

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Before Commissioners:

Ruth Y. Goldway, Chairman;  
Tony L. Hammond, Vice Chairman;  
Mark Acton;  
Dan G. Blair; and  
Nanci E. Langley

Competitive Product Prices  
Priority Mail  
Priority Mail Contract 26

Docket No. MC2010-31

Competitive Product Prices  
Priority Mail Contract 26 (MC2010-31)  
Negotiated Service Agreement

Docket No. CP2010-76

ORDER APPROVING PRIORITY MAIL CONTRACT 26  
NEGOTIATED SERVICE AGREEMENT

(Issued August 6, 2010)

I. INTRODUCTION

The Postal Service seeks to add a new product identified as Priority Mail Contract 26 to the competitive product list. For the reasons discussed below, the Commission approves the Request.

## II. BACKGROUND

Pursuant to 39 U.S.C. 3642 and 39 CFR 3020.30 *et seq.*, the Postal Service filed a formal request and associated supporting information to add Priority Mail Contract 26 to the competitive product list.<sup>1</sup> The Postal Service asserts that Priority Mail Contract 26 is a competitive product “not of general applicability” within the meaning of 39 U.S.C. 3632(b)(3). *Id.* at 1. The Postal Service states that prices and classification underlying this contract are supported by Governors’ Decision No. 09-6 in Docket No. MC2009-25. *Id.* The Request has been assigned Docket No. MC2010-31. The Postal Service contemporaneously filed a contract related to the proposed new product pursuant to 39 U.S.C. 3632(b)(3) and 39 CFR 3015.5. The contract has been assigned Docket No. CP2010-76.

In support of its Request, the Postal Service filed six attachments as follows:

- Attachment A—a redacted copy of the Governor’s Decision No. 09-6, originally filed in Docket No. MC2009-25, authorizing certain Priority Mail contracts;
- Attachment B—a redacted copy of the contract;
- Attachment C—a proposed change in the Mail Classification Schedule competitive product list;
- Attachment D—a Statement of Supporting Justification as required by 39 CFR 3020.32;
- Attachment E—a certification of compliance with 39 U.S.C. 3633(a); and
- Attachment F—an application for non-public treatment of materials to maintain redacted portions of the contract and supporting document under seal.

In the Statement of Supporting Justification, Brian G. Denny, Acting Manager, Sales and Communications, Expedited Shipping, asserts that the service to be provided under the contract will cover its attributable costs, make a positive contribution to

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<sup>1</sup> Request of the United States Postal Service to Add Priority Mail Contract 26 to Competitive Product List and Notice of Filing (Under Seal) of Contract and Supporting Data, July 21, 2010 (Request).

institutional costs, and increase contribution toward the requisite 5.5 percent of the Postal Service's total institutional costs. *Id.*, Attachment D. Thus, Mr. Denny contends there will be no issue of subsidization of competitive products by market dominant products as a result of this contract. *Id.*

A redacted version of the specific Priority Mail Contract 26 is included with the Request. The contract will become effective on the day that the Commission provides all necessary regulatory approvals. It is terminable upon 30 days notice by a party, but could continue for 3 years. The Postal Service represents that the contract is consistent with 39 U.S.C. 3633(a). *See id.*, Attachment D. The Postal Service will provide the shipper with Priority Mail packaging for eligible Priority Mail items mailed by the shipper.

The Postal Service filed much of the supporting materials, including the specific Priority Mail Contract 26, under seal. It maintains that the contract and related financial information, including the customer's name and the accompanying analyses that provide prices, terms, conditions, cost data, and financial projections should remain under seal. *See* Attachment F. It also requests that the Commission order that the duration of such treatment of all customers identifying information be extended indefinitely, instead of ending after 10 years. *Id.* at 7.

In Order No. 498, the Commission gave notice of the two dockets, appointed a public representative, and provided the public with an opportunity to comment.<sup>2</sup>

### III. COMMENTS

Comments were filed by the Public Representative.<sup>3</sup> No comments were submitted by other interested parties. The Public Representative states that each applicable element of 39 U.S.C. 3633(a) appears to be met by this additional Priority

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<sup>2</sup> Notice and Order Concerning the Addition of Priority Mail Contract 26 to the Competitive Product List, July 22, 2010 (Order No. 498).

<sup>3</sup> Public Representative Comments in Response to United States Postal Service Request to Add Priority Mail Contract 26 Negotiated Service Agreement to the Competitive Products List, July 30, 2010 (Public Representative Comments).

Mail Contract. *Id.* at 2. He also affirms that the Postal Service's filing complies with applicable Commission rules. *Id.*

The Public Representative also believes that the Postal Service has provided appropriate justification for maintaining confidentiality of the redacted information. *Id.* He affirms that the pricing formula in the instant contract comports with the provisions of Governors' Decision No. 09-6 for Priority Mail Contracts and thereby complies with the pertinent requirements of title 39. *Id.* at 2-3.

#### IV. COMMISSION ANALYSIS

The Commission has reviewed the Request, the contract, the financial analysis provided under seal that accompanies it, and the comments filed by the Public Representative.

*Statutory requirements.* The Commission's statutory responsibilities in this instance entail assigning Priority Mail Contract 26 to either the market dominant product list or to the competitive product list. 39 U.S.C. 3642. As part of this responsibility, the Commission also reviews the proposal for compliance with the Postal Accountability and Enhancement Act (PAEA) requirements. This includes, for proposed competitive products, a review of the provisions applicable to rates for competitive products. 39 U.S.C. 3633.

*Product list assignment.* In determining whether to assign Priority Mail Contract 26 as a product to the market dominant product list or the competitive product list, the Commission must consider whether

the Postal Service exercises sufficient market power that it can effectively set the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other firms offering similar products.

39 U.S.C. 3642(b)(1).

If so, the product will be categorized as market dominant. The competitive category of products consists of all other products.

The Commission is further required to consider the availability and nature of enterprises in the private sector engaged in the delivery of the product, the views of those who use the product, and the likely impact on small business concerns.

39 U.S.C. 3642(b)(3).

The Postal Service asserts that its bargaining position is constrained by the existence of other shippers who can provide similar services, thus precluding it from taking unilateral action to increase prices without the risk of losing volume to private companies. Request, Attachment D, ¶ (d). The Postal Service also contends that it may not decrease quality or output without risking the loss of business to competitors that offer similar expedited delivery services. *Id.* It further states that the contract partner supports the addition of the contract to the competitive product list to effectuate the negotiated contractual terms. *Id.* ¶ (g). Finally, the Postal Service states that the market for expedited delivery services is highly competitive and requires a substantial infrastructure to support a national network. It indicates that large carriers serve this market. Accordingly, the Postal Service states that it is unaware of any small business concerns that could offer comparable service for this customer. *Id.* ¶ (h).

No commenter opposes the proposed classification of Priority Mail Contract 26 as competitive. Having considered the statutory requirements and the support offered by the Postal Service, the Commission finds that Priority Mail Contract 26 is appropriately classified as a competitive product and should be added to the competitive product list.

*Cost considerations.* The Postal Service presents a financial analysis showing that Priority Mail Contract 26 covers its attributable costs, does not result in subsidization of competitive products by market dominant products, and increases contribution from competitive products.

Based on the data submitted, the Commission finds that Priority Mail Contract 26 should cover its attributable costs (39 U.S.C. 3633(a)(2)), should not lead to the subsidization of competitive products by market dominant products (39 U.S.C. 3633(a)(1)), and should have a positive effect on competitive products' contribution to institutional costs (39 U.S.C. 3633(a)(3)). Thus, an initial review of proposed Priority Mail Contract 26 indicates that it comports with the provisions applicable to rates for competitive products.

*Other considerations.* If the contract terminates earlier than scheduled, the Postal Service shall inform the Commission prior to the new termination date.

Within 30 days of the expiration of the instant contract in Docket No. CP2010-76, the Postal Service shall file costs, volumes and revenues disaggregated by weight and zone associated with the contract.

In conclusion, the Commission approves Priority Mail Contract 26 as a new product. The revision to the competitive product list is shown below the signature of this Order and is effective upon issuance of this Order.

## V. ORDERING PARAGRAPHS

*It is Ordered:*

1. Priority Mail Contract 26 (MC2010-31 and CP2010-76) is added to the competitive product list as a new product under Negotiated Service Agreements, Domestic.
2. The Postal Service shall notify the Commission if the instant contract terminates prior to the scheduled termination date as discussed in this Order.

3. Within 30 days of the expiration of the instant contract in Docket No. CP2010-76, the Postal Service shall file costs, volumes and revenues disaggregated by weight and zone associated with the contract.
4. The Secretary shall arrange for publication in the *Federal Register* of an updated product list reflecting the change made in this Order.

By the Commission.

Shoshana M. Grove  
Secretary

CHANGE IN MAIL CLASSIFICATION SCHEDULE  
CHANGE IN PRODUCT LIST

The following material represents changes to the product list codified at 39 CFR Appendix A to Subpart A of Part 3020—Mail Classification Schedule. These changes are in response to Docket Nos. MC2010-31 and CP2010-76. The Commission uses two main conventions when making changes to the product lists. The addition of text is indicated by underscoring. Deleted text is indicated by a strikethrough.

Part B—Competitive Products

2000 Competitive Product List

\* \* \* \* \*

Negotiated Service Agreements

Domestic

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Priority Mail Contract 26 (MC2010-31 and CP2010-76)

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