



March 21, 2008

Subject: Postal Rates

Comment

I note your intent is:

For International Priority Airmail (IPA), published prices generally increase by 12.5 percent. For International Surface Airlift (ISAL), prices for ISC Drop Shipment will increase 21.3 percent.

The proposed rate increases are out of line and will cause an economic hardship for our small magazine.

About 30% of our subscribers are outside the U.S. and the number of subscribers is greatly affected by the cost of postage. Current postage rates outside of North America increase the price of our subscription by 37%, the amount of postage difference between the U.S. and delivery elsewhere.

If you increase the rates, our international subscription costs will increase \$5 per year. Because we cannot go back to our subscribers and ask them to pay us another \$5, the increase will come out of our already meager salaries. Like any small businessman, I need to make a living from my business. This large and quick rate increase will reduce that even more.

The quickness of this rate increase is also a problem. Our subscription rates have to be established in the 4th quarter of the previous year. Since most of our subscription renewals are received in the 6 month window centered on January first, if you proceed with these quick and extreme increases we will be forced to mail our magazine to international customers at greatly increased postage rates with no opportunity to recover this year from these changes.

I strongly urge you to reconsider the rate increases and considerably reduce them. Even better would be for you to plan and announce rate increases 18 months in advance so those of us who need some amount of predictability in our businesses can plan accordingly. If I am out of business, I cannot pay any of your rates.

Sincerely,

Michael H. Rehmus  
President