

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

Competitive Product Prices  
Global Expedited Package Services Contracts  
Non-Published Rates

Docket Nos. MC2010-29  
CP2010-72

CHAIRMAN'S INFORMATION REQUEST NO. 3

(Issued September 3, 2010)

The Postal Service is requested to respond to the following questions to clarify its request to add Global Expedited Package Services Contracts—Non-published Rates to the competitive product list (GEPS—Non-published Rates).<sup>1</sup> Responses should be provided no later than September 10, 2010.

1. Please refer to Governors' Decision 10-2, Attachment C, at 2 which states:

The exact price would be determined by applying a consistent methodology to the downstream access option, payment option and revenue commitment choices made by the customer.

Does the GEPS Master financial model provided in response to CHIR No. 1, question 2, produce an "exact price" or a range of acceptable prices?

- a. If the former, please provide a citation to the cell(s) where this occurs.
- b. If the latter, please describe the process by which the range of acceptable prices is reduced to an "exact price."

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<sup>1</sup> See Notice and Request of the United States Postal Service Concerning Global Expedited Package Services—Non-published Rates and Application for Non-public Treatment of Materials Filed Under Seal, July 16, 2010 (Request).

- c. Does the model produce exactly one price—either the [specified] percent cost coverage or the maximum possible discount? If not, please explain.
2. Please refer to proposed Mail Classification Schedule section 2610.7.3 which states, in part:

The mailer is required to meet the minimum volume or weight requirements in effect for manifest mailing as specified by the Postal Service.

  - a. What are the minimum volume or weight requirements and where are these requirements published?
  - b. How will the Postal Service notify: (i) the Commission, and (ii) affected mailers of changes in these minimum requirements?
  - c. Are changes, if any, in the requirements applicable to prospective agreements only? If not please explain.
3. Please refer to the United States Postal Service Reply Comments, August 18, 2010, at 3 which identifies certain market characteristics including the capability of mailers to generate “at least \$50,000 in international mail revenue....” Does this include revenue from products other than qualifying EMI and PMI?

By the Chairman.

Ruth Y. Goldway