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## CORPORATE MOVE

Over 20 years ago United Mailing Services, Inc. began in the basement of our owner’s small New Berlin WI home. We had 5 employees that sorted out just 3 customer’s mail by hand. The changes and growth of our company and our industry since that beginning has been immeasurable. The mailing industry has gone from hand sorting letters and flats by Zip Code, to high speed automated mail equipment that can read addresses, spray barcodes, and sort mail at upwards of 50,000 pieces per hour.

Since our beginning in the late 1980s UMS has gone from our original 5 employees to employing over 220 full and part time workers today. Those first 3 customers, all of which we still provide services for today, have been joined by over 1,000 others. Our small operation has grown to 5 facilities across the state that service not just Wisconsin but Northern Illinois as well.

United Mailing Services’ Milwaukee area location (also our Corporate Office) had been located on 124<sup>th</sup> Street in Brookfield WI since 1992. Anyone who toured through our Brookfield location is aware that we had been

bursting at the seams of that building for a long time. It was time for us to move forward and we were more than ready to do just that.

Over the weekend of July 12-14 our Milwaukee area facility packed up and moved to our new building on 126<sup>th</sup> Street in Brookfield WI. With the muscle of over 100 employees who volunteered to help, as well as site support from our equipment vendors, we were able to accomplish the huge feat of physically relocating our entire operation over the course of just one weekend. We began our moving process the evening of Friday July 12<sup>th</sup> and by Monday morning United Mailing Services was back up and running. Every single UMS employee played a part in this huge accomplishment. We demonstrated a workmanship of coordination like the team we’re all honored to be a part of. Our employees as well as our management staff couldn’t be prouder of this huge achievement.

Today United Mailing Services Milwaukee area location is housed

in over 60,000 square feet of space. We now present the mail service provider showroom that we have always aspired to be. Our new building provides us with ample space for growth into new product lines, and also the ability expand the services surrounding existing product lines. In an effort to maintain our current growth momentum within our increased space, we’ve installed two new letter sorting machines to add to the eight we previously had. One of the new pieces is the APEX by Bell and Howell, a state of the art machine capable of running constantly at 50,000 pieces per hour.

Our new building is located less than one mile from our old one, which enables us to conduct our routes and customer pickups in exactly the



*Corporate Move Continued.....*

same manner as we have for years. We understand the importance of creating a seamless transition to our customers and we believe we accomplished that with our recent expansion.

We at United Mailing Services would like for our customers to be as excited as we are about one of the biggest changes in our history. Please keep us in mind for your next special mailing project. With our new facility we are not only expanding our foot print in the Milwaukee area but also the resume' of services we provide. We can help you save more on mailing, *printing AND fulfillment* in our new larger location!



**UMS Faces**

United Mailing Services, Inc. takes the opportunity to announce the retirement of Kim Flegler, a key member of our staff for over 15 years. At the end of 2013 Kim will step into his retirement the right way by golfing, hunting, participating in the shooting sports, ATV riding, working on his hunting land, and most importantly spending more time with his wife and five wonderful grandchildren.

Kim Flegler joined the UMS team in 1998. Out of the 23 years he has been in the mailing industry 15 of those have been spent with us. Through his hard work, dedication, and persistence, Kim has been instrumental in bringing new accounts to United Mailing. Beginning as an Account Representative, Kim worked up our corporate ladder into the position he currently holds of Corporate Sales Manager. He's made himself a respected commodity in not just the Fox Valley area but representing UMS throughout the entire state of Wisconsin. He is a valuable part of our team who will be missed by not only his coworkers but his customers as well.

Kim has appreciated his time with UMS and the opportunities that the company has provided to him. He commented that the best memories of the years he spent in the mailing industry are of the special people he's met along the way. These individuals started out as customers,



work associates, or vendors, and because of the mailing industry and the commitment we all have to it, many of those people are now personal friends. "I've been very fortunate to be a key member of the UMS team for so many years. I was surrounded by quality people here at United Mailing Services who made my job enjoyable and very rewarding. All I had to do was find the business and sell the account, they are the ones who provided the day to day service that made me look good." - Kim Flegler

Kim personally thanks both Jim Kolb and Dean Mair for believing in him and granting him the opportunity to be such a big part of the growth and success United Mailing Services has accomplished. Jim, Dean and the rest of the United Mailing Services' staff wish Kim the best in his retirement and thank him for all that he has done for us. We couldn't have done it without him!

United Mailing Services, Inc. would like to introduce Jesse Radatz, the newest member of our team. Jesse will be stepping into the position of

customer account representative for the Oshkosh and Green Bay areas of UMS. Having grown up in the Oshkosh area and



coming from a back ground of material delivery, construction sales and large commercial sales, Jesse understands well the importance of vendor and customer relationships.

As an avid outdoorsman currently residing in the Fox Valley area, Jesse has been familiarizing himself with his local clientele. Spending free time boating, ATV riding and sport shooting are very common activities for those who live in the area. With common interests and 14 years' experience in customer service related fields we're confident Jesse will fit right in with our Oshkosh and Green Bay team.

Welcome to United Mailing Services Jesse! We look forward to our prosperous future.

## Area Mail Processing Network Optimization

Over the course of the last several years the United States Postal Service has conducted studies on several Area Mail Processing and Distribution Centers (P&DCs) across the country. These studies have looked at the possibility of consolidating mail operations of one or more USPS P&DC to improve efficiencies and decrease overhead costs for the USPS. Due to the decrease in First Class Mail volumes the USPS is forced to come up with a plan to utilize their current equipment and personnel more efficiently. They refer to their consolidation plans as Network Optimization.

These Network Optimization studies have hit home here in Wisconsin on more than one occasion. Last year our local Oshkosh area Post Office underwent radical changes in the processing, distribution and transportation of outbound mail. UMS was picking up, processing and submitting our customer's mail through every step of that USPS progression. Now we are being faced with the same changes in our Wausau and Madison P&DCs.

The Great Lakes Area USPS is currently in the process of consolidating their Wausau Processing and Distribution operations with the Green Bay area's USPS. This means that the Wausau Post Office will still accept mail, however the mail will now be sent to Green Bay for processing. United Mailing Services will continue to service our customers in the area out of our Wausau facility tomorrow and in days to come, in the same manner in which we have for over a decade. As demonstrated with the Oshkosh USPS consolidation, UMS has made and will continue to make these changes as seamless as possible to our customers.

In the upcoming months the USPS will expand their Network Optimization Plan in Wisconsin to include the Madison area P&DC consolidation into Milwaukee. With UMS Madison being our second largest site we will continue, as we have done in Wausau and Oshkosh, to provide local service to those customers in the Madison and surrounding areas.

These Area Mail Processing studies are being conducted in the constant effort for the Postal Service to continue to provide the services their customers have come to depend on. No matter the outcome of any Wisconsin area study please rest assured that UMS will have a plan in place to continue processing our mail without interruption or delays. Any questions or concerns regarding our processing or the USPS plans of Network Optimization can be directed to any UMS account representative or local office.



According to media stories, the US Postal Service is raising our postage by \$0.03 a stamp. Or are they? The United States Postal Service is in financial crisis or as the Postal Governing Board refers to it a "precarious financial condition". And despite the severe hardships, the Postal Service is still being held under a Federal Mandate to prefund billions of dollars per year in future retirement benefits for their employees. The US Postal Service is well aware of their current financial situation. They also know that an action plan needs to take place.

On September 26<sup>th</sup> 2013 they proposed two different rate case requests to the Postal Regulatory Commission (PRC). The PRC is an independent agency that was created by the Postal Reorganization Act of 1970 to oversee the US Postal Service. They monitor things such things as delivery standards, mail classification, major service changes and most affectively, postage rates. The first proposal that the USPS sent to the PRC in September was a Consumer Price Index (CPI) price adjustment. This is a postage increase which we have grown accustomed to occurring every January. A CPI increase would raise the cost of a First Class letter postage stamp 1.6% or \$.01 bringing it to up \$0.47.

The second request, a proposal for an Exigent Rate Case was submitted mere hours later right on the heels of the CPI rate increase. If it goes through, an Exigent Rate Case postage hike in addition to the CPI adjustment would raise the cost of a First Class letter by 4.3% or \$.03 making the cost of a First Class letter \$0.49.

Vice President of United Mailing Services, Mark Kolb has expressed concerns about the path the USPS and the US Congress are leading our industry; "The CPI will most likely go through as usual. What happens with the Existing Rate Case is anyone's guess. Congress however needs to do something to help the USPS recover from their financial distress. Is an Exigent Rate increase the best option? We're not sure, but the USPS has asked Congress for 5 day delivery, they have proposed and begun a network realignment that allows mergers and closures of USPS Processing and Distribution Centers. These plans are a start in helping to alleviate administrative issues and costs such as pre-funding accounts. But it's not enough. Congress has not been obliging with these requests. Something needs to be done now to help out the mailing industry. We need it."-Mark Kolb, United Mailing Services.

The PRC is currently in the process of reviewing both the CPI and Exigent Rate Case request which have been presented, and will make a decision on whether one or both will take in January of 2014. Because of the Government shutdown, it is not clear which rate case will go into effect, but it is almost certain that there will a change to postage in some form soon.

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# Seamless Acceptance

**UMS is proud to announce that we have become one of the first mail service providers in the country to assist the USPS as a pilot test site for their Seamless Acceptance process. Being a pilot site we get to work hand-in-hand with the USPS in developing the rules and regulations surrounding these changes. UMS has been a Full Service IMB provider for over 3 years now which has fully prepared us to take the next steps with the USPS. The mailing industry is becoming more efficient and Seamless Acceptance is the next technological advancement in that process.**

**We look forward to the challenges the future will bring to UMS and our industry. As always we strive to move forward to better serve our customers. Being one of the first pilot test sites for the US Postal Service ensures that we will be on top of the game with the changes that are coming our way**