

# POSTAL NEWS

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- 1. PRESS RELEASE. Nov 14, 2008.**
- 2. Postal service spokesman denies massive layoff rumors. Nov 13, 2008.**
- 3. Tough economy delivering financial challenges to the US Postal Service. Nov 13, 2008.**
- 4. QuoVadis is hired by Liechtenstein postal service. Nov 13, 2008.**

## **1. PRESS RELEASE**

International Postal Executive Elmar Toime Joins Earth Class Mail Board of Advisors  
Former New Zealand Post CEO and Royal Mail Executive Deputy Chairman Brings  
Expertise in Postal Innovation and Strategic Partnerships to the World's Leading  
Online Postal-Mail Provider

Last update: 3:00 a.m. EST Nov. 14, 2008

SEATTLE, Nov 14, 2008 (BUSINESS WIRE) -- Earth Class Mail Corp., the global leader in delivering postal mail via the Internet, announces the appointment of former New Zealand Post and Royal Mail executive Elmar Toime to its Board of Advisors. Toime, who currently is an independent advisor to the postal sector, brings to Earth Class Mail a track record of innovation in mail-services diversification and national-post management at a time when the company is expanding its presence globally through technology licensing partnerships with national posts worldwide. Recently, the company announced a landmark strategic partnership with Swiss Post to operate Earth Class Mail under the post's own venerated brand in Switzerland and in 15 other countries where it has an operational presence.

Toime served as CEO of New Zealand Post from 1993-2003, during which time he successfully diversified its business base and led the establishment of a new, full-service retail bank, Kiwibank Ltd., as a subsidiary. In March, 2003, he was appointed Executive Deputy Chairman of Royal Mail Group PLC in Great Britain and became chairman of its management board. He left Royal Mail in late 2004 to form his consultancy; in that same year, he received the Industry Leadership Award at the World Mail Awards in Berlin. Toime also serves on the supervisory board of the Deutsche Post World Net, the world's leading logistics group.

"Very few executives within the postal industry are afforded the global recognition and respect that Mr. Toime is," said Ron Wiener, CEO of Earth Class Mail. "Elmar has seen from the helm the bracing impact of rapid changes in technology, market needs, regulatory regime and environmental priorities that are affecting all posts today, and his recognition of the transformative force of Earth Class Mail's technology platform is both a testament to his vision for bridging posts into the future and a validation, for our company, that we are indeed on the right course."

"Earth Class Mail shows a new and original future for an industry that has had a tradition of innovation," said Toime, "from invention of the humble postage stamp to

the creation of telecommunications infrastructure. The power of the Internet -- and the need to keep postal services relevant for customers, senders and receivers alike -- come together in Earth Class Mail's service. I am delighted to have a role in this."

#### About Earth Class Mail

Earth Class Mail(TM) provides the only online postal-mail service designed for individuals, small businesses, enterprises, government agencies, the military, and national posts. Customers in more than 175 countries now receive their postal mail at one of 23 U.S. addresses -- from New York to Los Angeles -- and access it online, 24x7. This user-directed service offers remote-access and delivery options unavailable with traditional PO boxes, private mailbox services or executive suites. For the enterprise and government, Earth Class Mail digitizes paper mail at its entry point, injecting it directly into an organization's electronic workflow and saving 75% of typical document lifecycle costs. The environmental benefits associated with Earth Class Mail's solution include reductions in carbon emissions and a 400% increase in recycling compared to the national average. Internationally, the company licenses its technology platform to mail and document outsourcing partners, as well as national posts.

SOURCE: Earth Class Mail Corp.

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## **2. Postal service spokesman denies massive layoff rumors**

BY THE SOUTHERN

Thursday, November 13, 2008 9:10 AM CST

A statement from the U.S. Postal Service's top spokesman says news the agency will soon lay off 40,000 employees nationwide is not true, but officials are seeking to reduce the workforce through voluntary retirements.

Gerald J. McKiernan, manager of media relations for USPS, says the 40,000 layoff figure came from a spokesperson in Shreveport, La. but was inaccurate. The unsolicited announcement comes in the midst of concerns among postal workers that a slowdown in use of the postal service means the agency is seeking to cut employees from the ranks.

USPS recently reported expenses exceeded revenues by approximately \$2.3 million in fiscal year 2008.

Officials with the American Postal Workers Union have said as many as 16,000 employees who have worked less than six continuous years in the agency could be at risk of losing their jobs.

McKiernan says to date 3,685 USPS employees have accepted early retirement offers to date.

### **3. Tough economy delivering financial challenges to the US Postal Service**

By John Paul (jpaul@wsbt.com)

The United States Postal Service has had to institute cost cutting measures after seeing a dramatic drop in mail volume. (WSBT photo)

(Story Updated: Nov 16, 2008 at 2:00 PM EST )

SOUTH BEND — The tough economy is affecting many companies, and the United States Postal Service is no exception.

In South Bend alone, the post office has seen a decrease in volume, three years in a row. Nationally, the USPS has noticed a significant drop.

Thousands of postal workers across the country have taken advantage of an early-retirement program.

Company spokesman Jerry McKiernan says the Postal Service is avoiding layoffs for now, but needs to trim the fat where it can.

The economic crisis has affected both the housing and financial markets. The two sectors provided a lot of advertisements, which mail carriers delivered to mailboxes.

Nationally, 9 billion fewer pieces of mail were processed this year, compared to last. There were 4.5 million fewer just in South Bend — a 7 percent drop in volume.

"Any loss of advertising revenue comes to us in the bottom line," said Larry Dauby, South Bend's USPS Postmaster.

The USPS has enacted a series of cost cutting measures.

"The Postmaster General has instituted a freeze of salaries of executives and officers," said McKiernan.

Volunteer early retirement was also introduced. Almost 3,700 employees have taken advantage of the program. McKiernan does not expect those vacated positions to be filled.

"We're doing a lot more with less," said McKiernan. "The postal service becomes more automated and more efficient every day."

Those efficiencies have spread locally, too.

"Recently in South Bend, we completed minor route adjustments," Dauby said. "We got them back down to eight hours in duration."

The process eliminated five routes in South Bend.

"We're looking at trying to save a penny for everything," said Dauby.

Dauby added that lower fuel prices have helped their budget. Fueling their fleets accounted for a large portion of their budgets.

Despite the decrease in volume, the USPS processed 202 billion pieces of mail, accounting for almost 50 percent of the world's mail.

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#### **4. QuoVadis is hired by Liechtenstein postal service**

By Alex Wright

Bermuda-based data protection and e-commerce specialist QuoVadis has been appointed to provide certification technology to Liechtenstein's national postal service.

Post Liechtenstein selected QuoVadis to supply the Public Key Infrastructure (PKI) technology behind its new LIEzertifikat offering.

LIEzertifikat provides accredited digital certificates, which may be used to securely identify their users online and to create legally valid electronic signatures.

The technology is an important tool for secure e-business across Europe, with the growing focus on automation and data integrity.

"We are very proud that Post Liechtenstein has chosen QuoVadis' managed technology to issue the LIEzertifikat for companies and private persons", said Roman Brunner, group chief executive officer of QuoVadis. "Post Liechtenstein is a strategically important partner for QuoVadis.

"The QuoVadis managed infrastructure is an attractive alternative because it allows customers to focus on their service instead of investing all their planning and development on the underlying technology platform."

QuoVadis is currently a Qualified Certification Services Provider in Bermuda, Switzerland, and the Netherlands and holds both the WebTrust for Certification Authorities and the WebTrust for Extended Validation seals. The company has additional European accreditations under way. Mr. Brunner relocated from the Island to Switzerland earlier this year to lead the company's international expansion, which has seen the development of a European sales and support team across three countries along with an important channel partner network. QuoVadis clients in Europe range from Credit Suisse to Capita to UBS.

QuoVadis' service offerings include digital certificates, managed PKI, web-based registration tools, and signing solutions. The QuoVadis root certificates are widely distributed in consumer software, facilitating adoption by end users.

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