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USPS-LR-J-107

PERIODICALS PRICING SPREADSHEETS (TAUFIQUE, USPS-T-34)

Docket No. R2001-1

This Library Reference Contains Two Microsoft Excel Workbooks:

OC01.xls and WC01.xls

Outside County Periodicals

OC01.xls

FY 2000 BILLING DETERMINANTS			
PERIODICALS			
REGULAR RATE & SCIENCE OF AGRICULTURE			
CATEGORY	TYPE	GOV. FISCAL YEAR	
		UNITS	POSTAGE
Delivery Unit	POUNDS	18,337,821	2,842,111
SCF	POUNDS	740,215,565	131,753,128
Zones 1&2	POUNDS	321,416,503	69,098,379
Zone 3	POUNDS	147,936,085	33,873,906
Zone 4	POUNDS	198,487,459	52,193,514
Zone 5	POUNDS	181,276,968	57,272,361
Zone 6	POUNDS	70,943,900	26,314,533
Zone 7	POUNDS	53,548,772	23,448,562
Zone 8	POUNDS	49,647,629	24,566,835
Nonadvertising	POUNDS	2,015,569,606	324,478,481
SCI. OF AGRICULTURE, DELIVERY OFFICE	POUNDS	98,246	11,395
SCI. OF AGRICULTURE SCF	POUNDS	2,079,847	276,599
SCI. OF AGRICULTURE ZONES 1&2	POUNDS	4,749,347	764,582
SCI. OF AGRICULTURE ZONE 3	POUNDS	1,644,292	376,511
SCI. OF AGRICULTURE ZONE 4	POUNDS	585,637	154,010
SCI. OF AGRICULTURE ZONE 5	POUNDS	200,999	63,511
SCI. OF AGRICULTURE ZONE 6	POUNDS	60,435	22,420
SCI. OF AGRICULTURE ZONE 7	POUNDS	40,060	17,545
SCI. OF AGRICULTURE ZONE 8	POUNDS	32,682	16,177
SCI. OF AGRICULTURE - NONADVERTISING	POUNDS	5,964,401	960,194
SCI OF AGI. COMMNGLD NONSBSCRBR DDU	POUNDS	78	12
SCI OF AGI. COMMNGLD NONSBSCRBR SCF	POUNDS	2,806	499
SCI OF AGI. COMMNGLD NONSBSCRBR ZONES 1&2	POUNDS	29,933	6,435
SCI OF AGI. COMMNGLD NONSBSCRBR NONADVERTISING	POUNDS	86,366	3,146
BASIC NON-AUTOMATION	PIECES	364,000,300	106,853,968
BASIC AUTOMATION LETTER	PIECES	44,553,525	10,336,643
BASIC AUTOMATION FLAT	PIECES	122,709,930	30,435,400
3-Digit NON-AUTOMATION	PIECES	391,751,177	98,959,947
3-Digit AUTOMATION LETTER	PIECES	37,840,959	7,795,420
3-Digit AUTOMATION FLAT	PIECES	957,778,593	204,969,579
5-Digit NON-AUTOMATION	PIECES	433,568,635	85,415,031
5-Digit AUTOMATION LETTER	PIECES	1,010,221	163,659
5-Digit AUTOMATION FLAT	PIECES	2,009,400,901	337,587,531
3/5 NON-AUTOMATION	PIECES	807,313	163,076
3/5 AUTOMATION LETTER	PIECES	0	0
3/5 AUTOMATION FLAT	PIECES	1,113,851	194,922
CARRIER ROUTE BASIC	PIECES	2,812,902,280	343,175,358
CARRIER ROUTE HIGH DENSITY	PIECES	20,874,951	2,150,174
CARRIER ROUTE SATURATION	PIECES	20,894,353	1,776,064
PERCENTAGE EDITORIAL DISCOUNT	Disc. Pcs.	4,131,829,955	(243,778,994)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	Disc. Pcs.	59,411,438	(772,373)
WKSHARING DISCNT SCF ENTRY	Disc. Pcs.	2,798,326,812	(19,594,654)
SCI. OF AGRICULTURE - Basic Nonautomation	PIECES	720,775	211,913
SCI. OF AGRICULTURE - Basic Automation Letter	PIECES	79,526	18,451
SCI. OF AGRICULTURE - Basic Automation Flat	PIECES	862,346	213,867
SCI. OF AGRICULTURE - 3-Digit Nonautomation	PIECES	1,307,184	330,726
SCI. OF AGRICULTURE - 3-Digit Automation Letter	PIECES	69,651	14,348
SCI. OF AGRICULTURE - 3-Digit Automation Flat	PIECES	1,453,602	311,077
SCI. OF AGRICULTURE - 5-Digit Nonautomation	PIECES	4,067,150	801,248
SCI. OF AGRICULTURE - 5-Digit Automation Letter	PIECES	2,184	354
SCI. OF AGRICULTURE - 5-Digit Automation Flat	PIECES	3,425,095	575,427
SCI. OF AGRICULTURE - 3/5 Nonautomation	PIECES	0	0
SCI. OF AGRICULTURE - 3/5 Automation Letter	PIECES	0	0
SCI. OF AGRICULTURE - 3/5 Automation Flat	PIECES	0	0
SCI. OF AGRICULTURE - Carrier Route	PIECES	18,393,045	2,243,997
SCI. OF AGRICULTURE - High Density	PIECES	594,387	61,226
SCI. OF AGRICULTURE - Saturation	PIECES	0	0
SCI OF AGRICULTURE - Editorial Discount	Disc. Pcs.	14,185,578	(836,967)
SCI. OF AGRICULTURE - Pc. Disc. Delivery Unit	Disc. Pcs.	433,077	(5,630)
SCI. OF AGRICULTURE - Pc. Disc. SCF	Disc. Pcs.	6,837,587	(47,864)
SCI OF AGI. COMMNGLD NONSBSCRBR PRESORT LEVEL A	PIECES	164,234	48,286
SCI OF AGI. COMMNGLD NONSBSCRBR EDITORIAL DISCOUNT	Disc. Pcs.	60,698	(3,581)
SCI OF AGI. COMMNGLD NONSBSCRBR SCF DISCOUNT			
Pieces or Calculated Revenue		7,250,346,168	1,718,282,475
Ride-Along Piece & Revenue		53,373,752	5,337,627
Calculated + Ride-Along		NA	1,723,620,102
Calculated + Key Rate Pounds		3,812,888,536	NA
RPW Revenue		NA	1,723,034,065
Revenue Adjustment Factor		NA	0.999660
Revenue % from Pound Rates		NA	43.43%
Discount Pieces (Regular Rate, SOA, & Commingled)			
Delivery Unit Entry		59,844,515	(778,003)
SCF Entry		2,805,164,400	(19,642,518)
Editorial Content		4,146,076,231	(244,619,542)
Editorial Percentage		57.18%	NA
Revenue per Piece w/o Fees and R/A			\$ 0.237

FY 2000 BILLING DETERMINANTS			
PERIODICALS			
NONPROFIT			
CATEGORY	TYPE	GOV. FISCAL YEAR	
		UNITS	POSTAGE
Advertising - DDU	POUNDS	112,552	17,445
Advertising - SCF	POUNDS	43,554,481	7,752,744
Advertising - Zone 1&2	POUNDS	19,420,954	4,175,481
Advertising - Zone 3	POUNDS	12,540,909	2,871,824
Advertising - Zone 4	POUNDS	22,159,185	5,827,676
Advertising - Zone 5	POUNDS	22,906,142	7,237,983
Advertising - Zone 6	POUNDS	8,941,505	3,316,961
Advertising - Zone 7	POUNDS	5,479,745	2,399,936
Advertising - Zone 8	POUNDS	5,380,952	2,662,609
Nonadvertising	POUNDS	468,535,568	73,086,606
Commg. Advertising - Delivery Unit	POUNDS	0	0
Commg. Advertising - SCF	POUNDS	219,328	39,040
Commg. Zone 1&2	POUNDS	113,987	24,507
Commg. Zone 3	POUNDS	55,456	12,699
Commg. Zone 4	POUNDS	80,594	21,196
Commg. Zone 5	POUNDS	178,765	56,490
Commg. Zone 6	POUNDS	42,007	15,585
Commg. Zone 7	POUNDS	30,467	13,344
Commg. Zone 8	POUNDS	670	332
Commg. Nonadvertising	POUNDS	498,604	80,275
Level Basic Nonautomation	PIECES	81,199,609	20,381,102
Level Basic Automation Letter-Size	PIECES	21,571,676	4,077,047
Level Basic Automation Flat-Size	PIECES	22,787,097	4,671,355
Level 3-Digit Nonautomation	PIECES	74,792,150	15,556,767
Level 3-Digit Automation Letter-Size	PIECES	41,938,767	6,752,142
Level 3-Digit Automation Flat-Size	PIECES	168,898,724	31,077,365
Level 5-Digit Nonautomation	PIECES	110,405,958	20,204,290
Level 5-Digit Automation Letter-Size	PIECES	2,230,664	330,138
Level 5-Digit Automation Flat-Size	PIECES	459,407,635	74,424,037
Level 3/5 Nonautomation	PIECES	0	0
Level 3/5 Automation Flat-Size	PIECES	0	0
Level 3/5-Digit Automation Letter-Size	PIECES	0	0
Carrier Route	PIECES	1,099,332,100	124,223,942
High Density	PIECES	53,103,027	4,991,685
Saturation	PIECES	13,884,478	1,055,220
Commg. Level Basic Nonautomation	PIECES	183,143	53,844
Commg. Level Basic Automation Letter-Size	PIECES	182	42
Commg. Basic Automation Flat-Size	PIECES	12,012	2,979
Commg. Level 3-Digit Nonautomation	PIECES	65,559	16,586
Commg. Level 3-Digit Automation Letter-Size	PIECES	0	0
Commg. Level 3-Digit Automation Flat-Size	PIECES	554,630	118,691
Commg. Level 5-Digit Nonautomation	PIECES	83,029	16,357
Commg. Level 5-Digit Automation Letter-Size	PIECES	0	0
Commg. Level 5-Digit Automation Flat-Size	PIECES	2,320,407	389,828
Commg. 3/5 Nonautomation	PIECES	0	0
Commg. 3/5 Automation Letter-Size	PIECES	0	0
Commg. 3/5 Automation Flat-Size	PIECES	0	0
Commg. Carrier Route	PIECES	629,545	76,804
Commg. High Density	PIECES	46	5
Commg. Saturation	PIECES	0	0
Nonadvertising Adjustment	PCDSCNT	1,917,230,600	(84,356,472)
Delivery Unit Entry Discount	PCDSCNT	2,332,211	(16,325)
SCF Entry Discount	PCDSCNT	462,358,818	(1,849,570)
Commg. Nonadvertising Adjustment	PCDSCNT	983,142	(57,994)
Commg. Delivery Unit Entry Discount	PCDSCNT	0	0
Commg. SCF Entry Discount	PCDSCNT	1,131,043	(7,917)
Total Pounds		610,251,872	109,612,734
Total Pieces		2,153,400,438	308,420,227
Discounts		2,384,035,814	(86,288,279)
Calculated Revenue			331,744,682
Ride Along Pieces & Revenue		2,694,488	269,449
Calculated + Ride-Along Revenue			332,014,131
RPW Revenue			338,783,881
Revenue Adjustment Factor			102.0%
Editorial Percentage		89.1%	
Revenue % from Pound Rates			33.0%
Revenue per piece w/o fee or Ride-Along			\$ 0.154

FY 2000 BILLING DETERMINANTS			
PERIODICALS			
CLASSROOM			
CATEGORY	TYPE	GOV. FISCAL YEAR	
		UNITS	POSTAGE
Advertising - DDU	POUNDS	35	5
Advertising - SCF	POUNDS	213,276	37,963
Advertising - Zone 1&2	POUNDS	321,000	69,015
Advertising - Zone 3	POUNDS	639,911	146,540
Advertising - Zone 4	POUNDS	1,216,492	319,937
Advertising - Zone 5	POUNDS	1,251,781	395,563
Advertising - Zone 6	POUNDS	258,402	95,867
Advertising - Zone 7	POUNDS	338,639	148,324
Advertising - Zone 8	POUNDS	383,019	189,594
Nonadvertising	POUNDS	30,504,100	4,758,628
Comingled-Zone 8	POUNDS	3	1
Level Basic Nonautomation	PIECES	7,966,134	1,999,500
Level Basic Automation Letter-Size	PIECES	190,634	36,030
Level Basic Automation Flat-Size	PIECES	1,995,525	409,083
Level 3-Digit Nonautomation	PIECES	6,070,721	1,262,710
Level 3-Digit Automation Letter-Size	PIECES	195,230	31,432
Level 3-Digit Automation Flat-Size	PIECES	10,986,957	2,021,600
Level 5-Digit Nonautomation	PIECES	3,991,123	730,376
Level 5-Digit Automation Letter-Size	PIECES	17,311	2,562
Level 5-Digit Automation Flat-Size	PIECES	14,617,012	2,367,956
Level 3/5 Nonautomation	PIECES	0	0
Level 3/5 Automation Flat-Size	PIECES	0	0
Level 3-Digit Automation Letter-Size	PIECES	0	0
Level 5-Digit Automation Letter-Size	PIECES	443	66
Carrier Route	PIECES	17,490,867	1,976,468
High Density	PIECES	25,605	2,407
Saturation	PIECES	421,726	32,051
Comingled Level Basic Nonautomation	PIECES	14	4
Comingled Level 5-Digit Nonautomation	PIECES	4	1
Nonadvertising Adjustment	PCDSCNT	58,919,744	(2,592,468)
Delivery Unit Entry Discount	PCDSCNT	73,875	(517)
SCF Entry Discount	PCDSCNT	2,535,292	(10,141)
Comingled Nonadvertising Adjustment	PCDSCNT	14	(1)
Total Pounds		35,126,655	6,161,438
Total Pieces		63,969,303	10,872,243
Discounts		61,528,911	(2,603,127)
Calculated Revenue			14,430,554
Ride-Along Pieces & Revenue		31,091	3,109
Calculated + Ride-Along Revenue			14,433,663
RPW Revenue			14,438,857
Revenue Adjustment Factor			100.036%
Editorial Percentage		92.1%	
Revenue % from Pound Rates			42.7%
Rev per piece w/o fee or Ride-Along			\$ 0.226

Source: USPS-LR-J-98, Billing Determinants

**RPW FY 2000 Adjustment Factors, Editorial Content Breakout,
and DADC Volume Estimation**

Pieces Revenue			
Rate Class	From FY2000_BD	From RPW	RPW Adjustment Factor
Regular Rate	\$ 1,723,620,102	\$ 1,723,034,065	0.999659997
Nonprofit	\$ 332,014,131	\$ 338,783,881	1.020389946
Classroom	\$ 14,433,663	\$ 14,438,857	1.000359836
Total	\$ 2,070,067,896	\$ 2,076,256,803	1.002989712

Editorial Content			
Rate Class	Pieces	Total Pieces	Percent Editorial
Regular Rate	4,146,078,231	7,250,346,168	57.18%
Nonprofit	1,918,213,743	2,153,400,438	89.08%
Classroom	58,919,758	63,969,303	92.11%
Total	6,123,209,732	9,467,715,909	64.67%

Per Piece/Per Pound Calculations						
	RPW Revenues	BD Pieces	BD Weight	Wt./Pc	Pcs./Lb.	Rev./Pc.
Within County	\$ 76,716,806	897,068,553	261,990,933	0.29	3.42	\$ 0.086
Regular Rate	\$ 1,723,034,065	7,250,346,168	3,812,888,536	0.53	1.90	\$ 0.238
Nonprofit	\$ 338,783,881	2,153,400,438	610,251,872	0.28	3.53	\$ 0.157
Classroom	\$ 14,438,857	63,969,303	35,126,655	0.55	1.82	\$ 0.226
Total Periodicals	\$ 2,152,973,609	10,364,784,462	4,720,257,996	0.46	2.20	\$ 0.208
Outside County	\$ 2,076,256,803	9,467,715,909	4,458,267,063	0.47	2.12	\$ 0.219

Destinating ADC Volume							
	DDU	DSCF	OAD in Service Territory of DADC	OSCF in Service Territory of DADC	DADC	All Other	Total
Total Weight	37,522,526	1,645,505,489	22,533,046	118,323,688	339,286,920	2,293,374,355	4,456,546,023
Copies	76,226,479	3,271,509,927	53,904,802	283,060,488	811,660,987	5,477,728,966	9,974,091,650
Weight per Copy	0.49	0.50	0.42	0.42	0.42	0.42	0.45
Weight Percent	0.84%	36.92%	0.51%	2.66%	7.61%	51.46%	
Copy Percent	0.76%	32.80%	0.54%	2.84%	8.14%	54.92%	
DADC Volume Estimation							
DADC+OSCF & OAO in DADC Srv. Terr		10.77%					
DADC only		7.61%					
DADC plus OSCF in DADC Srv. Terr		10.27%					
DADC plus OAO in DADC Srv. Terr		8.12%					
DADC + 1/2 of OAO & OSCF in DADC Terr.		9.19%					
Source: USPS-LR-J-114, Table 2, Witness Loetscher							

Calculation of Editorial Pounds For DDU & DSCF and DADC Volume Estimates					
Regular Rate					
	Weight	Pieces	Weight per Piece		
Regular & SOA Commingled	3,797,499,492	7,219,371,222	0.526		
DDU Pieces & Derived Weight	31,251,324	59,411,438			
DDU Advertising Pounds	18,337,898				
DDU Editorial Pounds (Derived)	12,913,425	This amount should be subtracted from total Editorial Pounds			
SCF Pieces & Derived Weight	1,471,962,629	2,798,326,812			
SCF Advertising Pounds	740,218,371				
SCF Editorial Pounds (Derived)	731,744,258	This amount should be subtracted from total Editorial Pounds			
Total Editorial Pounds (Regular)	2,015,655,972				
Subtract DSCF & DDU Editorial	744,657,684				
Editorial Pounds After DDU & DSCF	1,270,998,288				
Editorial Content by Weight (all Regular)	0.5308				
Total Weight After Subtracting DDU & DSCF Pounds	2,294,285,539				
Editorial Content by Weight (Residual)	0.5540				
	Advertising Lbs.	Total Lbs.	Editorial Pounds	AD%	ED%
Zone 1 & 2	321,446,437	720,706,635	399,260,198	44.6%	55.4%
DADC @ 9% of Total (see Rev. Adj+Ed. Cont., cell C50)	152,436,978	341,774,954	189,337,977		
Residual Zones 1 & 2 (Regular only)	169,009,459	378,931,681	209,922,222		
Unzoned Editorial Pounds after DDU, DSCF & DADC			1,081,660,312		
DADC Pieces	649,743,410				

Science of Agriculture					
	Weight	Pieces	Weight per Piece		
BD Weight and Pieces	15,455,944	30,974,946	0.499		
DDU Pieces & Derived Weight	216,098	433,077			
Advertising Pounds	98,246				
Editorial Pounds	117,852	This amount should be subtracted from total Editorial Pounds			
SCF Pieces & Derived Weight	3,411,834	6,837,587			
Advertising Pounds	2,079,847				
Editorial Pounds	1,331,987	This amount should be subtracted from total Editorial Pounds			
Total Editorial Pounds (SOA)	5,964,401				
Subtract DSCF & DDU Editorial	1,449,839				
Editorial Pounds after DDU & DSCF	4,514,562				
Editorial Content by Weight (all SOA)	0.39				
Total weight after subtracting DDU & DSCF Pounds	11,828,013				
Editorial Content by Weight (Residual)	0.38				
	Advertising Lbs.	Total Lbs.	Editorial Pounds	AD%	ED%
Zone 1 & 2	4,749,347	7,681,099	2,931,752	61.8%	38.2%
DADC @ 9% of Total (see Rev. Adj+Ed. Cont., cell C50)	860,099	1,391,035	530,936		
Residual Zones 1 & 2 (SOA Regular only)	3,889,248	6,290,064	2,400,816		
Unzoned Editorial Pounds after DDU, DSCF & DADC			1,582,810		
DADC Pieces	2,787,745				

Nonprofit (Regular)					
	Weight	Pieces	Weight per Piece		
BD Weight and Pieces	609,031,994	2,149,551,885	0.283329748		
DDU Pieces & Derived Weight	660,785	2,332,211			
Advertising Pounds	112,552				
Editorial Pounds	548,233	This amount should be subtracted from total Editorial Pounds			
SCF Pieces & Derived Weight	131,000,007	462,358,818			
Advertising Pounds	43,554,481				
Editorial Pounds	87,445,526	This amount should be subtracted from total Editorial Pounds			
Total Editorial Pounds (Nonprofit-Regular)	468,535,568				
Subtract DSCF & DDU Editorial	87,993,759				
Editorial Pounds after DDU & DSCF	380,541,809				
Editorial Content by Weight (all Regular)	0.7693				
Total weight after subtracting DDU & DSCF Pounds	477,371,202				
Editorial Content by Weight (Residual)	0.7972				
	Advertising Lbs.	Total Lbs.	Editorial Pounds	AD%	ED%
Zone 1 & 2	19,420,954	95,745,764	76,324,810	20.3%	79.7%
DADC @ 9% of Total (see Rev. Adj+Ed. Cont., cell C50)	11,118,178	54,812,879	43,694,702		
Residual Zones 1 & 2 (Regular only)	8,302,776	40,932,885	32,630,108		
Unzoned Editorial Pounds after DDU, DSCF & DADC			336,847,107		
DADC Pieces	193,459,670				

Nonprofit (Commingled)					
	Weight	Pieces	Weight per Piece		
BD Weight and Pieces	1,219,878	3,848,553	0.316970643		
DDU Pieces & Derived Weight	-	0			
Advertising Pounds	.0				
Editorial Pounds	(0)	This amount should be subtracted from total Editorial Pounds			
SCF Pieces & Derived Weight	358,507	1,131,043			
Advertising Pounds	219,328				
Editorial Pounds	139,180	This amount should be subtracted from total Editorial Pounds			
Total Editorial Pounds (Commingled)	498,604				
Subtract DSCF & DDU Editorial	139,180				
Editorial Pounds after DDU & DSCF	359,425				
Editorial Content by Weight (all Commingled)	0.41				
Total weight after subtracting DDU & DSCF Pounds	861,371				
Editorial Content by Weight (Residual)	0.42				
	Advertising Lbs.	Total Lbs.	Editorial Pounds	AD%	ED%
Zone 1 & 2	113,987	195,608	81,622	58.3%	41.7%
DADC @9% of Total (see Rev. Adj+Ed. Cont., cell C50)	63,977	109,789	45,812		
Residual Zones 1 & 2 (Commingled only)	50,009	85,819	35,810		
Unzoned Editorial Pounds after DDU, DSCF & DADC			313,613		
DADC Pieces	346,370				

Classroom					
	Weight	Pieces	Weight per Piece		
BD weight and pieces	35,126,658	63,969,303	0.549117406		
DDU Pieces & Derived Weight	40,566	73,875			
Advertising Pounds	35				
Editorial Pounds	40,530	This amount should be subtracted from total Editorial Pounds			
SCF Pieces & Derived Weight	1,392,173	2,535,292			
Advertising Pounds	213,276				
Editorial Pounds	1,178,897	This amount should be subtracted from total Editorial Pounds			
Total Editorial Pounds (Classroom)	30,504,100				
Subtract DSCF & DDU Editorial	1,219,428				
Editorial Pounds after DDU & DSCF	29,284,672				
Editorial Content by Weight (Classroom)	0.8684				
Total weight after subtracting DDU & DSCF Pounds	33,693,919				
Editorial Content by Weight (Residual)	0.8691				
	Advertising Lbs.	Total Lbs.	Editorial Pounds	AD%	ED%
Zone 1 & 2	321,000	2,452,966	2,131,966	13.1%	86.9%
DADC @ 50% of Zones 1 & 2I	160,500	1,226,483	1,065,983		
Residual Zones 1 & 2 (Classroom)	160,500	1,226,483	1,065,983		
Unzoned Editorial Pounds after DDU, DSCF & DADC			28,218,689		
DADC Pieces	2,233,553				

Allocation of palletized volumes to RR, NP & CR based on volume					
Copies in Sacks (Sum of copies in sacks)	3,083,273,381	31%			
Copies on Pallets (Sum of copies on pallets)	6,890,818,269	69%			
Total	9,974,091,650				
	FY 2000 Volume				
Outside County	6,540,977,569	69% of the total Outside County RPW Volume			
Regular Rate	5,009,059,430				
Nonprofit	1,487,723,554				
Classroom	44,194,585				
Source: USPS-LR-J-114, Table 2. Witness Loetscher					

FY 2000 BILLING DETERMINANTS WITH CURRENT RATES OUTSIDE COUNTY PERIODICALS			
Regular, SOA, Nonprofit, and Classroom Combined	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	18,450,485	\$ 0.153	\$ 2,822,924
Destinating SCF	784,205,455	\$ 0.195	\$ 152,920,064
Destinating ADC	183,779,632	\$ 0.238	\$ 38,979,553
Zones 1&2	177,522,745	\$ 0.238	\$ 42,250,413
Zone 3	162,816,653	\$ 0.253	\$ 41,192,613
Zone 4	222,529,368	\$ 0.292	\$ 64,978,575
Zone 5	205,814,655	\$ 0.351	\$ 72,240,944
Zone 6	80,246,250	\$ 0.413	\$ 33,141,701
Zone 7	59,437,683	\$ 0.488	\$ 29,005,589
Zone 8	55,444,955	\$ 0.552	\$ 30,605,615
Editorial Pounds			
Destinating Delivery Unit	13,502,189	\$ 0.179	\$ 2,416,892
Destinating SCF	820,507,862	\$ 0.179	\$ 146,870,907
Destinating ADC	234,144,473	\$ 0.179	\$ 41,911,861
Nonadvertising	1,448,622,531	\$ 0.179	\$ 259,303,433
Science of Agriculture Rates	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
SCI. OF AGRICULTURE DELIVERY OFFICE	98,246	\$ 0.115	\$ 11,298
SCI. OF AGRICULTURE SCF	2,079,847	\$ 0.146	\$ 303,658
SCI. OF AGRICULTURE DADC	860,099	\$ 0.179	\$ 153,958
SCI. OF AGRICULTURE ZONES 1&2	3,889,248	\$ 0.179	\$ 696,175
Editorial Pounds			
Destinating Delivery Unit	117,852	\$ 0.179	\$ 21,096
Destinating SCF	1,331,987	\$ 0.179	\$ 238,426
Destinating ADC	530,936	\$ 0.179	\$ 95,037
Zones 1&2	2,400,816	\$ 0.179	\$ 429,746
Presort Rates	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	454,234,209	\$ 0.333	\$ 151,259,992
BASIC AUTOMATION LETTER	66,395,543	\$ 0.266	\$ 17,661,215
BASIC AUTOMATION FLAT	148,366,910	\$ 0.291	\$ 43,174,771
3-DIGIT NON-AUTOMATION	474,794,103	\$ 0.283	\$ 134,366,731
3-DIGIT AUTOMATION LETTER	80,044,607	\$ 0.231	\$ 18,490,304
3-DIGIT AUTOMATION FLAT	1,140,786,358	\$ 0.248	\$ 282,915,017
5-DIGIT NON-AUTOMATION	552,115,897	\$ 0.219	\$ 120,913,382
5-DIGIT AUTOMATION LETTER	3,260,822	\$ 0.178	\$ 580,426
5-DIGIT AUTOMATION FLAT	2,489,171,050	\$ 0.194	\$ 482,899,184
CARRIER ROUTE BASIC	3,948,747,837	\$ 0.139	\$ 548,875,949
CARRIER ROUTE HIGH DENSITY	74,598,016	\$ 0.113	\$ 8,429,576
CARRIER ROUTE SATURATION	35,200,558	\$ 0.095	\$ 3,344,053
PERCENTAGE EDITORIAL DISCOUNT	6,123,209,732	\$ (0.067)	\$ (410,255,052)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	62,250,600	\$ (0.017)	\$ (1,058,260)
WKSHARING DISCNT SCF ENTRY	3,271,189,552	\$ (0.008)	\$ (26,169,516)
WKSHARING DISCNT DADC ENTRY	848,570,748		
PALLETIZED PIECES DISCOUNT	6,540,977,569		
Total Pounds	4,458,333,966		
Total Pieces & Revenue	9,467,715,909		\$ 2,336,018,248
Ride-Along pieces & Revenue	56,099,331		\$ 5,609,933
Discount for Nonprofit & Classroom			\$ 17,655,123
Revenue after discount Plus Ride-Along			\$ 2,323,973,059
Revenue adjustment factor			1.003
Adjusted Revenue			\$ 2,330,921,069
Revenue per piece			\$ 0.246

Pounds Revenue Breakout		
Advertising Pounds Revenue	\$ 509,303,081	53.0%
Editorial Pounds Revenue	\$ 451,287,397	47.0%
	\$ 960,590,478	

FY 2000 BILLING DETERMINANTS - CURRENT RATES REGULAR RATE PERIODICALS			
Regular Rate Pounds	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	18,337,898	\$ 0.153	\$ 2,805,698
Destinating SCF	740,218,371	\$ 0.195	\$ 144,342,582
Destinating ADC	152,436,978	\$ 0.238	\$ 36,280,001
Zones 1&2	169,009,459	\$ 0.238	\$ 40,224,251
Zone 3	147,936,085	\$ 0.253	\$ 37,427,830
Zone 4	198,487,459	\$ 0.292	\$ 57,958,338
Zone 5	181,276,968	\$ 0.351	\$ 63,628,216
Zone 6	70,943,900	\$ 0.413	\$ 29,299,831
Zone 7	53,548,772	\$ 0.488	\$ 26,131,801
Zone 8	49,647,629	\$ 0.552	\$ 27,405,491
Editorial Pounds			
Destinating Delivery Unit	12,913,425	\$ 0.179	\$ 2,311,503
Destinating SCF	731,744,258	\$ 0.179	\$ 130,982,222
Destinating ADC	189,337,977	\$ 0.179	\$ 33,891,498
Nonadvertising Unzoned Rated	1,081,660,312	\$ 0.179	\$ 193,617,196
Regular Rate Science of Agriculture Pounds			
Advertising Pounds			
SCI. OF AGRICULTURE DESTINATING DELIVERY UNIT	98,246	\$ 0.115	\$ 11,298
SCI. OF AGRICULTURE DESTINATING SCF	2,079,847	\$ 0.146	\$ 303,658
SCI. OF AGRICULTURE DESTINATING ADC	860,099	\$ 0.179	\$ 153,958
SCI. OF AGRICULTURE ZONES 1&2	3,889,248	\$ 0.179	\$ 696,175
SCI. OF AGRICULTURE ZONE 3	1,644,292	\$ 0.253	\$ 416,006
SCI. OF AGRICULTURE ZONE 4	585,637	\$ 0.292	\$ 171,006
SCI. OF AGRICULTURE ZONE 5	200,999	\$ 0.351	\$ 70,550
SCI. OF AGRICULTURE ZONE 6	60,435	\$ 0.413	\$ 24,960
SCI. OF AGRICULTURE ZONE 7	40,060	\$ 0.488	\$ 19,549
SCI. OF AGRICULTURE ZONE 8	32,682	\$ 0.552	\$ 18,040
Editorial Pounds			
Destinating Delivery Unit	117,852	\$ 0.179	\$ 21,096
Destinating SCF	1,331,987	\$ 0.179	\$ 238,426
Destinating ADC	530,936	\$ 0.179	\$ 95,037
Zones 1&2	2,400,816	\$ 0.179	\$ 429,746
SCI. OF AGRICULTURE - NONADVERTISING-Unzoned Rate	1,582,810	\$ 0.179	\$ 283,323
Regular Rate Presort Pieces	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	364,164,533	\$ 0.333	\$ 121,266,790
BASIC AUTOMATION LETTER	44,553,525	\$ 0.266	\$ 11,851,238
BASIC AUTOMATION FLAT	122,709,930	\$ 0.291	\$ 35,708,590
3-DIGIT NON-AUTOMATION	392,558,489	\$ 0.283	\$ 111,094,052
3-DIGIT AUTOMATION LETTER	37,840,959	\$ 0.231	\$ 8,741,262
3-DIGIT AUTOMATION FLAT	958,892,444	\$ 0.248	\$ 237,805,326
5-DIGIT NON-AUTOMATION	433,568,635	\$ 0.219	\$ 94,951,531
5-DIGIT AUTOMATION LETTER	1,010,221	\$ 0.178	\$ 179,819
5-DIGIT AUTOMATION FLAT	2,009,400,901	\$ 0.194	\$ 389,823,775
CARRIER ROUTE BASIC	2,812,902,280	\$ 0.139	\$ 390,993,417
CARRIER ROUTE HIGH DENSITY	20,874,951	\$ 0.113	\$ 2,358,869
CARRIER ROUTE SATURATION	20,894,353	\$ 0.095	\$ 1,984,964
PERCENTAGE EDITORIAL DISCOUNT	4,131,890,653	\$ (0.067)	\$ (276,836,674)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	59,411,438	\$ (0.017)	\$ (1,009,994)
WKSHARING DISCNT SCF ENTRY	2,798,326,812	\$ (0.008)	\$ (22,386,514)
WKSHARING DISCNT DADC ENTRY	649,743,410	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	5,009,059,430	\$ -	\$ -
Regular Rate Science of Agriculture Pieces	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
SCI. OF AGRICULTURE - Basic Nonautomation	720,775	\$ 0.333	\$ 240,018
SCI. OF AGRICULTURE - Basic Automation Letter	79,526	\$ 0.266	\$ 21,154
SCI. OF AGRICULTURE - Basic Automation Flat	862,346	\$ 0.291	\$ 250,943
SCI. OF AGRICULTURE - 3-Digit Nonautomation	1,307,184	\$ 0.283	\$ 369,933
SCI. OF AGRICULTURE - 3-Digit Automation Letter	69,651	\$ 0.231	\$ 16,089
SCI. OF AGRICULTURE - 3-Digit Automation Flat	1,453,602	\$ 0.248	\$ 360,493
SCI. OF AGRICULTURE - 5-Digit Nonautomation	4,067,150	\$ 0.219	\$ 890,706
SCI. OF AGRICULTURE - 5-Digit Automation Letter	2,184	\$ 0.178	\$ 389
SCI. OF AGRICULTURE - 5-Digit Automation Flat	3,425,095	\$ 0.194	\$ 664,468
SCI. OF AGRICULTURE - Carrier Route	18,393,045	\$ 0.139	\$ 2,556,833
SCI. OF AGRICULTURE - High Density	594,387	\$ 0.113	\$ 67,166
SCI. OF AGRICULTURE - Saturation	-	\$ 0.095	\$ -
SCI. OF AGRICULTURE - Editorial Discount	14,185,578	\$ (0.067)	\$ (950,434)
SCI. OF AGRICULTURE - Pc. Disc. Delivery Unit	433,077	\$ (0.017)	\$ (7,362)
SCI. OF AGRICULTURE - Pc. Disc. SCF	6,837,587	\$ (0.008)	\$ (54,701)
WKSHARING DISCNT DADC ENTRY	2,787,745	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	-	\$ -	\$ -
Total Pounds	3,812,955,436		
Total Pieces & Revenue	7,250,346,168		\$ 1,940,211,132
Ride-Along Pieces & Revenue	53,373,752		\$ 5,337,375
			\$ 1,945,548,507
Revenue Adjustment Factor			0.9997
Adjusted Revenue			\$ 1,944,887,014
Revenue per piece			\$ 0.268

FY 2000 BILLING DETERMINANTS- CURRENT RATES NONPROFIT RATE PERIODICALS			
Nonprofit Rate Pounds	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	112,552	\$ 0.153	\$ 17,220
Destinating SCF	43,554,481	\$ 0.195	\$ 8,493,124
Destinating ADC	11,118,178	\$ 0.238	\$ 2,646,126
Zones 1&2	8,302,776	\$ 0.238	\$ 1,976,061
Zone 3	12,540,909	\$ 0.253	\$ 3,172,850
Zone 4	22,159,185	\$ 0.292	\$ 6,470,482
Zone 5	22,906,142	\$ 0.351	\$ 8,040,056
Zone 6	8,941,505	\$ 0.413	\$ 3,692,842
Zone 7	5,479,745	\$ 0.488	\$ 2,674,116
Zone 8	5,380,952	\$ 0.552	\$ 2,970,286
Editorial Pounds			
Destinating Delivery Unit	548,233	\$ 0.179	\$ 98,134
Destinating SCF	87,445,526	\$ 0.179	\$ 15,652,749
Destinating ADC	43,694,702	\$ 0.179	\$ 7,821,352
Nonadvertising Unzoned Pound Rate	336,847,107	\$ 0.179	\$ 60,295,632
Nonprofit Rate Commingled Pounds	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	0	\$ 0.153	\$ 0
Destinating SCF	219,328	\$ 0.195	\$ 42,789
Destinating ADC	63,977	\$ 0.238	\$ 15,227
Zones 1&2	50,008	\$ 0.238	\$ 11,902
Zone 3	55,456	\$ 0.253	\$ 14,030
Zone 4	80,594	\$ 0.292	\$ 23,534
Zone 5	178,765	\$ 0.351	\$ 62,747
Zone 6	42,007	\$ 0.413	\$ 17,349
Zone 7	30,467	\$ 0.488	\$ 14,868
Zone 8	670	\$ 0.552	\$ 370
Editorial Pounds			
Destinating Delivery Unit	(0)	\$ 0.179	\$ (0)
Destinating SCF	139,180	\$ 0.179	\$ 24,913
Destinating ADC	45,812	\$ 0.179	\$ 8,200
Nonadvertising Unzoned Pound rate	313,613	\$ 0.179	\$ 56,137
Nonprofit Rate Pieces	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	81,199,609	\$ 0.333	\$ 27,039,470
BASIC AUTOMATION LETTER	21,571,676	\$ 0.266	\$ 5,738,066
BASIC AUTOMATION FLAT	22,787,097	\$ 0.291	\$ 6,631,045
3-DIGIT NON-AUTOMATION	74,792,150	\$ 0.283	\$ 21,166,178
3-DIGIT AUTOMATION LETTER	41,938,767	\$ 0.231	\$ 9,687,855
3-DIGIT AUTOMATION FLAT	168,898,724	\$ 0.248	\$ 41,886,884
5-DIGIT NON-AUTOMATION	110,405,958	\$ 0.219	\$ 24,178,905
5-DIGIT AUTOMATION LETTER	2,230,664	\$ 0.178	\$ 397,058
5-DIGIT AUTOMATION FLAT	459,407,635	\$ 0.194	\$ 89,125,081
CARRIER ROUTE BASIC	1,099,332,100	\$ 0.139	\$ 152,807,162
CARRIER ROUTE HIGH DENSITY	53,103,027	\$ 0.113	\$ 6,000,642
CARRIER ROUTE SATURATION	13,884,478	\$ 0.095	\$ 1,319,025
PERCENTAGE EDITORIAL DISCOUNT	1,917,230,600	\$ (0.067)	\$ (128,454,450)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	2,332,211	\$ (0.017)	\$ (39,648)
WKSHARING DISCNT SCF ENTRY	462,358,818	\$ (0.008)	\$ (3,698,871)
WKSHARING DISCNT ADC ENTRY	193,459,870	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	1,487,723,554	\$ -	\$ -
Presort Rate Commingled Pieces	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	183,143	\$ 0.333	\$ 60,987
BASIC AUTOMATION LETTER	182	\$ 0.266	\$ 48
BASIC AUTOMATION FLAT	12,012	\$ 0.291	\$ 3,495
3-DIGIT NON-AUTOMATION	65,559	\$ 0.283	\$ 18,553
3-DIGIT AUTOMATION LETTER	0	\$ 0.231	\$ -
3-DIGIT AUTOMATION FLAT	554,630	\$ 0.248	\$ 137,548
5-DIGIT NON-AUTOMATION	83,029	\$ 0.219	\$ 18,183
5-DIGIT AUTOMATION LETTER	0	\$ 0.178	\$ -
5-DIGIT AUTOMATION FLAT	2,320,407	\$ 0.194	\$ 450,159
CARRIER ROUTE BASIC	629,545	\$ 0.139	\$ 87,507
CARRIER ROUTE HIGH DENSITY	46	\$ 0.113	\$ 5
CARRIER ROUTE SATURATION	0	\$ 0.095	\$ 0
PERCENTAGE EDITORIAL DISCOUNT	983,142	\$ (0.067)	\$ (65,871)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	0	\$ (0.017)	\$ -
WKSHARING DISCNT SCF ENTRY	1,131,043	\$ (0.008)	\$ (9,048)
WKSHARING DISCNT ADC ENTRY	346,370	\$ -	\$ -
PALLETIZED PIECES DISCOUNT		\$ -	\$ -
Total Pounds	610,251,872		
Total Pieces & Revenue	2,153,400,438		\$ 378,799,044
Discount			\$ 16,882,613
Ride-Along Pieces & Revenue	2,694,488		\$ 269,449
Discounted Revenue + Ride-Along			\$ 362,185,860
Revenue Adjustment Factor			1.020
Adjusted Revenue			\$ 369,570,830
Revenue per piece			\$ 0.172

FY 2000 BILLING DETERMINANTS - CURRENT RATES			
CLASSROOM RATE PERIODICALS			
Classroom Rate Pounds	FY 2000 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	35	\$ 0.153	\$ 5
Destinating SCF	213,276	\$ 0.195	\$ 41,589
Destinating ADC	160,500	\$ 0.238	\$ 38,199
Zones 1&2	160,500	\$ 0.238	\$ 38,199
Zone 3	639,911	\$ 0.253	\$ 161,898
Zone 4	1,216,492	\$ 0.292	\$ 355,216
Zone 5	1,251,781	\$ 0.351	\$ 439,375
Zone 6	258,402	\$ 0.413	\$ 106,720
Zone 7	338,639	\$ 0.488	\$ 165,256
Zone 8	383,022	\$ 0.552	\$ 211,428
Editorial Pounds			
Destinating Delivery Unit	40,530	\$ 0.179	\$ 7,255
Destinating SCF	1,178,897	\$ 0.179	\$ 211,023
Destinating ADC	1,065,983	\$ 0.179	\$ 190,811
Nonadvertising Unzoned Pound rate	26,218,689	\$ 0.179	\$ 5,051,145
Classroom Rate Pieces	FY 2000 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	7,966,134	\$ 0.333	\$ 2,652,723
BASIC AUTOMATION LETTER	190,634	\$ 0.266	\$ 50,709
BASIC AUTOMATION FLAT	1,995,525	\$ 0.291	\$ 580,698
3-DIGIT NON-AUTOMATION	6,070,721	\$ 0.283	\$ 1,718,014
3-DIGIT AUTOMATION LETTER	195,230	\$ 0.231	\$ 45,098
3-DIGIT AUTOMATION FLAT	10,986,957	\$ 0.248	\$ 2,724,785
5-DIGIT NON-AUTOMATION	3,991,123	\$ 0.219	\$ 874,056
5-DIGIT AUTOMATION LETTER	17,753	\$ 0.178	\$ 3,160
5-DIGIT AUTOMATION FLAT	14,617,012	\$ 0.194	\$ 2,835,700
CARRIER ROUTE BASIC	17,490,867	\$ 0.139	\$ 2,431,230
CARRIER ROUTE HIGH DENSITY	25,605	\$ 0.113	\$ 2,893
CARRIER ROUTE SATURATION	421,726	\$ 0.095	\$ 40,064
PERCENTAGE EDITORIAL DISCOUNT	58,919,744	\$ (0.067)	\$ (3,947,623)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	73,875	\$ (0.017)	\$ (1,256)
WKSHARING DISCNT SCF ENTRY	2,535,292	\$ (0.008)	\$ (20,282)
WKSHARING DISCNT ADC ENTRY	2,233,553	\$ -	\$ -
Palletized Pieces Discount	44,194,585	\$ -	\$ -
COMMINGLED BASIC NON-AUTOMATION	14	\$ 0.333	\$ 5
COMMINGLED 5-DIGIT NON-AUTOMATION	4	\$ 0.219	\$ 1
COMMINGLED NON-ADVERTISING ADJUSTMENT	14	\$ (0.067)	\$ (1)
Total Pounds	35,126,658		
Total Pieces & Revenue	63,969,303		\$ 17,008,072
Discount			\$ 772,509
Ride-Along Pieces & Revenue	31,091		\$ 3,109
Discounted Revenue + Ride-Along			\$ 16,238,672
Revenue Adjustment Factor			1.0004
Adjusted Revenue			\$ 16,244,515
Revenue per piece			\$ 0.254

Outside County Periodical Pieces

Total Pieces

	Base Year FY 2000	Test Year BR FY 2003
Outside Cnty	9,467,715,909	9,182,081,732
TYBR to BY Ratio		96.98%
		Test Year After Rates
Outside Cnty		9,108,973,050
TYAR to BY Ratio		96.21%

Regular Rate Pieces

	Base Year FY 2000	Test Year BR FY 2003
Regular	7,250,346,168	7,163,762,675
TYBR to BY Ratio		98.81%
		Test Year After Rates
Regular Rate		7,110,413,720
TYAR to BY Ratio		98.07%

Nonprofit Pieces

	Base Year FY 2000	Test Year BR FY 2003
Nonprofit	2,153,400,438	1,959,377,134
TYBR to BY Ratio		90.99%
		Test Year After Rates
Nonprofit		1,940,224,619
TYAR to BY Ratio		90.10%

Classroom Pieces

	Base Year FY 2000	Test Year BR FY 2003
Classroom	63,969,303	58,941,922
TYBR to BY Ratio		92.14%
		Test Year After Rates
Classroom		58,334,711
TYAR to BY Ratio		91.19%

FY 2003 PROJECTED VOLUMES WITH CURRENT RATES OUTSIDE COUNTY RATE PERIODICALS			
Regular, SOA, Nonprofit, & Classroom combined	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	18,221,351	\$ 0.153	\$ 2,787,867
Destinating SCF	771,404,961	\$ 0.195	\$ 150,423,967
Destinating ADC	160,939,097	\$ 0.238	\$ 38,303,505
Zones 1&2	174,739,230	\$ 0.238	\$ 41,587,937
Zone 3	159,845,133	\$ 0.253	\$ 40,440,819
Zone 4	218,052,612	\$ 0.292	\$ 63,671,363
Zone 5	201,469,100	\$ 0.351	\$ 70,715,654
Zone 6	78,568,587	\$ 0.413	\$ 32,448,826
Zone 7	58,274,637	\$ 0.488	\$ 28,438,023
Zone 8	54,336,683	\$ 0.552	\$ 29,993,849
Editorial Pounds			
Destinating Delivery Unit	13,295,395	\$ 0.179	\$ 2,379,876
Destinating SCF	803,785,276	\$ 0.179	\$ 143,877,564
Destinating ADC	227,858,567	\$ 0.179	\$ 40,786,684
Nonadvertising	1,403,090,259	\$ 0.179	\$ 251,153,156
Science of Agriculture Rate Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
SCI. OF AGRICULTURE DESTINATING DELIVERY UNIT	97,072	\$ 0.115	\$ 11,163
SCI. OF AGRICULTURE DESTINATING SCF	2,055,010	\$ 0.146	\$ 300,031
SCI. OF AGRICULTURE DESTINATING ADC	849,828	\$ 0.179	\$ 152,119
SCI. OF AGRICULTURE ZONES 1&2	3,842,802	\$ 0.179	\$ 687,862
Editorial Pounds			
Destinating Delivery Unit	116,445	\$ 0.179	\$ 20,844
Destinating SCF	1,316,080	\$ 0.179	\$ 235,578
Destinating ADC	524,595	\$ 0.179	\$ 93,903
Zones 1&2	2,372,145	\$ 0.179	\$ 424,614
Presort Rate Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	441,918,033	\$ 0.333	\$ 147,158,705
BASIC AUTOMATION LETTER	63,903,911	\$ 0.266	\$ 16,998,440
BASIC AUTOMATION FLAT	144,680,162	\$ 0.291	\$ 42,101,927
3-DIGIT NON-AUTOMATION	462,868,719	\$ 0.283	\$ 130,991,848
3-DIGIT AUTOMATION LETTER	75,797,815	\$ 0.231	\$ 17,509,295
3-DIGIT AUTOMATION FLAT	1,113,186,555	\$ 0.248	\$ 276,070,266
5-DIGIT NON-AUTOMATION	536,620,838	\$ 0.219	\$ 117,519,964
5-DIGIT AUTOMATION LETTER	3,046,352	\$ 0.178	\$ 542,251
5-DIGIT AUTOMATION FLAT	2,422,383,053	\$ 0.194	\$ 469,942,312
CARRIER ROUTE BASIC	3,814,454,420	\$ 0.139	\$ 530,209,164
CARRIER ROUTE HIGH DENSITY	69,554,983	\$ 0.113	\$ 7,859,713
CARRIER ROUTE SATURATION	33,666,890	\$ 0.095	\$ 3,198,355
PERCENTAGE EDITORIAL DISCOUNT	5,896,234,063	\$ (0.067)	\$ (395,047,682)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	61,319,998	\$ (0.017)	\$ (1,042,440)
WKSHARING DISCNT SCF ENTRY	3,195,730,233	\$ (0.008)	\$ (25,565,842)
WKSHARING DISCNT ADC ENTRY	823,140,600		
WKSHARING DISCNT PALLETIZED PIECES	6,343,640,982		
Total Pounds	4,355,054,865		
Total Pieces & Revenue	9,182,081,732		\$ 2,277,381,479
Ride-Along Pieces & Revenue	99,072,570		\$ 9,907,257
Discount for Nonprofit & Classroom			\$ 16,073,272
Revenue after discount Plus Ride-Along added			\$ 2,271,215,464
Revenue adjustment factor			1.003
Adjusted Revenue			\$ 2,278,005,744
Revenue per piece			\$ 0.248
Weight per Piece			0.474
Pieces per pound			2.108
	Advertising		Editorial
Pounds Volume	1,902,696,103		2,452,358,762
Pound Revenue	\$ 499,962,985		\$ 438,972,218
Revenue/Pound	\$ 0.263		\$ 0.179

**FY2003 PROJECTED VOLUMES - CURRENT RATES
REGULAR RATE PERIODICALS**

USPS-LR-J-107
Outside County
Worksheet Test Year BR

Regular Rate Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	18,118,907	\$ 0.153	\$ 2,772,193
Destinating SCF	731,378,698	\$ 0.195	\$ 142,618,846
Destinating ADC	150,616,578	\$ 0.238	\$ 35,846,746
Zones 1&2	166,991,151	\$ 0.238	\$ 39,743,894
Zone 3	146,169,435	\$ 0.253	\$ 36,980,867
Zone 4	196,117,126	\$ 0.292	\$ 57,266,201
Zone 5	179,112,162	\$ 0.351	\$ 62,868,369
Zone 6	70,096,690	\$ 0.413	\$ 28,949,933
Zone 7	52,909,294	\$ 0.488	\$ 25,819,735
Zone 8	49,054,738	\$ 0.552	\$ 27,078,215
Editorial Pounds			
Destinating Delivery Unit	12,759,213	\$ 0.179	\$ 2,283,899
Destinating SCF	723,005,783	\$ 0.179	\$ 129,418,035
Destinating ADC	187,076,906	\$ 0.179	\$ 33,486,766
Nonadvertising	1,068,743,145	\$ 0.179	\$ 191,305,023
Regular Rate Science of Agriculture Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
SCI. OF AGRICULTURE DESTINATING DELIVERY UNIT	97,072	\$ 0.115	\$ 11,163
SCI. OF AGRICULTURE DESTINATING SCF	2,055,010	\$ 0.146	\$ 300,031
SCI. OF AGRICULTURE DESTINATING ADC	849,828	\$ 0.179	\$ 152,119
SCI. OF AGRICULTURE ZONES 1&2	3,842,802	\$ 0.179	\$ 687,862
SCI. OF AGRICULTURE ZONE 3	1,624,656	\$ 0.253	\$ 411,038
SCI. OF AGRICULTURE ZONE 4	578,643	\$ 0.292	\$ 168,964
SCI. OF AGRICULTURE ZONE 5	198,598	\$ 0.351	\$ 69,708
SCI. OF AGRICULTURE ZONE 6	59,713	\$ 0.413	\$ 24,661
SCI. OF AGRICULTURE ZONE 7	39,582	\$ 0.488	\$ 19,316
SCI. OF AGRICULTURE ZONE 8	32,291	\$ 0.552	\$ 17,825
Editorial Pounds			
Destinating Delivery Unit	116,445	\$ 0.179	\$ 20,844
Destinating SCF	1,316,080	\$ 0.179	\$ 235,578
Destinating ADC	524,595	\$ 0.179	\$ 93,903
Zones 1&2	2,372,145	\$ 0.179	\$ 424,614
SCI. OF AGRICULTURE - NONADVERTISING	1,563,908	\$ 0.179	\$ 279,940
Regular Rate Presort Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	359,815,688	\$ 0.333	\$ 119,818,624
BASIC AUTOMATION LETTER	44,021,468	\$ 0.266	\$ 11,709,711
BASIC AUTOMATION FLAT	121,244,531	\$ 0.291	\$ 35,282,158
3-DIGIT NON-AUTOMATION	387,870,563	\$ 0.283	\$ 109,767,369
3-DIGIT AUTOMATION LETTER	37,389,063	\$ 0.231	\$ 8,636,874
3-DIGIT AUTOMATION FLAT	947,441,369	\$ 0.248	\$ 234,965,460
5-DIGIT NON-AUTOMATION	428,390,966	\$ 0.219	\$ 93,817,622
5-DIGIT AUTOMATION LETTER	998,157	\$ 0.178	\$ 177,672
5-DIGIT AUTOMATION FLAT	1,985,404,674	\$ 0.194	\$ 385,168,507
CARRIER ROUTE BASIC	2,779,310,656	\$ 0.139	\$ 386,324,181
CARRIER ROUTE HIGH DENSITY	20,625,662	\$ 0.113	\$ 2,330,700
CARRIER ROUTE SATURATION	20,644,833	\$ 0.095	\$ 1,961,259
PERCENTAGE EDITORIAL DISCOUNT	4,082,547,695	\$ (0.067)	\$ (273,530,696)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	58,701,948	\$ (0.017)	\$ (997,933)
WKSHARING DISCNT SCF ENTRY	2,764,909,248	\$ (0.008)	\$ (22,119,274)
WKSHARING DISCNT DADC ENTRY	641,984,187	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	4,949,241,340	\$ -	\$ -
Science of Agriculture Rate Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pieces
SCI. OF AGRICULTURE - Basic Nonautomation	712,168	\$ 0.333	\$ 237,152
SCI. OF AGRICULTURE - Basic Automation Letter	78,577	\$ 0.266	\$ 20,901
SCI. OF AGRICULTURE - Basic Automation Flat	852,048	\$ 0.291	\$ 247,946
SCI. OF AGRICULTURE - 3-Digit Nonautomation	1,291,574	\$ 0.283	\$ 365,515
SCI. OF AGRICULTURE - 3-Digit Automation Letter	68,819	\$ 0.231	\$ 15,897
SCI. OF AGRICULTURE - 3-Digit Automation Flat	1,436,244	\$ 0.248	\$ 356,188
SCI. OF AGRICULTURE - 5-Digit Nonautomation	4,018,580	\$ 0.219	\$ 880,069
SCI. OF AGRICULTURE - 5-Digit Automation Letter	2,157	\$ 0.178	\$ 384
SCI. OF AGRICULTURE - 5-Digit Automation Flat	3,384,192	\$ 0.194	\$ 656,533
SCI. OF AGRICULTURE - Carrier Route	18,173,396	\$ 0.139	\$ 2,526,102
SCI. OF AGRICULTURE - High Density	587,289	\$ 0.113	\$ 66,364
SCI. OF AGRICULTURE - Saturation	0	\$ 0.095	\$ -
SCI. OF AGRICULTURE - Editorial Discount	14,016,174	\$ (0.067)	\$ (939,084)
SCI. OF AGRICULTURE - Pc. Disc. Delivery Unit	427,905	\$ (0.017)	\$ (7,274)
SCI. OF AGRICULTURE - Pc. Disc. SCF	6,755,933	\$ (0.008)	\$ (54,047)
SCI. OF AGRICULTUREWKSHARING DISCNT DADC ENTRY	2,754,454		
SCI. OF AGRICULTURE PALLETIZED PIECES DISCOUNT	0		
Total Pounds	3,767,421,197		
Total Pieces & Revenue	7,163,762,675		\$ 1,917,041,168
Ride-Along Pieces & Revenue	93,942,420		\$ 9,394,242
Revenue Including Ride-Along			\$ 1,926,435,410
Revenue Adjustment Factor			0.9997
Adjusted Revenue			\$ 1,925,780,415
Revenue Per Piece			\$ 0.269

**FY2003 PROJECTED VOLUMES - CURRENT RATES
NONPROFIT RATE PERIODICALS**

USPS-LR-J-107
Outside County
Worksheet Test Year BR

Nonprofit Rate Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	102,411	\$ 0.153	\$ 15,669
Destinating SCF	39,630,183	\$ 0.195	\$ 7,727,886
Destinating ADC	10,116,420	\$ 0.238	\$ 2,407,708
Zones 1&2	7,554,689	\$ 0.238	\$ 1,798,016
Zone 3	11,410,962	\$ 0.253	\$ 2,886,973
Zone 4	20,162,622	\$ 0.292	\$ 5,887,486
Zone 5	20,842,278	\$ 0.351	\$ 7,315,640
Zone 6	8,135,868	\$ 0.413	\$ 3,360,113
Zone 7	4,986,015	\$ 0.488	\$ 2,433,175
Zone 8	4,896,124	\$ 0.552	\$ 2,702,660
Editorial Pounds			
Destinating Delivery Unit	498,837	\$ 0.179	\$ 89,292
Destinating SCF	79,566,606	\$ 0.179	\$ 14,242,423
Destinating ADC	39,757,770	\$ 0.179	\$ 7,116,641
Nonadvertising	306,496,882	\$ 0.179	\$ 54,862,942
Nonprofit Commingled Rate Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	0	\$ 0.153	\$ 0
Destinating SCF	199,566	\$ 0.195	\$ 38,915
Destinating ADC	58,213	\$ 0.238	\$ 13,855
Zones 1&2	45,504	\$ 0.238	\$ 10,830
Zone 3	50,459	\$ 0.253	\$ 12,766
Zone 4	73,333	\$ 0.292	\$ 21,413
Zone 5	162,658	\$ 0.351	\$ 57,093
Zone 6	38,222	\$ 0.413	\$ 15,786
Zone 7	27,722	\$ 0.488	\$ 13,528
Zone 8	610	\$ 0.552	\$ 337
Editorial Pounds			
Destinating Delivery Unit	(0)	\$ 0.179	\$ (0)
Destinating SCF	126,640	\$ 0.179	\$ 22,668
Destinating ADC	41,684	\$ 0.179	\$ 7,461
Nonadvertising	285,356	\$ 0.179	\$ 51,079
Nonprofit Rate Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pounds
BASIC NON-AUTOMATION	73,883,452	\$ 0.333	\$ 24,603,189
BASIC AUTOMATION LETTER	19,628,048	\$ 0.266	\$ 5,221,061
BASIC AUTOMATION FLAT	20,733,959	\$ 0.291	\$ 6,033,582
3-DIGIT NON-AUTOMATION	68,053,310	\$ 0.283	\$ 19,259,087
3-DIGIT AUTOMATION LETTER	38,160,047	\$ 0.231	\$ 8,814,971
3-DIGIT AUTOMATION FLAT	153,680,798	\$ 0.248	\$ 38,112,838
5-DIGIT NON-AUTOMATION	100,458,282	\$ 0.219	\$ 22,000,364
5-DIGIT AUTOMATION LETTER	2,029,679	\$ 0.178	\$ 361,283
5-DIGIT AUTOMATION FLAT	418,014,597	\$ 0.194	\$ 81,094,832
CARRIER ROUTE BASIC	1,000,281,295	\$ 0.139	\$ 139,039,100
CARRIER ROUTE HIGH DENSITY	48,318,397	\$ 0.113	\$ 5,459,979
CARRIER ROUTE SATURATION	12,633,474	\$ 0.095	\$ 1,200,180
PERCENTAGE EDITORIAL DISCOUNT	1,744,486,410	\$ (0.067)	\$ (116,880,589)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	2,122,076	\$ (0.017)	\$ (36,075)
WKSHARING DISCNT SCF ENTRY	420,699,875	\$ (0.008)	\$ (3,365,599)
WKSHARING DISCNT ADC ENTRY	176,028,780	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	1,353,678,332	\$ -	\$ -
Presort Rate Commingled Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pounds
BASIC NON-AUTOMATION	166,642	\$ 0.333	\$ 55,492
BASIC AUTOMATION LETTER	166	\$ 0.266	\$ 44
BASIC AUTOMATION FLAT	10,929	\$ 0.291	\$ 3,180
3-DIGIT NON-AUTOMATION	59,652	\$ 0.283	\$ 16,882
3-DIGIT AUTOMATION LETTER	0	\$ 0.231	\$ -
3-DIGIT AUTOMATION FLAT	504,658	\$ 0.248	\$ 125,155
5-DIGIT NON-AUTOMATION	75,548	\$ 0.219	\$ 16,545
5-DIGIT AUTOMATION LETTER	0	\$ 0.178	\$ -
5-DIGIT AUTOMATION FLAT	2,111,337	\$ 0.194	\$ 409,599
CARRIER ROUTE BASIC	572,822	\$ 0.139	\$ 79,622
CARRIER ROUTE HIGH DENSITY	42	\$ 0.113	\$ 5
CARRIER ROUTE SATURATION	0	\$ 0.095	\$ 0
PERCENTAGE EDITORIAL DISCOUNT	894,560	\$ (0.067)	\$ (59,936)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	0	\$ (0.017)	\$ -
WKSHARING DISCNT SCF ENTRY	1,029,135	\$ (0.008)	\$ (8,233)
WKSHARING DISCNT ADC ENTRY	315,162	\$ -	\$ -
PALLETIZED PIECES DISCOUNT	0	\$ -	\$ -
Pounds	555,267,633		
Pieces & Revenue	1,959,377,134		\$ 344,668,912
Discount			\$ 15,361,475
Ride-Along Pieces & Revenue	5,062,740		\$ 506,274
Discounted Revenue + Ride-Along			\$ 329,813,711
Revenue Adjustment Factor			1.0204
Adjusted Revenue			\$ 336,538,595
Revenue Per Piece			\$ 0.172

FY2003 PROJECTED VOLUMES - CURRENT RATES CLASSROOM RATE PERIODICALS			
Classroom Rate Pounds	FY 2003 Pounds	Current Rate	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	33	\$ 0.153	\$ 5
Destinating SCF	196,514	\$- 0.195	\$ 38,320
Destinating ADC	147,886	\$ 0.238	\$ 35,197
Zones 1&2	147,886	\$ 0.238	\$ 35,197
Zone 3	589,620	\$ 0.253	\$ 149,174
Zone 4	1,120,887	\$ 0.292	\$ 327,299
Zone 5	1,153,403	\$ 0.351	\$ 404,844
Zone 6	238,094	\$ 0.413	\$ 98,333
Zone 7	312,025	\$ 0.488	\$ 152,268
Zone 8	352,920	\$ 0.552	\$ 194,812
Editorial Pounds			
Destinating Delivery Unit	37,345	\$ 0.179	\$ 6,685
Destinating SCF	1,086,247	\$ 0.179	\$ 194,438
Destinating ADC	982,207	\$ 0.179	\$ 175,815
Nonadvertising	26,000,967	\$ 0.179	\$ 4,654,173
Classroom Rate Pieces	FY 2003 Pieces	Current Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	7,340,072	\$ 0.333	\$ 2,444,244
BASIC AUTOMATION LETTER	175,652	\$ 0.266	\$ 46,723
BASIC AUTOMATION FLAT	1,838,695	\$ 0.291	\$ 535,060
3-DIGIT NON-AUTOMATION	5,593,619	\$ 0.283	\$ 1,582,994
3-DIGIT AUTOMATION LETTER	179,887	\$ 0.231	\$ 41,554
3-DIGIT AUTOMATION FLAT	10,123,486	\$ 0.248	\$ 2,510,625
5-DIGIT NON-AUTOMATION	3,677,459	\$ 0.219	\$ 805,363
5-DIGIT AUTOMATION LETTER	16,358	\$ 0.178	\$ 2,912
5-DIGIT AUTOMATION FLAT	13,468,253	\$ 0.194	\$ 2,612,841
CARRIER ROUTE BASIC	16,116,250	\$ 0.139	\$ 2,240,159
CARRIER ROUTE HIGH DENSITY	23,593	\$ 0.113	\$ 2,666
CARRIER ROUTE SATURATION	388,583	\$ 0.095	\$ 36,915
PERCENTAGE EDITORIAL DISCOUNT	54,289,211	\$ (0.067)	\$ (3,637,377)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	68,069	\$ (0.017)	\$ (1,157)
WKSHARING DISCNT SCF ENTRY	2,336,042	\$ (0.008)	\$ (18,688)
WKSHARING DISCNT ADC ENTRY	2,058,017	\$ -	\$ -
Palletized Pieces Discount	40,721,310	\$ -	\$ -
COMMINGLED BASIC NON-AUTOMATION	13	\$ 0.333	\$ 4
COMMINGLED 5-DIGIT NON-AUTOMATION	3	\$ 0.219	\$ 1
COMMINGLED NON-ADVERTISING ADJUSTMENT	13	\$ (0.067)	\$ (1)
Pounds	32,366,036		
Pieces & Revenue	58,941,922		\$ 15,671,399
Discount			\$ 711,797
Ride-Along Pieces & Revenue	67,410		\$ 6,741
Discounted Revenue + Ride-Along			\$ 14,966,343
Revenue Adjustment Factor			1.00036
Adjusted Revenue			\$ 14,971,728
Revenue per piece			\$ 0.254

Inputs to Outside County Rates Development

General Design Inputs		
Item	Amount	Source / Notes
TY Before Rates Volume	9,182,081,732	Sum of RR, NP & CR
TY After Rates Volume	9,108,973,050	Sum of RR, NP & CR
TYBR Cost, Without Contingency	\$ 2,260,599,000	USPS-T-12, WP-F, Witness Patelunas
TYAR Cost, Without Contingency	\$ 2,245,844,000	USPS-T-12, WP-H, Witness Patelunas
Contingency Factor	103.00%	USPS-T-6, Witness Tayman
TYBR Cost, (Including Contingency)	\$ 2,328,416,970	Calculated (Line 7*Line 9)
TYAR Cost, (Including Contingency)	\$ 2,313,219,320	Calculated (Line 8*Line 9)
Desired Cost Coverage	109.50%	Starting Coverage Based on USPS-T-28, Exhibit 28B
TYBR Fees	\$ 16,686,000	Sum of RR, NP & CR
TYAR Fees	\$ 17,497,000	Sum of RR, NP & CR
Proportion of Revenue From Piece Rates	60%	Assumption
Transportation Cost, Without Contingency	\$ 349,938,000	USPS-T-12, Table D, Witness Patelunas
Transportation Cost, With Contingency	\$ 360,436,140	Calculated (Line 16*Line 9)
Proportion of Transportation Cost That is Distance Related	0.7424	USPS-LR-J-43, Witness Pickett
Distance Related Transportation Cost	\$ 267,594,612	Calculated (Line 17*Line 18)

Regular Rate Design Inputs		
Item	Amount	Source / Notes
TY Before Rates Volume	7,163,762,675	USPS-LR-J-125, Table 125-1, Witness Tolley
TY After Rates Volume	7,110,413,720	USPS-LR-J-125, Table 125-2, Witness Tolley
TYBR Fees	\$ 13,018,000	USPS-LR-109, USPS-T-36, WP-14, Witness Mayo
TYAR Fees	\$ 13,658,000	USPS-LR-109, USPS-T-36, WP-15, Witness Mayo
Annualized Ride-Along Pieces	93,942,420	Estimated Annual Volume Based on FY00 & FY01
Estimated Ride-Along Revenue	\$ 12,400,000	See Note 1 below

Nonprofit Rate Design Inputs		
Item	Amount	Source / Notes
TY Before Rates Volume	1,959,377,134	USPS-LR-J-125, Table 125-1, Witness Tolley
TY After Rates Volume	1,940,224,619	USPS-LR-J-125, Table 125-2, Witness Tolley
TYBR Fees	\$ 3,561,000	USPS-LR-109, USPS-T-36, WP-14, Witness Mayo
TYAR Fees	\$ 3,727,000	USPS-LR-109, USPS-T-36, WP-15, Witness Mayo
Annualized Ride-Along Pieces	5,062,740	Estimated Annual Volume Based on FY00 & FY01

Classroom Rate Design Inputs		
Item	Amount	Source / Notes
TY Before Rates Volume	58,941,922	USPS-LR-J-125, Table 125-1, Witness Tolley
TY After Rates Volume	58,334,711	USPS-LR-J-125, Table 125-2, Witness Tolley
TYBR Fees	\$ 107,000	USPS-LR-109, USPS-T-36, WP-14, Witness Mayo
TYAR Fees	\$ 112,000	USPS-LR-109, USPS-T-36, WP-15, Witness Mayo
Annualized Ride-Along Pieces	67,410	Estimated Annual Volume Based on FY00 & FY01

Note 1: Based on an estimated Ride-Along volume in Test Year of 100 million pieces and
a Rate of 12.4 cents. See USPS-T-44, Witness Koroma

Note 2: Additional inputs exist in the Discounts Worksheet

Advertising Pound Rate Calculations

USPS-LR-J-10
Outside Count
Worksheet Pound Data_Ad

Test Year BR Advertising Pounds	
RR, NP, CR Advertising Pounds	
Destinating Delivery Unit	18,221,351
Destinating SCF	771,404,961
Destinating ADC	160,939,097
Zones 1&2	174,739,230
Zone 3	159,845,133
Zone 4	218,052,612
Zone 5	201,469,100
Zone 6	78,568,587
Zone 7	58,274,637
Zone 8	54,336,683
SOA Advertising Pounds	
Delivery Unit	97,072
Destinating SCF	2,055,010
Destinating ADC	849,828
Zones 1&2	3,842,802

Pound Miles Calculations					
	Total Advertising Pounds	Proportion of Weight	Average Haul Input	Pound Miles (Col. C * Col. E)	Pound Miles Proportions
Destinating Delivery Unit RR + SOA	18,318,423	0.96%			
Destinating SCF RR + SOA	773,459,971	40.65%			
Destinating ADC RR + SOA	161,788,925	8.50%	63	10,192,702,280	1.26%
Zones 1&2 RR + SOA	178,582,032	9.39%	189	33,752,004,062	4.19%
Zone 3	159,845,133	8.40%	302	48,273,230,019	5.99%
Zone 4	218,052,612	11.46%	593	129,305,198,963	16.04%
Zone 5	201,469,100	10.59%	1,035	208,520,518,205	25.86%
Zone 6	78,568,587	4.13%	1,501	117,931,448,890	14.63%
Zone 7	58,274,637	3.06%	2,062	120,162,302,185	14.90%
Zone 8	54,336,683	2.86%	2,541	138,069,510,975	17.13%
Totals	1,902,696,103	100.00%		806,206,915,579	100.00%

Calculation of Transportation Costs		Notes
Total Required Revenue	\$ 2,512,208,801	From Piece Discounts Spreadsheet, Line 3
Revenue Needed from Pound Rates	\$ 1,011,538,134	From Piece Discounts Spreadsheet, Line 6
Portion of Revenue to be Derived from Adv. Pounds	\$ 536,315,423	Proportion of Revenue From Adv. Pounds (53% -see Base Year Cell C62)
Transportation Cost with Contingency, No Markup	\$ 360,436,140	Spreadsheet Rate Design Input, Line17
Advertising Portion of Transportation Cost	\$ 180,218,070	Allocation to Adv. Pounds based on Adv. Pound Proportion in Base Year
Distance Related Transportation Cost	\$ 133,797,306	Line 40*Line 18, Rate Design Input Worksheet
Non-Distance Related Transportation Cost	\$ 46,420,764	Line 40 - Line 41
Non-Distance Related Transportation Cost Per Pound	\$ 0.024	Line 42/Line 33

Pound Rate Dropship Discounts			
	Cost Avoided	Passthroughs	Final Discount
Destinating Delivery Unit	\$ 0.075	50%	\$ 0.038
Destinating SCF	\$ 0.035	50%	\$ 0.018
Destinating ADC	\$ 0.007	50%	\$ 0.004

Allocation of Transportation Costs Based on Pound Miles Proportions				
	Distance Related Costs		Total Trans.	
	Cost/Miles Prop.	Cost Per Pound	Cost Per Pound	Revenue
Regular Rate (Distance Related Costs Plus Non-Distance Related Costs Less Discount)				
Delivery Unit			\$ (0.034)	\$ (619,526)
SCF RR+Comm			\$ 0.010	\$ 8,020,576
Destinating ADC	\$ 1,691,571	\$ 0.010	\$ 0.031	\$ 4,967,631
Zones 1&2 + Comm	\$ 5,601,449	\$ 0.032	\$ 0.056	\$ 9,773,736
Zone 3 RR+SOA	\$ 8,011,378	\$ 0.050	\$ 0.075	\$ 11,911,177
Zone 4 RR+SOA	\$ 21,459,363	\$ 0.098	\$ 0.123	\$ 26,779,272
Zone 5 RR+SOA	\$ 34,605,860	\$ 0.172	\$ 0.196	\$ 39,521,174
Zone 6 RR+SOA	\$ 19,571,787	\$ 0.249	\$ 0.274	\$ 21,488,653
Zone 7 RR+SOA	\$ 19,942,017	\$ 0.342	\$ 0.367	\$ 21,363,765
Zone 8 RR+SOA	\$ 22,913,880	\$ 0.422	\$ 0.446	\$ 24,239,552
Science of Agriculture (75% of Regular Rate)				
Delivery Unit			\$ (0.026)	\$ (2,475)
Destinating SCF			\$ 0.008	\$ 16,025
Destinating ADC			\$ 0.023	\$ 19,673
Zones 1&2			\$ 0.042	\$ 161,205
Total Transportation Revenue Needed				\$ 167,640,438
Additional Revenue Needed				\$ 368,674,984
Add-on Dollars Per Pound				\$ 0.194

Final Pound Rates and Revenues				
	Rates	Rounded	Pounds	Revenues
Regular Rate (Transportation Rates Plus Add-on Dollars Per Pound)				
Delivery Office Entry	0.159764513	\$ 0.160	18,221,351	\$ 2,915,416
Destinating SCF Entry	0.204161874	\$ 0.204	771,404,961	\$ 157,366,612
Destinating ADC Entry	0.22463104	\$ 0.225	160,939,097	\$ 36,211,297
Zone 1 & 2	0.249697779	\$ 0.250	174,739,230	\$ 43,684,807
Zone 3	0.268281497	\$ 0.268	159,845,133	\$ 42,838,496
Zone 4	0.316575571	\$ 0.317	218,052,612	\$ 69,122,678
Zone 5*	0.389929455	\$ 0.390	201,469,100	\$ 78,572,949
Zone 6	0.467266356	\$ 0.467	78,568,587	\$ 36,691,530
Zone 7	0.560369364	\$ 0.560	58,274,637	\$ 32,633,797
Zone 8*	0.639863732	\$ 0.640	54,336,683	\$ 34,775,477
Science of Agriculture (75% of Regular Rate)				
Delivery Office Entry	0.119823385	\$ 0.120	97,072	\$ 11,649
Destinating SCF Entry	0.153121406	\$ 0.153	2,055,010	\$ 314,417
Destinating ADC Entry	0.16847328	\$ 0.168	849,828	\$ 142,771
Zone 1 & 2	0.187273334	\$ 0.187	3,842,802	\$ 718,604
Total Revenue From Advertising Pounds				\$ 536,000,499
Target				\$ 536,315,423
Total Less Target				\$ (314,923)
Total as a Percent of Target				99.94%
Revenue Per Advertising Pound				\$ 0.282
Total Revenue From Pound Rates				\$ 1,011,759,374
Target				\$ 1,011,538,134
Total Less Target				\$ 221,239
Total as a Percent of Target				100.02%

Editorial Pound Rate Calculations

Line #

3	Revenue needed from Ed. Pounds	\$	475,222,712
4	Revenue needed from Regular Rate Leakage	\$	21,933,586
5	Revenue needed from SOA Leakage	\$	237,568
6	Total Revenue Needed	\$	497,393,866
7	Editorial Pounds		2,452,358,762
8	Average Editorial Pound Rate	\$	0.203

Editorial Rate Leakage Calculations @ 50% Passthrough			
	Rate Savings From Zones 1&2 Rate	Editorial Pounds	Revenue Needed
Regular Rate			
Zones 1&2 to DDU	\$ 0.045	13,295,395	\$ 598,293
Zones 1&2 to DSCF	\$ 0.023	803,785,276	\$ 18,487,061
Zones 1&2 to DADC	\$ 0.013	227,858,567	\$ 2,848,232
Total Regular Rate Leakage			\$ 21,933,586
Science of Agriculture			
DSCF to DDU	\$ 0.017	116,445	\$ 1,921
DADC to DSCF	\$ 0.008	1,316,080	\$ 9,871
Zone 1 & 2 to DADC	\$ 0.009	524,595	\$ 4,984
Overall leakage @ 75% of base rate	\$ 0.051	4,329,265	\$ 220,793
Total SOA Leakage			\$ 237,568

Proposed Editorial Rates and Revenue Calculations			
	Proposed Rates	TY BR Pounds	Revenue
Regular Rate			
Destinating DDU	\$ 0.158	13,295,395	\$ 2,100,672
Destinating SCF	\$ 0.180	803,785,276	\$ 144,681,350
Destinating ADC	\$ 0.191	227,858,567	\$ 43,520,986
Unzoned Editorial Pound Rate	\$ 0.203	1,403,090,259	\$ 284,827,323
Total Revenue Needed			\$ 475,130,331
Science of Agriculture			
Destinating DDU	\$ 0.120	116,445	\$ 13,973
Destinating SCF	\$ 0.136	1,316,080	\$ 178,987
Destinating ADC	\$ 0.143	524,595	\$ 75,017
Zone 1 & 2	\$ 0.152	2,372,145	\$ 360,566
Total Revenue Needed			\$ 628,543
Realized Revenue from Editorial Pounds			\$ 475,758,874
Target Revenue			\$ 475,222,712
Total less Target			\$ 536,163
Total as a percent of target			100.11%

Savings Estimates From Discounts

Line #

Nontransportation Cost Avoidances		
Pieces Volume	9,467,715,909	
Pounds Volume	4,458,267,063	
Weight per Piece	0.471	
Handling Costs Avoided		
	Per Piece	Per Pound
Destinating Delivery Unit	\$ 0.0352	\$ 0.0748
Destinating SCF	\$ 0.0165	\$ 0.0350
Destinating ADC	\$ 0.0034	\$ 0.0072
Source: USPS-LR-J-68, Appendix F, Witness Mayes		

Editorial Piece Discounts			
	TYBR	TYAR	% Change
Revenue	\$ 2,278,005,744	\$ 2,511,599,963	110.25%
Pieces	9,182,081,732	9,108,973,050	99.20%
Rev. per piece	\$ 0.248	\$ 0.276	111.14%
Discount rate	\$ 0.067	\$ 0.074	

Mail Processing and Delivery Discounts				
Nonautomation				Presort Savings
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	(In Dollars)
Basic Nonautomation	25.051	8.945	33.996	\$ -
3-Digit Nonautomation	20.126	8.945	29.071	\$ 0.049
5-Digit Nonautomation	13.308	8.945	22.253	\$ 0.068
Carrier Route Nonautomation	6.927	6.070	12.997	\$ 0.093
Source: USPS-LR-J-61, Page 34, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Barcoded Letter-Size				Automation Savings
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	(In Dollars)
Nonautomation Letters				
Basic	13.474	4.201	17.675	\$ -
3/5 Digit	12.019	4.418	16.437	\$ -
Automation Letters				
Basic	3.294	3.827	7.121	\$ 0.269
3-Digit	3.016	3.812	6.828	\$ 0.259
5-Digit	2.074	3.738	5.812	\$ 0.269
Source: USPS-LR-J-61, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Barcoded Flat Size				Automation Savings
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	(In Dollars)
Basic	21.489	8.312	29.801	\$ 0.042
3-Digit	17.936	8.312	26.248	\$ 0.028
5-Digit	12.707	8.312	21.019	\$ 0.012
Source: USPS-LR-J-61, Page 35, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Carrier Route				Savings
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	(In Dollars)
Basic Carrier Route	3.075	6.070	9.146	\$ -
High Density	1.133	4.862	5.995	\$ 0.092
Saturation	1.133	4.031	5.165	\$ 0.040
Source: USPS-LR-J-59, Table 1, Witness Schenk (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Per-Piece Cost Savings for Pallets Compared to Sacks				\$ 0.0221
Source: USPS-LR-J-100, Table 1, Witness Schenk				

Calculation of Piece Revenues

Line #

3	Required Revenue	\$ 2,512,208,801	((Cost*Coverage) - TYAR Fee - Ride Along))/Rev. Adj. Fac
4	Piece Rate Required Revenue @ 60%	\$ 1,504,813,072	Line 3* 60 Percent
5	Actual Piece Revenue Derived	\$ 1,500,670,667	Line 38
6	Revenue needed from Pound Rates	\$ 1,011,538,134	Line 3- Line 5

7

Total Presort Volumes & Revenues				
	Volumes		Rates	Revenue
	Test Year BR	Pct. Of Total		
11 Basic	650,502,106	7.08%	\$ 0.369	\$ 240,035,277
12 3-Digit	1,651,853,089	17.99%	\$ 0.320	\$ 528,592,989
13 5-Digit	2,962,050,243	32.26%	\$ 0.252	\$ 746,436,661
14 Carrier Route	3,917,676,293	42.67%	\$ 0.159	\$ 622,910,531
15 Total	9,182,081,732	100.00%		\$ 2,137,975,458

16

Other Piece Discounts					
	Volumes			Discounts (Piece Discounts 2)	Revenues
	Test Year BR	% of Presort	% of Tot.		
20 DISCOUNTS FROM BASIC					
21 BARCODED LETTER SIZE	63,903,911	9.82%	0.70%	\$ (0.092)	\$ (5,879,160)
22 BARCODED FLAT	144,680,162	22.24%	1.58%	\$ (0.048)	\$ (6,944,648)
23 DISCOUNTS FROM 3-DIGIT					
24 BARCODED LETTER SIZE	75,797,815	4.59%	0.83%	\$ (0.075)	\$ (5,684,836)
25 BARCODED FLAT	1,113,186,555	67.39%	12.12%	\$ (0.041)	\$ (45,640,649)
26 DISCOUNTS FROM 5-DIGIT					
27 BARCODED LETTER SIZE	3,046,352	0.10%	0.03%	\$ (0.061)	\$ (185,827)
28 BARCODED FLAT	2,422,383,053	81.78%	26.38%	\$ (0.030)	\$ (72,671,492)
29 DISCOUNTS FROM CARRIER ROUTE					
30 HIGH DENSITY	69,554,983	1.78%	0.76%	\$ (0.032)	\$ (2,225,759)
31 SATURATION	33,666,890	0.86%	0.37%	\$ (0.051)	\$ (1,717,011)
32 OTHER PIECE DISCOUNTS					
33 PER-PC EDITORIAL DISCOUNT	5,896,234,063		64.21%	\$ (0.074)	\$ (436,321,321)
34 DELIVERY OFFICE ENTRY	61,319,998		0.67%	\$ (0.018)	\$ (1,103,760)
35 DESTINATION SCF ENTRY	3,195,730,233		34.80%	\$ (0.008)	\$ (25,565,842)
36 DESTINATION ADC ENTRY	823,140,600		8.96%	\$ (0.002)	\$ (1,646,281)
37 PIECES ON PALLETS	6,343,640,982		69.09%	\$ (0.005)	\$ (31,718,205)
38	Calculated Revenue				\$ 1,500,670,667
39	Target Revenue				\$ 1,504,813,072
40	Calculated less Target				\$ (4,142,405)

Calculations of Piece Discounts, Sheet 2

USPS-LR-J-107
Outside County
Worksheet Piece Discounts 2

Line #	Presort Level	Unit Cost Savings (From Discounts W/S)	Passthroughs
5	BASIC NONAUTOMATION	\$ -	{Benchmark unit cost}
6	BASIC AUTOMATION LETTER	\$ 0.269	34%
7	BASIC AUTOMATION FLAT	\$ 0.042	115%
8	3 DIGIT NONAUTOMATION	\$ 0.049	100%
9	3 DIGIT AUTOMATION LETTER	\$ 0.259	29%
10	3 DIGIT AUTOMATION FLAT	\$ 0.028	145%
11	5 DIGIT NONAUTOMATION	\$ 0.068	100%
12	5-DIGIT AUTOMATION LETTER	\$ 0.269	23%
13	5 DIGIT AUTOMATION FLAT	\$ 0.012	245%
14	CARRIER ROUTE	\$ 0.093	100%
15	HIGH DENSITY	\$ 0.032	100%
16	SATURATION	\$ 0.040	128%
17	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 0.0352	50%
18	WKSHARING DISCNT SCF ENTRY	\$ 0.0165	50%
19	WKSHARING DISCNT ADC ENTRY	\$ 0.0034	50%
20	WKSHARING DISCNT PALLETIZED PIECES	\$ 0.0221	24%
21		Final Unit Cost Savings	Notes
22	BASIC NONAUTOMATION	\$ -	
23	BASIC AUTOMATION LETTER	\$ 0.092	Passthroughs Times Unit Cost Savings
24	BASIC AUTOMATION FLAT	\$ 0.048	Passthroughs Times Unit Cost Savings
25	3 DIGIT NONAUTOMATION	\$ 0.049	Passthroughs Times Unit Cost Savings
26	3 DIGIT AUTOMATION LETTER	\$ 0.075	Passthroughs Times Unit Cost Savings
27	3 DIGIT AUTOMATION FLAT	\$ 0.041	Passthroughs Times Unit Cost Savings
28	5 DIGIT NONAUTOMATION	\$ 0.068	Passthroughs Times Unit Cost Savings
29	5-DIGIT AUTOMATION LETTER	\$ 0.061	Passthroughs Times Unit Cost Savings
30	5 DIGIT AUTOMATION FLAT	\$ 0.030	Passthroughs Times Unit Cost Savings
31	CARRIER ROUTE	\$ 0.093	Passthroughs Times Unit Cost Savings
32	HIGH DENSITY	\$ 0.032	Passthroughs Times Unit Cost Savings
33	SATURATION	\$ 0.051	Passthroughs Times Unit Cost Savings
34	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 0.018	Passthroughs Times Unit Cost Savings
35	WKSHARING DISCNT SCF ENTRY	\$ 0.008	Passthroughs Times Unit Cost Savings
36	WKSHARING DISCNT ADC ENTRY	\$ 0.002	Passthroughs Times Unit Cost Savings
37	WKSHARING DISCNT PALLETIZED PIECES	\$ 0.005	Passthroughs Times Unit Cost Savings
38	Editorial Percentage Piece Discount	\$ 0.074	Discounts worksheet
39		TY BR Leakage	Notes
40	BASIC NONAUTOMATION	\$ -	
41	BASIC AUTOMATION LETTER	\$ 5,879,160	Final Discount times Volume
42	BASIC AUTOMATION FLAT	\$ 6,944,648	Final Discount times Volume
43	3 DIGIT NONAUTOMATION	\$ 80,940,801	Final Discount times Volume
44	3 DIGIT AUTOMATION LETTER	\$ 5,684,836	Final Discount times Volume
45	3 DIGIT AUTOMATION FLAT	\$ 45,640,649	Final Discount times Volume
46	5 DIGIT NONAUTOMATION	\$ 346,559,878	Final Discount times Volume
47	5-DIGIT AUTOMATION LETTER	\$ 185,827	Final Discount times Volume
48	5 DIGIT AUTOMATION FLAT	\$ 72,671,492	Final Discount times Volume
49	CARRIER ROUTE	\$ 822,712,022	Final Discount times Volume
50	HIGH DENSITY	\$ 2,225,759	Final Discount times Volume
51	SATURATION	\$ 1,717,011	Final Discount times Volume
52	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 1,103,760	Final Discount times Volume
53	WKSHARING DISCNT SCF ENTRY	\$ 25,565,842	Final Discount times Volume
54	WKSHARING DISCNT ADC ENTRY	\$ 1,646,281	Final Discount times Volume
55	WKSHARING DISCNT PALLETIZED PIECES	\$ 31,718,205	Final Discount times Volume
56	Editorial Percent PieceDiscount	\$ 436,321,321	Final Discount times Volume
57	Total Discount Leakage	\$ 1,887,517,492	
58	Revenue Required from Pieces + Discount Leakages	\$ 3,392,330,564	Line 57 plus Line 4 from Piece Discounts
59	TYBR Pieces	9,182,081,732	
60	Revenue Requirement + Leakage Per Piece {Base Rate}	\$ 0.369	Line 58/Line 59

OUTSIDE COUNTY RATES TEST YEAR BR VOLUMES WITH PROPOSED RATES				
Regular Rate	Type	Test Year BR Pounds	Rate Proposed	Postage (Rate*Pounds)
Advertising Pounds				
Destinating Delivery Unit	Pounds	18,221,351	\$ 0.160	\$ 2,915,416
Destinating SCF	Pounds	771,404,961	\$ 0.204	\$ 157,366,612
Destinating ADC	Pounds	160,939,097	\$ 0.225	\$ 36,211,297
Zones 1&2	Pounds	174,739,230	\$ 0.250	\$ 43,684,807
Zone 3	Pounds	159,845,133	\$ 0.268	\$ 42,838,496
Zone 4	Pounds	218,052,612	\$ 0.317	\$ 69,122,678
Zone 5	Pounds	201,469,100	\$ 0.390	\$ 78,572,949
Zone 6	Pounds	78,568,587	\$ 0.467	\$ 36,691,530
Zone 7	Pounds	58,274,637	\$ 0.560	\$ 32,633,797
Zone 8	Pounds	54,336,683	\$ 0.640	\$ 34,775,477
Editorial Pounds				
Destinating Delivery Unit	Pounds	13,295,395	\$ 0.158	\$ 2,100,672
Destinating SCF	Pounds	803,785,276	\$ 0.180	\$ 144,681,350
Destinating ADC	Pounds	227,858,567	\$ 0.191	\$ 43,520,986
Editorial Pound Rate (All other Zones)	Pounds	1,403,090,259	\$ 0.203	\$ 284,827,323
Science of Agriculture Rates				
		Test Year BR Pounds	Rate Proposed	Postage (Rate*Pounds)
Advertising Pounds				
SOA Destinating Delivery Unit	Pounds	97,072	\$ 0.120	\$ 11,649
SOA Destinating SCF	Pounds	2,055,010	\$ 0.153	\$ 314,417
SOA Destinating ADC	Pounds	849,828	\$ 0.168	\$ 142,771
SCI. OF AGRICULTURE ZONES 1&2	Pounds	3,842,802	\$ 0.187	\$ 718,604
Editorial Pounds				
SOA Destinating Delivery Unit	Pounds	116,445	\$ 0.120	\$ 13,973
SOA Destinating SCF	Pounds	1,316,080	\$ 0.136	\$ 178,987
SOA Destinating ADC	Pounds	524,595	\$ 0.143	\$ 75,017
SCI. OF AGRICULTURE ZONES 1&2	Pounds	2,372,145	\$ 0.152	\$ 360,566
Presort Rates				
		Test Year BR Pieces	Rate Proposed	Postage (Rate*Pieces)
BASIC NON-AUTOMATION	Pieces	441,918,033	0.369	\$ 163,067,754
BASIC AUTOMATION LETTER	Pieces	63,903,911	0.277	\$ 17,701,383
BASIC AUTOMATION FLAT	Pieces	144,680,162	0.321	\$ 46,442,332
3-DIGIT NON-AUTOMATION	Pieces	462,868,719	0.320	\$ 148,117,990
3-DIGIT AUTOMATION LETTER	Pieces	75,797,815	0.245	\$ 18,570,465
3-DIGIT AUTOMATION FLAT	Pieces	1,113,186,555	0.279	\$ 310,579,049
5-DIGIT NON-AUTOMATION	Pieces	536,620,838	0.252	\$ 135,228,451
5-DIGIT AUTOMATION LETTER	Pieces	3,046,352	0.191	\$ 581,853
5-DIGIT AUTOMATION FLAT	Pieces	2,422,383,053	0.222	\$ 537,769,038
CARRIER ROUTE BASIC	Pieces	3,814,454,420	0.159	\$ 606,498,253
CARRIER ROUTE HIGH DENSITY	Pieces	69,554,983	0.127	\$ 8,833,483
CARRIER ROUTE SATURATION	Pieces	33,666,890	0.108	\$ 3,636,024
PERCENTAGE EDITORIAL DISCOUNT	Pieces	5,896,234,063	-0.074	\$ (436,321,321)
WKSHARING DISCNT DELIVERY OFFICE ENTRY	Pieces	61,319,998	-0.018	\$ (1,103,760)
WKSHARING DISCNT SCF ENTRY	Pieces	3,195,730,233	-0.008	\$ (25,565,842)
WKSHARING DISCNT ADC ENTRY	Pieces	823,140,600	-0.002	\$ (1,646,281)
WKSHARING DISCNT PALLETIZED PIECES	Pieces	6,343,640,982	-0.005	\$ (31,718,205)
Total Pieces & Calculated Revenue		9,182,081,732		\$ 2,512,430,040
TYBR Fees				\$ 16,686,000
Calculated Revenue+TYBR Fees				\$ 2,529,116,040
Target Revenue+TYBR Fees				\$ 2,528,894,801
Calculated Revenue as a Percent of Target Revenue				1.000087485
TYBR Cost				\$ 2,328,416,970
Cost Coverage after calculation of new rates				108.62%
Revenue per piece				\$ 0.275

OUTSIDE COUNTY CURRENT vs. PROPOSED RATES			
Regular Rate	Current Rate	Proposed Rate	Percent Change
Advertising Pounds			
Destinating Delivery Unit	\$ 0.153	\$ 0.160	4.58%
Destinating SCF	\$ 0.195	\$ 0.204	4.62%
Destinating ADC		\$ 0.225	N/A
Zones 1&2	\$ 0.238	\$ 0.250	5.04%
Zone 3	\$ 0.253	\$ 0.268	5.93%
Zone 4	\$ 0.292	\$ 0.317	8.56%
Zone 5	\$ 0.351	\$ 0.390	11.11%
Zone 6	\$ 0.413	\$ 0.467	13.08%
Zone 7	\$ 0.488	\$ 0.560	14.75%
Zone 8	\$ 0.552	\$ 0.640	15.94%
Editorial Pounds			
Destinating Delivery Unit	\$ 0.179	\$ 0.158	-11.73%
Destinating SCF	\$ 0.179	\$ 0.180	0.56%
Destinating ADC	\$ 0.179	\$ 0.191	6.70%
Editorial Pound Rate (All other Zones)	\$ 0.179	\$ 0.203	13.41%
Science of Agriculture			
Advertising Pounds			
Destinating Delivery Unit	\$ 0.115	\$ 0.120	4.35%
Destinating SCF	\$ 0.146	\$ 0.153	4.79%
Destinating ADC	\$ 0.179	\$ 0.168	-6.15%
Zones 1 & 2	\$ 0.179	\$ 0.187	4.47%
Nonadvertising			
Destinating Delivery Unit	\$ 0.179	\$ 0.120	-32.96%
Destinating SCF	\$ 0.179	\$ 0.136	-24.02%
Destinating ADC	\$ 0.179	\$ 0.143	-20.11%
Zones 1 & 2	\$ 0.179	\$ 0.152	-15.08%
Presort Rate Pieces			
BASIC NON-AUTOMATION	\$ 0.333	\$ 0.369	10.81%
BASIC AUTOMATION LETTER	\$ 0.266	\$ 0.277	4.14%
BASIC AUTOMATION FLAT	\$ 0.291	\$ 0.321	10.31%
3-DIGIT NON-AUTOMATION	\$ 0.283	\$ 0.320	13.07%
3-DIGIT AUTOMATION LETTER	\$ 0.231	\$ 0.245	6.06%
3-DIGIT AUTOMATION FLAT	\$ 0.248	\$ 0.279	12.50%
5-DIGIT NON-AUTOMATION	\$ 0.219	\$ 0.252	15.07%
5-DIGIT AUTOMATION LETTER	\$ 0.178	\$ 0.191	7.30%
5-DIGIT AUTOMATION FLAT	\$ 0.194	\$ 0.222	14.43%
CARRIER ROUTE BASIC	\$ 0.139	\$ 0.159	14.39%
CARRIER ROUTE HIGH DENSITY	\$ 0.113	\$ 0.127	12.39%
CARRIER ROUTE SATURATION	\$ 0.095	\$ 0.108	13.68%
PERCENTAGE EDITORIAL DISCOUNT	\$ (0.067)	\$ (0.074)	10.45%
WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ (0.017)	\$ (0.018)	5.88%
WKSHARING DISCNT SCF ENTRY	\$ (0.008)	\$ (0.008)	0.00%
WKSHARING DISCNT ADC ENTRY		\$ (0.002)	
WKSHARING DISCNT PALLETIZED PIECES		\$ (0.005)	

* Nonprofit and Classroom mailers pay the same rates and receive a 5% discount on postage.

Discount is not applicable to advertising pound postage

TYAR BILLING DETERMINANTS - PROPOSED RATES & VOLUME OUTSIDE COUNTY RATE PERIODICALS			
Outside County Rate Pounds	TYAR Pounds	Proposed Rates	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	17,751,375	\$ 0.160	\$ 2,840,220
Destinating SCF	754,490,991	\$ 0.204	\$ 153,916,162
Destinating ADC	157,573,830	\$ 0.225	\$ 35,454,112
Zones 1&2	170,796,200	\$ 0.250	\$ 42,699,050
Zone 3	156,647,339	\$ 0.268	\$ 41,981,487
Zone 4	214,097,469	\$ 0.317	\$ 67,868,898
Zone 5	198,016,096	\$ 0.390	\$ 77,226,278
Zone 6	77,205,625	\$ 0.467	\$ 36,055,027
Zone 7	57,185,519	\$ 0.560	\$ 32,023,891
Zone 8	53,344,081	\$ 0.640	\$ 34,140,212
Editorial Pounds			
Destinating Delivery Unit	12,990,575	\$ 0.158	\$ 2,052,511
Destinating SCF	789,417,857	\$ 0.180	\$ 142,095,214
Destinating ADC	225,272,465	\$ 0.191	\$ 43,027,041
Editorial Pound Rate (All other Zones)	1,393,732,524	\$ 0.203	\$ 282,927,702
Science of Agriculture Pounds	TYAR Pounds	Proposed Rates	Postage Rate*Pounds
Advertising Pounds			
SCI. OF AGRICULTURE DESTINATING DELIVERY UNIT	94,523	\$ 0.120	\$ 11,343
SCI. OF AGRICULTURE DESTINATING SCF	2,001,039	\$ 0.153	\$ 306,159
SCI. OF AGRICULTURE DESTINATING ADC	827,509	\$ 0.168	\$ 139,022
SCI. OF AGRICULTURE ZONES 1&2	3,741,880	\$ 0.187	\$ 699,731
Editorial Pounds			
SOA Destinating Delivery Office	113,387	\$ 0.120	\$ 13,606
SOA Destinating SCF	1,281,516	\$ 0.136	\$ 174,286
SOA Destinating ADC	510,818	\$ 0.143	\$ 73,047
SCI. OF AGRICULTURE ZONES 1&2	2,309,846	\$ 0.152	\$ 351,097
Regular Rate Presort Pieces	TYAR Pieces	Proposed Rates	Postage Rate*Pieces
BASIC NON-AUTOMATION	437,022,742	\$ 0.369	\$ 161,261,392
BASIC AUTOMATION LETTER	63,879,738	\$ 0.277	\$ 17,694,688
BASIC AUTOMATION FLAT	142,745,113	\$ 0.321	\$ 45,821,181
3-DIGIT NON-AUTOMATION	456,803,598	\$ 0.320	\$ 146,177,151
3-DIGIT AUTOMATION LETTER	77,011,623	\$ 0.245	\$ 18,867,848
3-DIGIT AUTOMATION FLAT	1,097,560,625	\$ 0.279	\$ 306,219,414
5-DIGIT NON-AUTOMATION	531,195,579	\$ 0.252	\$ 133,861,286
5-DIGIT AUTOMATION LETTER	3,137,265	\$ 0.191	\$ 599,218
5-DIGIT AUTOMATION FLAT	2,394,853,439	\$ 0.222	\$ 531,657,464
CARRIER ROUTE BASIC	3,799,125,150	\$ 0.159	\$ 604,060,899
CARRIER ROUTE HIGH DENSITY	71,771,410	\$ 0.127	\$ 9,114,969
CARRIER ROUTE SATURATION	33,866,767	\$ 0.108	\$ 3,657,611
PERCENTAGE EDITORIAL DISCOUNT	5,891,194,134	\$ (0.074)	\$ (435,948,366)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	59,891,852	\$ (0.018)	\$ (1,078,053)
WKSHARING DISCNT SCF ENTRY	3,147,240,344	\$ (0.008)	\$ (25,177,923)
WKSHARING DISCNT ADC ENTRY	816,417,407	\$ (0.002)	\$ (1,632,835)
WKSHARING DISCNT PALLETIZED PIECES	6,293,132,258	\$ (0.005)	\$ (31,465,661)
Total Pounds	4,289,402,463		
Total Pieces & Calculated Revenue	9,108,973,050		\$ 2,491,554,340
TYAR Fees			\$ 17,497,000
Calculated Revenue+TYAR Fees			\$ 2,509,051,340

REGULAR RATE : TYAR VOLUMES, PROPOSED RATES, AND REVENUE			
Regular Rate Pounds	TYAR Pounds	Proposed Rates	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	17,983,975	\$ 0.160	\$ 2,877,436
Destinating SCF	725,932,078	\$ 0.204	\$ 148,090,144
Destinating ADC	149,494,928	\$ 0.225	\$ 33,636,359
Zones 1&2	165,747,559	\$ 0.250	\$ 41,436,890
Zone 3	145,080,903	\$ 0.268	\$ 38,881,682
Zone 4	194,656,630	\$ 0.317	\$ 61,706,152
Zone 5	177,778,304	\$ 0.390	\$ 69,333,538
Zone 6	69,574,676	\$ 0.467	\$ 32,491,374
Zone 7	52,515,275	\$ 0.560	\$ 29,408,554
Zone 8	48,689,425	\$ 0.640	\$ 31,161,232
Editorial Pounds			
Destinating Delivery Unit	12,664,195	\$ 0.158	\$ 2,000,943
Destinating SCF	717,621,517	\$ 0.180	\$ 129,171,873
Destinating ADC	185,683,734	\$ 0.191	\$ 35,465,593
Editorial Pound Rate (All other Zones)	1,060,784,153	\$ 0.203	\$ 215,339,183
Science of Agriculture Pounds	TYAR Pounds	Proposed Rates	Postage Rate*Pounds
Advertising Pounds			
SCI. OF AGRICULTURE DELIVERY OFFICE	96,350	\$ 0.120	\$ 11,562
SCI. OF AGRICULTURE SCF	2,039,706	\$ 0.153	\$ 312,075
SCI. OF AGRICULTURE ADC ENTRY	843,499	\$ 0.168	\$ 141,708
SCI. OF AGRICULTURE ZONES 1&2	3,814,185	\$ 0.187	\$ 713,253
SCI. OF AGRICULTURE ZONE 3	1,612,557	\$ 0.268	\$ 432,165
SCI. OF AGRICULTURE ZONE 4	574,334	\$ 0.317	\$ 182,064
SCI. OF AGRICULTURE ZONE 5	197,119	\$ 0.390	\$ 76,877
SCI. OF AGRICULTURE ZONE 6	59,268	\$ 0.467	\$ 27,678
SCI. OF AGRICULTURE ZONE 7	39,287	\$ 0.560	\$ 22,001
SCI. OF AGRICULTURE ZONE 8	32,051	\$ 0.640	\$ 20,512
Editorial Pounds			
SOA Destinating Delivery Office	115,578	\$ 0.120	\$ 13,869
SOA Destinating SCF	1,306,279	\$ 0.136	\$ 177,654
SOA Destinating ADC	520,689	\$ 0.143	\$ 74,458
SCI. OF AGRICULTURE ZONES 1&2	2,354,480	\$ 0.152	\$ 357,881
SCI. OF AGRICULTURE - NONADVERTISING	1,552,262	\$ 0.203	\$ 315,109
Regular Rate Presort Pieces	TYAR Pieces	Proposed Rates	Postage Rate*Pieces
BASIC NON-AUTOMATION	357,136,119	\$ 0.369	\$ 131,783,228
BASIC AUTOMATION LETTER	43,693,638	\$ 0.277	\$ 12,103,138
BASIC AUTOMATION FLAT	120,341,616	\$ 0.321	\$ 38,629,659
3-DIGIT NON-AUTOMATION	384,982,069	\$ 0.320	\$ 123,194,262
3-DIGIT AUTOMATION LETTER	37,110,625	\$ 0.245	\$ 9,092,103
3-DIGIT AUTOMATION FLAT	940,385,718	\$ 0.279	\$ 262,367,615
5-DIGIT NON-AUTOMATION	425,200,714	\$ 0.252	\$ 107,150,580
5-DIGIT AUTOMATION LETTER	990,724	\$ 0.191	\$ 189,228
5-DIGIT AUTOMATION FLAT	1,970,619,251	\$ 0.222	\$ 437,477,474
CARRIER ROUTE BASIC	2,758,612,968	\$ 0.159	\$ 438,619,462
CARRIER ROUTE HIGH DENSITY	20,472,062	\$ 0.127	\$ 2,599,952
CARRIER ROUTE SATURATION	20,491,090	\$ 0.108	\$ 2,213,038
PERCENTAGE EDITORIAL DISCOUNT	4,052,144,726	\$ (0.074)	\$ (299,858,710)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	58,264,791	\$ (0.018)	\$ (1,048,766)
WKSHARING DISCNT SCF ENTRY	2,744,318,809	\$ (0.008)	\$ (21,954,550)
WKSHARING DISCNT ADC ENTRY	637,203,293	\$ (0.002)	\$ (1,274,407)
WKSHARING DISCNT PALLETIZED PIECES	4,912,384,053	\$ (0.005)	\$ (24,561,920)
Science of Agriculture - Pieces			
SCI. OF AGRICULTURE - Basic Nonautomation	706,864	\$ 0.369	\$ 260,833
SCI. OF AGRICULTURE - Basic Automation Letter	77,991	\$ 0.277	\$ 21,604
SCI. OF AGRICULTURE - Basic Automation Flat	845,703	\$ 0.321	\$ 271,471
SCI. OF AGRICULTURE - 3-Digit Nonautomation	1,281,956	\$ 0.320	\$ 410,226
SCI. OF AGRICULTURE - 3-Digit Automation Letter	68,306	\$ 0.245	\$ 16,735
SCI. OF AGRICULTURE - 3-Digit Automation Flat	1,425,548	\$ 0.279	\$ 397,728
SCI. OF AGRICULTURE - 5-Digit Nonautomation	3,988,653	\$ 0.252	\$ 1,005,141
SCI. OF AGRICULTURE - 5-Digit Automation Letter	2,141	\$ 0.191	\$ 409
SCI. OF AGRICULTURE - 5-Digit Automation Flat	3,358,990	\$ 0.222	\$ 745,696
SCI. OF AGRICULTURE - Carrier Route	18,038,058	\$ 0.159	\$ 2,868,051
SCI. OF AGRICULTURE - High Density	582,916	\$ 0.127	\$ 74,030
SCI. OF AGRICULTURE - Saturation	0	\$ 0.108	\$ -
SCI. OF AGRICULTURE - Editorial Discount	13,911,794	\$ (0.074)	\$ (1,029,473)
SCI. OF AGRICULTURE - Pc. Disc. Delivery Unit	424,719	\$ (0.018)	\$ (7,645)
SCI. OF AGRICULTURE - Pc. Disc. SCF	6,705,621	\$ (0.008)	\$ (53,645)
WKSHARING DISCNT DADC ENTRY	2,733,941	\$ (0.002)	\$ (5,468)
PALLETIZED PIECES DISCOUNT	0	\$ (0.005)	\$ -
Total Pieces & Calculated Revenue	7,110,413,720		\$ 2,095,582,363
Adjusted			\$ 2,094,869,858
TYAR Fees			\$ 13,658,000
Calculated Revenue+TYAR Fees			\$ 2,108,527,858

CLASSROOM : TYAR VOLUMES, PROPOSED RATES, AND REVENUE			
Classroom Rate Pounds	TYAR Pounds	Proposed Rates	Postage Rate*Pounds
Advertising Pounds			
Destinating Delivery Unit	32	\$ 0.160	\$ 5
Destinating SCF	194,490	\$ 0.204	\$ 39,676
Destinating ADC	146,363	\$ 0.225	\$ 32,932
Zones 1&2	146,363	\$ 0.250	\$ 36,591
Zone 3	583,546	\$ 0.268	\$ 156,390
Zone 4	1,109,340	\$ 0.317	\$ 351,661
Zone 5	1,141,521	\$ 0.390	\$ 445,193
Zone 6	235,641	\$ 0.467	\$ 110,044
Zone 7	308,811	\$ 0.560	\$ 172,934
Zone 8	349,284	\$ 0.640	\$ 223,542
Editorial Pounds			
Destinating Delivery Unit	36,960	\$ 0.158	\$ 5,840
Destinating SCF	1,075,057	\$ 0.180	\$ 193,510
Destinating ADC	972,088	\$ 0.191	\$ 185,669
Editorial Pound Rate (All other Zones)	25,733,109	\$ 0.203	\$ 5,223,821
Classroom Rate Pieces	TYAR Pieces	Proposed Rates	Postage Rate*Pieces
BASIC NON-AUTOMATION	7,264,455	\$ 0.369	\$ 2,680,584
BASIC AUTOMATION LETTER	173,842	\$ 0.277	\$ 48,154
BASIC AUTOMATION FLAT	1,819,753	\$ 0.321	\$ 584,141
3-DIGIT NON-AUTOMATION	5,535,995	\$ 0.320	\$ 1,771,518
3-DIGIT AUTOMATION LETTER	178,034	\$ 0.245	\$ 43,618
3-DIGIT AUTOMATION FLAT	10,019,195	\$ 0.279	\$ 2,795,356
5-DIGIT NON-AUTOMATION	3,639,574	\$ 0.252	\$ 917,173
5-DIGIT AUTOMATION LETTER	16,189	\$ 0.191	\$ 3,092
5-DIGIT AUTOMATION FLAT	13,329,505	\$ 0.222	\$ 2,959,150
CARRIER ROUTE BASIC	15,950,223	\$ 0.159	\$ 2,536,085
CARRIER ROUTE HIGH DENSITY	23,350	\$ 0.127	\$ 2,965
CARRIER ROUTE SATURATION	384,580	\$ 0.108	\$ 41,535
PERCENTAGE EDITORIAL DISCOUNT	53,729,931	\$ (0.074)	\$ (3,976,015)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	67,367	\$ (0.018)	\$ (1,213)
WKSHARING DISCNT SCF ENTRY	2,311,977	\$ (0.008)	\$ (18,496)
WKSHARING DISCNT ADC ENTRY	2,036,816	\$ (0.002)	\$ (4,074)
WKSHARING DISCNT PALLETIZED PIECES	40,301,805	\$ (0.005)	\$ (201,509)
COMMINGLED BASIC NON-AUTOMATION	13	\$ 0.369	\$ 5
COMMINGLED 5-DIGIT NON-AUTOMATION	3	\$ 0.252	\$ 1
COMMINGLED NON-ADVERTISING ADJUSTMENT	13	\$ (0.074)	\$ (1)
Total Pieces & Calculated Revenue	58,334,711		\$ 17,359,878
TYAR Fees			\$ 112,000
Calculated Revenue+TYAR Fees			\$ 17,471,878
Bottom Line Discount for Classroom Mailers			
Calculated Revenue-Rev. Adv. Pounds			\$ 15,790,906
5% Discount			\$ 789,545
Net Revenue after Discount			\$ 15,001,360
Advertising Pounds + Commingled Revenue			\$ 1,568,973
TYAR Revenue not incl. Fee			\$ 16,570,333
Adjusted TYAR Revenue			\$ 16,576,296
Net Revenue after Discount+TYAR Fees			\$ 16,688,296

Financial Summary - Proposed Periodicals Rates

Revenue and Cost- Proposed Rates				
	Adj Revenue	Fees	Total Revenue	Revenue as a % of
Regular incl. R/A	\$ 2,107,269,858	\$ 13,658,000	\$ 2,120,927,858	Cost
Nonprofit	\$ 370,256,809	\$ 3,727,000	\$ 373,983,809	
Classroom	\$ 16,576,296	\$ 112,000	\$ 16,688,296	
Outside County	\$ 2,494,102,963	\$ 17,497,000	\$ 2,511,599,963	\$ 2,313,219,320
Within County	\$ 80,886,453	\$ 1,640,000	\$ 82,526,453	\$ 78,784,700
Total Periodicals	\$ 2,574,989,416	\$ 19,137,000	\$ 2,594,126,416	\$ 2,392,004,020
				1.084499187

Test Year BR

Test Year BR				RPW (FY 2000)		
	Revenue, Including Fees	Pieces	Revenue Per Piece	Revenues	Pieces	Rev./Pc.
Within County	\$ 81,338,377	855,781,372	\$ 0.095	76,716,806	897,068,553	0.086
Nonprofit	\$ 340,099,595	1,959,377,134	\$ 0.174	338,783,881	2,153,400,438	0.157
Classroom	\$ 15,078,728	58,941,922	\$ 0.256	14,438,857	63,969,303	0.226
Regular	\$ 1,938,798,415	7,163,762,675	\$ 0.271	1,723,034,065	7,250,346,168	0.238
Outside County	\$ 2,293,976,738	9,182,081,732	\$ 0.250	2,076,256,803	9,467,715,909	0.219
Total Periodicals	\$ 2,375,315,115	10,037,863,104	\$ 0.237	2,152,973,609	10,364,784,462	0.208

Revenues Including Fees - Proposed Rates

	Revenue, Including Fees	Pieces	Revenue Per Piece	Percent Change
Within County	\$ 82,526,453	853,535,270	\$ 0.097	1.73%
Nonprofit	\$ 373,983,809	1,940,224,619	\$ 0.193	11.05%
Classroom	\$ 16,688,296	58,334,711	\$ 0.286	11.83%
Regular	\$ 2,120,927,858	7,110,413,720	\$ 0.298	10.21%
Outside County	\$ 2,511,599,963	9,108,973,050	\$ 0.276	10.37%
Total Periodicals	\$ 2,594,126,416	9,962,508,320	\$ 0.260	10.04%

TY BR to TY AR
Volume Impact
-0.75%

Calculation of the Cost Coverage Before Discounts

Postage inc. R/A	Nonprofit Discount	CR Discount	Total	Fee	Postage+Fee	Vol. Var. cost	Cost Coverage
2,494,102,963	\$ 16,982,556	\$ 789,545	\$ 2,511,875,064	\$ 17,497,000	\$ 2,529,372,064	\$ 2,313,219,320	1.093442391

Within County Periodicals

WC01.xls

FY 2000 BILLING DETERMINANTS PERIODICALS WITHIN-COUNTY RATE		
CATEGORY	GOV. FISCAL YEAR	
	UNITS	POSTAGE
Delivery Unit - Pound Rate	122,176,930	13,073,127
General - Pound Rate	139,814,003	18,574,279
Basic Nonautomation	66,688,062	6,146,709
Basic Automation Letters	405,016	18,624
Automation Flats	775,821	50,428
3-Digit Nonautomation	32,779,348	2,884,583
3-Digit Automation Letters	2,992,117	131,647
3-Digit Automation Flats	2,798,168	173,486
5-Digit Nonautomation	116,478,923	9,318,286
5-Digit Automation Letters	3,503,981	143,663
5-Digit Automation Flats	27,806,325	1,612,767
3/5 Nonautomation	1,206	99
3/5 Automation Flat	1,917	128
3-Digit Automation Letters	0	0
5-Digit Automation Letters	0	0
Carrier Route	535,574,749	23,029,907
Carrier Route - High Density	72,791,328	2,111,019
Carrier Route-Saturation	34,471,591	861,847
Delivery Office Entry Discount	352,179,548	(1,408,699)
Pieces	897,068,553	45,074,495
Pounds	261,990,933	31,647,406
Total -Including Del. Off. Discount		76,721,901
Ride-Along Pieces & Revenue	174,868	17,487
Total -Including Ride-Along		76,739,388
RPW Revenue		76,716,806
Revenue Adjustment Factor		99.971%
Revenue % from Pound Rates		41.25%

Source: LR-J-98, Billing Determinants

FY 2000 BILLING DETERMINANTS - CURRENT RATES WITHIN COUNTY PERIODICALS			
Pounds	Pounds FY2000	Current Rate	Postage (Rate*Pounds)
Delivery Unit - Pound Rate	122,176,930	\$ 0.115	\$ 14,050,347
General - Pound Rate	139,814,003	\$ 0.146	\$ 20,412,845
Presort Rate Pieces	Pieces FY2000	Current Rate	Postage (Rate*Pieces)
BASIC NON-AUTOMATION	66,688,062	\$ 0.101	\$ 6,735,494
BASIC AUTOMATION LETTER	405,016	\$ 0.049	\$ 19,846
BASIC AUTOMATION FLAT	775,821	\$ 0.074	\$ 57,411
3-DIGIT NON-AUTOMATION	32,780,554	\$ 0.093	\$ 3,048,592
3-DIGIT AUTOMATION LETTER	2,992,117	\$ 0.047	\$ 140,630
3-DIGIT AUTOMATION FLAT	2,800,085	\$ 0.069	\$ 193,206
5-DIGIT NON-AUTOMATION	116,478,923	\$ 0.084	\$ 9,784,230
5-DIGIT AUTOMATION LETTER	3,503,981	\$ 0.045	\$ 157,679
5-DIGIT AUTOMATION FLAT	27,806,325	\$ 0.063	\$ 1,751,798
CARRIER ROUTE BASIC	535,574,749	\$ 0.048	\$ 25,707,588
CARRIER ROUTE HIGH DENSITY	72,791,328	\$ 0.033	\$ 2,402,114
CARRIER ROUTE SATURATION	34,471,591	\$ 0.027	\$ 930,733
WKSHARING DISCNTDELIVERY OFFICE ENTRY	352,179,548	\$ (0.005)	\$ (1,760,898)
Pounds	261,990,933		
Pieces & Revenue	897,068,553		\$ 83,631,613
Ride-Along Pieces & Revenue	174,868		\$ 17,487
Revenue including Ride-Along			\$ 83,649,100
Revenue adjustment factor			0.999705729
Adjusted Revenue			83,624,485
Revenue Per Piece			\$ 0.093

**WITHIN COUNTY PERIODICALS
 VOLUME FORECAST**

	FY 2000 Pieces	Test Year BR Pieces
Presort Rate Pieces	897,068,553	855,781,372
TYBR to BY Ratio		95.40%
		Test Year AR Pieces
Presort Rate Pieces		853,535,270
TYAR to BY Ratio		95.15%

FY2003 PROJECTED VOLUME - CURRENT RATES WITHIN COUNTY PERIODICALS			
Pounds	GFY2003 Pounds	Current Rate	Postage (Rate*Pounds)
Delivery Unit - Pound Rate	116,553,791	\$ 0.115	\$ 13,403,686
General - Pound Rate	133,379,126	\$ 0.146	\$ 19,473,352
Presort Rate Pieces	GFY2003 Pieces	Current Rate	Postage (Rate*Pieces)
BASIC NON-AUTOMATION	63,618,774	\$ 0.101	\$ 6,425,496
BASIC AUTOMATION LETTER	386,375	\$ 0.049	\$ 18,932
BASIC AUTOMATION FLAT	740,114	\$ 0.074	\$ 54,768
3-DIGIT NON-AUTOMATION	31,271,844	\$ 0.093	\$ 2,908,281
3-DIGIT AUTOMATION LETTER	2,854,407	\$ 0.047	\$ 134,157
3-DIGIT AUTOMATION FLAT	2,671,212	\$ 0.069	\$ 184,314
5-DIGIT NON-AUTOMATION	111,118,033	\$ 0.084	\$ 9,333,915
5-DIGIT AUTOMATION LETTER	3,342,712	\$ 0.045	\$ 150,422
5-DIGIT AUTOMATION FLAT	26,526,551	\$ 0.063	\$ 1,671,173
CARRIER ROUTE BASIC	510,925,160	\$ 0.048	\$ 24,524,408
CARRIER ROUTE HIGH DENSITY	69,441,140	\$ 0.033	\$ 2,291,558
CARRIER ROUTE SATURATION	32,885,052	\$ 0.027	\$ 887,896
WKSHARING DISCNTDELIVERY OFFICE ENTRY	335,970,641	\$ (0.005)	\$ (1,679,853)
Pounds	249,932,917		
Pieces & Revenue	855,781,372		\$ 79,782,505
Ride-Along Pieces & Revenue	243,560		\$ 24,356
Revenue including Ride-Along			\$ 79,806,861
Revenue Adjustment Factor			99.971%
Adjusted Revenue			\$ 79,783,377
Revenue Per Piece			\$ 0.093

Inputs to Within County Rates Development

Line #	Item	Amount	Source / Notes
5	TY Before Rates Volume	855,781,372	USPS-LR-J-125, Table 125-1, Witness Thress
6	TY After Rates Volume	853,535,270	USPS-LR-J-125, Table 125-2, Witness Thress
7	TYBR Cost, Without Contingency	\$ 76,544,000	USPS-LR-J-12, WP-F, Witness Patelunas
8	TYAR Cost, Without Contingency	\$ 76,490,000	USPS-LR-J-12, WP-H, Witness Patelunas
9	Contingency Factor	103%	USPS-T-6, Witness Tayman
10	TYBR Cost, (Including Contingency)	\$ 78,840,320	Calculated (Line 7*Line 9)
11	TYAR Cost, (Including Contingency)	\$ 78,784,700	Calculated (Line 8*Line9)
12	Desired Cost Coverage	1.048721196	One-Half of Initial Cost Coverage for Outside County
13	TYBR Fees	\$ 1,555,000	USPS-LR-109, USPS-T-36, WP-14, Witness Mayo
14	TYAR Fees	\$ 1,640,000	USPS-LR-109, USPS-T-36, WP-15, Witness Mayo
15	Proportion of Revenue From Piece Rates	60%	Assumption
16	Multiplier To Get Actual Revenue	99.971%	Base Year Worksheet
17	Transportation Cost, Without Contingency	\$ 67,000	USPS-LR-J-12, WP-F, Witness Patelunas
18	Transportation Cost, With Contingency	\$ 69,010	Calculated (Line 17*Line 9)
19	Proportion of Transportation Cost That is Distance Related	0.7424	USPS-LR-J-43, Witness Pickett
20	Distance Related Transportation Cost	\$ 51,234	Calculated (Line 18*Line 19)

Savings Estimates From Discounts

Line #

Nontransportation Cost Avoidances			
Pieces Volume	855,781,372		
Pounds Volume	249,932,917		
Weight per Piece	0.292		
Handling Costs Avoided			
	Per Piece	Per Pound	
DDU	\$ 0.022	\$ 0.075	
DSCF	\$ 0.010	\$ 0.035	
DDU Savings rel to SCF	\$ 0.012	\$ 0.040	
Source: USPS-LR-J-68, Appendix F, Witness Mayes			

Mail Processing and Delivery Discounts				
Nonautomation				Presort Savings (In Dollars)
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	
Basic Nonautomation	25.051	8.945	33.996	
3-Digit Nonautomation	20.126	8.945	29.071	\$ 0.049
5-Digit Nonautomation	13.308	8.945	22.253	\$ 0.068
Carrier Route	6.927	6.070	12.997	\$ 0.093
Source: USPS-LR-J-61, Page 34, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Barcoded Letter-Size				Automation Savings (In Dollars)
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	
Nonautomation Letters				
Basic	13.474	4.201	17.675	\$ -
3/5 Digit	12.019	4.418	16.437	\$ -
Automation Letters				
Basic	3.294	3.827	7.121	\$ 0.269
3-Digit	3.016	3.812	6.828	\$ 0.259
5-Digit	2.074	3.738	5.812	\$ 0.269
Source: USPS-LR-J-61, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Barcoded Flat Size				Automation Savings (In Dollars)
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	
Basic	21.489	8.312	29.801	\$ 0.042
3-Digit	17.936	8.312	26.248	\$ 0.028
5-Digit	12.707	8.312	21.019	\$ 0.012
Source: USPS-LR-J-61, Page 35, Witness Miller (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				
Carrier Route				Savings (In Dollars)
	Mail Processing (In Cents)	Delivery (In Cents)	Total (In Cents)	
Basic Carrier Route	3.075	4.615	7.690	\$ -
High Density	1.133	3.550	4.683	\$ 0.030
Saturation	1.133	3.049	4.182	\$ 0.035
Source: USPS-LR-J-59, Table 1, Witness Schenk (Mail Processing); USPS-LR-J-117, Table 1, Witness Schenk (Delivery)				

Pound Rate Calculations

Line #	Test Year BR Pounds	
5	Delivery Unit	116,553,791
6	General	133,379,126
7	Total Pounds	249,932,917
8		
9	Calculation of Pound Rates	
10	Required Revenue	\$ 81,065,370
11	Pound Rate Revenue @ 40%	\$ 32,426,148
12	Revenue from Lb. Rts after pc. Rts	\$ 32,469,567
13	Delivery Unit Savings per pound, Nontransportation	\$ 0.040
14	Passthrough for Nontransportation Savings Percent	35%
15	Transportation Cost Savings (Non Dist. Rel.)	\$ 0.024
16	Passthrough for Transportation Savings Percent	82%
17	Total Passthrough Savings Per Pound	\$ 0.034
18	Leakage	\$ 3,962,829
19	Revenue Target + Leakage	\$ 36,432,395
20		
21	Proposed Rates	
22	Delivery Unit - Pound Rate (General Less Passthrough)	0.112
23	General - Pound Rate	0.146
24		
25	Summary	
26	Delivery Unit	\$ 13,054,025
27	General	\$ 19,473,352
28	Total	\$ 32,527,377
29	Target	\$ 32,469,567
30	Calculated minus Target	\$ 57,810
31	Percent Calculated over Target	0.18%

Calculation of Piece Revenues

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Required Revenue	\$ 81,065,370	((Cost*Coverage)-Fee) Divided by Rev. Adj. Fac.
Piece Rate Required Revenue @ 60%	\$ 48,639,222	Line 3* 60 Percent
Actual Piece Revenue Derived	\$ 48,595,803	Line 35
Revenue needed from Pound Rates	\$ 32,469,567	Line 3- Line 5

Total Presort Volumes & Revenues

	Volumes		Rates	Revenue (Col. C*Col. F)
	Test Year BR	Pct. Of Total		
Basic	64,745,263	7.57%	0.106	\$ 6,862,998
3-Digit	36,797,462	4.30%	0.097	\$ 3,569,354
5-Digit	140,987,296	16.47%	0.087	\$ 12,265,895
Carrier Route	613,251,351	71.66%	0.050	\$ 30,662,568
Total	855,781,372	100.00%		

Discount Revenues

	Volumes			Discount Rate (Piece Discounts 2)	Revenue (Col. C*Col. F)
	Test Year BR	% of Presort	% of Tot.		
DISCOUNTS FROM BASIC					
BARCODED LETTER SIZE	386,375	0.60%	0.05%	\$ (0.056)	\$ (21,637)
BARCODED FLAT	740,114	1.14%	0.09%	\$ (0.029)	\$ (21,463)
DISCOUNTS FROM 3-DIGIT					
BARCODED LETTER SIZE	2,854,407	7.76%	0.33%	\$ (0.049)	\$ (139,866)
BARCODED FLAT	2,671,212	7.26%	0.31%	\$ (0.024)	\$ (64,109)
DISCOUNTS FROM 5-DIGIT					
BARCODED LETTER SIZE	3,342,712	2.37%	0.39%	\$ (0.041)	\$ (137,051)
BARCODED FLAT	26,526,551	18.81%	3.10%	\$ (0.020)	\$ (530,531)
DISCOUNTS FROM CARRIER ROUTE					
HIGH DENSITY	69,441,140	11.32%	8.11%	\$ (0.016)	\$ (1,111,058)
SATURATION	32,885,052	5.36%	3.84%	\$ (0.022)	\$ (723,471)
OTHER PIECE DISCOUNTS					
DELIVERY OFFICE ENTRY	335,970,641		39.26%	\$ (0.006)	\$ (2,015,824)
				Calculated Revenue	\$ 48,595,803
				Target Revenue	\$ 48,639,222
				Calculated less Target	\$ (43,419)

CALCULATION OF PIECE DISCOUNTS, SHEET 2

Line #

3		Unit Cost Savings	
4	Presort Level	(From Discounts W/S)	Passthrough
5	BASIC NONAUTOMATION	\$ -	{Benchmark unit cost}
6	BASIC AUTOMATION LETTER	\$ 0.269	21%
7	BASIC AUTOMATION FLAT	\$ 0.042	70%
8	3 DIGIT NONAUTOMATION	\$ 0.049	18%
9	3 DIGIT AUTOMATION LETTER	\$ 0.259	19%
10	3 DIGIT AUTOMATION FLAT	\$ 0.028	86%
11	5 DIGIT NONAUTOMATION	\$ 0.068	15%
12	5-DIGIT AUTOMATION LETTER	\$ 0.269	15%
13	5 DIGIT AUTOMATION FLAT	\$ 0.012	166%
14	CARRIER ROUTE	\$ 0.093	40%
15	HIGH DENSITY	\$ 0.030	53%
16	SATURATION	\$ 0.035	63%
17	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 0.0116	55%
18		Final Unit Cost Savings	Notes
19	BASIC NONAUTOMATION	\$ -	
20	BASIC AUTOMATION LETTER	\$ 0.056	Passthroughs Times Unit Cost Savings
21	BASIC AUTOMATION FLAT	\$ 0.029	Passthroughs Times Unit Cost Savings
22	3 DIGIT NONAUTOMATION	\$ 0.009	Passthroughs Times Unit Cost Savings
23	3 DIGIT AUTOMATION LETTER	\$ 0.049	Passthroughs Times Unit Cost Savings
24	3 DIGIT AUTOMATION FLAT	\$ 0.024	Passthroughs Times Unit Cost Savings
25	5 DIGIT NONAUTOMATION	\$ 0.010	Passthroughs Times Unit Cost Savings
26	5-DIGIT AUTOMATION LETTER	\$ 0.041	Passthroughs Times Unit Cost Savings
27	5 DIGIT AUTOMATION FLAT	\$ 0.020	Passthroughs Times Unit Cost Savings
28	CARRIER ROUTE	\$ 0.037	Passthroughs Times Unit Cost Savings
29	HIGH DENSITY	\$ 0.016	Passthroughs Times Unit Cost Savings
30	SATURATION	\$ 0.022	Passthroughs Times Unit Cost Savings
31	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 0.006	Passthroughs Times Unit Cost Savings
32		TY BR Leakage	Notes
33	BASIC NONAUTOMATION	\$ -	
34	BASIC AUTOMATION LETTER	\$ 21,637	Final Discount times Volume
35	BASIC AUTOMATION FLAT	\$ 21,463	Final Discount times Volume
36	3 DIGIT NONAUTOMATION	\$ 331,177	Final Discount times Volume
37	3 DIGIT AUTOMATION LETTER	\$ 139,866	Final Discount times Volume
38	3 DIGIT AUTOMATION FLAT	\$ 64,109	Final Discount times Volume
39	5 DIGIT NONAUTOMATION	\$ 2,678,759	Final Discount times Volume
40	5-DIGIT AUTOMATION LETTER	\$ 137,051	Final Discount times Volume
41	5 DIGIT AUTOMATION FLAT	\$ 530,531	Final Discount times Volume
42	CARRIER ROUTE	\$ 34,342,076	Final Discount times Volume
43	HIGH DENSITY	\$ 1,111,058	Final Discount times Volume
44	SATURATION	\$ 723,471	Final Discount times Volume
45	WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ 2,015,824	Final Discount times Volume
46	Total Discount Leakage	\$ 42,117,022	Sum Line 33-45
47	Revenue Required from Pieces + Discount Leakages	\$ 90,756,244	Line 46 plus Line 4 from Piece Discounts
48	TYBR Pieces	855,781,372	
49	Revenue Requirement + Leakage Per Piece (Base Rate)	\$ 0.106	Line 47/Line 48

WITHIN COUNTY RATES TEST YEAR BR VOLUMES, PROPOSED RATES, AND REVENUE				
Pounds	Type	Test Year BR Pounds	Proposed Rate	Postage Rate*Pounds
Delivery Unit-Pound Rate	Pounds	116,553,791	\$ 0.112	\$ 13,054,025
General-Pound Rate	Pounds	133,379,126	\$ 0.146	\$ 19,473,352
Pieces		Test Year BR Pieces	Proposed Rate	Postage Rate*Pieces
BASIC NON-AUTOMATION	Pieces	63,618,774	\$ 0.106	\$ 6,743,590
BASIC AUTOMATION LETTER	Pieces	386,375	\$ 0.050	\$ 19,319
BASIC AUTOMATION FLAT	Pieces	740,114	\$ 0.077	\$ 56,989
3-DIGIT NON-AUTOMATION	Pieces	31,271,844	\$ 0.097	\$ 3,033,369
3-DIGIT AUTOMATION LETTER	Pieces	2,854,407	\$ 0.048	\$ 137,012
3-DIGIT AUTOMATION FLAT	Pieces	2,671,212	\$ 0.073	\$ 194,998
5-DIGIT NON-AUTOMATION	Pieces	111,118,033	\$ 0.087	\$ 9,667,269
5-DIGIT AUTOMATION LETTER	Pieces	3,342,712	\$ 0.046	\$ 153,765
5-DIGIT AUTOMATION FLAT	Pieces	26,526,551	\$ 0.067	\$ 1,777,279
CARRIER ROUTE BASIC	Pieces	510,925,160	\$ 0.050	\$ 25,546,258
CARRIER ROUTE HIGH DENSITY	Pieces	69,441,140	\$ 0.034	\$ 2,360,999
CARRIER ROUTE SATURATION	Pieces	32,885,052	\$ 0.028	\$ 920,781
WKSHARING DISCNTDELIVERY OFFICE ENTRY	Pieces	335,970,641	\$ (0.006)	\$ (2,015,824)
Total Pieces & Calculated Revenue		855,781,372		\$ 81,123,180
TYBR Fees				\$ 1,555,000
Calculated Revenue+TYBR Fees				\$ 82,678,180
Target Revenue+TYBR Fees				\$ 82,620,370
Calculated Revenue as a Percent of Target Revenue				1.000699711
TYBR Cost				\$ 78,840,320
Cost Coverage after calculation of new rates				104.9%
Revenue per piece				0.094794281

PERIODICALS WITHIN COUNTY CURRENT vs. PROPOSED RATES			
Pounds	Current Rate	Proposed Rate	Percent Change
Delivery Unit	\$ 0.115	\$ 0.112	-2.61%
General	\$ 0.146	\$ 0.146	0.00%
Pieces			
BASIC NON-AUTOMATION	\$ 0.101	\$ 0.106	4.95%
BASIC AUTOMATION LETTER	\$ 0.049	\$ 0.050	2.04%
BASIC AUTOMATION FLAT	\$ 0.074	\$ 0.077	4.05%
3-DIGIT NON-AUTOMATION	\$ 0.093	\$ 0.097	4.30%
3-DIGIT AUTOMATION LETTER	\$ 0.047	\$ 0.048	2.13%
3-DIGIT AUTOMATION FLAT	\$ 0.069	\$ 0.073	5.80%
5-DIGIT NON-AUTOMATION	\$ 0.084	\$ 0.087	3.57%
5-DIGIT AUTOMATION LETTER	\$ 0.045	\$ 0.046	2.22%
5-DIGIT AUTOMATION FLAT	\$ 0.063	\$ 0.067	6.35%
CARRIER ROUTE BASIC	\$ 0.048	\$ 0.050	4.17%
CARRIER ROUTE HIGH DENSITY	\$ 0.033	\$ 0.034	3.03%
CARRIER ROUTE SATURATION	\$ 0.027	\$ 0.028	3.70%
WKSHARING DISCNTDELIVERY OFFICE ENTRY	\$ (0.005)	\$ (0.006)	20.00%

TYAR BILLING DETERMINANTS - AFTER RATES VOLUME & REVENUES WITHIN COUNTY PERIODICALS			
Pounds	TY AR Pounds	Proposed Rates	Postage (Rate*Pounds)
Delivery Unit - Pound Rate	116,247,881	\$ 0.112	\$ 13,019,763
General - Pound Rate	133,029,056	\$ 0.146	\$ 19,422,242
Presort Rate Pieces	TY AR Pieces	Proposed Rates	Postage (Rate*Pieces)
BASIC NON-AUTOMATION	63,451,799	\$ 0.106	\$ 6,725,891
BASIC AUTOMATION LETTER	385,361	\$ 0.050	\$ 19,268
BASIC AUTOMATION FLAT	738,171	\$ 0.077	\$ 56,839
3-DIGIT NON-AUTOMATION	31,189,767	\$ 0.097	\$ 3,025,407
3-DIGIT AUTOMATION LETTER	2,846,915	\$ 0.048	\$ 136,652
3-DIGIT AUTOMATION FLAT	2,664,201	\$ 0.073	\$ 194,487
5-DIGIT NON-AUTOMATION	110,826,390	\$ 0.087	\$ 9,641,896
5-DIGIT AUTOMATION LETTER	3,333,938	\$ 0.046	\$ 153,361
5-DIGIT AUTOMATION FLAT	26,456,929	\$ 0.067	\$ 1,772,614
CARRIER ROUTE BASIC	509,584,175	\$ 0.050	\$ 25,479,209
CARRIER ROUTE HIGH DENSITY	69,258,883	\$ 0.034	\$ 2,354,802
CARRIER ROUTE SATURATION	32,798,741	\$ 0.028	\$ 918,365
WKSHARING DISCNTDELIVERY OFFICE ENTRY	335,088,845	\$ (0.006)	\$ (2,010,533)
Total Pieces & Calculated Revenue	853,535,270		\$ 80,910,263
Adjusted Revenue			\$ 80,886,453
TYAR Fees			\$ 1,640,000
Calculated Revenue+TYAR Fees			\$ 82,550,263
TYAR Cost			\$ 78,784,700
Cost Coverage after calculation of new rates			104.78%
Revenue per piece			\$ 0.097