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November 28, 2007

Ms. Wendy A. Hocking
Secretary, Board of Governors
United States Postal Service
475 L'Enfant Plaza SW
Room 10300
Washington, D.C. 20260

Re: Bank of America NSA

Dear Ms. Hocking:

The American Bankers Association (ABA) submits this letter to urge the Governors of the Postal Service to reaffirm the Negotiated Service Agreement (“NSA”) between the Postal Service and one of our members, the Bank of America. We do so because we are convinced that the early implementation of the Intelligent Mail Barcode (“IMB”) by Bank of America will provide a tremendous benefit for the Postal Service and the mailing community, including the financial service industry.

ABA submits that one of the most significant benefits to the Postal Service if the Bank of America NSA were reaffirmed is the synergy that is developed by having one of the Postal Service’s largest and most technologically sophisticated customers as a partner in developing the IMB. Full implementation of these technologies—as opposed to small-scale pilot tests of stripped-down IMBs—will require extensive further R&D, systems engineering, trial-and-error testing and redesign, and large-scale vendor training. Such work is both costly and time-consuming, and will require the cooperation of numerous third-party suppliers and mail houses. By approving the Bank of America NSA, the Postal Service would directly benefit from Bank of America’s expertise and purchasing power because it would allow the NSA to serve as a technology driver and large-scale test bed for the remaining work.

In short, the NSA will provide enormous long-term additional benefits to the Postal Service - benefits that we believe the Commission did not fully take into account in its financial analysis - in exchange for reasonable financial compensation.

Respectfully submitted,

/S/

Gregory Taylor
Associate General Counsel
American Bankers Association

cc: File