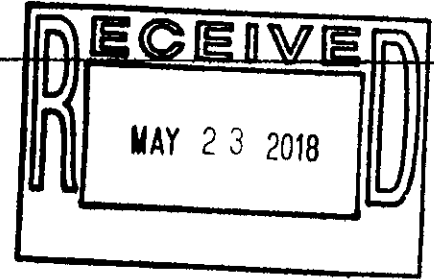


LABOR RELATIONS



May 23, 2018

Mr. Brian J. Wagner
President
National Association of Postal Supervisors
1727 King Street, Suite 400
Alexandria, VA 22314-2753

FAXED

Dear Brian:

As a matter of general interest, the Postal Service intends to test the delivery of simplified addressed Valpak mailings with an associated detached address labels (DALs).

The anticipated total mail volume in the test mailings is expected to include approximately 500,000 pieces. The test will have several types of mail pieces. A portion of the test will consist of a fully addressed Valpak barcoded blue envelope. While the remaining portion of the mailing will consist of the blue Valpak envelope with a simplified address format (no City/State/ZIP Code) with a delivery point barcode in addition to DALs that will be associated with each of the simplified address mail pieces.

The processing of both the envelopes and the DALs for each zone will occur in DPS operation on the same day.

The test is tentatively scheduled to begin with the Tampa, Florida P&DC and Manasota, Florida P&DC the week of May 21 with additional mailings to be received in June and July.

Enclosed are final draft copies of the following:

- *Delivery Employee Stand Up Talk - Valpak*
- *List of ZIP Codes with projected mail pieces*
- *Sample format of the mail pieces*

Please contact Bruce Nicholson at extension 7773 if you have questions concerning this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Alan S. Moore".

Alan S. Moore
Manager
Labor Relations Policies and Programs

Enclosures

DELIVERY EMPLOYEE STAND UP TALK

MAY 2018

Valpak

This site has been selected as a pilot site for a series of Valpak mailings over the next three months. The first mailing is anticipated to be on or about May 21, 2018, with the additional mailings to follow in June and July.

There will be up to three tests of these mail pieces that you will deliver during this pilot. The pieces during the pilot are existing letter-shaped Blue Envelopes with a simplified address. The pilot mail pieces will include the street address and the IMB barcode. The pilot mail will "NOT" have a City, State or Zip on it and will look like the example letter below.



This mail will arrive mixed and is to be delivered with the rest of the mail as is. Do not remove or separate the "Valpak's".

Piloting this concept is an opportunity for the Postal Service to increase revenue by inducing additional mail volume from various mailers and to evaluate opportunities to create a new product to meet industry demand. Your attention to these mail pieces over the coming months is appreciated and is important to the success of this pilot.

**Valpak - DAL Test Sites
Tampa PDC Manasota PDC**

<u>PlusOne customer</u>	<u>ZIP</u>	<u>Quantity</u>
BeeGreen Lawn	33701	4690
BeeGreen Lawn	33703	580
BeeGreen Lawn	33704	4295
BeeGreen Lawn	33705	435
BeeGreen Lawn	33708	2749
BeeGreen Lawn	33772	2012
BeeGreen Lawn	33774	407
BeeGreen Lawn	33776	4249
BeeGreen Lawn	33785	583
BeeGreen Lawn		
Doma Home Furnishings	33547	4219
Doma Home Furnishings	33556	6827
Doma Home Furnishings	33596	5781
Doma Home Furnishings	33625	3996
Doma Home Furnishings	33626	9518
Doma Home Furnishings	33635	459
Doma Home Furnishings	33706	6520
Doma Home Furnishings	33707	1736
Doma Home Furnishings	33715	1744
Doma Home Furnishings	33756	5036
Doma Home Furnishings	33767	3681
Doma Home Furnishings	33770	498
Doma Home Furnishings	33786	785
Doma Home Furnishings	34655	526
Doma Home Furnishings	34677	8236
Doma Home Furnishings	34685	6768
Doma Home Furnishings	34688	3094
Doma Home Furnishings	34690	576
Doma Home Furnishings		
Essentials Massage of Trinity	34653	541
Essentials Massage of Trinity	34655	9459
Essentials Massage of Trinity		
Ha Ha Sedation & Family Dentistry	33615	3514
Ha Ha Sedation & Family Dentistry	33634	1892
Ha Ha Sedation & Family Dentistry	33635	4594
Ha Ha Sedation & Family Dentistry	33761	6575
Ha Ha Sedation & Family Dentistry	34663	10000
Ha Ha Sedation & Family Dentistry	34695	3425
Ha Ha Sedation & Family Dentistry		
Nascar Car Wash	33708	3330
Nascar Car Wash	33764	1317
Nascar Car Wash	33770	482
Nascar Car Wash	33771	6201
Nascar Car Wash	33772	5575
Nascar Car Wash	33773	4910
Nascar Car Wash	33777	5664
Nascar Car Wash	33778	521
Nascar Car Wash		
Service Masters	33755	6239
Service Masters	33756	553
Service Masters	33765	3208

**Valpak - DAL Test Sites
Tampa PDC Manasota PDC**

Service Masters		
Shell's Seafood	33624	5070
Shell's Seafood	33625	4930
Shell's Seafood		
Westshore Pizza	33606	986
Westshore Pizza	33629	9014
Westshore Pizza		
Yacht StarShip	33511	12133
Yacht StarShip	33534	627
Yacht StarShip	33548	2601
Yacht StarShip	33549	3986
Yacht StarShip	33558	6900
Yacht StarShip	33559	625
Yacht StarShip	33569	5542
Yacht StarShip	33572	441
Yacht StarShip	33578	6261
Yacht StarShip	33579	4359
Yacht StarShip	33596	637
Yacht StarShip	33602	345
Yacht StarShip	33603	1681
Yacht StarShip	33606	951
Yacht StarShip	33607	2460
Yacht StarShip	33609	4563
Yacht StarShip	33610	183
Yacht StarShip	33611	7444
Yacht StarShip	33612	2399
Yacht StarShip	33613	1577
Yacht StarShip	33616	2556
Yacht StarShip	33617	4655
Yacht StarShip	33618	9274
Yacht StarShip	33624	7349
Yacht StarShip	33637	5162
Yacht StarShip	33647	16389
Yacht StarShip		
Your Home Services	33510	4296
Your Home Services	33511	1609
Your Home Services	33527	998
Your Home Services	33584	3370
Your Home Services	33594	7972
Your Home Services	33596	1757
Your Home Services		

Sample Detached Address Labels (DALs)

**BUY A
SHELLS IS APPETIZER
ON APPETIZER
WEDNESDAY!**

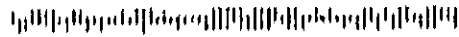
Spicy Shells
CRAB CAKES

NOW OPEN IN CARROLLWOOD!
14388 N. Dale Mabry Hwy. 1-813-488-3823

OFFER GOOD 5/15/2018. One FREE of Appetizer for which you pay One (one) price. Card must be displayed in person. Offer is only available on Wednesdays. Offer is subject to change without notice. ©2018 Valpak Direct Marketing System, Inc. All rights reserved. See back of card for restrictions.



1 Valpak Avenue North
St. Petersburg, FL 33716



*****ECRWSS**R007
 859141 TF T1 P1 0001
 TO OUR FRIENDS AT
 10714 KEY LIME WAY
 TAMPA FL 33624-5211

USPS Regulations require that this address label be delivered with its accompanying postage paid mail. If you should receive this card without its accompanying mail, please notify your local postmaster.

**FREE
HYBRID
WATER
HEATER**

-OR-

\$1000 OFF
High Efficiency A/C System



1 Valpak Avenue North
St. Petersburg, FL 33716



*****ECRWSS**C004
 859141 BB T1 P1 0001
 TO OUR FRIENDS AT
 1007 LAKEWOOD DR
 BRANDON FL 33510-2822

USPS Regulations require that this address label be delivered with its accompanying postage paid mail. If you should receive the card without its accompanying mail, please notify your local postmaster.

Accompanying Valpak Piece

