

Postal Regulatory Commission

Buffalo, New York June 28, 2010

Statement of Richard Salanger

First, I would like to thank the Commission Members and the Staff for the opportunity to share my comments here today and I hope that their decisions and recommendations continue to keep our Postal Service number one in the world.

I appear at this hearing today wearing two hats: one representing my company, Salanger Trucking, our employees and the postal patrons we serve from Albany to Rochester and from the Canadian border to Binghamton in New York State; and my second hat as a Board Member of the National Star Route Mail Contractors Association (NSRMCA).

When I first heard of the change to 5 day delivery I was totally concerned because I think many people thought that the Post Offices would be closed on Saturday. I think the plan that was published in March of this year by the Postal Service to keep the offices open and to deliver the Post Office Box Mail and Express Mail a very well thought out plan for the future. One alternative that I am not in favor of is the closing of Post Offices across the Country. I also hope that the highly publicized and discussed Pension and Health Benefit Funding will be corrected and a more accurate plan is put into place for the future. My industry has been giving back revenue for at least the last four years. We have had scheduled trips cancelled on Sundays and Holidays, schedules reduced to reflect the decline in volumes and contract rates frozen and in some cases reduced without any service changes. Our Employees have been great and they have sacrificed hours and pay raises to help. The Postal Service has re-vamped their Transportation Networks, Consolidated Administration Offices and Districts, converted expensive air and rail transportation to a more flexible and less expensive Highway Transportation, reduced workforce and finally closed and consolidated underutilized processing plants. Mr. Potter and his staff have not been sitting back and watching the ship sink. I think that the 6 to 5 day delivery

and the changes I mentioned above are just a sign of the times and the effect the internet has had on our world and the way we conduct business today.

One of the biggest impacts I see are the daily newspapers that our trucks deliver on Saturday's. Unless the subscriber's have a Post Office Box they will not be delivered until Monday. However, as in the case of my local newspaper it is about a third of the size that it used to be and a lot of the news is on their website. Most of the articles and features tell you to go to the website for the complete story and additional photos. In Syracuse we used to have two daily papers and now we are down to one. The next comment I would like to make is the shipments of live animals thru the Mail. I can tell you from firsthand knowledge that these shipments get some of the best care and the "White Glove" treatment. In many cases the carriers do not even deliver to the recipient because they are usually called when they get to the office and instead of waiting until later in the day for their carrier they opt to go to the Post Office to pick them up(which will be open on Saturday). The pharmaceutical Industry has concerns but can't they ship a day earlier? If the shipment is that critical maybe the client needs to have a box or maybe there could be some sort of new class of mail for critical drugs that need to be available at the Post Office on Saturdays. I also can see a big push to rent Post Office Boxes, but I also see that as a first year occurrence and after the customers see how little Mail they get on a Saturday that they will not spend the money the following year to rent a PO Box.

The comments from the NSRMCA have been put into the record already and we have had members of our Association at previous Hearings so I will not be repeating our concerns today on the 6 to 5 change. However, I would like to discuss what I have heard from our members at recent Association meetings in Springfield, Mass., White River Junction, Vermont; Bangor, Maine and my observations from reading the transcripts from previous hearings that are published on the PRC website.

One of the main concerns of those I talked to was the extra workload on Mondays and the day after a Holiday. However there are changes to the Contract Frequencies that will allow more sorting time to offset any delay in “getting out on the street”. The concerns expressed on the PRC website are very real and important to every company but I believe that they will adjust to 5 day delivery and down the road they will be hard pressed to remember how they operated on a 6 day delivery.

The Postal Service has always been able to adapt to numerous un-planned situations, natural disasters and now the economic decline. I am sure they will persevere to remain the best in the world and we will all rally to keep it that way. There is only one thing in our world that is not reversible and I am sure that if this plan does not work, does not produce the estimated savings or serve the needs of the public we could go back to the 6 day delivery again. I have had neighbors tell me that a long time ago we had two home deliveries every day. A lot has changed since that was the case and we are still here doing a top notch service to the American Public.

Thank You

Richard Salanger