

BEFORE THE  
POSTAL RATE COMMISSION  
WASHINGTON, D.C. 20268-0001

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POSTAL RATE COMMISSION  
OFFICE OF THE SECRETARY

SPECIAL SERVICES REFORM, 1996

Docket No. MC96-3

RESPONSE OF UNITED STATES POSTAL SERVICE  
WITNESS STEIDTMANN TO INTERROGATORY OF  
THE NATIONAL ASSOCIATION OF POSTMASTERS OF THE U.S.  
(NAPUS/USPS-T2-5)

The United States Postal Service hereby provides the response of witness Steidtmann to the following interrogatory of the National Association of Postmasters of the U.S.: NAPUS/USPS-T2-5, filed on July 31, 1996. Interrogatories NAPUS/USPS-T2-1, -2, -4 and NAPUS/USPS-T2-3 were redirected to witnesses Needham and Lion, respectively.

The interrogatory is stated verbatim and is followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

Daniel J. Foucheaux, Jr.  
Chief Counsel, Ratemaking

*Anthony F. Alverno*  
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August 14, 1996

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U.S. POSTAL SERVICE WITNESS CARL E. STEIDTMANN RESPONSE TO  
INTERROGATORIES OF THE NATIONAL ASSOCIATION OF POSTMASTERS OF  
THE UNITED STATES

NAPUS/USPS-T2-5

Page 1 of 1

NAPUS/USPS-T2-5. In your testimony at page 3, you refer to box service as a "peripheral product." Please define the term "peripheral" as you use it. If box service is the sole method for an individual or business' receipt of mail, how can that be considered a "peripheral" service?

NAPUS/USPS-T2-5 Response.

As stated in my testimony, "Peripheral products are those products that have low visibility in the minds of consumers." In the context of my testimony, I was asserting that raising fees for box service would most likely not deter most consumers from purchasing other Postal Service products. I base this assertion on the fact that the majority of U.S. Postal Service customers currently do not purchase box services.



## DECLARATION

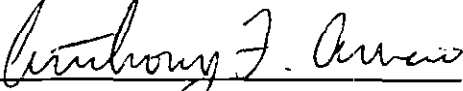
I, Carl E. Steidtmann, declare under penalty of perjury that the foregoing answers are true and correct, to the best of my knowledge, information, and belief.

  
CARL E. STEIDTMANN

Dated: August 14, 1996

**CERTIFICATE OF SERVICE**

I hereby certify that I have this day served the foregoing document upon all participants of record in this proceeding in accordance with section 12 of the Rules of Practice.

  
\_\_\_\_\_  
Anthony F. Alverno

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