Lansing, Michigan
Area Mail Processing (AMP)
Public Meeting

November 9, 2011
Two Topics

Radical Network Realignment

Area Mail Processing Study
Mail Volume Shifting to a Less Profitable Mix

Volume in Billions of Pieces

First-Class Mail
- 2006: 98
- 2010: 78
- 2016: 54
- 2020: 39

Standard Mail
- 2006: 103
- 2010: 83
- 2016: 85
- 2020: 86
NETWORK CAPACITY

GROWTH Capacity Expansion

1970

CONSOLIDATION Excess Capacity

2006

2013
Potential Decrease in Processing Facilities Through 2013

As of 8/31/2011
Mail Processing Facility Footprint

487 Facilities Today

- Current Mail Processing Sites
Mail Processing Facility Footprint

Studying 252 Facilities for Potential Consolidation

🌟 Currently Under Study
🌟 Announced Sept. 15th
FUTURE NETWORK

- Support 2-3 day Service Standards
- Revised Entry Times
- Reduced Equipment
- Reduced Footprint

BENEFITS

- Eliminate Excess Capacity
- More Efficient Transportation Network
- Fully Utilized Workforces
- Significant Annual Savings
CHANGES

- Planning for new mail processing footprint and transport pattern
- Transitioning to 2-3 day service standard

OUR APPROACH

- Ongoing communication and collaborative solutions
<p>| | |</p>
<table>
<thead>
<tr>
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<tbody>
<tr>
<td>559,000</td>
<td>Total Career Employees</td>
</tr>
<tr>
<td>151,000</td>
<td>Total Mail Processing Employees</td>
</tr>
<tr>
<td>35,000</td>
<td>Fewer Mail Processing Positions</td>
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</table>
Topic

Area Mail Processing Study
DISTANCE BETWEEN FACILITIES – 72.3 miles
## BUSINESS CASE*

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Mail Processing Workhour Savings</td>
<td>$4,563,751</td>
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<tr>
<td>Mail Processing Management Savings</td>
<td>$1,563,649</td>
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<tr>
<td>Maintenance Savings</td>
<td>$3,482,245</td>
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<tr>
<td>Transportation Costs</td>
<td>$329,946</td>
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<tr>
<td>Proposed Annual Savings</td>
<td>$9,789,591</td>
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</tbody>
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*Preliminary results subject to change
EMPLOYEE IMPACTS*

Net craft impacts: -188

Net management impacts: -12

All bargaining employee reassignments will be made in accordance with the respective collective bargaining agreements.

*Preliminary results subject to change
CUSTOMER & DELIVERY SERVICES

- Supports a 2-3 day service standard for First-Class Mail
- Retail and other services
- Business mail acceptance
- Collection mail
- Delivery of mail
- Local postmark
NEXT STEPS

- Complete Area and HQ review
- Review Public Comments
- Continue Network Optimization studies
Mail additional comments to:

Manager, Consumer & Industry Contact
Greater Michigan District
PO Box 999631
Grand Rapids, MI 49599-9631

Must be postmarked by November 24, 2011