

# WNY PCC NEWSLETTER

April 2019



Greater Rochester PCC





# Mark Your Calendar

» UPCOMING EVENTS

## Distinguished Speaker Event

### Steven W. Monteith

Vice President, Marketing

Steven Monteith was named Vice President of Marketing in October 2016. He reports to the Chief Customer and Marketing Officer and Executive Vice President and will help develop and implement strategies, policies and programs that reflect the Postal Service's strong emphasis on industry growth at every level of our organization.

In this role, Monteith manages USPS marketing and branding strategies and objectives, which will allow him to leverage his extensive experience in multiple disciplines, including marketing, sales, finance, pricing and technology. He oversees Brand Marketing; Customer and Market Insights; Industry Engagement; Product Management—Mailing Products and Services; Product Management—Shipping Products; Stamp Services; Mailing Standards and the Pricing and Classification Service Center.

Monteith has been with the Postal Service 29 year and began his postal career as a management intern performing various roles in operations, finance, marketing and retail. He has a master's degree in Business Administration from the University of Maryland and a bachelor's degree from Columbia University.



Steven will present on the benefits of Informed Delivery for the advertiser and business mailer.

**Date: Wednesday April 17, 2019**

**Registration: 11:30**

**Luncheon: 12:00**

**Presentation: 1:00**

**Where: Brook Lea Country Club  
891 Pixley Road  
Rochester NY 14624**



Sponsored by BCC Software

[Buffalo Niagara PCC Register Here](#)

[Greater Rochester PCC Register Here](#)

**2019 WNY USPS/PCC Golf Outing**  
**5/17 & 9/20**  
**Shotgun Start 12:00**  
**4 Person Scramble**



**Terry Hills Golf Course**  
**5122 Clinton Street (Rte 33)**  
**Batavia, NY 14020**

Cost is \$105 and includes golf, cart, Hot Dog/Hamburger during the round, dinner after the round, 50/50 (\$10) and Raffle Tickets (\$10)

\*\*Dinner Only Price is \$30 (\$50 with pre-purchase of 50/50 and Raffle Tickets)\*\*

**Contacts:**

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Don Newton (585) 272-5719  
Tom King (716) 846-2530  
Derek Spencer (716) 842-4719

**Sponsor a hole, only \$100.00. Or sponsor both events for only \$175.00! Contact Terri Ringler @ 716-846-2536 or email [therese.r.ringler@usps.gov](mailto:therese.r.ringler@usps.gov)**

## Still on top

USPS wins multicultural business award again



*For the eighth consecutive year, USPS has received the top Omni50 Award from the social media and networking organization Omnikal.*

The Postal Service has once again been recognized as the top government agency for multicultural business opportunities.

This is the eighth consecutive year USPS has received the top Omni50 Award from Omnikal, a social media and networking organization with 2.1 million members.

The annual award recognizes agencies that offer opportunities for small businesses and entrepreneurs. The recipients are determined by Omnikal members' responses to questions about the agencies' efforts to do business with companies led by women and minorities.

The Postal Service registers small businesses, hosts workshops, holds one-on-one business meetings and posts materials online to guide business owners in marketing their supplies and services.

“We recognize supplier diversity as an essential part of our procurement strategy and we believe it strengthens our competitiveness in the marketplace,” said Supply Management Vice Susan Brownell. “The Postal Service is honored to receive this award and we remain focused on maintaining a competitive and sustainable supplier base reflective of the diversity of the American supplier community that is helping us resolve business challenges with agility, ingenuity and new perspectives.”

## National Postal Forum (NPF) 2019

We live in a high-tech world. The NPF is the ideal way to stay in sync with all the advances and trends that affect the rapidly progressing and changing mailing and shipping industry.

The NPF is the premier mailing and shipping conference that works directly with the US Postal Service to provide the most comprehensive educational and networking platform for meeting the needs of the industry. Offering 130+educational workshops, providing US Postal Service Officer-led sessions and being the largest mailing and shipping industry trade show, the NPF is the ideal opportunity for the industry professional to learn, collaborate and grow their business.

This is also the only event that brings together all senior level US Postal Service executives, leaders of the mailing and shipping industry, as well as major industry supplier and shipping partners. You can't afford to miss this opportunity.

For information please visit [NPF.org](http://NPF.org).

We hope to see you at:

**The Indianapolis Convention Center**

100 South Capitol Avenue

Indianapolis, IN 46225

**From: Sunday, May 5 to Wednesday, May 8, 2019**



## Contact Information

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## Online Resources

**Business Customer Gateway**  
<https://gateway.usps.com/eAdmin/view/signin>

**Zip Code**  
<https://tools.usps.com/go/ZipLookupAction!input.action?mode=0&refresh=true>

**Quick Service Guides**  
<http://pe.usps.gov/text/qsg300/q000.htm>

**Mail Service Updates**  
<http://about.usps.com/news/service-alerts/welcome.htm>

**PostalPro**  
<https://postalpro.usps.com/>

**National Customer Support Center**  
**1-800-238-3150**

Article suggestions or ideas for upcoming newsletters please email either PCC.