

POSTAL NEWS

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- 1. United States Postal Service Embraces NetSuite Cloud Computing Platform**
Thu Sep 10, 2009 9:01am EDT

NetSuite Cloud Gives Companies Instant Access to USPS Shipping

SAN MATEO, Calif., Sept. 10 /PRNewswire-FirstCall/ -- NetSuite Inc. (NYSE: N), a leading vendor of cloud computing business software suites, today announced that the U.S. Postal Service((R)) (USPS((R))) shipping is now integrated with NetSuite, providing the thousands of NetSuite customers with yet another strong and cost-effective shipping option. This development enables companies to offer postal delivery to its customers while reducing time spent on manual processes such as printing labels and manifest forms. This in turn reduces shipping error risk and promotes greater customer satisfaction. For more information about NetSuite integration with USPS, please visit www.netsuite.com/uspsintegration.

As the engine at the heart of the \$1 trillion American mail industry, the U.S. Postal Service needs no introduction. Flexible and cost-effective, and the only delivery method with access to millions of Post Office Boxes((TM)), this development gives any NetSuite customer with an interest in reliable, universal delivery an important new option for managing order, shipping, tracking, and receivables processes.

"We are very pleased that the leader in cloud computing business software suites now provides USPS integration and are eager to provide a cost-effective, reliable shipping option to NetSuite customers," said Gary Reblin, vice president of Expedited Shipping for the U.S. Postal Service.

NetSuite's USPS shipping integration capabilities were developed in partnership with Endicia, a leader in internet shipping and mailing software for small businesses, industrial and enterprise users and part of Newell Rubbermaid's DYMO Technology Global Business Unit. Because the USPS integration is part of the NetSuite SuiteCloud ecosystem, users are assured a stable, integrated, and seamless experience within the NetSuite application. "Endicia is excited to partner with NetSuite to bring our comprehensive Internet Postage solution to customers," said Amine Khechfe, general manager for Endicia. "NetSuite has integrated several Endicia features, such as e-refund request capability, SCAN forms and package status, to help to maximize the benefits of the U.S. Postal Service for users."

NetSuite's USPS shipping integration offers retailers, Ecommerce operators, distributors, and wholesalers instant access to all key USPS services, including price quotes, shipping label generation, package tracking numbers and full customs documentation -- saving time on manual lookups and tedious pen-and-paper form completion. NetSuite customer records can be instantly confirmed against the USPS database of valid addresses. Behind the scenes, the NetSuite solution automatically ties USPS tracking and Delivery Confirmation((TM)) numbers to sales orders, invoices, and customer records, providing visibility into the shipment process, enabling users to examine a customer's comprehensive purchase history, right down to the delivery date. Through existing shipping solutions with UPS and FedEx, NetSuite merchants have already shipped 2.5 million packages through the NetSuite integrated carrier solution.

"The addition of USPS to the NetSuite cloud shows the direction in which corporate America is moving in the 21st century -- towards cloud computing," said Mini Peiris, vice president of Product Marketing at NetSuite. "Our partnership shows that the NetSuite SuiteCloud development platform has the power to enable more and more companies to embrace cloud-based applications for areas they may not have thought of before, such as shipping via the postal service."

NetSuite is establishing itself as the clear choice for many successful and growing companies as the cloud computing leader, and it cements its position as a premiere provider of enterprise computing solutions. Recently ranked one of the top 10 Financial Management System vendors in North America by Gartner Dataquest -- and the fastest-growing in that elite group -- NetSuite is leading the way in providing companies with a cost-effective and highly efficient alternative to on-premise applications. Unlike on-premise software vendors, NetSuite has a modern cloud-based code base to maintain and innovate -- so NetSuite customers get all the benefits of a highly focused R&D effort designed to help them leverage and grow their investment.

For more information about NetSuite, please visit www.netsuite.com.

For more information about Endicia, please visit www.endicia.com.

NOTE: NetSuite and the NetSuite logo are registered service marks of NetSuite Inc.

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(Logo: <http://www.newscom.com/cgi-bin/prnh/20021024/SFTH024LOGO>)

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2. UPDATE - Postal service delivered mail bomb that injured Visalia office worker

September 8, 2009

Postal inspectors have interviewed the Visalia letter carrier who delivered a package suspected of carrying a pipebomb to a local office in Visalia Tuesday.

The mail bomb went off and injured one person, whose name is being withheld by authorities.

The injured man drove himself to Kaweah Delta Medical Center with burns and cuts to his arms, Visalia Police spokesman Lt. Allyn Wightman said.

There does not appear to be any other injuries in the blast.

Details were sketchy in the hours directly after the explosion. Wightman had no details as to what business was involved.

Police blocked both sides of Valley Oaks Drive and moved in crime scene and bomb squad teams to clear office complex just after noon. Neighboring businesses were evacuated.

3. Postal Service Searches for Ways to Stabilize Costs and Shrinking Mail Volume

By Marilyn Loeser

Wednesday, September 9, 2009

You can have daily headlines from FedSmith.com delivered right to your desktop each business morning. The service is free and you don't get junk e-mail as the price of your subscription. Just visit our newsletter page to sign up!

Closing Postal Service stations and branches has been in the news for months. Although the list started at around 3,200 locations, on September 2 the list — presented to the Postal Regulatory Commission (PRC) for further consideration — has shrunk to 413 locations nationwide after extensive studies, customer input and analysis. The PRC will take no action on the initiative until after Oct. 2, 2009.

[Click here](#) for the list of stations and branches currently being reviewed.

Let's put this in perspective.

These are not stand-alone Post Offices. Station and branches are scattered throughout cities for letter carriers to be closer to the areas where they deliver mail and for residents to be able to make retail transactions close to home.

But populations shift — and so has the business demographics of the Postal Service. Looking at the big picture, 413 station and branches is a small number when you factor in that there are nearly 37,000 Post Offices, stations, branches and contract postal units making USPS the largest retail network in the United States.

Add to this the 56,000 locations such as supermarkets, drug stores and other retailers now selling postage and selected postal services; nearly 18,000 automated teller machines (ATMs) dispensing sheets of stamps; and all the products and services available online at usps.com and you can see that the Postal Service is adjusting the way it does business with customer traffic patterns.

Why is it necessary to make changes?

The Postal Service is the only provider of mail service to every home and business in the country and is committed to providing reliable, secure, affordable postal services with convenient access. But unlike most federal agencies, USPS receives no tax subsidy for

operating expenses and relies on the sale of postage, products and services to fund its operations.

The current recession — coupled with the popularity of instant messaging, and online invoicing and bill pay — has taken its toll. Mail volume in 2009 is projected to be as much as 20 billion fewer pieces than in 2008. Mail volume in 2009 will be in the neighborhood of 175 billion pieces of mail.

In spite of dwindling revenues, USPS was able to cut \$6 billion from its operating budget in fiscal year 2009 by cutting more than 100 million work hours, closing six district administrative offices, adjusting carrier routes to reflect mail volume, instituting a nationwide hiring freeze, and selling unused and under-utilized postal facilities.

USPS is changing along with the nation it serves to stay fiscally viable and customer oriented.

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4. Postal department to get image makeover

Postmen leave for work with their new bags after the inauguration of the modernised General Post Office as part of Project Arrow in Bangalore on Monday
Express News Service

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BANGALORE: As many as 58 post offices in the state will come under "Project Arrow," a modernisation programme. While launching the programme in the city on Monday, Radhika Doraiswamy, secretary to the department of Posts, Government of India, said, "Through this project, Indian Postal Service is planning to implement several measures which will help in an image makeover for the department.

Radhika said, "From October 1, funds collected under the Postal Life Insurance will be invested in the market.

The department has set up a Board to take care of the safety of public money and a Chief Investment Officer had been appointed. UTI and SBI had been approved as funding managers." Radhika further said that shortly, under the Prime Minister's 100 days programme, all branch offices would offer anywhere anytime banking.

Software company Accenture had been chosen as consultants for this project and a Rs 80-crore server had been bought to make the operations easy, she said.

The department had also become a member of EUROGIRO payment remittance network, having 50 countries.

Under this, money could be sent and received from anywhere in the world, without opening an account in the bank, she added.

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5. U.S. Postal Service Could Deliver America the Electric Car

by Stacy Feldman - Sep 7th, 2009

Government researchers have confirmed the ideal testing ground for electric cars: the U.S. Postal Service. Now all they have to do is find the money to pay for it.

The Postal Service is \$7 billion in the hole for fiscal year 2009 and simply can't free up substantial cash for an EV trial. The most sensible solution is for the Department of Energy to provide capital costs of \$138 million to support an initial launch of 3,000 cars, the research finds.

It seems it would be in the interest of the nation to do so.

Some 6,800 boxy delivery vans in the Postal Service's aging fleet are nearing the end of their service life and must be replaced anyway. Delivery routes are short. Typically, they cover just 18 miles per day – a distance that current battery technology can easily meet. And the vehicles won't tax the national grid. In fact, they could even improve it, with the batteries acting as grid regulators.

During heavy peak daytime loads, the cars would be off delivering mail. Off-peak in the wee hours, they'd be plugged in, powering up when overall demand is low and storing electricity that could be fed back into the grid if needed.

On top of that, mail delivery vehicles require stop-and-go driving at low speeds, averaging some 400 stops a day. In gas-powered cars, that adds up to massive fuel consumption. But with electric motors, it's an excellent opportunity for regenerative breaking to recapture energy. The report estimates that each EV could save the government \$1,500 a year in gas alone.

Best yet is that Post Service deliveries reach every household in every region. Meaning, these cars could offer a national lab in all climates and terrain conditions.

The study, U.S. Postal Service: Electrification of Delivery Vehicles, was published by the Office of the Inspector General in response to a request from Congressman José E. Serrano. Its best case scenario is for the agency to phase in the 3,000 EVs, all the while helping to demonstrate the nation's promising vehicle-to-grid (V2G) technology, which still remains largely theoretical.

V2G technology creates a system in which electricity stored in the batteries can be sold to utilities when the cars are plugged in. On the flip side, when the batteries need to be charged, electricity can flow from the grid and back to the car.

In this way, the battery acts as a kind of sponge for the grid operator – at times, storing surplus power, while at other times supplying it to the grid when a surge in demand requires it.

Currently, about 20 percent of the Postal Service delivery fleet is in an area which offers V2G. The Postal Service could become an early adopter of the technology and generate revenue in the process.

According to the study, V2G technology could make electric cars economically attractive for the Post Service in a relatively short time. But without federal government assistance or V2G revenue, the Postal Service won't realize its required rate of return.

"If ... the upfront capital cost is overcome by participation in DOE-funded demonstration programs and V2G revenue is captured, the return increases to 63.2 percent with the agency breaking even within the first 2 years that EVs are in operation," the report finds.

The report's general findings are confirmed by a May study by U.S. Postal Regulatory Commission staff member Michael Ravnitzky, who concluded:

"Electrification of the postal fleet should be an integral part of the nation's energy goals. ... [It] could significantly reduce gasoline and maintenance expenses while reducing the fleet's carbon footprint."

Furthermore, the postal operator can earn substantial revenue in the wholesale electric markets by aggregating and offering on the wholesale electric market access to ancillary electric power from the vehicle batteries."

So what are the odds of the Post Service getting needed dollars to get the trial off the ground?

The report says there are competitive funding opportunities available with the DOE's Office of Electricity Delivery and Energy Reliability, as part of the funds flowing from the American Recovery and Reinvestment Act of 2009. Grants are available for

individual agencies of up to \$100 million for smart grid demonstrations and \$50 million for utility load shifting, with 50 percent cost sharing.

If the feds don't come through, there are always the states. California has been the largest provider of such incentives. Washington state, New York, Michigan and Pennsylvania are other possibilities, along with other state support programs. In total, these programs represent approximately \$12 billion in funding that states are currently applying for, the report says.

Giving a slice of those billions to the U.S. Postal Service would go a long way in cleaning up one of the largest transportation fleets in the world, and in providing a much-needed spark to America's still sleepy electric car market.

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