

# National Association of Presort Mailers



# NAPM's Objectives

- Represent the interests of all presort mailers,
- Improve communications with the USPS by providing a unified channel of communication from presort mailers to the USPS.
- Promote professional and ethical business practices among members.
- Promote the understanding and compliance by presort mailers with the USPS regulations through educational programs
- Develop and improve USPS programs to produce cost savings and service benefits for presort mailers and the USPS.

# National Association of Presort Mailers

Mail Processing: barcoding and sorting

and

Mail Consolidation

# Hallmark of the Industry

The Multiline Optical Character Reader  
or  
“MLOCR”

**Bowe, Bell & Howell**

***CRITERION*** 





# The Core Business

## Mail Consolidation

Average Bureau has circa 100 customers,

so: 200 bureaus means 20,000 mailers

# Mail consolidation

- More important than prebarcoding and presorting.
- Makes worksharing discounts available to many more mailers.

# Mail Volume

Industry as a whole probably processes:

- 35 billion First-Class letters per year or about 2/3rds of all automation First-Class letters, and
- an unknown but substantial and growing number of Standard Mail letters

# NAPM

- Founded in 1983
- Joined MTAC in 1986

# NAPM

## Rates and Rules

# Rates

Intervened in every rate omnibus case since 1986

Working with other Associations, especially the American Bankers Association, but also the Major Mailers Association , have increased workshared discounts in every case in which we have participated.

# Rules

As important as rates, and workshare discounts are, rules can be as or more important.