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E-mail your questions  
 or comments to:  
[www.ni-pcc.org](http://www.ni-pcc.org)

NIPCC  
 PO Box 87492  
 Carol Stream, IL 60188-7492  
[www.ni-pcc.org](http://www.ni-pcc.org)

**NIPCC Educational Event, May 27 at the  
 Marriott Schaumburg**

**U.S. Postal Service New  
 Business Plan for the  
 Future:  
 10 Year Action Plan**



The USPS has developed a ten-year action plan to guide their business into the future. This event will walk you through the highlights of the plan and will outline why the USPS needs increased flexibility to respond to an evolving marketplace and changing customer needs. Find out how the USPS is changing to meet your mailing and shipping needs into the next decade.

- ◆ Debbie Cooper (World Color) will provide an MTAC (Mailers Technical Advisory Committee) Update.
- ◆ A SOX (Sarbanes-Oxley) Compliance overview will be provided.
- ◆ Bob Hart, District Manager of Northern Illinois will introduce JoAnn Feindt, our keynote speaker, to discuss the USPS plan and how it affects Northern Illinois mailers.



**JoAnn Feindt**  
 Vice President,  
 Area Operations  
 Great Lakes Area

Join us May 27th at the Marriott Schaumburg  
 7:30 am Networking, registration and hot breakfast  
 9:00 am - 11:00 am Presentation

Supporting members \$25  
 Non-supporting members \$35  
 all others \$40

Go to the [www.NI-PCC.org](http://www.NI-PCC.org) to register.



## Industry News



### ***Customer Loyalty to be Rewarded Again in 2010***

Last year's USPS Summer Sale was so successful, it will be offered again this year. Standard Mailers have the opportunity to lower postage costs on increased mail volumes during the Summer Sale.

The 2010 Summer Sale is scheduled to run July 1 through September 30 and will provide a 30 percent rebate to eligible mailers on Standard mail letters and flats volume above a predetermined threshold. The threshold will be five percent over each participating mailer's volume for the same period in 2009.

"The 2010 Summer Sale is our way of rewarding our most loyal customers and demonstrates that we value their business," said Robert F. Bernstock, president, Mailing and Shipping Services. "We expect the 2010 Summer Sale to provide as much excitement about direct mail as the sale did last year and to generate between 300 million and 1 billion new mail pieces."

Nearly half the 960 customers enrolled in the 2009 Summer Sale increased their mail volumes. This resulted in approximately 1 billion incremental pieces during that sale period, producing a net revenue contribution of \$24 million.

To be eligible to participate in the 2010 Summer Sales, a company must have mailed 350,000 pieces or more of Standard Mail letters and flats between July 1 and September 30, 2009. Approximately 3,525 customers are expected to be eligible to participate in the sale, representing 67 percent of the Postal Service's Standard Mail volume. This program is a component of the broader pricing

## **Streamlining Hard Copy Postage Statement Processing**

As of March 15th, the USPS will no longer provide round-stamp hard copy postage statements at locations equipped with PostalOne! To help this transition, an exception process is in place through June 13, 2010. To request an exception, mail owners or mail agents must provide a written request to the Post Master, or for mailings deposited at a district Bulk Mail Entry Unit, the manager of Business Mail Entry, to request an exception.

Details of this new process can be found at [http://ribbs.usps.gov/intelligentmail\\_latestnews/documents/tech\\_guides/ReceiptHardcopyPostageStatement.pdf](http://ribbs.usps.gov/intelligentmail_latestnews/documents/tech_guides/ReceiptHardcopyPostageStatement.pdf)

**Complete and Accurate 8125s:**

***physical mailing must match the documentation presented***

See the USPS checklist to ensure compliance. Go to:

[http://ribbs.usps.gov/intelligentmail\\_latestnews/documents/tech\\_guides/DropChecklist.pdf](http://ribbs.usps.gov/intelligentmail_latestnews/documents/tech_guides/DropChecklist.pdf)

## Things You Should Know...

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### NIPCC Annual Golf Outing

June 17th, 7:30 am  
Poplar Creek Country Club  
Hoffman Estates, IL

This event is a great way to meet new business professionals and network with US Postal Service managers, while enjoying golf. Look for your invitation in the mail.

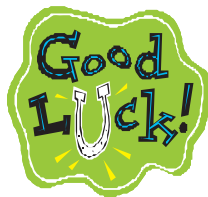
To make this a really successful event, we need your help! The NIPCC is looking for companies to either *sponsor a hole, donate a prize or donate items for participant goody bags*. In doing so, your company will receive recognition at the event for supporting the NIPCC.

If you can help, please call Dan VanErden at 847.566.4545 or email at [dvanerden@amscinc.com](mailto:dvanerden@amscinc.com).

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### Annual Luncheon and Networking Meeting August 19th at Arlington Park

Kick up your heels and have some fun at the annual meeting and networking luncheon. Mark your calendars for this NIPCC favorite! Enjoy beautiful Arlington Park and discover new ways to reduce mail costs and improve efficiencies through networking opportunities.



We will kick-off at Palatine P&DC with an educational presentation. We will then move to beautiful Arlington Park for an afternoon of galloping good times! We will watch the races from the Miller Party deck, the casual indoor/outdoor venue perfect for networking and making new friends. Watch your mail for details.

#### What is the NIPCC all about? Why you should be a member.

**Networking:** Hear how to put others' best practices to use for your business.

**Information:** Help your business be more productive by staying up-to-date with the latest USPS services, regulations and rates.

**Communications:** Interact with mailers, vendors and Postal Service personnel.

**Education:** Learn how the Postal Service can help your business become more profitable.

*Come join us at our seminars, meetings and expos.*

For updated information about our events, visit [www.ni-pcc.org](http://www.ni-pcc.org).

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Event	Date
National Postal Forum, Nashville TN	April 11-14
US Postal Service 10-Year Action Plan, Marriott Schaumburg	May 27
Annual Golf Outing, Poplar Creek Country Club, Hoffman Estates	June 17
Intelligent Mail Professional Certificate Workshop, Tracks 1 & 2	June 24
Intelligent Mail Professional Certificate Workshop, Tracks 3 & 4	July 20
Arlington Racetrack Annual Networking Luncheon	August 19
Intelligent Mail Professional Certificate Workshop, Tracks 5 & 6	August 24
National PCC Day, Addison IL	September 15

# NIPCC 2010 Calendar of Events