

# PS Insider



## Welcome to the December Issue of the PS Insider!

### Postal Updates

#### USPS Wants to Know What You Think of the Droop!

In April 2009 the USPS changed the deflection standards for flat mail to allow less droop and the change takes effect January 4th, 2010. However, penalties for not meeting these new standards will not be charged until June 7th, 2010.

What does this mean? Flats 10" or longer will be allowed a deflection (aka droop) of no more than 3" vertically. Flats shorter than 10" will be allowed a deflection or droop of 2" vertically. To verify the [droop test](#) yourself, determine the longest side of the mailpiece and place it perpendicular to the edge of a table. Extend the piece 1/2 of its length off the edge and measure the droop. If your piece fails the droop test, expect to pay higher postage costs!

- First Class Auto mail would pay presorted flat rates.
- Standard and Nonprofit Auto flats would mail at non-auto rates.

The bottom line is that droopy mail gets mangled on the sorting equipment, causing damage to your piece as well as delays in delivery. So although higher rates would not apply now, we strongly encourage you to adhere to these new guidelines.

The USPS is encouraging customers to comment on these new standards on or before January 13, 2010. You may write the Manager of Mailing Standards at the U.S. Postal Service, 475 L'Enfant Plaza SW, Room 3436, Washington DC 20260-3436. You may also email [MailingStandards@usps.gov](mailto:MailingStandards@usps.gov) and indicate "Deflection Comments" in the subject line.

### 2010 Highlights

#### The Upcoming Year Holds Several Changes for the USPS!

Let's sit back and once more enjoy the fact that the Post Office will not be increasing postage this year...

Okay, now on to the items that will be changing and rather quickly! Besides the deflection standards mentioned above, here are some highlights that warrant your attention:

- January 4, 2010: Move Update penalties begin. A fee of \$.07 per non-compliant standard or nonprofit piece will be charged to your mailing for the quantity which does not meet the 70% threshold.
- January 4, 2010: Shipping prices for Express Mail, Priority Mail, Parcel Select (Destination Entry only), Parcel Return Service, Global Express Guaranteed, Express Mail International and Priority Mail International are increasing. (For more details please click [here](#).)
- March 15, 2010: Streamlining Hard Copy Postage Statements. When a *Postal One!* facility receives hard copy postage statements, the Postal Service will no longer fill out the USPS section and round stamp the document. Instead, mailers are being directed online to visit the [Business Customer Gateway](#) to access the system of record.
- March 15, 2010: Barcode readability threshold increases from 80% to 90% (after increasing from 70% in November). Mailings that do not meet the threshold will not be eligible for automation discounts!

Stay tuned to the *PS Insider* in the months ahead for all the details!

### Which is it? The PS December Trivia Question

How many alternative-fuel vehicles does the Post Office use?

A. 500 B. 1,000 C. 18,000 D. 30,000

### Get to Know the PS Staff



## Robert Remy Client Services Director

Tenure at PS: 6 months

Education: B.A. in American Literature from GWU, M.F.A. in Creative Writing from the University of Maryland

Favorite Restaurants: Kinkeads, Il Porto, Ruth's Chris

Favorite Movies: *The Godfather*, *Caddyshack*, *Pulp Fiction* and *Meet the Parents*

Must Tivo TV: *The Office*, *Fringe*, *Chuck* and old reruns of *The Honeymooners*

Favorite Music: Van Halen (still rules!), Pearl Jam, U2

Leisure Interests: Reading, amateur filmmaking, exploring local parks and neighborhoods

People Would be Surprised to Know: I'm an android.

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### In Other News

Cumulative client savings since January 2009 from commingling is now over **\$2,144,000!**



### November Trivia Question:

How many customers does the Post Office serve every day?

Answer: C) 7.5 million

To date, the USPS has issued Summer Sale rebates to our clients totaling over **\$50,400!** How much has your organization saved? The *PS Insider* wants to know!

The offices of Production Solutions will be closed on Thursday December 24th, Friday December 25th, and Friday January 1st.



Have a Safe Holiday Season and Happy New Year!

Thank you again for choosing Production Solutions as the partner for your direct marketing needs!