

# POSTAL NEWS

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## **1. UPS, FedEx blocked from Chinese letter market.**

By Rachel Tobin Ramos.

The Atlanta Journal-Constitution

Monday, Oct 28, 2009.

China has given its national postal service a monopoly over the domestic letter and document delivery market, cutting UPS and rivals FedEx, DHL and TNT out of a huge potential market.

A law went into effect Oct 1 that stipulates that only China Post may deliver letters and documents mailed within China to Chinese addresses. Foreign carriers may still deliver letters in or out of the country, as well as packages mailed within China. UPS spokesman Norman Black said.

Still, the domestic letter rule is a setback for Sandy Springs-based UPS.

The company was the official logistic sponsor of the Beijing Olympics—in part to meet high-level Beijing officials who create postal policy. It had hoped China would open the domestic letter market.

Doug Caldwell, an industry consultant with Parcel Research.com in Portland, Ore., called the law a “protectionist move”. He believes the worldwide recession was a motive.

“As the world economy went down, it affected Chinese employment as well”, he said. “I’m sure the local companies were complaining to the government, saying that unless they pass this law, they will have to lay people off. Local issues sometimes trump goodwill gestures, like (sponsoring) the Olympics”.

After China announced its intention last spring, the European Union said it would investigate whether it violated world trade laws.

UPS Chairman and CEO Scott Davis mentioned the issue in an analyst conference call last week to discuss earnings.

Davis said the rule "is unfair and.. it's bad for China to keep the international companies out of that marketplace".

Both UPS and Memphis-based FedEx have made major investments in China. In the past year, FedEx moved its Asia hub from the Philippines to China, and UPS opened a hub in Shanghai.

FedEx believed it already had the right to deliver letters in China.

"We're disappointed by the newly enacted postal law in China," said spokeswoman Denise Lauer. She believes the change will "decrease the choices of Chinese consumers and stifle healthy competition".

She said FedEx is assessing its next steps but will comply with the law.

Davis told analysts that UPS's relationship with Chinese officials "has been good", noting the company succeeded in getting rights to operate the Shanghai hub.

Added Davis: "We're patient".

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OCTOBER 28, 2009, 7:18 A.M. ET

## **2. UPDATE: Japan's Fujii Expresses Worry Over Rising Bond Yields**

TOKYO (Dow Jones)--The Japanese finance minister Wednesday expressed concern about rising yields on government securities, saying budget writers must be aware of how expectations for additional debt issuance are lifting long-term interest rates.

But Hirohisa Fujii also proposed that the country's mammoth postal-services firm reduce its investment in Japanese government bonds and instead lend to small companies, for example, to boost growth. It is rare for a finance minister to make such a proposal because the postal service's buying of government debt has long played a role ...

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## **3. IntelliNews - Electronic Newsletters and Reports**

The editorial arm of ISI Emerging Markets, IntelliNews delivers market moving news and reports in English for over 16 countries in Central and Eastern Europe, as well as regionally for the Baltic States, Middle East & Africa, and Asia.

For 10 years, IntelliNews has helped top City and Wall Street analysts covering Central and Eastern Europe stay ahead of the headlines.

At the core of the IntelliNews service are the daily reports. These identify market-moving events in a given country in a quick read. Distributed 5 days a week and delivered electronically, these dailies combine news, analyses, comments and forecasts, focusing on macroeconomics and country-specific politics, as well as major financial and corporate news.

IntelliNews: Required reading for today's uncertain economic environment in the Emerging Markets.

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#### **4. AddressDoctor Launches Version 5**

Wed Oct 28, 2009 7:02am EDT

News facts:

- Today AddressDoctor, the leading provider of Postal Address Validation Solutions, announced Version 5 of its address validation software.
- Adds support for transliteration of words, and optimization of database formats and data cleansing options.
- Accelerates performance of data processing and optimized address data quality.
- Minimizes risk and costs from wrong or incomplete address data.

#### **Proven Enterprise Solution for Global Address Validation**

AddressDoctor is used by enterprises worldwide to validate and cleanse international mailing addresses. AddressDoctor increases the accuracy of mailings resulting in time and cost savings in postal service administration -- including reduced postal charges, dispatching and wasted paper. AddressDoctor 5 is a major new release that provides additional new features including:

- Improved data processing speeds that allow up to 300 percent faster lookups and more than two million addresses per hour.
- Geo-coding to enable accuracy down to individual streets. Geo-coding is currently available in Western and Eastern Europe, Northern America, in addition to parts of South America and Asia.
- Support for international address variations to overcome the complex problem of address structuring. Now, for the first time,

data records can be structured with or without false fields to take regional variations into account, such as states and countries.

-- Data Interpretation through the support of abbreviations and synonyms.

Quotes:

"In AddressDoctor 5, we have implemented a number of optimizations to offer our customers even better data quality," says Sven Schreiber, AddressDoctor CEO. "The new version also offers significant speed improvements - saving time for our customers. The improved speed also means that data processing can run overnight, making systems fully available during business hours."

Availability of AddressDoctor 5

AddressDoctor 5 is available immediately via web services and on-premise. AddressDoctor 5 is compatible with Windows, Linux and Unix operating systems and supports multiple character sets such as Cyrillic, Japanese and Chinese.

About AddressDoctor:

AddressDoctor GmbH is the leading provider of solutions for checkup and cleansing of international postal data, with more than 10 years experience. In June 2009 the company was acquired by Informatica, the world's number one independent provider of data integration software. AddressDoctor cleanses data from 240 countries and territories, using advanced algorithms and country-specific local knowledge. More than 500 customers worldwide already use AddressDoctor to enhance their data quality, including companies such as 1&1 Internet AG, Kempinski Hotels and MRM Worldwide. AddressDoctor is headquartered in Maxdorf, Ludwigshafen, Germany.

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**5. Postal workers 'are putting their jobs on line'**

JOB S of postal workers will inevitably be lost if industrial disputes continue, a business leader has said.

Malcolm Lyons, chairman of Huntingdonshire branch of the Federation of Small Businesses, said firms were already looking into alternative couriers.

"At the moment the strikes are an inconvenience, but it will drive people to other means," said Mr Lyons, a self-employed agricultural trader. He said that whatever the rights and wrongs of the dispute were, it was likely to cost postal jobs in the future.

There was also concern over the delivery of invoices and receipts for small traders.

Mr Lyons said some couriers were cheaper to use than Royal Mail, although he felt the traditional post would still play an important role.

Katy Sismore, town partnership manager in Huntingdon, said: "There no doubt it is going to affect some businesses."

Published: 28/10/2009

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## **6. On-The-Go Postal Services On Your Mobile Phone**

(NAPSI)-From ordering a pizza to placing a stock trade, a growing number of businesses are making it possible for consumers to do business by using a mobile phone-and the Postal Service is no exception.

The service is launching several new features designed especially for users of Internet-capable mobile devices. Some of the most popular functions currently available on usps.com, such as Track & Confirm, Post Office Locator and the ever-popular ZIP Code Lookup, are now easily available on mobile devices.

According to Robert Bernstock, the Postal Service's president of Mailing and Shipping Services, the new mobile capability makes USPS services even more convenient for its customers. He believes mobile users with Internet access will be able to go to the Internet site no matter where they are and without having to use a PC.

Said Bernstock, "If they're on the road, they'll be able to use the facilities locator to find a post office that's close to them. And they'll also be able to track and confirm delivery of their mail or packages using their mobile phone."

Whether consumers are using their computers at home, business or laptop while on the go, usps.com offers services that are designed to be consumer friendly. In addition to features available on your mobile device, on your laptop or desktop PC, you can buy and print postage and labels using the Click-N-Ship feature.

If you use new Priority Flat Rate Boxes, you don't even need to weigh the package. Just address and seal the box, print the postage on your personal computer and your letter carrier can pick it up for you-saving you a trip to the post office. Plus, consumers get a discount when they ship online.

It's even possible to rent or renew a post office box at [usps.com](http://usps.com), and if you are moving soon, you can change your address online.

To learn more, visit the Web site at [www.usps.com](http://www.usps.com).

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