

# Pre-MTAC Meeting

Data, Technology, Addressing

Wednesday, March 8, 2023

*Welcome*

# Housekeeping



**Please note:** All phones are or will be muted on entry to the meeting. Please unmute if you have a question or would like to speak.

*Do not forget to mute when done.*



You may also utilize the chat box to ask questions or voice any comments or concerns.



PPT presentations will be posted to PostalPro!

# March Pre-MTAC Meeting

**FOCUS AREA:** DATA, TECHNOLOGY, ADDRESSING

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## AGENDA

*Service Performance and Mail-in-Measurement  
TT 35 Update*

*Arslan Saleem  
Manager, Service Performance Measurement  
(representing Stephen Dearing)*

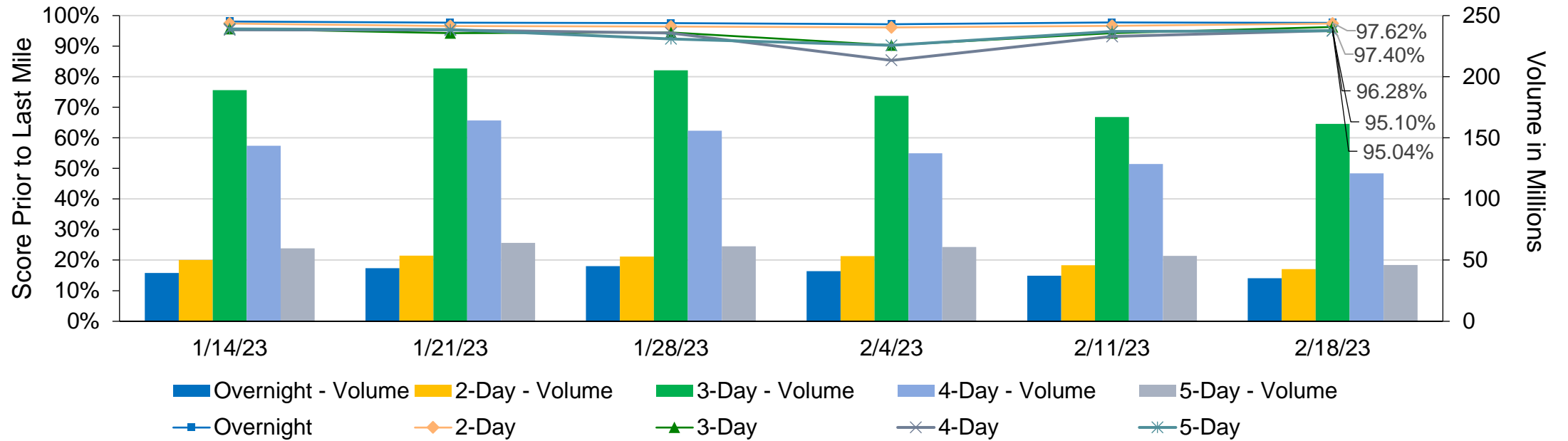
*Action Items/Industry Discussion*

*Adam Collinson, Industry Leader*

# Service Performance

## First-Class Mail®

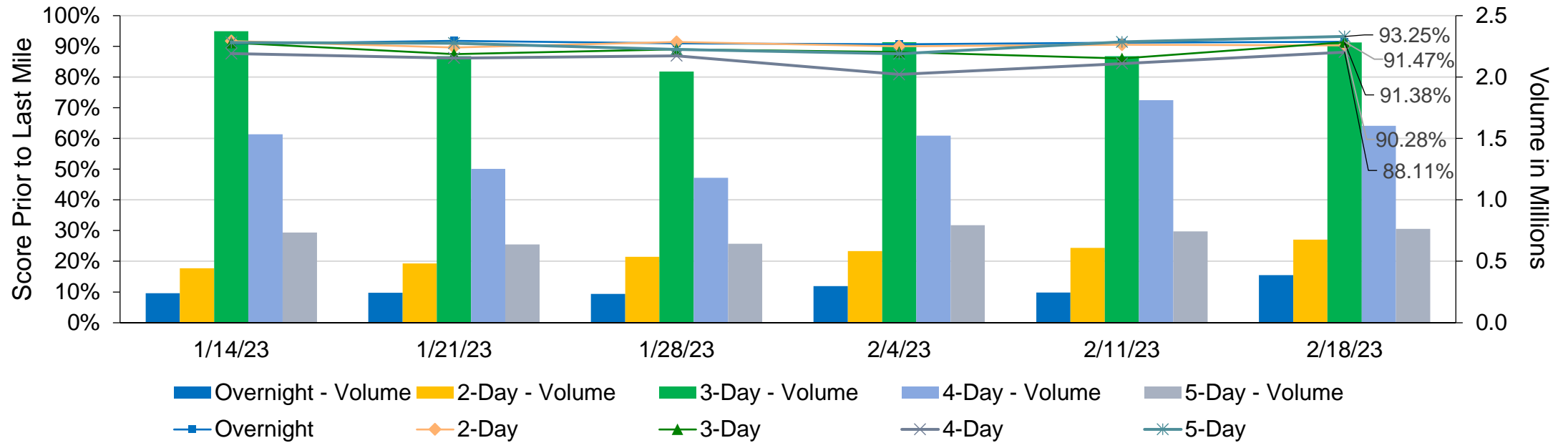
# First-Class Mail® (Letters) – Score Trend



FY2023 Q2TD	Total Pieces Measured	Processing On-Time	Last Mile Impact	Overall Score	Target Score	SPLY Pieces Measured	Volume Change	SPLY Overall QTD Score	SPLY Change
Presort Overnight	312,889,339	97.66%	-2.70%	94.96%	95.00%	353,359,660	-11.45%	93.57%	1.39%
Presort 2-Day	385,961,149	96.65%	-2.59%	94.06%	95.00%	357,743,806	7.89%	91.19%	2.87%
Presort 3-Day	1,423,976,999	94.05%	-2.26%	91.79%	90.50%	1,405,963,085	1.28%	83.69%	8.10%
Presort 4-Day	1,067,128,642	93.13%	-1.97%	91.16%	93.20%	926,773,628	15.14%	84.08%	7.08%
Presort 5-Day	440,846,928	93.50%	-1.54%	91.96%	96.75%	523,716,166	-15.82%	92.89%	-0.93%
<b>Presort Total</b>	<b>3,630,803,057</b>			<b>92.14%</b>	<b>92.73%</b>	<b>3,567,556,345</b>	<b>1.77%</b>	<b>86.87%</b>	<b>5.27%</b>

Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# First-Class Mail® (Flats) – Score Trend

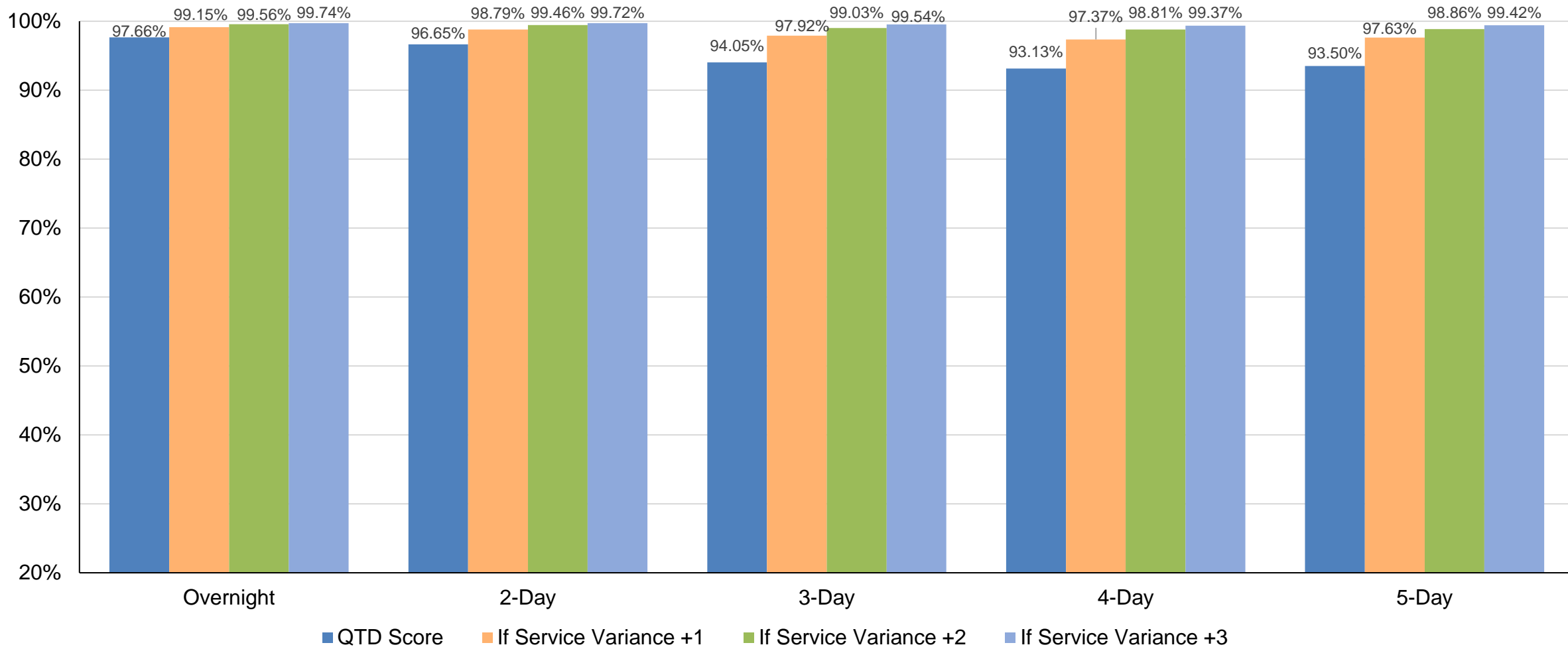


FY2023 Q2TD	Total Pieces Measured	Processing On-Time	Last Mile Impact	Overall Score	Target Score	SPLY Pieces Measured	Volume Change	SPLY Overall QTD Score	SPLY Change
Presort Overnight	2,213,773	90.79%	-6.42%	84.37%	95.00%	2,612,823	-15.27%	79.43%	4.93%
Presort 2-Day	4,283,643	90.31%	-6.26%	84.06%	95.00%	4,714,707	-9.14%	77.00%	7.06%
Presort 3-Day	17,744,453	88.62%	-5.00%	83.62%	90.50%	21,326,918	-16.80%	69.94%	13.68%
Presort 4-Day	12,029,288	85.53%	-4.36%	81.17%	93.20%	18,508,776	-35.01%	69.63%	11.54%
Presort 5-Day	5,803,868	90.37%	-3.20%	87.17%	96.75%	7,268,490	-20.15%	86.31%	0.86%
<b>Presort Total</b>	<b>42,075,025</b>			<b>83.49%</b>	<b>92.73%</b>	<b>54,431,714</b>	<b>-22.70%</b>	<b>73.09%</b>	<b>10.41%</b>

Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# First-Class Mail® (Letters) – Service Variance

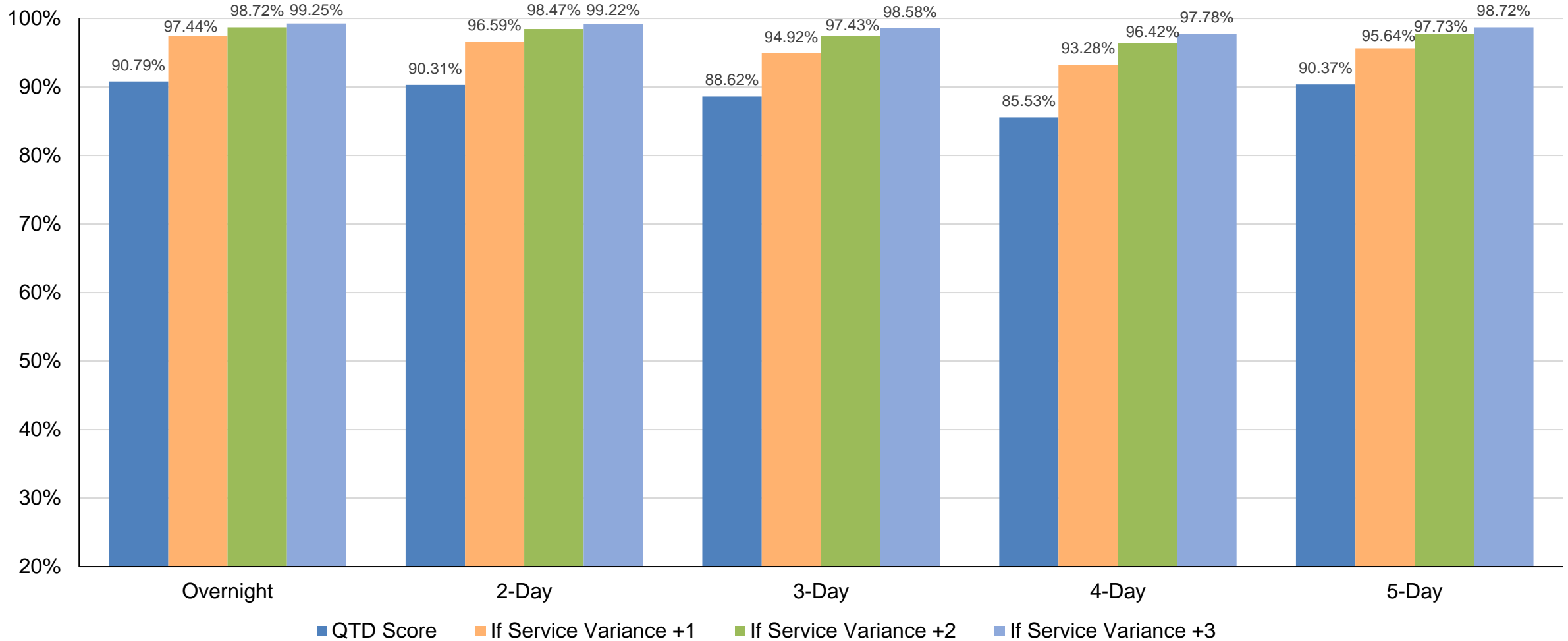
All FY2023 Q2TD FCM Letters scores would be above 97.37% (prior to last mile), if pieces that failed by 1 day passed



Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# First-Class Mail® (Flats) – Service Variance

All FY2023 Q2TD FCM Flats scores would be above 93.28% (prior to last mile), if pieces that failed by 1 day passed









Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.



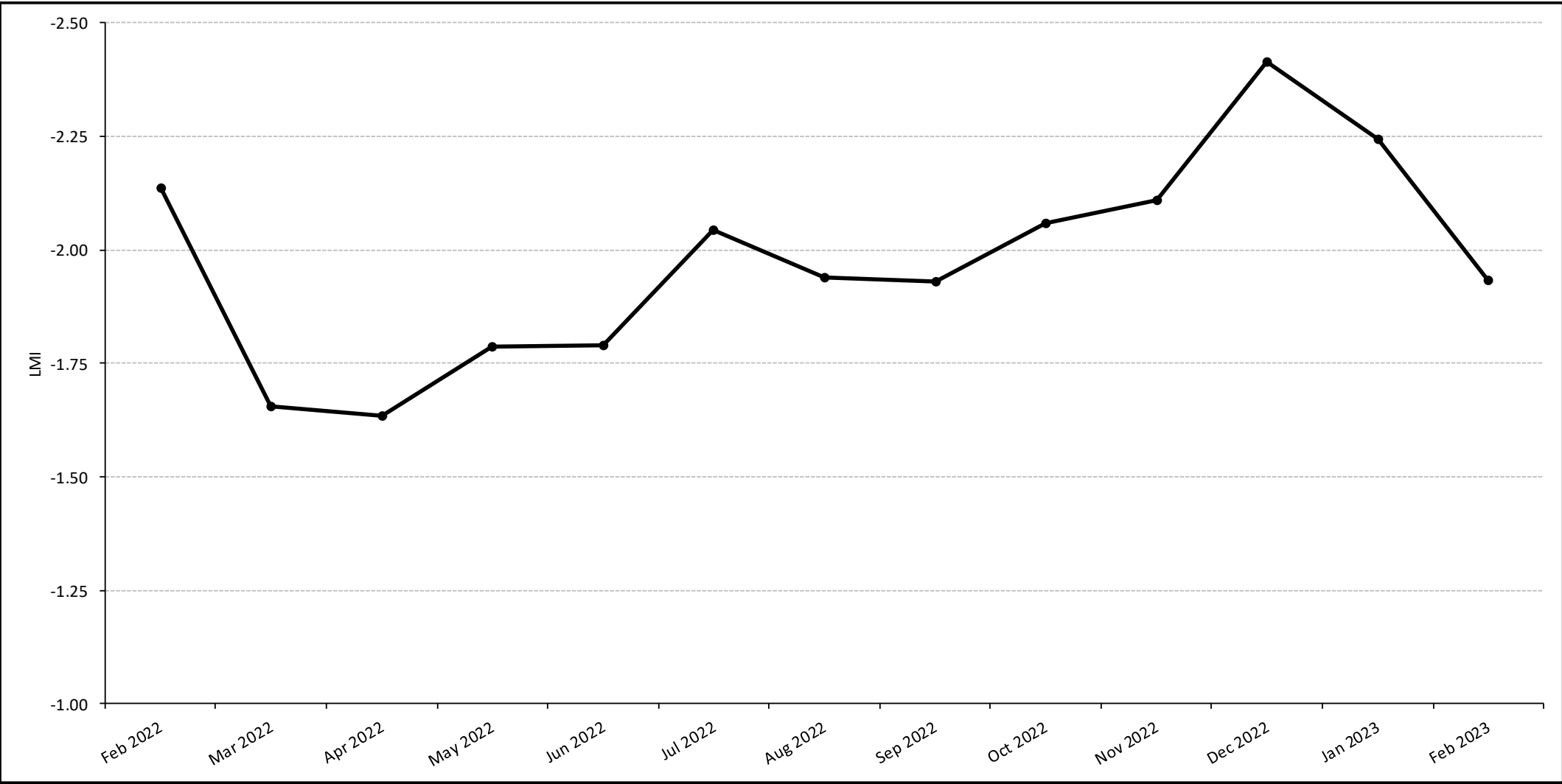
# FY2023 Through January Commercial Mail Volume – Mail In Measurement

In FY2023 thru January, ~80% of Full-Service mail was in Measurement

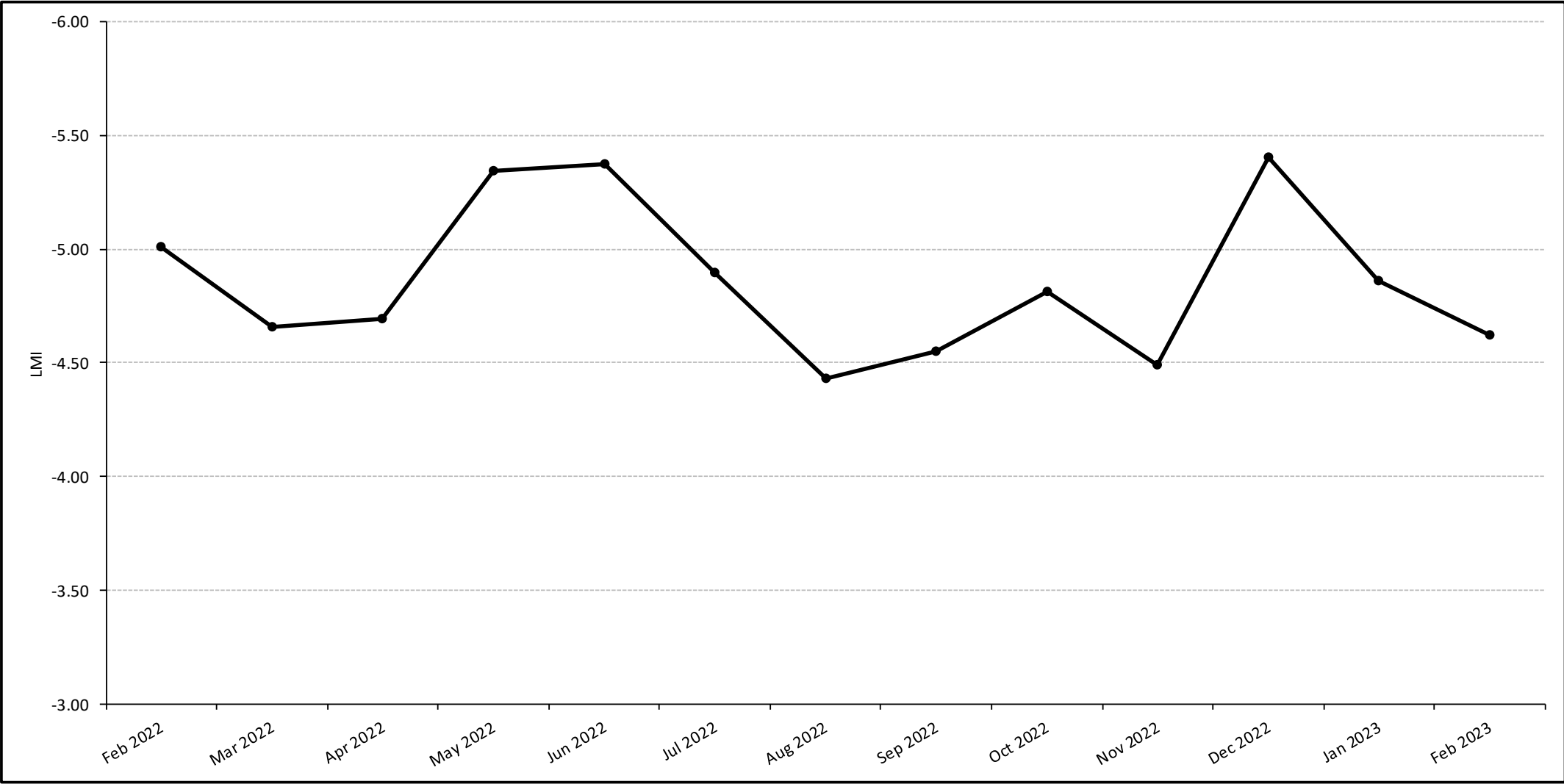
Mail Class	Mail Shape	Commercial	Full-Service Eligible	Full-Service	In Measurement	% of Full-Service In Measurement	Compared to SPLY
First Class Presort	Letter/Card	11,898,488,200	11,478,328,478	11,121,904,156	8,129,651,208	73.10%	9.06% 
First Class Presort	Flat	181,828,802	164,761,946	148,523,696	103,923,558	69.97%	4.92% 
USPS Marketing	Letter	16,209,651,599	15,868,778,986	15,260,449,454	13,063,331,567	85.60%	2.15% 
USPS Marketing	Flat	5,072,709,450	3,591,808,882	3,323,430,682	2,540,447,233	76.44%	1.45% 
Periodicals	Flat	982,857,474	952,173,921	827,502,487	558,052,644	67.44%	0.52% 
<b>Total</b>		<b>34,345,535,525</b>	<b>32,055,852,213</b>	<b>30,681,810,475</b>	<b>24,395,406,210</b>	<b>79.51%</b>	<b>4.41%</b> 

Metrics are for Mailing Dates 10/01/2022 – 01/31/2023  
Commercial and Full-Service Eligible Volumes sourced from PostalOne!

# Last Mile Impact Trend – First-Class Presort Letters



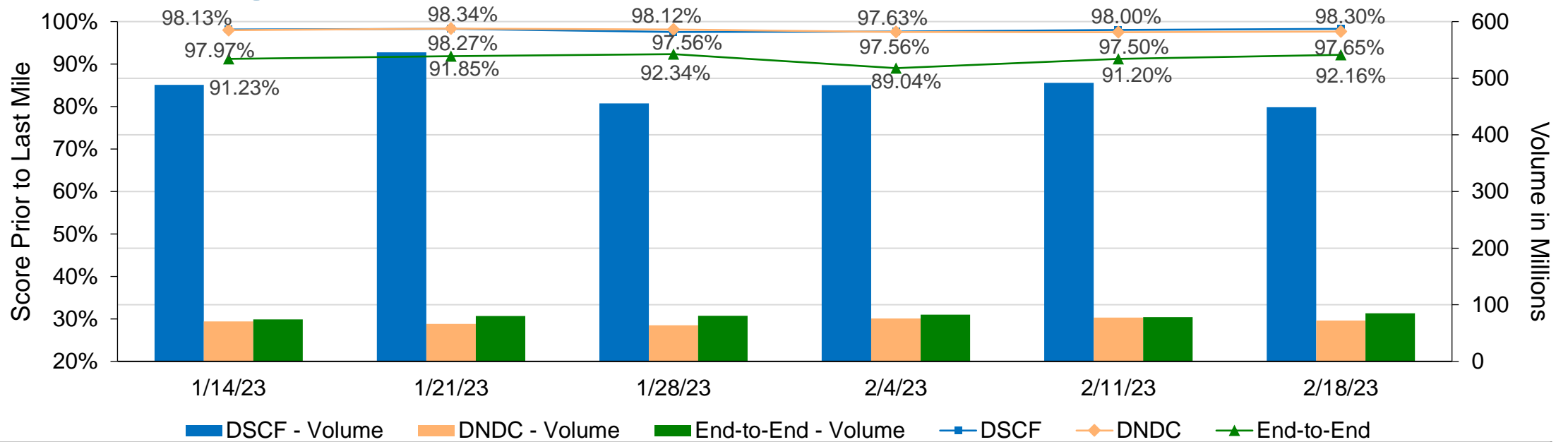
# Last Mile Impact Trend – First-Class Presort Flats



# Service Performance

## USPS Marketing Mail<sup>®</sup>

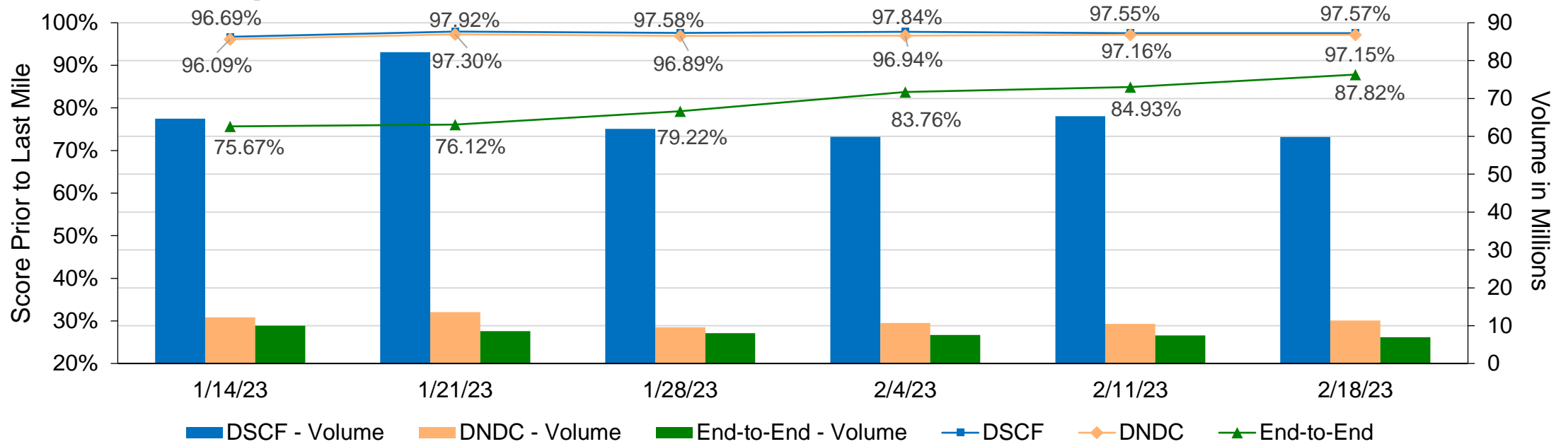
# USPS Marketing Mail® (Letters) – Score Trend



FY2023 Q2TD	Total Pieces Measured	Processing On-Time	Last Mile Impact	Overall Score	Target Score	SPLY Pieces Measured	Volume Change	SPLY Overall QTD Score	SPLY Change
SCF Letters	3,919,634,068	98.04%	-1.30%	96.74%	93.64%	4,396,868,893	-10.85%	95.07%	1.67%
NDC Letters	572,443,937	97.90%	-0.91%	96.99%	93.64%	698,322,022	-18.03%	95.94%	1.05%
E2E Letters	617,092,863	90.80%	-1.14%	89.66%	93.64%	628,316,485	-1.79%	72.44%	17.22%
3-Day	2,728,992,233	98.07%	-1.10%	96.97%	93.64%	3,267,091,177	-16.47%	95.01%	1.96%
4-Day	1,294,103,903	97.73%	-1.75%	95.98%	93.64%	1,241,655,742	4.22%	94.71%	1.27%
5-Day	666,436,591	97.61%	-0.91%	96.70%	93.64%	792,342,089	-15.89%	95.15%	1.54%
6-10 Day	400,603,239	88.60%	-1.10%	87.51%	93.64%	403,012,174	-0.60%	63.78%	23.72%
11+ Day	19,034,902	90.65%	-0.65%	90.00%	93.64%	19,406,218	-1.91%	72.55%	17.45%
<b>Total</b>	<b>5,109,170,868</b>			<b>95.92%</b>	<b>93.64%</b>	<b>5,723,507,400</b>	<b>-10.73%</b>	<b>92.69%</b>	<b>3.22%</b>

Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# USPS Marketing Mail®(Flats) – Score Trend

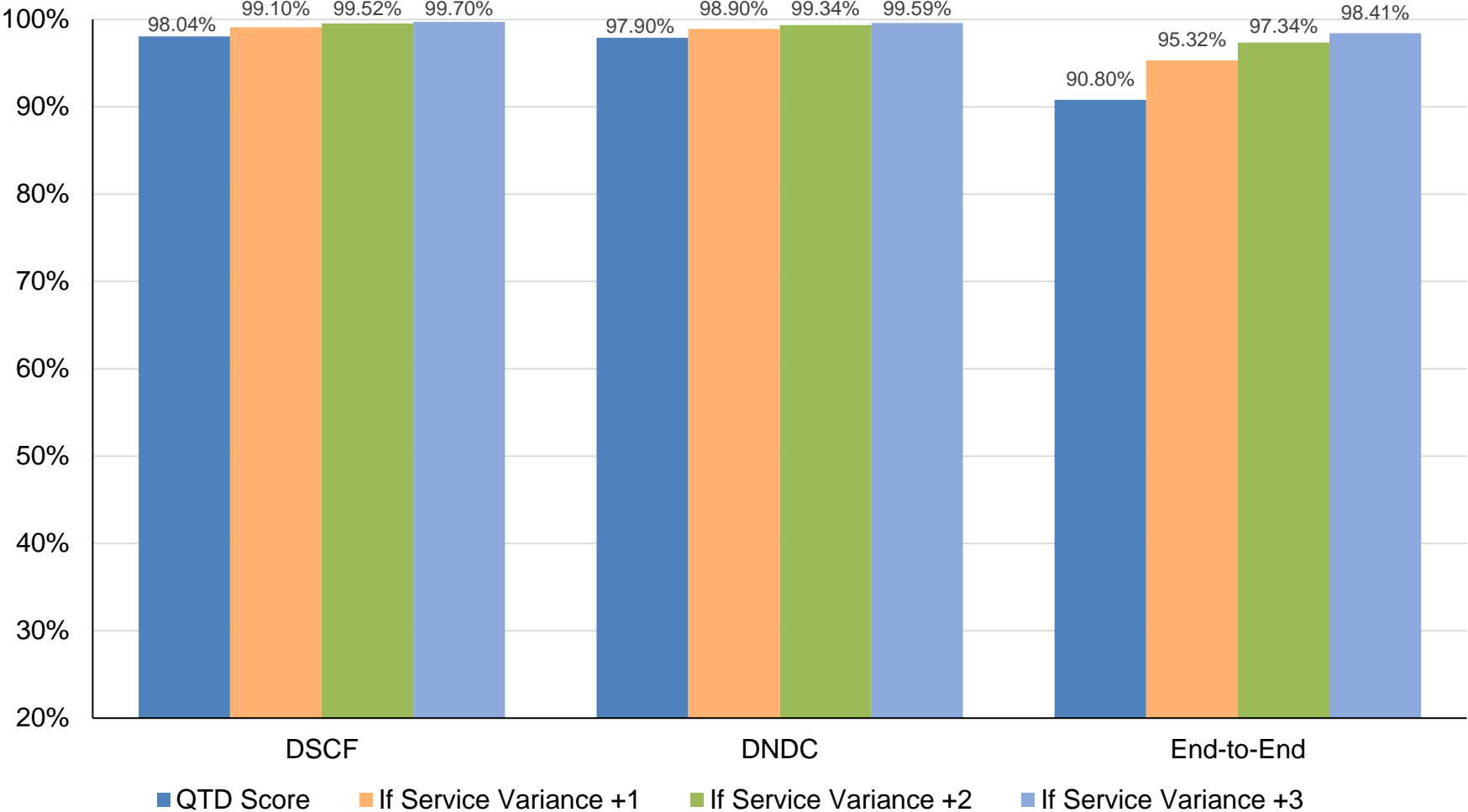


FY2023 Q2TD	Total Pieces Measured	Processing On-Time	Last Mile Impact	Overall Score	Target Score	SPLY Pieces Measured	Volume Change	SPLY Overall QTD Score	SPLY Change
SCF Flats	530,534,042	97.16%	-3.45%	93.71%	93.64%	626,268,235	-15.29%	91.74%	1.97%
NDC Flats	91,189,680	96.68%	-2.43%	94.26%	93.64%	121,652,272	-25.04%	92.11%	2.14%
E2E Flats	66,563,283	79.56%	-3.16%	76.40%	93.64%	73,199,319	-9.07%	60.56%	15.83%
3-Day	339,843,256	97.30%	-2.64%	94.65%	93.64%	434,562,282	-21.80%	91.70%	2.95%
4-Day	200,108,228	96.50%	-4.89%	91.61%	93.64%	205,075,970	-2.42%	91.11%	0.50%
5-Day	99,381,172	95.87%	-2.47%	93.40%	93.64%	131,557,052	-24.46%	90.97%	2.43%
6-10 Day	46,656,918	75.90%	-2.90%	73.00%	93.64%	47,266,421	-1.29%	50.63%	22.37%
11+ Day	2,297,431	93.96%	-3.22%	90.74%	93.64%	2,658,101	-13.57%	73.86%	16.88%
<b>Total</b>	<b>688,287,005</b>			<b>92.11%</b>	<b>93.64%</b>	<b>821,119,826</b>	<b>-16.18%</b>	<b>89.01%</b>	<b>3.09%</b>

Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# USPS Marketing Mail®(Letters) – Service Variance

FY2023 Q2TD DSCF and DNDC Marketing Letters scores would be above 98.90% (prior to last mile), if pieces that failed by 1 day passed

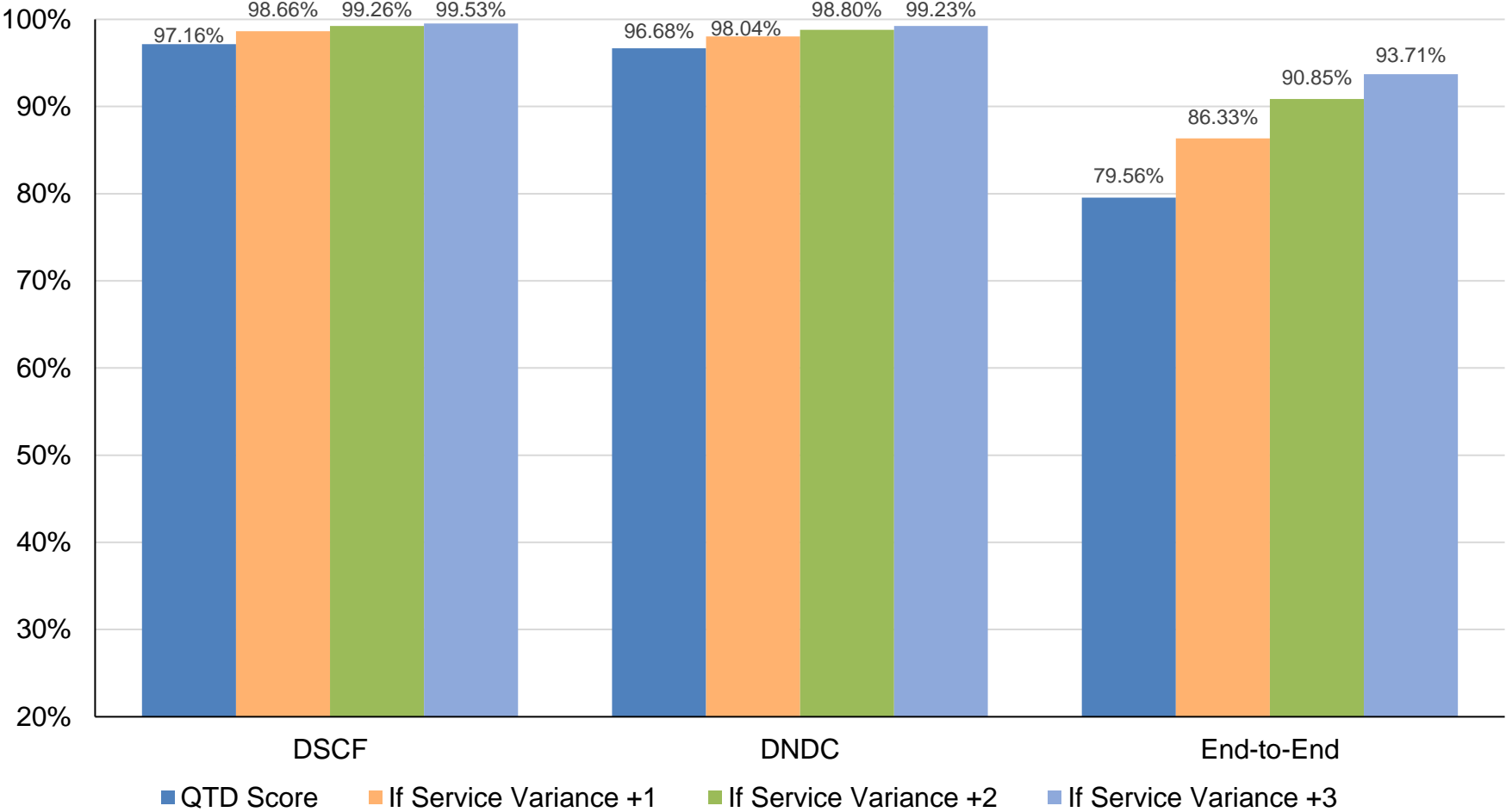


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# USPS Marketing Mail®(Flats) – Service Variance

FY2023 Q2TD DSCF and DNDC Marketing Flats scores would be above 98.04% (prior to last mile), if pieces that failed by 1 day passed









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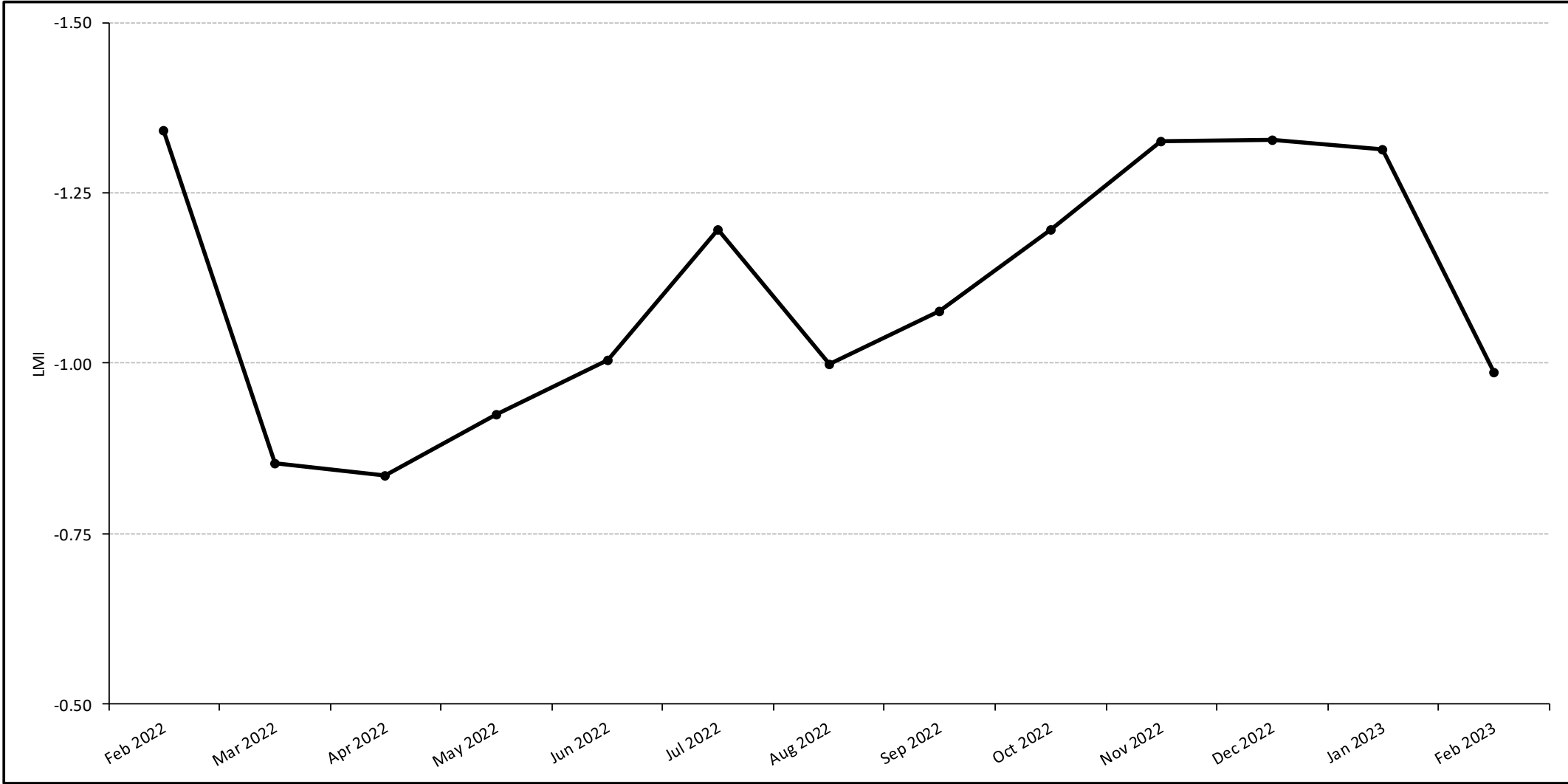
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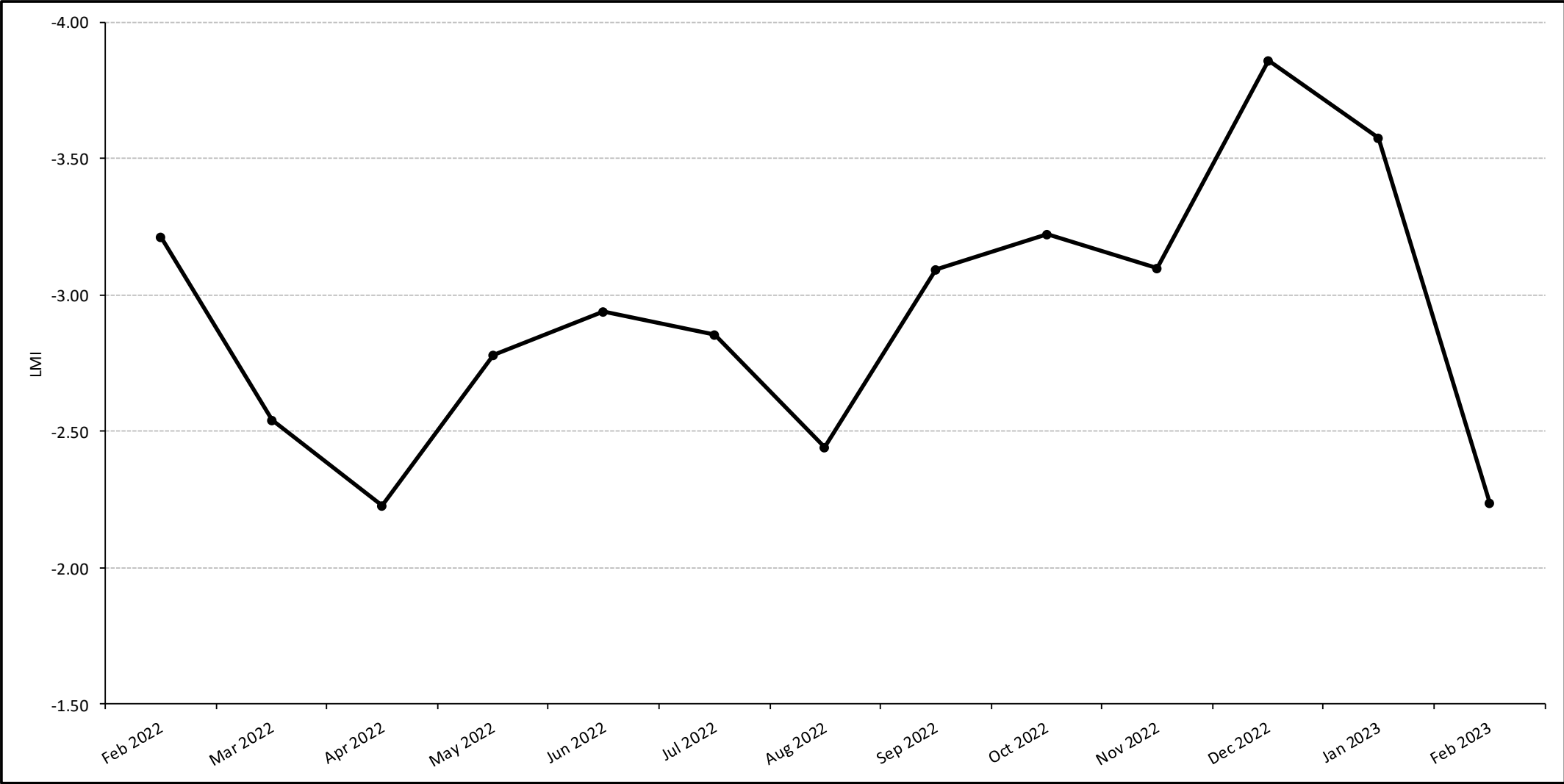
Mail Class	Mail Shape	Commercial	Full-Service Eligible	Full-Service	In Measurement	% of Full-Service In Measurement	Compared to SPLY
First Class Presort	Letter/Card	11,898,488,200	11,478,328,478	11,121,904,156	8,129,651,208	73.10%	9.06% 
First Class Presort	Flat	181,828,802	164,761,946	148,523,696	103,923,558	69.97%	4.92% 
USPS Marketing	Letter	16,209,651,599	15,868,778,986	15,260,449,454	13,063,331,567	85.60%	2.15% 
USPS Marketing	Flat	5,072,709,450	3,591,808,882	3,323,430,682	2,540,447,233	76.44%	1.45% 
Periodicals	Flat	982,857,474	952,173,921	827,502,487	558,052,644	67.44%	0.52% 
<b>Total</b>		<b>34,345,535,525</b>	<b>32,055,852,213</b>	<b>30,681,810,475</b>	<b>24,395,406,210</b>	<b>79.51%</b>	<b>4.41%</b> 

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# Last Mile Impact Trend – USPS Marketing Mail Letters



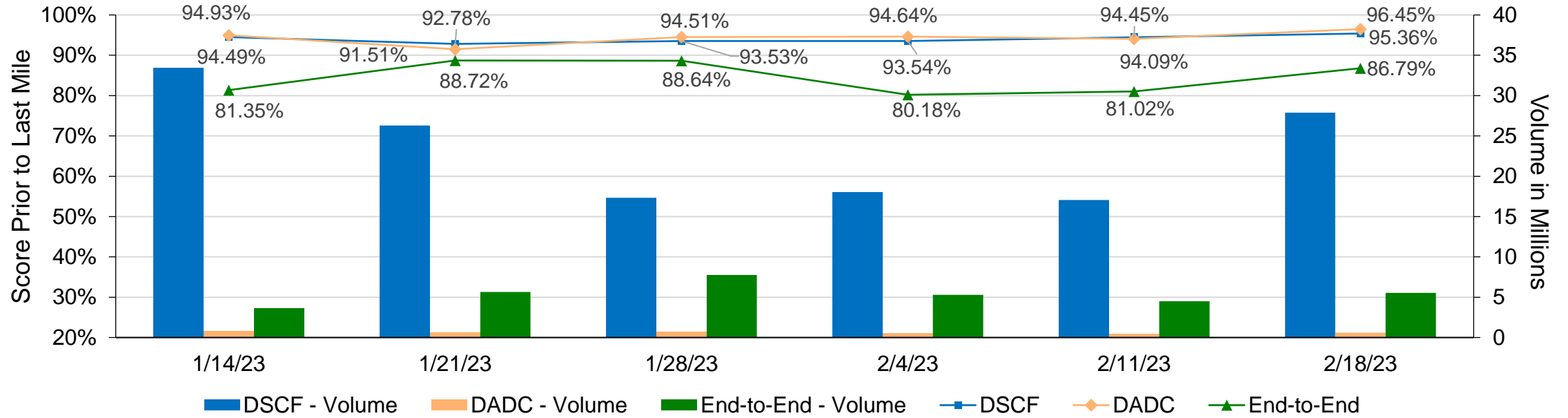
# Last Mile Impact Trend – USPS Marketing Mail Flats



# Service Performance

## Periodicals

# Periodicals – Score Trend

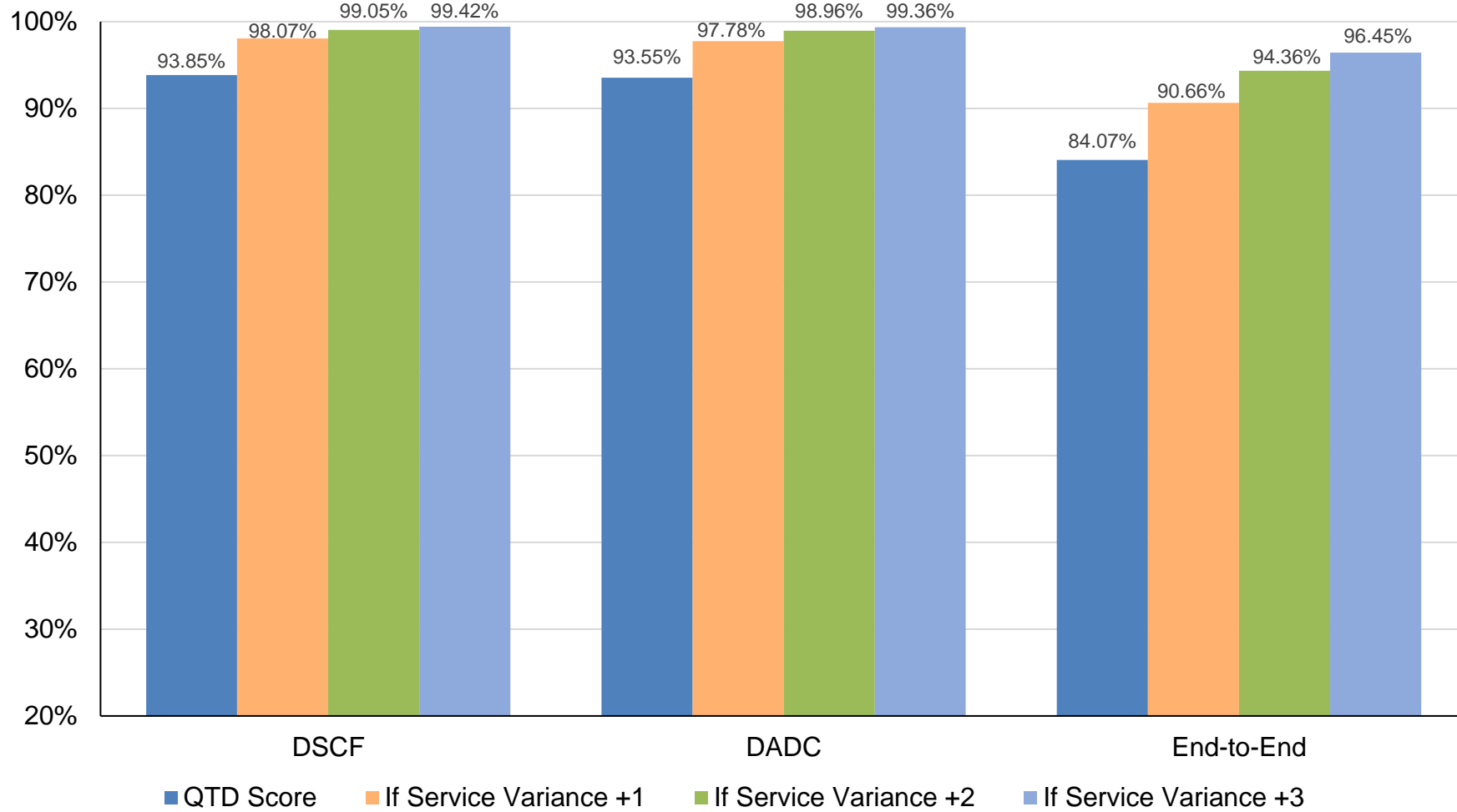


FY2023 Q2TD	Total Pieces Measured	Processing On-Time	Last Mile Impact	Overall Score	Target Score	SPLY Pieces Measured	Volume Change	SPLY Overall QTD Score	SPLY Change
SCF Flats	180,608,291	93.85%	-5.63%	88.23%	85.75%	212,719,408	-15.10%	83.33%	4.90%
ADC Flats	4,825,809	93.55%	-5.48%	88.07%	85.75%	5,514,320	-12.49%	85.83%	2.24%
E2E Flats	39,917,049	84.07%	-3.48%	80.59%	85.75%	47,530,408	-16.02%	69.07%	11.52%
2-Day	9,101,433	93.76%	-4.92%	88.85%	85.75%	11,616,639	-21.65%	84.48%	4.37%
3-Day	27,748,507	96.19%	-2.83%	93.36%	85.75%	29,198,132	-4.96%	89.19%	4.17%
4-Day	30,436,054	88.63%	-3.94%	84.69%	85.75%	32,724,540	-6.99%	77.03%	7.66%
5-Day	9,423,117	82.26%	-3.58%	78.68%	85.75%	8,336,371	13.04%	71.63%	7.05%
6+ Day	5,937,225	78.11%	-2.85%	75.26%	85.75%	9,468,111	-37.29%	51.34%	23.93%
<b>Total</b>	<b>225,351,149</b>			<b>86.87%</b>	<b>85.75%</b>	<b>265,764,136</b>	<b>-15.21%</b>	<b>80.83%</b>	<b>6.04%</b>

Note: Preliminary FY23 Q2 results through February 24, 2023. FY23 data sourced from Internal SPM.

# Periodicals – Service Variance







FY2023 Q2TD DSCF and DADC Periodicals scores would be above 97.78% (prior to last mile), if pieces that failed by 1 day passed



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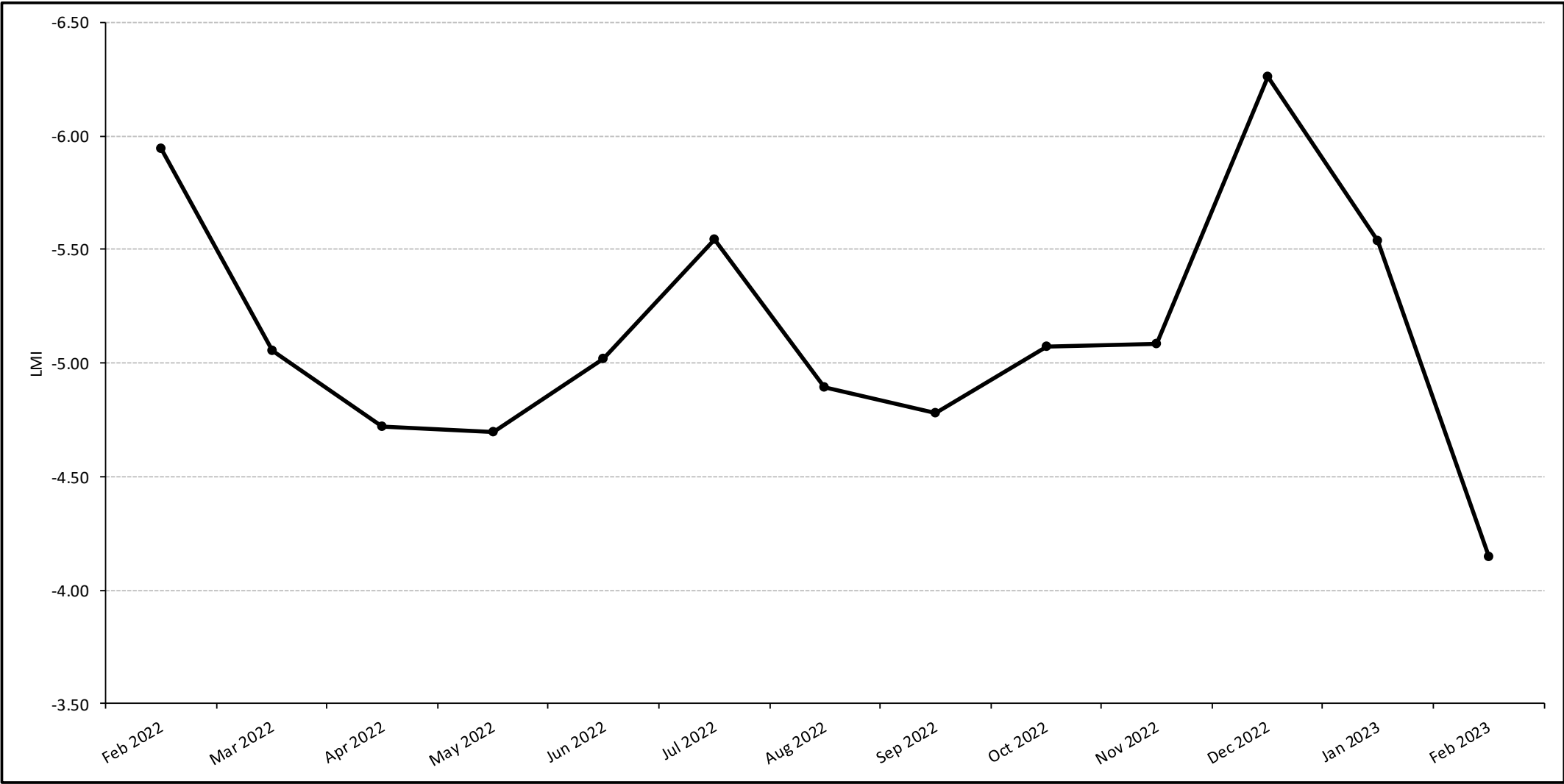
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USPS Marketing	Letter	16,209,651,599	15,868,778,986	15,260,449,454	13,063,331,567	85.60%	2.15% 
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Commercial and Full-Service Eligible Volumes sourced from PostalOne!

# Last Mile Impact Trend – Periodical Flats





# Reminder:

From the January Business Meeting, with short time to March MTAC, the Wednesday agenda will be different than usual, with some topics discussed in deeper dives.

Still working on the sessions' details and will publish them as soon as possible.

We still have time to discuss issues within the industry.

We are not going to hold our typical Pulse Call - however, asking everyone, if you have any issues, concerns, or problems which you would like to have addressed, please send them via email to a member of your MTAC Representative Team.

Glen Swyers - First Class Ltr	<a href="mailto:GSwyers@theimagegroup.com">GSwyers@theimagegroup.com</a>	Rose Flanagan - Entry,Payment,Product	<a href="mailto:rosef@data-mail.com">rosef@data-mail.com</a>
Kurt Ruppel - Mkt Mail Ltr	<a href="mailto:kurt.ruppel@iwco.com">kurt.ruppel@iwco.com</a>	Adam Collinson - Data,Technology,Addressing	<a href="mailto:acollinson@grayhairsoftware.com">acollinson@grayhairsoftware.com</a>
Eric Kisgen - Flats Periodicals	<a href="mailto:Eric.Kisgen@dotdashmdp.com">Eric.Kisgen@dotdashmdp.com</a>	Tom Glassman - Network Operations/Delivery	<a href="mailto:Thomas.Glassman@ricoh-usa.com">Thomas.Glassman@ricoh-usa.com</a>
Carol Kliewer - Flats MM & BPM	<a href="mailto:carol.kliewer@vericast.com">carol.kliewer@vericast.com</a>		
Don Caddy - Package Services	<a href="mailto:don.caddy@eii-online.com">don.caddy@eii-online.com</a>		

Bob Rosser - Industry Co-Chair	<a href="mailto:bob.rosser@iwco.com">bob.rosser@iwco.com</a>
Lisa Wurman - Industry Vice-Chair	<a href="mailto:lwurman@quad.com">lwurman@quad.com</a>
Bob Schimek - Immediate Past Chair	<a href="mailto:RSCHIMEK@quad.com">RSCHIMEK@quad.com</a>

# Topics Already Received:

## **EPP:**

- Effective July 9, 2023: Elimination of Hardcopy Address Correction Notices for Full Service
  - does anyone have questions or concerns

## **DTA:**

- With the manual address correction elimination – where there is obliteration of the barcodes but the printed endorsement results in the piece being forwarded – how will USPS handle getting customers the information?
- Cycle O (CASS and NCOALink) Timeline concerns based on reports of
  - Still waiting for MASS test
  - Vendor not able to provided products per industry timeline
    - End users reporting they have not even heard when Cycle O products will be available

# Upcoming 2023 MTAC Meetings

- January 31 – February 2, 2023
- **March 28 – 30, 2023**
- July 18 – 20, 2023
- October 17 – 19, 2023



**NOTE:** MTAC meeting schedule does not confirm PMG or ELT participation.

All MTAC 2023 meetings are scheduled to take place at USPS HQ, with evening receptions on Tuesday meeting dates.