

**BEFORE THE
POSTAL RATE COMMISSION
WASHINGTON, DC 20268-0001**

Postal Rate and Fee Changes, 2005

Docket No. R2005-1

**DOUGLAS F. CARLSON
INTERROGATORIES TO UNITED STATES POSTAL SERVICE
WITNESS PETER BERNSTEIN
(DFC/USPS-T8-7-8)**

June 2, 2005

Pursuant to sections 25–27 of the *Rules of Practice*, I hereby submit interrogatories to United States Postal Service witness Peter Bernstein.

The instructions contained in my interrogatories DFC/USPS-1–19 are incorporated herein by reference.

Respectfully submitted,

Dated: June 2, 2005

DOUGLAS F. CARLSON

DFC/USPS-T8-7. Please discuss the effect on demand and volume of products A and B that economic theory would predict to occur if a seller launched a successful advertising campaign or employed sales techniques to encourage or induce customers to purchase product B instead of product A.

DFC/USPS-T8-8. Please explain your understanding and awareness, at the time that you prepared your testimony, of a Postal Service policy or practice for retail window clerks to encourage or induce customers to use Priority Mail or Express Mail, rather than First-Class Mail or Package Services, to send items that they present to the retail window clerk for mailing. In your response, please explain the extent to which you considered these factors in your demand analysis and volume forecasts for Priority Mail, Express Mail, and First-Class Mail.