

BEFORE THE
POSTAL RATE COMMISSION
WASHINGTON, D.C. 20268-0001

POSTAL RATE AND FEE CHANGES, 2005)

Docket No. R2005-1

RESPONSE OF VALPAK DIRECT MARKETING SYSTEMS, INC. AND
VALPAK DEALERS' ASSOCIATION, INC. TO INTERROGATORY OF ADVO, INC.
REDIRECTED FROM WITNESS ROBERT W. MITCHELL (ADVO/VP-T1-6(b))
(August 5, 2005)

Valpak Direct Marketing Systems, Inc. and Valpak Dealers' Association, Inc. hereby submit response to the following interrogatory of the Advo, Inc. that was redirected from witness Robert W. Mitchell: ADVO/VP-T1-6(b), filed on July 22, 2005. The interrogatory is stated verbatim and is followed by the response.

Respectfully submitted,

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RESPONSE OF VALPAK DIRECT MARKETING SYSTEMS, INC. AND VALPAK DEALERS' ASSOCIATION, INC. TO ADVO INTERROGATORY, REDIRECTED FROM WITNESS ROBERT W. MITCHELL (ADVO/VP-T1-6(b))

ADVO/VP-T1-6(b).

At page 67 of your testimony, you state that “most materials in ECR cannot be sent privately.”

- (b) Are any of Val-Pak’s letter-size enveloped coupons distributed by private delivery, not mail? If so, please provide the following:
 - (i) the total volume of such privately-delivered pieces in 2004 and an estimate for 2005;
 - (ii) the percentage of Val-Pak’s total enveloped coupon volume that is delivered privately; and
 - (iii) identify the markets where private delivery is used, and for each market identify the private delivery company used.

RESPONSE:

- (b) No, but Valpak is evaluating private delivery options.