

UNITED STATES OF AMERICA  
Before The  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

Rate and Service Changes to Implement )  
Functionally Equivalent Negotiated )  
Service Agreement with Bradford Group )

Docket No. MC2007-4

OFFICE OF THE CONSUMER ADVOCATE INTERROGATORIES  
TO UNITED STATES POSTAL SERVICE  
WITNESS BRODERICK A. PARR  
(OCA/USPS-T1-1-4)  
(August 10, 2007)

Pursuant to Rules 25 through 28 of the Rules of Practice of the Postal Rate Commission, the Office of the Consumer Advocate hereby submits interrogatories and requests for production of documents.

If data requested are not available in the exact format or level of detail requested, any data available in (1) a substantially similar format or level of detail or (2) susceptible to being converted to the requested format and detail should be provided.

The production of documents requested herein should be made by photocopies attached to responses of these interrogatories. If production of copies is infeasible due to the volume of material or otherwise, provision should be made for inspection of responsive documents at the Office of the Consumer Advocate, 901 New York Avenue, N.W., Washington, D.C. 20268-0001, during the hours of 8:00 a.m. to 4:30 p.m.

If a privilege is claimed with respect to any data or documents requested herein, the party to whom this discovery request is directed should provide a Privilege Log (see, e.g., Presiding Officer Ruling C99-1/9, p. 4, in *Complaint on PostECS*, Docket No.

C99-1). Specifically, “the party shall make the claim expressly and shall describe the nature of the documents, communications, or things not produced or disclosed in a manner that, without revealing information itself privileged or protected, will enable other parties to assess the applicability of the privilege or protection.” Fed. R. Civ.

P. 26(b)(5).

The term “documents” includes, but is not limited to: letters, telegrams, memoranda, reports, studies, newspaper clippings, speeches, testimonies, pamphlets, charts, tabulations, and workpapers. The term “documents” also includes other means by which information is recorded or transmitted, including printouts, microfilms, cards, discs, tapes and recordings used in data processing together with any written material necessary to understand or use such punch cards, discs, tapes or other recordings.

“All documents” means each document, as defined above, that can be located, discovered or obtained by reasonable diligent efforts, including without limitation all documents possessed by: (a) you or your counsel; or (b) any other person or entity from whom you can obtain such documents by request or which you have a legal right to bring within your possession by demand.

“Communications” includes, but is not limited to, any and all conversations, meetings, discussions and any other occasion for verbal exchange, whether in person or by telephone, as well as all documents, including but not limited to letters, memoranda, telegrams, cables, or electronic mail.

“Relating to” means discussing, describing, reflecting, containing, analyzing, studying, reporting, commenting on, evidencing, constituting, setting forth, considering, recommending, concerning, or pertaining to, in whole or in part.

Responses to requests for explanations or the derivation of numbers should be accompanied by workpapers. The term “workpapers” shall include all backup material whether prepared manually, mechanically or electronically, and without consideration to the type of paper used. Such workpapers should, if necessary, be prepared as part of the witness's responses and should “show what the numbers were, what numbers were added to other numbers to achieve a final result.” The witness should “prepare sufficient workpapers so that it is possible for a third party to understand how he took data from a primary source and developed that data to achieve his final results.” Docket No. R83-1, Tr. 10/2795-96. Where the arithmetic manipulations were performed by an electronic digital computer with internally stored instructions and no English language intermediate printouts were prepared, the arithmetic steps should be replicated by manual or other means.

Please especially note that if you are unable to provide any of the requested documents or information, as to the interrogatory, provide an explanation for each instance in which documents or information cannot be or have not been provided.

Respectfully submitted,

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Office of the Consumer Advocate

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OCA/USPS-T1-1. Please refer to your testimony at page 7, lines 5-8. Also, please refer to your testimony at page 10, lines 14-15.

- a. Please confirm that the Standard Mail letter volume cap of 195 million exceeds the Bradford Group's actual letter volumes of 177.6 million, 189.0 million and 169.5 million for fiscal years 2004, 2005 and 2006, respectively. If you do not confirm, please explain.
- b. Given the continuing expected "downward pressure" on the Bradford Group's Standard Mail letter volumes, please explain why the Postal Service agreed to a volume cap that exceeded the Bradford Group's actual letter volumes for Fiscal Years 2004, 2005 and 2006.

OCA/USPS-T1-2. Please refer to your testimony at page 7, lines 5-8. Also, please refer to your testimony at page 10, lines 14-15.

- a. Please confirm that the Standard Mail flats volume cap of 73.5 million in Year 1, 74.5 million in Year 2, and 77.0 million in Year 3 of the NSA exceeds the Bradford Group's actual flats volumes of 50.7 million, 52.6 million and 57.0 million for fiscal years 2004, 2005 and 2006, respectively. If you do not confirm, please explain.
- b. Given the continuing expected "downward pressure" on the Bradford Group's Standard Mail flats volumes, please explain why the Postal Service agreed to a volume cap for Years 1, 2 and 3 that exceeded the actual flats volumes for Fiscal Years 2004, 2005 and 2006.

OCA/USPS-T1-3. Please refer to your testimony, Appendix E, Proposed Data Collection Plan.

- a. Please identify those enumerated items in your data collection plan (DCP) that are included in the DCP recommended by the Commission for the Bookspan NSA. Please explain the rationale for including any enumerated items in your DCP that are *not* included in the DCP recommended by the Commission for the Bookspan NSA.
- b. Please identify those enumerated items in the DCP recommended by the Commission for the Bookspan NSA that are not in your data collection plan. Please explain the rationale for excluding those enumerated items in the DCP recommended by the Commission for the Bookspan NSA that are not in your data collection plan.

OCA/USPS-T1-4. Please refer to your testimony at page 3, Table 1, Declining Block Rate Structure. Prior to concluding agreement on the Declining Block Rate Structure, Table 1, did the Postal Service develop an own-price elasticity for the Bradford Group's Standard Mail letters and flats? If so, please provide the own-price elasticity for the Bradford Group's Standard Mail letters and flats, and explain and show all calculations used to develop such own-price elasticities. If not, please explain.