

# BSN



Your Connection  
to the U.S.  
Postal Service®

## WNY

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### Important Dates to Remember

**Monday, November 11<sup>th</sup> – Veterans  
Day Observed – Postal Holiday**

**Thursday, November 28<sup>th</sup> –  
Thanksgiving Day Observed – Postal  
Holiday**

**Wednesday, December 25<sup>th</sup> –  
Christmas Day Observed – Postal  
Holiday**



# Western New York NOVEMBER 2019

## Registration Now Open for 2020 National Postal Forum Orlando, Florida - April 26-29, 2020

**Embark upon a journey of education, collaboration and delivery...**

**Join us for the 2020 NPF!**

Time to get on board along with the Mailing and Shipping Industry's most influential thought leaders as they guide you through all the touchpoints that will get you on the road to greater success!

This year's destination: beautiful, sunny Orlando, FL, where you'll be staying at the Orlando World Center Marriott – right where all the events, workshops and special sessions will conveniently be taking place! Join us April 26-29, 2020 where the business of delivery will take you to:

- 130 Educational Workshops
- Exclusive USPS Officer Led Sessions
- USPS Certification Courses
- Daily Networking Events
- Largest Industry Exhibit Hall

Boost your mailing and shipping success, attend the 2020 NPF! For up-to-date details, visit [NPF.org](http://NPF.org).

**2020 NPF: Your direct route to success!**

**Registration is NOW OPEN!**

Access the 2020 NPF Registration portal for easy sign-up! Take advantage of:

- Early Registration Savings!
- Registration options
- Additional event options
- Email sign-up, and more.

Exclusive registration discounts only available through your postal representative – contact them directly **BEFORE** you register online using code NPF2020

**Register Now!**

### Educating. Collaborating. Moving Your Business Forward.

The National Postal Forum (NPF) is the premier mailing and shipping conference that works directly with the United States Postal Service (USPS) to provide the most comprehensive educational and networking platform available. Offering 100+ educational workshops, USPS Officer-led sessions and the largest industry trade show, the NPF offers the ideal opportunity for industry professionals to learn, collaborate and grow their business.

Join us April 26-29, 2020 at the beautiful Orlando World Center Marriott in Orlando, Florida. Mark your calendar and be part of the mailing and shipping's largest industry event. For registration and additional details visit [NPF.org](http://NPF.org)

**Contact your Business Service Network Representative before you register to receive discounts up to \$550! Act fast...early Bird Discount expires 2/7/2020.**

## **U.S. Postal Service Announces New Prices for 2020**

The proposed prices, approved by the Governors of the Postal Service, would raise Mailing Services product prices approximately 1.9 percent. Shipping Services price increases vary by product. For example, Priority Mail Express would increase 3.5 percent and Priority Mail would increase 4.1 percent, on average. Although Mailing Services price increases are based on the Consumer Price Index, Shipping Services prices are primarily adjusted according to market conditions. The Governors believe these new rates will keep the Postal Service competitive while providing the agency with needed revenue.

If favorably reviewed by the PRC, the new prices will include no increase in the price of a First-Class Mail Forever stamp, which would remain at 55 cents. The single-piece letter additional ounce price would remain at 15 cents. Also unchanged would be the prices of postcard stamps at 35 cents, and 1-ounce flats at \$1.

The proposed Mailing Services price changes include:

<b>Product</b>	<b>Current</b>	<b>Proposed</b>
Letters (1 oz.)	55 cents	55 cents
Letters additional ounces	15 cents	15 cents
Letters (metered 1 oz.)	50 cents	50 cents
Flats (1 oz.)	\$1	\$1
Outbound International Letters (1 oz.)	\$1.15	\$1.20
Domestic Postcards	35 cents	35 cents

The proposed Domestic Priority Mail Flat Rate Retail price changes are:

<b>Product</b>	<b>Current</b>	<b>Proposed</b>
Small Flat-Rate Box	\$7.90	\$8.30
Medium Flat-Rate Box	\$14.35	\$15.05
Large Flat-Rate Box	\$19.95	\$21.10
APO/FPO Large Flat-Rate Box	\$18.45	\$19.60
Regular Flat-Rate Envelope	\$7.35	\$7.75
Legal Flat-Rate Envelope	\$7.65	\$8.05
Padded Flat-Rate Envelope	\$8	\$8.40

The proposed Domestic Priority Mail Express Commercial price changes are:

<b>Product</b>	<b>Current</b>	<b>Proposed</b>
Flat Rate Envelope	\$22.68	\$22.75
Legal Flat Rate Envelope	\$22.80	\$22.95
Padded Flat Rate Envelope	\$23.18	\$23.25

The proposed Domestic Priority Mail Commercial price changes are:

<b>Product</b>	<b>Current</b>	<b>Proposed</b>
Flat Rate Envelopes (12-1/2" x 9-1/2" or smaller)	\$6.95	\$7.15
Legal Flat Rate Envelope	\$7.25	\$7.45
Padded Flat Rate Envelope	\$7.55	\$7.75
Small Flat Rate Box	\$7.50	\$7.65
Medium Flat Rate Box	\$12.80	\$13.20
Large Flat Rate Box	\$17.60	\$18.30
APO/FPO/DPO Large Flat Rate Box	\$16.10	\$16.80

The proposed Domestic Business Mailing Fee changes include:

<b>Annual Mailing Fees (per 12-month period)</b>	<b>Current</b>	<b>Proposed</b>
First-Class Mail Presort, per office of mailing	\$235.00	\$240.00
USPS Marketing Mail	\$235.00	\$240.00
Bound Printed Matter (destination entry flats only)	\$235.00	\$240.00

The Postal Service has some of the lowest letter mail postage rates in the industrialized world and also continues to offer a great value in shipping. Unlike some other shippers, the Postal Service does not add surcharges for fuel, residential delivery, or regular Saturday or holiday season delivery.

The PRC will review the prices before they are scheduled to take effect Jan. 26, 2020. The complete Postal Service price filings with prices for all products can be found on the PRC site under the Daily Listings section at [prc.gov/dockets/daily](http://prc.gov/dockets/daily). For the Mailing Services filing see Docket No. R2020-1. For the Shipping Services filing see Docket No. CP2020-5. The price change tables are also available on the Postal Service's Postal Explorer website at [pe.usps.com/PriceChange/Index](http://pe.usps.com/PriceChange/Index).

## 2019 Holiday Mailing Deadlines

### Holiday Dates for Domestic Mail

The Postal Service recommends the following mailing and shipping deadlines for expected delivery by Dec. 25 to domestic addresses<sup>1</sup>:

Domestic Mail Class	Deadline
FIRST CLASS MAIL® (including greeting cards) & FIRST-CLASS PACKAGES (up to 15.99 ounces) <ul style="list-style-type: none"><li>• Alaska to Mainland</li><li>• Hawaii to Mainland</li></ul>	DEC-20 DEC-20 DEC-20
PRIORITY MAIL® <ul style="list-style-type: none"><li>• Alaska to Mainland</li><li>• Hawaii to Mainland</li></ul>	DEC-21 DEC-21 DEC-21
PRIORITY MAIL EXPRESS® <sup>2</sup> <ul style="list-style-type: none"><li>• Alaska to Mainland</li><li>• Hawaii to Mainland</li></ul>	DEC-23 DEC-23 DEC-23
USPS RETAIL GROUND®	DEC-14

<sup>1</sup> Not a guarantee, unless otherwise noted. Dates are for estimated delivery before December 25. Actual delivery date may vary depending on origin, destination, Post Office acceptance date and time and other conditions. Some restrictions apply.

<sup>2</sup> For Priority Mail Express® shipments mailed December 22 through December 25, the money-back guarantee applies only if the shipment was not delivered, or delivery was not attempted, within two (2) business days.

<b>International Mail Addressed To:</b>	<b>Global Express Guaranteed® (GXG®)***</b>	<b>Priority Mail Express International® (PMEI)</b>	<b>Priority Mail International® (PMI)</b>	<b>First-Class Package International Service®</b>
AFRICA	<b>DEC-19</b>	<b>DEC-7</b>	<b>NOV-30</b>	<b>NOV-30</b>
ASIA / PACIFIC RIM	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
AUSTRALIA / NEW ZEALAND	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
CANADA	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
CARIBBEAN	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
CENTRAL & SOUTH AMERICA	<b>DEC-18</b>	<b>DEC-7</b>	<b>NOV-30</b>	<b>NOV-30</b>
EUROPE	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
MEXICO	<b>DEC-18</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>
MIDDLE EAST	<b>DEC-19</b>	<b>DEC-14</b>	<b>DEC-7</b>	<b>DEC-7</b>

\*\*\*GXG Notes

- Cutoff date does not take into account time needed for customs clearance.
- Please allocate extra transit day(s) for delivery outside major cities.
- Not a guarantee, unless otherwise noted. Dates are for estimated delivery before December 25. Actual delivery date may vary depending on origin, destination, Post Office acceptance date and time and other conditions.
- Some restrictions apply.

## **Plant Tour on November 14, 2019**

Have you ever wondered what happens to mail when it leaves a printing or lettershop facility?

If so, please join us at our local Processing Plant in Rochester, NY for a walking tour to witness the mail flow process in real time. BNPPCC and GRPCC will be hosting a tour of Northwest Rochester P&DC.

**\*Participants must wear rubber sole, closed toe footwear.**

- 3:30 Networking and Refreshments.
- Tour will begin at 4pm sharp and last approximately an hour.
- \$5 reservation fee

You can register through the following link:

<http://greaterrochesterpcc.com/events/plant-tour-of-northwest-rochester/>

Or...feel free to contact [GRPCC@usps.gov](mailto:GRPCC@usps.gov)

## Stamp Release - Holiday Wreaths



The U.S. Postal Service ushers in the holiday season with four new stamps in a booklet of 20 featuring festive wreaths. Displayed on a door, in a window, or over a mantel, wreaths are symbols of joy and celebration, inviting the spirit of the season to enter the home.

Inspired by the holiday decorating traditions of early America, the four wreaths featured on these stamps are classic yet contemporary. Their designs create feelings of warmth and welcome. Wreaths are often made from materials easily found during the winter months.

The ribbon leaf wreath is inspired by French floral art. Aspidistra leaves, folded and manipulated to resemble ribbons, create a long-lasting wreath. Gilded pinecones and magnolia pods grace the wreath trimmed with cranberry red ribbon. Red and gold ribbon adorns the wreath made from gilded dried hydrangea, eucalyptus and nandina foliage, red berries, and small ornaments. The woodland bush ivy and red winterberry wreath presents a classic red and green palette.

Add these elegant stamps to your cards and letters to share holiday greetings with family and friends.

Antonio Alcalá served as the art director of the project and designed the stamps with floral artist Laura Dowling. Dowling designed the wreaths for the stamps, which were photographed by Kevin Allen.

Issue Date: October 25, 2019.

## USPS Previews Next Year's Stamps



The Postal Service has announced some of its planned 2020 stamp releases.

Here's what's coming:

- **Year of the Rat**, the first of 12 stamps in the Postal Service's third Lunar New Year series
- **Made of Hearts**, a continuation of the Postal Service's tradition of stamps that celebrate love
- **Gwen Ifill**, the 43rd stamp in the Black Heritage series
- **Let's Celebrate!**, which can be used for greeting cards, invitations and gift-bearing envelopes and packages
- **Wild Orchids**, 10 stamps — available in booklets of 20 and coils of 3,000 and 10,000 — that will celebrate the exotic beauty of orchids
- **Arnold Palmer**, honoring the champion golfer
- **Maine Statehood**, celebrating the Pine Tree State's 200th anniversary
- **Contemporary Boutonniere**, which can be used for party invitations, thank-you notes, announcements, birthday cards and more
- **Garden Corsage**, a 2-ounce stamp for wedding, anniversary and other invitations
- **Earth Day**, which will mark the annual commemoration's 50th anniversary
- **American Gardens**, 10 stamps, available in panes of 20, that feature different photographs of botanic, country estate and municipal gardens
- **Voices of the Harlem Renaissance**, a pane of 20 stamps that will celebrate four literary figures from one of the nation's great artistic and literary movements
- **Enjoy the Great Outdoors**, five stamps that show scenes of outdoor activities



- **Hip Hop**, four stamps, available in panes of 20, that will celebrate the music, dance and art movement and are digitally tinted to make the images appear to move
- **Fruits & Vegetables**, a booklet of 20 stamps featuring 10 still-life paintings
- **Thank You**, four stamps, available in booklets of 20, that can be used for notes, cards and letters of thanks
- **19th Amendment: Women Vote**, commemorating the centennial of the ratification of the U.S. constitutional amendment that guarantees women the right to vote
- **Mayflower in Plymouth Harbor**, which will mark the 400th anniversary of the Pilgrims' arrival in the New World

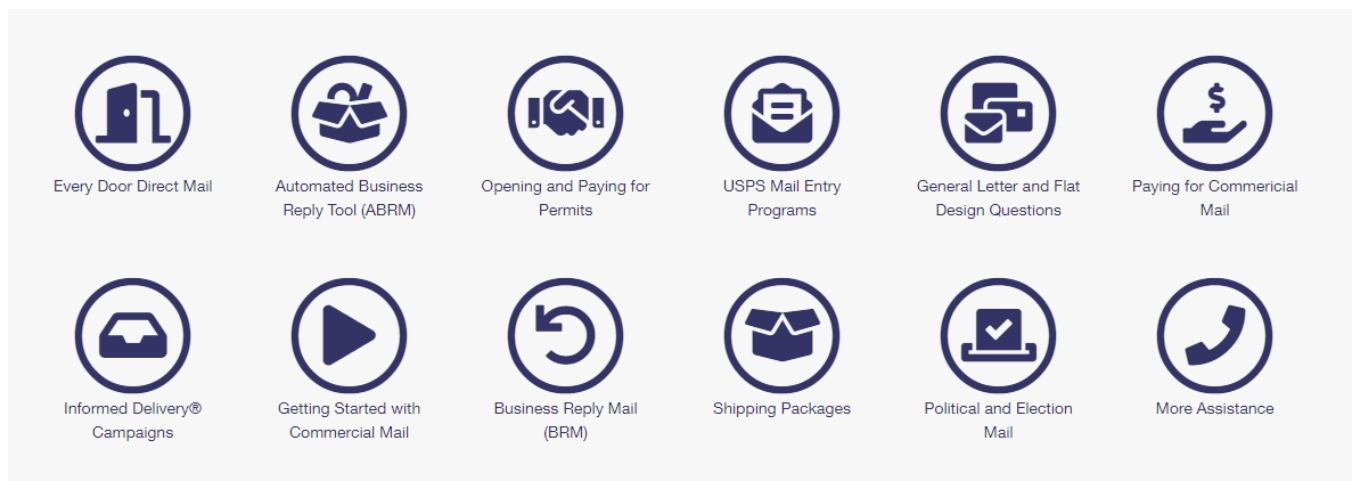
“These miniature works of art offer something for everyone interested in American history and culture,” said Stamp Services Acting Executive Director William Gicker.

“From notable figures such as golf legend Arnold Palmer and esteemed journalist Gwen Ifill to the cultural phenomenon of hip hop to a celebration of the great outdoors, this program is wide-ranging and adds to the history of our great nation as recorded through the U.S. stamp program.”

## **The Mailing and Shipping Solutions Center is Now Open**

The Mailing and Shipping Solutions Center is available for commercial customers Monday through Friday 7:00am-7:00pm Central. Please visit us at [postalpro.usps.com/solutions](https://postalpro.usps.com/solutions). If you cannot find what you are looking for online, please [contact us](#) to speak with a live agent.

Talk to a Live Agent Monday-Friday from 7:00am-7:00pm Central at [877.672.0007](tel:877.672.0007)



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# Seamless Acceptance

Providing mailers a **streamlined** mail acceptance process that offers **transparency** and **trend-based** reporting over a calendar month so mailers can **improve** their mail preparation **efficiency**.



Seamless Acceptance allows the USPS and mailers to answer 3 key questions by comparing information submitted in the electronic postage statement to mail piece characteristic data obtained during mail processing.

1. Have all pieces been paid for?
2. Have all of the pieces been paid for correctly?
3. Is the mailing prepared correctly?

## Benefits of Seamless Acceptance

- Verifications are performed electronically, reducing complexity
- Auto-finalization puts control of postage payment into your hands
- Longer mail production cycle
- Control over mail release timing without USPS intervention
- Allows for improved feedback and identification of trends
- Standardized acceptance and verification process
- Trend-based verifications measuring quality across a calendar month

## When are you ready for Seamless Acceptance?

- Your mail quality must be below Mailer Contact thresholds for 1 calendar month to move from Parallel to Seamless
- Any concerns would have been discussed and resolved while on Parallel

## Participation Criteria

To participate in Seamless Acceptance all pieces must be uniquely barcoded, included in electronic documentation (eDoc) and mailers must meet the following requirements:

- Meet all the content and price eligibility standards for the price claimed.
- Prepare 90% Full-Service eligible volume
- Participate in the Seamless Parallel Program
- Participate in eInduction for DMU-verified origin entry or destination entry-drop shipments

Prior to participating in Seamless Acceptance mailers must participate in an intermediate step, Seamless Parallel, to test out their mail preparation standards. While in Seamless Parallel, eDoc validations will be performed for informational purposes only.

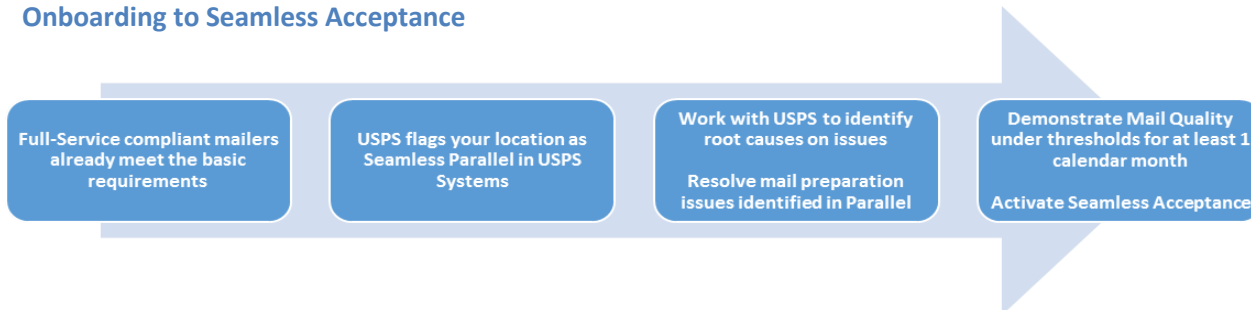
# Seamless Acceptance

## Seamless Parallel

During Seamless Parallel, there will be no changes to current acceptance and verification processes — mailings will continue to be accepted without interruption— while Seamless monitoring and reporting features are activated so that mail quality is available for review. This allows mailers to evaluate and improve their mail quality, business processes, and software in order to prepare mail that meet Seamless Acceptance quality standards.

Mailers are transitioned from Seamless Parallel to Seamless Acceptance if they are able to maintain mail quality measurements below the threshold for error percentages for one calendar month.

## Onboarding to Seamless Acceptance



## Statement Finalization

As a Seamless Acceptance mailer, electronic postage statements are no longer being finalized by an acceptance employee. On the Postage Statement Mailing Date (Mailer's mailing date identified in eDoc) the statement will be **auto-finalized**, which allows you greater control over postage payment.

- *PostalOne!* will perform balance checks on the payment account listed, for eDocs in UPD status, every 24 hours beginning 2 days before the mailing date
- In the event of insufficient funds an email will be sent to the VAE address defined by you in the Business Customer Gateway
- On the mailing date, *PostalOne!* will attempt to auto-finalize the mailing at 04:00; 10:00, 16:00, and 22:00 CST
- If the statement does not auto-finalize on the mailing date, *PostalOne!* will attempt to auto-finalize 4x per day for the next 14 days
- On the 15th day the statement must be manually finalized by a BME clerk after funds have been added to the account

## Seamless Verification Process

In the current verification environment, mail is verified manually by a an acceptance employee before entry and finalization. The employee performs a cursory review, collects Full-Service initial verification mail samples, conducts Performance-Based Verification (PBV) requested indepth verifications, and finalizes the postage statement.



# Seamless Acceptance

Seamless Acceptance automates the verification process, streamlining entry verifications. In Seamless Acceptance:

- The mailer's eDoc will be validated to ensure it has met the Seamless participation criteria
- Postage statement will be finalized by the system on the Postage Statement Mailing Date
- BME clerk will sample mail using the Full Service – Intelligent Mail Device (FS-IMD as flagged based on mailer's sampling frequency) or using the emulator tool
- Clerk will scan 1 container, 3 Sacks/Trays/Bundles, and 30 mailpieces.
- Dock clerk will scan containers at induction (eInduction) to the processing facility- this will be a future enhancement and is not currently occurring
- Mail Processing Equipment (MPE) scans will be collected as the mail is processed.
- Data gathered from the FS-IMD, MPE, and Surface Visibility (SV) scans will be compared to the eDoc to identify mail preparation errors.

## Error Verification Thresholds

Error thresholds are a method to measure mailer quality across all pieces mailed in a calendar month. For Seamless Acceptance mailings, the Postal Service uses error thresholds for all verifications plus undocumented pieces identified during sampling.

Error Type	Definition	Threshold
Undocumented	IMb was scanned and can not be found on any eDoc	.3%
Nesting/Sortation	Piece was placed on a different tray or bundle than was identified in the eDoc	1%
Delivery Point	Last 11, 9, or 5 digits of the IMb (the delivery point) do not exist as a delivery point in the USPS	2%
Postage	Postage Payment Method or Postage Affixed amount on the piece is different than what was identified in the eDoc	PAF—1.05%
Weight	Piece weight is different than what was identified in the eDoc	
Mail Characteristic	Logged when the Processing Category or Mail Class recorded in the FS-IMD Scan does not match what was submitted in the eDoc submission	PAF—1.05%

# Seamless Acceptance

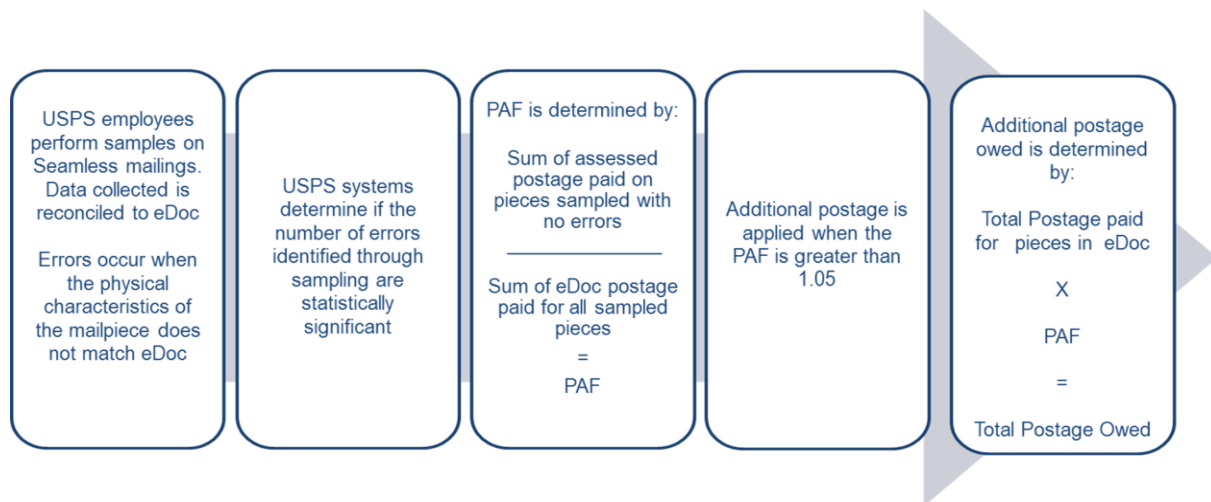
## Postage Adjustment Factor (PAF)

Postage Adjustment Factor (PAF) is a method to apply an error rate determined from handheld scanner samplings to the entire population of mailings within a calendar month. If a verification crosses a threshold, the mailer may be charged additional postage. Errors are measured over a calendar month and compared to the thresholds.

### PAF Assessment Collection Rule

USPS will only collect postage for sampling errors when a mailer has exceeded PAF more than 3 times in a rolling 12 month period. The 4th month over the PAF threshold in the rolling 12 month period is the month that will be assessed.

Each PAF, General or Mail Characteristic, will be separately evaluated for exceeding PAF during the rolling 12 month period. Any failures of the Mail Characteristic PAF regardless of Mail Owner will be included in the failure count for the eDoc Submitter.



Additional Information: Available in the Streamlined Mail Entry Publication located on PostalPro at <https://postalpro.usps.com/node/581>

## **ONLINE RESOURCES**

**Business Customer Gateway**

**<https://gateway.usps.com/eAdmin/view/signin>**

**Zip Code**

**<https://tools.usps.com/go/ZipLookupAction!input.action?mode=0&refresh=true>**

**Quick Service Guides**

**<http://pe.usps.gov/text/qsg300/q000.htm>**

**Mail Service Updates**

**<http://about.usps.com/news/service-alerts/welcome.htm>**

**National Customer Support Center**

**1-800-238-3150**

**PostalPro**

**<https://postalpro.usps.com/>**



As a valued mailer, we appreciate your business and look forward to providing you with exceptional customer service. If you have a question, suggestion or want to provide feedback regarding this BSN Newsletter, please press CTRL and click on the mailbox to submit your comments.

***The Business Service Network: "Excellent Customer Service that Delivers Results!"***