

More service, more revenue, more jobs



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Our society has changed. There was a time when we all went to brick-and-mortar stores to purchase food, household supplies, clothes and other items. Americans now

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work longer hours, have busier lives and simply do not have as much time to shop as in years past. There is an ever-growing need for convenience and the saving of time. This need is partially responsible for the e-commerce boom that has resulted in significant increases in parcel volume. We expect that trend to continue.

Many people (including me) also have grown more impatient in some ways—when we want something, we want it now. We don’t care that it’s a Sunday or a holiday, we want it now. So if a company can save people time and get goods in their hands quickly, 365 days a year, it will be in a great position to succeed.

With all of this in mind, we believe that one of the best ways to increase revenue for the Postal Service is to expand service to the American people, both inside and outside of our traditional delivery days and hours, using our processing and delivery networks that are currently in place to provide such services.

Ensuring job security for letter carriers is at the very core of our mission as a union. A thriving and financially strong employer provides the foundation for this job security.

It is no secret that the Postal Service has faced financial challenges in recent years due to the onerous requirement to pre-fund retiree health benefits years in advance and to the loss of mail volume following the Great Recession. While we continue to work toward a legislative fix for the pre-funding, we also have worked with the Postal Service to find new ways to replace the revenue that was lost when mail volume plummeted in 2009.

More and more companies are realizing that the most affordable and trusted way to deliver to their customers is by using the Postal Service. The people of this country want professional, uniformed letter carriers to not only deliver their mail six days a week, but to deliver whatever they want when they want it. Why? Because they trust us and the excellent service we provide.

Below are descriptions of three pilot programs that are currently underway.

Sunday and holiday parcel delivery—For several months, we have been delivering parcels on Sundays and holidays, 365 days per year, in many locations. The test began in November 2013 in about 900 ZIP codes. Currently, this pilot covers 7,000 ZIP codes. We have provided excellent service, as always. This effort has been an overwhelming success and we look forward to it being a large part of our future.

Early morning grocery delivery—We recently began an early morning grocery delivery pilot in 19 ZIP codes in the San Francisco area. We deliver groceries between the hours of 3 a.m. and 7 a.m. These groceries were ordered by the customer the day or night before they are delivered. Thus far, this test has been a success. Think about the opportunity to order groceries and other items at 9 p.m. and have them dropped by your door before you wake up the next morning. This has unlimited potential in the future.

Safety is always the most important part of any work we perform. It is especially important during these early morning hours. Several steps have been taken to keep the letter carriers doing this work as safe as possible. These steps include lighting devices both on the vehicle and for use by the letter carrier, special clothing and collaboration with the Postal Inspection Service and other local law enforcement agencies.

Bottled water delivery—Bottled water delivery has become a huge business, particularly for businesses and residents of large cities. Currently, companies either have their own delivery service or hire a private company or individual to deliver their products. Companies simply cannot deliver as efficiently on their own as we can with our nationwide delivery network. We are starting a pilot where letter carriers will deliver bottled water. This pilot is just beginning, but has a promising future.

I want to thank the letter carriers and branch leaders in these test locations who have worked to make these tests successful. We have unlimited untapped opportunities now and in the future to provide more services like these for our customers, generate more revenue to strengthen the Postal Service and create more jobs for our craft to enhance job security.