



Robert Galaher

Biography



From August 2011 to present, Bob has served as the Executive Director of the National Association of Presort Mailers (NAPM), where he directs and manages the activities of the association. NAPM was founded in 1984 for the purpose of providing a channel of communications among members concerning regulations, policies, plans and actions, which impact the presort/prebarcoding industry and to: 1. Represent the interests of all presort/prebarcoding mailers; 2. Improve communications between the presort mailing industry and the U.S. Postal Service and the U.S. Congress; 3. Promote professional and ethical business practices among members; 4. Develop and improve USPS worksharing programs to produce cost savings and service benefits for the USPS and our industry.

In his NAPM role, Bob works closely with the USPS, the Postal Regulatory Commission (PRC), the USPS Office of Inspector General (USPS OIG), and others responsible for regulatory or legislative oversight of the USPS. He represents NAPM members' concerns to the USPS and others within the industry, promotes membership in the NAPM, and develops value-added programs and services to support the industry's mailing-related needs.

Bob is an active participant of the Mailers Technical Advisory Committee (MTAC) and has participated on numbers MTAC workgroups over the years, first in his position with the USPS and subsequently as NAPM Executive Director.

Prior to his role with NAPM, Bob served for 37 years with the U.S. Postal Service (USPS), with his final position being Manager of Business Mail Acceptance where he was responsible for the oversight of the USPS' national mail acceptance network, processing approximately 12 million mailings annually with \$36 billion in annual revenue at the time. While at the USPS, Bob also worked as Manager of Special Projects responsible for developing a plan to identify business and technical solutions to modernize the mail acceptance process, and develop a strategic vision and tactical roadmap for the Mail Entry and Payment Technology organization. His USPS roles also included Manager of PostalOne! and Manager of Mailer Enterprise Integration. Bob completed both the Executive and Advanced Leadership programs at the USPS.

Bob has also worked as Manager of Presort Operations for Business Mailers Presort, where he was responsible for managing the presort operations for a commingle mailing business, and owner/manager of his own lettershop prior to that.

Bob has received numerous industry and USPS awards, including the Donald A. Mumma Award presented by the Idealliance for excellence in industry-postal communications and collaboration to create a more competitive and efficient total mail supply chain, the Idealliance Circle Award, and the USPS Vice President's Award for Special Achievement in 2008.

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