



Nick Lethert - Postal Support Manager - IWCO

Nick is a seasoned leader with nearly two decades in the mailing and logistics industry, specializing in postal compliance, operational risk mitigation, commingle operations, and postage optimization. He currently serves on the Board of Directors for the Twin Cities Postal Customer Council (PCC), where he provides strategic oversight to align regional mailing interests with the evolving USPS network.

As Postal Affairs Support Manager at IWCO, Nick provides guidance to the organization and its mail owner customer base on navigating complex USPS operations, mail planning, and postage and performance strategies. His career is highlighted by high-impact transformations, such as leading a major organizational transition to Seamless Acceptance and engineering sophisticated tracking architectures using Informed Visibility and GPS data.

Nick started his career at Japs-Olson Company, where he led Postal Operations and Logistics, including Commingle, Mail Acceptance and Tracking, and Postal Affairs. His collaborative initiatives with the USPS earned his team the National Postal Forum's (NPF) Mailing and Digital Award in 2023.

Nick's value as a committed industry advocate lies in his expertise in supply chain resilience, continuous improvement, and data-driven decision-making. He is a lifelong Minnesota resident and lives in St. Paul with his wife and three children.

