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Executive Officer Meetings:
9:30 am - 10:00 am

All General Meetings:
10:00 am - 11:00 am

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Long Island Postal and Industry Co-Chair Corner

On February 18th the Atlantic Area held its Area Inspiring Mail (AIM) meeting via ZOOM. This meeting had two fantastic presentations. First, Raymond, Mailers Hub reviewed information on the “Unknown Future of Postal Pricing” and then Dane Coleman, USPS VP Regional Processing Operations, provided an overview on the future status of processing & operations in the U.S. Postal Service.

If you did not have the opportunity to attend, or you would like to listen to the presentations again, you can find the recorded copies of both on the USPS **PostalPro** website at:

<https://postalpro.usps.com/industry-focus-groups>

The next LI PCC meeting / presentation will be on **Wednesday, March 10th** on **“Every Door Direct Mail (EDDM) – Step by Step Hands on Experience”**. We moved this presentation to March, and moved “Ask the Expert” back to the April 14th meeting date. **Long Island Business Development Specialists Rosemarie Perez-Nardo and James Toolan** will give an overview on the use of the EDDM local mailing application that can help small businesses attract new customers and grow their revenue.

REMEMBER This meeting will be held via ZOOM included in this email message with the newsletter.

Don't forget to **“Spring Ahead”** this month on March 14th. Clocks will be going forward by one hour on this day.

We hope you can dial into the March 10th EDDM ZOOM presentation.

Frank Calabrese
Postal Co-Chair

Adam Avrick
Industry Co-Chair

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March 2021 - Long Island

LI PCC EXECUTIVE POLICY BOARD MEMBERS

Access Direct Systems Inc
Action Addressing & Mailing Services
Advertising Distributors of America Inc
All Island Media
Bell and Howell
Broadridge Financial Solutions Inc
Brokers Worldwide
Brooks Litho & Digital Group
Canon USA
Century Direct
Coldwell Banker
Command Business Products Inc
D P Murphy
Datumeg Inc
Design Distributors Inc
DitidDM
Dix Hills Water District
Eastern Suffolk BOCES
Flexible International Mail
Fulfillment Plus Inc
Globegistics Inc
Hofstra University
Inner Workings
Lorraine Gregory Corp
Mailtech Mailing Systems Inc
MVS Mailers Inc.
Nassau BOCES
Neopost NY/NJ Metro
Newsday Media Group
NYCB
PCI Group Inc
Pitney Bowes Inc
Pitney Bowes Presort Services
Richner Communications Inc

U.S. POSTAL SERVICE AWARDS CONTRACT to LAUNCH MULTI-BILLION DOLLAR MODERNIZATION of POSTAL DELIVERY VEHICLE FLEET

The U.S. Postal Service announced it has awarded a 10-year contract to Oshkosh, WI, based Oshkosh Defense, to manufacture a new generation of U.S.-built postal delivery vehicles that will drive the most dramatic modernization of the USPS fleet in three decades. The historic investment is part of a soon-to-be-released plan the Postal Service has developed to transform its financial performance and customer service over the next 10 years through significant investments in people, technology and infrastructure as it seeks to become the preferred delivery service provider for the American public.

Under the contract's initial \$482 million investment, Oshkosh Defense will finalize the production design of the Next Generation Delivery Vehicle (NGDV) — a purpose-built, right-hand-drive vehicle for mail and package delivery — and will assemble 50,000 to 165,000 of them over 10 years. The vehicles will be equipped with either fuel-efficient internal combustion engines or battery electric powertrains and can be retrofitted to keep pace with advances in electric vehicle technologies. The initial investment includes plant tooling and build-out for the U.S. manufacturing facility where final vehicle assembly will occur. The contract is the first part of a multi-billion-dollar 10-year effort to replace the Postal Service's delivery vehicle fleet, one of the world's largest. The Postal Service fleet has more than 230,000 vehicles in every class, including both purpose-built and commercial-off-the-shelf (COTS) vehicles. Approximately 190,000 deliver mail six, and often seven, days a week in every U.S. community. The NGDV, along with other COTS vehicles, will replace and expand the current delivery fleet, which includes many vehicles that have been in service for 30 years.

The first NGDVs are estimated to appear on carrier routes in 2023. "As the American institution that binds our country together, the U.S. Postal Service can have a bright and modern future if we make investments today that position us for excellence tomorrow," said Postmaster General and USPS Chief Executive Officer Louis DeJoy. "The NGDV program expands our capacity for handling more package volume and supports our carriers with cleaner and more efficient technologies, more amenities, and greater comfort and security as they deliver every day on behalf of the American people."

The NGDV vehicles will include air conditioning and heating, improved ergonomics, and some of the most advanced vehicle technology — including 360-degree cameras, advanced braking and traction control, air bags, a front- and rear-collision avoidance system that includes visual, audio warning, and automatic braking. The vehicles will also have increased cargo capacity to maximize efficiency and better accommodate higher package volumes stemming from the growth of eCommerce. "Our fleet modernization also reflects the Postal Service's commitment to a more environmentally sustainable mix of vehicles," DeJoy said. "Because we operate one of the largest civilian government fleets in the world, we are committed to pursuing near-term and long-term opportunities to reduce our impact on the environment."

The Postal Service awarded the Oshkosh Defense contract in accordance with competitive Postal Service procurement policies after extensive testing of prototype vehicles, evaluation of offered production proposals, and discussions of technical specifications with the offerors. The award is an indefinite delivery, indefinite quantity (IDIQ) contract, meaning that after an initial dollar commitment, the Postal Service will have the ongoing ability to order more NGDV over a fixed period of time, in this case, 10 years. Oshkosh Defense is evaluating which of their several U.S. manufacturing locations is best suited to potentially increase the production rate of the NGDV. Video remarks featuring Postmaster General Louis DeJoy and other Postal Service executives, and an image of the new NGDV are available on the USPS Newsroom.

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LI PCC EXECUTIVE POLICY BOARD MEMBERS Cont.

Ricoh InfoPrint Solutions

RISO, INC

Sir Speedy Printing and Marketing Services

Suffolk County Government (DPW)

The CPW Group

Times Review Newspapers

Town of Hempstead

United States Postal Service

Verizon

William Charles Printing Company

YesElections

LI PCC Membership Eligibility

The LI PCC has a three (3) tier membership based on customer participation and involvement with the PCC.

NOTE: The LI PCC does not collect any fees or dues to become any type of member.

General: General membership is open to all business mailers who use the services of the Postal Service.

Executive Policy Board: This group is comprised of individuals from industry and postal employees. This is the planning group of the Council (also referred to as the PCC Board members or Policy Committee members). Members MUST attend a combination of five (5) LI PCC meetings or events per year and must participate in at least one of the Sub-Committees established by the Council.

Executive Officers: LI PCC Executive Officers consist of a Postal Co-Chair, Industry Co-Chair, First Vice-Chairperson, Secretary & Treasurer. Executive Officers are elected to serve for a two (2) year term.

Special discounts and promotions offered to all qualified Executive Policy Board members throughout the year.

A copy of the LI PCC financial report is available for anyone to view if interested.

U.S. POSTAL SERVICE SURVEY for POTENTIAL USE of a LARGER SIZE FIRST-CLASS MAIL POSTCARD

The Postal Service is conducting a survey on the potential use of a larger size First-Class Mail postcard. As a valued member of the postal industry your experience and input will provide great insights for us to consider during the decision-making process. Please go to the following site to take the survey and let your voice be heard on the subject.

<https://uspsci.allegiancetech.com/cgi-bin/qwebcorporate.dll?idx=F38Y58>

The survey began on February 24th and will go until March 10th. If you have any questions on the survey, please contact RMAC@usps.gov.

EARNED VALUE PROMOTION REGISTRATION NOW OPEN

Registration for the *Earned Value Promotion* began on February 15th, 2021 and will be open until March 31st. The promotion will then run from April 1st, 2021 until June 30th, 2021.

This year, there are three (3) webinars for the Earned Value Promotion that include presentations and recordings that will assist not only first-time participants but also past participants. The Earned Value Promotion Webinar is an overview of the promotion which discusses the program parameters, registration period, promotion period and earned value credit calculation, credit agreement and credit redemption period. Another webinar, The Earned Value Promotion Enrollment Process Webinar discusses how to create a Business Customer Gateway account and how to complete the five sections for enrollment that include Alternate Primary Contact Information, Locations, Mailer IDs, Payment Accounts, and Certification. The final webinar, Earned Value Promotion Mailpiece Qualification Tips Webinar covers what is a business reply, courtesy reply, and share mail piece; and what is a MID, STID, Barcode, Intelligent Mail Barcode and additional topics.

The above webinar presentations and recordings are posted on the *PostalPro Quick Link* page in the Earned Value Promotion. Click the link below:

<https://postalpro.usps.com/promotions/2021-earned-value>

Questions about the Earned Value Promotion can be sent here: earnedvalue@usps.gov. For any other questions you may about this promotion or other promotions feel free to reach out to your Business Service Network Representative as well.

EVERY DOOR DIRECT MAIL – EDDM

STEP by STEP HANDS on EXPERIENCE

Wednesday - March 10, 2021

Please join us on Wednesday March 10th, 2021 for our monthly PCC meeting and presentation on Every Door Direct Mail (EDDM) *Long Island Business Development Specialists Rosemarie Perez-Nardo and James Toolan* will give an overview on the use of this local mail application can help small businesses to attract new customers and grow their revenue.



This meeting will be held via ZOOM

Long Island PCC

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WE'RE ON THE WEB!

www.longislandpcc.com

MEMBERS CORNER:

The LI PCC's Mission is to:

- Foster and maintain a close working relationship between mailers and the United States Postal Service.
- Share information about new and existing Postal Service products, programs, regulations, and procedures.
- Facilitate the interchange of ideas among mailers and Postal Service officials.
- Help members and their organizations grow and develop professionally through focused educational programs.

Please help us by contributing news to Francine Segarra at Francine.V.Segarra@usps.gov or Laurel Stengel at Laurel.A.Stengel@usps.gov

Newsletter Printing Mailing Donated by - Broadridge Financial Solution

2020 – 2021 LI PCC CALENDAR OF EVENTS

March 10, 2021

Monthly Meeting & Presentation – *EDDM Retail - Step by Step Hands on Experience*
10am – 11am
Business Service Network, 160 Duryea Rd - Melville NY
No Charge - Register at www.longislandpcc.com

April 14, 2021

Monthly Meeting & Presentation – *Ask the Expert*
10am – 11am
Business Service Network, 160 Duryea Rd - Melville NY
No Charge - Register at www.longislandpcc.com

May 12, 2021

Monthly Meeting & Presentation – *ACS - Address Change Service*
Business Service Network, 160 Duryea Rd - Melville NY
No Charge - Register at www.longislandpcc.com

June 8, 2021

LI PCC 20th Annual Golf Outing
Wind Watch Golf & Country Club – Hauppauge NY
MORE INFORMATION TO FOLLOW

WE WANT TO HEAR FROM YOU

Let us know what presentations AND events you want:
Call Francine Segarra at (631) 755-2907 or
Visit www.longislandpcc.com

