

5 Cent Surcharge - Coming Soon!

This is a reminder to all our customers that Canada Post's mailing plan upload into the Electronic Shipping Tools will be mandatory on **July 20, 2009** for Addressed Admail™ LCP and Publications Mail™ LCP. It will remain optional for Incentive Lettermail™ (Transactional Mail), Machineable Addressed Admail™, Machineable Publications Mail™, and Machineable Incentive Lettermail™. **IF YOU DO NOT USE THE MAILING PLAN UPLOAD AFTER THIS TIME, YOUR MAILING WILL BE SURCHARGED \$0.05 PER PIECE FOR THE ENTIRE MAILING.** A reminder will be added to the software as well as the Statement of Mailing

In addition to producing a mailing plan and uploading this plan into the Electronic Shipping Tools, it will become mandatory to produce container and bag tags with a bar code and/or human readable data for Addressed Admail™ LCP and Publications Mail™ LCP.

To make sure you are ready for the deadline, you should already be creating mailing plans for your Admail and Pubs mailings. The EST import system on both the online and desktop version has been up and running since mid-January and is performing very well. Keep in mind that bar coded container/bag labels are slightly larger than the previous labels. They fit 4 to a sheet of 8.5" by 11" paper. If you will be using your own stock, please make sure you adhere to the requirements: minimum 32lb bond, 65lb cover, or 90lb index stock.

We still have copies of the Canada Post publication "Improvements to Preparing and Depositing Your Orders". Please contact Virginia at Virginia@flagshipsoftware.com if you would like a copy mailed to you. Next month we will include detailed instructions on producing the mailing plan within **iAddress™**.

Canada Post News



Canada Post will be phasing out the desktop version of the Electronic Shipping Tools next year. It will be replaced with an improved version of the online system. This new version should be released in September but will run in parallel with the desktop system until they phase it out.

Paying for US Mailings

As of May 1, 2009, the USPS will no longer accept US dollar cheques drawn on Canadian banks. They will only accept cheques drawn on US banks or US branches of a Canadian-owned bank. These cheques will contain a 9-digit routing number versus the Canadian 8-digit number.

They will accept payments made through their Centralized Account Processing System (CAPS) which you may already be using. They will also accept US dollar bank drafts as long as the draft is drawn on a US bank and has a 9-digit routing number.

We checked with five Canadian banks (Bank of Montreal, CIBC, Royal Bank, Scotiabank, and TD Canada Trust), and found that all sell bank drafts which fit the criteria for USPS payment. Only the Royal Bank has a US dollar account with the 9-digit routing number. If you are using a bank other than these five, make sure their draft is drawn on a US bank (that is still around!) and has the 9-digit routing number.



Hot Off The Press!

The Canada Post Corporation Strategic Review Report of the Advisory Committee originally scheduled to be completed in December 2008, has been published. There are some very interesting recommendations.

1. Deregulation:

It was recommended that Canada Post not be deregulated with the exception of the following (Recommendation #10):

"that outbound international mail be open to competition, as has been the practice (if not the law), as a single incremental step towards the liberalization of postal markets that is unfolding internationally."

This is fantastic news for mailers preparing and inducting mail directly into the USPS. While not yet law, this is an excellent step toward resolution.

2. Canada Post as a competitor:

The Advisory Panel is recommending that Canada Post leverage its networks to develop other activities and revenue streams as long as these are related to its core business. The exclusive privilege revenue cannot be used to finance these additional commercial operations.

They state that the ability of Canada Post to make acquisitions, enter new markets and be involved in international activities requires clarification by the federal government. They recommend, when the government decides that a new commercial venture is appropriate, that Canada Post will have the authority to spend up to \$100 million at any time without additional approval. This will allow them the ability to respond quickly to business opportunities.

3. Postal councils:

The Advisory Panel recommends the formation of a major postal users council, a rural postal council, a small and medium-sized enterprise council as well as continuation of the national advisory council.

4. PAP Subsidies:

It has been recommended that Canada Post's PAP obligation should end as of March 2009. As this date has already passed, it will remain to be seen how this affects Canada Post's obligations with respect to the Canada Periodical Fund.

The Advisory Panel also recommends a review of the new distance-based pricing for Publications Mail to make sure rural Canada is not adversely affected by the pricing structure.

For further detail and to read the full report, please refer to:

www.cpcstrategicreview-examenstrategiquescpc.gc.ca



Referrals

Thank you to our customers who provided us with their referral information. We have already used the list for enquiries related to Addressed Admail and Publications Mail. If you would like to be on the list, please send your full sales contact information as well as the services you offer and preferred size of mail job to Virginia@flagshipsoftware.com.



Training Course Update

Our **last** training course before the summer will be Wednesday June 3, 2009 at our Richmond Hill Technical Office. We will not be running training courses for July and August. In deference to the late start to the school year, we will resume training on Wednesday, September 16.

If you need training during the summer, please e-mail Carolyn@flagshipsoftware.com to arrange a web session. We can provide a 20 to 30-minute introduction or refresher on the software at your convenience.

