

BEFORE THE  
POSTAL RATE COMMISSION  
WASHINGTON, DC 20268-0001

Postal Rate and Fee Changes,                    )  
2006    )                   Docket No. R2006-1

**RESPONSE OF MPA/ANM WITNESS GLICK TO  
PRESIDING OFFICER'S INFORMATION REQUEST NO. 19  
(October 31, 2006)**

The Magazine Publishers of America, Inc. ("MPA") and Alliance of Nonprofit Mailers ("ANM") submit the response of MPA/ANM witness Sander Glick to Presiding Officer's Information Request No. 19. This response provides both the interim analysis responsive to ordering paragraph 5 of Presiding Officer's Ruling No. R2006-1/81 and the final analysis responsive to ordering paragraph 6 of the same Ruling.

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**RESPONSE OF MPA/ANM WITNESS GLICK TO  
PRESIDING OFFICER'S INFORMATION REQUEST NO. 19**

**Information Request**

The United States Postal Service; Magazine Publishers of America, Inc. and Alliance of Nonprofit Mailers; and Time Warner Inc. are requested to provide the information described below to assist in developing a record for the consideration of the Postal Service's request for changes in rates and fees. In order to facilitate inclusion of the required material in the evidentiary record, participants are to have a witness attest to the accuracy of the answers and be prepared to explain to the extent necessary the basis for the answers at our hearing. Answers from the Post Service are to be provided by October 16, 2006. Answers from Magazine Publishers of America, Inc. and Alliance of Nonprofit Mailers; and Time Warner Inc. are to be provided by October 23, 2006.

In this proceeding Postal Service witness Tang, Time Warner witness Mitchell, and MPA-ANM witness Glick have made Outside County rate proposals. The Commission seeks to develop as complete a record as possible concerning each of these Outside County rate proposals.

During the August 10, 2006, hearing the Presiding Officer requested that witness Tang provide any additional information concerning small publications developed since the conclusion of Docket No. C2004-1.<sup>1</sup> On August 17, 2006, witness Tang responded to the request by providing percentage increases resulting from her Outside County rate proposals for each of the 251 periodicals in her C2004-1 database.<sup>2</sup> On September 6, 2006, MPA-ANM filed MPA/ANM-LR-3, witness Tang's C2004-1 database, under protective conditions established in Presiding Officer's Ruling No. R2006-1/51.<sup>3</sup>

On September 21, 2006, Time Warner requested that witness Tang update her C2004-1 database to include data since the inception of the 24-piece sack minimum and calculate the percentage changes resulting from her Outside County rate proposal

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<sup>1</sup> Tr. 7/1883-87.

<sup>2</sup> Response of United States Postal Service Witness Tang to Question Posed by Chairman Omas at the August 10, 2006 Hearing, August 17, 2006.

<sup>3</sup> Notice of Alliance of Nonprofit Mailers and Magazine Publishers of America, Inc., of Filing of Library Reference MPA/ANM-LR-3, Protected Material, September 6, 2006.

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using the updated information. In addition, Time Warner requested that witness Tang calculate the changes resulting from the Outside County rate proposals of witnesses Mitchell and Glick and provide a comparison of current rates, her proposed rates, and the rates proposed by Time Warner witness Mitchell and MPA-ANM witness Glick.<sup>4</sup> The Postal Service objected to this interrogatory on September 26, 2006.<sup>5</sup> The objection focused, in part, on the burden involved in developing a new, representative sample.

The Commission requests that the Postal Service provide, under the protective conditions established in Presiding Officer's Ruling No. R2006-1/51, a version of MPA-ANM-LR-3 composed of data from as many of the same 251 publications as are currently mailing. This new data should reflect mailings sent after the 24-piece sack minimum became effective.<sup>6</sup>

The Commission further requests that the Postal Service provide a table comparing the percentage changes from current postage to its Outside County rate proposals based on these new, more recent mailings.

After the Postal Service provides more recent data on the 251 publications, the Commission requests that Time Warner and MPA-ANM provide calculations of the percentage changes of their respective proposals on the 251 publications using these more recent data.

**Response Of MPA/ANM Witness Glick**

Table 1 below provides the percentage rate change for each of the publications in USPS-LR-L-189 (3rd Revised Version filed on October 25, 2006) under the MPA/ANM proposal. My underlying calculations are being filed, under protective

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<sup>4</sup> TW/USPS-T35-13.

<sup>5</sup> Objection of the United States Postal Service to Interrogatories of Time Warner Inc. to Postal Service Witness Tang (TW/USPS-T35-11-13), September 26, 2006.

<sup>6</sup> If more recent data for any of the 251 publications is not available, the Postal Service may substitute data for a similar publication.

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conditions, as MPA/ANM-LR-7. In both Table 1 and MPA/ANM-LR-7, each publication is labeled based upon its Docket No. C2004-1 ID and a unique publication ID that I have added. The additional ID is necessary because the Postal Service has given every “replaced” publication from C2004-1 the same ID, “RPL.”

In response to a discovery request from McGraw-Hill (MH/MPA/ANM-T2-6), Table 1 and MPA/ANM-LR-7 also show the percentage rate change under the USPS proposal and per-piece postage under current rates, USPS-proposed rates, and MPA/ANM-proposed rates.

Please note that, despite the larger incentive that the MPA/ANM proposal provides to commingle and dropship, the maximum rate increase under the proposal (22.6%) for a small publication in this data set is much smaller than the maximum increase under the USPS proposal (43.7%). Also, the average rate increases for small publications in the data set are similar under the MPA/ANM and USPS proposals (16.5% under the MPA/ANM proposal vs. 16.0% under the USPS proposal) and both are less than five percentage points above the subclass average increase.

Further, USPS-LR-L-189 shows that comailing is a common practice for medium circulation publications – i.e., those with between 15,000 and 100,000 pieces per issue. In fact, 65 of the 100 medium publications in USPS-LR-L-189 are labeled as being comailed.

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**Table 1. Postage Per Piece and Percentage Rate Changes  
for Publications in USPS-LR-L-189**

C2004-1 ID	Pub ID	Strata	Postage Per Piece			Percentage Increase	
			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
P1HL23	1	LG HD	\$0.357	\$0.389	\$0.381	8.9%	6.7%
P1HL53	2	LG HD	\$0.175	\$0.198	\$0.193	13.2%	10.4%
P1HL12	3	LG HD	\$0.286	\$0.301	\$0.291	5.0%	1.7%
P1HL27	4	LG HD	\$0.302	\$0.325	\$0.319	7.5%	5.5%
P1HL21	5	LG HD	\$0.230	\$0.255	\$0.251	11.2%	9.1%
P1HL17	6	LG HD	\$0.293	\$0.319	\$0.311	9.2%	6.2%
P1HL14	7	LG HD	\$0.345	\$0.376	\$0.370	9.0%	7.3%
P1HL20	8	LG HD	\$0.265	\$0.290	\$0.284	9.6%	7.2%
P1HL22	9	LG HD	\$0.462	\$0.498	\$0.494	8.0%	6.9%
P1HL25	10	LG HD	\$0.266	\$0.290	\$0.287	8.8%	7.6%
P1HL19	11	LG HD	\$0.252	\$0.278	\$0.271	10.3%	7.4%
P1HL16	12	LG HD	\$0.421	\$0.453	\$0.450	7.7%	6.8%
P1HL34	13	LG HD	\$0.145	\$0.163	\$0.161	12.9%	11.1%
P1HL35	14	LG HD	\$0.257	\$0.283	\$0.280	10.0%	8.9%
P1HL37	15	LG HD	\$0.272	\$0.304	\$0.308	11.7%	13.1%
P1HL31	16	LG HD	\$0.198	\$0.224	\$0.224	13.0%	13.1%
P1HL39	17	LG HD	\$0.341	\$0.374	\$0.373	9.7%	9.4%
P1HL41	18	LG HD	\$0.245	\$0.271	\$0.272	10.4%	11.0%
L11	19	LG HD	\$0.206	\$0.229	\$0.223	11.0%	8.4%
P1HL44	20	LG HD	\$0.283	\$0.311	\$0.310	9.7%	9.3%
RPL	21	LG HD	\$0.571	\$0.611	\$0.594	7.0%	4.1%
P1HL33	22	LG HD	\$0.133	\$0.159	\$0.148	19.3%	11.0%
L8	23	LG HD	\$0.421	\$0.462	\$0.461	9.8%	9.5%
RPL	24	LG HD	\$0.334	\$0.367	\$0.367	10.0%	9.7%
P1HL45	25	LG HD	\$0.264	\$0.292	\$0.292	10.7%	10.7%
P1HL48	26	LG HD	\$0.159	\$0.182	\$0.173	14.6%	8.7%
P1HL26	27	LG HD	\$0.458	\$0.495	\$0.493	8.1%	7.6%
L3	28	LG HD	\$0.277	\$0.307	\$0.307	10.6%	11.0%
P1HL18	29	LG HD	\$0.241	\$0.267	\$0.266	11.0%	10.7%
P1HL29	30	LG HD	\$0.306	\$0.334	\$0.323	9.2%	5.7%
L7	31	LG HD	\$0.588	\$0.634	\$0.629	7.9%	7.0%
L6	32	LG HD	\$0.231	\$0.256	\$0.255	10.6%	10.0%
P1HL42	33	LG HD	\$0.268	\$0.296	\$0.295	10.6%	9.9%
P1HL46	34	LG HD	\$0.173	\$0.196	\$0.195	13.1%	12.8%
P1HL28	35	LG HD	\$0.297	\$0.326	\$0.326	10.0%	10.0%
P1HL43	36	LG HD	\$0.199	\$0.222	\$0.223	11.2%	12.1%
M9	37	LG HD	\$0.236	\$0.259	\$0.252	10.0%	6.8%
RPL	38	LG HD	\$0.224	\$0.242	\$0.240	7.9%	7.0%
RPL	39	LG HD	\$0.272	\$0.300	\$0.302	10.5%	11.0%
L4	40	LG HD	\$0.334	\$0.378	\$0.388	13.1%	16.1%
P1HL40	41	LG HD	\$0.462	\$0.525	\$0.531	13.5%	14.9%
M10	42	LG HD	\$0.243	\$0.266	\$0.260	9.5%	7.1%

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C2004-1 ID	Pub ID	Strata	Postage Per Piece			Percentage Increase	
			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
RPL	43	LG HD	\$0.372	\$0.420	\$0.424	12.9%	14.2%
L1	44	LG HD	\$0.271	\$0.299	\$0.301	10.2%	11.1%
M8	45	LG HD	\$0.260	\$0.284	\$0.282	9.2%	8.6%
P1HM100	46	LG HD	\$0.916	\$1.049	\$1.055	14.5%	15.1%
M20	47	LG HD	\$0.246	\$0.271	\$0.263	9.8%	6.8%
RPL	48	LG HD	\$0.217	\$0.241	\$0.238	11.1%	10.0%
P1HL51	49	LG HD	\$0.246	\$0.276	\$0.279	11.9%	13.3%
M15	50	LG HD	\$0.431	\$0.485	\$0.492	12.6%	14.3%
RPL	51	LG LD	\$0.258	\$0.285	\$0.284	10.8%	10.1%
RPL	52	LG LD	\$0.269	\$0.296	\$0.294	10.2%	9.5%
P1HM98	53	MD HD	\$0.456	\$0.496	\$0.496	8.8%	8.7%
P1HM93	54	MD HD	\$0.254	\$0.279	\$0.274	9.8%	7.6%
P1HM70	55	MD HD	\$0.552	\$0.614	\$0.618	11.4%	12.0%
P1HM63	56	MD HD	\$0.252	\$0.279	\$0.278	10.6%	9.9%
P1HM77	57	MD HD	\$0.297	\$0.330	\$0.337	11.1%	13.4%
P1HL47	58	MD HD	\$0.261	\$0.286	\$0.277	9.6%	6.3%
P1LM21	59	MD HD	\$0.386	\$0.416	\$0.410	7.6%	6.3%
P1HM81	60	MD HD	\$0.235	\$0.265	\$0.274	12.8%	16.4%
P1HM97	61	MD HD	\$0.258	\$0.287	\$0.285	11.1%	10.2%
RPL	62	MD HD	\$0.412	\$0.461	\$0.461	11.9%	12.0%
P1HM65	63	MD HD	\$0.218	\$0.247	\$0.267	13.0%	22.2%
RPL	64	MD HD	\$0.420	\$0.452	\$0.439	7.4%	4.4%
M14	65	MD HD	\$0.405	\$0.453	\$0.463	12.1%	14.4%
RPL	66	MD HD	\$0.176	\$0.200	\$0.198	13.7%	12.3%
RPL	67	MD HD	\$0.320	\$0.352	\$0.355	10.3%	11.0%
P1HM61	68	MD HD	\$0.197	\$0.222	\$0.219	12.6%	10.9%
RPL	69	MD HD	\$0.215	\$0.238	\$0.240	10.4%	11.4%
P1HM79	70	MD HD	\$0.217	\$0.245	\$0.252	13.0%	16.0%
RPL	71	MD HD	\$0.247	\$0.272	\$0.267	10.1%	8.2%
P1LM55	72	MD HD	\$0.229	\$0.250	\$0.248	9.0%	8.1%
P1LM34	73	MD HD	\$0.443	\$0.491	\$0.502	10.9%	13.4%
P1HM71	74	MD HD	\$0.557	\$0.603	\$0.600	8.3%	7.7%
P1HM68	75	MD HD	\$0.276	\$0.309	\$0.313	11.8%	13.4%
M19	76	MD HD	\$0.194	\$0.211	\$0.210	8.9%	8.2%
P1HM88	77	MD HD	\$0.203	\$0.222	\$0.221	9.4%	8.9%
P1HM76	78	MD HD	\$0.226	\$0.250	\$0.248	10.7%	10.0%
M11	79	MD HD	\$0.285	\$0.316	\$0.321	10.9%	12.5%
M16	80	MD HD	\$0.281	\$0.313	\$0.318	11.4%	13.2%
RPL	81	MD HD	\$0.234	\$0.261	\$0.259	11.3%	10.4%
P1HM92	82	MD HD	\$0.229	\$0.252	\$0.251	10.0%	9.6%
P1LM25	83	MD HD	\$0.440	\$0.472	\$0.460	7.4%	4.7%
RPL	84	MD HD	\$0.643	\$0.732	\$0.739	13.9%	15.0%
P1HM96	85	MD HD	\$0.283	\$0.320	\$0.331	12.9%	16.9%
P1LM32	86	MD HD	\$0.287	\$0.318	\$0.321	10.9%	11.9%
M17	87	MD HD	\$0.249	\$0.272	\$0.268	9.2%	7.6%

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C2004-1 ID	Pub ID	Strata	Postage Per Piece			Percentage Increase	
			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
RPL	88	MD HD	\$0.288	\$0.316	\$0.321	9.9%	11.6%
P1HM62	89	MD HD	\$0.231	\$0.264	\$0.279	14.2%	20.8%
RPL	90	MD HD	\$0.256	\$0.285	\$0.289	11.3%	13.0%
RPL	91	MD HD	\$0.236	\$0.262	\$0.260	11.0%	10.1%
P1LM23	92	MD HD	\$0.512	\$0.604	\$0.600	18.1%	17.1%
P1HM94	93	MD HD	\$0.219	\$0.245	\$0.243	12.1%	11.4%
RPL	94	MD HD	\$0.232	\$0.258	\$0.256	11.3%	10.6%
RPL	95	MD HD	\$0.230	\$0.256	\$0.254	11.6%	10.7%
P1HM83	96	MD HD	\$0.228	\$0.253	\$0.251	10.9%	10.1%
RPL	97	MD HD	\$0.434	\$0.495	\$0.510	14.1%	17.5%
RPL	98	MD HD	\$0.473	\$0.537	\$0.548	13.5%	15.8%
P1HM86	99	MD HD	\$0.222	\$0.247	\$0.245	11.3%	10.4%
P1HM80	100	MD HD	\$0.269	\$0.304	\$0.316	12.8%	17.4%
P1LM30	101	MD HD	\$0.277	\$0.307	\$0.312	10.8%	12.7%
P1HM75	102	MD HD	\$0.418	\$0.479	\$0.487	14.4%	16.3%
M3	103	MD LD	\$0.478	\$0.536	\$0.549	12.0%	14.8%
RPL	104	MD LD	\$0.251	\$0.278	\$0.277	10.6%	10.0%
M5	105	MD LD	\$0.645	\$0.710	\$0.709	10.0%	9.9%
RPL	106	MD LD	\$0.273	\$0.302	\$0.304	10.4%	11.2%
P1LM48	107	MD LD	\$0.301	\$0.344	\$0.360	14.2%	19.3%
RPL	108	MD LD	\$0.404	\$0.459	\$0.466	13.7%	15.5%
RPL	109	MD LD	\$0.246	\$0.272	\$0.270	10.5%	9.8%
RPL	110	MD LD	\$0.361	\$0.414	\$0.427	14.9%	18.4%
RPL	111	MD LD	\$0.242	\$0.266	\$0.265	9.9%	9.4%
RPL	112	MD LD	\$0.325	\$0.366	\$0.377	12.6%	16.3%
P1LM45	113	MD LD	\$0.226	\$0.251	\$0.249	10.9%	10.2%
RPL	114	MD LD	\$0.656	\$0.731	\$0.732	11.5%	11.6%
RPL	115	MD LD	\$0.407	\$0.468	\$0.466	15.1%	14.6%
RPL	116	MD LD	\$0.279	\$0.310	\$0.315	11.0%	13.0%
RPL	117	MD LD	\$0.237	\$0.262	\$0.261	10.7%	10.3%
RPL	118	MD LD	\$0.253	\$0.279	\$0.278	10.5%	10.0%
M1	119	MD LD	\$0.279	\$0.310	\$0.316	11.2%	13.3%
RPL	120	MD LD	\$0.406	\$0.468	\$0.478	15.3%	17.9%
RPL	121	MD LD	\$0.360	\$0.420	\$0.429	16.7%	19.4%
RPL	122	MD LD	\$0.257	\$0.284	\$0.283	10.7%	10.4%
RPL	123	MD LD	\$0.425	\$0.487	\$0.497	14.5%	16.9%
RPL	124	MD LD	\$0.232	\$0.259	\$0.256	11.6%	10.7%
RPL	125	MD LD	\$0.257	\$0.284	\$0.283	10.7%	10.2%
P1LM50	126	MD LD	\$0.382	\$0.442	\$0.455	15.7%	19.2%
RPL	127	MD LD	\$0.275	\$0.314	\$0.330	14.1%	19.8%
RPL	128	MD LD	\$0.344	\$0.394	\$0.408	14.6%	18.7%
P1LM41	129	MD LD	\$0.280	\$0.325	\$0.337	16.2%	20.4%
P1LM39	130	MD LD	\$0.493	\$0.549	\$0.555	11.4%	12.7%
RPL	131	MD LD	\$0.253	\$0.280	\$0.279	10.6%	10.2%
RPL	132	MD LD	\$0.240	\$0.268	\$0.266	11.4%	10.5%

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			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
RPL	133	MD LD	\$0.231	\$0.256	\$0.255	10.6%	10.2%
RPL	134	MD LD	\$0.326	\$0.375	\$0.389	15.2%	19.5%
RPL	135	MD LD	\$0.276	\$0.305	\$0.303	10.6%	9.9%
RPL	136	MD LD	\$0.182	\$0.202	\$0.202	10.7%	10.9%
RPL	137	MD LD	\$0.270	\$0.297	\$0.296	10.1%	10.0%
RPL	138	MD LD	\$0.475	\$0.541	\$0.551	13.9%	16.1%
RPL	139	MD LD	\$0.254	\$0.281	\$0.277	10.6%	8.7%
RPL	140	MD LD	\$0.230	\$0.256	\$0.254	11.2%	10.3%
RPL	141	MD LD	\$0.269	\$0.296	\$0.294	10.2%	9.5%
RPL	142	MD LD	\$0.267	\$0.294	\$0.293	9.9%	9.5%
RPL	143	MD LD	\$0.226	\$0.252	\$0.251	11.9%	11.2%
RPL	144	MD LD	\$0.247	\$0.273	\$0.268	10.4%	8.5%
RPL	145	MD LD	\$0.245	\$0.268	\$0.262	9.4%	7.1%
RPL	146	MD LD	\$0.237	\$0.262	\$0.261	10.6%	10.1%
RPL	147	MD LD	\$0.222	\$0.247	\$0.245	11.3%	10.2%
P1LM46	148	MD LD	\$0.224	\$0.243	\$0.242	8.7%	8.1%
RPL	149	MD LD	\$0.351	\$0.385	\$0.384	9.8%	9.4%
RPL	150	MD LD	\$0.255	\$0.282	\$0.281	10.6%	10.1%
RPL	151	MD LD	\$0.261	\$0.287	\$0.286	9.7%	9.5%
RPL	152	MD LD	\$0.333	\$0.381	\$0.395	14.4%	18.7%
P1HM95	153	SM HD	\$0.246	\$0.266	\$0.262	8.1%	6.4%
P1LM37	154	SM HD	\$0.377	\$0.437	\$0.451	16.0%	19.7%
P1LM59	155	SM HD	\$0.421	\$0.493	\$0.501	17.0%	19.0%
P1LM31	156	SM LD	\$0.300	\$0.357	\$0.360	18.9%	20.1%
P1LM52	157	SM LD	\$0.409	\$0.466	\$0.483	13.9%	17.8%
P1LM33	158	SM LD	\$0.665	\$0.753	\$0.755	13.3%	13.6%
QHS49	159	SM HD	\$0.281	\$0.313	\$0.314	11.5%	11.9%
QHS59	160	SM HD	\$0.226	\$0.253	\$0.257	11.6%	13.5%
QHS99	161	SM HD	\$0.336	\$0.388	\$0.401	15.5%	19.4%
QHS35	162	SM HD	\$0.175	\$0.199	\$0.197	13.7%	12.3%
QHS53	163	SM HD	\$0.331	\$0.383	\$0.393	15.7%	18.8%
QHS25	164	SM HD	\$0.216	\$0.241	\$0.239	11.8%	11.0%
QHS54	165	SM HD	\$0.214	\$0.242	\$0.255	13.0%	19.3%
QHS78	166	SM HD	\$0.324	\$0.379	\$0.389	17.1%	20.0%
QHS32	167	SM HD	\$0.691	\$0.800	\$0.804	15.7%	16.3%
S22	168	SM HD	\$0.146	\$0.164	\$0.176	12.2%	20.7%
QHS61	169	SM HD	\$0.717	\$0.837	\$0.822	16.8%	14.6%
QHS30	170	SM HD	\$0.233	\$0.267	\$0.273	14.5%	17.2%
QHS41	171	SM HD	\$0.366	\$0.443	\$0.419	20.8%	14.3%
QHS27	172	SM HD	\$0.279	\$0.323	\$0.336	15.8%	20.4%
QHS55	173	SM HD	\$0.170	\$0.192	\$0.208	13.4%	22.6%
QHS39	174	SM HD	\$0.242	\$0.273	\$0.286	12.8%	18.3%
QHS58	175	SM HD	\$0.252	\$0.286	\$0.298	13.6%	18.2%
S19	176	SM HD	\$0.196	\$0.225	\$0.239	15.0%	22.3%
QHS51	177	SM HD	\$0.705	\$0.797	\$0.811	13.1%	15.0%

**DOCKET NO. R2006-1**  
**RESPONSE OF MPA/ANM WITNESS GLICK TO POIR 19**  
**October 31, 2006**

C2004-1 ID	Pub ID	Strata	Postage Per Piece			Percentage Increase	
			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
QHS36	178	SM HD	\$0.184	\$0.199	\$0.225	8.5%	22.4%
QHS34	179	SM HD	\$0.302	\$0.353	\$0.364	17.0%	20.3%
QHS29	180	SM HD	\$0.530	\$0.578	\$0.577	9.2%	9.0%
S20	181	SM HD	\$0.609	\$0.732	\$0.655	20.1%	7.5%
QHS26	182	SM HD	\$0.218	\$0.235	\$0.249	7.6%	14.1%
QHS65	183	SM HD	\$0.371	\$0.434	\$0.444	16.8%	19.7%
QHS48	184	SM HD	\$0.216	\$0.248	\$0.262	14.5%	21.3%
S18	185	SM HD	\$0.254	\$0.295	\$0.304	16.2%	20.0%
QHS50	186	SM HD	\$0.264	\$0.301	\$0.314	14.0%	19.2%
QHS44	187	SM HD	\$0.240	\$0.272	\$0.283	13.3%	17.8%
QHS56	188	SM HD	\$0.231	\$0.278	\$0.281	20.4%	21.4%
QHS62	189	SM HD	\$0.311	\$0.355	\$0.361	14.1%	16.1%
QHS45	190	SM HD	\$0.423	\$0.486	\$0.487	15.0%	15.3%
RPL	191	SM HD	\$0.274	\$0.318	\$0.329	16.3%	20.1%
QHS31	192	SM HD	\$0.271	\$0.313	\$0.328	15.4%	20.9%
RPL	193	SM HD	\$0.300	\$0.354	\$0.362	18.1%	20.7%
S15	194	SM HD	\$0.239	\$0.279	\$0.290	16.8%	21.5%
S23	195	SM HD	\$0.442	\$0.503	\$0.492	13.7%	11.3%
RPL	196	SM HD	\$0.303	\$0.360	\$0.354	18.6%	16.8%
QHS38	197	SM HD	\$0.412	\$0.481	\$0.483	16.7%	17.3%
QHS37	198	SM HD	\$0.305	\$0.345	\$0.334	13.3%	9.7%
S24	199	SM HD	\$0.688	\$0.831	\$0.781	20.8%	13.6%
RPL	200	SM HD	\$0.330	\$0.370	\$0.368	12.1%	11.4%
S17	201	SM HD	\$0.250	\$0.297	\$0.304	18.6%	21.6%
RPL	202	SM HD	\$0.349	\$0.401	\$0.394	14.9%	12.9%
S21	203	SM HD	\$0.295	\$0.338	\$0.348	14.5%	18.0%
S14	204	SM HD	\$0.216	\$0.257	\$0.251	18.7%	16.2%
S11	205	SM HD	\$0.367	\$0.439	\$0.419	19.5%	14.1%
QHS46	206	SM HD	\$0.371	\$0.443	\$0.425	19.3%	14.6%
RPL	207	SM HD	\$0.304	\$0.353	\$0.343	16.3%	12.8%
RPL	208	SM HD	\$0.325	\$0.381	\$0.376	17.3%	15.7%
S12	209	SM HD	\$0.287	\$0.370	\$0.332	29.1%	15.8%
RPL	210	SM HD	\$0.336	\$0.398	\$0.376	18.5%	11.8%
QHS66	211	SM LD	\$0.256	\$0.298	\$0.311	16.4%	21.1%
QHS94	212	SM LD	\$0.407	\$0.464	\$0.478	14.1%	17.5%
RPL	213	SM LD	\$0.296	\$0.342	\$0.355	15.4%	19.7%
QHS77	214	SM LD	\$0.284	\$0.329	\$0.340	16.0%	20.0%
QHS63	215	SM LD	\$0.622	\$0.704	\$0.721	13.3%	15.9%
QHS96	216	SM LD	\$0.415	\$0.485	\$0.492	16.7%	18.5%
QHS88	217	SM LD	\$0.425	\$0.491	\$0.501	15.4%	17.8%
QHS74	218	SM LD	\$0.336	\$0.392	\$0.402	16.8%	19.6%
RPL	219	SM LD	\$0.437	\$0.510	\$0.518	16.7%	18.7%
QHS67	220	SM LD	\$0.289	\$0.337	\$0.347	16.6%	20.3%
QHS90	221	SM LD	\$0.402	\$0.464	\$0.475	15.3%	18.0%
QHS72	222	SM LD	\$0.838	\$0.943	\$0.958	12.6%	14.3%

**DOCKET NO. R2006-1**  
**RESPONSE OF MPA/ANM WITNESS GLICK TO POIR 19**  
**October 31, 2006**

C2004-1 ID	Pub ID	Strata	Postage Per Piece			Percentage Increase	
			R2005-1	USPS	MPA/ANM	USPS	MPA/ANM
QHS85	223	SM LD	\$0.309	\$0.346	\$0.350	12.1%	13.4%
QHS69	224	SM LD	\$0.457	\$0.517	\$0.531	13.1%	16.4%
S8	225	SM LD	\$0.337	\$0.394	\$0.403	16.8%	19.4%
QHS73	226	SM LD	\$0.297	\$0.351	\$0.359	18.1%	20.6%
QHS84	227	SM LD	\$0.395	\$0.457	\$0.470	15.7%	18.8%
S5	228	SM LD	\$0.773	\$0.921	\$0.894	19.1%	15.6%
S6	229	SM LD	\$0.519	\$0.612	\$0.616	17.9%	18.6%
QHS79	230	SM LD	\$0.355	\$0.414	\$0.424	16.9%	19.6%
S7	231	SM LD	\$0.257	\$0.304	\$0.313	18.5%	22.0%
RPL	232	SM LD	\$0.314	\$0.371	\$0.378	17.9%	20.3%
QHS81	233	SM LD	\$0.588	\$0.686	\$0.678	16.7%	15.2%
QHS95	234	SM LD	\$0.593	\$0.691	\$0.683	16.6%	15.2%
RPL	235	SM LD	\$0.255	\$0.297	\$0.306	16.6%	19.9%
QHS100	236	SM LD	\$0.307	\$0.354	\$0.349	15.5%	13.8%
QHS68	237	SM LD	\$0.353	\$0.400	\$0.403	13.3%	14.2%
RPL	238	SM LD	\$0.520	\$0.578	\$0.587	11.1%	12.9%
QHS82	239	SM LD	\$0.369	\$0.418	\$0.421	13.3%	14.1%
QHS70	240	SM LD	\$0.353	\$0.396	\$0.402	12.4%	14.1%
S3	241	SM LD	\$0.382	\$0.444	\$0.437	16.1%	14.3%
QHS89	242	SM LD	\$0.547	\$0.625	\$0.624	14.3%	14.0%
RPL	243	SM LD	\$0.634	\$0.710	\$0.716	12.1%	13.0%
QHS52	244	SM LD	\$0.388	\$0.442	\$0.445	13.9%	14.7%
QHS87	245	SM LD	\$0.354	\$0.397	\$0.404	12.1%	14.2%
RPL	246	SM LD	\$0.455	\$0.519	\$0.516	14.0%	13.3%
QHS43	247	SM LD	\$0.400	\$0.464	\$0.459	16.1%	14.7%
QHS93	248	SM LD	\$0.362	\$0.423	\$0.415	17.0%	14.6%
RPL	249	SM LD	\$0.367	\$0.433	\$0.421	17.9%	14.8%
QHS92	250	SM LD	\$0.416	\$0.482	\$0.474	15.9%	14.1%
QHS64	251	SM LD	\$0.422	\$0.489	\$0.484	16.0%	14.6%
RPL	252	SM LD	\$0.438	\$0.510	\$0.497	16.5%	13.5%
RPL	253	SM LD	\$0.243	\$0.308	\$0.297	26.8%	22.5%
RPL	254	SM LD	\$0.439	\$0.520	\$0.498	18.6%	13.4%
RPL	255	SM LD	\$0.517	\$0.616	\$0.585	19.2%	13.1%
RPL	256	SM LD	\$0.496	\$0.604	\$0.562	21.7%	13.2%
QHS98	257	SM LD	\$0.593	\$0.700	\$0.677	18.1%	14.3%
RPL	258	SM LD	\$0.453	\$0.651	\$0.514	43.7%	13.5%
RPL	259	SM LD	\$0.313	\$0.387	\$0.358	23.5%	14.4%