

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

COMPETITIVE PRODUCT PRICES  
GLOBAL EXPEDITED PACKAGE SERVICES 1 (CP2008-4)  
NEGOTIATED SERVICES AGREEMENT

Docket No.  
CP2009-60

**NOTICE OF UNITED STATES POSTAL SERVICE OF FILING ADDITIONAL  
MATERIALS UNDER SEAL**  
(August 21, 2009)

On August 13, 2009, the United States Postal Service (Postal Service) gave notice that it was entering into an additional Global Expedited Package Services 1 (GEPS 1) contract.<sup>1</sup> In that Notice, the Postal Service advised that the contract filed simultaneously had not yet been signed by the customer in the absence of the customer's designated signatory, but the customer had confirmed it would sign and that the contract would not be altered from the form in which it was then filed.<sup>2</sup> The Postal Service further advised that it found it necessary to notify the Commission of the new contract at that time, due to the impending expiration of the Customer's existing GEPS 1 contract on August 31, 2009.<sup>3</sup> Finally, the Postal Service stated that it would file the signed version of the contract upon final execution.<sup>4</sup>

The Postal Service hereby provides the signed version of the contract, which it is filing under seal. The Postal Service incorporates by reference its original application

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<sup>1</sup> Notice of United States Postal Service Filing of Functionally Equivalent Global Expedited Package Services 1 Negotiated Service Agreement and Application for Non-Public Treatment of Materials Filed Under Seal, Docket No. CP2009-60, Aug. 13, 2009.

<sup>2</sup> *Id.* at 2 n.4.

<sup>3</sup> *Id.*

<sup>4</sup> *Id.*

for non-public treatment concerning the contract, which applies with equal force to this signed version.<sup>5</sup> Because the original version of the contract was filed as Attachment 3 to the Postal Service's initial Notice, the attached version is designated as Attachment 3 (Updated).

Respectfully submitted,

UNITED STATES POSTAL SERVICE  
By its attorneys:

Anthony F. Alverno  
Chief Counsel, Global Business

Jacob Howley

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August 21, 2009

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<sup>5</sup> *Id.* at Attachment 1.

**GLOBAL CUSTOMIZED MAIL AGREEMENT BETWEEN  
THE UNITED STATES POSTAL SERVICE AND**

This Agreement (“Agreement”) is between [REDACTED] (“Mailer”), with offices at [REDACTED], and the United States Postal Service (“USPS”), an independent establishment of the Executive Branch of the United States Government, with offices at 475 L’Enfant Plaza SW, Washington, DC 20260-9998. The Mailer and the USPS may be referred to individually as a “Party” and together as the “Parties.”

**INTRODUCTION**

WHEREAS, the Parties desire to enter into a non-exclusive relationship whereby the USPS will provide certain products and/or services to the Mailer pursuant to the terms and conditions contained herein;

WHEREAS, the Parties acknowledge and understand that the commencement of performance under this Agreement is subject to the approval of various entities with oversight responsibilities, which may include but not be limited to the USPS management’s executive committee, the USPS Governors, and/or the Postal Regulatory Commission. Accordingly, the Mailer acknowledges and understands that the ability of the USPS to perform under this Agreement may not occur;

WHEREAS, in light of the aforementioned acknowledgements, the Parties desire to be bound by the terms of this Agreement as well as the terms of Exhibit A of this Agreement entitled: ADDITIONAL AND SUPERSEDING TERMS AND CONDITIONS TO THIS AGREEMENT INCORPORATED BY REFERENCE;

NOW, THEREFORE, in consideration of the mutual promises set forth below, the Parties hereby agree as follows:

**ARTICLE 1. PURPOSE OF THE AGREEMENT**

This Agreement shall govern the use the Mailer may make of customized mail service for Express Mail International, with the exception of the Express Mail International Flat-Rate Envelope, and Priority Mail International, with the exception of the Priority Mail International Flat-Rate Envelope, the Priority Mail International Small Flat-Rate Box, the Priority Mail International Regular/Medium Flat-Rate Box, and the Priority Mail International Large Flat-Rate Box. The use of all other USPS products and services shall be governed by the appropriate USPS regulations.

**ARTICLE 2. DEFINITIONS**

As used in this Agreement:

1. “IMM” means the *International Mail Manual* as found on the USPS website [pe.usps.gov](http://pe.usps.gov) on the date of mailing.

2. "DMM" means the *Domestic Mail Manual* as found on the USPS website [pe.usps.gov](http://pe.usps.gov) on the date of mailing.
3. "Qualifying Mail" means mail that meets the requirements set forth in Article 3 of this Agreement.
4. "Non-Qualifying Mail" means mail that does not meet the requirements set forth in Article 3 of this Agreement.
5. "Effective Date" means the first date on which the USPS is willing to accept Qualifying Mail.

### **ARTICLE 3. QUALIFYING MAIL**

Only mail that meets the requirements set forth in IMM 220 for Express Mail International and in IMM 230 for Priority Mail International shall be considered as Qualifying Mail under this Agreement except as those requirements conflict with the applicable specific preparation requirements set forth in Article 5.

### **ARTICLE 4. NON-QUALIFYING MAIL**

The USPS, at its option and without forfeiting any of its rights under this Agreement, either may refuse to accept Non-Qualifying Mail or may accept Non-Qualifying Mail at the applicable published prices.

### **ARTICLE 5. SPECIFIC PREPARATION REQUIREMENTS**

1. Mailings of Qualifying Mail must be kept separate from any other type of mail the Mailer tenders.
2. International mailings must be separated from domestic mailings.
3. The mailing must be accompanied by a postage manifest.
4. For method of payment, the Mailer shall use Permit Imprints and IMM 221.21 shall not be applicable.

### **ARTICLE 6. OBLIGATIONS OF THE USPS**

The USPS hereby agrees:

1. Supplies. To furnish the Mailer, or its agent(s), with the postal equipment and postal supplies required for the use of Qualifying Mail.
2. Training. To provide the Mailer, or its agent(s), with any training necessary to prepare mail shipments in conformity with the requirements for Qualifying Mail.
3. Technical Assistance. To provide the Mailer with technical assistance necessary to prepare the necessary information linkages, electronic data files, and data exchanges.

4. Transportation. To arrange with carriers to transport Qualifying Mail to international destinations where the proper authority will effect delivery.
5. Reports. To provide the Mailer with access to tracking reports, if applicable to the service, and delivery performance reports on a regular basis.
6. Customs Notification. To send, at the Mailer's request, an electronic data file for Express Mail International to Japan and Singapore, and to send, at the Mailer's request, an electronic data file for Priority Mail International to Singapore, that will allow the Customs officials to review the contents of each shipment before the packages arrive.
7. Undeliverable Items. To return:
  - a. Express Mail International items refused by an addressee and undeliverable Express Mail International items to the Mailer via Express Mail at [REDACTED] provided that the return rate is no more than [REDACTED] of the total volume.
  - b. Priority Mail International items refused by an addressee and undeliverable Priority Mail International items to the Mailer according to the provisions of IMM 771.

## ARTICLE 7. OBLIGATIONS OF THE MAILER

The Mailer hereby agrees:

1. Information Link. To establish the necessary linkages with the USPS so that:
  - a. The Mailer and the USPS can exchange data transmissions concerning the Mailer's packages;
  - b. The USPS can, at the Mailer's request, extract information by scanning the Mailer-provided barcode on each package.
2. Data Transmission. To exchange electronic information with the USPS according to the instructions the USPS provides.
3. Advance Notification. To provide:
  - a. The Manager, Customized Mail, USPS, via e-mail to [icmusps@usps.gov](mailto:icmusps@usps.gov), with notification of new permit numbers used for Qualifying Mail one week in advance of using the new permit numbers. The message should include the permit number, the city, state, and ZIP Code where the permit is held, the name of the permit owner, and the requested effective date.
  - b. The appropriate USPS acceptance site(s) with notice of intent to mail and to adhere to the acceptance times and scheduling procedures in place at the appropriate acceptance site(s).
4. Postage. To pay postage for Qualifying Mail according to the price charts in Annex 1. The prices listed in Annex 1 are contingent upon any and all necessary approvals for corresponding USPS prices by the USPS Governors, the USPS Board of Governors, and/or the United States Postal Regulatory Commission.

5. Payment Method. To pay postage to the USPS, either directly or through a mailing agent, for all Qualifying Mail by use of a permit imprint subject to the conditions stated in DMM 604.5, with the exception that DMM 604.5.1.1 shall not apply, and IMM 152.3.
6. Tender. To present the mailings to the USPS at a location the USPS designates.
7. Customs and Export Documentation. To provide any necessary documentation, including data provided in electronic format, in connection with each mailing, in the form and at the time specified by the USPS, Customs & Border Protection, Transportation Security Administration, the U.S. Census Bureau, a destination country foreign government, or other authority. The Mailer further understands that the failure to provide any such required documentation may result in refusal at acceptance, delay in processing, involuntary seizure by customs authorities, and/or return of mail to the sender.
8. Customs and Export Requirements. To comply with any regulation or order promulgated by the USPS, Customs & Border Protection, Transportation Security Administration, the U.S. Census Bureau, a destination country foreign government, or other governmental unit with jurisdiction over mail, to facilitate the Customs processing of its mail, according to any requirements specified by those authorities.
9. Software. To apply address labels and Customs declarations to Qualifying Mail:
  - a. Using USPS-provided Global Shipping Software (GSS) or a functional equivalent of that software;
  - b. In the event that the Mailer decides to use functionally equivalent software not provided by the USPS, the Mailer must seek the approval of the USPS prior to deploying such software. Such approval shall be in the sole and unreviewable discretion of the USPS.

## ARTICLE 8. MINIMUM COMMITMENT

1. The Mailer is required to meet an annualized minimum commitment of [REDACTED]
2. The Mailer acknowledges that preparing and gaining approval for the terms set forth in this Agreement requires substantial resources on the part of the USPS and that these resources will not be recouped in the event the Mailer does not meet its minimum commitment as set forth above in Paragraph 1 of this Article. Accordingly, the Mailer agrees to pay to the USPS the maximum sum of [REDACTED] as liquidated damages if such minimum commitment is not met. Such liquidated damages shall be payable within thirty (30) days of receipt of a written demand by the USPS. Any such demand shall not exceed the total discount the Mailer received under this Agreement.

## **ARTICLE 9. POSTAGE UPDATES**

1. In the event that the USPS incurs an increase in costs [REDACTED] associated with providing this service, the USPS shall notify the Mailer and modify the prices established under this Agreement. [REDACTED]
2. The prices in Annex 1 are related to the non-discounted published postage for Express Mail International and Priority Mail International. In the event that the non-discounted published postage for these services should change, the prices in Annex 1 will also change. Such increases to the prices in Annex 1 shall be calculated using the same assumptions and constraints used to determine the prices in the existing Annex 1.
3. The USPS will give the mailer thirty (30) days notice of changes to the prices in Annex 1.
4. Any revision of prices in Annex 1 shall not be retroactive.
5. No price shall increase beyond the non-discounted published price for the affected service.

## **ARTICLE 10. NO SERVICE GUARANTEE**

Nothing in this Agreement shall be construed as a representation or guarantee by the USPS that Qualifying Mail will be delivered to the appropriate addresses within any particular time.

## **ARTICLE 11. CUSTOMS DUTIES AND TAXES**

Customs duties and taxes for packages mailed under this Agreement are the responsibility of the addressee.

## **ARTICLE 12. TERM OF THE AGREEMENT**

1. The USPS will notify the Mailer of the Effective Date of the Agreement within thirty (30) days after receiving the approval of the entities that have oversight responsibilities for the USPS. The Agreement will remain in effect for one calendar year from the Effective Date, unless terminated sooner pursuant to Article 13.
2. The USPS shall have no obligation to notify the Mailer of the status of the approval process or of potential fulfillment of the approval process.

### **ARTICLE 13. TERMINATION OF THE AGREEMENT**

1. Either Party to this Agreement, in its sole discretion, may terminate the Agreement for any reason, without cost, fault, or penalty, regardless of whether either Party is in default, upon a thirty (30) day written notification, unless a time frame longer than thirty (30) days that falls within the term of the Agreement is indicated by the terminating Party.
2. In the event that this Agreement is terminated for any reason before the termination date provided for in Article 12, the minimum commitment in Article 8 shall be calculated on a *pro rata* basis to reflect the actual duration of the Agreement.

### **ARTICLE 14. MODIFICATION OF THE AGREEMENT**

1. Any modification of this Agreement or additional obligation assumed by either Party in connection with this Agreement, with the exception of changes to prices under the terms of Article 9, shall be binding only if placed in writing and signed by each Party.
2. Modifications may be contingent upon any and all necessary approvals by USPS management's executive committee, the Board of Governors of the USPS, the Governors of the USPS, the Postal Regulatory Commission, the Antitrust Division of the Department of Justice, the Federal Trade Commission and/or any other governmental body with oversight responsibility for the USPS.
3. If such approvals are required, the modifications will not become effective until such time as all necessary approvals are obtained.
4. The USPS will notify the Mailer of the date the modification becomes effective within thirty (30) days after receiving the approval of the entities that have oversight responsibility for the USPS.
5. The USPS shall have no obligation to notify the Mailer of the status of the approval process or of potential fulfillment of the approval process.

### **ARTICLE 15. ENTIRE AGREEMENT**

This Agreement, including all Exhibits and Annexes thereto, shall constitute the entire agreement between the Parties and any prior understanding or representation of any kind preceding the date of this Agreement shall not be binding upon either Party except to the extent incorporated in this Agreement.

### **ARTICLE 16. FORCE MAJEURE**

Neither Party shall be liable for its failure to perform under the terms of this Agreement due to any contingency beyond its reasonable control, including acts of God, fires, floods, wars, sabotage, accidents, labor disputes or shortages; governmental laws, ordinances, rules and regulations, whether valid or invalid; court orders whether valid or invalid; inability to obtain material, equipment or transportation; and any other similar or different contingency.

## **ARTICLE 17. EFFECT OF PARTIAL INVALIDITY**

The invalidity of any portion of this Agreement will not and shall not be deemed to affect the validity of any other provision. In the event that any provision of this Agreement is held to be invalid, the Parties agree that the remaining provisions shall be deemed to be in full force and effect.

## **Article 18. LIMITATION OF LIABILITY: INSURANCE**

1. Except as noted in Paragraphs 2 and 3 of this Article, the liability of the USPS under this Agreement shall be limited to the refund of postage for Qualifying Mail that is lost or destroyed in bulk after being tendered to the USPS and prior to being received by the delivery authority outside of the United States. The USPS shall not be liable for any actual or consequential damages suffered by the Mailer as a result of late delivery or non-delivery of Qualifying Mail. Qualifying Mail mailed under this Agreement is not insured against delay in delivery. Neither indemnity payments nor postage refunds will be made in the event of delay.
2. Express Mail International items that are tendered to the USPS under the terms of this Agreement include document reconstruction insurance for non-negotiable documents up to one hundred dollars (\$100.00), and merchandise insurance up to one hundred dollars (\$100.00), at no additional charge. Insurance is provided against loss, damage, or rifling. Optional additional merchandise insurance over one hundred dollars (\$100.00) may be purchased for an additional fee, subject to the maximum indemnity available to the country of destination. Express Mail International items that are tendered to the USPS under the terms of this Agreement are not insured against delay in delivery. Indemnity is payable in accordance with IMM 221.3 and IMM 935; and DMM 609 and DMM 503.
3. Except as noted in Paragraph 4 of this Article, Priority Mail International items that are tendered to the USPS under the terms of this Agreement include indemnity coverage against loss, rifling, or damage at no additional charge. Indemnity is limited to the lesser of the actual value of the contents or the maximum indemnity based on the weight of the item. Priority Mail International items that are tendered to the USPS under the terms of this Agreement are not insured against delay in delivery. Indemnity will be paid in accordance with IMM 230 and IMM 933.
4. For a separate fee, Priority Mail International parcels may be insured against loss, rifling, or damage. Indemnity is based on the actual value of the article at the time of mailing and is limited to the amount of insurance purchased by the fee paid. Insured mail is not available to all countries and is subject to the maximum indemnity limits of the destination country. If insured mail service is purchased, it replaces the ordinary parcel indemnity specified in Paragraph 3. Indemnity will be paid in accordance with IMM 320, IMM 932, and IMM 933.
5. The USPS bears no responsibility for the refund of postage in connection with actions taken by Customs authorities.

## **ARTICLE 19. INDEMNITY**

The Mailer shall indemnify and save harmless the USPS and its officers, agents, and employees from any and all claims, losses, costs, damages, or expenses ("Claims") growing out of or connected in any other way with the discharge by the Mailer or its agents(s) of any undertaking contained in this Agreement, except for Claims arising out of the negligence or willful misconduct of the USPS or of its officers, agents, or employees. Notwithstanding its obligation to indemnify the USPS, the Mailer shall not be liable for any consequential damages suffered by the USPS.

## **ARTICLE 20. GOVERNING LAW**

This Agreement shall be governed by, construed, and enforced in accordance with United States federal law.

## **ARTICLE 21. SUSPENSIONS OF MAIL SERVICE**

In the event that a suspension of either Express Mail International or Priority Mail International service from the United States to a country would prevent delivery of Qualifying Mail to addressees in that country, the Mailer shall not tender Express Mail International or Priority Mail International, as appropriate, to the USPS until service is restored. Under these circumstances, the Mailer shall have the option to make alternative arrangements for the delivery of Qualifying Mail without penalty. The annualized minimum volume commitment for Qualifying Mail set forth in Article 8 shall be recalculated *pro rata* to reflect the reduction in available service time.

## **ARTICLE 22. ASSIGNMENT**

The rights of each Party under this Agreement are personal to that Party and may not be assigned or transferred to any other person, firm, corporation, or other entity without the prior, express, and written consent of the other Party.

## **ARTICLE 23. NUMBER AND GENDER**

The use of any particular gender or the plural or singular number in this Agreement is intended to include the other gender or number as the text may require.

## **ARTICLE 24. NO WAIVER**

The failure of either Party to this Agreement to insist upon the performance of any of the terms and conditions of this Agreement, or the waiver of any breach of the terms and conditions of this Agreement, shall not be construed as thereafter waiving any such terms and conditions, but these shall continue and remain in full force and effect as if such forbearance or waiver had not occurred.

## **ARTICLE 25. PARAGRAPH HEADINGS**

The titles to the paragraphs of this Agreement are solely for the convenience of the Parties and shall not be used to explain, modify, simplify, or aid in the interpretation of the provisions of this Agreement.

**ARTICLE 26. MAILABILITY AND IMPORTABILITY**

All items mailed under this Agreement must conform to the mailability requirements of the USPS as detailed in the IMM 130 and conform to the importation restrictions of the destination countries. The Mailer is solely responsible for the importation status of its products as detailed in IMM 112.

**ARTICLE 27. NOTICES**

All notices or demands required by this Agreement shall be sufficient if delivered personally or mailed, by Express Mail, to the following individuals:

**To the USPS:**

Managing Director and Senior Vice President, Global Business  
United States Postal Service  
475 L'Enfant Plaza SW Room 4016  
Washington, DC 20260-4016

**To the Mailer:**

[REDACTED]

or via e-mail:

**To the United States Postal Service at:** [icmusps@usps.gov](mailto:icmusps@usps.gov)

**To the Mailer at:** [REDACTED]

**ARTICLE 28. COUNTERPARTS**

The Parties may execute this Agreement in one or more counterparts (including by facsimile or by electronic means such as .pdf format), not all Parties need be signatories to the same documents, and all counterpart-signed documents shall be deemed an original and one instrument.

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In witness whereof, each Party to this Agreement has caused it to be executed on the latter of the two dates accompanying the Parties' signatures.

**ON BEHALF OF THE UNITED STATES POSTAL SERVICE:**

Signature: Frank A. Cebello  
Name: Frank A. Cebello  
Title: Executive Director, Global Business Management  
Date: 8/21/09

**ON BEHALF OF [REDACTED]**

Signature: [REDACTED]  
Name: [REDACTED]  
Title: [REDACTED]  
Date: 8/20/09

- Exhibit A      ADDITIONAL AND SUPERSEDING TERMS AND CONDITIONS
- Annex 1        PRICES FOR EXPRESS MAIL INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL

**EXHIBIT A**  
**ADDITIONAL AND SUPERSEDING TERMS AND CONDITIONS**

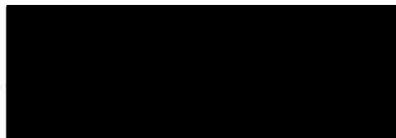
The Parties acknowledge that the following terms and conditions shall apply to this Agreement. Any terms contained in this Exhibit A shall be controlling and supersede any terms found within the Agreement.

1. **ACKNOWLEDGEMENT.** The Parties acknowledge and understand that all obligations of the USPS under this Agreement shall be contingent on the USPS receiving approvals hereinafter ("Conditions Precedent") from one or more internal and external bodies that have oversight responsibilities. Conditions Precedent may include, but are not limited to: approvals or, if applicable, non-objection, from USPS management's executive committee, the Board of Governors of the USPS, the Governors of the USPS, the Postal Regulatory Commission, the Antitrust Division of the Department of Justice, the Federal Trade Commission, and/or any other governmental body with oversight responsibility for the USPS. The Parties acknowledge that the Agreement may not be approved by such bodies. Until such time that all Conditions Precedents are fulfilled that are necessary to allow the Postal Service to provide the products or services contemplated under the Agreement, no obligation shall exist for the USPS and no benefit shall inure to either Party.
  
2. **LIMITATION ON LIABILITY AND COSTS.** In the event that the Conditions Precedent are not fulfilled, the USPS shall have no liability, which shall include no obligation to pay costs associated with any action taken by the Mailer prior to the Effective Date of the Agreement. Further, in the event of termination of the Agreement or the failure of any Condition Precedent, the USPS shall not be held liable for any damages including, without limitation, actual; special; indirect; incidental; punitive; consequential; or any other damages, which shall include but not be limited to damages for loss of business profits; business interruption; any other loss; and/or for costs incurred by either Party attributable to such non-approval such as attorney's fees.
  
3. **PRICES.** The prices listed in Annex 1 are contingent upon any and all necessary approvals for corresponding USPS prices by the USPS Governors, the USPS Board of Governors, and/or the United States Postal Regulatory Commission.

Initials United States Postal Service



Initials [REDACTED]



**ANNEX 1**  
**EXPRESS MAIL INTERNATIONAL**  
**THE MAILER APPLIES LABELS USING USPS-SUPPLIED SOFTWARE**  
**OR FUNCTIONALLY EQUIVALENT SOFTWARE**

Attachment 3 (Updated) to Postal Service Notice  
 PRC Docket No. CP2009-60

Weight Not Over (LBS)	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10
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**ANNEX 1**  
**PRIORITY MAIL INTERNATIONAL**  
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