

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

SIX-DAY TO FIVE DAY STREET DELIVERY
AND RELATED SERVICE CHANGES, 2010

Docket No. N2010-1

RESPONSE OF THE UNITED STATES POSTAL SERVICE
TO INTERROGATORY OF DOUGLAS CARLSON
REDIRECTED FROM WITNESS NERI
(DFC/USPS-T4-15)

The United States Postal Service hereby provides its response to the following interrogatory of Douglas Carlson dated April 20, 2010: DFC/USPS-T4-15. The interrogatory has been redirected from witness Frank Neri (USPS-T-4) to the Postal Service for an institutional response. The interrogatory is stated verbatim and is followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

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DFC/USPS-T4-15

Please refer to your response to DFC/USPS-T4-5. Please identify the “multiple scenarios” of mailer behavior on Fridays that the Postal Service is examining.

RESPONSE

First, by way of clarification, the answer to DFC/USPS-T-4-5 could have stated that the Postal Service must remain flexible since real knowledge of changes in mailer behavior will not be available until after five-day delivery is implemented.

In the qualitative market research conducted by ORC and cited in the response to DFC/USPS-T4-5, many business mailers and consumers said they would adjust their mailing behavior when five-day delivery is implemented. Some said that instead of mailing on Saturday, they would mail on Friday or wait until Monday. These are examples of scenarios for which we have incomplete information.

Because the market research is qualitative, it is not possible to know precisely how mailers will adjust. Yet we can and have made some assumptions about how such shifts would manifest themselves and evaluated those scenarios. For example, we analyzed processing capability for the following possible shifts of mail now entered on Saturday:

- 100 percent to Monday and 0 percent to Friday;
- 75 percent to Monday and 25 percent to Friday;
- 50 percent to Monday and 50 percent to Friday;
- 25 percent to Monday and 75 percent to Friday.