

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

Market-Dominant Price Change

Docket No. R2020-1

CHAIRMAN'S INFORMATION REQUEST NO. 8

(Issued October 24, 2019)

To clarify the basis of information provided by the Postal Service in its Market Dominant Price Change, filed October 9, 2019,¹ the Postal Service is requested to provide written responses to the following questions. Answers to the questions should be provided as soon as possible, but no later than October 28, 2019.

First-Class Mail and USPS Marketing Mail Calendar Year (CY) 2020 Promotions

1. Please refer to Library Reference USPS-LR-R2020-1/1, October 9, 2019, Excel file "CAPCAL-FCM-R2020-1.xlsx," tab "Earned Value Promo" and Library Reference USPS-LR-R2020-1/2, October 9, 2019, Excel file "EarnedValue.xlsx."
 - a. Please provide revised workpapers that link the data in these Excel files to source *PostalOne!* data and which demonstrate the calculation of the rate impact of the Earned Value Reply Mail promotion by multiplying the current and planned rates by the "same set of rate cell volumes" consistent with 39 C.F.R. § 3010.23(b)(1). Please provide necessary supporting workpapers and an explanation of how the volumes are adjusted to reflect the planned changes in the promotion by mapping them to each of the current and planned rates.

¹ United States Postal Service Notice of Market-Dominant Price Change, October 9, 2019 (Notice).

relating to mailpieces for a longer period of this promotion, please provide an explanation supporting that view.

- d. If part b of this question is not confirmed, please explain the reason that such data are not available to the Postal Service.

By the Chairman.

Robert G. Taub