

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

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**RATE AND SERVICE CHANGES TO  
IMPLEMENT BASELINE NEGOTIATED  
SERVICE AGREEMENT WITH LIFE LINE  
SCREENING**

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**DOCKET NO. MC2007-5**

**RESPONSES OF WITNESS GREENBERG TO COMMISSION INFORMATION  
REQUEST NO. 1**

**(October 12, 2007)**

Life Line Screening hereby presents the response of witness Greenberg to Commission Information Request No. 1, filed September 21, 2007. Each question is stated in its entirety and followed by the response.

Respectfully submitted,

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RESPONSES OF WITNESS GREENBERG TO COMMISSION INFORMATION  
REQUEST NO.1

1. In USPS-T-1 at page 2, witness Yorgey defines solicitation mail as “letter-size Standard Mail...seeking customers in need of health care screening services.” Does Life Line Screening use any First-Class Mail to solicit customers? If so, how much of this mail will convert to Standard Mail as a result of this NSA?

**Response:** Yes. A very small percentage (less than 5%) of our overall solicitation mail volume is sent first class. The NSA is not anticipated to change any of that mail from first class to standard mail.

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2. How much of Life Line Screening's before-rates Standard Mail volume will be sent to existing or current customers, and how much is expected to be sent to solicit new customers?

**Response:** More than 95% of our standard mail volume is currently sent to prospects.

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3. How much of Life Line Screening's after-rates Standard Mail volume will be sent to existing or current customers, and how much is expected to be sent to solicit new customers?

**Response:** I do not expect that mail volume to current customers to be significantly impacted by the NSA. It is mail to prospects that would likely increase as a result of an NSA. As a result, the current volume of mail sent to existing customers (less than 5%, see my response to Question 2) will only decrease as a proportional matter.