

The Wells Fargo logo, consisting of the words "WELLS" and "FARGO" stacked vertically in white, bold, serif capital letters, centered within a solid red square.

**WELLS  
FARGO**

**On  
Postal Privatization**



THE GREAT DISSENTION

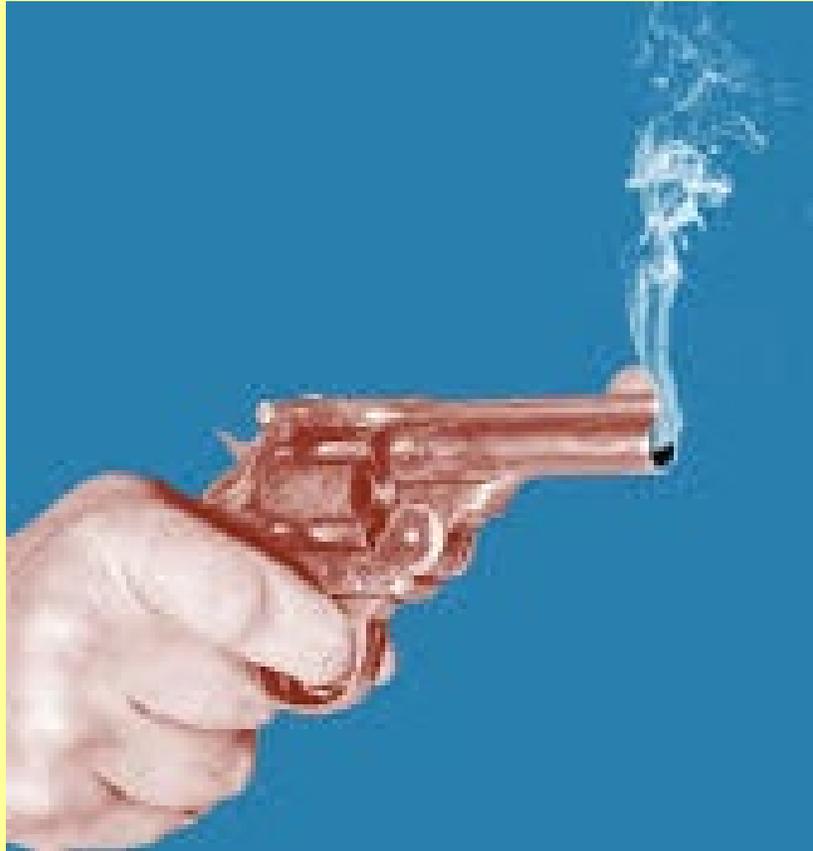
***“...the public Postal Service, our jobs, and our union came under serious and unprecedented threat by the billionaire ‘Wall Street’ class...”***

*-Mark Dimondstein, APWU President*

# Are we “Nuts” or is it truly all About Wall Street??!



# Proof From the Wells Fargo “Smoking Gun”



# About Wells Fargo?

- **U.S. based multi-national financial services company**
- **Operates in 35 countries, over 70 million customers**
- **Considered one of the “Big Four” banks in U.S. along with JP Morgan Chase, Bank of America and Citigroup.**
- **2024 generated \$82 billion in revenue, and \$20 billion in Income**
- **Wells Fargo has a long history of corruption, fraud and discriminating against Black and Hispanic mortgage borrowers.**
- **[Interestingly Wells Fargo was formed in the CA Gold Rush and was in the private business of moving the mail.]**

# What is Wells Fargo Equity Research?

- **Provides investment recommendations to clients or internal teams.**
- **An equity analyst studies financial data and public records of companies to determine the value of their stock and predict future financial performance.**

# From the Horses Mouth!



***Wells Fargo Published a February 27, 2025 Equity Research Report on Postal Privatization. Why Now??***

**“The US Postal Service is back in the headlines and with Trump 2.0’s emphasis on cost cuts, we believe Postal reform may become a focus.”**

**“True privatization would be tricky but possible and all paths lead to better parcel pricing.”**

# Seeing New Opportunities...

**“Given this administrations efficiency focus we believe the USPS is an obvious source of value...Parcels can and should make money and we believe any focus on efficiency will benefit price and therefore FedEx and UPS.”**

## **Strategies on Legislation --**

**“We believe any real change at USPS would need to start with legislation. Bi-partisan consensus seems unlikely, but there could be a path through reconciliation if included with the administrations larger budget agenda.”**

**“This could open the door to the USPS falling into the Department of Commerce headed by Howard Lutnick, who has expressed interest in privatization.”**

# Short of Full Privatization?

- **“A possible path forward would be to split the mail and parcel business. Parcels could be carved out and sold or IPOed.”**
- **Not just Wells Fargo: “Liberal” Brookings Institute has raised a similar approach of privatizing large parts of the USPS.**



# **“Harvesting” Real Estate = Post Office Closings**

- **“Unlocking \$85 billion of real estate can underpin the process.”**
- **“We believe value can be harvested to help underpin the financial burden of separation.” [of parcels from letter and other mail.]**



# **“All Paths Lead to Better Parcel Pricing”:**

- **“...we believe raising prices would be likely which would be positive for FedEx and UPS...”**
- **“The USPS parcel pricing was 25-60% below FedEx and UPS.”**
- **“To reach pricing parity with parcel competitors, the USPS needs to increase parcel rates by 30-140% depending on product line.”**
- **Underscores low-cost anchor of public institution**

# Dumping on the Taxpayer:

- **“Restructuring \$400 billion of pension and healthcare liabilities need to be addressed. Our sense is these liabilities would likely be moved to another entity, (likely the U.S. taxpayer since potential buyers and or investors would be reluctant to assume such a large legacy liability.”**

## **And the Universal Service Obligation (USO)??**

**“Address the USO which currently requires mail to be delivered to all US addresses six days a week. This provision would be a challenge for a third-party operator to profitably move mail and packages.”**

**“Separating mail and parcel effectively answers the USO question and losses could be underwritten through some form of real estate portfolio monetization.”**

# PRIVATIZATION

FIRST STOP:

**PROFITS\$**

LAST STOP:

**SERVICES**

At the Heritage Foundation  
stink tank...

SLASH  
SOCIAL  
SECURITY  
AND  
MEDICARE!

PRIVATIZE  
ALL  
PUBLIC  
SERVICES!

BUST THE  
UNIONS!  
WORKERS  
DON'T NEED  
A VOICE!

KONO PCKI  
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FOR THE APNU

# Admitting the Obstacles:

Report raises some challenges to privatization

- “Public, private, labor and federal support of the USPS remains high”
- “USPS is authorized by Congress”
- “The USPS has bi-partisan support, particularly in rural areas”
- “Rural communities have a particularly strong affinity for the USPS”
- “The USPS provides critical services to many communities”



**WE THE PEOPLE** of the United States, in Order to form a more perfect Union, to insure domestic Tranquility, provide for the common defence, and our Posterity, do ordain and establish this Constitution.

Article I. Section 1. All legislative Powers herein granted shall be vested in a Congress of the United States, which shall consist of a Senate and House of Representatives.

Section 2. The House of Representatives shall be composed of Members chosen every second Year by the People of the several States, and the Electors in each State shall have the Qualifications requisite for Electors of the most numerous Branch of the State Legislature.

Section 3. The Senate shall be composed of two Senators from each State, chosen by the Electors in each State for six Years, and each Senator shall have the Qualifications requisite for Electors of the most numerous Branch of the State Legislature.

Section 4. The Electors in each State shall have the Qualifications requisite for Electors of the most numerous Branch of the State Legislature.

Section 5. The House of Representatives shall choose their Speaker and other Officers; and shall have the sole Power of Impeachment.

Section 6. The Senate shall have the sole Power of trying all Impeachments.

Section 7. The Congress shall assemble at least once in every Year, and such Meeting shall be held in the City of New York, until they shall otherwise provide, and the Congress may adjourn from time to time, and may designate another Place.

Section 8. The Congress shall have the following Powers: To lay and collect Taxes, Duties, Imposts and Excises, to regulate Commerce with foreign Nations, among the several States, and with the Indian Tribes; to borrow Money on the Credit of the United States, to emit and regulate the Value of Money, to fix the Standard of Weights and Measures, to define and punish Piracies and Felonies committed on the high Seas, and Offences against the Law of Nations; to declare War, to grant Letters of Marque and Reprisal, to raise and support Armies, but no Appropriation of Money shall be for a longer Term than two Years; to raise and support a Navy; to make and regulate Rules of the Road, and all other Laws which shall be necessary and proper to carry into Execution the foregoing Powers, provided they be within the Scope of the Powers vested in the Congress by this Constitution.

***Stand Up, Fight Back!***

**Go to:**

**[APWU.org/action](https://www.apwu.org/action)**