

NIPCC BOARD MEMBERS

Bob Hart, Co-Chair
 USPS, Carol Stream

Kirby Ashby, Co-Chair
 Team Services, Carol Stream

Drunell Langston, Vice Co-Chair
 USPS, Carol Stream

Diane Winter, Vice Co-Chair
 Presort Solutions, Naperville

Tom Luczkowiak, Treasurer
 Northwestern University, Evanston



Luxine Bell, USPS
 Michelle Billman, ALG Worldwide
 Ian Blake, TMD Int'l
 Shelley Blake, The Mailing Dept.
 Dan Browne, Sourcelink
 Mary Connolly, USPS
 Jim Coston, Innovative Direct
 Deb Damore, Fairrington
 Dale Dwyer, Carol Ann Mktg
 Mike Giovani, StartSampling
 Sean Hargadon, USPS
 Greg Johnson, USPS
 Kristen Johnson, Uline
 Sharrie Johnson, USPS
 Robert Leffel, C L Graphics
 Mindy McClellan, Discover Financial
 John Nabor, USPS
 Mark O'Leary, Deluxe Financial
 Sandy Poppie, One Stop Mailing
 Gunther Rudersmidt, Allstate
 Jean Shackelford, USPS
 Lee Thompson, USPS
 Ed Ucak, Hewitt
 Dan VanErden, American Mktg
 Fran Vela, USPS
 Susan Wagner, USPS

NIPCC Newsletter Staff

Mindy McClellan, *Discover*
 Kristen Johnson, *Uline*
 Luxine Bell, *USPS*

Paper, printing and mailing
 donated by: *Allstate*

**E-mail your questions
 or comments to:**
www.ni-pcc.org

NIPCC

PO Box 87492
 Carol Stream, IL 60188-7492
www.ni-pcc.org
 Phone (630) 260-5523

**Educational Event November 4th
 Great Lakes Area Office**

**2011 Mailing Services Price Change and Industry
 Analysis**

The USPS will present their action plan to decrease costs in association with the price changes listed in their exigent rate proposal. We will also hear about key innovations proposed to retain and grow mail volumes. We'll also get an industry perspective on how these changes impact mailers.

Speakers include:

- ◆ Joe Schick, Director of Postal Affairs, Quad Graphics
- ◆ Suzanne Slivka, Manager Small Business Development and Mail Acceptance, USPS.

7:30 -8:30 AM Registration, Networking and Continental Breakfast

8:30 -11:30 AM Presentation and Q&A

Cost: Members \$10, Non-Members \$15, RSVP by October 21st.

For more information, call Call Sharrie Johnson at 630-260-5523.

Your Award winning NIPCC!

The NIPCC was recently recognized on National PCC Day for its collaborative efforts with local mailers. The NIPCC received the national Gold Level Premier PCC Program Recognition Award and the Great Lakes Area Gold Level Education and Communication Excellence Awards.



From left: Deb Damore, Greg Johnson, Tom Luczkowiak, Michael Giovani, Chuck Sciorba, Dan Browne, Mark O'Leary, Luxine Bell, John Nabor, Diane Winter, Bob Hart, Mary Connolly. Kirby Ashby, Mindy McClellan, Sue Wagner, Suzanne Slivka, Drunell Langston and Sean Hargadon.

Letter From Hart to Heart

Greetings NIPCC'ers,

What an exciting message this is to write! First, thanks to all of you that actively participated in and/or attended this year's National PCC Day on September 15. The attendance was great with nearly 200 registered, and about 20 vendors. Nationwide viewer attendance was over 100,000! The event was hosted in Portland, Oregon – home of the PCC of the Year in 2009.



Bob Hart
Northern IL
District

You'll see some of Jack Potter's speech in another article in this newsletter, so I'll focus on the neat stuff.

Congratulations to our Northern Illinois PCC on receiving not one, not two...*but THREE* awards in 2010! For the third consecutive year our PCC received the Premier PCC Recognition Program Gold Level Achievement Award! We also want to congratulate our neighboring PCC's, Chicago and South Suburban for their efforts in receiving this award.

Our NIPCC also was awarded the Communication Excellence – Gold Award. And, for the past couple of years we've had our hearts set on achieving the award for education. Well, this year you earned it: Education Excellence – Gold Award! Both of these awards say a lot about the efforts put into the planning, communications and quality of the training activities during the past year! And we have even bigger and better plans for the upcoming year. Many thanks to all the team members that worked very hard to help us achieve these very prestigious awards!!!

During the broadcast each PCC was challenged to come up with 3 suggestions for the continued innovation and growth of both, the Mailing Industry and the USPS. Any ideas...get them to us! We'll be submitting our top 3 by October 29.

Next year we celebrate the 50th anniversary of PCC's existence. You will certainly want to be part of the big celebration at next year's National PCC Day activities. For now, thank you all for being part of the Three-award-winning NIPCC!

Bob Hart

LOOKING BACK, LOOKING FORWARD

PMG SAYS FUTURE GROWTH WILL COME THROUGH CHANGE

Postmaster General Jack Potter didn't mince words recently at his annual state-of-the-Postal Service address to the mailing industry on National PCC Day. "The future of the Postal Service will depend on us having the ability to manage the business to adapt quickly to the needs of our customers and the marketplace," he said. "Our business model must continue to change to reflect the reality of a struggling economy."

He cited the transformation currently underway in the way that people and business communicate with each other. "We need to be a part of that change," he said, "through innovation inspired by ideas from our partners in the mailing industry."

Even with spending cuts in 2010 totaling \$3 billion, the Postal Service needs greater control over business decisions, including delivery frequency, pricing and products, public policy, and workforce flexibility, he said. Potter noted major milestones achieved by the Postal Service during fiscal year 2010, including reduction in workhours, increases in Total Factor Productivity, and a reduction of over 100,000 positions in the last three years through attrition and retirement.

Things You Should Know...

**BEGINNING
MAY 2011**

Intelligent Mail®
barcode will be
required for
**Automation
Discounts
and Confirm®
Services**

Submitting Electronic Documentation with Comailed and Copalletized Mailings

New standards will come into effect on January 2, 2011. The final rule will require comailed and copalletized mailings to include Intelligent Mail tray labels or trays or sacks. Intelligent Mail placards must also be used on pallets or similar containers when making comailed and copalletized mailings. Electronic postage statements prepared through Postal Wizard will not fulfill this documentation requirements.

The entire final rule can be viewed on the Postal Explorer website at pe.usps.com by clicking on "Federal Register Notices" in the left frame.



Business Customer Gateway (BCG) Mail Quality Reports showing Errors on Full Service Mailings



For mailers processing Full Service IMb mailings, Mail Quality Reports are available on the BCG, also known as Microstrategy Reports. The reports show errors such as Appointment Verification, Unique Piece/tray/container Barcode Verification, Service Type Identifier Verification, By/For Errors and CSA Verification. The reports can be accessed on the BCG through the following path: Mail Reports/Full Service/Full Service Data Quality Reports/Shared Reports/Mail Quality Reports/Mail Data Quality or Mail Preparation Quality Reports.

- ♦ Quality Reports provide feedback on Full-Service infractions to Mail Preparers and Mail Owners
- ♦ New Invoice Reports for Mail Services Providers (MSPs) will be rolled out in November.
- ♦ Penalty Assessments will commence in January 2011, which will invalidate some or all discounts.
- ♦ Errors will be documented in Microstrategy Reports with final error evaluation and invoice after 30 days.
- ♦ No penalty will be charged unless Penalty amount is at least \$150 and less than 70% of pieces in mailing were error free.
- ♦ Assessments can be appealed if they do not appear valid.
- ♦ MSPs will be responsible for receiving and evaluating the assessment information.
- ♦ A new service type, Valuation Assessment Evaluator (VAE), will appear in the Gateway. The VAE's function will be to manage assessments.

In addition to penalties, missing information may result in loss of start-the-clock information. Look for more information from your PCC in January 2011.

Have you got a great idea for innovation and improvement? PMG Jack Potter calling for action on part of the PCCs

At the National PCC Day, Postmaster Jack Potter challenged PCCs to submit their top three innovation and growth ideas. Please submit your ideas to robert.a.hart@usps.gov by October 13th for review. Look for announcements on winning ideas in our January Newsletter and at the National Postal Forum in San Diego in May of 2011.

NIPCC
P.O. Box 87492
Carol Stream, IL 60188-7492
www.ni-pcc.org



FIRST-CLASS MAIL
POSTAGE & FEES PAID
U.S.P.S.
PERMIT NO. G-10

www.ni-pcc.org

2011 Proposed Events
Two Certificate Programs:
Creative Ways to Grow Your Mail
The Basics, Mail 101
Tours:
Chicago NDC - learn about the transformation from BMC to NDC
Palatine Flats Sequencing System - see it in action!
May - National Postal Forum, San Diego
NIPCC Open House - TBD

USPS IMb Webinar Schedule
TOPIC: Migrating to IMB
Tuesday, September 28th, 10:00-11:30 ET
Thursday, October 7th, 11:00-12:30 ET
Tuesday, October 12th, 2:30 - 4:00 ET
Go to <http://ribbs.usps.gov> for instructions on how to attend the FREE webinars.

Event	Date
2011 Mailing Services Price Change Proposal, Great Lakes Office	November 4th

NIPCC 2010 Calendar of Events