



M 00596

UNITED STATES POSTAL SERVICE
475 L'Enfant Plaza, SW
Washington, DC 20260

May 27, 1983

Mr. William M. Dunn, Jr.
Director, Life Insurance
National Association of Letter
Carriers, AFL-CIO
100 Indiana Avenue, N.W.
Washington, D.C. 20001-2197

Dear Mr. Dunn:

This is in response to your May 17 letter to Mr. Joseph P. Morris concerning ~~unauthorized private insurance solicitations~~ in postal installations in the St. Louis, Missouri, area.

Postal policy enunciated in Mr. Ulsaker's letter of March 16, 1981, on this issue is still in effect. In view of the probability that this problem of unauthorized insurance solicitations may again spread to other postal regions, we are reminding all installation heads that such solicitations are prohibited. This policy will be published in such postal publications as the Postal Bulletin, Postal leader, Newsbreak, and Postmark. Enclosed is an advance copy of this policy statement.

Sincerely,

James C. Gildea
Assistant Postmaster General
Labor Relations Department

Enclosure

cc/enc: Mr. Noe Biller
✓ Mr. Vincent Sombrotto
Mr. Wilbur Wood
Mr. Lonnie Johnson

DRAFT POSTAL BULLETIN NOTICE

Unauthorized Solicitations

This is to remind all installation heads of U.S. Postal Service policy concerning private insurance solicitations by outside insurance companies in postal facilities.

The Postal Service does not permit nor endorse any outside company to solicit employees for insurance or other purposes at postal facilities. Such solicitations are prohibited both on and off the clock. Licensed vendors of official postal uniform items are not included in this type of solicitation policy.

-Employee Relations Department



Mutual Benefit Association

M 00596

William M. Dunn, Jr. Director of Life Insurance

NALC Building Suite 510
100 Indiana Avenue, N.W., Washington, D.C. 20001
(202) 638-4318

May 17, 1983

Joseph H. Johnson, Jr
Director of City Delivery

Mark Roth
Director of Retired Men

Robert J. Bantz
Director of Health Insurance

Anthony B. Morell
Assistant Director of
Health Insurance

Board of Trustees

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Secretary-Treasurer

Halline Overby
Asst. Secretary-Treasurer

Mr. Joseph F. Morris
Senior Assistant Postmaster General
Employee and Labor Relations Group
United States Postal Service
Washington, DC 20260

Dear Mr. Morris:

I am furnishing you with copies of two letters that I
received regarding outside insurance companies soliciting
insurance inside U. S. Postal Service Installations in the
St. Louis Region, more specifically East Prairie, Mo.

I am also enclosing a copy of a letter I received from Mr.
Carl Ulsaker in March, 1981 stating the Postal Service's
position concerning private insurance companies solicitation
in Postal Service Installations.

There are salesmen actually representating themselves, as
being affiliated with the Postal Service with the purpose
of selling supplemental retirement plans. This actually
has happened in the St. Louis Region and the name of the
company is the Victory Life Insurance Company, 300 West
Eighth, Topeka, Kansas 66603.

Your prompt attention to this matter will be greatly
appreciated.

Sincerely,

Handwritten signature of William M. Dunn, Jr.

William M. Dunn, Jr.
Director

WMD/mfd

Enc.



The Life Insurance Department of the National Association of Letter Carriers



M 00596

SENIOR ASSISTANT POSTMASTER GENERAL
Employee and Labor Relations Group
Washington, DC 20290

March 16, 1981

Dear Mr. Dunn:

This is in response to your letter of February 18 concerning private insurance solicitations in postal installations in the Northeast Region.

The Postal Service does not permit nor endorse any outside company to solicit employees for insurance or other purposes at postal facilities. Licensed vendors of official postal uniform items are not included in this type of solicitation policy.

A report from the Regional Director, Employee and Labor Relations, Northeast Region, indicates there are no solicitations by private insurance companies known at this time. The Regional Director recently issued a directive to all districts and sectional centers in the Northeast Region stating the policy on this matter. The directive clearly indicates that soliciting on or off the clock is not permitted at postal installations.

Sincerely,



Carl C. Ulsaker

Mr. William M. Dunn, Jr.
Director, Life Insurance
National Association of
Letter Carriers
100 Indiana Avenue, N. W.
Washington, D. C. 20001

RECEIVED

MAR 18 1981

U. S. Letter Carriers' NBA

mutual benefit association

national sick benefit association

100 Indiana Avenue, N. W. / Washington, D. C. 20001 / (202) 638-4318

WILLIAM M. DUNN, Jr., Director

M 00596

February 18, 1981

Mr. Carl C. Ulsaker
Senior Assistant Postmaster General
Employee and Labor Relations Group
United States Postal Service
Washington, DC 20260

Dear Mr. Ulsaker:

I am receiving numerous complaints from letter carriers in the Northeast Region regarding private insurance companies entering the Post Office and selling insurance plans to the employees while on the clock. The representatives are apparently going in under the pretense that they represent the Civil Service Counseling Service and selling other plans of insurance. Apparently the Postmaster and supervisors feel that these representatives have the right because of a letter these people have in their possession dated 8/20/80 from Walter J. Shanloy (see copy attached).

Certainly I am unaware that the U. S. Postal Service changed it's policy to allow private insurance solicitors to enter Postal Installations to sell insurance. I am also disturbed by the fact the time spent would be absorbed. Certainly if these people are entering on official Post Office business I am sure they would be allowed whatever time necessary to explain their reason for being there.

Also the letter I received written by Jack Sutter, President Branch 1655 states "This representative also showed me numerous endorsements from branch Presidents around the state of New York for 7 or 8 years ago" -- certainly this has nothing to do with the Civil Service Employees Counseling Service. (see attachment)

I would appreciate your looking into this matter and getting back to me at your earliest convenience.

Sincerely,

William M. Dunn, Jr.

William M. Dunn, Jr.
Director

WMD/mfd

cc: Vincent R. Sombrotto, President, NALC
Robert Vincenzi, NBA, NALC
Jack Sutter, President, Branch 1655, NALC





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100 Indiana Avenue, N.W.
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James C. Gildea
Assistant Postmaster General
Labor Relations Department

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-Employee Relations Department