

Latest updates



Timothy C. O'Malley

Our latest organizing numbers are in, and we currently are at 82.8 percent organized for city carrier assistants (CCAs). There are approximately 39,594 CCAs; of those, 32,776 are NALC members, leaving a little more than 6,818 who are not members. We have asked all national business agents and branch presidents to work to improve the overall percentage of CCAs in the union. We hope everyone in each work unit can assist in talking with CCAs to tell them about the NALC history and the benefits of being NALC members.

For career letter carriers, we are currently at 93.2 percent organized. Our total craft percentage is 91.2 percent. Keep the NALC strong. Let's

work toward having a 100 percent union membership.

Retirees maintaining membership

Don't miss out once you retire. I would like to encourage all those retiring to take the time to complete Form 1189, a "Request and Authorization" for payment of NALC dues through annuity deductions. NALC Headquarters automatically sends a letter and Form 1189 to every active member flagged "RET" on the dues withholding list. A member completes their portion of the Form 1189 after receiving a retirement number from the Office of Personnel Management (OPM), which assigns the number to those who apply for retirement under either the Civil Service Retirement System or the Federal Employees Retirement System. The member then submits the 1189 to the branch, which enters the annual branch dues amount and signs the form. The branch sends the completed original to NALC Headquarters (not to OPM), keeps one copy in the branch files and gives another to the member.

Our union is unique and retirees play a vital role in our organization. Believe me when I say that there are some out there who want to make changes to the Postal Service and legislation that could affect both active and retired members. We need to be united in all our efforts to protect our members. Retain your membership.

Customer Connect

So far this year, we have achieved \$52,066,072 in revenue through Customer Connect. Please keep up the excellent work. Bring in those leads and sales. Letter carriers know where and how to find the money. This is job security for all.

Congratulations to Arizona Merged Branch 1902 letter carrier Ron Schmitz. His lead for Brock Supply Company recently closed for \$3,437,344 in new revenue.

Schmitz is an advocate of the Customer Connect program and has had several sales in his career. He noticed that Brock Supply, a large auto parts company, was shipping the majority of its items with UPS. The company had been taking customer orders from the company website and multiple e-commerce markets, and then using UPS to ship items from its three U.S. locations. Schmitz approached the business about shipping with the Postal Service to help the company reduce costs, improve delivery standards and avoid dimensional weight surcharges.

Brock Supply's transition to Priority Mail is expected to save the company in excess of \$1 million annually. Most importantly, it will generate more than \$3.4 million in new shipping revenue for the Postal Service. That's what I call a sale. Congratulations!

Oak Brook, IL Branch 825 member Tim Radez saw a new company move in on his route called Big Bats of Wauconda, IL, which sells autographed sports memorabilia. The carrier noticed that the company was shipping its items by UPS, so Radez decided to approach owner Greg Malonski. Radez told Malonski about the benefits of mailing through the Postal Service and using Priority Mail, and that for orders under \$50, there were no insurance fees and the items would be delivered in two to three days. The owner was receptive to changing to the Postal Service. Arrangements were made and software installed, and the company spent \$510,000 in shipping in 2015. Outstanding job, Tim! Keep up the good work.

Long Island Merged, NY Branch 6000 member Justin Puglisi noticed a company on his route was using the competition and submitted a Customer Connect lead. PetCareRX is a leading online retailer that sells medications and supplements at up to half off what they would typically cost when purchased from veterinarian offices. The company markets its items through a website and offers additional pet care products.

PetCareRX does more than \$43 million in business annually, and previously had been solely using UPS to ship all of its products. The company expressed that it needed better pricing to stay competitive, but that it also needed better transit time than it is currently getting from the competition. It was also not happy about dimensional weight charges that UPS began to impose.

USPS business development specialists shared that we could do a cost analysis if the company was willing to provide the piece-level data and box sizes, which it did not hesitate to do. Continuing to work with the customer on its overnight and the ounce-based packages will lead to new revenue of \$1,539,000.