

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

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

Docket No. N2010-1

RESPONSE OF UNITED STATES POSTAL SERVICE
TO INTERROGATORY OF DAVID B. POPKIN (DBP/USPS-44)
(May 24, 2010)

The United States Postal Service hereby responds to the following interrogatory
of David B. Popkin, filed on May 10, 2010:

DBP/USPS-44.

The interrogatory is reprinted below, and followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

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DBP/USPS-44

DBP/USPS-44 Please refer to your response to Interrogatory DBP/USPS-29.

"DBP/USPS-29 [a] Do you believe that the elimination of street deliveries of mail on Saturdays while maintaining delivery at post office boxes will result in increased sales of post office boxes? Please elaborate on the answer you provide.

[b] Have any studies been conducted of this condition? If so, please provide information and full details on the study.

[c] Please provide your best estimate of the annual savings resulting both from the added revenue as well as the reduction of street delivery costs. Please provide details of your calculation."

Please advise why no study was conducted of the referenced condition.

RESPONSE:

The Postal Service's judgment, based on the qualitative market research conducted by ORC, see USPS-T-8, was that any additional revenue generated from the rental of Post Boxes would not materially or significantly affect the net cost savings that would be realized by eliminating Saturday deliveries to street addresses. A few respondents in the focus groups said they might rent a Post Office Box because of the elimination of Saturday deliveries to street addresses. Based on this research, there was no need to quantify how much additional revenue might be realized by the rental of Post Office Boxes. Additionally, no market research or other study was conducted because the Charter of the Five-Day Delivery Team did not include new product development. See Response of United States Postal Service Witness Pulcrano to PR/USPS-T1-3.