

AIMM

AREAS INSPIRING MAIL

welcome

BACK

We're Glad You're Here!





Central Area

May 09, 2024

AIM

CENTRAL AREA MEETING



Restrooms

The rest rooms are located on your left as you walk out of the room.

Cell Phones & other electronic devices

We would appreciate if you put your cell phones and other electronic devices on mute so as not to distract our presenters, or the other attendees.

Evacuation procedures:

In the event of an emergency, we will exit this room and go to the inner hallway beyond the turnstiles.

In case of fire, we will exit this room and go out the doors to the right.

Survey Forms

In front of you was placed an agenda and a survey form for today's meeting. It is very important that you take the time before you leave today to fill out this brief form. We hold your opinions in high regard and use this information to develop future agendas. The success of our meetings really does depend on your input.

Presentations

Presentations from today's meeting will be posted on PostalPro in the near future.

WELCOME



STAN FRANKE

AIM Postal Co-Chair / Dir Customer Relations (Area)



Thursday, May 09, 2024
8:00 AM - 12:00 PM CST

9:00 am - 9:15 am

Opening Remarks - General Housekeeping

Stan Franke
Director Customer Relations - Area

9:15 am - 9:30 am

CRDO Central Area Update

Eric Henry
Vice President Retail & Delivery - Area

9:30 am - 10:00 am

MTAC & Workgroup Update

Deborah (Deb) Damore
Director, Postal Affairs /
Enru Logistics & Postal Optimization

10:00 am - 10:15 am

Break

10:15 am - 11:00 am

Pricing & Innovative Promotions

Fiona Machado
A/Dir of Mailing and Services Pricing - HQ

11:00 am - 11:45 am

Technology Update

Linda Malone *Keynote Speaker*
VP Engineering Systems - HQ

11:45 am - 11:55 am

NPF Update

Lindsey Taylor
Dir Industry Engagement & Outreach - HQ

11:55 am - 12:00 pm

Closing Remarks/Adjourn

Stan Franke
Director Customer Relations - Area



Lisa Wurman
Industry Co-Chair
Periodicals



Steve Krejcik
Industry Co-Chair
First-Class Mail



Michelle Zalewski
Industry Co-Chair
Marketing Mail



Stan Franke
Postal Co-Chair
Customer Relations Dir.



Central Area

CENTRAL AREA RETAIL & DELIVERY OPENING REMARKS



ERIC HENRY

V.P. Retail & Delivery Operations Central Area

MTAC UPDATE



DEBORAH DAMORE

Dir Postal Affairs / Enru Logistics & Postal Optimization

MTAC Industry Vice-Chair (2024-2025)

Agenda

- What is MTAC and its Role
 - Leadership
 - Structure
 - Meetings
 - Membership
- April MTAC Update
- Accomplishments and DFA Support



The Postmaster General's Mailers Technical Advisory Committee (MTAC)

Collaboration & Engagement:

- MTAC is a venue for the United States Postal Service (Postal Service) to share technical information with mailers, and to receive their advice and recommendations on matters concerning mail-related products and services.
- The work product of MTAC is designed to enhance customer value and expand the use of mail and shipping products and services for the mutual benefit of Mailing Industry stakeholders and the Postal Service.



MTAC Structure – Executive Committee, 2024-2025

Postal Chair

Steven Monteith

Postal Co-Vice Chair

Judy de Torok

Postal Co-Vice Chair

Lindsey Taylor

Program Manager/Secretary

Danielle Young

Industry Chair

Lisa Wurman

Industry Vice Chair and Treasurer

Deborah Damore

Immediate Past Industry Chair

Bob Rosser

MTAC Structure – Leadership, 2024-2025

Data, Technology, Addressing
Adam Collinson

Industry Engagement Liaison
Jacqueline Watts

Entry, Payment, Product
Rose Flanagan

Industry Engagement Liaison
Dean Davis

Service Precision
Tom Glassman

Industry Engagement Liaison
Derek Hatten

Letters – Co-Leaders

Letters First-Class – *Scott Holton*

Letters USPS Marketing Mail – *Glen Swyers*

Flats – Co-Leaders

Flats Periodicals – *Eric Kisgen*

Flats USPS Marketing Mail & BPM –
Carol Kliewer

Packages

Alvin Serrano

Opportunities to get involved

- A **User Group** is designed to be an open “think tank” discussion with broad industry and USPS participation centered on a topic or theme relative to an MTAC Focus Area. User Groups have no defined end date.
- A **Work Group** addresses a clearly defined issue and works to accomplish a set of desired results by a specific date.
- A **Task Team** is designed to quickly address and resolve a very specific issue with a small, focused team. Its scope is very narrow and its timeframe brief in order to drive a rapid (within days or weeks) response.
- Non-members may participate in and lead Work Groups, Task Teams and User Groups

Current User Groups, Work Groups & Task Teams

User Group #2	User Group #3	User Group #4	User Group #5	User Group #7
eVS/Product Tracking System / USPS ship	FAST, eInduction Label list/FAST files	Informed Visibility	Addressing: Technology & Business Strategy	Mail Transport Equipment Ordering System (MTEOR)
Bi-Weekly	Bi-Weekly	Monthly	Monthly	Monthly

User Group #8	User Group #11	User Group #12
USPS Promotions	Mail Systems & Acceptance	Informed Delivery
Monthly	Bi-Weekly	Monthly

Contact MTAC@USPS.gov to be added to a User Group Roster.



Work Group #196 Rolling into UG2
Review Business Reply Mail Process
Monthly

Task Team # 35	Task Team #38
Service Performance Measurement Rules Review	Newspaper Mail

MTAC Meetings

- **Quarterly Meetings**

- Industry Pulse Call – 6 to 7 weeks prior to MTAC meeting
 - MTAC members along with UG and WG members & leaders collect issues and topics.
- Pre-MTAC Webinar – 2 weeks prior to MTAC meeting
 - USPS and MTAC members to set the stage for upcoming MTAC meeting
- PMG and Industry MTAC Leadership Meeting – Tuesday
 - MTAC leadership team
- MTAC Open Session for all stakeholders - Tuesday
 - All interested Mail Stakeholders upon pre-registration.
- MTAC Focus Group Sessions and Business Meeting – Wednesday
 - MTAC members only.
- User Group, Work Group and Task Team Meetings ongoing throughout the year

“An Association of Associations”

Collectively, MTAC’s member associations/organizations should reflect the mailing community in terms of:

- Classes and categories of mail used;
- Major industries that depend on mail service, and
- Organizations having significant or unique mailing needs.

Each MTAC member association/organization is led by an Association Executive and contains:

- Three (3) representatives.
 - Goes to the MTAC Executive Committee for approval.
 - To the greatest extent possible, an MTAC association/organization’s nominees should be representative of the size, geographic location, classes of mail used, and nature of its underlying membership

Membership Opportunities

- Currently there are sixty-three Association Member Organizations.
- Individuals may become MTAC members through a member association with an open seat.
 - Review list of associations with open seats.
 - Current vacancies are posted on PostalPro™ - <https://postalpro.usps.com/node/12945>
 - See if your company belongs to any those associations.
 - Contact Association Executive to discuss representing the association.
- If you belong to an association that is a stakeholder in the Mailing Industry and is not yet a MTAC Member Association:
 - Contact the MTAC team at MTAC@USPS.gov.
 - Associations may become MTAC Member Associations through Executive Committee considerations.

MTAC April 2024 Recap

Open Session – Tuesday April 9th:

- Postmaster Remarks – Shared statistics tied to DFA progress
- Special Recognition
- Package Updates – PTR (Product Tracking Reporting) modernization and USPS API integration, as well as migration to USPS ship.
 - <https://developer.usps.com/apis> & <https://postalpro.usps.com/product-tracking-and-reporting>
- NPF Update- June 2nd – 5th, 2024. Indianapolis, IN www.npf.org
- July 2024 Rate Update [July 2024 Market Price Change Filing Webinar Recording and Presentation Slides | PostalPro \(usps.com\)](#)

MTAC April 2024 Recap

Member Session – Wednesday April 10th

- Customer Experience / Operations Collaboration – Homeroom session.
 - Update from Tony Impronto and Marc McCrery
 - Delivery office operations with proactive scan data.
 - Customer Overview, BSN structure, Service Requests
 - Entry, Payment, Product Solutions
 - Service Precision
 - Data, Technology, Addressing
- Package Discussion – NEW ADDITION
 - USPS Ship migration https://postalpro.usps.com/USPSShip_Webinar_04242024
 - Package Intercept, unmanifested package process, and fraud.

Entry, Payment, Product Solutions

- USPS Ship running in parallel to eVS – reviewed eVS manifest flow to USPS ship
 - Census Attribute & Monthly Assessments with samples
 - eVS and USPS ship verification timeline variations
- Mail Growth Incentive Updates
 - 950+ registrations are in process, 67% of registrations finalized. (need to finalize by 6/30)
 - New Reporting Capabilities and Credit Incentive communication in progress.
- New Incentive and Promotions update
 - New Catalog incentive for July 2024
 - New Promotions and new concept promotion Add-Ons for 2025 reviewed.
- Flats Plan Updates
 - USPS seeking customer input on defining small business use of rubber bands/twine.
 - Postal Team has begun work with industry to review various bundle sizes and wrap formats.

Service Precision

- Delivery Operations
 - City Delivery Strategy and Policy
 - Field Operations Support
- First Class and End-to-End Mail Performance
 - Changes to logistics and network.
 - Aware and adjustments in progress.
- FY24 MTE Planning & Enhancements.
 - Local Mailers to report on hand inventory
 - System emails to customers for orders
 - MTE receipt validation in MTEOR
 - MTEOR@usps.gov / 1-866-330-3404
- RPDC (Regional Processing Distribution Center)
 - Lessons learned
 - People, timing, advanced/improved timing of information for product prep and entry.
- FAST Escalation Issues
 - Internal cross functional departments
 - Working towards realized gaps, determining the feasibility of system changes.
- USPS Data files for Mailers, Label list & MDF
 - Industry & USPS joint team
 - Timing and communications

Data, Technology, Addressing

- Parcel Lockers – <https://www.uspsmartpackagelockers.com/>
 - Locations - <https://www.uspsmartpackagelockers.com/locker-location>
 - FAQ - <https://www.uspsmartpackagelockers.com/faq>
- Service Performance Dashboard – SPM exclusions by CRID
 - [SPM Exclusion by CRID Application Industry Training Slides | PostalPro \(usps.com\)](#)
 - Adding two weeks of single piece information
 - Functional at MSP level
- Review NCOALink PAF and 1000 Record Minimum Requirements
 - Still with legal
- Delays in UAA handling
 - Processing returns, especially during peak and area with staffing issues.

Industry DFA Support Role

- New network redesign demands evaluation of Current State Workflows
 - Efficient Surface Transportation for Processing and Delivery.
 - What leads to lowest combined costs?
 - How best can mailing Industry support USPS DFA plan and vision?
- Data & Technology
 - Review workflows to support all product shapes.
 - Utilize USPS and mail industry's data
- Are we there yet?
 - Not quite, but we are getting closer.
 - Collective learnings from initial roll-outs.
 - Continued joint collaboration efforts.
- MTAC can help in continued feedback and communications with USPS and Industry.



MTAC Accomplishments:

Through collaboration, MTAC and the Postal Service have been instrumental in helping make mail processes and programs work better. Here are a few areas of partnership.

Postnet



- Address Management
- Automated Package Verification
- Business Reply Mail Process
- eInduction
- Electronic Verification System (eVS)
- Facility Access and Shipment Tracking (FAST)
- Enterprise Payment System (EPS)
- Full Service

- Seamless Mail Entry
- Informed Delivery
- Informed Visibility
- Intelligent Mail Package Barcode (IMpb)
- Mailing Promotions
- Mail Transport Equipment Ordering Reporting (MTEOR)
- Move Update
- Product Simplification
- Work Share



Resources

- MTAC landing page – www.postalpro.usps.com/mtac
- MTAC Membership Guide 2024 - <https://postalpro.usps.com/node/9650>
- MTAC Charter - <https://postalpro.usps.com/node/8626>
- MTAC Roster – <https://postalpro.usps.com/MTAC/Roster>
- MTAC UG-WG-TT Leaders Roster - <https://postalpro.usps.com/node/10769>
- MTAC Contact info – MTAC@usps.gov
- Remaining 2024 MTAC Meeting Schedule:
 - August 13-15
 - October 22-24

Thank You!

For Industry MTAC related questions you may contact

Deborah.Damore@enru.io

[630-809-4196](tel:630-809-4196)

As well as MTAC@USPS.gov



PRICING & PROMOTIONS UPDATE



FIONA MACHADO

Acting Director of Mailing and Services Pricing - HQ

Price Adjustments July 2024

Fiona Machado
**Acting Director, Mailing
& Services Pricing**

DELIVERING FOR AMERICA – Key Strategies

Transform from financial and operational crisis to a high performing and self-sustaining organization



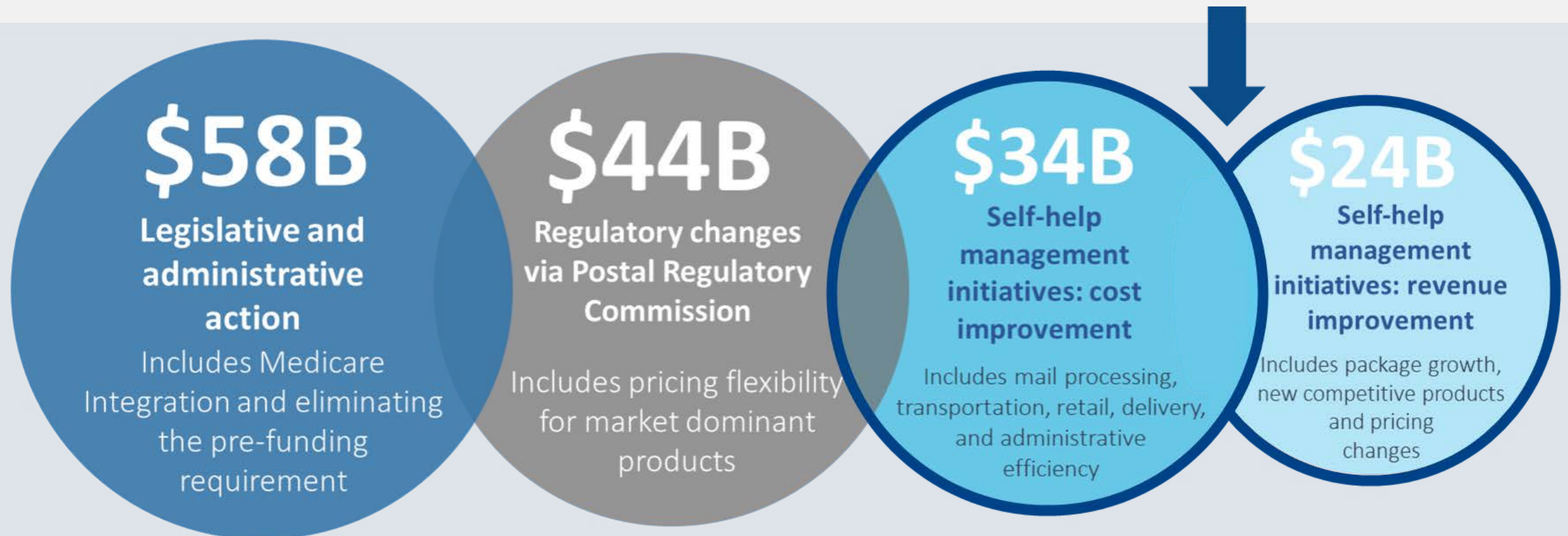
Key Accomplishments

- ✓ Decreased our projected losses from **\$160 billion to \$60 billion** over 10 years
- ✓ Acquiring **106,480 new vehicles**, and of which 66,230 to be electric vehicles
- ✓ Launched **Ground Advantage** and **quadrupled volume** for packages weighing more than 1 lb.
- ✓ Successfully launched **31 Sorting & Delivery Centers** to expand next-day reach and reliability
- ✓ Improved service performance with **98% of the nation receiving mail and packages within 3 days**
- ✓ Converted nearly **170,000 pre-career employees¹** to career status
- ✓ Cut the supervisor vacancy rate from 15% to 6.9%
- ✓ Secured enactment of the **Postal Service Reform Act into law** to reduce expenses by \$48 billion over 10 years
- ✓ Eliminated **560,000 trips** and avoided more than 264 million pounds of CO2
- ✓ Introducing a **new operating strategy, new data organization, and new sales and marketing package growth strategies**

[1] From Oct. 1, 2020, to Jan. 4, 2024

Path Forward: **Self-Help Improvements**

Successful implementation of the DFA Plan required partnerships with legislative and regulatory stakeholders during the first-two years. The Plan now requires judicious application of pricing authorities and implementation of self-help management initiatives to cut costs and grow revenue over the next two to three years to help close the gap.



July 2024 Price Change

7.8% Average Increase

Effective July 14, 2024

Structural Changes

2025 Mailing Promotions

Provide opportunities for postage discounts by applying treatments or integrating technology in their campaigns. This also includes the continuation of the growth incentives into 2025.

Marketing Mail Flat-Shaped Lightweight and Heavyweight Price Structure

Change Marketing Mail flats price structure so lightweight and heavyweight pieces are priced separately based on unique volume and weight profiles.

Catalog Incentive

To collect data on catalog volume, provide incentive for Marketing Mail and Bound Printed Matter customers to declare eligible volume as catalogs on postage statement.

Elimination of Simple Samples

Elimination of Marketing Mail Simple Samples rates due to low use.

First-Class Flats Additional Ounce Price Structure

Change First-Class Flats price structure to eliminate the additional ounce price so that each ounce can be priced independently.

Business Reply Mail IMbA Rates

Introduce a QBRM IMbA letter and card rate that incentivizes customers to onboard to Intelligent Mail Barcode Accounting.

Promotions, Incentives, and Permit Fees

PENDING PRC APPROVAL

2025 MAILING PROMOTIONS



5 PROMOTIONS



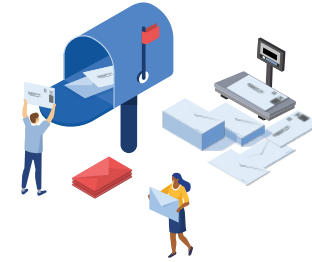
INTEGRATED TECHNOLOGY



TACTILE, SENSORY, INTERACTIVE



CONTINUOUS CONTACT



REPLY MAIL IMBA™*



FIRST-CLASS MAIL ADVERTISING

+ 2 ADD-ONS | Additional Discount to Promotion



INFORMED DELIVERY®

**AND/
OR****

SUSTAINABILITY



* Reply Mail IMbA is not eligible for Add-Ons

**Up to two Add-Ons can be claimed. Add-Ons can only be claimed with a promotion.



INTEGRATED TECHNOLOGY

- Integrate technologies that enhance mail's performance such as Augmented, Mixed or Virtual Reality; NFC; Video in Print; and voice assistants.

DISCOUNT: 3%



TACTILE, SENSORY, INTERACTIVE

- Enhance customer engagement through innovations in paper and stock, substrates, inks, interactive elements, and finishing techniques.
- Gloss stock not eligible.

DISCOUNT: 4%



CONTINUOUS CONTACT

- Increase customer touchpoints by mailing more frequently to the same households.
- Content of each mailing must be iterative or complementary, not duplicative.

DISCOUNT: 3%



REPLY MAIL IMBA™

- Encourages Qualified Business Reply Mail™ (QBRM™) and High-volume QBRM customers to adopt IMbA™.

DISCOUNT: 3% OR 6%



FIRST-CLASS MAIL ADVERTISING

- Leverage First-Class Mail® to promote your offerings to customers.

DISCOUNT: 3%

PENDING PRC APPROVAL

CONTINUOUS CONTACT



2025 OVERVIEW

Plan campaigns with a series of follow-up mailings that deliver targeted information to the same household to increase spend or conversion. First and all subsequent mailings must occur during the promotion period.

Discount will apply to each mailing following the first mailing. Content must be iterative or complementary, not duplicative.



Source: Polaris Industries

3% DISCOUNT

Discount is only applied to mailings
AFTER the initial mailing

REGISTRATION PERIOD

Feb 15, 2025 – Sept 30, 2025

PROMOTION PERIOD

Apr 1, 2025 – Sept 30, 2025

ELIGIBLE MAIL:

- USPS Marketing Mail® letters and flats
- Nonprofit USPS Marketing Mail® letters and flats

PENDING PRC APPROVAL

FIRST-CLASS MAIL[®] ADVERTISING



2025 OVERVIEW

Leverage First-Class Mail to promote your offerings. Seamlessly integrate marketing messages onto First-Class mailpieces utilizing non-traditional marketing materials or opt for standalone advertisements. Enhance your marketing strategy and maximize the impact of your mailings with First-Class Mail Advertising.



3% DISCOUNT

First-Class Mail Advertising

REGISTRATION PERIOD

Jul 15, 2025 – Dec 31, 2025

PROMOTION PERIOD

Sep 1, 2025 – Dec 31, 2025

ELIGIBLE MAIL:

- First-Class Mail[®] letters and cards



INFORMED DELIVERY®

- Enhance your mailings with USPS' omni-channel feature to give your mailpiece a digital element when using Informed Delivery® campaigns.

DISCOUNT MAILERS: 1%

eDoc SUBMITTER: 0.5%



SUSTAINABILITY

- Enhance your campaigns with environmentally conscious materials by demonstrating the paper used in the mailing came from a certifiable, responsible source.

DISCOUNT: 1%

2025 OVERVIEW

Shows efforts to be environmentally conscious by demonstrating the paper used in the mailing came from certifiable, responsible sources.



1% DISCOUNT

Discount Added to Mailers Promotion Discount
on Eligible Mail Pieces

REGISTRATION PERIOD

Nov 20, 2024 – Dec 31, 2025

PROMOTION PERIOD

Jan 1, 2025 – Dec 31, 2025

ELIGIBLE MAIL:

- First-Class® Mail letters, cards, and flats
- USPS Marketing Mail® letters and flats
- Nonprofit USPS Marketing Mail® letters and flats

2025 Mail Growth Incentives

USPS is pursuing two mail incentives to grow volume. Both First-Class Mail and Marketing Mail Growth Incentives will provide eligible mailers a credit on additional mail volume in excess of their baseline volume.

Eligibility Criteria

1

Products Eligible for Each Growth Incentive

Products that are eligible for the **First-Class Mail Growth Incentive** include:

- First-Class Mail Presort Letters
- First-Class Mail Presort Cards
- First-Class Mail Presort Flats

Products that are eligible for the **Marketing Mail Growth Incentive*** includes:

- Marketing Mail Letters and HD/Saturation Letters
- Marketing Mail Flats and HD/Saturation Flats
- Marketing Mail Carrier Route
- Marketing Mail Parcels and Saturation Parcels

2

Volume Requirement

To qualify for any credits, mailers must have had a **minimum volume of 1 million pieces** mailed during the incentive period (Jan-Dec 2025)

*Every Door Direct Mail - Retail is not included

Incentive Details

Credit for Mail Volume in Excess of FY24 Volume

Mailers will receive a credit for any volume in excess of FY23 baseline volume. Incremental volume above one million pieces and this baseline will be eligible for a **30% credit** that will be issued quarterly (CY25 Q2, Q3, and end of CY25).

Baseline Period: October 2023-September 2024 (FY2024)

Registration Period: November 2024 – June 2025

Incentive Performance Period: January-December 2025

Earned Credit to Customer Account:

- July 2025
- October 2025
- February 2026

Full-Service and Seamless Incentives and Permit Fees

	Current Incentive/Fee	Proposed Incentive/Fee	Percent Change
Full Service IMb			
First-Class Mail	\$0.003	\$0.005	66.7%
Marketing Mail	\$0.003	\$0.005	66.7%
Periodicals	\$0.001	\$0.001	0.0%
Package Services	\$0.001	\$0.001	0.0%
Seamless			
First-Class Mail	\$0.001	\$0.002	100.0%
Marketing Mail	\$0.001	\$0.002	100.0%
Periodicals	\$0.001	\$0.001	0.0%
Package Services	\$0.001	\$0.001	0.0%
Permit Fee	\$320.00	\$350.00	9.4%
Periodicals Application Original Entry Fee	\$950.00	\$1,040.00	9.5%

Proposed Price Change

First-Class Mail

First-Class Mail

Product	Current Price	Proposed Price	Percent Change
Rate Authority			
Stamp Price	68¢	73¢	7.4%
Meter Price	64¢	69¢	7.8%
Single-Piece Cards	53¢	56¢	5.7%
Single-Piece Flats - 1 ounce	\$1.39	\$1.50	7.9%
Additional ounce rate Letters	24¢	28¢	16.7%
Nonmachinable surcharge – letters	44¢	46¢	4.5%
Presorted Letters (Auto & Nonauto)	51¢*	55¢*	7.6%
Presorted Cards (Auto & Nonauto)	36¢*	39¢*	7.4%
Presorted Flats (Auto & Nonauto)	\$1.53*	\$1.68*	9.2%
First-Class Mail International Outbound	\$1.55**	\$1.65**	6.5%

*Average revenue per piece

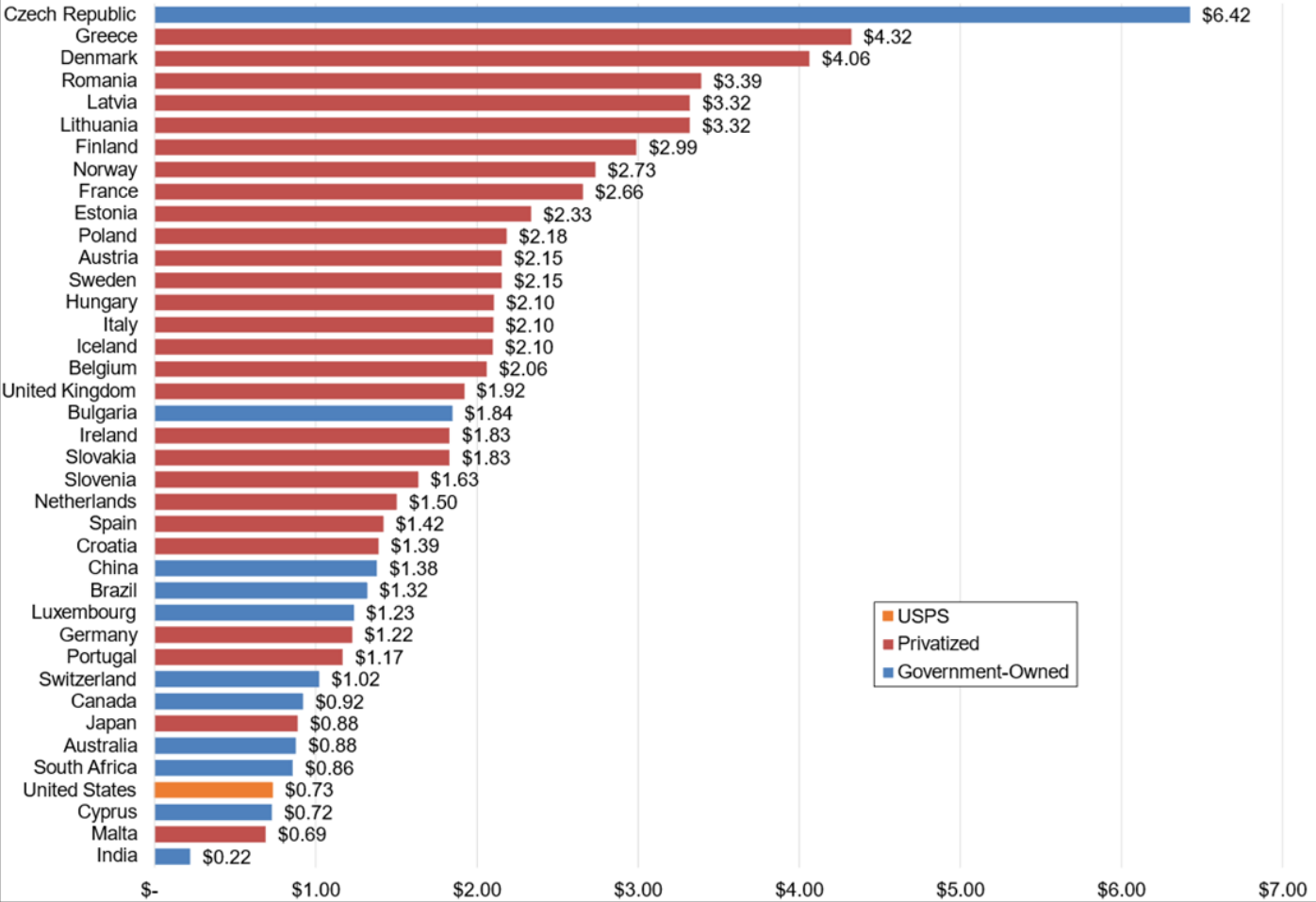
** First Class Mail International Letters and Cards 1 ounce price. Inbound prices set by UPU, expected increase 0.6%.



First-Class Mail Stamp price is still one of the lowest in the world

Relative Cost of Postage as of July 2024

2024 Cost of Postage for a Domestic Standard Letter
Purchasing Power Parity (\$USD)



The Postal Service will continue to provide the lowest letter-mail postage rates in the industrialized world.

All source data information on pricing, PPP conversion factors, and privatization status as of 01/03/2024

First-Class Mail

	Current Price	Proposed Price	\$ Difference	% Difference
1 oz. SP Metered	\$0.64	\$0.69	\$0.05	7.8%
1 oz. Auto Mixed AADC Letters	\$0.571	\$0.622	\$0.051	8.9%
1 oz. Auto AADC Letters	\$0.547	\$0.593	\$0.046	8.4%
1 oz. Auto 5-Digit Letters	\$0.507	\$0.545	\$0.038	7.5%
Shared Mail Letters	\$0.72	\$0.77	\$0.05	6.9%
Nonautomation Presort Cards	\$0.406	\$0.435	\$0.029	7.1%
Mixed AADC Automation Card	\$0.390	\$0.419	\$0.029	7.4%
AADC Automation Card	\$0.378	\$0.406	\$0.028	7.4%
Automation 5-Digit Card	\$0.357	\$0.384	\$0.027	7.6%

Widened incentive to presort
 \$8 more per 1000 to sort to 5-Digit from AADC Letters

First Class Flats Additional Ounces

To improve pricing flexibility, First-Class Mail Flats additional ounces will no longer be priced using a uniform price and may be priced independently.

Weight	Single-Piece	Automation				Nonauto
		5-Digit	3-Digit	ADC	Mixed ADC	Presorted
1	\$1.50	\$0.874	\$1.132	\$1.212	\$1.355	\$1.400
2	\$1.77	\$1.144	\$1.402	\$1.482	\$1.625	\$1.670
3	\$2.04	\$1.414	\$1.672	\$1.752	\$1.895	\$1.940
4	\$2.31	\$1.684	\$1.942	\$2.022	\$2.165	\$2.210
5	\$2.59	\$1.964	\$2.222	\$2.302	\$2.445	\$2.490
6	\$2.87	\$2.244	\$2.502	\$2.582	\$2.725	\$2.770
7	\$3.15	\$2.524	\$2.782	\$2.862	\$3.005	\$3.050
8	\$3.43	\$2.804	\$3.062	\$3.142	\$3.285	\$3.330
9	\$3.71	\$3.084	\$3.342	\$3.422	\$3.565	\$3.610
10	\$4.01	\$3.384	\$3.642	\$3.722	\$3.865	\$3.910
11	\$4.31	\$3.684	\$3.942	\$4.022	\$4.165	\$4.210
12	\$4.61	\$3.984	\$4.242	\$4.322	\$4.465	\$4.510
13	\$4.91	\$4.284	\$4.542	\$4.622	\$4.765	\$4.810

Additional Oz Rates	
Additional oz	
2 - Ounce	\$0.27
3 - Ounce	\$0.27
4 - Ounce	\$0.27
5 - Ounce	\$0.28
6 - Ounce	\$0.28
7 - Ounce	\$0.28
8 - Ounce	\$0.28
9 - Ounce	\$0.28
10 - Ounce	\$0.30
11 - Ounce	\$0.30
12 - Ounce	\$0.30
13 - Ounce	\$0.30

Proposed Price Change Marketing Mail

2023 Marketing Mail Cost Coverages

Letter-Shaped Products	Volume	Revenue Per Piece	Cost Per Piece	Contribution Per Piece	Cost Coverage
Commercial	35,031,161,139	\$0.269	\$0.134	\$0.135	200.8%
Non-Profit	8,697,127,341	\$0.139	\$0.138	\$0.001	100.4%
Total	43,728,288,480	\$0.243	\$0.135	\$0.108	180.3%

Flat-Shaped Products	Volume	Revenue Per Piece	Cost Per Piece	Contribution Per Piece	Cost Coverage
Commercial	13,920,225,420	\$0.283	\$0.274	\$0.009	103.4%
Non-Profit	1,775,004,960	\$0.273	\$0.515	-\$0.242	53.0%
Total	15,695,230,380	\$0.282	\$0.301	-\$0.019	93.7%

Marketing Mail Commercial—7.9% Increase

Product	Current Price	Proposed Price	Percent Change
Rate Authority			
Letters	\$0.297*	\$0.319*	7.5%
High Density Letters	\$0.285*	\$0.309*	8.6%
High Density Plus Letters	\$0.228*	\$0.236*	3.2%
Saturation Letters	\$0.187*	\$0.201*	7.7%
Flats	\$0.680*	\$0.749*	10.2%
Carrier Route	\$0.386*	\$0.422*	9.3%
High Density Flats	\$0.328*	\$0.355*	8.2%
High Density Plus Flats	\$0.241*	\$0.266*	10.3%
Saturation & EDDM Flats	\$0.198*	\$0.211*	6.5%
EDDM-Retail	\$0.203	\$0.223	9.9%
DAL	\$0.075	\$0.080	6.7%
DML	\$0.100	\$0.110	10.0%
Parcels	\$2.955*	\$3.207*	8.5%

Price Change by Shape:

Letter-Shaped: 7.5%

Flat-Shaped: 9.0%

* Average revenue per piece – percent change is calculated on actual numbers rather than rounded shown

Marketing Mail Automation Commercial Letters Prices

Letters Product get below average price increase

Marketing Mail Auto Letters	Current Price	Proposed Price	\$ Difference	% Difference
5-Digit Origin	\$0.330	\$0.345	\$0.015	4.5%
5-Digit DNDC	\$0.303	\$0.321	\$0.018	5.9%
5-Digit DSCF	\$0.295	\$0.318	\$0.023	7.8%
HD DSCF	\$0.286	\$0.311	\$0.025	8.7%
HD Plus DSCF	\$0.229	\$0.237	\$0.008	3.5%
Saturation Origin	\$0.229	\$0.237	\$0.008	3.5%
Saturation DNDC	\$0.202	\$0.213	\$0.011	5.4%
Saturation DSCF	\$0.194	\$0.210	\$0.016	8.2%

Reduced incentive to dropship:

In 2023 USPS improved outgoing network efficiency, by combining all classes by shape and no longer routing through the NDC network.

As a result, this drove down cost avoidances, which in turn requires a reduction in discounts to meet PRC requirements.

Marketing Mail Flats Restructure

January 2023

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Flats weighing 4.0 oz. or less per piece price	None	0.265	0.266	0.288	0.356	0.426
	DNDC	0.219	0.220	0.242	0.310	0.358
	DSCF	0.207	0.208	0.230	0.298	0.352
	DDU	0.187	0.188	0.210	0.278	0.351
More than 4 oz Per Pound Price +	None	0.683	0.683	0.683	0.683	0.937
	DNDC	0.500	0.500	0.500	0.500	0.665
	DSCF	0.450	0.450	0.450	0.450	0.641
	DDU	0.370	0.370	0.370	0.370	0.637
Per Piece Price		0.094	0.095	0.117	0.117	0.192



January 2024

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Per Piece Price (All Pieces)	None	0.305	0.306	0.334	0.407	0.485
	DNDC	0.234	0.235	0.263	0.336	0.414
	DSCF	0.214	0.215	0.243	0.316	0.394
	DDU	0.201	0.202	0.230	0.303	0.381
Plus Per Pound Price (Piece more than 4oz) (first 4oz free)	None	0.640	0.640	0.640	0.776	0.776
	DNDC	0.640	0.640	0.640	0.776	0.776
	DSCF	0.640	0.640	0.640	0.776	0.776
	DDU	0.640	0.640	0.640	0.776	0.776



July 2024

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Flats weighing 4.0 oz. or less per piece price	None	0.299	0.300	0.342	0.419	0.502
	DNDC	0.233	0.234	0.276	0.353	0.436
	DSCF	0.229	0.230	0.272	0.349	0.432
	DDU	0.218	0.219	0.261	0.338	0.421
More than 4 oz Per Pound Price +	None	1.040	1.040	1.040	1.167	1.183
	DNDC	0.592	0.592	0.592	0.719	0.735
	DSCF	0.562	0.562	0.562	0.689	0.705
	DDU	0.489	0.489	0.489	0.616	0.632
Per Piece Price		0.096	0.097	0.139	0.184	0.263

- Marketing Mail Flat-shaped products rate structure is revised align with the structure last seen in January 2023.
- Pieces up to 4oz will pay a per piece price
- Pieces over 4oz will pay the per piece and the per pound price, which applies to the full mail piece weight
- This allows for separate pricing for Lightweight and Heavyweight pieces based on their unique volume and weight profiles

Marketing Mail Piece-Rate Commercial Flats Prices

Marketing Mail Auto Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.548	\$0.617	\$0.069	12.6%
C-R Basic DSCF	\$0.394	\$0.432	\$0.038	9.6%
HD DSCF (125 pieces)	\$0.316	\$0.349	\$0.033	10.4%
HD+ DSCF (300 pieces)	\$0.243	\$0.272	\$0.029	11.9%
Saturation DSCF (90%)	\$0.214	\$0.229	\$0.015	7.0%
Saturation DDU (90%)	\$0.201	\$0.218	\$0.017	8.5%

Widened incentive to presort
 \$31 more per 1000 to sort to CR entered at DSCF

Marketing Mail Commercial Flats Prices

Marketing Mail Flats	Current Price	New Price	\$ Difference	% Difference*
Auto 5-Digit Origin (LW)	\$0.639	\$0.687	\$0.048	7.5%
Auto 5-Digit DNDC (LW)	\$0.568	\$0.621	\$0.053	9.3%
Auto 5-Digit DSCF (LW)	\$0.548	\$0.617	\$0.069	12.6%
Auto 5-Digit Origin (8oz)	\$0.864	\$1.045	\$0.181	20.9%
Auto 5-Digit DNDC (8oz)	\$0.793	\$0.821	\$0.028	3.5%
Auto 5-Digit DSCF (8oz)	\$0.773	\$0.806	\$0.033	4.2%
Carrier Route Origin (LW)	\$0.485	\$0.502	\$0.017	3.5%
Carrier Route DNDC (LW)	\$0.414	\$0.436	\$0.022	5.3%
Carrier Route DSCF (LW)	\$0.394	\$0.432	\$0.038	9.6%
Carrier Route DDU (LW)	\$0.381	\$0.421	\$0.040	10.5%
Carrier Route Origin (8oz)	\$0.679	\$0.855	\$0.176	25.8%
Carrier Route DNDC (8oz)	\$0.608	\$0.631	\$0.023	3.7%
Carrier Route DSCF (8oz)	\$0.588	\$0.616	\$0.028	4.7%
Carrier Route DDU (8oz)	\$0.575	\$0.579	\$0.004	0.7%

*percent change is calculated on actual numbers rather than rounded shown

With the new Flats-shaped rate structure, incentives to dropship will be applied Lightweight and Heavyweight separately.

To align with Postal costs, the incentive to dropship Lightweight pieces will decrease, and the incentive to dropship Heavyweight pieces will increase.

Marketing Mail Commercial Flats Prices

Marketing Mail Flats	Current Price	New Price	\$ Difference	% Difference*
Saturation Origin (LW)	\$0.305	\$0.299	-\$0.006	-2.0%
Saturation DNDC (LW)	\$0.234	\$0.233	-\$0.001	-0.4%
Saturation DSCF (LW)	\$0.214	\$0.229	\$0.015	7.0%
Saturation DDU (LW)	\$0.201	\$0.218	\$0.017	8.5%
Saturation Origin (8oz)	\$0.465	\$0.616	\$0.151	32.5%
Saturation DNDC (8oz)	\$0.394	\$0.392	-\$0.002	-0.5%
Saturation DSCF (8oz)	\$0.374	\$0.377	\$0.003	0.8%
Saturation DDU (8oz)	\$0.361	\$0.341	-\$0.021	-5.7%

*percent change is calculated on actual numbers rather than rounded shown

With the new Flats-shaped rate structure, incentives to dropship will be applied Lightweight and Heavyweight separately.

To align with Postal costs, the incentive to dropship Lightweight pieces will decrease, and the incentive to dropship Heavyweight pieces will increase.

Marketing Mail Containerization Discounts

Delivery Sort Container Discount

Flat-Shaped	Current Discount	New Discount	\$ Difference	% Difference
Basic CR Flats	\$0.027	\$0.031	\$0.004	14.8%
HD Flats	\$0.022	\$0.027	\$0.005	22.7%
HD Plus Flats	\$0.018	\$0.022	\$0.004	22.2%
Saturation/EDDM Flats	\$0.014	\$0.017	\$0.003	21.4%

SCF Pallet Discount

Flat-Shaped	Current Discount	New Discount	\$ Difference	% Difference
Qualifying ADC, 3D and 5D	\$0.021	\$0.026	\$0.005	23.8%
Basic CR Flats	\$0.017	\$0.021	\$0.004	23.5%
HD Flats	\$0.012	\$0.015	\$0.003	25.0%
HD Plus Flats	\$0.011	\$0.014	\$0.003	27.3%
Saturation/EDDM Flats	\$0.004	\$0.005	\$0.001	25.0%

Widened incentive to presort

Delivery Sort Container

\$4 more per 1000 for CR Flats, HD Plus Flats
 \$5 more per 1000 for HD Flats
 \$3 more per 1000 for Saturation/EDDM Flats

SCF Pallet

\$5 more per 1000 for qualifying ADC, 3D and 5D Flats
 \$4 more per 1000 for CR Flats
 \$3 more per 1000 for HD Flats and HD Plus Flats
 \$1 more per 1000 for Saturation/EDDM Flats

Discount for letter-shaped pieces on SCF or Finer Presort Pallet

Presort Level	Current Discount	New Discount	\$ Difference	% Difference
Qualifying ADC, AADC, 3-Digit & 5-Digit Letters	\$0.003	\$0.003	\$0.000	0.0%
Auto and Nonauto CR, HD, HD+, Saturation & EDDM Letters	\$0.003	\$0.003	\$0.000	0.0%

Optional Tray Preparation for High Density and High Density Plus Letters

Optional Tray Preparation for High Density and High Density Plus Letters:

- Each individual mailer must meet the minimum carrier route piece requirements (125 pieces for HD & 300 pieces for HD+) and a combined 150 pieces of 5-Digit, HD or HD Plus combined in a 5-Digit tray.
- The minimums must be achieved by a single mail owner defined by their individual MID and/or CRID in the By/For of the electronic documentation for each carrier route.
- The separate requirement of 150 pieces for non-ECR is waived
- The requirement to walk sequence is waived.

TRAY EXAMPLE A

Each mail owner can only claim the applicable carrier route discount of their own mail.

Mail Prep

Mail Owner A has 175 pieces at HD

Mail Owner B has 150 pieces at HD

Mail Owner C has 35 pieces of 5 digit

Total tray count is 325 pieces and combined Mail Owner A & B reach HD Plus level however the optional tray only allows HD and HD Plus at the Mail Owner level

Eligible Rates

Mail Owner A pays 175 pieces at HD (not HD+)

Mail Owner B pays 150 pieces at HD (not HD+)

Mail Owner C qualifies for 5-Digit rate since they are in a 5-digit tray with at least 150 pieces

Proposed Price Change Periodicals

Periodicals Mail

Product	FY2023 Revenue \$M	Proposed Price Percent Change
Rate Authority		9.8%
Outside County	\$858	9.8%
Inside County	\$60	9.7%

Periodicals Mail

Outside County	Proposed Price Change Percentage
Total Price Change	9.8%
Pounds	0.0%
Pieces	13.8%
Bundles	0.0%
Sacks	0.0%
Trays	0.0%
Pallets	0.0%

Inside County	Proposed Price Change Percentage
Total Price Change	9.7%
Pounds	0.0%
Pieces	12.8%

Inside County Passthrough Changes

Type of Worksharing	Piece Price Increase	Discount % Increase	Starting Passthrough	Ending Passthrough
Presorting Worksharing				
3-Digit Presort	18%	27.8%	66.7%	85.2%
5-Digit Presort	17%	20.4%	53.4%	64.4%
CR Basic	13%	19.6%	71.2%	85.1%
High Density	9%	20.6%	70.8%	85.4%
Saturation	0%	20.0%	70.0%	84.0%
3-Digit Auto Letter	0%	25.0%	57.1%	71.4%
5-Digit Auto Letter	0%	0.0%	92.3%	92.3%
Pre-barcoding Worksharing				
Basic Auto Flats	23%	0.0%	94.3%	94.3%
3-Digit Auto Flats	17%	24.6%	76.5%	95.3%
5-Digit Auto Flats	20%	1.9%	83.9%	85.5%
DDU Dropship Discount	28%	27.8%	66.7%	85.2%

Proposed Price Change Package Services

Package Services Mail

Product	Current Price	Proposed Price	Percent Change
Rate Authority			
Alaska Bypass Service	\$32.69*	\$34.25*	4.8%
BPM Flats	\$0.96*	\$1.01*	5.7%
BPM Parcels	\$1.45*	\$1.54*	5.8%
Total Media / Library Mail	\$5.17*	\$5.68*	9.9%

* Average revenue per piece

Media/Library Mail receive higher than average price increase as they are non-compensatory

Proposed Price Change Special Services

Ancillary & Special Services

Special Services	Proposed Percent Price Change
Rate Authority	7.8%
Certified	10.2%
Post Office Boxes	0.0%
Return Receipts	12.6%
Money Orders	12.2%
Insurance	-10.1%
Certificate Of Mailing	11.5%
Registry	11.6%
Caller Service	9.2%
Other	6.9%

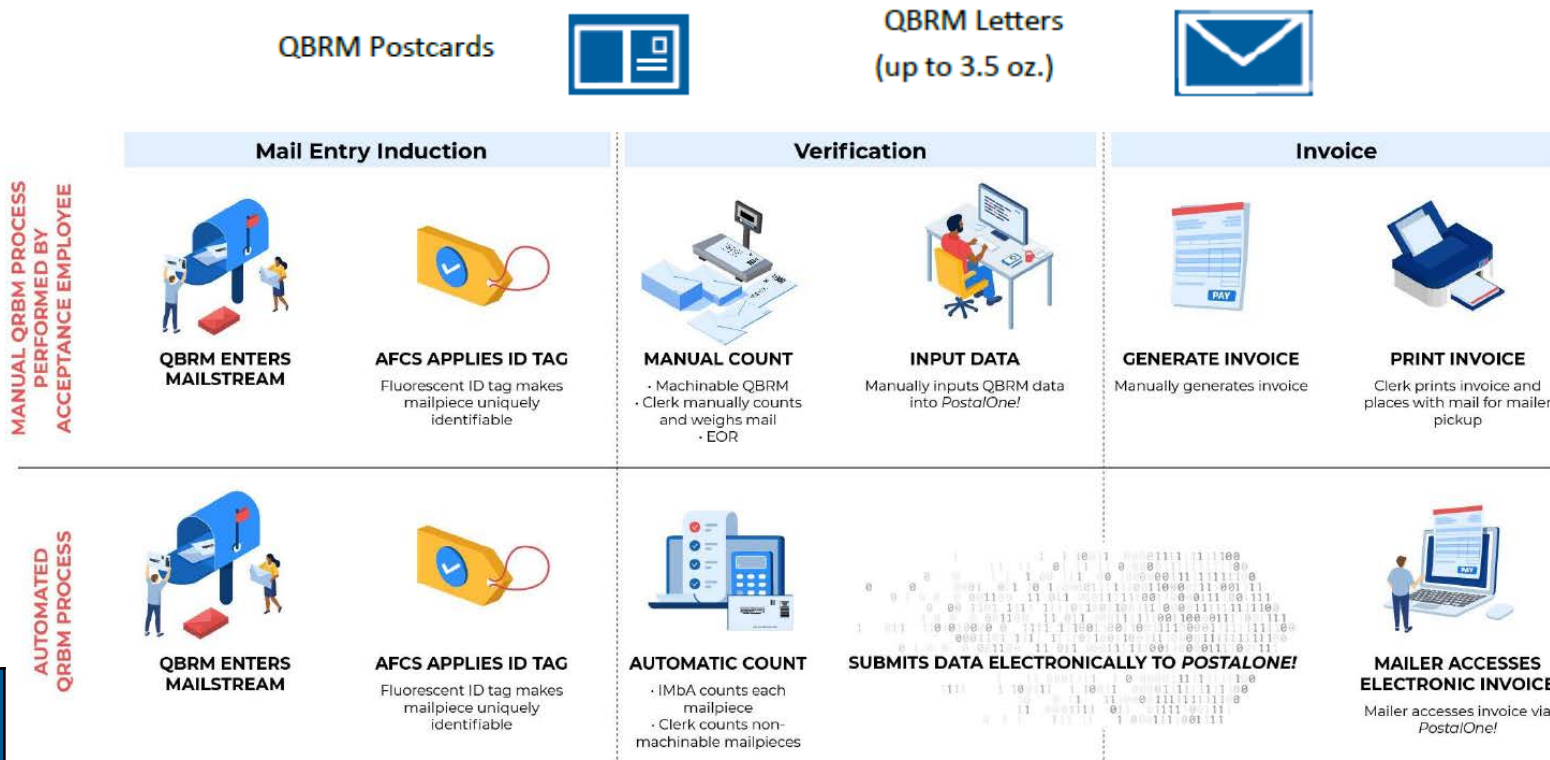


New QBRM IMbA Rate Category

- QBRM IMbA customers will pay the First-Class QBRM letter/card price in addition to the new 2-cent IMbA per-piece fee

		Prices (\$)		
		Existing	New	Change
BRM	Basic	\$1.07	\$1.15	7.5%
	High-Volume	\$0.133	\$0.144	8.3%
QBRM	Basic	\$0.091	\$0.05	-45.1%
	High-Volume	\$0.019	\$0.03	57.9%
	IMbA		\$0.02	NEW

		Prices (\$)		
Category	Fees	Existing	New	Change
Non-IMbA	Accounting Fee	\$930	\$1,020	9.7%
	Quarterly Fee	\$3,200	\$3,470	8.4%
IMbA	Accounting Fee	\$930	\$0	-100%
	Quarterly Fee	\$3,200	\$0	-100%



KEY BENEFITS: QBRM WITH IMbA

Value-Added Service: Automated invoicing through IMbA is provided to the customer

Improved Consistency: Mail availability is more consistent and timely on a daily basis

Expedited Processing: Receive mail earlier in the day; reducing float time with efficient and effective mail processing

Reporting Enhancements: QBRM mail pieces with serialized barcodes, enables IMbA customers to view invoicing via Informed Visibility or BCG in *PostalOne!*



Resources

Online

Postal Explorer® — pe.usps.com

- Current and new prices, in Excel and CSV formats, and draft Notice 123 Pricelist
- *Federal Register* notices detailing the price and classification changes
- *Domestic Mail Manual & International Mail Manual*

DMM® *Advisory* — on Postal Explorer, also special e-mail updates

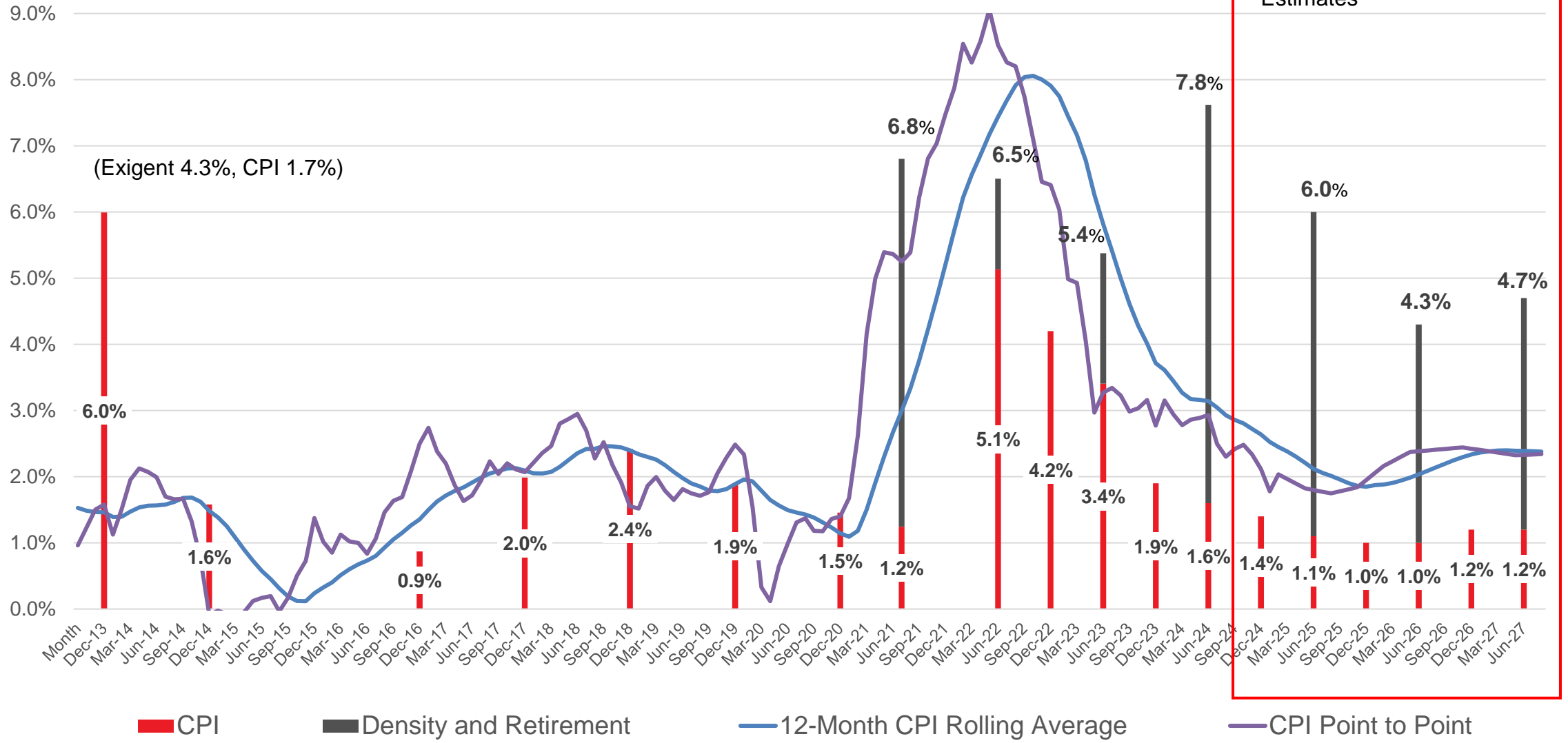
Mailing and Shipping Solutions Center (IMbA onboarding)

- (877) 672-0007
- MSSC@usps.gov

QUESTIONS



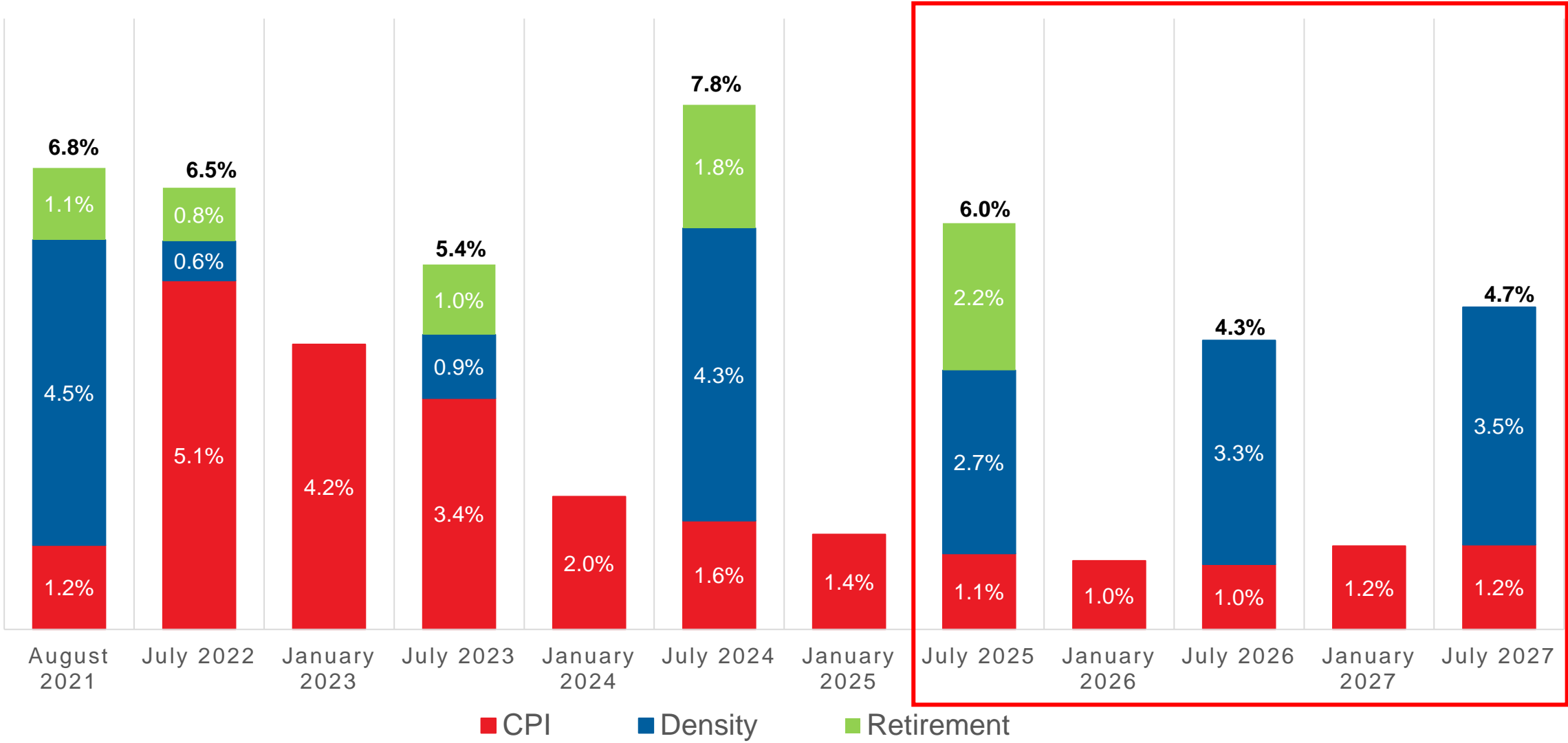
Defective Pricing Model Beginning to be Corrected



Estimates

Estimated Future Rate Authorities and Annualized Revenue Impact

Estimates



TECHNOLOGY UPDATE



LINDA MALONE

V.P. Engineering Systems - HQ

Chicago AIM

Linda Malone

May 3, 2024

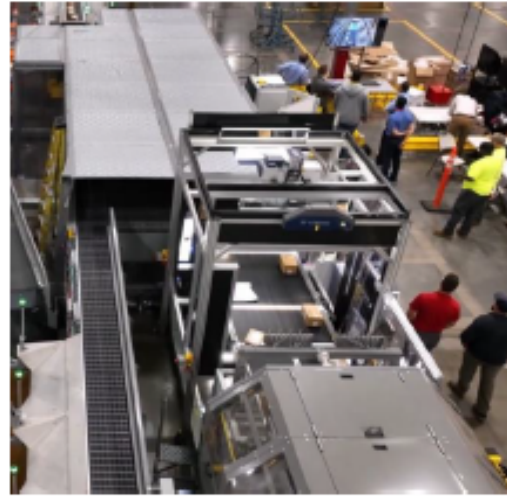
Package Sorter Innovation in the RPDCs

High Output Package Sorters (HOPS)

System Components



2 to 1 Merge



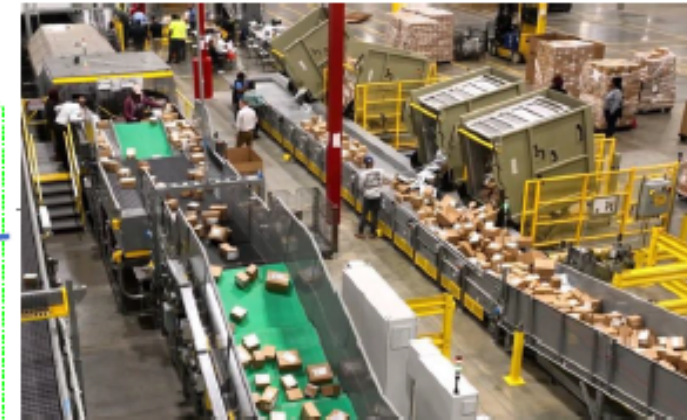
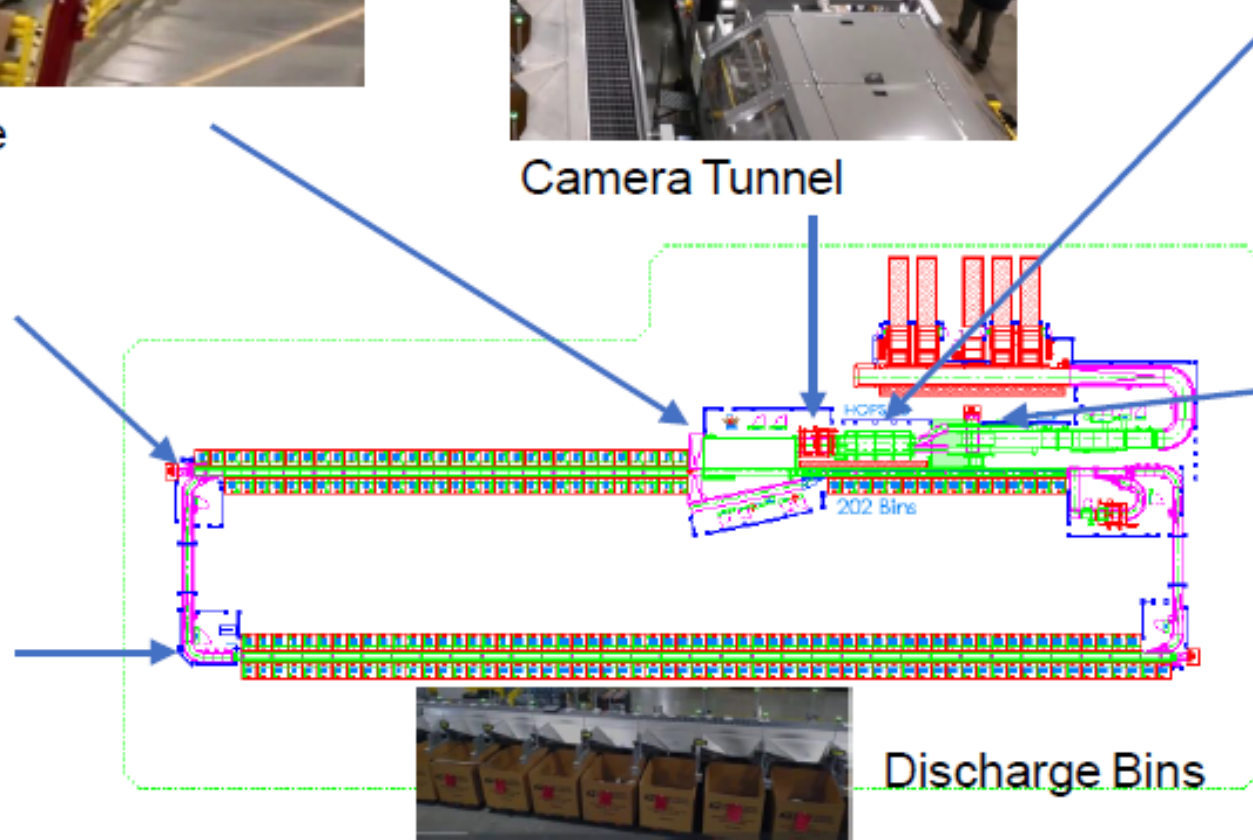
Camera Tunnel



Gapper



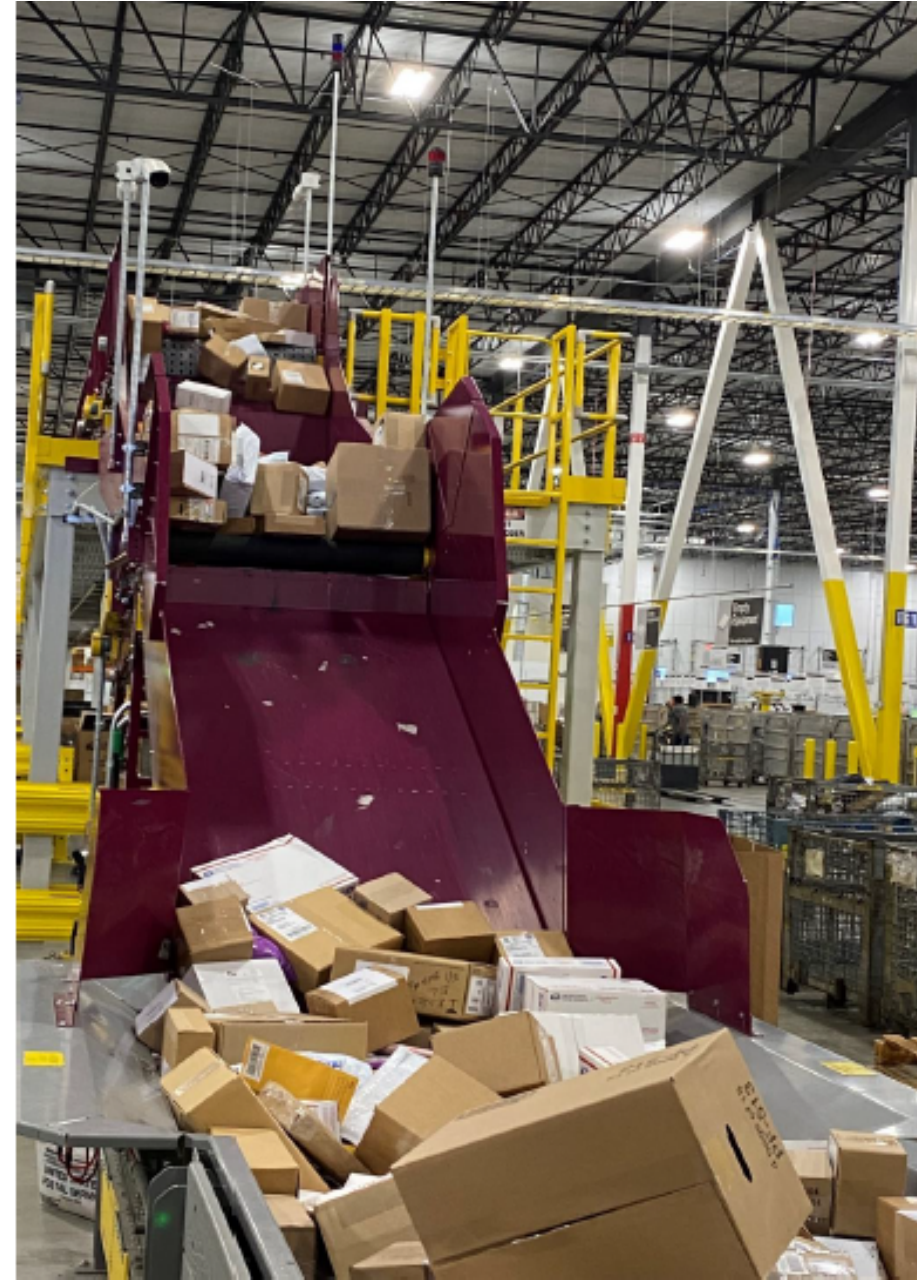
Crossover 1 & 2



Induction/Destack/Singulation

Dock to Machine – A Necessity!

- ❑ Standardization of parcel box size has made Dock to Machine a necessity
- ❑ Reduce physical transportation across workroom floor
- ❑ Maintains FIFO order
- ❑ First handling is onto a conveyor to machine – creates surge processing for optimal machine performance
- ❑ Empty equipment immediately turned back around or staged to be used on dispatches – less empty equipment in aisles and staging lanes
- ❑ Packages receive acceptance or enroute scan earlier





- ❑ Charlotte - 39M packages processed (entire fleet of 17 machines processed 260M)
 - Four “Paired” HOPS
 - One standalone HOPS
 - Completed installation November 2023
 - Processed 39M packages

Paired HOPS Means Joined Together to Create Fuller Larger Containers



Built platform to join two HOPS machines so that destinations with more volume can be deposited into a nine foot postal pak instead of a six foot gaylord.



The Evolution of SDUS

The Journey of the SDUS

- ❑ Processed over last three years: 3.1B
- ❑ Total 440 machines deployed to date
- ❑ Exemplifies flexibility to develop and test necessary enhancements to meet Delivering for America plans
- ❑ Demonstrates our agility to make necessary changes quickly and accurately
- ❑ Solidifies our commitment to using established technology as our foundation for package processing

PCS FED	ADUS	SDUS	SIPS	Grand Total
2021	270,854,769	130,157,524		401,012,293
2022	474,116,646	224,618,286	222,282,979	921,017,911
2023	464,318,712	424,770,194	385,363,782	1,274,452,688
2024	149,277,675	177,538,494	185,556,628	512,372,797
Grand Total	1,358,567,802	957,084,498	793,203,389	3,108,855,689

1st Rendition of SDUS



Earmarked originally for delivery units
Easier to install and relocate (3-5 days)
Throughput 2,250pph

SDUS Plus – For use at the S&DCs



Added five feet to the feeder section

Supplemented with tilters

Four feeders

Throughput 4,300pph

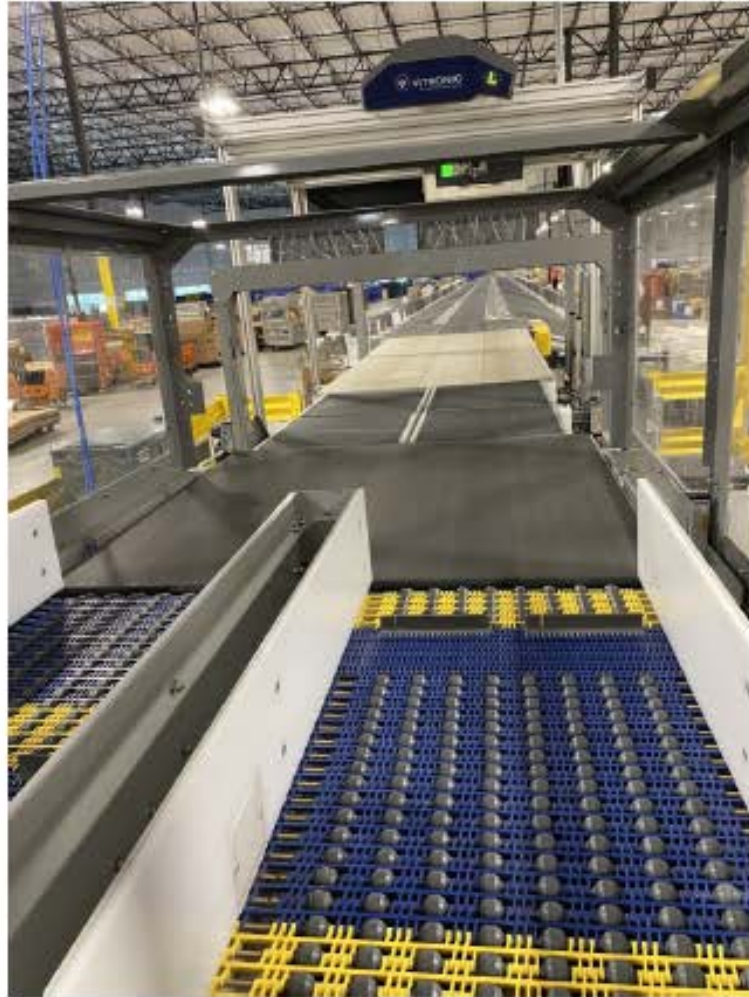
Parallel Linear SDUS

Added 25 feet to the feeder

Two dumper stations

Four feeders

Throughput 7,000pph



NMO Sorter

Flex Rover Sorter

- Non-Machineable Outsides
- Provides weights and evaluating dimensions
- Ergo, efficient, economical
- Can adapt to any layout

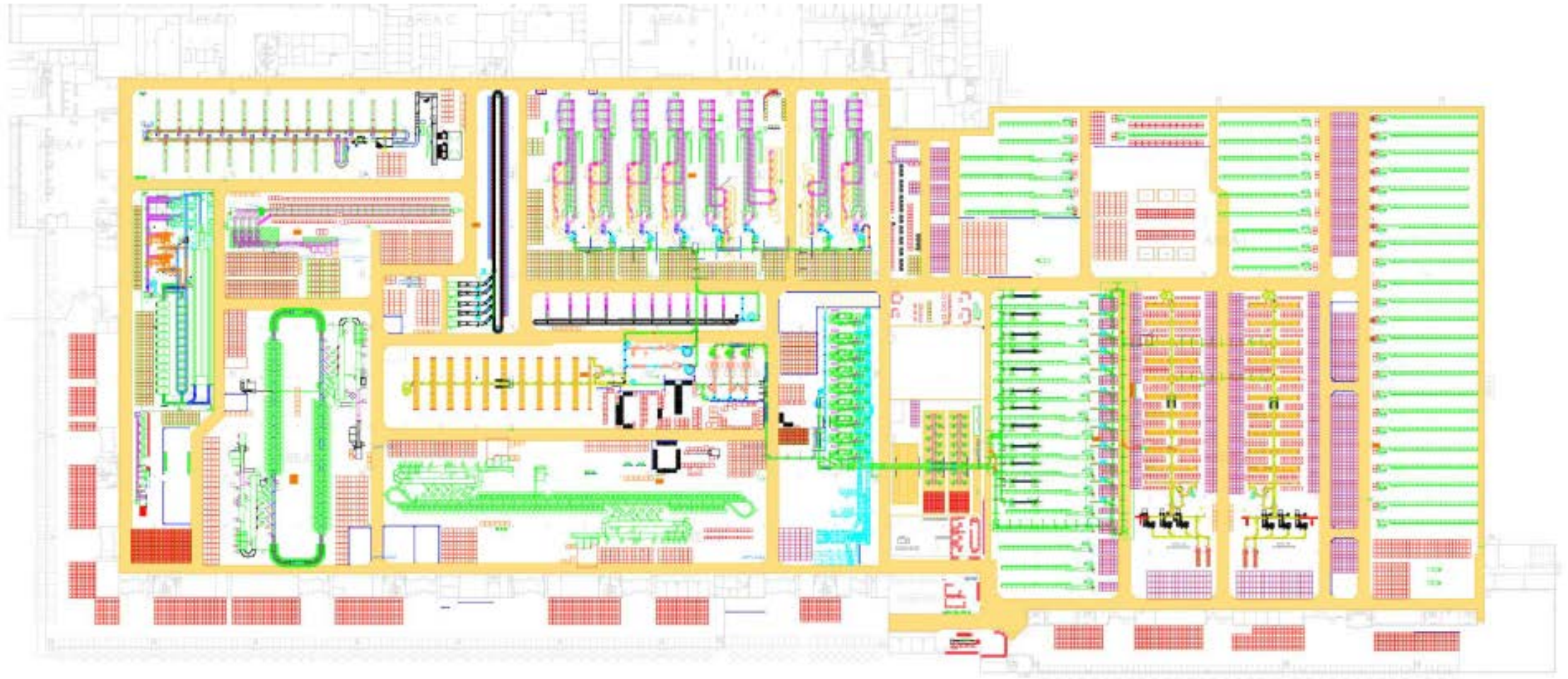


Update on Houston RPDC

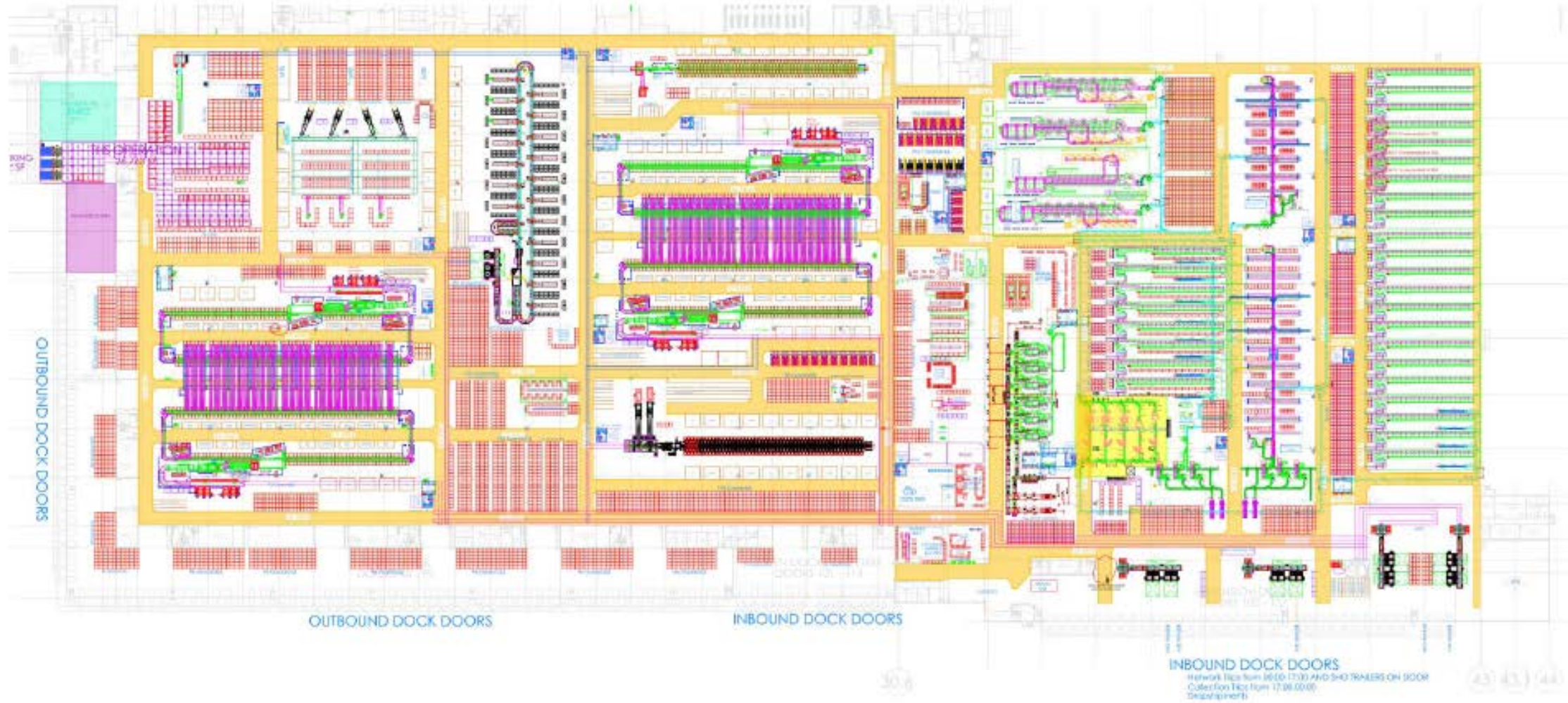
Enhancements

- Four HOPS Machines
- Five SIPS Machines
- Dock to Machine
- Optimized floor layout – nearly 63% of all machines relocated
- Incorporates lessons learned
- Over 2,000 employees bid on supervisor positions
- Comprehensive training for both management and craft

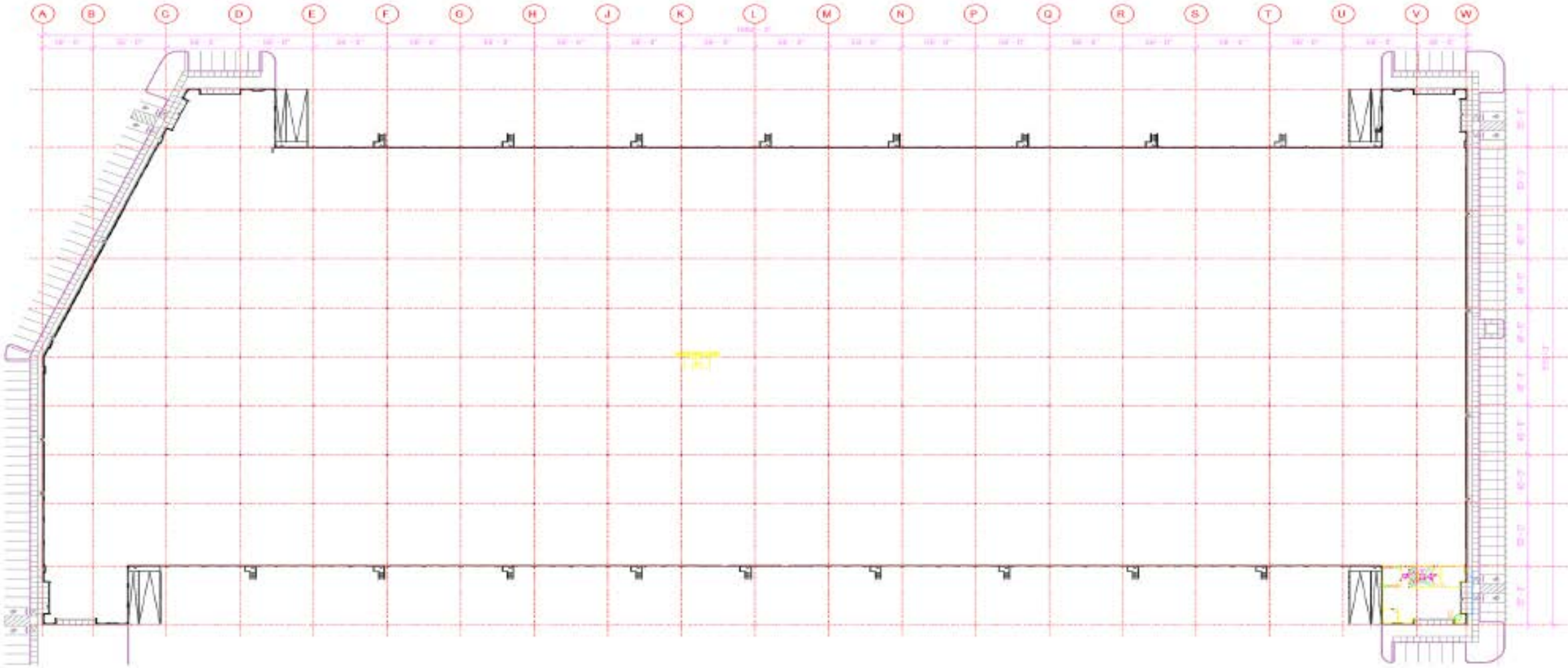
Original OSL for Houston



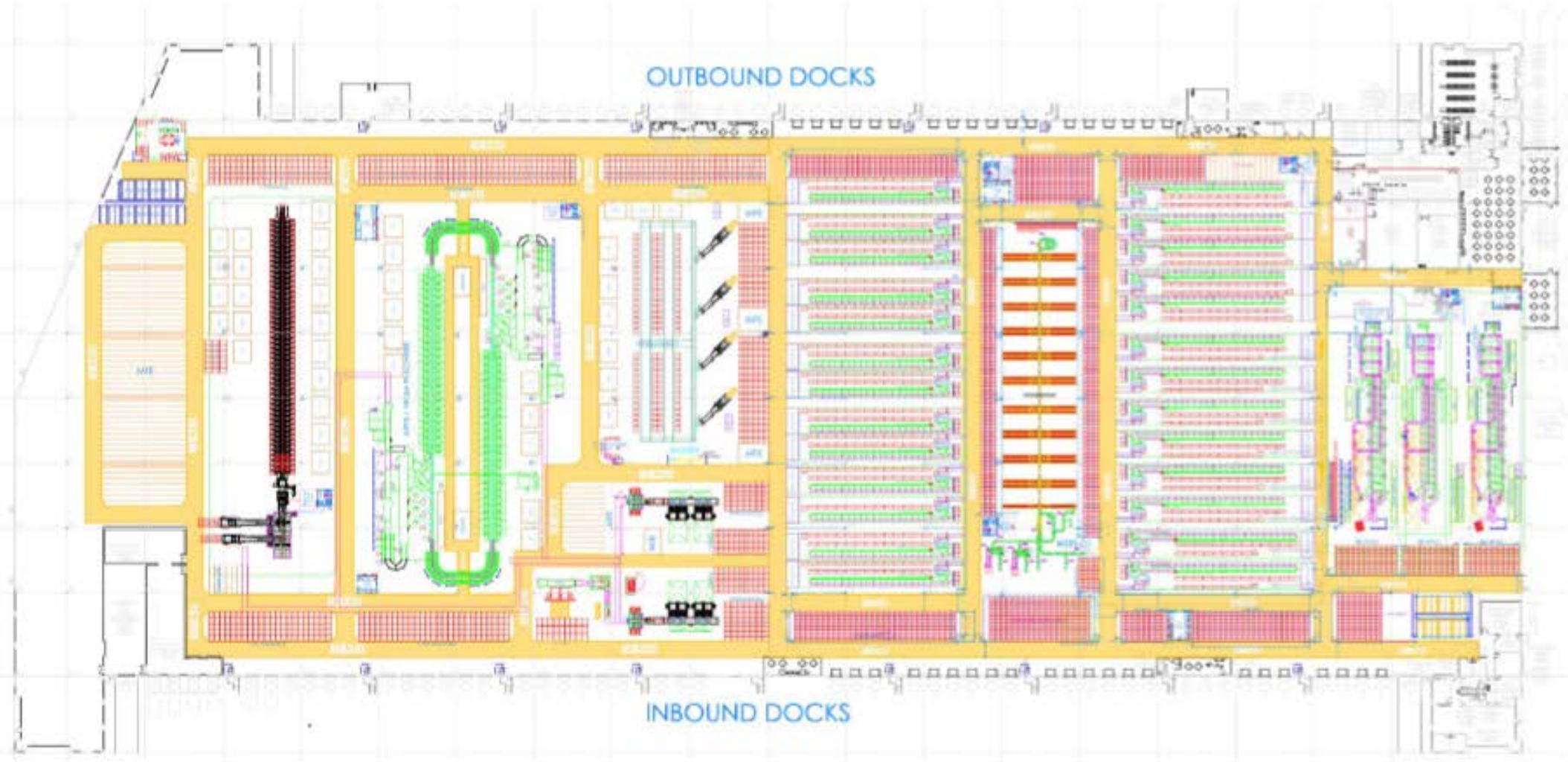
Final State OSL for Houston



S Houston Building



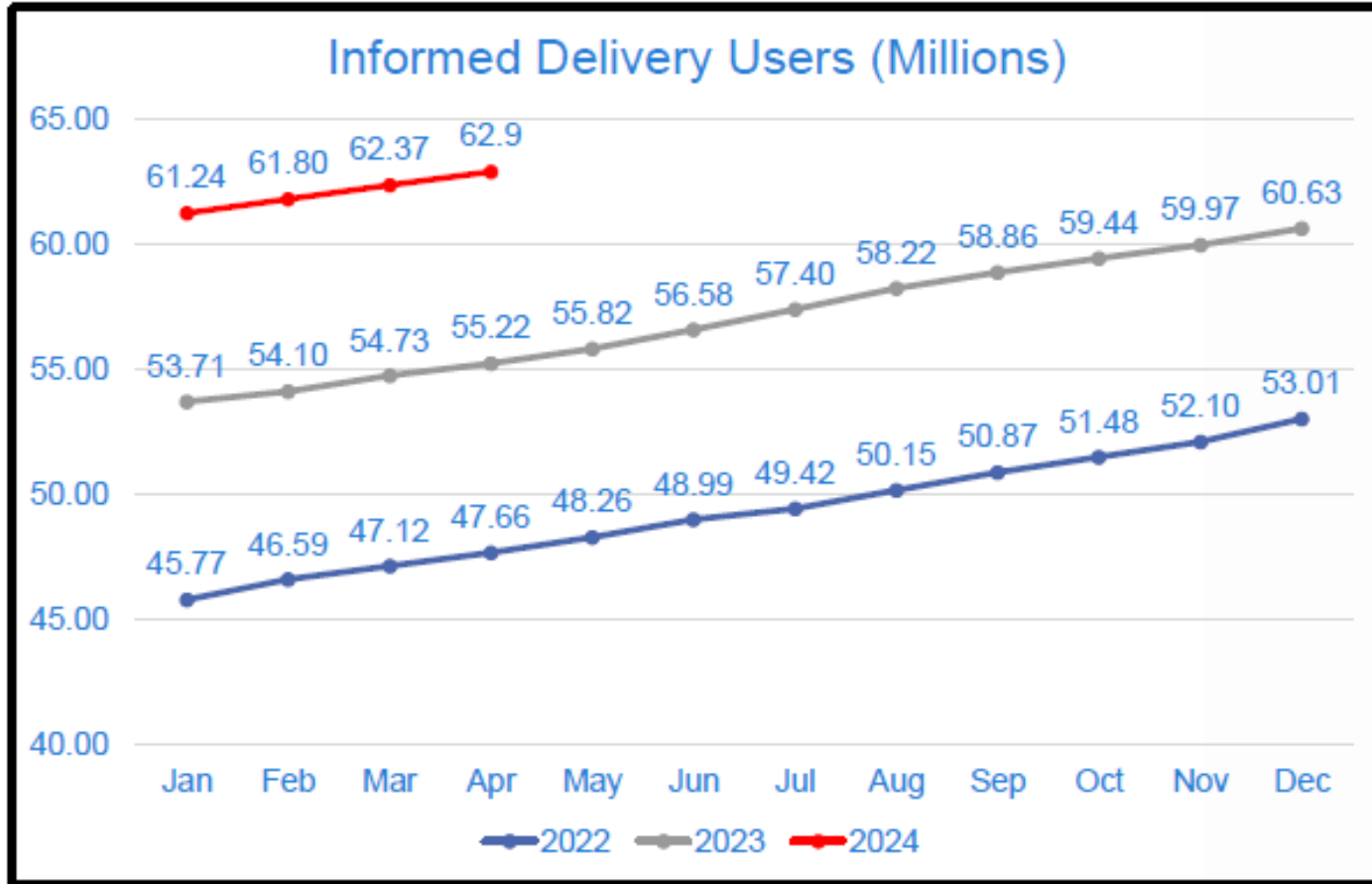
Final State OSL for S Houston



Informed Delivery

Informed Delivery Current User base

The Informed Delivery user base continues to grow.

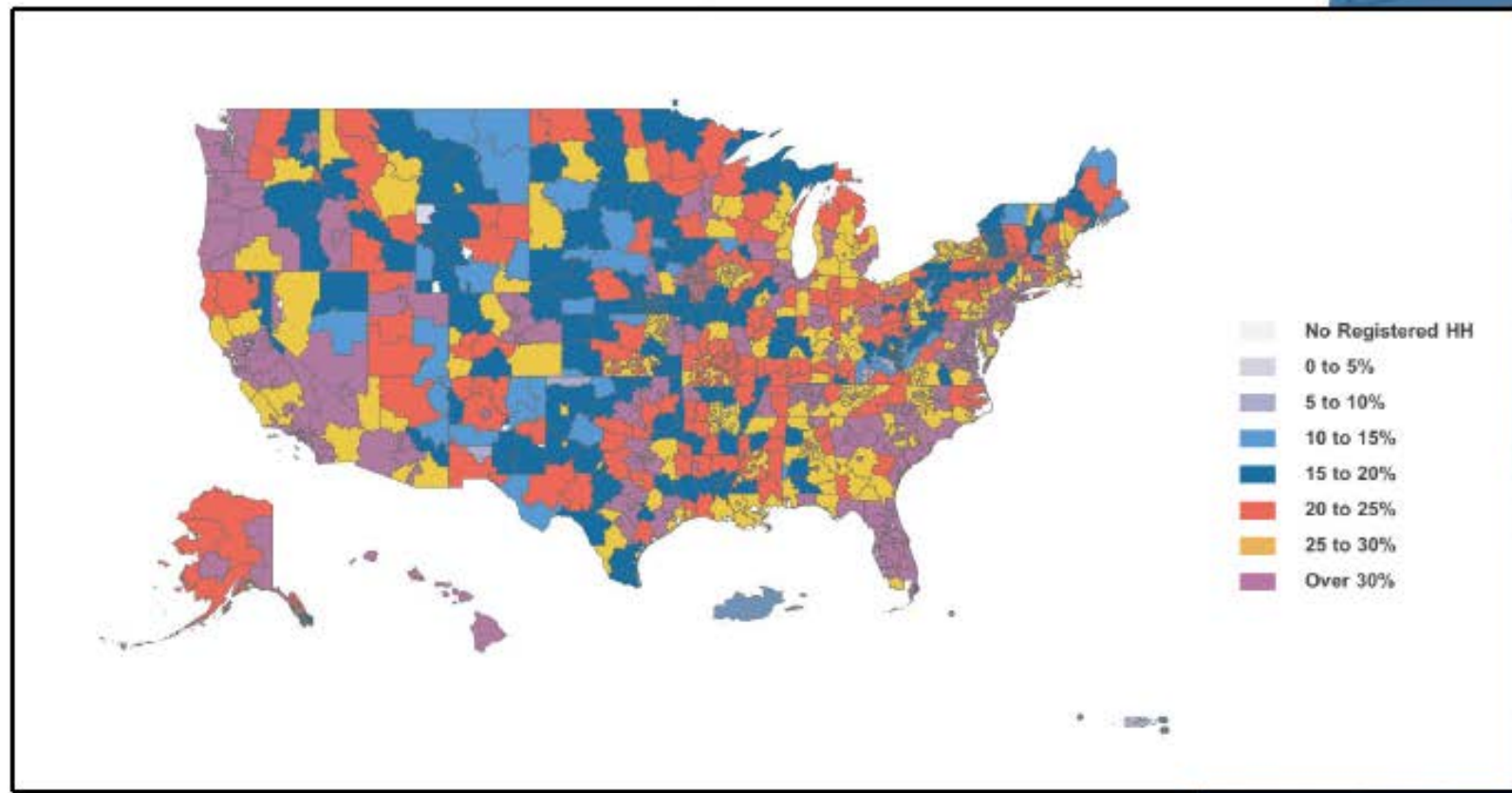


62.9M
Informed Delivery
Users

54.0M
Informed Delivery
Email Users

Informed Delivery Household Saturation

Informed Delivery has reached 31% national saturation of eligible delivery points.



31%

National Address
Saturation

44.8M

Households
Enrolled

1.4

Users per
Enrolled Household

1.2

Email Users per
Enrolled Household

FY24 Initiative Roadmap

In FY24, Informed Delivery is focused on enhancing existing ID features and introducing new capabilities to increase user acquisition and create additional value for businesses.

April 2024

April 2024

May 2024

June 2024

Q3

Q4



SMART LOCKER INTEGRATION

ENROLLMENT REDESIGN

DAILY DIGEST RE-DESIGN

IMPROVED PROMOTIONS PROCESS

MAIL DELIVERY NOTIFICATIONS (MDN)

MOBILE APP

Description:

Offer visibility and QR Code for packages destined to USPS Smart Lockers

Description:

Redesign the enrollment experience to reduce drop-offs and increase enrollments

Description:

Re-design interface to improve UI/UX and improve campaign performance

Description:

Improve data transfer between USPS systems, simplified campaign submission

Description:

Send mail notification when an Informed Delivery customer's letter and flat sized mail is delivered

Description:

Launch mobile app to support new features and attract new users

Status:

Complete

Status:

Complete

Status:

In development

Status:

Finalizing requirements

Status:

Finalizing requirements

Status

In testing

SMART LOCKER PHASE 1 SNAPSHOT

DEPLOYMENT

Current State

480

GoPost, Legacy, S&DC,
& Phase 1 Smart Lockers
installed

10

Key markets included in
Phase 1 deployments

Phase 1 Markets

San Diego, CA
Denver, CO
Tampa/Orlando, FL
Minneapolis, MN
St. Louis, MO

Charlotte, NC
Portland, OR
Dallas/Fort Worth, TX
Austin/San Antonio, TX
Seattle, WA

Future State

41

New S&DC sites to be
installed by August

23

Remaining Phase 1 lockers
to be installed by May



UTILIZATION

As of 5/2/24

18.5%

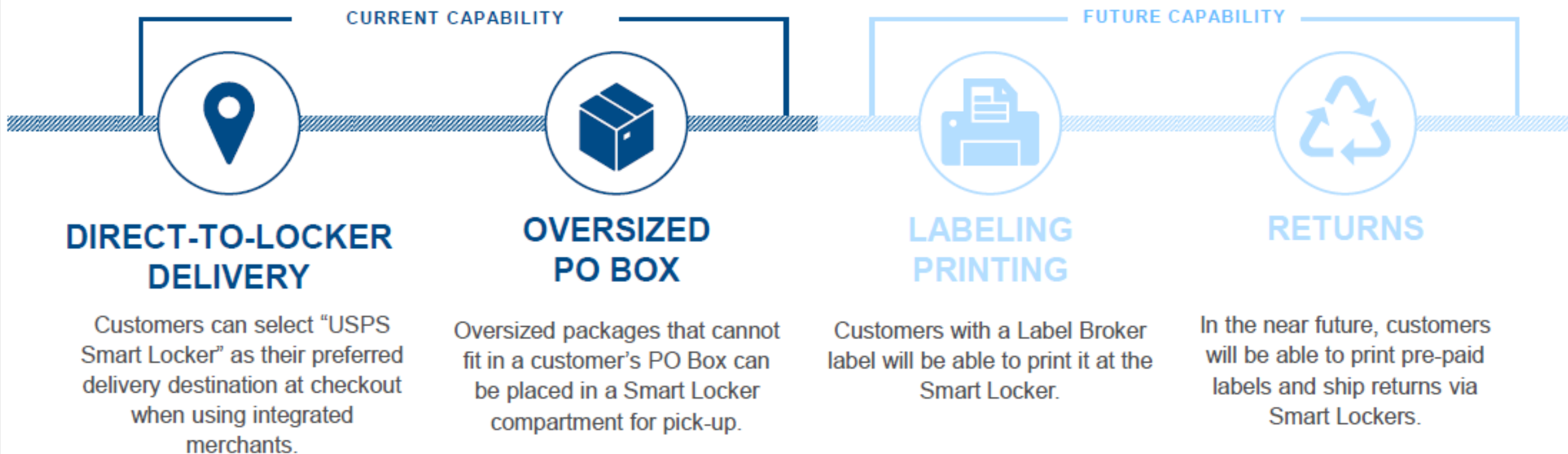
Average nationwide
product utilization

162K+

Packages delivered to
Smart Lockers nationwide

SMART LOCKER CAPABILITIES

USPS Smart Lockers currently support three package delivery use cases with additional capabilities coming in the future.



QUESTIONS

NPF UPDATE



LINDSEY TAYLOR

Director Industry Engagement and Outreach

National Postal Forum 2024

Overview

**Lindsey Taylor, USPS,
Director, Industry Engagement &
Outreach**

May 6, 2024



DELIVERING FOR AMERICA
JUNE 2-5, 2024, INDIANAPOLIS

Who has never been to NPF?



DELIVERING FOR AMERICA
JUNE 2-5, 2024, INDIANAPOLIS

Theme



- Rated #1 Convention City by *USA Today* readers
- Nicknamed the Crossroads of America, due to its central location at the junction of four major Interstate Highways: I-65, I-69, I-70, and I-74
- Indianapolis is within a day's drive of over half of the country's population



DELIVERING FOR AMERICA[®]
JUNE 2-5, 2024, INDIANAPOLIS

NPF Schedule of Events

Sunday

Time	Event
1:30 pm – 2:30 pm	Period 1 Workshops
2:45 pm – 3:45 pm	Period 2 Workshops and Leadership Insight Session
4:00 pm – 5:00 pm	Period 3 Workshops and Leadership Insight Session
5:30 pm – 7:00 pm	Welcome Reception



DELIVERING FOR AMERICA
JUNE 2-5, 2024, INDIANAPOLIS

NPF Schedule of Events

Monday

Time	Event
8:00 am – 9:30 am	PMG General Session
9:30 am – 4:00 pm	Exhibit Hall Open
11:00 am – 12:00 pm	Period 4 Workshops
12:00 pm – 1:00 pm	Lunch
1:00 pm – 2:00 pm	Period 5 Workshops and Leadership Insight Session
2:15 pm – 3:15 pm	Period 6 Workshops and Leadership Insight Session
4:00 pm – 5:00 pm	Period 7 Workshops and Leadership Insight Session
5:30 pm – 7:00 pm	PCC Reception



DELIVERING FOR AMERICA[®]
JUNE 2-5, 2024, INDIANAPOLIS

NPF Schedule of Events

Tuesday

Time	Event
8:00 am – 9:00 am	General Session
9:30 am – 5:30 pm	Exhibit Hall
11:00 am – 12:00 pm	Period 8 Workshops
12:00 pm – 1:00 pm	Lunch
1:30 pm – 2:30 pm	Period 9 Workshops and Leadership Insight Session
2:45 pm – 3:45 pm	Period 10 Workshops and Leadership Insight Session
4:00 pm – 5:30 pm	Exhibit Hall Reception



DELIVERING FOR AMERICA[®]
JUNE 2-5, 2024, INDIANAPOLIS

NPF Schedule of Events

Wednesday

Time	Event
8:00 am – 9:00 am	Period 11 Workshops and Leadership Insight Session
9:15 am – 10:45 am	PMG Town Hall and Period 12 Workshops
10:30 am – 11:30 am	Period 13 Workshops
12:00 pm – 1:30 pm	NPF Partnership Recognition Luncheon
2:00 pm – 3:00 pm	Period 14 Workshops
3:15 pm – 4:15 pm	Period 15 Workshops
7:00 pm – 10:00 pm	NPF Closing Reception



DELIVERING FOR AMERICA
JUNE 2-5, 2024, INDIANAPOLIS



For over a decade, Zack Kass has stood at the crossroads where artificial intelligence meets the pragmatic world of business. With 14 years navigating this evolving landscape, Zack has had a front-row seat to the nuances and transformative possibilities AI brings.

- Former Head of Go-to-Market at OpenAI.
- Zack left OpenAI to answer a clear challenge: ensuring businesses, both big and small, are ready to harness the full potential of AI.
- Zack is a blend of visionary and pragmatist, guiding businesses and communities alike into the promising future of AI.



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Exhibit Hall

- 160+ Exhibitors
- Days/Hours
 - Monday, 9:30 AM to 4:00 PM
 - Tuesday, 9:30 AM to 5:30 PM (Includes Reception)
- USPS – Sales Booth
- Consultation Center
- Learning Lab – Retail Modernization

SOLD OUT





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Registration

- Registration is still open – Register at: <https://npf.org>
- All discount information is under the *registration info* tab on NPF website
- NPF hotels still available

Registration closes May 17, 2024

Resources

- NPF Website
- App
- Program Guide
- Trade Show Map



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Central Area

Thank You!

Watch for information about upcoming meetings

The presentation will be posted on PostalPro at:

[Postalpro.usps.com](https://postalpro.usps.com)

Questions? Contact:
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