

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

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POSTAL RATE AND FEE CHANGES, 1997 )  
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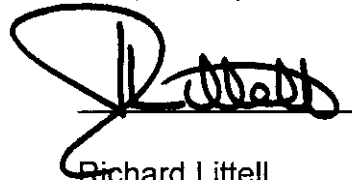
Docket No. R97-1

**MAJOR MAILERS ASSOCIATION'S  
SECOND NOTICE OF FILING AND SERVICE OF  
LIBRARY REFERENCE**

On January 9 Major Mailers Association (MMA) filed a copy of MMA witness Bentley's workpapers as Library Reference MMA-LR-1. MMA is now filing a more complete set of Bentley workpapers as Library Reference MMA-LR-1A, which supercedes MMA-LR-1.

For the reasons stated in MMA's January 9 filing, witness Bentley will be prepared--if requested--to adopt MMA-LR-1A as part of his testimony during his cross-examination. For this reason, MMA is hereby serving copies of MMA-LR-1A on all parties.

Respectfully submitted,



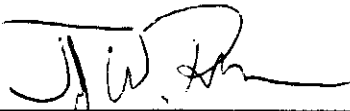
Richard Littell  
Suite 400  
1200 Nineteenth St., N.W.  
Washington, D.C. 20036  
(202) 466-8260

January 14, 1998

Counsel for MMA

## CERTIFICATE OF SERVICE

I hereby certify that I have this day served the foregoing document and a copy of MMA-LR-1, by First-Class Mail, upon each of the participants in this proceeding.

  
\_\_\_\_\_  
Jeffrey Plummer

January 16, 1998

Docket No. R97-1

**LIBRARY REFERENCE MMA-LR-1A**

**Workpapers of Richard E. Bentley**

(Testifying on Behalf of Major Mailers Association)

USPS Presentation of TY AR Finances Using the Commission's Cost Methodology  
 With 32-Cent First-Class Rate and Revenue Requirement Reduced

Description	(1)	(2)	(3)	(4)	(5)	(6)
	Attrib Cost w/ Contingency & Prior Yr Loss	USPS Proposed Revenue	Contribution to Institutional Costs	Cost Coverage	Markups	Markup Indices
	<u>PRC Method</u>	<u>Revenue</u>	<u>PRC Method</u>	<u>PRC Method</u>	<u>PRC Method</u>	<u>PRC Method</u>
	Exh. MMA-1A p. 1, Col (5)	Exh USPS-30B (Rev. 9/19/7)	(2) - (1)	(2) / (1) * 100	(4) - 100	(5) / 53.3468*100
<b>First-Class Mail</b>						
Single Letters	15,494,399	NA	NA	NA	NA	NA
Presort Letters	4,755,649	NA	NA	NA	NA	NA
Total Letters 1/	20,250,048	32,805,769	12,555,721	162	62	116
Single Cards	557,638	661,012	103,374	119	19	35
Presort Postcards	197,982	427,967	229,985	216	116	218
Total Cards	755,620	1,088,979	333,359	144	44	83
Total	21,005,668	33,894,748	12,889,080	161	61	115
Priority Mail	2,307,317	4,352,693	2,045,376	189	89	166
Express Mail	720,028	841,217	121,189	117	17	32
Mailgrams	310	4,676	4,366	1,508	1,408	2,639
<b>Periodicals</b>						
In County	81,866	83,665	1,799	102	2	4
Regular Rate	1,573,326	1,688,945	115,619	107	7	14
Nonprofit	333,086	342,631	9,545	103	3	5
Classroom	11,835	10,540	(1,095)	91	(9)	(18)
Total	1,999,913	2,125,781	125,868	106	6	12
<b>Standard Mail A</b>						
Single Piece	0	0	0			
Bulk Rate ECR	2,038,197	NA	NA	NA	NA	NA
Bulk Rate Other	5,741,425	NA	NA	NA	NA	NA
Total Regular	7,779,622	12,326,049	4,546,427	158	58	110
Nonprofit ECR	127,079	201,408	74,329	158	58	110
Nonprofit Other	1,222,680	1,351,433	128,753	111	11	20
Total Nonprofit	1,349,759	1,552,841	203,082	115	15	28
Total	9,129,381	13,878,890	4,749,509	152	52	98
<b>Standard Mail B</b>						
Parcel Post	719,927	782,916	62,989	109	9	16
Bound Printed Matter	329,563	524,608	195,045	159	59	111
Special Rate	278,431	352,330	73,899	127	27	50
Library Rate	52,476	52,427	(49)	100	(0)	(0)
Total	1,380,396	1,712,281	331,885	124	24	45
Penalty	0	0	0			
Free-For-The-Blind	34,619	0	(34,619)			
Total Domestic Mail	36,577,632	56,810,286	20,232,654	155	55	104
Special Services	1,404,232	2,049,606	645,374	146	46	86
International Mail	1,369,844	1,643,844	274,000	120	20	37
Other Costs	245,457		(245,457)			
Other Income		217,242	217,242			
Total Rev & Attrib Costs	39,597,165	60,720,978	21,123,813	153	53.3468	100
Institutional Costs	21,617,178		(21,617,178)			
Prior Year Loss Recovery	446,933		(446,933)			
Continuing Appropriations		67,498	67,498			
Investment Income		54,371	54,371			
Grand Total	61,661,276	60,842,847	(818,429)			

1/ USPS proposed revenue decreased by \$809,000

USPS Presentation of TY AR Finances Using the Commission's Cost Methodology  
 With 32-Cent First-Class Rate and Revenues Transferred To Commercial Standard Mail

	(1)	(2)	(3)	(4)	(5)	(6)
	Attrib Cost w/ Contingency & Prior Yr Loss	USPS Proposed Revenue	Contribution to institutional Costs	Cost Coverage	Markups	Markup Indices
Description	PRC Method	Revenue	PRC Method	PRC Method	PRC Method	PRC Method
	Exh. MMA-1A p. 1, Col (5)	Exh USPS-308 (Rev. 9/19/7)	(2) - (1)	(2) / (1) * 100	(4) - 100	(5) / 55.3899*100
<b>First-Class Mail</b>						
Single Letters	15,494,399	NA	NA	NA	NA	NA
Presort Letters	4,755,649	NA	NA	NA	NA	NA
Total Letters 1/	20,250,048	32,805,769	12,555,721	162	62	112
Single Cards	557,638	661,012	103,374	119	19	33
Presort Postcards	197,982	427,967	229,985	216	116	210
Total Cards	755,620	1,088,979	333,359	144	44	80
Total	21,005,668	33,894,748	12,889,080	161	61	111
Priority Mail	2,307,317	4,352,693	2,045,376	189	89	160
Express Mail	720,028	841,217	121,189	117	17	30
Mailgrams	310	4,676	4,366	1,508	1,408	2,542
<b>Periodicals</b>						
In County	81,866	83,665	1,799	102	2	4
Regular Rate	1,573,326	1,688,945	115,619	107	7	13
Nonprofit	333,086	342,631	9,545	103	3	5
Classroom	11,635	10,540	(1,095)	91	(9)	(17)
Total	1,999,913	2,125,781	125,868	106	6	11
<b>Standard Mail A</b>						
Single Piece	0	0	0			
Bulk Rate ECR	2,038,197	NA	NA	NA	NA	NA
Bulk Rate Other	5,741,425	NA	NA	NA	NA	NA
Total Regular 2/	7,779,622	13,135,049	5,355,427	169	69	124
Nonprofit ECR	127,079	201,408	74,329	158	58	106
Nonprofit Other	1,222,680	1,351,433	128,753	111	11	19
Total Nonprofit	1,349,759	1,552,841	203,082	115	15	27
Total	9,129,381	14,687,890	5,558,509	161	61	110
<b>Standard Mail B</b>						
Parcel Post	719,927	782,916	62,989	109	9	16
Bound Printed Matter	329,563	524,608	195,045	159	59	107
Special Rate	278,431	352,330	73,899	127	27	48
Library Rate	52,476	52,427	(49)	100	(0)	(0)
Total	1,380,396	1,712,281	331,885	124	24	43
Penalty		0	0			
Free-For-The-Blind	34,619	0	(34,619)			
Total Domestic Mail	36,577,632	57,619,286	21,041,654	158	58	104
Special Services	1,404,232	2,049,606	645,374	146	46	83
International Mail	1,369,844	1,643,844	274,000	120	20	36
Other Costs	245,457		(245,457)			
Other Income		217,242	217,242			
Total Rev & Attrib Costs	39,597,165	61,529,978	21,932,813	155	55.3899	100
Institutional Costs	21,617,178		(21,617,178)			
Prior Year Loss Recovery	446,933		(446,933)			
Continuing Appropriations		67,498	67,498			
Investment Income		54,371	54,371			
Grand Total	61,661,276	61,651,847	(9,429)			

1/ USPS proposed revenue decreased by \$809,000

2/ USPS proposed revenue increased by \$809,000

Derivation of Net Revenue Impact if the 32-Cent First-Class Rate is Retained  
(Millions)

<u>Descriptor</u>	(1) <u>TY Volume</u> <u>@ 32 Cents</u>	(2) <u>TY Volume</u> <u>@ 33 Cents</u>	(3) <u>TY Revenue</u> <u>@ 32 Cents</u> <u>(1) x .32</u>	(4) <u>TY Reven</u> <u>@ 33 Cen</u> <u>(2) x .33</u>	(5) <u>Change in</u> <u>TY Revenue</u> <u>(4) - (3)</u>
Total First Class	95,901	95,447	30,688	31,497	809

Col (1) USPS-T-6, Table 1 (rev 10/9/97)  
Col (2) Id.

Summary of USPS Proposed Rate Increases  
Docket Nos. R90-1, R94-1 and R97-1  
(\$000)

MMA-1A W/P II  
Page 1 of 10

Description	R90-1	R90-1	R94-1	R94-1	R97-1	R97-1
	USPS Proposed Increase in Contrib (1)	USPS Proposed Rate Increase (2)	USPS Proposed Increase in Contrib (3)	USPS Proposed Rate Increase (4)	USPS Proposed Increase in Contrib (5)	USPS Proposed Rate Increase (6)
<b>First-Class Mail</b>						
Single Letters	2,808,649	18.34%	1,922,054	10.21%	439,240	2.48%
Presort Letters	1,381,355	21.71%	867,801	10.06%	415,255	4.45%
Total Letters	4,190,004	18.95%	2,789,855	10.15%	854,495	3.27%
Cards	147,811		80,505		70,242	
Total	4,337,815		2,870,360		901,598	
Priority Mail	185,597		210,665		330,923	
Express Mail	33,732		34,643		18,381	
Mailgrams	10,261		3,828		0	
<b>Periodicals</b>						
In County	28,469		24,281		1,992	
Outside County						
Nonprofit	71,140		41,428		11,932	
Classroom	4,963		(1,112)		1,006	
Regular Rate	267,984		123,178		64,112	
Total	372,556		187,775		79,042	
<b>Standard Mail A/3rd Class</b>						
Single Piece	33,526		78,568		72,422	
Bulk Rate Regular			474,129	9.95%	591,148	1.84%
Bulk Rate ECR			317,924	10.24%	(137,954)	3.02%
Total Regular	1,094,069	16.65%	792,053	10.25%	453,194	4.18%
Nonprofit			17,796		167,624	
Nonprofit ECR			6,558		(27,846)	
Total Nonprofit	216,937		24,354		139,778	
Total	1,344,532		894,975		665,692	
<b>Standard Mail B/4th Class</b>						
Parcel Post	87,912		80,330		78,431	
Bound Printed Mat	29,080		32,819		21,268	
Special Rate	28,215		38,479		(498)	
Library Rate	732		21,519		6,817	
Total	145,939		173,147		106,018	
Free-For-The-Blind	(141)		(22)		60	
International Mail	197,300		155,689		39,589	
Special Services	120,296		139,220		282,034	
Other Costs	31,420		115		15,612	
Other Income	6,147		23,507		1,711	
Grand Total	6,785,454	18.84%	4,670,395	9.97%	2,438,949	4.44%
Source:	Page 10 Col (3)	Page 9 Col (7)	Page 7 Col (3)	Page 6 Col (7)	Page 4 Col (3)	Page 4 Col (7)

USPS TY BR 1998 Finances  
Docket No. R97-1  
(\$000)

Description	Attributable		Percent of		Contribution		Markup		Unit
	Costs (1)	Revenue (2)	Costs (3)	to Inst Cost (4)	Markups (6)	Indices (5)	Volume (7)	Attrib Cost (8)	
			(2) / (1)	(2) - (1)		(6) / (5)		(1) / (7)	
<b>First-Class Mail</b>									
Single Letters	12,613,552	21,564,407	170.96%	8,950,855	70.96%	101.04%	54,394,309	0.2319	
Presort Letters	4,100,182	11,103,853	270.81%	7,003,671	170.81%	243.21%	41,506,989	0.0988	
Total Letters	16,713,734	32,668,260	195.46%	15,954,526	95.46%	135.91%	95,901,298	0.1743	
Single Cards	444,183	648,970	146.10%	204,787	46.10%	65.64%	3,141,434	0.1414	
Presort Postcards	166,168	410,873	247.26%	244,705	147.26%	209.67%	2,551,683	0.0851	
Total Cards	610,351	1,059,843	173.64%	449,492	73.64%	104.86%	5,693,117	0.1072	
Total	17,324,085	33,728,103	194.69%	16,404,018	94.69%	134.82%	101,594,415	0.1705	
Priority Mail	2,223,208	3,978,761	178.96%	1,755,553	78.96%	112.43%	1,123,760	1.9784	
Express Mail	420,793	833,065	197.98%	412,272	97.98%	139.50%	64,377	6.5364	
Mailgrams	508	4,676	920.47%	4,168	820.47%	1168.19%	4,757	0.1068	
<b>Periodicals</b>									
In County	82,273	82,586	100.38%	313	0.38%	0.54%	911,204	0.0903	
Outside County									
Nonprofit	335,643	334,871	99.77%	(772)	-0.23%	-0.33%	2,186,677	0.1535	
Classroom	13,798	10,577	76.66%	(3,221)	-23.34%	-33.24%	51,194	0.2695	
Regular Rate	1,585,181	1,632,125	102.96%	46,944	2.96%	4.22%	7,172,571	0.2210	
Total	2,016,895	2,060,159	102.15%	43,264	2.15%	3.05%	10,321,646	0.1954	
<b>Standard Mail A</b>									
Single Piece	229,928	157,506	68.50%	(72,422)	-31.50%	-44.85%	165,695	1.3877	
Bulk Rate Regular	4,953,506	7,192,729	145.20%	2,239,223	45.20%	64.36%	34,359,008	0.1442	
Bulk Rate ECR	2,165,566	4,722,276	218.06%	2,556,710	118.06%	168.10%	32,424,240	0.0668	
Total Regular	7,119,072	11,915,005	167.37%	4,795,933	67.37%	95.92%	66,783,248	0.1066	
Nonprofit	1,088,556	1,165,260	107.05%	76,704	7.05%	10.03%	10,123,229	0.1075	
Nonprofit ECR	157,658	281,791	166.05%	104,133	66.05%	94.04%	3,131,995	0.0503	
Total Nonprofit	1,246,214	1,427,051	114.51%	180,837	14.51%	20.66%	13,255,224	0.0940	
Total	8,595,214	13,499,562	157.06%	4,904,348	57.06%	61.24%	80,204,167	0.1072	
<b>Standard Mail B</b>									
Parcel Post	786,812	737,970	93.79%	(48,842)	-6.21%	-8.84%	241,588	3.2567	
Bound Printed Matter	335,959	493,286	146.83%	157,327	46.83%	66.68%	567,896	0.5916	
Special Rate	257,970	353,938	137.20%	95,968	37.20%	52.97%	200,562	1.2852	
Library Rate	51,742	48,287	93.28%	(3,475)	-6.72%	-9.56%	30,245	1.7108	
Total	1,432,483	1,633,461	114.03%	200,978	14.03%	19.98%	1,040,301	1.3770	
Free-For-The-Blind	31,817	0		(31,817)			56,390	0.5642	
International Mail	1,227,333	1,625,558	132.45%	398,225	32.45%	46.20%	1,025,247	1.1971	
<b>Special Services</b>									
Registry	83,553	91,928	110.02%	8,375	10.02%	14.27%	16,195	5.1592	
Certified	342,121	410,607	120.02%	68,486	20.02%	28.50%	304,153	1.1248	
Insurance	42,778	64,816	151.52%	22,038	51.52%	73.35%	31,438	1.3607	
COD	17,204	16,287	94.67%	(917)	-5.33%	-7.59%	3,936	4.3709	
Money Orders	147,432	237,331	160.98%	89,899	60.98%	86.82%	236,661	0.6230	
Stamped Envelopes	12,284	13,843	112.69%	1,559	12.69%	18.07%			
Stamped Cards	4,697								
Delivery Confirmation									
BPRS									
Packaging Service									
Special Handling	1,285			(1,285)					
Post Office Boxes	613,811	611,375	99.60%	(2,436)	-0.40%	-0.57%			
Other	0	301,695		301,695	-100.00%	-142.38%			
Total	1,265,165	1,747,882	138.15%	482,717	38.15%	54.32%	592,383	2.1357	
Other Costs	185,934			(185,934)	-100.00%	-142.38%			
Attributable Costs & Revenues	34,723,435	59,111,227	170.23%	24,387,792	70.23%	100.00%	195,435,060	0.1777	
Other Income		215,531		215,531					
Total Other Costs	26,704,228			(26,704,228)					
Prior Years Loss Recovery	446,933								
Continuing Appropriations		67,274		67,274					
Investment Income		33,580		33,580					
GRAND TOTAL	61,874,596	59,427,612	96.05%	(2,446,984)			196,027,443		
Source:	EXHIBIT USPS-30A Rev 9/19/97	EXHIBIT USPS-30A Rev 9/19/97					USPS-T-6 Table 1		



USPS TY AR 1998 Finances  
Docket No. R97-1  
(\$000)

Description	Attributable		Percent of		Contribution to Inst Cost	Markup		Unit
	Costs (1)	Revenue (2)	Costs (3)	(2) / (1) (2) - (1)		Markups (6)	Indices (5)	
							(6) / 7.779	(1) / (7)
<b>First-Class Mail</b>								
Single Letters	12,758,664	22,148,759	173.60%	9,390,095	73.60%	94.61%	54,517,802	0.2340
Presort Letters	4,047,084	11,466,010	283.32%	7,418,926	183.32%	235.65%	41,033,182	0.0986
Total Letters	16,805,748	33,614,769	200.02%	16,809,021	100.02%	128.58%	95,550,984	0.1759
Single Cards	432,261	661,012	152.92%	228,751	52.92%	68.03%	3,059,661	0.1413
Presort Postcards	160,123	427,967	267.27%	267,844	167.27%	215.03%	2,463,385	0.0650
Total Cards	592,384	1,088,979	183.83%	496,595	83.83%	107.76%	5,523,046	0.1073
Total	17,398,132	34,703,748	199.47%	17,305,616	99.47%	127.87%	101,074,030	0.1721
Priority Mail	2,266,217	4,352,693	192.07%	2,086,476	92.07%	118.36%	1,152,413	1.9665
Express Mail	410,564	841,217	204.89%	430,653	104.89%	134.84%	62,721	6.5459
Mailgrams	508	4,676	920.47%	4,168	820.47%	1054.72%	4,757	0.1068
<b>Periodicals</b>								
In County	81,360	83,665	102.83%	2,305	2.83%	3.64%	901,870	0.0902
Outside County								
Nonprofit	331,471	342,631	103.37%	11,160	3.37%	4.33%	2,161,077	0.1534
Classroom	12,755	10,540	82.63%	(2,215)	-17.37%	-22.32%	47,452	0.2688
Regular Rate	1,577,889	1,588,945	107.04%	111,056	7.04%	9.05%	7,147,574	0.2208
Total	2,003,475	2,125,781	106.10%	122,306	6.10%	7.85%	10,257,973	0.1953
<b>Standard Mail A</b>								
Single Piece	-298	0					0	
Bulk Rate Regular	5,191,674	8,022,045	154.52%	2,830,371	54.52%	70.08%	37,627,554	0.1380
Bulk Rate ECR	1,885,248	4,304,004	228.30%	2,418,756	128.30%	164.93%	28,686,181	0.0657
Total Regular	7,076,922	12,326,049	174.17%	5,249,127	74.17%	95.35%	66,313,735	0.1067
Nonprofit	1,107,105	1,351,433	122.07%	244,328	22.07%	28.37%	10,550,968	0.1049
Nonprofit ECR	125,121	201,408	160.97%	76,287	60.97%	78.38%	2,571,283	0.0487
Total Nonprofit	1,232,226	1,552,841	126.02%	320,615	26.02%	33.45%	13,122,251	0.0939
Total	8,308,850	13,878,890	167.04%	5,570,040	67.04%	86.18%	79,435,986	0.1046
<b>Standard Mail B</b>								
Parcel Post	753,327	782,916	103.93%	29,589	3.93%	5.05%	234,680	3.2103
Bound Printed Matter	346,013	524,608	151.62%	178,595	51.62%	66.35%	574,742	0.6020
Special Rate	256,860	352,330	137.17%	95,470	37.17%	47.78%	200,511	1.2810
Library Rate	49,085	52,427	106.81%	3,342	6.81%	8.75%	28,728	1.7086
Total	1,405,285	1,712,281	121.85%	306,996	21.85%	28.08%	1,038,641	1.3530
Free-For-The-Blind	31,757	0		(31,757)			56,390	0.5632
International Mail	1,206,030	1,643,844	136.30%	437,814	36.30%	46.67%	1,006,682	1.1980
<b>Special Services</b>								
Registry	76,778	122,606	159.69%	45,828	59.69%	76.73%	14,288	5.3736
Certified	326,044	448,962	137.70%	122,918	37.70%	48.46%	289,653	1.1256
Insurance	48,002	74,453	155.10%	26,451	55.10%	70.84%	30,600	1.5687
COD	16,988	18,024	106.10%	1,036	6.10%	7.84%	3,886	4.3716
Money Orders	147,365	237,240	160.99%	89,875	60.99%	78.40%	236,570	0.6229
Stamped Envelopes	12,308	16,008	130.06%	3,700	30.06%	38.64%		
Stamped Cards	4,585	11,660		7,075				
Delivery Confirmation	22,139	23,563	106.43%	1,424	6.43%	8.27%		
BPRS	5,410	8,370		2,960				
Packaging Service	28,098	34,705		6,607				
Special Handling	1,283	0		(1,283)				
Post Office Boxes	595,854	683,362	114.69%	87,508	14.69%	18.88%		
Other	0	370,652		370,652	-100.00%	-128.55%		
Total	1,284,854	2,049,605	159.52%	764,751	59.52%	76.51%	574,997	2.2345
Other Costs	170,322			(170,322)	-100.00%	-128.55%		
Attributable Costs & Revenues	34,485,994	61,312,735	177.79%	26,826,741	77.79%	100.00%	194,089,593	0.1777
Other Income		217,242		217,242				
Total Other Costs	26,683,278			(26,683,278)				
Prior Years Loss Recovery	446,933							
Continuing Appropriations		67,498		67,498				
Investment Income		54,371		54,371				
GRAND TOTAL	61,616,205	61,651,846	100.06%	35,641			194,664,590	
Source:	EXHIBIT USPS-30B (Rev 9/19/97)	EXHIBIT USPS-30B (Rev 9/19/97)					EXHIBIT USPS-30G (Rev 8/22/97)	

Evaluation of Docket No. R97-1 Institutional and Unit Costs  
(\$000)

Description	TY BR	TY AR	Requested	% of New	BR	AR	% Change	BR	AR	% Change
	Contribution	Contribution	Increase	Revenue	Unit Rev	Unit Rev		Unit Rev	Unit Rev	
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
			(2) - (1)	(3) / 2,438,949			(6) / (5)			(9) / (8)
<b>First-Class Mail</b>										
Single Letters	8,950,855	9,390,095	439,240	18%	.3964	.4063	2.48%	.1646	.1722	4.67%
Presort Letters	7,003,671	7,418,926	415,255	17%	.2675	.2794	4.45%	.1687	.1808	7.15%
Total Letters	15,954,526	16,809,021	854,495	35%	.3406	.3518	3.27%	.1654	.1759	5.74%
Single Cards	204,787	228,751	23,964	1%	.2066	.2160	4.58%	.0652	.0748	14.69%
Presort Postcards	244,705	267,844	23,139	1%	.1610	.1737	7.89%	.0959	.1087	13.38%
Total Cards	449,492	496,595	47,103	2%	.1862	.1972	5.81%	.0790	.0896	13.88%
Total	16,404,018	17,305,616	901,598	37%	.3320	.3433	3.42%	.1615	.1712	6.04%
Priority Mail	1,755,553	2,086,476	330,923	14%	3.5406	3.7770	6.68%	1.5622	1.8105	15.90%
Express Mail	412,272	430,653	18,381	1%	12.9404	13.4120	3.64%	6.4040	6.8662	7.22%
Mailgrams	4,168	4,168	0	0%	.9830	.9830	0.00%	.9762	.9762	0.00%
<b>Periodicals</b>										
In County	313	2,305	1,992	0%	.0906	.0928	2.35%	.0003	.0026	644.04%
Outside County										
Nonprofit	(772)	11,160	11,932	0%	.1531	.1585	3.53%	-.0004	.0052	-1562.72%
Classroom	(3,221)	(2,215)	1,006	0%	.2066	.2221	7.51%	-.0629	-.0467	-25.81%
Regular Rate	46,944	111,056	64,112	3%	.2276	.2363	3.84%	.0085	.0155	137.40%
Total	43,284	122,306	79,042	3%	.1996	.2072	3.83%	.0042	.0119	184.45%
<b>Standard Mail A</b>										
Single Piece	(72,422)	0	72,422	3%	.9506			-.4371		
Bulk Rate Regular	2,239,223	2,830,371	591,148	24%	.2093	.2132	1.84%	.0652	.0752	15.42%
Bulk Rate ECR	2,556,710	2,418,756	(137,954)	-6%	.1456	.1500	3.02%	.0789	.0843	6.83%
Total Regular	4,795,933	5,249,127	453,194	19%	.1784	.1859	4.18%	.0718	.0792	10.22%
Nonprofit	76,704	244,328	167,624	7%	.1151	.1281	11.28%	.0076	.0232	205.62%
Nonprofit ECR	104,133	76,287	(27,846)	-1%	.0836	.0783	-6.29%	.0332	.0297	-10.77%
Total Nonprofit	180,837	320,615	139,778	6%	.1077	.1183	9.92%	.0136	.0244	79.09%
Total	4,904,348	5,570,040	665,692	27%	.1683	.1747	3.80%	.0611	.0701	14.67%
<b>Standard Mail B</b>										
Parcel Post	(48,842)	29,589	78,431	3%	3.0545	3.3384	9.23%	-.2022	.1261	-162.37%
Bound Printed Matter	157,327	178,595	21,268	1%	.8686	.9128	5.08%	.2770	.3107	12.17%
Special Rate	95,968	95,470	(498)	0%	1.7647	1.7572	-0.43%	.4785	.4761	-0.49%
Library Rate	(3,475)	3,342	6,817	0%	1.5959	1.8249	14.35%	-.1149	.1163	-201.25%
Total	200,978	306,996	106,018	4%	1.5702	1.6486	4.99%	.1932	.2956	53.00%
Free-For-The-Blind	(31,817)	(31,757)	60	0%						
International Mail	398,225	437,814	39,589	2%	1.5855	1.6329	2.99%	.3884	.4349	11.97%
<b>Special Services</b>										
Registry	8,375	45,828	37,453	2%	5.6763	8.5810	51.17%	.5171	3.2074	520.23%
Certified	68,486	122,918	54,432	2%	1.3500	1.5500	14.81%	.2252	.4244	88.46%
Insurance	22,038	26,451	4,413	0%	2.0617	2.4331	18.01%	.7010	.8644	23.31%
COD	(917)	1,036	1,953	0%	4.1380	4.6382	12.09%	-.2330	.2666	-214.43%
Money Orders	89,899	89,875	(24)	0%	1.0028	1.0028	0.00%	.3799	.3799	0.01%
Stamped Envelopes	1,559	3,700	2,141	0%						
Stamped Cards	0	7,075	7,075	0%						
Delivery Confirmation	0	1,424	1,424	0%						
BPRS	0	2,960	2,960	0%						
Packaging Service	0	6,607	6,607	0%						
Special Handling	(1,285)	(1,283)	2	0%						
Post Office Boxes	(2,436)	87,508	89,944	4%						
Other	301,695	370,652	68,957	3%						
Total	482,717	764,751	282,034	12%	2.9506	3.5645	20.81%	.8149	1.3300	63.22%
Other Costs	(185,934)	(170,322)	15,612	1%						
Attributable Costs & Revenues	24,387,792	26,826,741	2,438,949	100%	.3025	.3159	4.44%	.1248	.1382	10.76%
Other Income	215,531	217,242	1,711	0%						
Total Other Costs	(26,704,228)	(26,683,278)	20,950	1%						
Prior Years Loss Recovery	0	0	0	0%						
Continuing Appropriations	67,274	67,498	224	0%						
Investment Income	33,580	54,371	20,791	1%						
GRAND TOTAL	(2,000,051)	482,574	2,482,625	101.79%						

Source: Page 2 Page 3 Page 2 Page 3 (5) - p2 (8) (6) - p3 (8)  
Col (4) Col (4) (2) / (7) (2) / (7)

USPS TY BR 1995 Finances  
Docket No. R94-1  
(\$000)

MMA-1 W/P II  
Page 5 of 10

Description	Attributable		Percent of Costs (3) (2) / (1)	Contribution to Inst Cost (4) (2) - (1)	Volume (5)	Unit Revenue (6) (2) / (5)
	Costs (1)	Revenue (2)				
<b>First-Class Mail</b>						
Single Letters	13,421,382	19,912,863	148.37%	6,491,481	56,506,708	.3524
Presort Letters	4,309,063	9,300,137	215.83%	4,991,074	35,630,881	.2610
Total Letters	17,730,445	29,213,000	164.76%	11,482,555	92,137,589	.3171
Single Cards	520,933	611,651	117.41%	90,718		
Presort Postcards	121,301	234,584	193.39%	113,283		
Total Cards	642,234	846,235	131.76%	204,001		
Total	18,372,679	30,059,235	163.61%	11,686,556		
Priority Mail	1,388,869	2,635,915	189.79%	1,247,046		
Express Mail	579,812	686,152	118.34%	106,340		
Mailgrams	8,459	4,631	54.75%	(3,828)		
<b>Periodicals</b>						
In County	99,663	76,981	77.24%	(22,682)		
Outside County						
Nonprofit	336,250	307,194	91.36%	(29,056)		
Classroom	12,919	14,709	113.86%	1,790		
Regular Rate	1,356,981	1,426,454	105.12%	69,473		
Total	1,805,813	1,825,338	101.08%	19,525		
<b>Third Class</b>						
Single Piece	282,053	205,471	72.85%	(76,582)		
Bulk Rate Regular--Other	4,416,862	5,017,826	113.61%	600,964	28,002,623	.1792
Bulk Rate Car Rt	2,051,998	4,080,980	198.88%	2,028,982	30,829,523	.1324
Total Regular	6,468,860	9,098,806	140.66%	2,629,946	58,832,146	.1547
Nonprofit--Other	1,091,208	1,094,615	100.31%	3,407		
Nonprofit Car Rt	165,777	252,460	152.29%	86,683		
Total Nonprofit	1,256,985	1,347,075	107.17%	90,090		
Total	8,007,898	10,651,352	133.01%	2,643,454		
<b>Fourth Class</b>						
Parcel Post	705,389	635,846	90.14%	(69,543)		
Bound Printed Matter	281,762	339,064	120.34%	57,302		
Special Rate	326,975	291,422	89.13%	(35,553)		
Library Rate	51,656	30,337	58.73%	(21,319)		
Total	1,365,782	1,296,669	94.94%	(69,113)		
Free-For-The-Blind	29,498	0	0.00%	(29,498)		
International Mail	1,366,717	1,514,586	110.82%	147,869		
<b>Special Services</b>						
Registry	81,112	106,467	131.26%	25,355		
Certified	311,391	487,561	156.58%	176,170		
Insurance	35,813	49,819	139.11%	14,006		
COD	24,292	17,919	73.77%	(6,373)		
Special Delivery	1,851	1,007	54.39%	(844)		
Money Orders	204,506	206,679	101.06%	2,173		
Stamped Envelopes	13,714	21,090	153.78%	7,376		
Special Handling	2,513	0	0.00%	(2,513)		
Post Office Boxes	503,622	519,216	103.10%	15,594		
Other	0	14,853		14,853		
Total	1,178,814	1,424,611	120.85%	245,797		
Other Costs	222,217			(222,217)		
Attributable Costs & Revenues	34,326,558	50,098,489	145.95%	15,771,931	182,073,600	2752
Other Income		204,913		204,913		
Total Other Costs	19,916,774			(19,916,774)		
Prior Years Loss Recovery	936,226					
Continuing Appropriations		117,000		117,000		
Investment Income		34,434		34,434		
GRAND TOTAL	55,179,558	50,454,836	91.44%	(4,724,722)		

Source: USPS-11A USPS-11A USPS-7R  
Page 2 Page 2 Pages 8, 15, 18

USPS TY AR 1995 Finances  
Docket No. R94-1  
(\$000)

MMA-1A W/P II  
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Description	Attributable Costs (1)	Revenue (2)	Percent of Costs (3) (2) / (1)	Contribution to Inst Cost (4) (2) - (1)	Volume (5)	Unit Revenue (6) (2) / (5)	% Change in Unit Revenue (7)
<b>First-Class Mail</b>							
Single Letters	13,256,875	21,670,410	163.47%	8,413,535	55,796,738	.3884	10.21%
Presort Letters	4,258,954	10,117,829	237.57%	5,858,875	35,221,427	.2873	10.06%
Total Letters	17,515,829	31,788,239	181.48%	14,272,410	91,018,165	.3493	10.15%
Single Cards	499,651	651,855	130.46%	152,204			
Presort Postcards	116,726	249,028	213.34%	132,302			
Total Cards	616,377	900,883	146.16%	284,506			
Total	18,132,206	32,689,122	180.28%	14,556,916			
Priority Mail	1,341,259	2,798,970	208.68%	1,457,711			
Express Mail	547,492	688,475	125.75%	140,983			
Mailgrams	8,451	8,451	100.00%	0			
<b>Periodicals</b>							
In County	74,712	76,311	102.14%	1,599			
Outside County							
Nonprofit	340,588	352,960	103.63%	12,372			
Classroom	13,601	14,279	104.98%	678			
Regular Rate	1,366,657	1,559,308	114.10%	192,651			
Total	1,795,558	2,002,858	111.55%	207,300			
<b>Third Class</b>							
Single Piece	254,530	256,516	100.78%	1,986			
Bulk Rate Regular--Other	4,336,736	5,411,829	124.79%	1,075,093	27,467,219	.1970	9.95%
Bulk Rate Car Rt	1,980,277	4,327,183	218.51%	2,346,906	29,652,244	.1459	10.24%
Total Regular	6,317,013	9,739,012	154.17%	3,421,999	57,119,463	.1705	10.25%
Nonprofit--Other	1,112,074	1,133,277	101.91%	21,203			
Nonprofit Car Rt	168,840	262,081	155.22%	93,241			
Total Nonprofit	1,280,914	1,395,358	108.93%	114,444			
Total	7,852,457	11,390,886	145.06%	3,538,429			
<b>Fourth Class</b>							
Parcel Post	656,457	667,244	101.64%	10,787			
Bound Printed Matter	278,127	368,248	132.40%	90,121			
Special Rate	316,185	319,111	100.93%	2,926			
Library Rate	41,719	41,919	100.48%	200			
Total	1,292,488	1,396,522	108.05%	104,034			
Free-For-The-Blind	29,520	0	0.00%	(29,520)			
International Mail	1,367,040	1,670,598	122.21%	303,558			
<b>Special Services</b>							
Registry	79,573	114,828	144.31%	35,255			
Certified	305,826	526,248	172.07%	220,422			
Insurance	34,640	53,228	153.66%	18,588			
COD	23,941	24,508	102.37%	567			
Special Delivery	1,663	1,655	99.52%	(8)			
Money Orders	193,182	213,870	110.71%	20,688			
Stamped Envelopes	13,714	23,959	174.70%	10,245			
Special Handling	2,518	0	0.00%	(2,518)			
Post Office Boxes	493,662	554,607	112.35%	60,945			
Other	0	20,833		20,833			
Total	1,148,719	1,533,736	133.52%	385,017			
Other Costs	222,102			(222,102)			
Attributable Costs & Revenues	33,737,292	54,179,618	160.59%	20,442,326	179,047,100	3026	9.97%
Other Income		228,420		228,420			
Total Other Costs	19,909,140			(19,909,140)			
Prior Years Loss Recovery	936,226						
Continuing Appropriations		108,430		108,430			
Investment Income		42,010		42,010			
GRAND TOTAL	54,582,658	54,558,478	99.96%	(24,180)			

Source: USPS-11A Page 1 USPS-11A Page 1 USPS-7X Pages 8, 15, 18

Evaluation of TY 1995 Institutional Costs  
Docket No. R94-1  
(\$000)

MMA-1A W/P II  
Page 7 of 10

Description	TY BR	TY AR	Requested	% of New	TY BR	TY AR	% Change
	Contribution	Contribution	Increase	Revenue	Unit	Unit	In Unit
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(3) / 4,670,395			
<b>First-Class Mail</b>							
Single Letters	6,491,481	8,413,535	1,922,054	41%	0.1149	0.1508	31.26%
Presort Letters	4,991,074	5,858,875	867,801	19%	0.1401	0.1663	18.75%
Total Letters	11,482,555	14,272,410	2,789,855	60%	0.1246	0.1568	25.83%
Single Cards	90,718	152,204	61,486	1%			
Presort Postcards	113,283	132,302	19,019	0%			
Total Cards	204,001	284,506	80,505	2%			
Total	11,686,556	14,556,916	2,870,360	61%			
Priority Mail	1,247,046	1,457,711	210,665	5%			
Express Mail	106,340	140,983	34,643	1%			
Mailgrams	(3,828)	0	3,828	0%			
<b>Periodicals</b>							
In County	(22,682)	1,599	24,281	1%			
Outside County							
Nonprofit	(29,056)	12,372	41,428	1%			
Classroom	1,790	678	(1,112)	0%			
Regular Rate	69,473	192,651	123,178	3%			
Total	19,525	207,300	187,775	4%			
<b>Third Class</b>							
Single Piece	(76,582)	1,986	78,568	2%			
Bulk Rate Regular—Other	600,964	1,075,093	474,129	10%	0.0215	0.0391	82.38%
Bulk Rate Car Rt	2,028,982	2,346,906	317,924	7%	0.0658	0.0791	20.26%
Total Regular	2,629,946	3,421,999	792,053	17%	0.0447	0.0599	34.02%
Nonprofit—Other	3,407	21,203	17,796	0%			
Nonprofit Car Rt	86,683	93,241	6,558	0%			
Total Nonprofit	90,090	114,444	24,354	1%			
Total	2,643,454	3,538,429	894,975	19%			
<b>Fourth Class</b>							
Parcel Post	(69,543)	10,787	80,330	2%			
Bound Printed Matter	57,302	90,121	32,819	1%			
Special Rate	(35,553)	2,926	38,479	1%			
Library Rate	(21,319)	200	21,519	0%			
Total	(69,113)	104,034	173,147	4%			
Free-For-The-Blind	(29,498)	(29,520)	(22)	0%			
International Mail	147,869	303,558	155,689	3%			
<b>Special Services</b>							
Registry	25,355	35,255	9,900	0%			
Certified	176,170	220,422	44,252	1%			
Insurance	14,006	18,588	4,582	0%			
COD	(6,373)	567	6,940	0%			
Special Delivery	0	0	0	0%			
Money Orders	2,173	20,688	18,515	0%			
Stamped Envelopes	7,376	10,245	2,869	0%			
Special Handling	(2,513)	(2,518)	(5)	0%			
Post Office Boxes	15,594	60,945	45,351	1%			
Other	14,853	20,833	5,980	0%			
Total	245,797	385,017	139,220	3%			
Other Costs	(222,217)	(222,102)	115	0%			
Attributable Costs & Revenues	15,771,931	20,442,326	4,670,395	100%			
Other Income	204,913	228,420	23,507	1%			
Total Other Costs	(19,916,774)	(19,909,140)	7,634	0%			
Prior Years Loss Recovery	0	0	0	0%			
Continuing Appropriations	117,000	108,430	(8,570)	0%			
Investment Income	34,434	42,010	7,576	0%			
				0%			
GRAND TOTAL	(4,724,722)	(24,180)	4,700,542	101%			

Source: Page 5 Page 6 (1) div by (2) div by (6) / (5) - 1  
Col (4) Col (4) p. 5, Col (5) p. 6, Col (5)

USPS TY BR 1992 Finances  
Docket No. R90-1  
(\$000)

MMA-1 W/P II  
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Description	Attributable		Percent of Costs (3) (2) / (1)	Contribution to Inst Cost (4) (2) - (1)	Volume (5)	Unit Revenue (6) (2) / (5)
	Costs (1)	Revenue (2)				
<b>First-Class Mail</b>						
Single Letters	13,705,249	17,749,187	129.51%	4,043,938	59,029,068	.3007
Presort Letters	3,462,707	6,592,631	190.39%	3,129,924	29,400,363	.2242
Total Letters	17,167,956	24,341,818	141.79%	7,173,862	88,429,431	.2753
Cards	624,896	749,281	119.90%	124,385		
Total	17,792,852	25,091,099	141.02%	7,298,247		
Priority Mail	1,137,913	1,684,689	148.05%	546,776		
Express Mail	569,098	721,767	126.83%	152,669		
Mailgrams	16,457	6,598	40.09%	(9,859)		
<b>Periodicals</b>						
In County	145,296	116,836	80.41%	(28,460)		
Outside County						
Nonprofit	336,289	264,866	78.76%	(71,423)		
Classroom	13,244	8,281	62.53%	(4,963)		
Regular Rate	1,317,999	1,287,730	97.70%	(30,269)		
Total	1,812,828	1,677,713	92.55%	(135,115)		
<b>Third Class</b>						
Single Piece	227,240	225,516	99.24%	(1,724)		
Bulk Rate Regular	6,327,558	7,626,930	120.54%	1,299,372	57,017,809	.1338
Bulk Rate Nonprofit	1,192,292	982,774	82.43%	(209,518)		
Total	7,747,090	8,835,220	114.05%	1,088,130		
<b>Fourth Class</b>						
Parcel Post	413,849	333,125	80.49%	(80,724)		
Bound Printed Matter	238,311	320,357	134.43%	82,046		
Special Rate	250,808	228,694	91.18%	(22,114)		
Library Rate	63,929	63,467	99.28%	(462)		
Total	966,897	945,643	97.80%	(21,254)		
Free-For-The-Blind	20,489	0	0.00%	(20,489)		
International Mail	945,168	1,115,770	118.05%	170,602		
Special Services	1,137,042	1,202,164	105.73%	65,122		
Other Costs	218,555			(218,555)		
Attributable Costs & Revenues	32,364,389	41,280,663	127.55%	8,916,274	177,578,700	.2325
Other Income		137,113		137,113		
Total Other Costs	16,758,798			(16,758,798)		
Prior Years Loss Recovery	256,000					
Continuing Appropriations		492,792		492,792		
Investment Income		33,786		33,786		
GRAND TOTAL	49,379,187	41,944,354	84.94%	(7,434,833)		

Source:

USPS 18A  
Page 2

USPS 18A  
Page 2

USPS 17C  
Pages 8, 15, 18

USPS TY AR 1992 Finances  
Docket No. R90-1  
(\$000)

MMA-1A W/P II  
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Description	Attributable Costs (1)	Revenue (2)	Percent of Costs (3) (2) / (1)	Contribution to Inst Cost (4) (2) - (1)	Volume (5)	Unit Revenue (6) (2) / (5)	% Change in Unit Revenue (7)
<b>First-Class Mail</b>							
Single Letters	13,131,559	19,984,146	152.18%	6,852,587	56,159,811	.3558	18.34%
Presort Letters	3,472,816	7,984,095	229.90%	4,511,279	29,254,341	.2729	21.71%
Total Letters	16,604,375	27,968,241	168.44%	11,363,866	85,414,152	.3274	18.95%
Cards	475,007	747,203	157.30%	272,196			
Total	17,079,382	28,715,444	168.13%	11,636,062			
Priority Mail	1,144,137	1,876,510	164.01%	732,373			
Express Mail	489,765	676,166	138.06%	186,401			
Mailgrams	16,526	16,928	102.43%	402			
<b>Periodicals</b>							
In County	129,582	129,591	100.01%	9			
Outside County							
Nonprofit	333,350	333,067	99.92%	(283)			
Classroom	0	0		0			
Regular Rate	1,251,814	1,489,529	118.99%	237,715			
Total	1,714,746	1,952,187	113.85%	237,441			
<b>Third Class</b>							
Single Piece	213,365	245,167	114.90%	31,802			
Bulk Rate Regular	5,983,294	8,376,735	140.00%	2,393,441	53,686,592	.1560	16.65%
Bulk Rate Nonprofit	1,190,200	1,197,619	100.62%	7,419			
Total	7,386,859	9,819,521	132.93%	2,432,662			
<b>Fourth Class</b>							
Parcel Post	376,073	383,261	101.91%	7,188			
Bound Printed Matter	216,073	327,199	151.43%	111,126			
Special Rate	236,257	242,358	102.58%	6,101			
Library Rate	63,648	63,918	100.42%	270			
Total	892,051	1,016,736	113.98%	124,685			
Free-For-The-Blind	20,630	0	0.00%	(20,630)			
International Mail	948,280	1,316,182	138.80%	367,902			
Special Services	1,129,225	1,314,643	116.42%	185,418			
Other Costs	187,135			(187,135)			
Attributable Costs & Revenues	31,008,736	46,704,317	150.62%	15,695,581	169,058,600	.2763	18.84%
Other Income		143,260		143,260			
Total Other Costs	16,814,256			(16,814,256)			
Prior Years Loss Recovery	285,715						
Continuing Appropriations		575,285		575,285			
Investment Income		679,032		679,032			
GRAND TOTAL	48,108,707	48,101,894	99.99%	(6,813)			

Source:

USPS 18A  
Page 1

USPS 18A  
Page 1

USPS 17E  
Pages 8, 15, 18

Evaluation of TY 1992 Institutional Costs  
Docket No. R90-1  
(\$000)

MMA-1A W/P II  
Page 10 of 10

Description	TY BR	TY AR	Requested	% of New	TY BR	TY AR	% Change
	Contribution	Contribution	Increase	Revenue	Unit	Unit	In Unit
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
			(2) - (1)	(3) / 6,779,307			
<b>First-Class Mail</b>							
Single Letters	4,043,938	6,852,587	2,808,649	41%	0.0685	0.1220	78.11%
Presort Letters	3,129,924	4,511,279	1,381,355	20%	0.1065	0.1542	44.85%
Total Letters	7,173,862	11,363,866	4,190,004	62%	0.0811	0.1330	64.00%
Cards	124,385	272,196	147,811	2%			
Total	7,298,247	11,636,062	4,337,815	64%			
Priority Mail	546,776	732,373	185,597	3%			
Express Mail	152,669	186,401	33,732	0%			
Mailgrams	(9,859)	402	10,261	0%			
<b>Periodicals</b>							
In County	(28,460)	9	28,469	0%			
Outside County							
Nonprofit	(71,423)	(283)	71,140	1%			
Classroom	(4,963)	0	4,963	0%			
Regular Rate	(30,269)	237,715	267,984	4%			
Total	(135,115)	237,441	372,556	5%			
<b>Third Class</b>							
Single Piece	(1,724)	31,802	33,526	0%			
Bulk Rate Regular	1,299,372	2,393,441	1,094,069	16%	0.0228	0.0446	95.63%
Bulk Rate Nonprofit	(209,518)	7,419	216,937	3%			
Total	1,088,130	2,432,662	1,344,532	20%			
<b>Fourth Class</b>							
Parcel Post	(80,724)	7,188	87,912	1%			
Bound Printed Matter	82,046	111,126	29,080	0%			
Special Rate	(22,114)	6,101	28,215	0%			
Library Rate	(462)	270	732	0%			
Total	(21,254)	124,685	145,939	2%			
Free-For-The-Blind	(20,489)	(20,630)	(141)	0%			
International Mail	170,602	367,902	197,300	3%			
Special Services	65,122	185,418	120,296	2%			
Other Costs	(218,555)	(187,135)	31,420	0%			
Attributable Costs & Revenues	8,916,274	15,695,581	6,779,307	100%			
Other Income	137,113	143,260	6,147	0%			
Total Other Costs	(16,758,798)	(16,814,256)	(55,458)	-1%			
Prior Years Loss Recovery	0	0	0	0%			
Continuing Appropriations	492,792	575,285	82,493	1%			
Investment Income	33,786	679,032	645,246	10%			
	0	0	0	0%			
GRAND TOTAL	(7,434,833)	(6,813)	7,428,020	110%			

Source:

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Col (4)

Page 8

Col (4)

(1) div by (2) div by (6) / (5) - 1  
p. 8, Col (5) p. 9, Col (5)



Estimation of "Appendix F" Derived Cost Differences  
 Between First-Class Single Piece and  
 Non-Carrier Route Presorted Letters

<u>Description</u>	(1)	(2)	(3)	(4)
	<u>USPS FY 98 Unit Labor Cost</u>	<u>PRC FY 98 Total Unit Cost (1) x (2)</u>	<u>Unit Revenue @ USPS Proposed 1 oz. Rates</u>	<u>Rate "Cushion" Over Cost Difference</u>
First-Class Letter-Shaped:				
Single Piece Letters	11.742	15.84 1/	33.0	
Non-Carrier Route Presorted	4.606	5.67 2/	26.8 3/	
Difference	7.136	10.17	6.2	3.96

Col (1) LR H-106, p. II-5

1/ Response to MMA/USPS-FU-7, TR19-B: 8775-76

2/ LR H-301, p. I-2

3/ 1-ounce rates weighted by TY BR volumes as follows

<u>Rate Category</u>	USPS Proposed	
	<u>Rate (cents)</u>	<u>TY BR Volume (million)</u>
Presorted	31.0	4,995
Automated Basic	27.5	4,285
Automated 3-Digit	26.5	20,643
Automated 5-Digit	24.9	9,375
Total Weighted Average	26.8	39,297

PRC Costing Methodology (Based on LR H-196, Revised 9/4/97)  
Docket No. R97-1, BY 96

Description	1	2	3	4	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	23	Final		% Of	
	Postmaster	Sucessor	Click Mail	CR-MH GAGLS	CDC In-Office	CDC Street/Time	VSR	Spec Del Messages	Rural Carriers	Cost & Mail	Motor Yeh. Serv.	Misc. On-Costs	Transport	Building Occupancy	Supplies & Services	Research & Development	Admin & Rec. Op.	Gen Mgmt Statema	Other Acc. Exp.	PESSN	Subtotal	Adjustments		Total
<b>Exec/Class Mail</b>																								
Single Letters	113,133	865,864	7,068,498	2,489	1,354,468	874,870	15,270	1,186	276,703	410,361	58,257	2,414	539,586	0	376,810	0	250,930	0	0	2,302,521	14,512,980		14,512,980	41%
Presort Letters	57,877	238,894	1,448,817	541	868,940	562,982	8,692	0	243,114	97,409	23,818	1,378	242,688	0	50,819	0	75,884	0	0	877,444	4,390,857		4,390,857	12%
Total Letters	170,810	1,104,758	8,518,315	3,030	2,023,408	1,427,832	24,962	1,186	519,817	507,770	81,875	3,792	782,254	0	427,429	0	326,814	0	0	2,979,965	18,903,817		18,903,817	53%
Single Cards	3,348	33,244	258,258	83	57,755	40,438	122	87	19,561	11,100	2,518	110	7,883	0	17,809	0	8,990	0	0	79,044	540,828		540,828	2%
Presort Postcards	1,769	8,702	58,424	21	21,802	18,720	96	0	10,684	2,616	873	47	1,880	0	1,848	0	2,756	0	0	23,149	151,088		151,088	0%
Total Cards	5,117	41,946	314,882	104	79,357	59,158	218	87	30,245	13,716	3,189	157	9,863	0	19,458	0	12,446	0	0	102,193	691,916		691,916	2%
Total	175,927	1,146,704	8,832,897	3,134	2,102,765	1,486,990	25,180	1,253	550,062	521,466	85,064	3,949	792,117	0	446,887	0	339,260	0	0	3,082,158	19,595,733		19,595,733	55%
Priority Mail	17,725	80,812	563,957	111	33,192	34,208	10,798	21	9,451	6,874	3,657	82	567,020	0	97,052	0	16,809	0	0	217,579	1,619,046		1,619,046	5%
Express Mail	3,933	18,807	183,188	0	19,344	27,418	786	39,813	4,475	508	7,248	280	108,856	0	24,706	0	7,036	0	499	100,075	554,610		554,610	2%
Mailgrams	0	17	141	0	1	44	0	0	13	1	3	0	0	0	3	0	5	0	0	31	259		259	0%
<b>Periodicals</b>																								
In County	404	3,833	19,820	3	12,874	11,998	1,219	0	10,943	242	594	30	46	0	364	0	1,408	0	0	11,367	75,363		75,363	0%
Outside County																								
Regular Rate	8,432	72,870	521,826	83	135,047	99,995	15,936	43	87,081	11,789	6,078	276	229,813	0	11,474	0	21,778	0	0	230,139	1,452,220		1,452,220	4%
Nonprofit	1,753	15,350	97,528	15	32,896	30,211	3,173	13	27,488	2,781	1,518	78	53,915	0	2,155	0	4,828	0	0	46,864	320,530		320,530	1%
Classroom	50	877	5,343	1	1,110	841	153	0	734	175	55	2	1,899	0	128	0	208	0	0	2,265	13,639		13,639	0%
Total	10,639	92,630	644,615	102	181,897	143,043	20,481	58	128,228	14,947	8,243	384	285,473	0	14,119	0	28,222	0	0	280,675	1,861,752		1,861,752	5%
<b>Standard Mail A</b>																								
Single Piece	723	13,319	101,317	21	17,893	7,263	227	57	984	4,660	859	27	24,248	0	3,342	0	3,348	0	0	35,547	213,845		213,845	1%
Bulk Rate ECR	22,945	94,325	338,862	59	358,958	479,034	20,321	0	242,788	11,886	18,920	1,032	46,557	0	10,085	0	35,947	0	0	314,188	1,995,865		1,995,865	8%
Bulk Rate Other	33,755	249,653	1,825,987	374	510,102	445,278	20,012	0	259,455	87,107	19,335	1,103	238,895	0	57,297	0	78,409	0	0	758,054	4,584,586		4,584,586	13%
Total Regular	58,700	343,978	2,164,849	433	889,058	924,312	40,333	0	502,223	98,793	38,255	2,135	285,222	0	87,362	0	114,356	0	0	1,072,242	6,580,251		6,580,251	18%
Nonprofit ECR	1,290	7,047	34,786	8	25,194	25,280	1,027	0	13,178	1,778	887	81	5,822	0	1,080	0	2,505	0	0	22,865	142,798		142,798	0%
Nonprofit Other	5,788	58,808	443,021	91	116,550	93,679	3,364	0	81,886	21,086	3,109	252	47,968	0	13,748	0	18,407	0	0	178,539	1,086,307		1,086,307	3%
Total Nonprofit	7,078	65,855	477,787	99	143,744	118,939	4,391	0	75,064	22,878	3,996	313	53,791	0	14,828	0	20,912	0	0	199,404	1,209,073		1,209,073	3%
Total	64,501	423,152	2,743,953	551	1,030,895	1,050,514	44,951	67	578,271	126,329	43,110	2,475	363,281	0	85,530	0	138,818	0	0	1,307,193	8,003,189		8,003,189	22%
<b>Standard Mail B</b>																								
Parcel Post	3,630	22,883	192,176	0	7,465	24,283	13,632	8	7,077	10,843	3,951	43	290,851	0	8,698	0	8,459	0	0	114,088	703,493		703,493	2%
Bound Printed Matter	2,362	12,686	90,126	0	9,033	29,931	7,221	29	7,408	5,572	3,840	48	49,825	0	3,375	0	3,787	0	0	48,009	273,088		273,088	1%
Special Rate	1,787	11,282	95,719	0	8,825	15,171	2,635	8	3,900	8,732	1,489	28	49,358	0	3,905	0	3,294	0	0	45,810	247,731		247,731	1%
Library Rate	256	2,307	20,751	0	854	2,494	330	0	1,058	1,372	234	4	11,392	0	821	0	889	0	0	9,293	51,636		51,636	0%
Total	8,125	48,958	398,772	0	23,777	71,888	23,818	38	19,445	24,319	9,494	124	401,024	0	14,757	0	14,208	0	0	217,198	1,275,948		1,275,948	4%
Penalty	0	17,805	147,934	0	9,585	8,144	807	0	1,589	3,316	652	17	11,221	0	3,347	0	4,289	0	0	39,800	246,276	-246,276	0	0%
Free-For-The-Blind	0	1,811	13,024	0	1,405	2,022	277	0	534	733	139	4	3,119	0	421	0	448	0	0	5,232	28,969		28,969	0%
International Mail	7,363	35,441	328,851	0	10,810	12,080	2,957	18,553	2,485	14,480	3,761	121	718,340	0	28,937	0	9,814	0	363	114,820	1,302,756		1,302,756	4%
Special Services	8,295	57,570	484,989	85	40,438	64,803	0	1,853	65,104	5,328	1,467	158	0	0	12,058	0	18,953	0	18,220	644,034	1,422,373		1,422,373	4%
Total Volume Variable	296,508	1,903,107	14,340,211	3,992	3,453,890	2,898,931	128,855	59,455	1,357,865	718,420	182,836	7,592	3,238,430	0	727,818	0	578,501	0	17,082	6,018,595	35,910,891	-246,276	35,664,615	100%
Percentage	18%	58%	87%	43%	86%	39%	32%	56%	40%	34%	27%	3%	86%	0%	30%	0%	13%	0%	1%	65%	85%		85%	
Total Fixed	1,388,017	1,377,864	2,115,880	5,318	492,472	4,618,158	280,428	48,178	2,019,368	1,395,155	436,584	285,827	521,289	1,298,885	1,889,044	55,488	3,780,044	35,654	3,321,788	(6,018,595)	19,065,639	246,276	19,311,915	
Percentage	82%	42%	13%	57%	12%	81%	68%	44%	80%	66%	73%	87%	14%	100%	70%	100%	87%	100%	99%	35%	35%		35%	
Grand Total	1,684,525	3,280,971	18,456,091	8,311	3,946,362	7,515,087	410,284	105,631	3,377,061	2,113,575	601,432	273,419	3,757,719	1,298,885	2,396,862	55,468	4,338,545	36,654	3,338,870	0	54,978,530	0	54,978,530	

USPS Costing Methodology (Based on Exhibits USPS-5A,B)  
Docket No. R97-1, BY 96

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	Final	% Of	
	Postmaster	Subcontractor	City/State	City/State	Street	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State	City/State
Printed Matter	113,133	692,801	5,568,303	2,482	1,315,507	508,253	28,898	680	291,428	573,319	35,848	2,103	571,407	273,161	549,395	0	688,223	0	838,580	0	12,046,631	12,046,631	39%
Single Letters	57,877	194,285	1,924,886	567	697,086	371,380	18,108	314	293,587	152,805	17,108	1,206	238,855	77,075	102,749	0	218,458	0	248,458	0	3,804,528	3,804,528	12%
Postnet Letters	170,910	857,098	8,760,892	3,046	1,892,583	925,946	47,186	1,004	560,324	725,524	52,866	3,308	810,362	390,238	625,144	0	908,982	0	1,097,116	0	15,857,159	15,857,159	51%
Single Cards	3,346	24,389	183,379	73	58,025	33,344	230	37	19,248	16,472	1,857	105	8,321	8,852	22,742	0	25,586	0	25,586	0	428,135	428,135	1%
Postnet Cards	1,789	8,759	47,348	19	20,979	15,525	112	17	11,063	4,007	560	44	2,147	2,514	3,398	0	7,688	0	7,708	0	125,994	125,994	0%
Total Postcards	5,117	31,148	224,726	92	78,903	48,869	412	54	30,301	20,479	2,217	149	10,468	26,138	32,983	0	32,983	0	30,295	0	553,129	553,129	2%
Total Cards	175,927	886,244	6,960,720	3,141	2,038,458	978,515	47,608	1,056	590,336	746,803	55,183	3,457	820,830	391,902	679,292	0	939,673	0	1,080,411	0	16,498,288	16,498,288	53%
Priority Mail	17,126	80,157	540,853	111	31,951	75,475	20,420	954	12,979	40,870	12,200	120	526,355	36,059	76,390	0	67,775	0	66,125	0	1,384,229	1,384,229	5%
Express Mail	3,852	16,012	112,436	0	3,018	18,359	1,487	43,560	4,729	8,826	7,867	277	56,100	10,130	19,898	0	18,465	0	19,320	0	342,623	342,623	1%
Mailables	0	24	88	0	0	168	1	46	11	6	27	0	0	0	7	0	0	0	24	0	432	432	0%
Postcards	404	3,673	17,388	3	12,424	11,075	11,075	2,305	3	13,810	1,940	908	29	96	1,533	1,492	0	4,711	0	3,932	75,056	75,056	0%
Outside County	8,432	66,180	498,960	84	130,887	92,784	30,135	23	108,288	42,181	9,873	281	248,224	37,588	35,398	0	74,191	0	71,365	0	1,448,904	1,448,904	5%
Regular Rate	1,753	13,945	86,304	15	31,726	27,898	6,000	3	34,181	8,141	2,324	71	56,822	8,161	6,636	0	16,987	0	16,987	0	317,786	317,786	1%
Nonprofit	50	715	9,005	1	1,076	780	290	0	513	523	89	2	2,060	349	429	0	787	0	801	0	14,874	14,874	0%
Classroom	10,638	86,513	608,287	103	176,113	132,537	38,780	31	157,022	52,384	13,194	363	309,362	38,806	43,904	0	95,775	0	91,055	0	1,856,900	1,856,900	6%
Standard Mail A	723	10,741	82,089	19	17,471	9,325	429	7	1,149	8,094	995	25	26,114	4,881	6,372	0	9,812	0	11,295	0	198,355	198,355	1%
Single Piece	22,945	64,598	300,321	64	343,281	372,388	39,428	5	266,640	42,648	18,962	902	50,025	36,086	38,728	0	110,893	0	98,199	0	1,821,927	1,821,927	6%
Bulk Rate ECR	33,755	210,877	1,605,824	373	462,627	316,714	37,843	7	304,362	185,137	18,592	1,867	89,164	69,164	128,712	0	238,623	0	238,218	0	4,184,366	4,184,366	13%
Regular Rate Other	56,700	285,473	1,917,745	437	638,218	689,702	76,271	12	594,032	207,783	38,421	1,867	303,973	135,260	151,438	0	360,518	0	356,415	0	5,986,293	5,986,293	19%
Total Regular	1,280	8,588	32,442	7	24,275	22,697	1,942	0	13,334	4,068	1,137	57	6,882	2,937	3,217	0	8,030	0	7,902	0	138,575	138,575	0%
Nonprofit ECR	5,788	49,980	385,587	89	114,770	77,170	9,362	3	70,010	37,980	3,877	236	50,708	22,982	26,640	0	56,801	0	60,645	0	989,720	989,720	3%
Nonprofit Other	7,074	56,588	418,039	96	130,045	99,857	8,304	3	83,844	41,688	4,814	295	56,788	24,888	32,057	0	64,461	0	68,531	0	1,108,295	1,108,295	4%
Total Nonprofit	64,501	362,762	2,411,953	552	582,734	797,867	85,004	22	846,025	297,345	44,231	2,195	388,905	184,970	198,967	0	424,619	0	438,261	0	7,280,943	7,280,943	22%
Standard Mail B	3,650	21,432	186,051	0	8,831	35,104	25,779	39	9,004	23,800	7,721	51	304,898	14,528	17,535	0	22,970	0	30,968	0	694,987	694,987	2%
Parcel Post	2,362	12,481	76,322	0	8,253	42,988	13,655	3	10,381	11,531	7,665	58	53,117	7,253	8,417	0	13,786	0	10,323	0	285,040	285,040	1%
Bound Printed Matter	1,787	9,237	72,257	0	6,189	21,481	4,983	3	5,198	11,805	2,532	31	51,595	6,941	8,200	0	10,272	0	10,074	0	228,526	228,526	1%
Special Rate	256	1,918	18,453	0	590	3,895	625	3	1,243	2,389	478	4	11,817	1,542	1,703	0	2,200	0	2,898	0	47,835	47,835	0%
Library Rate	8,125	45,088	333,083	0	21,673	104,559	45,042	46	26,827	66,306	18,629	144	421,215	30,164	35,875	0	49,150	0	84,852	0	1,254,398	1,254,398	4%
Total	0	13,187	112,772	0	9,290	4,113	1,147	1	1,537	7,359	449	14	11,921	5,223	8,538	0	11,321	0	11,226	0	198,097	198,097	0%
Free-For-The-Band	0	1,350	11,042	0	1,340	1,982	524	0	671	1,321	162	4	3,412	745	927	0	1,385	0	1,851	0	26,408	26,408	0%
International Mail	7,363	26,126	252,743	0	10,380	12,653	5,992	8,029	2,585	23,008	3,308	72	715,723	12,837	21,182	0	26,514	0	30,595	0	1,158,518	1,158,518	4%
Special Services	8,295	45,363	353,220	95	38,440	78,522	245,555	0	1,410	84,483	130,353	1,632	178	0	157,464	127,808	0	81,611	0	1,238,419	1,238,419	4%	
Total Volume Variable	288,598	1,544,946	11,723,707	4,100	3,324,655	2,202,664	245,555	55,149	1,509,865	1,318,318	157,892	8,815	3,251,823	822,189	1,210,687	0	1,688,536	0	1,995,441	0	31,342,950	31,342,950	100%
Percentage	1,385,017	1,736,128	4,732,382	5,371	385,477	5,548,678	184,728	50,468	1,867,077	795,360	644,341	268,805	477,478	1,186,195	56,468	2,650,011	56,468	2,650,011	35,654	1,356,429	28,633,546	28,633,546	93%
Percentage	82%	53%	29%	57%	10%	72%	40%	46%	95%	38%	74%	88%	13%	37%	46%	100%	100%	61%	100%	41%	43%	43%	43%
Grand Total	1,894,525	3,280,972	18,458,088	9,333	3,710,132	7,751,342	410,284	105,625	3,377,062	2,113,978	901,433	273,420	3,157,718	1,388,885	2,386,862	56,468	4,338,547	56,468	3,338,970	35,654	54,976,598	54,976,598	100%





Distribution of First-Class Volumes for FY 1996  
(Millions)

First Class	[1] Volumes By Ounce Increment											[2] Total	[3] Total	[4] % Add'l
	1	2	3	4	5	6	7	8	9	10	11	Add'l Oz	Volume	Ounces
1 Letters	46,854	1,861	305	82	25	9	4	2	1	0	1	2,920	49,144	6%
2 Non-Letters	328	1,368	919	579	404	287	211	165	130	96	73	13,052	4,561	286%
3 ZIP+4 Letters	394	17	1	0	0	0	0	0	0	0	0	19	412	5%
4 Prebarcode Flats	3	11	8	3	4	1	1	1	1	1	0	85	33	257%
5 Total Nonpresort	47,579	3,257	1,233	664	433	297	216	167	132	97	74	16,076	54,151	30%
6 Presort Letters	7,681	220	70	9	2	1	0	0	0	0	0	404	7,984	5%
7 Presort Non-Letters	32	74	93	32	6	5	3	2	2	2	1	476	252	189%
8 Basic Automation	827	19	3	0	0	0	0	0	0	0	0	24	849	3%
9 3/5-Digit Residual Letters	1,745	63	7	1	0	0	0	0	0	0	0	85	1,817	5%
10 3/5 Digit Res Non-Letters	15	26	20	6	2	3	2	2	2	2	1	172	80	
11 Zip+4 Letters	618	39	1	0	0	0	0	0	0	0	0	41	658	6%
12 3-Digit Prebarcode	15,065	161	15	0	0	0	0	0	0	0	0	192	15,241	1%
13 5-Digit Prebarcode	9,038	195	18	0	0	0	0	0	0	0	0	232	9,251	3%
14 Prebarcode Flats	15	34	16	7	4	2	1	1	1	0	1	144	82	176%
15 Total Non-Car Rt Presort	35,035	831	243	56	15	10	7	6	5	4	3	1,771	36,214	5%
16 Carrier Route Letters	2,685	129	11	1	1	0	0	0	0	0	0	156	2,827	6%
17 Carrier Route Non-Ltrs	7	5	1	1	0	1	0	0	0	0	0	15	15	101%
18 Carrier Route Residual Letters	2	0	0	0	0	0	0	0	0	0	0	0	2	4%
19 Car Route Residual Non-Letters	0	0	0	0	0	0	0	0	0	0	0	0	0	
20 Total Car Route	2,694	134	13	1	1	1	0	0	0	0	0	171	2,844	6%
21 Grand Total	85,308	4,222	1,490	721	449	307	223	173	137	101	77	18,018	93,208	19%

Consolidation by Shape of First-Class Volumes for FY 1996  
(Millions)

First Class	[5] Volumes By Ounce Increment											[2] Total	[3] Total	[4] % Add'l
	1	2	3	4	5	6	7	8	9	10	11	Add'l Oz	Volume	Ounces
19 Nonpresort Letters	47,248	1,878	306	82	25	9	4	2	1	0	1	2,939	49,557	6%
20 Nonpresort Non-Letters	331	1,379	927	582	408	288	212	166	131	97	74	13,137	4,594	286%
21 Total Nonpresort	47,579	3,257	1,233	664	433	297	216	167	132	97	74	16,076	54,151	30%
22 Presorted Letters	10,044	321	79	11	2	1	0	0	0	0	0	530	10,458	5%
23 Presorted Non-Letters	54	105	114	38	9	8	5	4	4	3	2	663	347	191%
24 Automated Letters	24,930	375	36	1	0	0	0	0	0	0	0	449	25,341	2%
25 Automated Flats	15	34	16	7	4	2	1	1	1	0	1	144	82	176%
26 Non-Car Rt Presorted	35,042	836	245	56	15	11	7	6	5	4	3	1,786	36,229	5%
27 Carrier Route Letters	2,687	129	11	1	1	0	0	0	0	0	0	156	2,829	6%
28 Grand Total	85,308	4,222	1,490	721	449	307	223	173	137	101	77	18,018	93,208	19%

Col [1] Attachment to NDMS/USPS-T32-47

Col [2] Sum of each volume times one less the ounce increment

Col [3] Sum of volumes by ounce increment

Col [4] = Col [2] / Col [3]

Line 19 = Line 1 + Line 3

Line 20 = Line 2 + Line 4

Line 21 = Line 19 + Line 20

Line 22 = Line 6 + Line 9 + Line 11

Line 23 = Line 7 + Line 10 + Line 17 + Line 19

Line 24 = Line 8 + Line 12 + Line 13

Line 25 = Line 14

Line 26 = Line 22 + Line 23 + Line 24 + Line 25

Line 27 = Line 16 + Line 18

Line 28 = Line 21 + Line 26 + Line 27

Distribution of First-Class Volumes for BY 1996  
Reconciled to Projected TYBR 1998 Volumes  
(Millions)

First Class	[1] Volumes By Ounce Increment											[2] Total	[3] Total	[4] % Add'l
	1	2	3	4	5	6	7	8	9	10	11	Add'l Oz.	Volume	Ounces
1 Nonpresort Letters	46,779	1,859	303	81	25	9	4	2	1	0	1	2,910	49,065.223	6%
2 Nonpresort Non-Letters	384	1,599	1,075	676	473	334	245	192	152	112	85	15,240	5,329.087	286%
3 Total Nonpresort	47,163	3,459	1,379	757	498	343	250	194	153	113	86	18,149	54,394.310	33%
4 Presorted Letters	4,797	154	38	5	1	0	0	0	0	0	0	252	4,994.580	5%
5 Presorted Non-Letters	58	114	123	41	10	9	5	5	4	3	0	697	374.816	186%
6 Automated Letters	33,746	508	48	1	0	0	0	0	0	0	0	607	34,302.827	2%
7 Automated Flats	52	118	55	23	12	6	4	5	3	2	0	476	282.211	169%
8 Non-Car Rt Presorted	38,652	893	264	70	23	15	10	9	7	5	0	2,032	39,954.434	5%
9 Carrier Route Letters	1,475	71	6	0	0	0	0	0	0	0	0	86	1,552.574	6%
10 Grand Total	87,290	4,422	1,649	828	522	358	260	203	160	118	86	20,267	95,901.318	21%

Distribution of First-Class Volumes for BY 1998  
Reconciled to Projected TYBR 1998 Additional Ounce Units  
(Millions)

First Class	[5] Volumes By Ounce Increment											[6] Total	[3] Total	[7] % Add'l
	1	2	3	4	5	6	7	8	9	10	11	Add'l Oz.	Volume	Ounces
11 Nonpresort	47,477	3,309	1,319	724	477	328	239	186	146	108	82	17,363	54,394	32%
12 Presort Letters/Non-Letters	4,964	211	127	37	9	7	5	4	3	3	0	751	5,370	14%
13 Automated Letters/Flats	33,627	763	126	29	15	8	5	6	4	2	0	1,320	34,585	4%
14 Carrier Route	1,493	54	5	0	0	0	0	0	0	0	0	65	1,553	4%
15 Total	87,561	4,337	1,577	790	501	343	249	195	153	112	82	19,500	95,902	20%

Col [1] Col [5] of page 1 reconciled to Col [3]  
 Col [2] Sum of each volume times one less the ounce increment  
 Col [3] Page 5  
 Col [4] = Col [2] / Col [3]  
 Col [5] Col [1] reconciled to Col [6], 1-ounce volume = total volume - volume (2-11 oz)  
 Col [6] USPS-T-32, Workpaper I, p. 5  
 Col [7] = Col [6] / Col [3]

Line 11 based on Line 3  
 Line 12 based on Line 4 + Line 5  
 Line 13 based on Line 6 + Line 7  
 Line 14 based on Line 9

Separation of Letters and Non-Letters for TYBR 1998  
(Millions)

First Class	[1] Volumes By Ounce Increment											[2] Total	[3] Total	[4] % Add'l
	1	2	3	4	5	6	7	8	9	10	11	Add'l Oz.	Volume	Ounces
1 Nonpresort Letters	46,878	1,779	290	78	24	9	4	2	1	0	1	2,784	49,065	6%
2 Nonpresort Non-Letters	598	1,530	1,029	646	453	319	235	184	146	107	82	14,580	5,329	274%
3 Total Nonpresort	47,477	3,309	1,319	724	477	328	239	186	146	108	82	17,363	54,394	32%
4 Presorted Letters	4,838	121	30	4	1	0	0	0	0	0	0	200	4,995	4%
5 Presorted Non-Letters	126	90	98	33	8	7	4	4	3	3	0	551	375	147%
6 Total Presorted	4,964	211	127	37	9	7	5	4	3	3	0	751	5,369	14%
7 Automated Letters	33,623	620	59	1	0	0	0	0	0	0	0	740	34,303	2%
8 Automated Flats	4	143	67	28	15	8	5	6	4	2	0	580	282	205%
9 Total Automated	33,627	763	126	29	15	8	5	6	4	2	0	1,320	34,585	4%
10 Non-Car Rt Presorted	38,591	974	254	66	24	15	10	9	7	5	0	2,071	39,954	5%
11 Carrier Route Letters	1,493	54	5	0	0	0	0	0	0	0	0	65	1,553	4%
12 Grand Total	87,561	4,337	1,577	790	501	343	249	195	153	112	82	19,500	95,901	20%

Line 1 = Line 3 reconciled to Page 2, Line 1 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 2 = Line 3 reconciled to Page 2, Line 2 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 3 = Page 2, Line 11

Line 4 = Line 6 reconciled to Page 2, Line 4 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 5 = Line 6 reconciled to Page 2, Line 5 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 6 = Page 2, Line 12

Line 7 = Line 9 reconciled to Page 2, Line 6 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 8 = Line 9 reconciled to Page 2, Line 7 by Col [2]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 9 = Page 2, Line 13

Line 10 = Line 3 + Line 6 + Line 9

Line 11 = Page 2, Line 14

Line 12 = Line 3 + Line 10 + Line 11

Col [2] Sum of each volume times one less the ounce increment, except for Lines 3,6 & 9, which come from page 2

Col [3] Page 2

Col [4] = Col [2] / Col [3]



Separation of Letters and Non-Letters for TYAR 1998  
(Millions)

MMA-1A W/P III  
Page 4 of 5

First Class	[1] Volumes By Ounce Increment											[2] Total Add'l Oz	[3] Total Volume	[4] % Add'l Ounces
	1	2	3	4	5	6	7	8	9	10	11			
1 Nonpresort Letters	46,895	1,779	290	78	24	9	4	2	1	0	1	2,785	49,082	6%
2 Nonpresort Non-Letters	598	1,531	1,029	647	453	319	235	184	146	107	82	14,585	5,331	274%
3 Total Nonpresort	47,493	3,310	1,320	724	477	328	239	186	147	108	82	17,369	54,413	32%
4 Presorted Letters	4,375	110	27	4	1	0	0	0	0	0	0	181	4,516	4%
5 Presorted Non-Letters	114	81	88	30	7	6	4	3	3	2	0	499	339	147%
6 Total Presorted	4,489	191	115	33	8	6	4	3	3	3	0	679	4,855	14%
7 Automated Letters	33,989	626	60	1	0	0	0	0	0	0	0	748	34,676	2%
8 Automated Flats	4	145	68	29	15	8	5	6	4	2	0	585	285	205%
9 Total Automated	33,993	771	127	29	15	8	5	6	4	2	0	1,333	34,960	4%
10 Non-Car Rt Presorted	38,481	962	243	63	23	14	10	9	6	4	0	2,012	39,816	5%
11 Carrier Route Letters	1,171	42	4	0	0	0	0	0	0	0	0	51	1,217	4%
12 Grand Total	87,145	4,315	1,566	787	500	342	249	195	153	112	82	19,433	95,447	20%

Line 1 = Line 3 reconciled to Page 3, Line 1 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 2 = Line 3 reconciled to Page 3, Line 2 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 3 = Line 1 + Line 2

Line 4 = Line 6 reconciled to Page 3, Line 4 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 5 = Line 6 reconciled to Page 3, Line 5 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 6 = Line 4 + Line 5

Line 7 = Line 9 reconciled to Page 3, Line 6 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 8 = Line 9 reconciled to Page 3, Line 7 by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 9 = Line 7 + Line 8

Line 10 = Line 6 + Line 9

Line 11 = Line 11 of Page 3 reconciled by Col [3]; 1-ounce volume = total volume - volume (2-11 oz.)

Line 12 = Line 3 + Line 10 + Line 11

Col [2] Sum of each volume times one less the ounce increment

Col [3] USPS-T-32, Workpaper 1, p. 5, Col (2); Standard Mail Single Piece subtracted out for First-Class Single Piece (See Exhibit USPS-30G)

Col [4] = Col [2] / Col [3]

Summary of First-Class Volumes by Shape  
 FY 1998 Before-Rates  
 (Millions)

MMA-1A W/P III  
 Page 5 of 5

<u>Description</u>	[1] FY 98 BR <u>Volume</u> Total [2] + [3] + [4]	[2] FY 98 BR <u>Volume</u> Letters	[3] FY 98 BR <u>Volume</u> Flats	[4] FY 98 BR <u>Volume</u> Other	[5] FY 98 BR <u>Volume</u> Flats & Other [3] + [4]
<u>First-Class Mail</u>					
Single Letters & Flats	54,394.310	49,065.223 1/	4,877.641 1/	451.446 1/	5,329.087
Presort Letters & Flats	5,369.396	4,994.580 1/	348.384 1/	26.432 1/	374.816
Automated Basic	4,333.643	4,284.955 2/	48.688 2/		48.688
Automated 3/5-Digit	30,251.395	30,017.872 2/	233.523 2/		233.523
Total Automated	34,585.038	34,302.827	282.211		282.211
Total worksharing	39,954.434	39,297.407	630.595	26.432	657.027
Automated CR	1,552.574	1,552.574 1/			

1/ LR H-129, page II-3

2/ LR H-129, page II-5