

To whom it may concern,

I am the owner of a small publishing company located in Portland, Oregon. During the 21 years I have been in business, the United States Post Office (USPS) has been a vital vendor.

My company publishes magazines and directories for over 40 Associations nationwide. Under the company's business model, contract publishing, income is generated through advertising sales minus the expenses of the publication. One of our major expenses is postage. Last year alone, our postage costs were approximately \$79,000.

It would be an incredible strain on my business to pay more in postage, especially in this economy. Over the past year, our advertising market share has decreased and we have not been able to increase advertising rates. As most companies that have been able to stay in business through these tough economic times, we have had to trim our expenses and evaluate our spending.

It would be my hope that the USPS, like other businesses in this economy, would take a look at their spending to see where they can trim rather than continuing a pattern of rate increase after rate increase to make up for their losses.

USPS increases make it harder and harder to stay in business and keep people employed. I urge USPS to not increase their rates.

Sincerely,

A handwritten signature in cursive script, appearing to read "Linda L. Pope".

Linda L. Pope