

# POSTAL NEWS

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APRIL 23, 2009, 2:30 P.M. ET

## **1. China Is Poised to Approve New Postal Law**

Global Delivery Firms Worry That One Part Could Restrict ThemArticle

By ANDREW BATSON

BEIJING -- China could pass new legislation for postal services as early as Friday that foreign companies worry will restrict them from competing in the nation's growing market for express delivery of documents.

The major global express-delivery companies -- DHL Worldwide Express Inc., FedEx Corp., TNT NV and United Parcel Service Inc. -- have been lobbying the Chinese government for years as it worked on a new law governing mail delivery. Concern about the legislation has heightened in recent months, amid fears that the global downturn could lead to a revival of protectionism in many countries.

A draft of the law was published for comment last year, and now appears to be nearly finalized. In a statement, the legislature's office said its law committee suggested formally voting for the measure as a consensus had been reached. That means the proposed new Postal Law is likely to be passed when the current meeting of the standing committee of the National People's Congress closes Friday.

Foreign businesses are particularly concerned about an article in the draft which states "Foreign companies may not invest in the business of domestic express delivery of letters." Though the latest version of the law hasn't been published, state media reports indicate that the provision is still there.

"We're told there's no substantive change" to the articles restricting foreign companies, said an industry executive. "Here you have a law that certainly treats domestic companies differently from foreign companies," this person said. "It could have an impact on everybody's business."

The Conference of Asia Pacific Express Carriers, which represents the four big global express-delivery companies, in the past has urged the Chinese government to allow a level playing field in the domestic market. Yao Xin, the organization's chief

representative in Beijing, said it is still researching the issue, and declined to comment before the law's passage.

According to state media, a Chinese legislator, Qiao Xiaoyang, said this week that the new law wouldn't affect the business operations of foreign delivery companies in China, and doesn't violate Beijing's commitments to the World Trade Organization.

Existing Chinese law already gives the national post office a monopoly in delivering letters, so China's position has been that there is no real change for foreign companies. Most of the foreign delivery firms have been operating in China since the 1980s through joint ventures or other local operations. They fear the new regulations will make it harder for them to compete with the state-owned postal service and other domestic companies.

Express delivery is a growing business in China at a time when traditional postal services are flat or declining: the volume of express-delivery items rose 26% in 2008 and 21% in 2007, according to government statistics.

Write to Andrew Batson at [andrew.batson@wsj.com](mailto:andrew.batson@wsj.com)

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## **2. SMALL BUSINESS KIT**

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**NOTICE TEXT:** United States Postal Service Supplies and Services Purchasing Travel, Retail, & Temporary Services CMC The United States Postal Service (USPS) will partner with a supplier who has NATIONAL DISTRIBUTION CAPABILITIES to provide a Small Business Kit for sale in retail channels for a nominal cost. The Small Business Mailing Kit will be an educational tool to help business understand the advantages of determining their own postage and using alternative postage channels. Because of lack of confidence, many small business come to the lobby for mailing help which is not a good use of their time, and increases post offices lines. This product consists of instructions on measurement of packages, determining the correct postage for the new dimensional priced postage, as well as category of mail (i.e. envelope, large envelope or parcel). This product should also instruct the mailer on how to get additional information on current services or rates. Historically the small business mailer has had to bring their mail to a Post Office in order to determine the correct postage. Today, they could take advantage of the alternate postage channels such as PC Postage and Click & Ship to assist the small business mailer with their postal needs. Individual Product Packaging Specifications and Creative: The USPS requires all products be delivered to postal locations "store ready." The products require packaging that allows them to hang on slat wall pegs. Stamp Image (if used): The supplier will depict the "appropriate" stamp image(s) of their creative concept if used. Stamp image regulations will be provided in the Statement of Work. USPS Approval Process: Upon contract award, the product and the packaging image depicting all USPS requirements will need to be submitted for approval to the USPS.

Also, the supplier will provide the Retail Merchandise Program Manager copies of the copyrights utilized on the Small Business Mailing Kit. The USPS will be indemnified from all cost associated with legal implications related to copyright infringement.

Exclusivity: All products produced under this contract will be exclusive to the USPS. Sale of these products in non-postal retail channels must have USPS Retail Marketing approval. Reorders: The reorders will be ordered via eBay and shipped directly from the supplier using the USPS Priority Mail with Delivery Confirmation to a Post Office or USPS.com Suppliers will be required to maintain a minimum of one month's inventory to support field reorders. They may have to carry multiple months if they need the production time. The supplier will own the merchandise until reordered by a Post Office. To have your name added to our source list, please send an email with the following information. NOTE: Supplier Financial Capabilities will be evaluated.

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Collected by Chairul Anwar, Bandung, Indonesia.

E-mail address : [chairulanwar49@operamail.com](mailto:chairulanwar49@operamail.com), [uyungchairul@plasa.com](mailto:uyungchairul@plasa.com).