



Mighty Mug  
665 Martin Street  
Rahway, NJ 07065

April 11, 2018

To Whom It May Concern:

The current Terminal Dues system is destructive to American businesses.

Under this system, foreign merchants, predominately based out of China, gain access to shipping rates from the USPS that are far below what domestic businesses like mine receive.

By granting foreign competitors rates that in many cases are 5x lower than what domestic shippers pay, the USPS enables an enormous amount of intellectual property infringement.

At Mighty Mug, we take great pride in innovating and have spent significant amounts of money not only in research and development, but on securing patents in the US and around the world.

A patent is a government confirmation that you have done something new and unique. I believe that in exchange for innovating, inventors should be able to reap the profits of their ideas. However, in the age of e-commerce, those seeking to exploit intellectual property can steal your idea from 8,000 miles away, fairly shielded from US law.

There is not a week that goes by that we do not see a fake Mighty Mug being sold on the internet, many times at costs far below what we charge. Our competitors can afford this because of their low shipping rates, where they pay closer to zero than to the rates that we are subject to pay.

The current system, its rates, and the volume of shipments from specific foreign countries is shrouded in mystery. This lack of transparency, makes it difficult for US businesses to know what we are up against. At the very least, a disclosure of this information, will allow domestic enterprises to formulate strategies that will allow us to be more competitive in an ever-increasing global marketplace.

As an affected party to this government subsidy, I agree with the Commissions determination to unseal this data. I kindly ask that the PRC, the USPS, the State Department, The White House and members of Congress consider the significant disadvantage this policy imposes on American businesses and provide the public with as much information as possible. A simple resolution to the issue at hand, would be to either raise foreign shipping rates to what we pay, or reduce our rates to what foreign shippers are currently being offered.

We are not asking for an unfair advantage - only to be put on a level playing field.

Be Mighty,

A handwritten signature in black ink, appearing to read 'Jayme'.

Jayme Smaldone  
Founder, Mighty Mug  
mightymug.com

Postal Regulatory Commission  
Submitted 4/11/2018 1:50:19 PM

BEFORE THE UNITED STATES COMMISSION

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ACR -2017 - Order No. 4451

REPLY COMMENTS OF MIGHTY MUG, INC ON  
THE USPS SERVICE MOTION FOR  
RECONSIDERATION OF ORDER NO. 4551