

**QUESTIONS:**

- I do a lot of work with nonprofits and we go to marketing mail. We don't really separate nonprofit verses for profit and looking at the numbers on Slide one or two, it's obvious that you can capture some of that in your imagination by looking at the word association we are doing ourselves an injustice by not categorizing nonprofit not just in this but everything. So they can probably use some major help in their promotions. Their needs are different and as volume is declining they probably need to be identified in their own subset. **(Judy Antisdel)**
- On the tactile sensory promotion, especially for envelopes and sizes, is there a way to get a preview or a sample or something similar before the production. **(Bill LeVoor)**
  - **ANSWER:** I am unfamiliar with that approval process. We have not changed the process from last year. Let me make sure we have the materials posted on PostalPro. We can look at trying to clarify that if you want it. I don't have an answer for you today or now on this. **(Krista Becker)**
- Has the USPS found a way to issue weekly service performance data by district, area and class, this was mandated by court order that clearly highlighted what was working and what wasn't, can this be continued. Waiting 3 months to see how service is doing doesn't give you any kind of granularity. (LR)
  - **ANSWER:** We would have to take a look at it. It took an extraordinary effort that goes into that and before we go down that route we want to make sure that the data is useful and meaningful. Clearly it provides some insight but it's not always in context at least some of the things we had to send up. **(Steve Monteith)**

**QUESTIONS**

- We have data that is in the file and we are wondering if USPS tried to use the existing data before requiring additional data. **(John Medeiros)**
  - **ANSWER:** Because we don't have a consistent flow of the Hazmat Indicator electronic data to create sort plans and electronic manifests. For safety reasons we need to do a better job for our stakeholders and being mandated by the DOT. **(Dale Kennedy)**
- Is there any vision for this to be incorporated into Click-n-Ship or Click-n-Ship Pro someday? **(Glen Sywers)**
  - **ANSWER:** It could be but as this point we just don't know. The aspect of it is very entwined. It has to be at the request of the customer. The customer has to be the one who applies the label because they know what's inside the package. It's not necessary us. It something that we are looking into. **(Dale Kennedy)**
- So does it have to be done for every individual type of product that's shipped, we have to get approval – it's not just a blanket approval for the mailer? **(Wendy Smith)**

- **ANSWER:** No it's not for the product, it's for the vendor so if you know if your company is a vendor and DOT grants you a special permit. It's up to you to classify which one of these products that would need an LQ mark. **(Mary Collins)**

### Session 3: LETTERS

**(D. Marinelli, K. Ruppel), MTAC Industry Leader**

#### QUESTIONS:

- Earlier you were talking about doing some more automation are you looking into it. Is there anything you can share on the future vision of mail disruptions/industry alerts? **(Kurt Ruppel)**
  - **ANSWER:** We had a Work Group 187 working on this and I believe a task team 31 and we all agreed that we would love to automate whatever can be automated in the mail disruption process. I've got to go back and see where we left off, I'm sure there should be some low hanging fruit that we can automate. However it is going to be tough to create that overall automation process. **(Dale Kennedy)**
- Do you guys develop your own apps/mobile apps in house or do you normally outsource? **(David Marinelli)**
  - **ANSWER:** We have developers on contract that work for us internally and in some cases we buy off the shelf. **(Dale Kennedy)**
  - **ANSWER:** Our Lean Six Sigma team provided a file to Kelly Sigmon on how to automate the CES DC ROM. The file would have to be tied to the facilities database and we were told that no additional development could be done until next year because of the shutdown to certify all our systems. I could possible get with Kelly to see what happened with the ROM or so forth. **(Pat Harris)**
- Is the Postal Service creating a separate category for political mail and charging the appropriate rates for it going forward? **(Rose Flanagan)**
  - **ANSWER:** The appropriate rates are if they have the nonprofit status they can mail it nonprofit and pay that rate. If you are talking about election mail we are looking at that and there is more to come on that but for good or bad we are in the midst of it with the Georgia runoff. **(Steve Monteith)**
- Will you be creating a dedicated election mail product? **(Rose Flanagan)**
- Is there a better way to manage this category so that it's not being subsidized by the rest of us). I think there's a business opportunity for the Postal Service and also in protection against bad actors foreign and domestic. **(Hamilton Davidson)**
  - **ANSWER:** These are all valid points. Those states that been doing it new and older states that have been using it. There are some legal issues about profit and nonprofit and the big wildcard of some states mailing so late so we are looking to standardize and this is some of things that some of us have talked about for a long time. **(Steve Monteith)**