

BEFORE THE
POSTAL RATE COMMISSION

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POSTAL RATE AND FEE CHANGES, 2000

DOCKET NO. R2000-1

POSTAL RATE COMMISSION
OFFICE OF THE SECRETARY

OBJECTION TO PARCEL SHIPPER'S ASSOCIATION
INTERROGATORIES PSA/UPS-T-1, 4 (in part), 5 (in part), and 6(b)-(e)
(June 29, 2000)

United Parcel Service hereby objects to Parcel Shipper's Association Interrogatories PSA/UPS-T-1, 4 (in part), 5 (in part), and 6(b)-(e), on the grounds stated herein.

Interrogatory PSA/UPS-T-1 requests "for the latest period for which this information is available, the number of parcels and expedited letters that UPS transported for customers" broken down by category, and a division "of the Parcel Post type packages which are delivered by ground shipment on a non-expedited basis between commercial and residential delivery." The Postal Rate Commission has consistently held that UPS's volume information is proprietary and commercially sensitive, and therefore need not be disclosed in postal rate proceedings. See, e.g., Presiding Officer's Ruling No. R97-1/104 (February 27, 1998); Presiding Officer's Ruling No. R94-1/64 (August 19, 1994); Presiding Officer's Ruling No. R90-1/66 (September 7, 1990); Presiding Officer's Ruling No. R87-1/148 (November 10, 1987). In Presiding Officer's Ruling No. R97-1/104, the Presiding Officer sustained UPS's objection to this very same question posed by this very same intervenor. The Presiding Officer agreed

with UPS's position that the requested information is commercially sensitive, is not relevant to the establishment of proper postal rates, and could not possibly lead to the discovery of admissible evidence. Nothing has changed since that ruling.

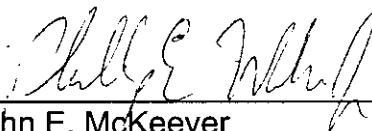
Interrogatory PSA/UPS-T-4 requests that UPS "provide an estimate of the number of parcels handled by United Parcel Service, in the most recent period for which such data are available, that were in excess of 70 pounds and also how many were in excess of 108 inches in length and girth combined." Again, this same question posed by this same intervenor was also the subject of Presiding Officer's Ruling No. R97-1/104, in which the Presiding Officer agreed with UPS's position that this information need not be produced because it is commercially sensitive, is not relevant to the establishment of proper postal rates, and could not possibly lead to the discovery of admissible evidence.

Interrogatory PSA/UPS-T-5 requests, for the past five years, the "volumes, the revenue, the costs attributable to, and the net income realized from [UPS'] domestic, non-expedited transportation of parcels." Again, this exact interrogatory was served by this same intervenor in Docket No. R97-1 and the Presiding Officer ruled that this information need not be provided because it is confidential, commercially sensitive, not relevant to the establishment of proper postal rates, and could not possibly lead to the discovery of admissible evidence. Moreover, it would be unduly burdensome to respond to this interrogatory, especially since some of the requested information could be obtained only by conducting a special study.

Interrogatories identical to PSA/UPS-T-6(b) through (e) were also served in Docket No. R97-1. This interrogatory requests "the gross percentage" of parcels which

receive a discount, the "gross percentage" which pays a surcharge, and the "average" discounted surcharge. Yet again, as was decided in Presiding Officer's Ruling No. R97-1/104, this information is not reasonably calculated to lead to the discovery of admissible evidence. Furthermore, even assuming the information were to have some tangential relevance -- which it does not -- producing it would require a special study and thereby impose an undue burden on UPS. The requested information is also highly confidential commercial information.

Respectfully submitted,



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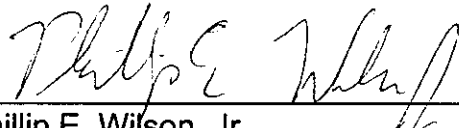
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Of Counsel.

CERTIFICATE OF SERVICE

I hereby certify that I have this date served the foregoing document by first class mail, postage prepaid, in accordance with Section 12 of the Commission's Rules of Practice.



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Dated: June 29, 2000
Philadelphia, Pa.

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