

POSTAL NEWS

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1. Deutsche Post says UPS talks still on

Thu Feb 26, 2009 2:18am EST

FRANKFURT (Reuters) - Deutsche Post (DPWGn.DE) said it was still in talks over a possible cooperation with United Parcel Service (UPS.N), providing a sought-for update on its drawn-out negotiations.

But a tie-up with other providers was also a viable option, Europe's biggest mail and express delivery company said in presentation slides on Thursday.

In 2008, Deutsche Post and UPS agreed to cooperate on air freight in the United States, but talks stalled. The exclusivity of talks between the two companies expired at the end of January.

Deutsche Post has since the start of the talks said it planned to shut down its domestic U.S. express delivery business and cut a total 14,900 jobs there. That move would cut its air capacity there to less than 100,000 shipments per day, from 1.2 million previously.

Restructuring in the U.S. was on track, Deutsche Post said, adding it still expected to post an adjusted EBIT loss of \$900 million at the business in 2009.

In 2008, it booked \$2.1 billion of an expected total of \$3.9 billion of restructuring costs. Other DHL businesses were not affected by the changes in the United States.

Deutsche Post on Wednesday said the head of its DHL Express business, John Mullen, had resigned and would be replaced by Ken Allen, who most recently headed up the U.S. restructuring project. Mullen had suffered health problems, it said.

According to Thomson Reuters StarMine, which weights analysts' forecasts according to their track record, the stock trades at 8.7 times its 12-month forward earnings, a discount to both UPS and FedEx as investors worry it is losing ground against its rivals.

Deutsche Post's stock has lost more than 60 percent of its value in the past twelve months.

(Reporting by Maria Sheahan)

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2. UPS Expands Territory for Early A.M. Delivery

ATLANTA, Feb. 25, 2009 - UPS (NYSE:UPS) has expanded its early morning delivery territory in the United States by almost 3,000 new ZIP Codes, an increase

that brings to more than 23,000 the number of ZIP Codes with guaranteed early morning delivery service.

The increase in coverage area for UPS Next Day Air® Early A.M.® means that UPS now delivers early - by 8:30 a.m. - to more businesses and ZIP Codes than any other transportation carrier. In addition, UPS delivers overnight by 10:30 a.m. to more businesses and ZIP Codes than anyone.

With the increase, more than 80 percent of U.S. businesses can receive early morning deliveries, which arrive up to two hours before UPS's regular guaranteed overnight service at 10:30 a.m. In some areas, arrival time can be guaranteed as early as 8 a.m. "Early morning delivery is crucial for customers who have urgent deadlines or critical shipments across time zones, from hospitals needing supplies in time for morning surgeries to lawyers needing signed documents for legal proceedings," said Dale Hayes, UPS's vice president of U.S. marketing. "Offering more early morning service choices is a fundamental way that UPS is meeting customer needs."

UPS was the first express carrier to offer early morning delivery service nearly 13 years ago, responding to customers with expanding infrastructures and more complex supply chains as well as more widely dispersed workforces and customers. Saturday service also is available to certain destinations.

A complete list of the UPS Next Day Air Early A.M. ZIP Codes is available on UPS.com. Plans are underway to offer the service to even more ZIP Codes later this year.

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3. USO Postal Funding - Concerns Says Lawson

26 February 2009 by Sarah Sharpe - © Hellmail.co.uk

Steve Lawson, editor for Hellmail, the postal industry news site said he welcomed Lord Mandelson's clarity over the partial privatisation of Royal Mail but had concerns over the nature of the proposed fund to help underpin the Universal Service.

"He mentions a fund, but gives no indication where the money for that fund will come from. If it is to come wholly from the tax payer, far from dampening down a rebellion by Labour MPs and Trade Unions, he may find it intensifies.

"I accept that putting a levy on all operators to help fund the USO may be seen as a barrier to competition, indeed this has been the view of Postcomm for some time, but since postal liberalisation was introduced, the funding of the USO has been a controversial issue and no one appears to have any clear ideas as to how that is to be resolved, both here and in many other European countries.

"If the fund is sourced from tax payers, then effectively we are being saddled with the debt and the profit going to another operator and that concerns me. The Royal Mail is faced with a very difficult future without urgent changes, I think everyone is in agreement on that, and there are some who believe that these reforms don't go far enough, but clarity on who actually funds the USO is essential.

"Stamp price rises have been ruled out because Royal Mail feels it would drive customers to other types of media, but if the fund is to be clawed from tax payers, you

might just as well put the price of stamps up so everyone knows where they are. I'm not convinced that the public wouldn't accept rises in order that Royal Mail is able to cover its costs, We have a very cost-effective service in the UK and you can't buy a packet of crisps for what it costs to send a letter these days.

"I think until we see the nature of this USO fund, it is not entirely clear whether this plan has as much strength as Lord Mandelson believes it does. It could simply be a wolf in sheeps clothing." he said.

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4. Ulrich Hurni Heads PostMail At Swiss Post

27 February 2009 by Franz Groter - © Hellmail.co.uk

The Board of Directors at Swiss Post appointed Ulrich Hurni as the new Head of the PostMail Group unit at a meeting held on 23 February. He will take up his new position on 1 March 2009 while at the same time joining Executive Management. Ulrich Hurni was formerly Deputy Head of PostMail and has gained a wealth of national and international experience during his long career at Swiss Post. He succeeds Michel Kunz, new CEO of Swiss Post.

With the appointment of 51-year-old Ulrich Hurni, the Board of Directors has been able to ensure continuity for the largest of Swiss Post's Group units. The experienced successor – a German-speaker from Fribourg – took over as Deputy Head of PostMail in mid-2007. His responsibilities on the current Board of PostMail include managing the print media market segment and PostMail's shareholdings. He is responsible for pricing, address management and franking solutions. Ulrich Hurni has also undertaken various directorships on behalf of Swiss Post, most recently overseeing the expansion of Swiss Post's early delivery business.

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