

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Competitive Product Prices  
Priority Mail & First-Class Package Service  
Priority Mail & First-Class Package Service Contract 70

Docket No. MC2018-85

Competitive Product Prices  
Priority Mail & First-Class Package Service  
Contract 70 (MC2018-85)  
Negotiated Service Agreement

Docket No. CP2018-127

PUBLIC REPRESENTATIVE COMMENTS ON  
POSTAL SERVICE REQUEST TO ADD  
PRIORITY MAIL & FIRST-CLASS PACKAGE SERVICE  
CONTRACT 70 TO THE COMPETITIVE PRODUCT LIST

(January 4, 2018)

The Public Representative hereby provides comments pursuant to a notice initiating this docket.<sup>1</sup> In that notice, the Commission established the above referenced docket to receive comments from interested persons, including the undersigned Public Representative, on a Postal Service Request to add Priority Mail & First-Class Package Service Contract 70 to the competitive product list.<sup>2</sup> The Postal Service's Request includes a Statement of Supporting Justification, a certification of compliance with 39 U.S.C. § 3633(a), and a copy of Governor's Decision No. 11-6. In addition, the Postal Service filed a public version of the contract related to the proposed new product. The contract was also filed in its entirety as a non-public document, along with required financial data.

The Postal Service states that Priority Mail & First-Class Package Service Contract 70 is a competitive product "not of general applicability within the meaning of

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<sup>1</sup> Notice Initiating Docket(s) for Recent Postal Service Negotiated Service Agreement Filings, December 26, 2017.

<sup>2</sup> Request of the United States Postal Service to Add Priority Mail & First-Class Package Service Contract 70 to the Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors' Decision, Contract, and Supporting Data, December 22, 2017 (Request).

39 U.S.C. § 3632(b)(3).” *Request* at 1. The Postal Service also maintains that the prices and classification underlying the instant contract are supported by Governors’ Decision No. 11-6.<sup>3</sup>

The effective date of the instant contract is 2 business days following the day on which the Commission issues all necessary regulatory approvals. *Attachment B* at 4. The contract is scheduled to expire 3 years from the effective date unless either party terminates the contract on 30 days’ prior written notification. *Id*

## COMMENTS

*Product List Assignment.* Pursuant to 39 U.S.C. § 3642, the Postal Service requests that Priority Mail, and First-Class Package Service Contract 70 be added to the competitive product list. 39 U.S.C. § 3642 requires the Commission to consider whether “the Postal Service exercises sufficient market power that it can effectively set the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other firms offering similar products.” 39 U.S.C. § 3642(b)(1). Products over which the Postal Service exercises such powers are categorized as market dominant while all others are categorized as competitive.

The Postal Service makes a number of assertions that address the considerations of section 3642(b)(1). *Request, Attachment D*, at 2. Based upon these assertions, the Public Representative concludes that the Postal Service’s Request to Priority Mail, and First-Class Package Service Contract 70 to the competitive product is appropriate.

*Requirements of 39 U.S.C. § 3633.* Pursuant to 39 U.S.C. § 3633(a), the Postal Service’s competitive prices must not result in the subsidization of competitive products by market dominant products; ensure that each competitive product will cover its attributable costs; and, ensure that all competitive products collectively contribute an

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<sup>3</sup> Decision of the Governors of the United States Postal Service on Establishment of Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, March 22, 2011 (Governors’ Decision No. 11-6).

appropriate share of the institutional costs of the Postal Service. Based upon a review of the financial model, it appears the negotiated prices in the instant contract should generate sufficient revenues to cover costs during its first year.

The Public Representative has reviewed the instant contract, the Statement of Supporting Justification, and financial model filed under seal that accompanies the Postal Service's Request. Based upon that review, the Public Representative concludes that Priority Mail & First-Class Package Service Contract 70 should be categorized as a competitive product and added to the competitive product list. In addition, it appears that the instant contract should generate sufficient revenues to cover costs in its first year and thereby satisfy the standards of 39 U.S.C. § 3633(a). Although the Postal Service's financial analysis does not address years two and three of the contract, concern that the contract may not meet statutory requirements after the first year is largely mitigated by the fact that the contract prices are tied to the generally applicable prices for the underlying products. The Commission also has an opportunity to conduct an annual compliance review of this product in its Annual Compliance Determination.

The Public Representative respectfully submits the foregoing comments for the Commission's consideration.

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