

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

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

DOCKET NO. N2010-1

RESPONSES OF PUBLIC REPRESENTATIVES' WITNESS LUTTRELL
TO UNITED STATES POSTAL SERVICE INTERROGATORY
(USPS/PR-T2-29)

The Public Representatives hereby provide the responses of witness Edward Luttrell (PR-T-2) to United States Postal Service interrogatories USPS/PR-T2-29. The interrogatory is set out in its entirety and followed by a response.

Respectfully submitted,

PUBLIC REPRESENTATIVES

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USPS/PR-T2-29

Please refer to page 3, line 29 of your testimony where you state:

In fulfilling orders, in receiving payments, in complying with responses for legal, accounting and other basic services, the Postal Service provides unique and irreplaceable service advantages to micro entrepreneurs operating in rural communities.

Provide data reflecting the relative degrees to which the Postal Service provides unique service advantages to rural, suburban and urban micro entrepreneurs.

Response:

The Postal Service may have marketing or other data of this nature, but I am not aware of any data available to the public that directly addresses “the relative degrees” to which the Postal Service provides unique service advantages to rural, suburban and urban micro entrepreneurs. Oregon State University’s Rural Community Explorer project, for example, provides some information on the number of banks and retail establishments in rural and urban counties, but not in a way that seems to be useful for purposes of this question.

However, in terms of micro entrepreneurs in rural areas, which are the ones I referred to in my testimony, the “unique services” I had in mind relate to what various *providers* offer. The Postal Service, unlike FedEx or UPS, offers rural micro entrepreneurs the opportunity to conduct affordable, reliable direct mail programs.

Similarly, the Postal Service also offers popular shipping options, such as those in its “If It Fits, It Ships” program that may better suit those rural micro entrepreneurs with customer bases that are more widely dispersed than the customer bases of suburban and urban micro entrepreneurs. As these rural operators may have to mail and receive more packages than their counterparts, the Postal Service’s consistent, reliable presence and home delivery can be considered a unique service.