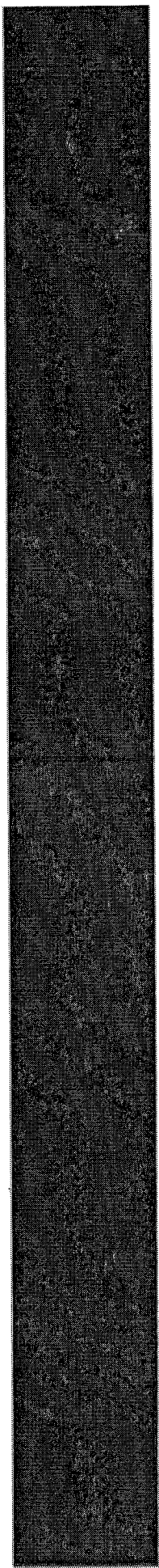
 **UNITED STATES**
POSTAL SERVICE®





APPROVED SHIPPER

PROGRAM HISTORY:

- **Concept for program suggested/requested by retailers in the Mailing and Shipping industry in 2003.**
- **Program launched August 2005 - full National Rollout March 2006**



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OBJECTIVES/GOALS:

- Become more competitive in the retail package market
- Provide expanded access for customers; improve ease of use
- Protect and properly represent the USPS brand and trademarks
- Ensure the Aviation Security/Hazmat guidelines are followed



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TO PARTICIPATE A RETAILER MUST:

- Have approval of the District Manager
- Sign a License Agreement and Aviation Security/Hazmat agreement that defines the terms and conditions of participation
- Have a postage meter or PC postage
- Display signage provided by the Postal Service
- Follow the USPS Product Guide for Approved Shippers



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AN APPROVED SHIPPER CAN:

- Offer competitor services
- Charge a surcharge on USPS products/services
- Offer the most commonly requested USPS products/services



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NATIONAL RETAILER - OFFICE DEPOT:

- Shipping centers located in their stores' DPS centers (Design, Print & Ship)
- Offer competitor's service - UPS for the last 10 years
- OD's internal research showed customer demand and preference for USPS shipping products/services
- Over 1100 Office Depot stores in North America
- Open every day except for Christmas and Thanksgiving
- Open 7 days a week



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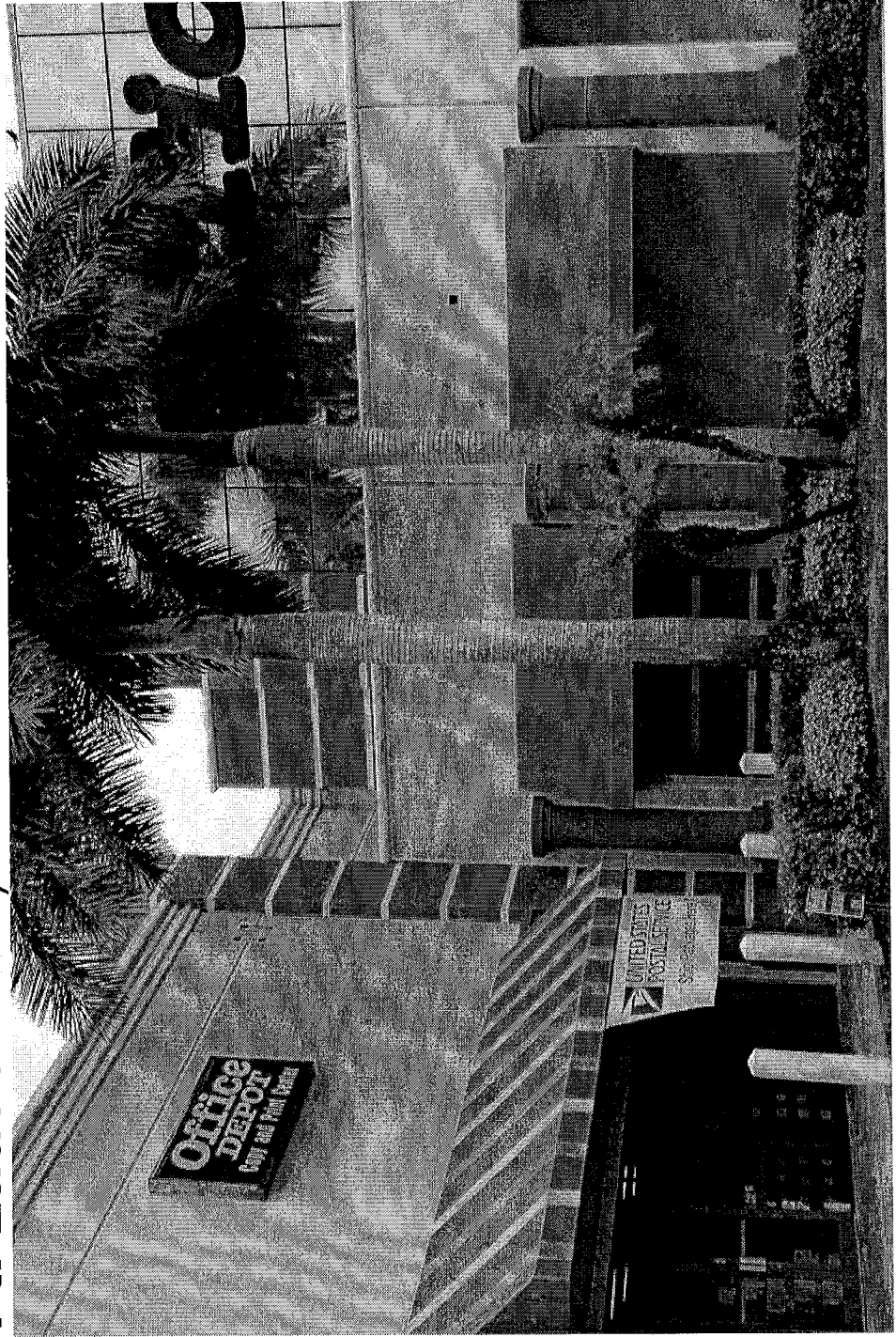
NOVEMBER 16, 2009 - PHASE 1 Two Office Depot "Beta stores"

- **Implemented two pilot sites with Office Depot**
- **Office Depot Store #371, Ft. Lauderdale, FL**
- **Office Depot Store #71, Boynton Beach, FL**



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**Office Depot Store #371
Ft. Lauderdale, Florida 33309**





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Office Depot Store #71
Boynton Beach, Florida 33426





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- Express Mail
- Priority Mail
- First-Class Mail
- Parcel Post
- Delivery Confirmation
- Signature Confirmation
- Insurance

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FEBRUARY 1, 2010 - PHASE 2

Implemented 9 additional Office Depot sites

- Office Depot Store #4, Boca Raton, FL
- Office Depot Store #19, Pompano Beach, FL
- Office Depot Store #2539, Pompano Beach, FL
- Office Depot Store #2692, Deerfield Beach, FL
- Office Depot Store #473, Sunrise, FL
- Office Depot Store #544, Coral Springs, FL
- Office Depot Store #2560, Oakland Park, FL
- Office Depot Store #2818, Lauderdale Lakes, FL
- Office Depot Store #75, West Melbourne, FL



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MARCH 2010 - JUNE 2010 - PHASE 3

National Rollout of 983 Office Depot stores



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HEADQUARTERS:

- Store listing and rollout schedule
- Agreements
- Supply order process; ramp-up supply of Expedited packaging; Customer ID#s provided
- Approved Shipper kits
- USPS products and services training; Av Sec/Hazmat training; Approved Shipper DVD
- Signage



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AREA/DISTRICT:

- Contact host Post Office Postmasters/Managers – store location and store manager contact information; opening date; mail collection days/times; equipment; Letter Carrier.
- Host Postmaster/Manager contacts store manager - schedules onsite visit; discuss and provide mail collection equipment (mail hamper, mail tub – deliver 1 week prior to opening day); establish/communicate collection times for Mon – Fri and Sat.
- Deliver Approved Shipper kit materials



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DISTRICT RETAIL OFFICE RESPONSIBILITIES

AREA/DISTRICT:

- Provide established mail collection times to HQ
- Agreements - District Manager signatures; distribution;
- summary sheet.
- Opening day onsite USPS Retail support

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QUESTIONS?



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