

NACUMS Mail Industry Partnership Award John R Wargo

It is with great pleasure that NACUMS presents a very special award recognizing a special visionary leader while thanking and acknowledging the United States Postal Service for their unwavering support of Higher Education and the College and University Industry in General.

John Wargo enjoyed a long and storied 32 year career with the United States Postal Service. John served many years at Postal Headquarters where he served in many capacities including Vice President, Service and Market Development. John developed the Postal Service major account programs, he oversaw Retail Marketing, Business Mail Acceptance, Customer Relationship Management and Customer Events, including National Postal Forums, Postal Customer Councils and MTAC Mailers Technical Advisory Committee.

It was John's focus on customers and desire to strengthen customer relationships where he and the USPS came to better understand our organization and to generate major benefits to NACUMS. A partial list of the many programs and services John provided our industry are as follows;

- John was instrumental in changing the culture at USPS headquarters in recognizing the importance of Higher Education and the contribution that our industry provides the USPS
- John and his staff provided headquarters officers and speakers for 4 EduSpeak Conferences and access to USPS officers since NACUMS inception (20) years
- Was instrumental in getting NACUMS recognized as a member of MTAC in the mid 1990's
- John created the opportunity for NACUMS to combine our annual conference with four National Postal Forums and to receive full NPF registration benefits while paying the NACUMS Conference registration prices, up to a 60% savings of normal NPF registration
- John convinced the Postmaster General and NPF Board to recognize the value of NACUMS contribution to the NPF
- Was the first to provide a college and university track at the NPF with speaking and roundtable opportunities for our NACUMS member speakers and providing complimentary NPF registration fees
- Provided NACUMS access to Postal Officers to better serve and bless our industry in conjunction with MTAC workgroups and industry-specific issues
- Worked with headquarters officers to streamline and produce webinars and other educational resources specifically for our industry
- Provided dedicated USPS Headquarters Liaisons for NACUMS, i.e. Bob Belmont, Pat Ring, Ernie Harris, etc.
- Provided funding and support and produced the UNITED STATES POSTAL SERVICE GUIDE FOR COLLEGE AND UNIVERSITY MAIL SERVICE CENTERD in 1999 which was mailed to approximately 400 college and universities.

- It is with deep respect and profound admiration that NACUMS presents this special award and recognition to our friend and esteemed industry colleague Mr. John R. Wargo. This award will be presented in the future to individuals who have made significant contributions to the mailing industry as the NACUMS JOHN R. WARGO MAIL INDUSTRY PARTNERSHIP AWARD.