

DOCKET SECTION

**BEFORE THE
POSTAL RATE COMMISSION**

RECEIVED

JAN 30 2 26 PM '98

POSTAL RATE AND FEE CHANGES, 1997

DOCKET NO. R97-1

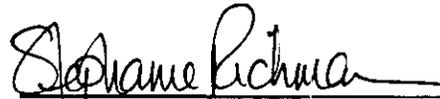
OFFICE OF THE SECRETARY

**ANSWERS OF UNITED PARCEL SERVICE WITNESS
J. STEPHEN HENDERSON TO INTERROGATORIES OF
THE DIRECT MARKETING ASSOCIATION, INC.
(DMA/UPS-T3-1 through 2)**

(January 30, 1998)

Pursuant to the Commission's Rules of Practice, United Parcel Service ("UPS") hereby serves and files the responses of UPS witness J. Stephen Henderson to interrogatories DMA/UPS-T3-1 through 2 of The Direct Marketing Association, Inc.

Respectfully submitted,



John E. McKeever
Albert P. Parker, II
Stephanie Richman
Attorneys for United Parcel Service

SCHNADER HARRISON SEGAL & LEWIS LLP
1600 Market Street, Suite 3600
Philadelphia, Pennsylvania 19103-7286
(215) 751-2000

and

1225 Eye Street, N.W., Suite 600
Washington, D.C. 20005-3914
(202) 463-2900

Of Counsel.

**ANSWER OF UNITED PARCEL SERVICE
WITNESS HENDERSON TO INTERROGATORY OF
THE DIRECT MARKETING ASSOCIATION, INC.**

DMA/UPS-T3-1. Please provide an electronic copy of all spreadsheets shown in UPS-T-3, Workpapers I-III.

Response to DMA/UPS-T3-1. The requested material has been filed as Library Reference UPS-LR-1 and has been separately sent to DMA.

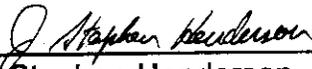
**ANSWER OF UNITED PARCEL SERVICE
WITNESS HENDERSON TO INTERROGATORY OF
THE DIRECT MARKETING ASSOCIATION, INC.**

DMA/UPS-T3-2. Please provide an electronic copy of all spreadsheets used to develop the numbers shown in UPS-T-3, Workpapers I-III.

Response to DMA/UPS-T3-2. The requested material has been filed as Library Reference UPS-LR-1 and has been separately sent to DMA.

DECLARATION

I, J. Stephen Henderson, hereby declare under penalty of perjury that the foregoing answers are true and correct to the best of my knowledge, information, and belief.



J. Stephen Henderson

Dated: January 30, 1998

CERTIFICATE OF SERVICE

I hereby certify that I have this date served the foregoing document in accordance with section 12 of the Commission's Rules of Practice.


Stephanie Richman

Dated: January 30, 1998
Philadelphia, PA