

DOCKET SECTION
BEFORE THE
POSTAL RATE COMMISSION
WASHINGTON, D.C. 20268-0001

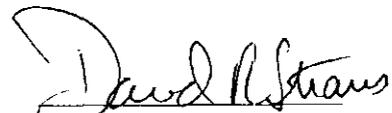
POSTAL RATE AND FEE CHANGES, 1997)
_____)

RECEIVED
FEB 23 3 03 PM '98
Docket No. R97-1

**ANSWER OF AMERICAN BUSINESS PRESS TO INTERROGATORY OF
UNITED STATES POSTAL SERVICE (USPS-T1-37) TO WITNESS CRAIN,
REDIRECTED TO WITNESS McGARVY
(February 23, 1998)**

American Business Press hereby submits its response to interrogatory
USPS/ABP-T1-37, redirected from witness Crain to witness McGarvy.

Respectfully submitted,



David S. Straus, Esq.
THOMPSON COBURN
700 14th Street, N.W., Suite 900
Washington, D.C. 20005

CERTIFICATE OF SERVICE

I hereby certify that I have this date served the foregoing documents in accordance
with Section 12 of the Commission's Rules of Practice.



David S. Straus, Esq.

Dated: February 23, 1998

**ANSWER OF AMERICAN BUSINESS PRESS TO INTERROGATORY USPS/ABP-T1-37
REDIRECTED TO WITNESS MCGARVY**

USPS/ABP-T1-37. In response to USPS/ABP-T1-3, you provided a list of Crain Communications Inc. publications in June 1986 and June 1997.

- a. Does Crain Communications Inc. know generally how its mailings are prepared and how that preparation has changed for each of the last ten years? If so, please explain fully.
- b. Does Crain Communications Inc. have any general information about its mailings which would indicate, by year, the changes in make-up such as changes in average bundle size, changes in containerization, and the average number of bundles and pieces per container? If so, please explain fully.
- c. Does Crain Communications Inc. have any general information about its mailings which would indicate in percentage terms, what savings, if any, it has experienced in their mail preparation costs (excluding postage) due to changes in the make-up of their mailings. If so, please explain fully.
- d. Even if a percentage cannot be calculated for such savings, as requested in subpart (c) above, please indicate whether or not Crain Communications Inc. has experienced savings.

ANSWER

USPS/ABP-T1-37

- a. The preparation of the mail is extremely important to the on-time delivery of Crain's weekly, bi-weekly and monthly publications. Crain has always complied with the USPS's presort requirements. The preparation of the mail has changed over the past

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ten years due primarily to comply with changes in USPS requirements. I do not have knowledge of all of the presort changes that have taken effect during the past ten years.

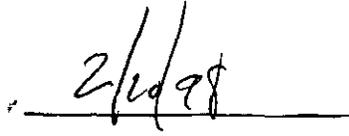
- b. Crain has always presorted its mail to the finest presort level possible. The minimum package size is 6 copies and the maximum is 20 pounds. The containerization depends upon the publication and its distribution requirements. Crain uses all three methods of containerization: sacks, pallets, and co-pallets. The minimum sack size is always set for 6 pieces and the maximum is set for 50 pounds. Most of the pallets and co-pallets are a 500 pound minimum pallet, however, because of distribution requirements we do make some 250 pound pallets. We do not have available the data that would be responsive to the specific questions you have asked.
- c. I am not aware of any cost savings Crain has experienced in its mail preparation costs due to the changes in mail make-up.
- d. Because of our need to get the publication to the readers on-time we use airfreight to deposit much of our mail closer to its final destination. Ten years ago we deposited our mail in nine destination post offices. Although our circulation has not changed much in the past ten years, we now deposit our mail in 34 destination post offices. For this and other reasons, such as our increased use of pallets (for service reasons), our distribution costs have actually increased substantially in the past ten years.

DECLARATION

I, Joyce McGarvy, declare under penalty of perjury that the foregoing answers are true and correct to the best of my knowledge, information and belief.

A handwritten signature in cursive script, appearing to read "Joyce McGarvy", written over a horizontal line.

Joyce McGarvy

A handwritten date "2/16/98" written in cursive script over a horizontal line.

Date