomas Fire
- Creek
- Rye
- Skirball

Map navigation controls: zoom in (+), home, zoom out (-), full screen, search.

LEGEND











# California Mudslide

- ➔ **Santa Barbara:** At least 21 people have died from the mudslides that swept over parts over Southern California in January – impacting the same area that was ravaged in December by the Thomas Fire, the state’s largest wildfire on record.

Highway 101, a major artery on the Central Coast used by up to 79,000 vehicles per day, was closed for a stretch of about seven miles from Carpinteria to Santa Barbara.

# California Mudslide

- ➔ **Transportation:** Hwy. 101 and State Routes closures were closed due to repairs and cleanup of rocks and mud.
  - Hwy101 Southbound at Milpas to Pardo Lane
  - Hwy 101 Northbound at Hwy 150 to Milpas St.
  - Hwy 92 at multiple locations
  
- ➔ **People:** All were safe and accounted for.
  - 1 employee was evacuated from her Home in the Sierra Coastal District.



# California Mudslide

- ➔ **Property:** No facilities were damaged.
  - No access to the Montecito Post Office. Plans are to re-open on Wednesday, January 30th, 2018
  
- ➔ **Product:** Many Non-deliveries due to flooding and closed roads during the event.









HOV

DEIVE  
NEXT LEFT





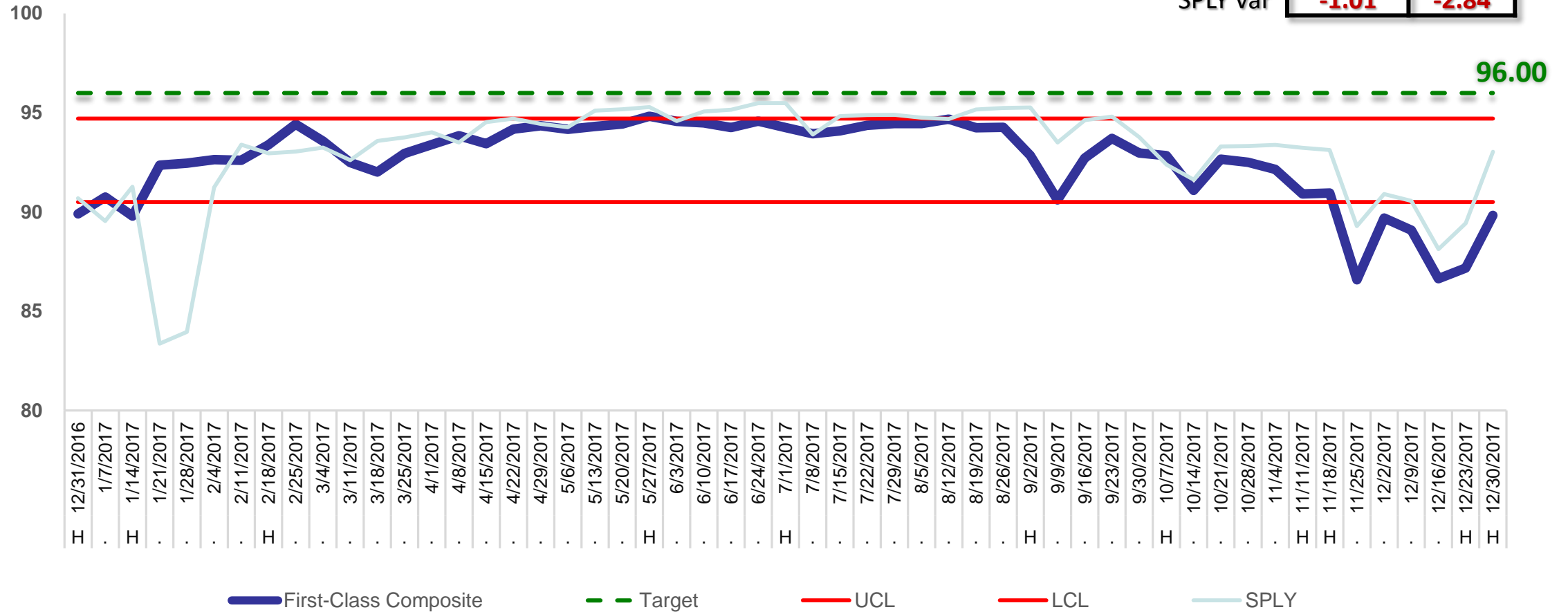




# Service Performance

# First-Class Composite (Letters/Flats)

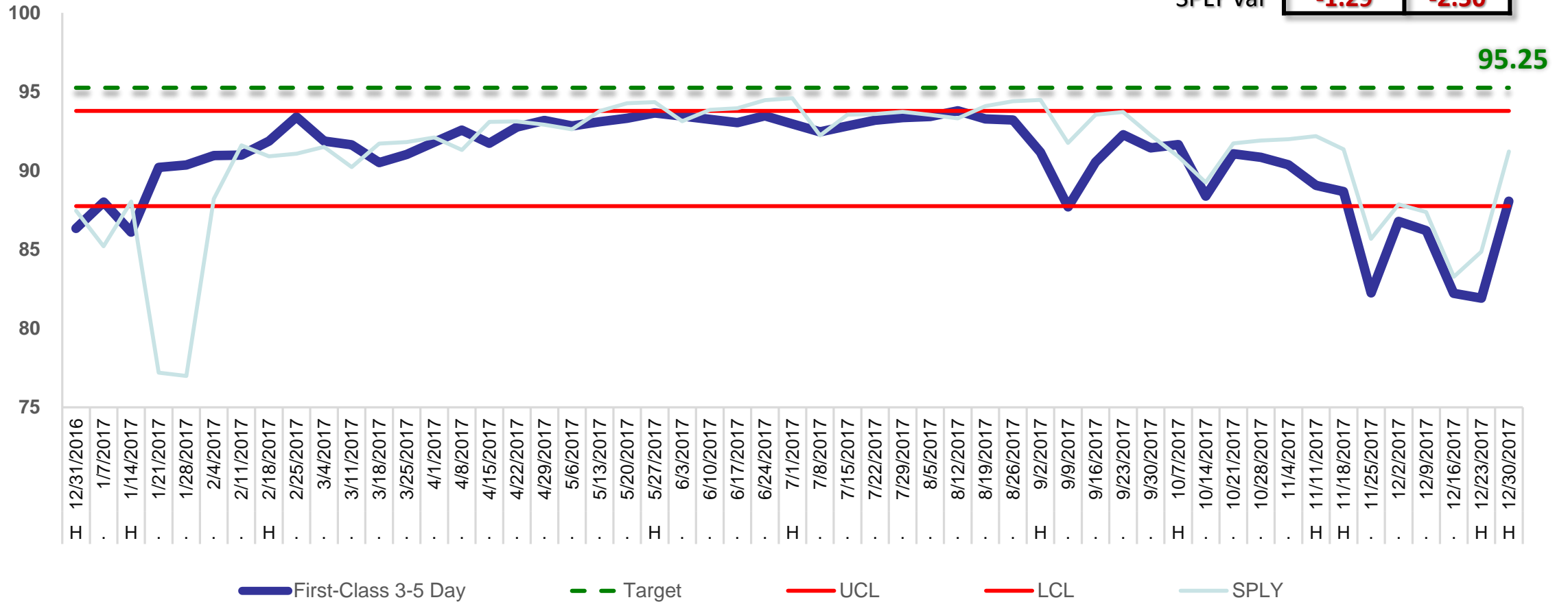
	YTD	Q2TD
Actual	92.38	89.83
SPLY Var	-1.01	-2.84



Data: SPFC and Presort January 05, 2018

# First-Class 3-5 Day (Letters/Flats)

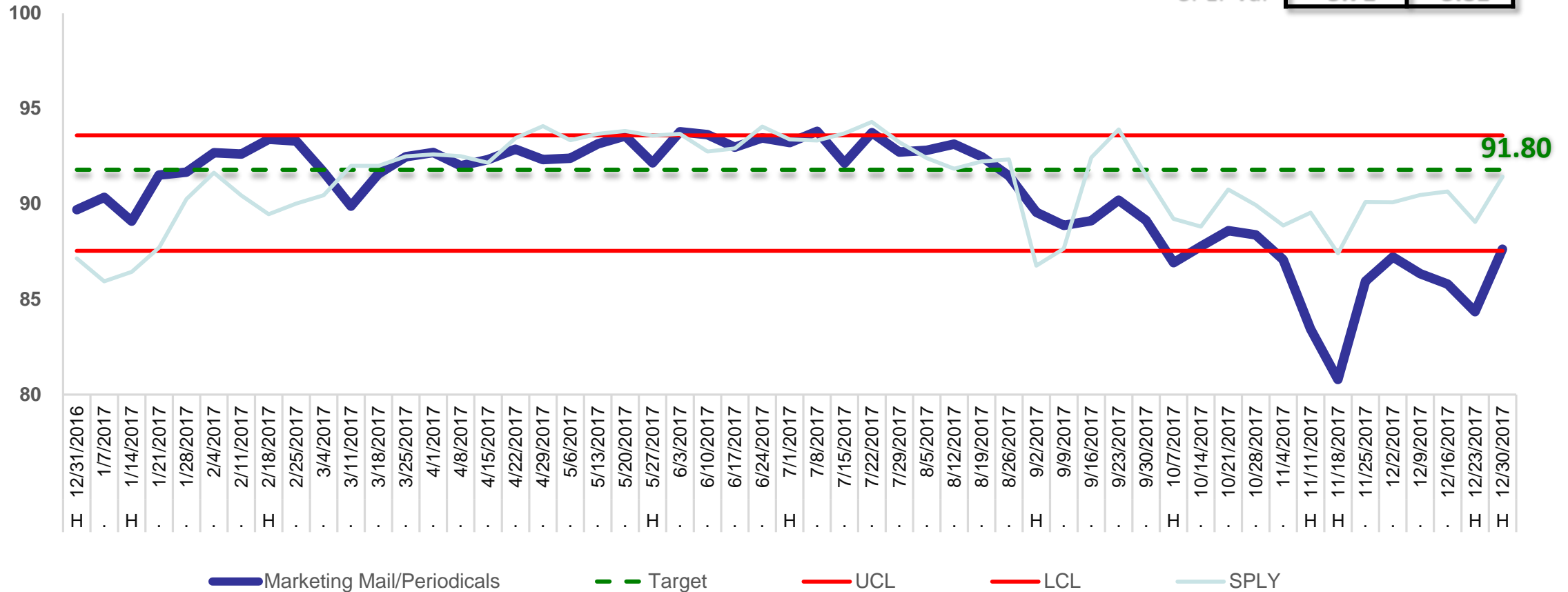
	YTD	Q2TD
Actual	90.30	88.07
SPLY Var	-1.29	-2.50



Data: SPFC and Presort January 05, 2018

# Marketing Mail / Periodicals Composite

	YTD	Q2TD
Actual	86.06	87.62
SPLY Var	-3.71	-3.81



Data through January 05, 2018





# Innovation



# Future Technology – Now

# Automatic Guided Vehicles



DRIVERLESS VISION GUIDED VEHICLES





**A brand is created through experiences and the people who deliver on it everyday**

**Pacific Area – A closer look:**



# Pacific Area

## District Leadership

### San Francisco



Noemi Luna



Raj Sanghera



Jeffrey Lelevich



Roberto Garza

### Bay Valley



Robert Reynosa



Diana Munoz



Alfred Santos



Greg Wolny

### Los Angeles



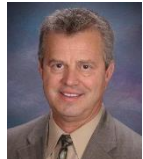
Ken Shavely



Ruben Martinez



James Olson



Jeff Vibbert

### Santa Ana



Eduardo Ruiz



Michael Allen



Greg Wolny



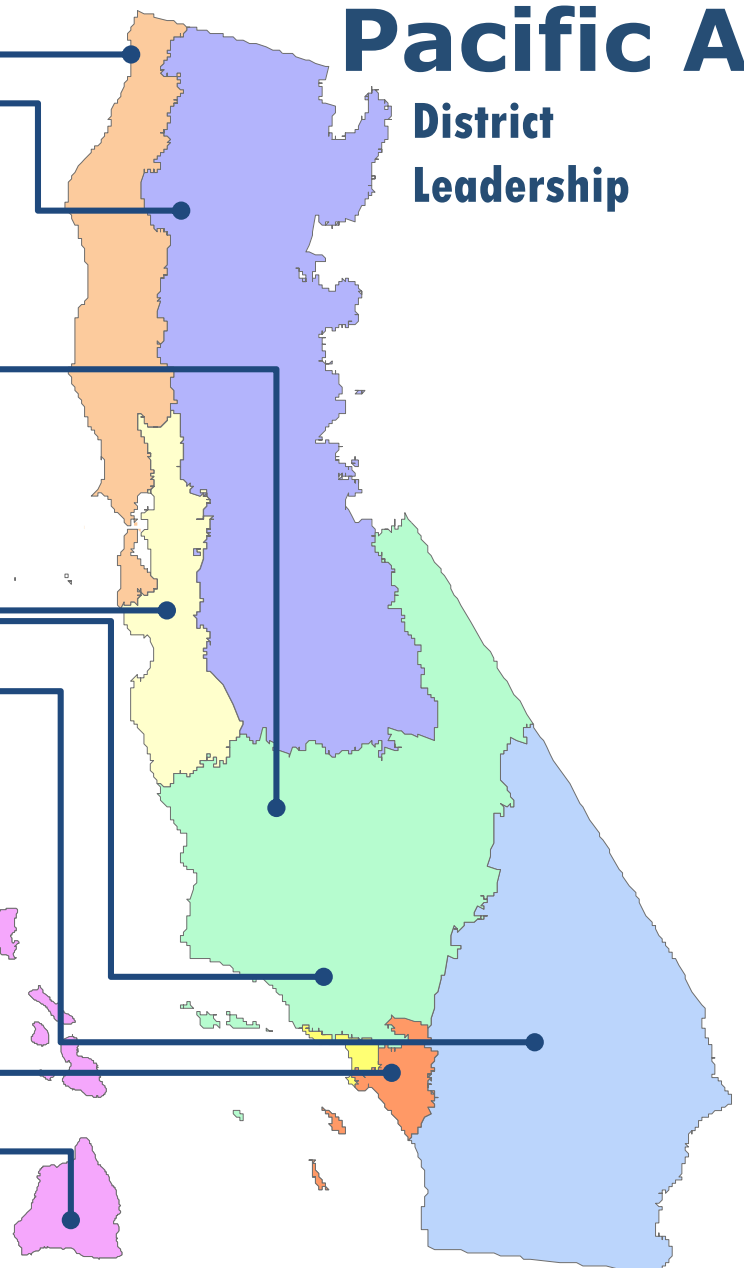
Daniel Hirai

### Sacramento

### Sierra Coastal

### San Diego

### Honolulu





# Questions

