



Mail Transport Equipment

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Eastern Area Focus Group

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- ❑ Sufficient MTE Inventory

- ❑ Pallets – Wood to Plastic

- ❑ Tightening Processes for Issuing Equipment

- ❑ MTEOR

Over \$200M Investment to grow inventory FY12 & 13



Type	FY11	FY12	FY13 Orders
MM Trays	10,960,000	22,075,000	8,100,000
EMM Trays	686,000	5,100,000	5,600,000
Half Trays	0	1,144,000	2,100,000
MM Sleeves	776,000	7,723,000	3,250,000
EMM Sleeves	308,000	4,470,000	2,000,000
Half Sleeves	0	823,000	1,000,000
Sacks	4,300,000	10,100,000	7,000,000
Flat Tubs	1,386,000	3,282,000	1,500,000
Pallets	2,525,000	4,265,000	2,200,000

- Inventories strong through Peak**
- Canceled orders down 93% to SPLY**

- Ceased ordering additional wood**
- Received 1.2M plastic pallets**
- Planned purchases - 2M additional plastic**
- Contingency of 500K wood slat**

Although...

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USPS and industry must partner to protect our plastic pallets.

If we can't protect them from loss, we can't afford to purchase them.

❑ Inspection Service Recycler Initiative

- 218 recycling yards visited November 2011
- 30% were in possession of USPS MTE
- 14,453 plastic pallets were recovered



Recyclers in LA Area





If you see MTE misused - report it!



←
Newspaper article on an internet-based used book seller. Picture reveals they use flat tubs for their internal sorting and storage.



Outside a business that does not prepare mail



Even on the farm!

MTE is everywhere!

Serving many purposes unrelated to mail.
Report misuse!

MTE Hotline: 866-330-3404

Email: HQMTE@usps.gov

Requirements: Stop Leakage of MTE

- ❑ Review the process in each plant to ensure:
 - ❑ Only known mailers are provided equipment
 - ❑ Mailers provide list of all drivers authorized to pick up equipment
 - ❑ Mailers call or email to order equipment prior to sending a driver
 - ❑ Driver ID reviewed to verify that they are on the approved list
 - ❑ Date, type and quantity of equipment provided is recorded in Excel
 - ❑ No MTE stored outside

Tools Provided to Field

- ❑ MTE Employee Awareness Campaign (July 2012 – Plants & Post Offices/ Banners, Posters, ACE Screensaver)
- ❑ Weekly Webinars with Area MTE Coordinators
- ❑ MTE Re-use SOP Training (6/29 on MTE National Webinar)
- ❑ Excel Workbook for Tracking MTE to Mailers (7/19 Training Webinar)
 - ❑ Known Mailers Data Sheet
 - ❑ Mailer MTE Order Form
 - ❑ Conversion tool to determine MTE needed per week
 - ❑ Conversion tool to determine inventory balance on hand
 - ❑ Tracking tool for MTE to mailers

What is the price of MTE not circulating?

If 350 very large mailers served by the MTEESC each hold just 2 extra trailer loads of MTE in reserve:

We need \$17,197,425 to replace the MTE which is not circulating.

If 5,000 large mailers each hold just 20 pallets of MTE in reserve:

We need \$68,730,000 to replace the MTE which is not circulating.

If 15,000 mid-sized mailers each hold just 8 pallets of MTE in reserve:

We need \$82,476,000 to replace the MTE which is not circulating.

Combined we would need \$168,403,425 to replace this MTE!

What is the price of USPS plants holding excess?

If 350 plants each hold just 4 extra loads of MTE in reserve:

We need \$34,394,850 to replace that MTE which is not circulating.

If 350 plants each hold 8 extra loads of MTE in reserve:

We need \$68,789,700 to replace that MTE which is not circulating.

If 350 plants each hold 12 extra loads of MTE in reserve:

We need \$103,184,550 to replace that MTE which is not circulating.

We can't afford any of these options!

How Industry Partners Can Help:

- Reliable Forecasting
 - Advance visibility of demand by equipment type and date
- Place equipment orders just-in-time based on production
- Minimize cycle time between obtaining MTE and entering mail stream
- Maintain equipment within postal supply chain
- Never store MTE outside
- Return all **damaged** MTE to USPS or MTEESC



MTEOR Overview





What is MTEOR?

- ❑ Mail Transport Equipment Ordering system
- ❑ A fast, reliable, and convenient place for Mailers to order Mail Transport Equipment online



- MTEOR allows users to place and change orders, check order status, and review order history





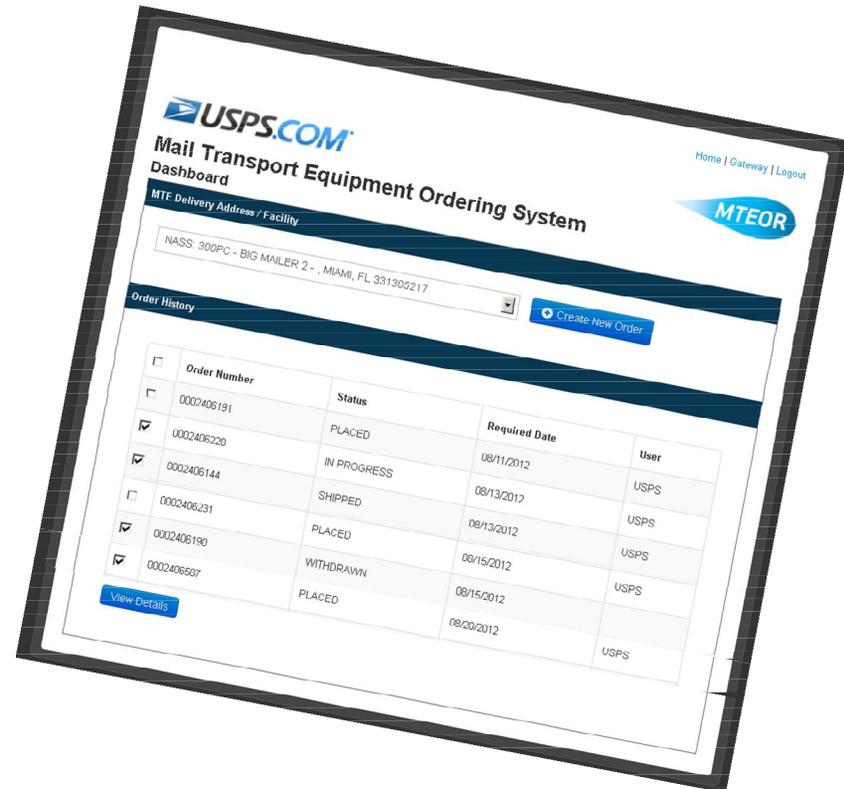
Why MTEOR?

- Response to requests for a standardized ordering process and more efficient MTE management
 - Previous process - request orders by placing calls, sending faxes, or writing emails to a USPS representative who manually enters the order
 - USPS spent \$200+ million restoring MTE inventories so it's important to have better information on the location of inventory and needs of our customers



What are some benefits?

- ❑ Easy ordering online through the Business Customer Gateway
- ❑ Real-time insight into what MTE is scheduled to arrive and when for your location
- ❑ Around the clock access to place and change orders, track order status, and review order history
- ❑ More control over your orders by selecting your delivery date and the quantities you need to meet your demand



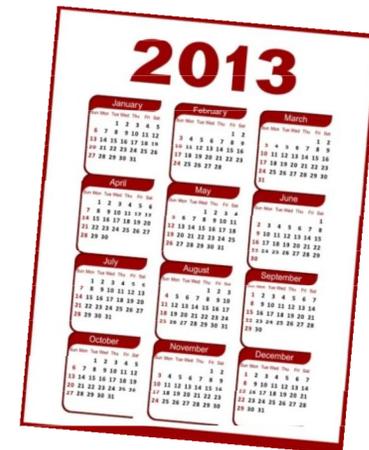


MTEOR Launch Dates

- Phase 1 began September 5, 2012
 - For Mailers who receive MTE directly from MTESCs



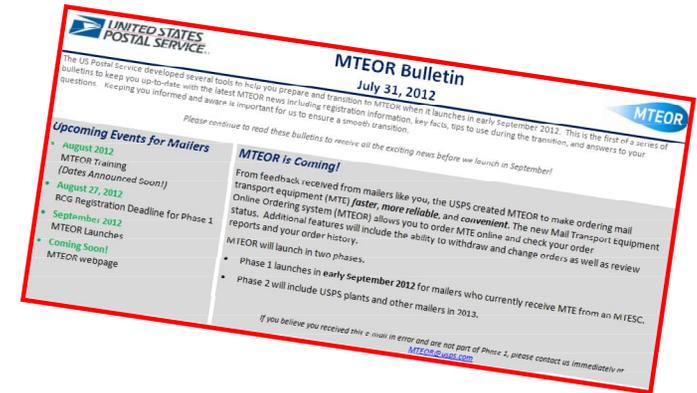
- Phase 2 begins in 2013
 - For Postal Plants in April
 - Other Mailers in September





Tools and Resources

- ❑ Mailer Communications
 - MTEOR Bulletins
 - Information Sessions
- ❑ RIBBS Webpage
 - <http://ribbs.usps.gov/mteor>
 - Contains:
 - Registration
 - How To Guides and Printable Job Aids
 - Frequently Asked Questions
- ❑ Mailer Assistance
 - Email – MTEOR@usps.gov
 - Help Desk – 866-330-3404





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