DOCKET SECTION

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BEFORE THE POSTAL RATE COMMISSION OCT 2 4 47 PH 197 WASHINGTON, D.C. 20268-0001 POSTAL BASE DOMMISSION

OFFICE OF THE SECRETARY

POSTAL RATE AND FEE CHANGES, 1997

Docket No. R97-1

RESPONSE OF UNITED STATES POSTAL SERVICE WITNESS TAUFIQUE TO INTERROGATORY OF THE MCGRAW HILL COMPANIES, INC. (MH/USPS-T34--1-6), AND MOTION FOR LATE ACCEPTANCE (October 2, 1997)

The United States Postal Service hereby provides the response of witness Taufique to the following interrogatory of The McGraw Hill Companies, Inc.: MH/ USPS-T34-1-6, filed on September 17, 1997. The Postal Service also moves for acceptance of these responses one day late. Responses were completed on yesterday's due date, but too late to be copied for filing then, because of peak load issues.

The interrogatory is stated verbatim and is followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

Daniel J. Foucheaux, Jr. Chief Counsel, Ratemaking

Rubin and 7

David H. Rubin

475 L'Enfant Plaza West, S.W. Washington, D.C. 20260–1137 (202) 268–2986; Fax –5402 October 2, 1997

MH/USPS-T34-1. With reference to your testimony on p. 19, lines 10-14:

- a) Please explain fully (including all analytical steps and calculations) how you determined that editorial content would cover approximately 89 percent of its costs under your proposed rate design for Periodicals mail.
- b) What editorial content cost coverage would result under your proposed rate design for Periodicals Regular mail assuming that you were constrained to set the editorial pound charge at 75 percent of the zone 1/2 charge? Please explain your answer and calculation fully.
- c) Please explain fully all factors that cause the editorial content cost coverage under your proposed rate design for Periodicals Regular mail, and under the scenario posited in part (b) above, to be lower than the 95.5 percent editorial content cost coverage under the rate design recommended in Docket R94-1 (Op. & Rec. Dec.) 5150).
- d) Please explain fully the extent to which your methodology in estimating editorial content cost coverage is or is not consistent with the methodology employed by witness Foster in Docket R94-1 (see USPS-T-11, WP V.B, V.C. (as modified September 29, 1994) (attached hereto).
- e) Please confirm that your estimate of editorial content cost coverage is necessarily only a rough estimate because (among other things) it is based on the zone distribution for advertising pounds, which has no necessary or likely correspondence with the zone distribution for editorial pounds, and it also likely underestimates the piece revenue from high-editorial publications, which tend not to qualify for substantial presort discounts. To the extent you are unable to confirm, please explain fully.

RESPONSE

a) Please see USPS-T-34 Workpaper RR-C for the calculation of the implicit cost coverage for editorial content. The electronic version of this and other workpapers is available in LR-H-205. The calculation of editorial content cost coverage is analytically a straightforward proposition. The total number of pounds are multiplied by the editorial pound rate to derive pound revenues. The piece revenues are calculated by multiplying the

MH/USPS-T34-1(a) Continued, Page 2 of 5

piece rates by volumes in each of the presort categories. The revenue leakage from the editorial discount is calculated using 100 percent editorial content, which means multiplying the total pieces by the discount rate. These figures are added together and divided by the test year costs to derive the cost coverage.

- b) The editorial content cost coverage would be 87 percent if the editorial pound change is constrained to 75 percent of the zone 1 & 2 charge. The calculation basically requires changing the last cell in the second to last column on page 3 of USPS-T-34, Workpaper RR-G (LR-H-205). This change is carried through automatically to the editorial content worksheet (USPS-T-34, WP RR-C).
- c) The factors that cause the editorial content cost coverage to be lower in my proposed rate design as well as under the scenario posited in part (b) are:
 - The major reason for the difference in the editorial content cost coverage, based on my analysis, is the difference in the target cost coverage for the Regular Rate subclass itself. The cost coverage for Regular Rate Periodicals in Docket No. R94-1 was 116.2 percent, whereas the target cost coverage in the present Docket is 107 percent.

MH/USPS-T34-1(c) Continued, Page 3 of 5

- The revenue from Science of Agriculture (DDU, DSCF, and Zones 1 &
 which should have been included, was not included in my calculation of the cost coverage. Inclusion of this revenue would cause a very small increase (about 7/100 of a percent) in the cost coverage.
- I have used TYBR costs with contingency instead of TYAR costs with contingency. Once again, a small increase (about 4/10 of a percent) results in the cost coverage.
- 4. A review of PRC-LR-13 in Docket No. R94-1 showed that the Science of Agriculture and Science of Agriculture commingled, Zones 1 & 2, DSCF, and DDU pound revenues were double counted, which when corrected for reduces the 95.5 cost coverage by a small percent (about 2/10 of a percent).
- d) The methodology for calculating editorial content cost coverage that I have used is consistent with the methodology employed by Witness Foster in Docket No. R94-1. Two differences are the non-inclusion of the Science of Agriculture Pound revenue and the use of TYBR costs instead of TYAR costs, as discussed in part (c) above.
- e) Not necessarily. There are three possible scenarios: 1) The distribution of editorial pounds is the same as advertising pounds in which case the

MH/USPS-T34-1(e) Continued, Page 4 of 5

calculation of the editorial pound rate and the resulting cost coverage is reasonable. 2) The distribution of the editorial pound is concentrated more in the lower zones, which means that the editorial pound rate should be lower than what I have estimated. But, since the editorial content cost coverage is significantly lower than 100 percent, this issue does not become critical until the cost coverage starts to approach 100 percent. In other words, the editorial cost coverage can increase another 11 percent before it becomes a problem. 3) The last possibility is that the editorial content is concentrated in the higher zones in which case the proposed rate for editorial pounds is lower than what it should be.

If high editorial publications do not qualify for substantial presort discounts, as you have asserted, and I have no way to either confirm or refute this statement, then it is possible that the editorial cost coverage is underestimated. But, given that the presort discounts are worksharing discounts, this mail, that according to you does not receive substantial presort discount, also has a higher processing cost. Also, if the opposite is true, that high editorial content publications qualify for more presort discounts, then the cost coverage for editorial content is overestimated.

Once again, as the cost coverage for editorial content approaches 100 percent, the pound distribution of editorial content could be researched.

MH/USPS-T34-1(e) Continued, Page 5 of 5

Presort discount qualification is a non-issue since it is directly related to cost

saving activities of the mailers.

MH/USPS-T34-2. With reference to your response to ABP/USPS-T34-9:

- (a) What editorial content cost coverage would result assuming that 30 percent of Periodicals Regular revenues are to be generated by the pound rates, and assuming an editorial pound charge that is 17 percent of the zone 1/2 charge? Please explain your calculation fully.
- (b) What editorial content cost coverage would result assuming that 30 percent of Periodicals Regular revenues are to be generated by the pound rates, and assuming an editorial pound charge that is 80 percent of the zone 1/2 charge? Please explain your calculation fully.
- (c) What editorial content cost coverage would result assuming that 35 percent of Periodicals Regular revenues are to be generated by the pound rates, and assuming an editorial pound charge that is 75 percent of the zone 1/2 charge? Please explain your calculation fully.
- (d) What editorial content cost coverage would result assuming that 35 percent of Periodicals Regular revenues are to be generated by the pound rates, and assuming an editorial pound charge that is 80 percent of the zone 1/2 charge? Please explain your calculation fully.
- (e) In the scenario posited in part (d) above, what average increase in piece rates (over current rates) would result? Please explain your calculation fully.
- (f) In the scenario posited in part (d) above, to what extent do you estimate that the rate increase (over current rates) for any piece rate cell would exceed 10 percent? Please explain your answer fully.
- (g) In your view, could the increase in piece rates under the scenario posited in part
 (d) above be justified, in view of the reduced editorial pound charge, under
 statutory ratemaking criterion no. 8 (ECSI) (see USPS-T-30, p. 2)? Please explain
 your answer fully.

RESPONSE

a) The editorial content cost coverage is estimated to be approximately 88

percent. In USPS-T-34 WP RR-G page 2, the editorial rate was changed from

.174 to .125 and in USPS-T-34 WP RR-D page 1, the proportion of revenue

MH/USPS-T34-2, Page 2 of 3^r

to get from piece rates was changed from .59 to .70. The attached spreadsheets detail the cost coverage calculations.

- b) The editorial content cost coverage is estimated to be approximately 89 percent. In USPS-T-34 WP RR-G page 2, the editorial rate was changed from .174 to .134 and in USPS-T-34 WP RR-D page 1 proportion of revenue to get from piece rates was changed from .59 to .70. The attached spreadsheets detail the cost coverage calculations.
- c) The editorial content cost coverage is estimated to be approximately 87 percent. In USPS-T-34 WP RR-G page 2, the editorial rate was changed from .174 to .125 and in USPS-T-34 WP RR-D page 1, the proportion of revenue to get from piece rates was changed from .59 to .65. The attached spreadsheets detail the cost coverage calculations.
- d) The editorial content cost coverage is estimated to be approximately 88 percent. In USPS-T-34 WP RR-G page 2, the editorial rate was changed from .174 to .134, and in USPS-T-34 WP RR-D page 1, the proportion of revenue to get from piece rates was changed from .59 to .65. The attached spreadsheets detail the cost coverage calculations.
- e) The average increase in piece rates is estimated to be 16.6 percent. This result was obtained by further modifications to the appropriate workpapers having the modifications described in part (d) above. First USPS-T-34 WP RR-J was modified to calculate Piece Revenue per piece by summing piece

MH/USPS-T34-2(e) Continued, Page 3 of 3

revenue generated by the scenario described in d above then dividing by the number of pieces. This yielded the value \$0.155, a weighted average revenue per piece. Next, USPS-T-34 WP RR-E was used to calculate the weighted average revenue per piece under current rates, i.e., the piece revenue value of \$950,922,206 divided by the piece count of 7,172,571,146 to yield a weighted average piece revenue per piece of \$0.133. The difference between \$0.133 and \$0.155, divided by \$0.133, equals the weighted average percent change in the piece rates that would result under the scenario described in (d) above.

- f) According to WP RR-L page 1, under the scenario described in (d), 9 out of 12 piece rate cells would increase more than 10 percent – the highest by more than 25 percent. See attached.
- g) No. Rate designs must be evaluated in view of all nine criteria. The scenario posited in part (d), results in rate cell changes ranging from a decline of 27.8 percent rate cell change, for pound rate zoned delivery unit, to an increase of 25.3 percent, for carrier route high density pieces. The proposed rates exhibit a much more conservative degree of change in order to meet all nine of the rate making criteria. (see attached spreadsheet which lists each cell change, also see USPS-T-34 WP RR-L page 1.

Attachment To Responses To MH/USPS-T34-2(9) Pase 1 of 3

IMPLICIT COST COVERAGE FOR EDITORIAL AND ADVERTISING MATTER

	Test Year	Zone Volume	Redistributed	Redistributed	Proposed		-
	Volume	Percents	Editorial Lbs.	Total Pounds	Rates	100% Advertising	100% Editorial
Delivery Unit	9,960,014	0.66%	11,915,650	21,875,665	0.092	\$ 2,012,561	
SCF	457,295,412	30.14%	547,084,783	1,004,380,195	0.114	\$ 114,499,342	
Zones 1&2	269,903,539	17.79%	322,898,754	592,802,293	0.137	\$ 81,213,914	
Zone 3	145,102,052	9.56%	173,592,655	318,694,706	0.150	\$ 47,804,206	
Zone 4	220,078,772	14.51%	263,290,958	483,369,730	0.185	\$ 89,423,400	
Zone 5	220,894,738	14.56%	264,267,138	485,161,876	0 239	\$ 115,953,688	
Zone 6	78,534,156	5.18%	93,954,237	172,488,392	0.295	\$ 50,884,076	
Zone 7	61,296,260	4.04%	73,331,702	134,627,962	0.350	\$ 47,119,787	
Zone 8	53,983,612	3.56%	64,583,226	118,566,838	0 408	\$ 48,375,270	
Advertising Total	1,517,048,553	100.00%				\$ 597,286,244	
Editorial Pounds	1,814,919,103		1,814,919,103		0.103	\$ -	\$ 342,359,677
Total Pounds	3,331,967,657			3,331,967,657		Deleted(Not needed)	\$ 342,359,677
	<u> </u>	· · · · · ·					
	Pieces				Pc. Rate	Pc. Revenue	
BASIC NON-AUTOMATION	359,096,511				0 295	\$ 105,933,471	\$ 105,933,471
BASIC AUTOMATION LETTER	32,390,359				0 214	\$ <u>6,931,537</u>	\$ 6,931,537
BASIC AUTOMATION FLAT	107,675,736				0 253	\$ 27,241,961	\$ 27,241,961
BASIC NON-AUTOMATION 3 DIGIT	999,671,188				0 249	\$ 248,918,126	\$ 248,918,126
BASIC AUTOMATION 3 DIGIT LETTER	12,071,964				0.198	\$ 2,390,249	\$ 2,390,249
BASIC AUTOMATION 3 DIGIT FLAT	575,067,526				0.220	\$ 126,514,856	\$ 126,514,856
BASIC NON-AUTOMATION 5 DIGIT	1,165,017,357				0 246	\$ 286,594,270	\$ 286,594,270
BASIC AUTOMATION 5 DIGIT LETTER	22,616,168				0 194	\$ 4,387,537	\$ 4,387,537
BASIC AUTOMATION 5 DIGIT FLAT	1,077,357,740				0 218	\$ 234,863,987	\$ 234,863,987
CARRIER ROUTE BASIC	2,785,226,710				0.160	\$ 445,636,274	\$ 445,636,274
CARRIER ROUTE HIGH DENSITY	19,901,228				0.148	\$ 2,945,382	\$ 2,945,382
CARRIER ROUTE SATURATION	16,478,658				0.134	\$ 2,208,140	\$ 2,208,140
WKSHARING DISCNTDELIVERY OFFICE ENTRY	39,442,931				-0 023	\$ (907,187)	\$ (907,187)
WKSHARING DISCNT SCF ENTRY	2,151,456,669				-0 012	\$ (25,817,480)	\$ (25,817,480)
	7 172 571 146	100.00%			-0.059		\$ (423 181 698)
Tetal		100.00 %			-0.000	• 1 467 941 121	\$ 1.044.650.404
						⊅ 1,407,041,121	1,044,039,424
Total Revenues Pieces & Pounds						\$ 2,065,127,365	\$ 1,387,019,100
RPW Adjustment Factor						100 0837%	100.0837%
Revenue * RPW Adjustment Factor						2,066,855,095	1,388,179,510
Fees						14,651,000	14,651,000
Revenue with Fees						2,081,506,095	1,402,830,510
TYBR Cost with Contingency						1,586,273,680	1,586,273,680
Cost Coverage						1 312198596	0.884355914

Periodicals: Regular Rates



RATE DEVELOPMENT: COMP	RISON OF CL	JRRENT TO PR	RRENT TO PROPOSED RATES					
Rate Element	Type Walking	Rates	encol Grun	Rueu: August				
ZONED ADVRTSG DELIVERY UNIT	POUNDS	0.092	0.169	-45.6%				
ZONED ADVRTSG SCF	POUNDS	0.114	0 190	-40.0%				
ZONED ADVRTSG ZONES 182	POUNDS	0 137	0.214	-36.0%				
ZONED ADVRTSG ZONE 3	POUNDS	0.150	0.224	33.0%				
ZONED ADVRTSG ZONE 4	POUNDS	0.185	0.251	-26.3%				
ZONED ADVRTSG ZONE 5	POUNDS	0.239	0.292	-18.2%				
ZONED ADVRTSG ZONE 6	POUNDS	0.295	0.336	-12.2%				
ZONED ADVRTSG ZONE 7	POUNDS	0.350	0 388	-98%				
ZONED ADVRTSG ZONE 8	POUNDS	0.408	0 432	-56%				
	POUNDS	0,103	0.161	-36.2%				
SCI. OF AGRICULTURE. DELIVERY OFFICE	POUNDS	0.069	0 127	-45 7%				
SCI. OF AGRICULTURE SCF	POUNDS	0.086	0 143	-39.9%				
SCE OF AGRICULTURE ZONES 1&2	POUNDS	0.103	0.161	-36.0%				
SCI OF AGRICULTURE ZONE 3	POUNDS	0.150	0 224	-33 0%				
SCI OF AGRICULTURE ZONE 4	POUNDS	0.185	0.251	-26.3%				
SCI OF AGRICULTURE ZONE 5	POUNDS	0.239	0.292	-18.2%				
SCI OF AGRICULTURE ZONE 6	POUNDS	0.295	0.336	-12.2%				
SCI. OF AGRICULTURE ZONE 7	POUNDS	0.350	0 388	-9.8%				
SCI, OF AGRICULTURE ZONE 8	POUNDS	0.408	0.432	-5.6%				
SCI. OF AGRICULTURE - NONADVERTISING	POUNDS	0.103	0.161	-36.2%				
SCI OF AGI, COMMINGED NONSBSCRBR, DELIVERY UNIT	POUNDS	0.092	0 169	-45.6%				
SCI OF AGI, COMMINGLD NONSBSCRBR, SCF	POUNDS	0.114	0 190	-40 0%				
SCI OF AGI, COMMNGLD NONSBSCRBR, ZONES 162	POUNDS	0.137	0.214	-36.0%				
SCI OF AGI. COMMNGLD NONSBSCRBR NONADVERTISING	POUNDS	0.103	0 161	-36.2%				
BASIC NON-ALITOMATION	PIECES	0 295	0.240	22.9%				
BASIC AUTOMATION LETTER	PIECES	0 214	0 194	10.3%				
BASIC AUTOMATION FLAT	PIECES	0 253	0.209	21 1%				
BASIC NON-AUTOMATION 3 DIGIT	PIECES	0.249	0.202	23.3%				
BASIC AUTOMATION 3 DIGIT LETTER	PIÈCES	0 198	0.173	14.5%				
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	0.220	0.175	25.7%				
BASIC NON-AUTOMATION 5 DIGIT	PIECES	0.246	0.202	21.8%				
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	0.194	0.173	12.1%				
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	0.218	0.175	24.6%				
CARRIER ROUTE BASIC	PIECES	0.160	0.119	34.5%				
CARRIER ROUTE HIGH DENSITY	PIECES	0.148	0,111	33.3%				
CARRIER ROUTE SATURATION	PIECES	0 134	0.095	41.1%				
PERCENTAGE EDITORIAL DISCOUNT	PIECES	-0 059	-0.057	3.5%				
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	-0.023	-0.021	9.5%				
WKSHARING DISCNT SCF ENTRY	PIECES	-0.012	-0.011	9.1%				
BASIC NONAUTOMATION	PIECES	0.295	0 240	22.9%				
BASIC AUTOMATION LETTER	PIECES	0.214	0 194	10.3%				
BASIC AUTOMATION FLAT	PIECES	0 253	0 209	21.1%				
3 DIGIT NONAUTOMATION	PIECES	0.249	0 202	23.3%				
3 DIGIT AUTOMATION LETTER	PIECES	0.198	0 173	14.5%				
3 DIGIT AUTOMATION FLAT	PIECES	0 220	0 175	25.7%				
5 DIGIT NONAUTOMATION	PIECES	0 246	0.202	21.8%				
	PIECES	0.194	0.173	12.1%				
	PIECES	0.218	0.175	24.6%				
	PIECES	0.160	0.119	34.5%				
	PIECES	0 148	0.111	33.3%				
	PIECES	0 134	0.095	41 1%				
SCI OF AGRICULTURE - Editorial Discount	PIECES	-0.059	-0.057	3.5%				
SCI, OF AGRICULTURE - Pc, Disc, Delivery Unit	PIECES	-0 023	-0,021	95%				
SCI OF AGRICULTURE - PC Disc SCF	PIECES	-0.012	-0.011	9.1%				
	DIS052	0.000	0.240	22.00/				
SCI OF AGE COMMINGLD NONSBSCRBR - Basic Nonautomation	PIECES	0 295	0 240	. 22.9%				
SULOF AGI, COMMINGLD NONSBSCRBR - Basic Automation Flat	PIECES		0.000	2 504				
SCLOF AGE COMMINGED NONSESCRER - Editional Discount	PIECES	-0 009	-0.057	0.0% 0.1%				
SULUF AGE COMMINGED NONSESCREE - PC DISC, SUP	L'ECE3	-0.012	-0011	3.170				

Attachment To Responses To MH/USPS-T34-2(9) Pase 3 of 3

RATE DEVELOPMENT: TYBR VOL	UMES, TYA	R RATES, AND	REVEN	
Rate Element	Type or a	TYBR Volume		Rovenue
	POUNDS	9,960,014	0 092	\$ 916,321
ZONED ADVRTSG SCF	POUNDS	457,293,337	0 114	\$ 52,131,440
	POUNDS	269 890,184	0 137	5 36,974,955
	POUNDS	144,862,455	0.150	21,/29,368
	POUNDS	219,942,082	0.185	5 40,689,285
	POUNDS	220,818 387	0 239	S 52,775,594
ZONED ADVRTSG ZONE Z	POUNDS	78,526,726	0 295	S 23,165,384
	POUNDS	51,265,769	0 350	21,451,069
	POUNDS	7 814 919 103	0 400	S 185 482 000
	FOUNDS	1,814,919,103	0,103	3 100,402,938
SCI_OF AGRICULTURE, DELIVERY OFFICE	POUNDS	21 317	0.069	<u>\$</u> 1,471
	POUNDS	1,112,830	0 086	\$ 95,703
SCI_OF AGRICULTURE ZONES 182	POUNDS	4,795,307	0 103	\$ 493,917
SCI OF AGRICULTURE ZONE 3	POUNDS	239,597	0 150	<u>\$ 35,940</u>
SCI OF AGRICULTURE ZONE 4	POUNDS	136,690	0 185	\$ 25,288
SCI OF AGRICULTURE ZONE 5	POUNDS	75 351	0 239	\$ 18,248
SCI OF AGRICULTURE ZONE 6	POUNDS	7,429	0 295	\$ 2,192
SCI. OF AGRICULTURE ZONE 7	POUNDS	7 491	0 350	\$ 2,622
SCI OF AGRICULTURE ZONE 8	POUNDS	6,083	0 408	\$ 2,482
SCI OF AGRICULTURE - NONADVERTISING	POUNDS	1,142,415	0 10275	\$ 117,383
SCI OF AGI COMMINGLD NONSBSCRBR DELIVERY UNIT	POUNDS	0	0 092	s
SCI OF AGI, COMMINGLD NONSBSCRBR SCF	POUNDS	2.075	0 114	\$ 237
SCI OF AGI COMMINGED NONSBSCRBR ZONES 182	POUNDS	13.355	0 137	S 1 830
SCI OF AGI COMMINGLD NONSBSCRBR NONADVERTISING	POUNDS	2 988	0 103	5 307
BASIC NON-AUTOMATION	PIECES	359,096 511	0.295	\$ 105,933,471
BASIC AUTOMATION LETTER	PIECES	32,390,359	0.214	S 6,931,537
BASIC AUTOMATION FLAT	PIECES	107,675,736	0 253	<u>\$</u> 27,241,961
BASIC NON-AUTOMATION 3 DIGIT	PIECES	999,671,188	0.249	\$ 248,918,126
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	12,071,964	0,198	\$ 2,390,249
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	575,087,526	0 220	\$ 126,514,858
BASIC NON-AUTOMATION 5 DIGIT	PIECES	1,165,017,357	0 246	\$ 286,594,270
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	22,616,168	0 194	\$ 4,387,537
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	1 077, 357 740	0.218	\$ <u>234,863,987</u>
CARRIER ROUTE BASIC	PIECES	2,785,226,710	0 160	\$ 445,636,274
CARRIER ROUTE HIGH DENSITY	PIECES	19,901,228	0 148	\$ 2,945,382
CARRIER ROUTE SATURATION	PIECES	16 479,658	0.134	\$ 2,208,140
	PIECES	4,205,041,617	-0.059	\$ (248,097,455)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	39,442,931	-0 023	\$ (907,187)
	PIECES	2,151,456,669	-0,012	\$ (25,817,480)
BASIC NONAUTOMATION	PIECES	0	0 295	s .
BASIC AUTOMATION LETTER	PIEČES	0	0 214	S -
BASIC AUTOMATION FLAT	PIECES	0	0 253	s -
3 DIGIT NONAUTOMATION	PIECES	0	0 249	s -
3 DIGIT AUTOMATION LETTER	PIECES	0	0 198	s -
3 DIGIT AUTOMATION FLAT	PIECES	0	0,220	S -
5 DIGIT NONAUTOMATION	PIECES	0	0.246	\$ -
5-DIGIT AUTOMATION LETTER	PIECES	0	0 194	s -
5 DIGIT AUTOMATION FLAT	PIECES	0	0 218	s .
CARRIER ROUTE	PIECES	0	0 160	<u> </u>
HIGH DENSITY	PIECES	0	0 148	
SATURATION	PIECES	0	0 134	
SCI OF AGRICULTURE - Editorial Discount	PIECES	2,842,356	-0 059	\$ (167,699)
SCI OF AGRICULTURE - Po Disc Delivery Unit	PIECES	227,597	-0.023	\$ (5.235)
SCI OF AGRICULTURE - Pc Disc SCF	PIECES	594,939	-0 012	\$ (7,139)
SCI OF AGE COMMINGLD NONSBSCRBR - Basic Nonautomation	PIECES	32,413	0 295	» <u>9,562</u>
SCI OF AGE COMMINGED NONSESCREE - Basic Automation Flat	PIECES	. 0	0.000	<u> </u>
SCI OF AGE COMMINIGED NONSESCREE - Editorial Discount	PIECES	11 635	-0 059	<u>3</u> (586)
SCI OF AGI COMMINIGED NONSBSCRBR - PC Disc SUF	PIECES	0	20012	3 -
Total Revenue	, 2 1 1 1 1 1 1			3 1,678,591,890
TOBI Regular Nate & SUA Pieces		7,772,571,146	AND A REAL PROPERTY AND A	
·	54 37 # 64		24.1.74	
Total Pieces	1. State 1. State	7,172,571,146	349 De19	A STATE OF STATE OF STATE
RPW Adjustment Factor	5 6 Ca 6 11	THE R. LANS	William Batt	100 084%
RPW Adjustmented Revenue	in a St	1988 - C.	胡 星	\$ 1,679,996,236
Fee Revenue	1. M. M. 1	1 STATION	See and	\$ 14,651,000
Total Revenue including fees	3, 5	(# 400 Tr).	<u>1969</u>	\$ 1,694,647,236
TYBR Cost	20	The second second		\$ 1,586,273,680
Cost Coverage		A Contract	23#Rt " "	1 0683
Desired Cost Coverage		2. 81-1	ж. °)	1 0700

Average Total RPW Adjusted Revenue Per Piece, W/O Fees

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0 234

Mittachment 10 Responses To MH/USPS T34-2(b) Pase 1 of 3

IMPLICIT COST COVERAGE FOR EDITORIAL AND ADVERTISING MATTER

	Test Year	Zone Volume	Redistributed	Redistributed	Proposed		
	Volume	Percents	Editorial Lbs.	Total Pounds	Rates	100% Advertising	100% Editorial
Delivery ! Init	9,960,014	0 66%	11,915,650	21,875,665	0 092	\$ 2,012,561	
SCE	457,295,412	30 14%	547,084,783	1,004,380,195	0 114	\$ 114,499,342	
Zones 182	269,903,539	17 79%	322,898,754	592,802,293	0 137	\$ 81,213,914	
Zone 3	145,102,052	9 56%	173,592,655	318,694,706	0 150	\$ 47,804,206	
Zone 4	220,078,772	14 51%	263,290,958	483,369,730	0 185	\$ 89,423,400	
Zone 5	220,894,738	14 56%	264,267,138	485,161,876	0 239	\$ 115,953,688	
Zone 6	78,534,156	5 18%	93,954,237	172,488,392	0 295	\$ 50,884,076	
Zone 7	61,296,260	4 04%	73,331,702	134,627,962	0 350	\$ 47,119,787	
Zone 8	53,983,612	3 56%	64,583,226	118,566,838	0 408	\$ 48,375,270	
Advertising Total	1,517,048,553	100 00%				\$ 597,286,244	
Editorial Pounds	1,814,919,103		1,814,919,103		0 1 1 0	\$ -	\$ 365,183,655
Total Pounds	3,331,967,657			3,331,967,657		Deleted(Not needed)	\$ 365,183,655
					Do Bata		··
	Pieces					t 105 215 278	C 105 215 278
BASIC NON-AUTOMATION	359,096,511				0 293	\$ 6,866,756	\$ 103,213,270 \$ 6,866,756
BASIC AUTOMATION LETTER	32,390,359				0.212	\$ 0,000,730	¢ 0,000,730
BASIC AUTOMATION FLAT	107,675,736				0 251	\$ 246.018.783	\$ 27,020,010
BASIC NON-AUTOMATION 3 DIGIT	999,671,188				0 106	\$ 240,910,703	\$ 2366 105
BASIC AUTOMATION 3 DIGIT LETTER	12,071,964				0 150	\$ 2,300,103	\$ 125 364 721
BASIC AUTOMATION 3 DIGIT FLAT	575,067,526				0.210	\$ 123,304,721 \$ 294,264,235	\$ 284 264 235
BASIC NON-AUTOMATION 5 DIGI1	1,165,017,357	·			0 244	\$ 204,204,203	\$ 204,204,205 \$ 4.342.304
BASIC AUTOMATION 5 DIGIT LETTER	22,616,168	↓			0.192	\$ 232 709 272	\$ 232 709 272
BASIC AUTOMATION 5 DIGIT FLAT	1,077,357,740	· · · · · · · · · · · · · · · · · · ·				\$ 232,103,272	\$ 440.065.820
CARRIER ROUTE BASIC	2,785,226,710				0 146	\$ 2 905 579	\$ 2 905 579
CARRIER ROUTE HIGH DENSITY	19,901,228	<u>↓</u>			0 140	\$ 2,305,575 \$ 7,175,183	\$ 2,305,373
CARRIER ROUTE SATURATION	16,478,658				0 132	\$ <u>(907 187)</u>	\$ (907.187)
WKSHARING DISCNIDELIVERY OFFICE ENTRY	39,442,931				-0 023	\$ (25.817.480)	\$ (25,817,480)
WKSHARING DISCNT SCF ENTRY	2,151,456,669	<u>}</u>			-0012	± (20,017,400)	φ (23,011,400)
PERCENTAGE EDITORIAL DISCOUNT @ 100%	7,172,571,146	100 00%			-0.059	•	\$ (423,181,698)
Total						\$ 1,453,495,979	\$ 1,030,314,281
Total Revenues Pieces & Pounds		·			`	\$ 2,050,782,223	\$ 1,395,497,936
20141 Advertment Easter						100 0837%	100.0837%
						2 052 497 951	1 396 665 440
Revenue - RPW Adjustment Factor						14 651 000	14 651.000
rees		· · · · · · · · · · · · · · · · ·				2.067.148.951	1.411.316.440
Kevenue with Fees						1 586 273 680	1,586 273 680
Cost Coverage		∤ ∤				1 303147734	0 889705514
Cost Coverage		1 1					

Periodicals: Regular Rates

(9) 5 \sim To T34 Attachment Responses in MH/USPS-T Ç PH,

Rate Element	Tun-	man an an Am An An A A	بليسدية تساديه وتتاريخهم	
	Туре	Rates. Proposed	Current	Percent
ZONED ADVRTSG DELIVERY UNIT	POLINDS	0.002	0 160	Change
ZONED ADVRTSG SCF	POUNDS	0.032	0 109	-45.6%
ZONED ADVRTSG ZONES 182	POUNDS	0 137	0 190	-40.0%
ZONED ADVRTSG ZONE 3	POUNDS	0.150	0 2 14	-30 0%
ZONED ADVRTSG ZONE 4	POUNDS	0 185	0.224	-33,076
ZONED ADVRTSG ZONE 5	POUNDS	0 239	0.201	-20.3%
ZONED ADVRTSG ZONE 6	POUNDS	0 295	0 336	12 2%
ZONED ADVRTSG ZONE 7	POUNDS	0.350	0 388	-9.8%
ZONED ADVRTSG ZONE 8	POUNDS	0 408	0 432	-5.6%
NONADVERTISING	POUNDS	0 110	0 161	-31 9%
SCI OF AGRICULTURE DELIVERY OFFICE	POUNDS	1000	0 127	-46 70/
SCI OF AGRICULTURE SCF	POUNDS	0 086	0.143	-30 0%
SCI OF AGRICULTURE ZONES 182	POUNDS	0 103	0 161	-36.0%
SCI OF AGRICULTURE ZONE 3	POUNDS	0,150	0 224	-33.0%
SCI OF AGRICULTURE ZONE 4	POUNDS	0.185	0.251	-26 3%
SCI OF AGRICULTURE ZONE 5	POUNDS	0 239	0 292	-18.2%
SCI OF AGRICULTURE ZONE 6	POUNOS	0.295	0 336	-12 2%
SCI OF AGRICULTURE ZONE 7	POUNDS	0.350	0.388	-9.8%
CL OF AGRICULTURE ZONE 8	POUNDS	0 408	0 432	-5.6%
CL OF AGRICULTURE - NONADVERTISING	POUNDS	0 110	0 161	-31 9%
CLOF AGI COMMNGLD NONSBSCRBR DELIVERY UNIT	POUNDS	0 092		45.6%
CLOF AGI COMMNGLD NONSBSCRBR SCF	POUNDS	D.114	0 190	-40.0%
CLOF AGI COMMNGLD NONSBSCRBR ZONES 1&2	POUNDS	0.137	0 214	-36.0%
CI OF AGI COMMNGLD NONSBSCRBR NONADVERTISING	POUNDS	0 110	0 161	-31 9%
ASIC NON-AUTOMATION	PIÈCES	0.293		20.19/
ASIC AUTOMATION LETTER	PIECES	0 233	0 104	22 1%
ASIC AUTOMATION FLAT	PIECES	0.251		20.1%
ASIC NON-AUTOMATION 3 DIGIT	PIECES	0 247	0 203	20.170
ASIC AUTOMATION 3 DIGIT LETTER	PIECES	0 196	0 173	13 3%
ASIC AUTOMATION 3 DIGIT FLAT	PIECES	0 218	0 175	24.6%
ASIC NON-AUTOMATION 5 DIGIT	PIECES	0 244	0 202	20.8%
ASIC AUTOMATION 5 DIGIT LETTER	PIECES	0 192	0,173	11.0%
ASIC AUTOMATION 5 DIGIT FLAT	PIECES	0.216	0 175	23.4%
ARRIER ROUTE BASIC	PIECES	0.158	0 119	32.8%
ARRIER ROUTE HIGH DENSITY	PIECES	0 146	0 1 1 1	31 5%
RRIER ROUTE SATURATION	PIECES	0 132	0 095	38.9%
	PIECES	-0.059	-0 057	3 5%.
KSHARING DISCNIDELIVERY OFFICE ENTRY	PIECES	-0,023	-0 021	9.5%
ASHARING DISCHI SCFENTRY	PIECES	-0 012	-0 011	91%
	PIECES	0.293	0 240	22 1%
	PIECES	0.212	0 194	93%
	PIECES	0.251	0 209	20,1%
	PIECES	0.247	0 202	22.3%
DIGIT AUTOMATION LETTER	PIECES	0 196	0 173	13.3%
	PIECES	0.218	0 175	24.6%
	PIECES	0 244	0 202	20.8%
	PIECES	0,192	0.173	11 0%
	PIECES	0 216	0.175	23 4%
	PIECES	0 158	0 119	32 8%
	PIECES	0 146	0111	31 5%
	IPIECES	0 132	0.095	38 9%
	PIECES	-0 059	-0 057	3 5%
	PIÈCES	-0 023	-0.021	9.5%
I OF AGRICULTURE - PC DISC, SCF	PIECES	-0.012	-0 011	91%
		0 000		
OF AGL COMMINGLD NONSBSCRER - Basic Nonautomation		0 293	0 240	22 1%
OF AGL COMMNGLD NONSBSC Paper	PIECES	0 000	0.000	
OF AGL COMMNGLD NONSBSCRBR - BO Dies SOF	PIECES	-0 059	-0 057	3 5%
	PIECES	L -0.012	-0 011)	91%

(9) 7. Attachment To Responses To MH, USPS-T37.2 (Pase 3 of 3

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RATE DEVELOPMENT: TYBR VOLU	MES, TYA	R RATES, AND	REVEN	JE	
Rate Element	Туре	TYBR	Rates		Revenue
	L	Volume			
	POUNDS	9,960 014	0 092	\$	916,321
	POUNDS	457 293 337	0 114	\$	52,131,440
	POUNDS	144 962 455	0.137	9	36,974,955
	POLINOS	219.942.092	0 150	3 4	40 680 295
	POUNDS	220 818 387	0 239	9 6	52 775 594
ZONED ADVRTSG ZONE 5	POUNDS	78 525 726	0 295	s	23,165,384
ZONED ADVRTSG ZONE 7	POUNDS	61 268 769	0 350	5	21,451,069
ZONED ADVRTSG ZONE 8	POUNDS	53 977 529	0 408	\$	22,022,832
NONADVERTISING	POUNDS	1 814 919 103	0 1 1 0	S	198,915,134
SCI OF AGRICULTURE DELIVERY OFFICE	POUNDS	21 317	0 069	\$	1,471
SCI OF AGRICULTURE SCF	POUNDS	1 112,830	0 086	5	95,703
SCLOF AGRICULTURE ZONES 182	POUNDS	4 795,307	0 103	5	493,917
SCI OF AGRICULTURE ZONE 3	POUNDS	239,597	0 150	3	35,940
		135 590	0 185	4 4	23,288
	POUNDS	7 429	0 239	s c	2 192
SCLOF AGRICULTURE ZONE 6	ROUNDS	7 429	0 250	3	2,192
	POLINDS	6 083	0 408	s	2 482
	POUNDS	1 142 415	0 1096	S	125 209
				-	
SCLOF AGE COMMNGED NONSBSCRBRE DELIVERY UNIT	POUNDS	0	0 092	s	
SCLOF AGL COMMNGLD NONSBSCRBR SCF	POUNDS	2 075	0 1 1 4	\$	237
SCI OF AGI COMMINGED NONSESCRER ZONES 142	POUNDS	13 355	0 137	\$	1 830
SCI OF AGI COMMINGLD NONSBSCRBR NONADVERTISING	POUNDS	2 988	0 1 10	\$	328
BASIC NON-AUTOMATION	PIECES	359 096 51 1	0 293	5	105,215,278
BASIC AUTOMATION LETTER	PIECES	32,390 359	0 212	\$	6,866,756
BASIC AUTOMATION FLAT	PIECES	107 675 736	0 251	\$	27,026,610
	PIECES	999 671 188	0 247	5	246,918,783
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	12,071 964	0 195	2	2,306,105
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	5/5 06/ 526	0 218	2	120,364,721
BASIC NON-AUTOMATION 5 DIGIT	INCCES	1,165,017,357	0 102	з е	4 342 304
	DIECES	1 077 357 740	0.216	3	232 709 272
	PIECES	2 785 226 710	0 158	5	440 065 820
CARRIER ROUTE HIGH DENSITY	PIECES	19 901 228	0 146	s	2,905,579
	PIECES	16 478 658	0 132	5	2 175,183
PERCENTAGE EDITORIAL DISCOUNT	PIECES	4 205 041 617	-0 059	\$	(248 097,455)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	39,442 931	-0 023	\$	(907,187)
WKSHARING DISCNT SCF ENTRY	PIECES	2,151 456 669	-0 012	\$	(25 817,480)
BASIC NONAUTOMATION	PIECES	0	0 293	\$	-
BASIC AUTOMATION LETTER	PIECES	0	0 212	S	<u> </u>
BASIC AUTOMATION FLAT	PIECES	0	0 251	\$	
	PIECES		0 247	5	•
	PIECES	0	0 196	3	
	PIECES	<u> </u>	0 218	3 5	
	PIECES		0 192	5	
	PIECES	0	0 216	s	
	PIECES		0 158	-	
	PIECES	0	0 146	· · ·	
SATURATION	PIECES	0	0 132		
SCI OF AGRICULTURE - Eatonal Discount	PIECES	2 842 356	-0 059	s	(167,699)
SCI OF AGRICULTURE - Pol Disc. Delivery Unit	PIECES	227 597	-0 023	\$	(5,235)
SCI OF AGRICULTURE - Pc Disc SCF	PIECES	594 939	-0 012	S	(7,139)
SCI OF AGI_COMMNGLD_NONSBSCRBR - Basic Nonautomation	PIECES	32 413	0 293	\$	9,497
SCI OF AGE COMMNGLD NONSBSCRBR - Basic Automation Flat	PIÈCES	0	0 0 00	S	-
SCI OF AGI_COMMNGLD NONSBSCRBR - Eaitonal Discount	PIECES	11 635	-0 059	<u>s</u>	(686)
SCI OF AGI. COMMNGLD NONSESCRER - PC Disc. SCF	PIECES	0	-0.012	3	-
Total Revenue		7 479 674 446		>	1,676.678,900
i jour Regular Rate & SUA Pieces	+ ••	1,172 571,145	<u> </u>	_	
	<u> </u>	┢╌╼────		├	
Total Pieces		7,172 571 146		<u> </u>	
RPW Adjustment Factor	+			┝	100 084%
RPW Adjustmented Revenue	· 	;		\$	1,678,081,645
Fee Revenue	·			\$	14,651,000
Total Revenue including fees	[•		S	1 692 732 645
TYBR Cost	1	<u> </u>		5	1,586,273,680
Cost Coverage					1 067 1
Desired Cost Coverage				<u> </u>	1 0700

Average Total RPW Adjusted Revenue Per Piece, W/O Fees

Attachment 10 Responses To

IMPLICIT COST COVERAGE FOR EDITORIAL AND ADVERTISING MATTER

IMD					SING MA	$\frac{m_{it}}{v}$	PS-T34-
IIWI7*1						Pasel	of 3
	Test Year	Zone Volume	Redistributed	Redistributed	Proposed	•	
	Volume	Percents	Editorial Lbs.	Total Pounds	Rates	100% Advertising	100% Editoria
Delivery Unit	9,960,014	0 66%	11,915,650	21,875,665	0 122	\$ 2,668,831	
SCF	457,295,412	30 14%	547,084,783	1,004,380,195	0 144	\$ 144,630,748	
Zones 182	269,903,539	17 79%	322,898,754	592,802,293	0 167	\$ 98,997,983	
ione 3	145,102,052	9 56%	173,592,655	318,694,706	0 180	\$ 57,365,047	
one 4	220,078,772	14 51%	263,290,958	483,369,730	0 215	\$ 103,924,492	
one 5	220,894,738	14.56%	264,267,138	485,161,876	0 269	\$ 130,508,545	
one 6	78,534,156	5.18%	93,954,237	172,488,392	0 325	\$ 56,058,728	
Cone 7	61,296,260	4 04%	73,331,702	134,627,962	0 380	\$ 51,158,625	
one 8	53,983,612	3 56%	64,583,226	118,566,838	0 438	\$ 51,932,275	
dvertising Total	1,517,048,553	100 00%				\$ 697,245,274	
Editorial Pounds	1,814,919,103	+ t	1,814,919,103		0.125	\$ -	\$ 417,328,949
Total Pounds	3 331 967 657	1	- "	3.331.967.657		Deleted(Not needed)	\$ 417,328,949
		<u> </u>				· · · · · · · · · · · · · · · · · · ·	L
	Biasas		r		Pc Rate	Pr. Revenue	r
	359,096,511	'├────┼			0.282	\$ 101 265 216	<u>\$ 101 265 216</u>
	33 300 350				0 201	\$ 6,510,462	5 6 510 462
ASIC AUTOMATION LETTER	107 675 736				0.201	\$ 25.842.177	5 25 842 177
BASIC AUTOMATION FLAT	000.671.188				0.240	\$ 235.922.400	\$ 235 922 400
BASIC NON-AUTOMATION 3 DIGIT	999,071,100	∤			0.230	\$ 2,233,313	\$ 2,00,022,400
BASIC AUTOMATION 3 DIGIT LETTER	12,071,904	<u>+</u>			0.103	\$ 119.038.978	\$ 119.038.978
BASIC AUTOMATION 3 DIGIT FLAT	575,007,320			··· ·	0.207	\$ 271 449 044	\$ 271 449 044
BASIC NON-AUTOMATION 5 DIGIT	1,105,017,357	<u>↓</u> ↓	<u> </u>		0.233	\$ 4.093.526	\$ 271,440,04- \$ 4.093.526
BASIC AUTOMATION 5 DIGIT LETTER	22,616,168				0.101	\$ 220,858,337	\$ 220 858 337
BASIC AUTOMATION 5 DIGIT FLAT					0 147	¢ 220,000,007	\$ 409 428 326
CARRIER ROUTE BASIC	2,785,226,710	- <u> </u>			0 147	\$ 2,686,666	\$ 2.686.666
CARRIER ROUTE HIGH DENSITY	19,901,228	· •				¢ 2,000,000	\$ 2,000,000
CARRIER ROUTE SATURATION	16,478,658				0 121	(007 187)	\$ 1,333,310 \$ /907.187
WKSHARING DISCNIDELIVERY OFFIC	E ENTRY 39,442,931				0.023	\$ (307,187) \$ (25,817,480)	\$ 125.817.480
WKSHARING DISCN1 SCF ENTRY	2,151,450,009	+				φ (23,017,400)	φ (25,017,400
	@ 100% 7 172 E71 146	100.00%			-0.059		\$ (423 181 698
PERCENTAGE EDITORIAL DISCOUNT (100 00%	·		-0 003	\$ 1 374 597 696	\$ 951 415 000
lotal					•	a 1,014,091,090	ψ 301,410,333
Total Revenues Pieces & Pounds				~		\$ 2,071,842,970	\$ 1,368,744,940
RPW Adjustment Factor						100 0837%	100 08379
Revenue * RPW Adjustment Factor					<u> </u>	2,073,576,318	1,369,890,069
Fees		 	.,			14,651,000	14,651,000
Revenue with Fees		1 1				2,088,227,318	1,384,541,069
TYBR Cost with Contingency		<u> </u>				1,586,273,680	1,586,273,680
Cost Coverage						1 31643571	0.872826

Attachment To Responses To MH/USPS-T34 2(L) Puse 2 of 3

RATE DEVELOPMENT: ITBR VOLU	JMES, IYA	R RATES, AND	REVENU	JE_	
Rate Element	Туре	TYBR	Rates		Revenue
		Volume			
ZONED ADVRTSG DELIVERY UNIT	POUNDS	9 960,014	0 122	\$	1,215,122
ZONED ADVRTSG SCF	POUNDS	457,293,337	0 144	\$	65,850,240
ZONED ADVRTSG ZONES 182	POUNDS	259,890,184	0 167	S	45,071,661
ZONED ADVRTSG ZONE 3	POUNDS	144,862,455	0 180	\$	26.075,242
ZONED ADVRTSG ZONE 4	POUNDS	219,942,082	0 215	\$	47,287,548
ZONED ADVRTSG ZONE 5	POUNDS	220,818,387	0 269	2	59,400,146
ZONED ADVRTSG ZONE 6	POUNDS	78,526,726	0 325	\$	25,521,186
ZONED ADVRTSG ZONE 7	POUNDS	51,288,769	0 380	5	23,289,732
ZONED ADVRTSG ZONE 8	POUNDS	53,977,529	0 438	5	23,642,158
	POUNDS	1 814 919 103	0 125	\$	227 318 618
	1				
SCL DE AGRICULTURE. DELIVERY OFFICE	POUNDS	21.317	0.092	5	1.961
	POUNDS	1 112 830	0.108	5	120 186
	ROUNDS	4 706 307	0.125	5	599 413
	POUNDS	4,799,507	0 120	ŝ	43 127
	POUNDS	209,007	0 100	¢	20,127
SCEOF AGRICULTURE ZONE 4	POUNDS	136,690	0 2 1 3	3	29,300
SCI OF AGRICULTURE ZONE 5	POUNDS	76 351	0 209	3	20,538
	POUNDS	7,429	0 325	2	2,415
SCI OF AGRICULTURE ZONE 7	POUNDS	7,491	0.380	3	2,846
SCLOF AGRICULTURE ZONE 8	POUNDS	6,083	0 438	s	2,664
SCI OF AGRICULTURE - NONADVERTISING	POUNDS	1 142,415	0 12525	\$	143,087
SCLOF AGE COMMINGED NONSBSCRBRE DELIVERY UNIT	POUNDS	0	0 122	\$	
SCI OF AGI COMMINGED NONSBSCRER SCF	POUNDS	2 075	0 144	\$	299
SCI OF AGI COMMNGLD NONSBSCRBR ZONES 182	POUNDS	13,355	0,167	S	2,230
SCLOF AGE COMMINGED NONSESCREE NONADVERTISING	POUNDS	2 988	0 125	\$	374
		1			
	PIECES	359 096 511	0 282	\$	101.265.216
	PIECES	17 160 159	0 201	s	6.510.462
	loisose	107 574 735	0 240	ار	25 842 177
	PIECES	107 873 738	0 240	ŝ	235 922 400
BASIC NON-AUTOMATION 3 DIGIT	PIECES	999.011.199	0 230	3	233,922,400
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	12 0/1 964	0 103	3	2,233,313
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	575 067 526	0 207	3	119,038,978
BASIC NON-AUTOMATION 5 DIGIT	PIECES	1,165,017,357	0 233	S	2/1,449,044
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	22,616,168	0 181	S	4,093,526
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	1,077,357,740	0 205	5	220,858,337
CARRIER ROUTE BASIC	PIECES	2,785,226,710	0 147	\$	409,428,326
CARRIER ROUTE HIGH DENSITY	PIECES	19,901,228	0 135	\$	2,686,666
CARRIER ROUTE SATURATION	PIECES	18,478 658	0.121	S	1,993,918
PERCENTAGE EDITORIAL DISCOUNT	PIECES	4 205,041,617	-0 059	\$	(248,097,455)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	39 442,931	-0 023	\$	(907,187)
WKSHARING DISCNT SCF ENTRY	PIECES	2 151 455.669	-0 012	S	(25,817,480)
		<u> </u>		1	
BASIC NONALITOMATION	PIECES	0	0 282	S	
	PIECES	0	0 201	5	
	PIECES	· · · · ·	0.240	5	-
	PIECES	<u> </u>	0 236	s	
	PIECES		0 185	S	
	DIECES		0 207	č	
	PIECES		0 207	ĕ	
5 DIGIT NONAUTOMATION	PIECES	0	0 233		
5-DIGIT AUTOMATION LETTER	PIECES		0 101	13	-
5 DIGIT AUTOMATION FLAT	PIECES	0	0 205	13	
CARRIER ROUTE	PIECES	0	0 147	 	
HIGH DENSITY	PIECES	0	0 135	1	
SATURATION	PIECES	0	0 121	1	
SCI OF AGRICULTURE - Editorial Discount	PIECES	2 842 356	-0 059	\$	(167,699)
SCI OF AGRICULTURE - Pol Disc Delivery Unit	PIECES	227,597	-0 023	S	(5,235)
SCI OF AGRICULTURE - Pc Disc SCF	PIECES	594 939	-0 012	\$	(7,139)
		· · · · ·		T	
SCLOF AGE COMMINGED NONSESCREE - Basic Nonautomation	PIECES	32,413	0 282	5	9,140
SCLOF AGE COMMINGED NONSBSCRBR - Basic Automation Flat	PIECES	1 0	0 000	S	
COLOS, ACL COMMINGED MONSBSCRBR - Basic Automation mat	PIECES	11 635	-0.059	s	(686)
	PIECES	<u></u>	-0.012	s	
		<u> </u>	+		1 671 825 717
		7 170 574 440		╷╴	·,•,•,•,•,•,•,•,•,•,•,•,•,•,•,•,•,•,•,•
Fotal Regular Rate & SOA Pieces		1,172,571,146	↓	+	
		-	<u> </u>	+	
			<u> </u>	<u> </u>	
Total Pieces		1 /,1/2,571,146	<u> </u>	╞	
RPW Adjustment Factor				1	100 084%
RPW Adjustmented Revenue				\$	1,673,224,402
			1	S	14,651,000
Fee Revenue				_	
Fee Revenue Total Revenue including fees			1	S	1,687, <u>8</u> 75,402
Fee Revenue Total Revenue including fees TYBR Cost				5	1 687,875,402 1,586,273,680
Fee Revenue Total Revenue including fees TYBR Cost Cost Coverage				5	1,687,875,402 1,586,273,680 1,0641
Fee Revenue Total Revenue including fees TYBR Cost Cost Coverage Desured Cost Coverage		-		5	1,687,875,402 1,586,273,680 1,0641 1,0700
Fee Revenue Total Revenue including fees TYBR Cost Cost Coverage Desired Cost Coverage				5	1,687,875,402 1,586,273,680 1,0641 1,0700

Average Total RPW Adjusted Revenue Per Piece, W/O Fees \$

Periodicals: Regular Rates

	Type	Rates	Current	Perra
tate Element	rype	Proposed	Rates	Chan
		0.122	0,169	-27.8
	POUNDS	0 144	0,190	-24.2
ONED ADVRTSG ZONES 1&2	POUNDS	0 167	0.214	-22.0
ONED ADVRTSG ZONE 3	POUNDS	0 180	0.224	-19.6
	POUNDS	0.215	0.251	-14 3
	POUNDS	0.269	0.292	
ONED ADVRTSG ZONE 5		0 325	0 232	
ONED ADVRTSG ZONE 6	POUNDS	0.380	0 388	-2 1
ONED ADVRTSG ZONE 7	POUNDS	0.000	0.000	-2.
ONED ADVRTSG ZONE 8	POUNDS	0 430	0.452	-22
	POUNDS	0125	0.101	-22.2
	POUNDS	0 092	0,127	-27 (
	POUNDS	0 108	0,143	-24
	POUNDS	0.125	0 161	-22.
	POUNDS	0 180	0 224	-19
	POUNDS	0 215	0 251	-14
	POUNDS	0 269	0 292	-7
	1001100	0.325	0 336	-3
	POLINDS	0.380	0.388	
	POUNDS	0.000	n 432	1
		0.430	0 161	.22
CL OF AGRICULTURE - NONADVERTISING	FUUNUS			-44
	POUNDS	0 122	0 169	-27
	POLINOS	0 144	0 190	-24
		0 167	0.214	-22
CLOF AGE COMMINGED NONSESCRER ZONES 182	POUNDS	0 125	0.161	-22
CLOF AGE COMMINGED NONSBSCRER NONAUVERTISING	100003	0120		
	PIECES	0 282	0.240	17,
	PIECES	0.201	0 194	3
	PIECES	0.240	0 209	14.
	PIECES	0 236	0 202	16
	PIECES	0 185	0 173	6
ASIC ALITOMATION 3 DIGIT FLAT	PIECES	0 207	0.175	18
	PIECES	0 233	0.202	15
	PIECES	0 181	0 173	4
	PIECES	0 205	0 175	17
	PIECES	0 147	0 119	23
	PIECES	0 135	0 111	21
	PIECES	0.121	0 095	27
	RIECES	0.59	-0.057	3
		-0 003	-0.021	t 9
	PIECES	-0.012	-0 011	9
		-0012		
BASIC NONAUTOMATION	PIECES	0.282	0.240	17
BASIC AUTOMATION LETTER	PIECES	0 201	0 194	3
BASIC AUTOMATION FLAT	PIECES	0 240	0.209	14
	PIECES	0 236	0 202	16
	PIECES	0.185	0 173	6
	PIECES	0 207	0 175	18
	PIECES	0 233	0 202	15
	PIECES	0 181	0 173	4
	PIECES	0 205	0 175	17
	PIECES	0 147	0.119	23
	PIECES	0 135	0 111	21
	PIECES	0 121	0 095	27
	DIECES	_0.050	-0.057	3
SCI OF AGRICULTURE - Editorial Discount		_0 003		
SCI OF AGRICULTURE - Pol Disc Delivery Unit		_0.023	-0.021	<u>+-</u>
SCI. OF AGRICULTURE - PC DISC SCF	12023			+
	DIECES	0.000	0.240	17
SCI OF AGI, COMMINGED NONSESCRER - Basic Nonautomation		0.202		<u>, </u>
SCI OF AGE COMMINGED NONSESCRER - Basic Automation Fiz		_0.050	-0.057	- -
SCI OF AGI, COMMINGED NONSBSCRBR, - Editorial Discount	FILUED	-0.008	<u></u>	<u> </u>

Attachment To Responses To MH/USPS-T34-2(c)

Attachment To Responses To

IMPLICIT COST COVERAGE FOR EDITORIAL AND ADVERTISING MATTER $P_{sel} = 0f3$

	Test Year	Zone Volume	Redistributed	Redistributed	Proposed			
	Volume	Percents	Editorial Lbs.	Total Pounds	Rates	100% Advertising	3	100% Editorial
Polycov Linu	9,960,014	0 66%	11,915,650	21,875,665	0 122	\$ 2,668,831		
	457,295,412	30 14%	547,084,783	1,004,380,195	0 144	\$ 144,630,748		
Zones 182	269,903,539	17 79%	322,898,754	592,802,293	0 167	\$ 98,997,983	<u>·</u>]	
Zone 3	145,102,052	9 56%	173,592,655	318,694,706	0 180	\$ 57,365,047		
Zone 4	220,078,772	14 51%	263,290,958	483,369,730	0 215	\$ 103,924,492	<u> </u>	
	220,894,738	14 56%	264,267,138	485,161,876	0 269	\$ 130,508,545	<u>'</u>	
Zone 6	78,534,156	5 18%	93,954,237	172,488,392	0 325	\$ 56,058,728	<u>'</u>	
Zone 7	61,296,260	4.04%	73,331,702	134,627,962	0 380	\$ 51,158,625	<u>'</u>	·
Zone 8	53,983,612	3 56%	64,583,226	118,566,838	0 438	\$ 51,932,275	<u>'</u>	
Advertising Total	1,517,048,553	100 00%				\$ 697,245,274	<u>ال</u>	
Editorial Pounds	1,814,919,103		1,814,919,103		0 134	\$ -	_ <u> \$</u>	445,150,879
Total Pounds	3,331,967,657			3,331,967,657		Deleted(Not needed)	\$	445,150,879
<u> </u>								
	Pieces				Pc. Rate	Pc. Revenu	el-	100 6 17 000
BASIC NON-AUTOMATION	359,096,511				0 280	\$ 100,547,020	18	100,547,023
BASIC AUTOMATION LETTER	32,390,359				0 199	\$ 6,445,682	<u> </u>	6,445,682
BASIC AUTOMATION FLAT	107,675,736				0 238	\$ 25,626,825	<u>i \$</u>	25,626,825
BASIC NON-AUTOMATION 3 DIGIT	999,671,188				0 234	\$ 233,923,058	<u>} \$</u>	233,923,058
BASIC AUTOMATION 3 DIGIT LETTER	12,071,964				0.183	\$ 2,209,16	<u> \$</u>	2,209,169
BASIC AUTOMATION 3 DIGIT FLAT	575,067,526				0.205	\$ 117,888,843	3 5	117,888,843
BASIC NON-AUTOMATION 5 DIGIT	1,165,017,357				0.231	\$ 269,119,009	15	269,119,009
BASIC AUTOMATION 5 DIGIT LETTER	22,616,168				0 179	\$ 4,048,294	15	4,048,294
BASIC AUTOMATION 5 DIGIT FLAT	1,077,357,740				0 203	\$ 218,703,62	1.	218,703,621
CARRIER ROUTE BASIC	2,785,226,710				0 145	\$ 403,857,87	<u>} </u>	403,857,873
CARRIER ROUTE HIGH DENSITY	19,901,228				0 133	\$ 2,646,86	<u>}</u>	2,040,003
CARRIER ROUTE SATURATION	16,478,658				0 119	\$ 1,960,960	쉬우	1,960,960
WKSHARING DISCNTDELIVERY OFFICE ENTRY	39,442,931				-0.023	\$ (907,18) (907,18)	싔흫	(907,187)
WKSHARING DISCNT SCF ENTRY	2,151,456,669				-0.012	5 (20,017,40)	<u></u>	(25,817,400)
	7 170 571 146	100.00%			-0.059		1	(423, 181, 698)
PERCENTAGE EDITORIAL DISCOUNT @ 100%	7,172,571,146	100 00 %				\$ 1.360.252.55	4 3	937,070,856
Total		+						
Total Revenues Pieces & Pounds		<u> </u>				\$ 2,057,497,82	8 5	1,382,221,735
RPW Adjustment Factor		<u></u>				100.0837	%	100 0837%
						2,059,219,17	5	1,383,378,132
Fage		1				14,651,00	<u>)</u>	14,651,000
Revenue with Fees		 †				2,073,870,17	5	1,398,029,132
		<u>+</u> t				1,586,273,68	<u>٥</u>	1,586,273,680
Cost Coverson	·					1.30738484	18	0 881329085

Attachment To Responses To MH/USPS T34-2(1) Pese 2 of 3

RATE DEVELOPMENT: TYBR VOLU	MES, TYA	R RATES, AND	REVENU	E	
Rate Element	Туре	TYBR	Rates		Revenue
		Volume	0.100	¢	1 215 1 22
	POUNDS	447 200,014	0,122	<u>ې</u>	65 850 240
	POUNDS	259 890 184	0 144	5	45 071 661
	POUNDS	144 862 455	0 180	S	26.075 242
ZONED ADVRTSG ZONE 4	POUNDS	219 942 082	0 215	\$	47,287,548
ZONED ADVRTSG ZONE 5	POUNDS	220 818 387	0 269	S	59,400,146
ZONED ADVRTSG ZONE 6	POUNDS	78,526,726	0 325	\$	25,521,186
ZONED ADVRTSG ZONE 7	POUNDS	61 288 769	0 380	\$	23,289,732
ZONED ADVRTSG ZONE B	POUNDS	53 977 529	0 438	S	23,642,158
NONADVERTISING	POUNDS	1 814 919,103	0 134	\$	242,473,192
			0.000	-	1.061
SCI OF AGRICULTURE DELIVERY OFFICE	POUNDS	21 317	0.092	3 •	120 185
	POUNDS	1 112,830	0 100	3	599.413
SCI OF AGRICULTURE ZONES 182	POUNDS	239 597	0 180	5	43 127
	POUNDS	136 690	0 215	ŝ	29,388
	POUNDS	75 351	0 269	5	20,538
	POUNDS	7 429	0 325	5	2,415
SCI OF AGRICULTURE ZONE 7	POUNDS	7 491	0 380	5	2,846
SCI OF AGRICULTURE ZONE 8	POUNDS	6 083	0 438	\$	2,664
SCI OF AGRICULTURE - NONADVERTISING	POUNDS	1 142 415	0 1336	S	152,627
SCI OF AGI COMMINGED NONSESCRER DELIVERY UNIT	POUNDS	0	0 122	\$	-
SCI OF AGI COMMNGLD NONSBSCRBR SCF	POUNDS	2 075	0 144	S	299
SCI OF AGI COMMNGLD NONSBSCRBR ZONES 1&2	POUNDS	13 355	0 167	S	2,230
SCI OF AGI COMMNGLD NONSBSCEBE NONADVERTISING	POUNDS	2 988	0 134	\$	399
	Discro.		0 000	- -	100 647 000
BASIC NON-AUTOMATION	PIECES	359 096 511	0.100	3 ¢	100,547,023
	PIECES	107 676 726	0 199	3	25 626 925
	PIECES	999 571 188	0,234	5	233 923 058
	PIECES	12 071 964	0 183	s	2.209.169
	PIECES	575 067 526	0 205	s	117,888.843
BASIC NON-AUTOMATION 5 DIGIT	PIECES	1,165,017 357	0 231	\$	269,119,009
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	22 616,168	0 179	\$	4,048,294
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	1 077 357 740	0 203	\$	218,703,621
CARRIER ROUTE BASIC	PIECES	2,785,226,710	0 145	\$	403,857,873
CARRIER ROUTE HIGH DENSITY	PIECES	19 901 228	0 133	\$	2,646,863
CARRIER ROUTE SATURATION	PIECES	16 478 658	0 119	S	1,960,960
PERCENTAGE EDITORIAL DISCOUNT	PIECES	4 205,041,617	-0 059	15	(248,097,455)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	39 442 931	-0 023	5	(907,187)
	PIECES	2 151 456 559	-0 012	15	(25,817,480)
		<u> </u>	0.290	•	
	DIECER	<u> </u>	0 200	5	
	PIECES		0 238	s	
	PIECES		0 234	Š	-
	PIECES		0 183	s	
3 DIGIT AUTOMATION FLAT	PIECES	0	0 205	s	
5 DIGIT NONAUTOMATION	PIECES	0	0 231	5	
5-DIGIT AUTOMATION LETTER	PIECES	0	0 179	S	-
5 DIGIT AUTOMATION FLAT	PIECES	0	0 203	S	
CARRIER ROUTE	PIECES	0	0 145		
HIGH DENSITY	PIECES	0	0 133	ļ.	
SATURATION	PIECES	0	0 119		
SCI OF AGRICULTURE - Editorial Discount	PIECES	2 842 356	-0 059	<u> </u>	(167,699)
	PIECES	227,597	-0 023	1-	(5 235)
SCI OF AGRICULTURE - Pe Disc SCF	PIECES	594,939	-0.012	ᡰ	(7,139)
	DIEGEO	70.440		╞	0 074
SCI OF AGI_COMMNGLD NONSBSCRBR - Basic Nonautomation	IPIECES	32 413	0 200	۲¢	
SCLOF AGE COMMINGED NONSBSCRER - Basic Automation Hat	PIECES	11 675	-0 059	15	(686)
	PIECES	0	-0 012	s	
	1	<u> </u>		s	1,672,635,110
Total Regular Rate & SOA Pieces	1	7,172,571,146		1	
		1		1	
······································					
Total Pieces		7,172,571,146			
RPW Adjustment Factor					100 084%
RPW Adjustmented Revenue				S	1,674,034,472
Fee Revenue		<u> </u>		5	14,651,000
Total Revenue including fees				15	1,688,685,472
TYBR Cost	<u> </u>			+ 5	1.586.273.680
Lost Coverage				╉	1 0700
	1	J .	<u>t</u>	1	
Average Total RPW Adjusted Revenue Per Piece, W/O Fees				5	0 233

Average Total RPW Adjusted Revenue Per Piece, W/O Fees

0 233

Periodicals: Regular Rates

الم المركز ال المركز المركز			Current	Darre
Rate Element	i ype	Rates	Rates	Chao
		0 122	0 169	-27.8
	POUNDS	0 122	0 190	-24.2
	POLINDS	0.167	0 214	-22.0
ZONED ADVRTSG ZONES Taz	POUNDS	0,187	0 224	-196
	POUNDS	0.100	0.251	-14.3
	POUNDS	0.269	0.292	.7 0
		0 205	0.232	
		0.320	0 388	-01
	POUNDS	0.300	0.000	<u>-</u> _,
	POUNDS	0 4 3 0	0 452	170
NONADVERTISING	POUNDS	0134	0.01	-170
	POUNDS	0 092	0 127	-27 6
	POUNDS	0 108	0 143	-24
	POUNDS	0.125	C 161	-22
	POUNDS	0 180	0 224	-19
	POUNDS	0.215	0 251	-14
	ROUNDS	0.269	0 292	-7
SCI OF AGRICULTURE ZONE 5		0 200	0.336	
		0.380	n 388	
SUL OF AGRICULTURE ZONE 7		0.300	0 300	
SCI OF AGRICULTURE ZONE 8		0.430	0.432	17
SCI OF AGRICULTURE - NONADVERTISING	POUNDS		0,101	-17
SCLOF AGE COMMINGED NONSBSCRBR, DELIVERY UNIT	POUNDS	0 122	0 169	-27
SCLOF AGL COMMINGED NONSBSCRBR, SCF	POUNDS	0 144	0 190	-24
SCI OF AGE COMMINGED NONSBSCRBR. ZONES 1&2	POUNDS	0 167	0.214	-22
SCI OF AGI COMMINGLD NONSBSCRBR NONADVERTISING	POUNDS	0 134	0 161	-17
	· - ·· -			
BASIC NON-AUTOMATION	PIECES	0.280	0 240	16
BASIC AUTOMATION LETTER	PIECES	0 199	0 194	2
BASIC AUTOMATION FLAT	PIECES	0.238	0 209	13
BASIC NON-AUTOMATION 3 DIGIT	PIECES	0.234	0 202	15
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	0 183	0 173	5
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	0.205	0 175	17
BASIC NON-AUTOMATION 5 DIGIT	PIECES	0.231	0 202	14
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	0.179	0 173	3
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	0 203	0 175	16
CARRIER ROUTE BASIC	PIECES	0 145	0 1 1 9	21
	PIECES	0 133	0 111	19
CARRIER ROUTE SATURATION	PIECES	0 119	0 095	5 25
	PIECES	-0 059	-0 057	3
	PIECES	-0 023	-0 021	9
WKSHARING DISCNT SCE ENTRY	PIECES	-0 012	-0.011	9
	· · · ·			
BASIC NONAUTOMATION	PIECES	0 280	0 240	16
BASIC AUTOMATION LETTER	PIECES	0.199	0 194	+ 2
BASIC AUTOMATION FLAT	PIECES	0 238	0 209	13
3 DIGIT NONAUTOMATION	PIECES	0 234	1 0 202	2 15
3 DIGIT AUTOMATION LETTER	PIECES	0 183	3 0 17:	5 5
3 DIGIT AUTOMATION FLAT	PIECES	0 205	5 <u>0 17</u>	17
5 DIGIT NONAUTOMATION	PIECES	0 23	10 202	2 14
5-DIGIT AUTOMATION LETTER	PIECES	0 179	<u> </u>	3 3
5 DIGIT AUTOMATION FLAT	PIECES	0 203	3 0 17	<u>16</u>
	PIECES	0 14	5 0.119	3 21
HIGH DENSITY	PIECES	0 13	3 0.11	1 19
SATURATION	PIECES	0 119	9 0 09	5 25
SCI OF AGRICULTURE - Editorial Discount	PIECES	-0.05	9 -0 05	7 3
SCI OF AGRICULTURE - Pc Disc Delivery Unit	PIECES	-0 023	3 -C 02	1 9
SCI OF AGRICULTURE - PC Disc SCF	PIECES	011	2 -0.01	1 9
		0.00		1
SCLOF AGE COMMNGED NONSBSCRBR - Basic Nonautomation	PIECES	0 28	0 0 24	0 16
SCI OF AGI. COMMNGLD NONSBSCRBR - Basic Automation Flat	PIECES	0.00	0 00 0	0
SCI OF AGI. COMMNGLD NONSBSCRBR - Editorial Discount	PIECES	-0 05	9 -0.05	7 3
SCLOF AGL COMMINGED NONSBSCREE - Policies SCF	PIECES	-0 01	2 -0.01	1 9

Attachment To Responses To MH/USPS-154-2(J)

Attachment To Responses To MH/USPS-T34-L(E) Pase 1 of 2

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REGULAR RATE TYAR : BILLING DETERM	NANT VO	LUMES; RATES	AND R	EVE	NUE
Rate Element	Туре	Billing Det.	Rates.		Revenue
			0.102		
ZONED ADVRTSG DELIVERY UNIT	POUNDS	9 925 303	0.122	<u>ه</u>	1,210,887
ZONED ADVRTSG SCF	POUNDS	455 699 522	0 167	.	05,620,746 (4.914.581
ZONED ADVRTSG ZONES 182	POUNDS	286 949 589	0 180	3 e	16 084 367
ZONED ADVRTSG ZONE 3	POUNDS	144 357 594	0.215	.	47 122 746
ZONED ADVRTSG ZONE 4	POUNDS	219 1/3 501	0 2 15	5	59 193 130
ZONED ADVRTSG ZONE 5	POUNDS	220 048 812	0 325	÷	25 432 242
ZONED ADVRTSG ZONE 6	POUNDS	78 233 033 1	0.380	<u>ç</u>	23 208 585
ZONED ADVRTSG ZONE 7	POUNDS	61 0/3, 1/1	0 4381	÷	23 559 783
ZONED ADVRTSG ZONE 8	POUNDS	1 808 501 574	0 134	s	241 528 148
	1-00103	1 000 333 324		•	2.1.1020,1-0
	POUNDS	21 242	0 092	ŝ	1,944
SCI OF AGRICULTURE DELIVERY OF HOL	1POUNDS	1108 952	0 108	S	119,767
	POUNDS	4 778 595	Q 125	5	598,519
	POUNDS	238 762	0 180	\$	42 977
	POUNDS	136,214	0 215	S	29,286
	POUNDS	76 085	0 269	Ś	20,467
	POUNDS	7 403	0 325	\$	2 406
	POUNDS	7 465	0 380	\$	2 837
	POUNDS	6,062	0 438	5	2 655
	POUNDS	1,138 434	0 1336	\$	152,095
SCLOF AGE COMMINGED NONSBSCRBRE DELIVERY UNIT	POUNDS	0	0 122	\$	-
	POUNDS	2 068	0 144	S	298
SCLOF AGE COMMINGED NONSBSCRBR. ZONES 162	POUNDS	13 308	0,167	\$	2,222
SCLOF AGE COMMINGED NONSESCRER NONADVERTISING	POUNDS	2 978	0 1336	S	398
BASIC NON-AUTOMATION	PIECES	357 845 023	0 280	\$	100,196,606
BASIC AUTOMATION LETTER	PIECES	32,277 476	0 199	5	6,423 218
BASIC AUTOMATION FLAT	PIECES	107 300 475	0 238	s	25,537,513
BASIC NON-AUTOMATION 3 DIGIT	PIECES	996 187 232	0 234	\$	233,107,812
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	12 029 892	0 183	5	2,201,470
BASIC AUTOMATION 3 DIGIT FLAT	PIECES	573 063 357	0 205	5	117 477 988
BASIC NON-AUTOMATION 5 DIGIT	PIECES	1,160 957 152	0 231	S	268,181,102
BASIC AUTOMATION 5 DIGIT LETTER	PIECES	22,537 348	0,179	S	4,034,185
BASIC AUTOMATION 5 DIGIT FLAT	PIECES	1 073 603,038	0 203	S	217,941,417
CARRIER ROUTE BASIC	PIECES	2 775 519 910	0 145	\$	402 450,387
CARRIER ROUTE HIGH DENSITY	PIECES	19 831 870	0 133	S	2,637,639
CARRIER ROUTE SATURATION	PIECES	16 421 229	0 119	5	1,954,126
PERCENTAGE EDITORIAL DISCOUNT	PIECES	4 190 385 516	-0 059	S	(247,232,810)
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES	39 305 468	-0,023	S	(904,026)
WKSHARING DISCNT SCF ENTRY	PIECES	Z,143 958 621	-0 012		(25,727,503)
			0.000	<u> -</u>	_
BASIC NONAUTOMATION	PIECES	0	0,280	13	
BASIC AUTOMATION LETTER	PIECES		0 199	3	
BASIC AUTOMATION FLAT	PIECES	· · · · · · · · · · · · · · · · · · ·	0 230	2	
3 DIGIT NONAUTOMATION	PIECES	0	0 234	<u> </u>	
3 DIGIT AUTOMATION LETTER	PIECES		0 163	3	
3 DIGIT AUTOMATION FLAT	PIECES		0 200	۲ ،	
5 DIGIT NONAUTOMATION	PIECES		0 170	÷	
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CARRIER ROUTE BASIC 2,781,919,495 0,112 331,041 CARRIER ROUTE SATURATION 16,478,658 0,995 1,567 CARRIER ROUTE SATURATION 16,478,658 0,995 1,567 PERCENTAGE EDITORIAL DISCOUNT 4,205,041,157 (0,057) (233,668 WKSHARING DISCNT DELIVERY OFFICE ENTRY 39,442,931 (0,021) (98 WKSHARING DISCNT SCF ENTRY 2,151,456,699 (0,011) (23,668 WKSHARING DISCNT SCF ENTRY 2,151,456,699 (0,011) (23,668 VKSHARING DISCNT SCF ENTRY 2,151,456,699 (0,011) (23,668 VKSHARING DISCNT SCF ENTRY 2,151,456,699 (0,011) (23,668 VKSHARING DISCNT SCF ENTRY 2,151,456,699 (0,011) (23,668 SCI OF AGRICULTURE - Basic Automation Enter 1,820 0,194 (23,668 SCI OF AGRICULTURE - Sasic Automation Letter 3,37,02 0,202 371 SCI OF AGRICULTURE - Si Automation Flai 1,44,861 0,175 22 SCI OF AGRICULTURE - Suivation 0 0,995 (1,65 SCI OF AGRICULTURE - Su	3/5 AUTOMATION FLAT	1 391,136 007	0 175	243.440
CARRIER ROUTE HIGH DENSITY 19.89416 0.111 2.200 CARRIER ROUTE SATURATION 16.478.656 0.095 1.560 PERCENTAGE EDITORIAL DISCOUNT 4.205,041,617 (0.057) (238,68) WKSHARING DISCNT SCF ENTRY 39.442,931 (0.021) (627) WKSHARING DISCNT SCF ENTRY 21.51,456,669 (0.011) (23.868) VKSHARING DISCNT SCF ENTRY 21.51,456,669 (0.011) (23.868) SCI OF AGRICULTURE - Basic Nonautomation 7,166,434,673	CARRIER ROUTE BASIC	2,781,919 495	0119	331 046
CARRIER ROUTE SATURATION 16.478.656 0.095 1.567 PERCENTAGE EDITORIAL DISCOUNT 4.205.041.617 (0.021) (235.667 VKSHARING DISCNTDELIVERY OFFICE ENTRY 39.422.931 (0.021) (235.667 VKSHARING DISCNT SCF ENTRY 2151.456.689 (0.011) (23.667 VKSHARING DISCNT SCF ENTRY 2151.456.689 (0.011) (23.667 SCI OF AGRICULTURE - Basic Automation 73.59.42 0.240 177 SCI OF AGRICULTURE - Basic Automation Letter 1.820 0.194 162 SCI OF AGRICULTURE - 3/5 Automation Flat 33.702 0.202 377 SCI OF AGRICULTURE - 3/5 Automation Flat 1.44.861 0.175 22 SCI OF AGRICULTURE - 3/5 Automation Flat 1.44.861 0.175 22 SCI OF AGRICULTURE - Nigh Density 2.812 0.111 36 SCI OF AGRICULTURE - Saturation 0 0.995 111 36 SCI OF AGRICULTURE - Saturation 2.842.356 (0.057) (116 SCI OF AGRICULTURE - Saturation 0 0.995 111 37 SCI OF AGRICULTURE - Saturation 0 0.995 111	CARRIER ROUTE HIGH DENSITY	19 898 416	0 111	2,200
PERCENTAGE EDITORIAL DISCOUNT 4,205,041,517 10,057,1 12,38,56, WKSHARING DISCNT DELE ENTRY 39,442,931 (0,021) (6,221) WKSHARING DISCNT SCF ENTRY 2151,456,699 (0,011) (23,66, SCI OF AGRICULTURE - Basic Nonautomation 735,942 0,240 177 SCI OF AGRICULTURE - Basic Automation Letter 1,820 0.194 177 SCI OF AGRICULTURE - Basic Automation Letter 1,820 0.194 177 SCI OF AGRICULTURE - 3/5 Monautomation 1,877,180 0.202 377 SCI OF AGRICULTURE - 3/5 Monautomation 1,877,180 0.202 377 SCI OF AGRICULTURE - 3/5 Monautomation Flat 1,44,861 0.175 21 SCI OF AGRICULTURE - 3/5 Monautomation Flat 1,44,861 0.175 22 SCI OF AGRICULTURE - Saturation 0 0.095 0.095 0.095 0.0057 0.0057 0.0057 0.0057 0.0057 0.0057 0.0057 0.0011) 0.0021) 0.0021 0.0021 0.0021 0.0011) 0.0021 0.0011) 0.0021 0.0011) 0.0021 0.0011) 0.0011) 0.0021 0.0021 0.0011) <td></td> <td>16,478,658</td> <td>0 095</td> <td>1,565</td>		16,478,658	0 095	1,565
WKSHARING DISONT SCPENTRY 2151456.669 10 0111 (23 66 SCI OF AGRICULTURE - Basic Nonautomation 7,166,434,673 177 SCI OF AGRICULTURE - Basic Automation Letter 1,820 0.94 SCI OF AGRICULTURE - Basic Automation Letter 1,820 0.94 SCI OF AGRICULTURE - Basic Automation Flat 33,702 0.209 SCI OF AGRICULTURE - J/S Automation Flat 1,877,180 0.202 377 SCI OF AGRICULTURE - J/S Automation Flat 1,44.861 0.175 22 SCI OF AGRICULTURE - Salutomation Flat 1,44.861 0.175 22 SCI OF AGRICULTURE - Salutomation Flat 1,44.861 0.175 22 SCI OF AGRICULTURE - Salutomation 2.812 0.111 395 SCI OF AGRICULTURE - Eatonal Discount 2.842 366 (0.057) (15. SCI OF AGRICULTURE - Basic Nonautomation 2.842 0.0111 (21.944,946) (21.944,946) (21.944,946) (21.944,946) (21.944,946) (22.975,71,146) (21.944,946) (21.944,946) (21.944,946) (22.94,946) (22.975,71,146) (22.94,946,946) (22.94,946)		4,205,041,517	(0.021)	(239,68/
7,166,434,673 7 SCI OF AGRICULTURE - Basic Automation 735 942 0 240 170 SCI OF AGRICULTURE - Basic Automation Letter 1.820 0 194 171 SCI OF AGRICULTURE - Basic Automation Flat 33,702 0 209 371 SCI OF AGRICULTURE - 3/5 Nonautomation 1.877,180 0 202 371 SCI OF AGRICULTURE - 3/5 Automation Flat 33,702 0 209 371 SCI OF AGRICULTURE - 3/5 Automation Flat 144 861 0 175 21 SCI OF AGRICULTURE - Saturation 0 119 361 361 361 361 SCI OF AGRICULTURE - Lign Density 2.812 0 111 361 367 361 371 361 361 361 361 361 361 361 361 361 361	WKSHARING DISCHT SCF ENTRY	2 151,456,669	(0.011)	(23 668
SCI OF AGRICULTURE - Basic Nonautomation 735 942 0 240 SCI OF AGRICULTURE - Basic Automation Letter 1,820 0 194 SCI OF AGRICULTURE - Basic Automation Letter 1,827,180 0 202 375 SCI OF AGRICULTURE - 3/5 Nonautomation 1,877,180 0 202 375 SCI OF AGRICULTURE - 3/5 Automation Flat 1,477,180 0 202 375 SCI OF AGRICULTURE - 3/5 Automation Flat 1,44 861 0 175 22 SCI OF AGRICULTURE - Saturation Flat 1,44 861 0 175 22 SCI OF AGRICULTURE - Saturation 0 0 0 995 307,215 0 119 395 SCI OF AGRICULTURE - Saturation 0 0 0 995 (CI OF AGRICULTURE - Saturation 0 0 0 995 SCI OF AGRICULTURE - Sectional Discount 2 842 356 (0 057) (15. SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (0 SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (0 SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (1 SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) </td <td></td> <td>7,166,434,673</td> <td></td> <td>-</td>		7,166,434,673		-
SCI OF AGRICULTURE - Basic Automation Letter 1,820 0.194 SCI OF AGRICULTURE - Basic Automation Flat 33,702 0.209 SCI OF AGRICULTURE - JS Nonautomation 1,877.180 0.202 377 SCI OF AGRICULTURE - 3/S Automation Flat 33,702 0.173 201 SCI OF AGRICULTURE - 3/S Automation Flat 1,877.180 0.202 377 SCI OF AGRICULTURE - 3/S Automation Flat 144.861 0.175 221 SCI OF AGRICULTURE - 3/S Automation Flat 144.861 0.175 221 SCI OF AGRICULTURE - Saturation 0 0.095 307.215 0.119 392 SCI OF AGRICULTURE - Saturation 0 0.095 501				
SCI OF AGRICULTURE - Basic Automation Flat 1,020 0 129 SCI OF AGRICULTURE - Basic Automation 1,877,180 0 202 375 SCI OF AGRICULTURE - 3/5 Automation 1,877,180 0 202 375 SCI OF AGRICULTURE - 3/5 Automation Letter 528 0 173 25 SCI OF AGRICULTURE - 3/5 Automation Flat 144 861 0 175 22 SCI OF AGRICULTURE - Camer Route 3,307,215 0 119 395 SCI OF AGRICULTURE - Camer Route 3,307,215 0 119 395 SCI OF AGRICULTURE - Saturation 0 0 0 095 SCI OF AGRICULTURE - Saturation 0 0 0 095 SCI OF AGRICULTURE - Saturation 2 842 356 (0 057) (16. SCI OF AGRICULTURE - E otosal Discount 2 842 356 (0 057) (16. SCI OF AGRICULTURE - P or Disc Delivery Unit 227,597 (0 021) (0 SCI OF AGRICULTURE - P or Disc Delivery Unit 224,939 (0 011) (0 SCI OF AGRICUMMINGLD NONSBSCRBR - Basic Nonautomation 32 413 0 240 . SCI OF AGRICUMMINGLD NONSBSCRBR - Basic Automation Flat 0	SCLOF AGRICULTURE - Basic Nonautomation	735 942	0 240	- 1/(
SCI OF AGRICULTURE - 3/5 Nonautomation 1.877.180 2.02 371 SCI OF AGRICULTURE - 3/5 Nonautomation 1.877.180 0.202 371 SCI OF AGRICULTURE - 3/5 Nutomation Flat 144.861 0.175 21 SCI OF AGRICULTURE - 3/5 Nutomation Flat 144.861 0.175 21 SCI OF AGRICULTURE - Same Route 3.307.215 0.119 391 SCI OF AGRICULTURE - Saturation 0 0.095 301 301 SCI OF AGRICULTURE - Saturation 0 0.095 301 (16. SCI OF AGRICULTURE - Saturation 0 0.095 301 (16. SCI OF AGRICULTURE - Saturation 0 0.095 301 (16. SCI OF AGRICULTURE - PC Disc Delivery Unit 227.597 (0.021) (16. SCI OF AGRICULTURE - PC Disc SCF 594.939 (0.011) (16. SCI OF AGRICULTURE - PC Disc SCF 594.939 (0.011) (16. SCI OF AGRICULTURE - PC Disc SCF 594.939 (0.011) (16. SCI OF AGRICULTURE - PC Disc SCF 50.057 50.057 50.057 <td>SCL OF AGRICULTURE - Basic Automation Eleter</td> <td>33 702</td> <td>0 209</td> <td></td>	SCL OF AGRICULTURE - Basic Automation Eleter	33 702	0 209	
SCI OF AGRICULTURE - 3/5 Automation Letter 526 0 173 SCI OF AGRICULTURE - 3/5 Automation Flat 144 861 0 175 22 SCI OF AGRICULTURE - Camer Route 3,307,215 0 119 391 SCI OF AGRICULTURE - Camer Route 3,307,215 0 119 391 SCI OF AGRICULTURE - High Density 2,812 0 111 391 SCI OF AGRICULTURE - Eatonal Discount 0 0 095 307,215 0 0095 SCI OF AGRICULTURE - Saturation 0 0 0095 0 0095 0 0171 (16, 00077) 0 0011 SCI OF AGRICULTURE - Pic Disc Delivery Unit 227,597 (0 021) (r 0 0 240 0 0011) (r SCI OF AGRICULTURE - Pic Disc SCF 594,939 (0 011) (r 0 0 240 0 0011) (r SCI OF AGRICULTURE - Pic Disc SCF 594,939 (0 011) (r 0 0 240 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 009 0 000	SCI OF AGRICULTURE - 3/5 Nonautomation	1,877,180	0 202	379
SCI OF ÅGRICULTURE - 3/5 Automation Flat 144 861 0 175 22 SCI OF ÅGRICULTURE - Camer Route 3,307,215 0 119 393 SCI OF ÅGRICULTURE - High Density 2,812 0 111 SCI OF ÅGRICULTURE - Sauration 0 0 095 SCI OF ÅGRICULTURE - Sauration 0 0 095 SCI OF ÅGRICULTURE - Sauration 0 0 095 SCI OF ÅGRICULTURE - Portisciount 2 842 356 (0 057) (16. SCI OF ÅGRICULTURE - Portisciount 2 842 356 (0 057) (16. SCI OF ÅGRICULTURE - Portisciount 2 842 356 (0 057) (16. SCI OF ÅGRICULTURE - Portisciount 2 842 356 (0 021) (0 021) SCI OF ÅGRICULTURE - Portiscional Discount 2 842 356 (0 021) (0 021) SCI OF ÅGRICULTURE - Portiscional tomation 32 413 0 240 (16. SCI OF ÅGRICUMMGLD NONSBSCRBR - Basic Nonautomation 32 413 0 240 (16. SCI OF ÅGRICUMMIGLD NONSBSCRBR - Basic Automation Flat 0 0 0 209 (16.5, 19. SOA COMMINGLD NONSBSCRBR EDITORIAL DISCOUNT 11,635 0 0 133 950 92. Total Revenue 7 172 571 148	SCI OF AGRICULTURE - 3/5 Automation Letter	526	0 173	
SCI OF AGRICULTURE - Ligh Density 3,307,215 0,119 395 SCI OF AGRICULTURE - High Density 2,812 0,111 305 SCI OF AGRICULTURE - Saturation 0 0.095 305 SCI OF AGRICULTURE - Saturation 2,842,356 (0,057) (16, 302,15) SCI OF AGRICULTURE - Saturation 2,842,356 (0,057) (16, 302,15) SCI OF AGRICULTURE - Pc Disc Delivery Unit 227,597 (0,021) ((SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) (() SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0,011) () SCI OF AGRICULTURE - Pc Disc SCF 594,939 () 0,209 SCI OF AGRICULTURE - NONSBSCRBR - Basic Automation Flat 0 0,209 SCI OF AGRICUNONSBSCRBR -	SCI OF AGRICULTURE - 3/5 Automation Flat	144 861	0 175	2:
SCI OF AGRICULTURE - Saturation 0 0.095 SCI OF AGRICULTURE - Saturation 0 0.095 SCI OF AGRICULTURE - Saturation 2.842.356 (0.057) (15. SCI OF AGRICULTURE - Saturation 2.842.356 (0.057) (15. SCI OF AGRICULTURE - Sectional Discount 2.842.356 (0.057) (15. SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (t SCI OF AGRICULTURE - Pc Disc SCF 1617.11 1655.199 (1.616.12)	SCI OF AGRICULTURE - Camer Route	3,307,215	0 119	39:
OCI OF AGRICULTURE - Saturation 2 842 356 (0 057) (15. SCI OF AGRICULTURE - Pc Disc Delivery Unit 227,597 (0 021) (r SCI OF AGRICULTURE - Pc Disc Delivery Unit 227,597 (0 021) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 0 11) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 0 11) (r SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 0 11) (r SCI OF AGRICULTURE - Pc Disc SCF 6,104,060 0 0 SCI OF AGRICULTURE - Pc Disc SCF 93,074,071 0 0 0 SCI OF AGRICULTURE - Pc Disc SCR E Basic Automation Flat 0 <td></td> <td>2,812</td> <td>0.095</td> <td></td>		2,812	0.095	
SCI OF AGRICULTURE - Pc Disc Delivery Unit 227.597 (0.021) (r SCI OF AGRICULTURE - Pc Disc SCF 594.939 (0.011) (r SCI OF AGRICULTURE - Pc Disc SCF 5,104.060 (0.011) (r SCI OF AGI COMMNGLD NONSBSCRBR - Basic Nonautomation 32.413 0.240 (r) SCI OF AGI COMMNGLD NONSBSCRBR - Basic Automation Flat 0 0.209 (r) SCI OF AGI COMMINGLD NONSBSCRBR - Basic Automation Flat 0 0.209 (r) SOA COMMINGLD NONSBSCRBR EDITORIAL DISCOUNT 11.635 -0.057 (r) Pounds 3.337.897 111 665.191 Pounds 3.337.897 111 665.192 Pounds 7.172.571 146 \$.0133 950.922 Pounds 7.172.571 146 \$.0133 950.922 RPW Adjusiment Factor 1 1.617.47 1.632.122 RPW Adjusied Revenue 1.617.47 1.632.122 1.632.122 TYBR Cost including contingency 1.586.21.22 1.586.21.22 1.586.21.22 Cost Coverage 1	SCI OF AGRICULTURE - Epitonal Discount	2 842 356	(0 057)	(15.
SCI OF AGRICULTURE - Pc Disc SCF 594,939 (0 011) (0 SCI OF AGRICULTURE - Pc Disc SCF 6,104,060	SCI OF AGRICULTURE - Pc Disc Delivery Unit	227,597	(0 021)	(•
Sci OF AGI COMMNGLD NONSBSCRBR - Basic Nonautometion 32 413 0 240 SCi OF AGI COMMNGLD NONSBSCRBR - Basic Automation Flat 0 0 209 SOA COMMINGLD NONSBSCRBR EDITORIAL DISCOUNT 11.635 -0 057 Pounds 3 337.897 111 665.191 Pieces 7 172 571 146 5 0 133 950 922 Total Revenue 1 616,122 1 616,122 1 616,122 RPW Adjustment Factor 1 1 617 47- 1 4 65 1 4 65 Revenue Including Fees 1 4 65 1 362 27 1 286 27 Cost including contingency 1 586 27 1 586 27 1 586 27 Cost Coverage 1 1 586 27 1 586 27	SCI OF AGRICULTURE - PC Disc SCF	594,939	(0.011)	(1
SCI OF AGI_COMMNGLD_NONSBSCRBR Basic Nonautomation 32 413 0 240 SCI OF AGI_COMMNGLD_NONSBSCRBR Basic Automation Flat 0 0 209 SOA COMMINGLD_NONSBSCRBR_EDITORIAL_DISCOUNT 11,635 -0 057 Pounds 3 337,897 111 665,199 Pounds 7 172 571 146 S 0 133 950 922 Total Revenue 1 616,122 1 616,127 RPW Adjustment Factor 1 1 617 47- Fees 1 14 65 1 632 122 TYBR Cost including contingency 1,536 27 1,586 27 Cost Coverage 1 1,536 27 Average Revenue per piece w/o fees 1 1,586 27		5,104,050		
SCI OF AGI COMMNGLD NONSBSCRBR - Basic Automation Flat 0 0 209 SOA COMMINGLD NONSBSCRBR EDITORIAL DISCOUNT 11.635 -0.057 Pounds 3.337.897.111 665.191 Pounds 3.337.897.111 665.191 Pieces 7.172.571.146 S 0.133 950.922 Total Revenue 1 1.616.122 1.616.122 RPW Adjustment Factor 1 1.617.47 Fees 1.617.47 Revenue Including Contingency 1.632.122 1.632.122 1.632.122 TVBR Cost including contingency 1.586.27 1.586.27 1.586.27 Cost Coverage 1 1.586.27 1.586.27	SCI OF AGI_COMMNGLD NONSBSCRBR - Basic Nonautomation	32 413	0 240	
SUA COMMINGLU NONSBSCHER EDITORIAL DISCOUNT 11.535 -0.037 Pounds 3.337.897.111 665.19 Pieces 7.172.571.146 S. 0.133 950.92 Total Revenue 1.616.12 1.616.12 RPW Adjusiment Factor 1.617.47 Fees 1.617.47 Revenue Including Fees 1.632.12 1.632.12 1.586.27 Cost including contingency 1.586.27 1.586.27 1.586.27 Cost including contingency 1.586.27 1.586.27 1.586.27 Average Revenue per piece w/o fees 1.586.27 1.586.27 1.586.27	SCI OF AGI COMMNGLO NONSBSCRBR - Basic Automation Flat	0	0 209	
Pounds 0.337,897 111 665,19 Pieces 7.172 571 146 \$.0.133 950 92 Total Revenue 1.616,12 1.616,12 RPW Adjusted Revenue 1.617 47 1.617 47 Fees 1.616,212 1.622 12 TYBR Cost including contingency 1.586 27 1.586 27 Cost Coverage 1 1.586 27	SUA COMMINGED NONSBSCRBR EDITORIAL DISCOUNT	11,535	-0.037	
Pieces 7 172 571 146 S 0 133 950 92 Total Revenue 1 616,12 1 616,12 1 616,12 RPW Adjustment Factor 1 617 47 1 617 47 Revenue 1 617,12 1 617 47 Fees 1 4 65 1 4 65 Revenue Including Fees 1 ,632 12 TYBR Cost including contingency 1 ,586 27 Cost Coverage 1 Average Revenue per piece w/o lees 1	Pounds	3 337,897 111		665,19
Total Revenue 1 616,12 RPW Adjusiment Factor 1 RPW Adjusied Revenue 1 617 47 Fees 14 65 Revenue Including Fees 1,632 12 TYBR Cost including contingency 1,586 27 Cost Coverage 1 Average Revenue per piece w/o lees 1	Pieces	7 172 571 146	S 0 133	950 92:
RPW Adjustment Factor 1617.47. RPW Adjusted Revenue 1617.47. Fees 14.65 Revenue Including Fees 1.632.12. TYBR Cost including contingency 1.586.27. Cost Coverage 1 Average Revenue per piece w/o fees 1	Total Revenue			1 616,122
IN-YV Adjusied Revenue 161747 Fees 14.65 Revenue Including Fees 1,632.12 TYBR Cost including contingency 1,586.27 Cost Coverage 1 Average Revenue per piece w/o fees 1	RPW Adjustment Factor		└	1 2 1 7 17
Image: Control of the set o	RPW Adjusted Revenue	+ <u>-</u>	<u> </u>	14 65
TYBR Cost including contingency 1,586 27 Cost Coverage 1 Average Revenue per piece w/o fees 1	Revenue Including Fees	-		1,632 12
Cost Coverage 1 Average Revenue per piece w/o fees	TYBR Cost including contingency			1,586 27
Average Revenue per piece w/o lees	Cost Coverage			1
	Average Revenue per pièce w/o lees			

Periodicais: Regular Nates

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Rate Element	Type Star Ale	Proposed	Rates	Chance State				
		0 122	0.169	27.8				
ZONED ADVRTSG DELIVERY UNIT		0.144	0.190	-24.2				
ZONED ADVRTSG SCF		0.144	0.214	-22.09				
ZONED ADVRTSG ZONES 182		0.107	0 224	-19.69				
ZONED ADVRTSG ZONE 3	POUNDS	0 100	0.251	-14.30				
ZONED ADVRTSG ZONE 4	POUNDS	0 215	0.202	-140				
ZONED ADVRTSG ZONE 5	POUNDS	0 269	0,292	-7.9				
ZONED ADVRTSG ZONE 6	POUNDS	0 325	0.336	-3.3				
ZONED ADVRTSG ZONE 7	POUNDS	0 380	0 388	-21				
ZONED ADVRTSG ZONE 8	POUNDS	0 438	0 432	14				
	POUNDS	0 134	0 161	-17 0				
		· ·						
	POUNDS	0.092	0 127	-27 6				
SCI. OF AGRICULTURE DEENVERTION ICE	POUNDS	0 108	0,143	-24 5				
SCI OF AGRICULTURE SCF		0 125	0 161	-22 4				
SCI OF AGRICULTURE ZONES 182		0.180	0.224	-19.6				
SCI OF AGRICULTURE ZONE 3		0.215	0.251	-14 3				
SCI. OF AGRICULTURE ZONE 4		0 2 10	0.292	7 0				
SCI OF AGRICULTURE ZONE 5	POUNDS	0.209	0.232					
SCI OF AGRICULTURE ZONE 6	POUNDS	0.325	0.330					
SCI OF AGRICULTURE ZONE 7	POUNDS	0 380	0 388	-2.				
SCL OF AGRICULTURE ZONE 8	POUNDS	0 438	0.432	14				
SCL OF AGRICULTURE - NONADVERTISING	POUNDS	0 134	0.161	-17.0				
AND AS AN COMMUNICUP NONSPECTRE DELIVERY UNIT	POUNDS	0 122	0 169	-278				
SCI OF AGI COMMINGLO NONSBSCRBR DELIVERT ONT	POUNDS	0 144	0 190	-24.2				
SCI OF AGI COMMINGED NONSBSCRBR SCF	POUNDS	0 167	0.214	-22.0				
SCI OF AGI COMMNGLD NONSESCRER ZONES 142		0.134	0.161	-17.0				
SCI OF AGI. COMMINGED NONSBSCRBR NONADVERTISING	POUNUS			<u> </u>				
			0.240	16				
BASIC NON-AUTOMATION	PIECES	0 280	0.240	$\frac{10}{1}$				
BASIC AUTOMATION LETTER	PIECES	0 195		2.				
BASIC AUTOMATION FLAT	PIECES	0 238	0.20	1 13				
BASIC NON-AUTOMATION 3 DIGIT	PIECES	0 234	0.20	2 15.				
BASIC AUTOMATION 3 DIGIT LETTER	PIECES	0 183	0 17:	3 5				
BASIC AUTOMATION 1 DIGIT ELAT	PIECES	0 205	0.17	5 17.				
BASIC AUTOMATION 5 DIGIT CAT	PIECES	0 23	0 202	2 14.				
BASIC NON-AUTOMATION S DIGIT	PIECES	0.179	0.17	3 3				
BASIC AUTOMATION 5 DIGIT LETTER	DIECES	0.203	3 0,17	5 16.				
BASIC AUTOMATION 5 DIGIT FLAT		0.14	0 11	21				
CARRIER ROUTE BASIC	PIECES	0 13	0.11	1 19				
CARRIER ROUTE HIGH DENSITY	PIECES	0 13		5 25				
CARRIER ROUTE SATURATION	PIECES	0.11		7 23				
PERCENTAGE EDITORIAL DISCOUNT	PIECES	-0 05	-0.05					
WKSHARING DISCNTDELIVERY OFFICE ENTRY	PIECES		<u> </u>	<u>+ 9</u>				
WKSHARING DISCNT SCF ENTRY	PIECES	-0.01	2001	<u>1 9</u>				
				<u> </u>				
BASIC NONALITOMATION	PIECES	0.28	0.24	0 16				
	PIECES	0,19	9 0.19	4 2				
	PIECES	0 23	8 0 20	9 13				
BASIC AUTOMATION FLAT		0.23	4 0 20	2 15				
		1 0 18	3 0 17	3 5				
3 DIGIT AUTOMATION LETTER		+	5 0 17	5 17				
3 DIGIT AUTOMATION FLAT				2 14				
S DIGIT NONAUTOMATION	PIECES			2				
5-DIGIT AUTOMATION LETTER	PIECES	017	<u>9</u> <u>0.17</u>	<u> </u>				
5 DIGIT AUTOMATION FLAT	PIECES	0 20	3 0.17	<u>o 16</u>				
CARRIER ROUTE	PIECES	014	5 0.11	9 21				
	PIECES	0 13	3 0 1 1	1 19				
	PIECES	0 11	9 0.09	5 25				
			ial -0.05	57 3				
SCI OF AGRICULTURE - Editorial Discount			-0.02	21 9				
SCI OF AGRICULTURE · Pc Disc Delivery Unit			2 -0.0	1				
SCI, OF AGRICULTURE - Pc Disc SCF	PIECES							
	<u> </u>			10 14				
SCI OF AGI. COMMNGLD NONSBSCRBR - Basic Nonautomation	PIECES	0,28		+0 10				
SCI OF AGI_COMMNGLD NONSBSCRBR - Basic Automation Fli	at PIECES	0.00	0.00					
SCLOF AGE COMMINGED NONSBSCEBR - Editorial Discount	PIECES	-0.05	5900	57				

y our of LIZ.

MH/USPS-T34-3. With reference to your proposal (p. 13, lines 18-19) that contrary to past practice (see R80-1 Op. & Rec. Dec. 888, 894-95), the editorial pound rate should be calculated independently of any of the zone rates:

- (a) What if any specific constraints do you envision on future increases in the editorial pound charge? Please explain your answer fully.
- (b) Do you envision that the Postal Service may in the future propose an increase in the editorial pound charge that would result in an editorial cost coverage exceeding 100 percent? Do you envision that the maximum level of the editorial pound charge would be subject to open-ended litigation in each future rate case?

RESPONSE

- a) I have no way of forecasting future increases in editorial pound charges.
- b) Once again, I cannot forecast the future increase in editorial pound charge.

The maximum level of the editorial pound charge, like any other rate would be

subject to 'open-ended' litigation in future rate cases.

MH/USPS-T34-4. With reference to your testimony (p. 6, lines 14-15) that under your proposal, "all Periodicals subclasses will have 3-digit and 5-digit piece rates for both letters and flats for automation compatible mail," please explain the effect of your proposal on non-automation-compatible Periodicals mail.

RESPONSE

Non-automation compatible mail will also have 3-digit and 5-digit rates, just like the

automation compatible mail. The only difference is that non-automation compatible

rates do not distinguishes between letters and flats.

MU/USPS-T34-5. With reference to your testimony (p. 10, lines 13-15) that the "letter categories were not affected by this shift [to the proposed new 3-digit and 5-digit categories], and retained the same level of volume as the base year," please explain the effect of your proposal on letter-sized Periodicals mail.

RESPONSE

The mail characteristic study that was used to determine the estimated volume for the

proposed new 3-digit and 5-digit categories was exclusively done for flat-shaped

pieces. The letter volumes for the 3-digit and 5-digit categories were derived based on

the distribution of flats for these sortation levels. The letter-sized Periodicals mail in

the current proposal will also receive sortation discounts for both 3-digit and 5-digit

presort levels.

MH/USP-T34-6. In view of the ongoing deployment of the FSM 1000, when will the Postal Service extend the automation discounts to tabloid-sized periodicals, and/or periodicals weighing more than one pound?

RESPONSE

Because barcode readers have not yet been approved for deployment on the FSM

1000, it is premature to speculate on when the Postal Service might extend

automation discounts to tabloid-sized periodicals and/or periodicals weighing more

than one pound. Please see witness Moden's response to MPA/USPS-T4-10(b) and

(c) for the deployment status of barcode readers on FSM 1000s.

DECLARATION

I, Altaf H. Taufique, declare under penalty of perjury that the foregoing answers are true and correct, to the best of my knowledge, information, and belief.

ALTAF H. TAUFIQUE

Dated: ________

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I hereby certify that I have this day served the foregoing document upon all participants of record in this proceeding in accordance with section 12 of the Rules of Practice.

H. Rubin

David H. Rubin

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475 L'Enfant Plaza West, S.W. Washington, D.C. 20260–1137 October 2, 1997