

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

TRANSFERRING COMMERCIAL STANDARD MAIL
PARCELS TO THE COMPETITIVE PRODUCT LIST

Docket No. MC2010-36

RESPONSES OF THE UNITED STATES POSTAL SERVICE TO
QUESTIONS 2(a) AND 7(a) OF CHAIRMAN'S INFORMATION REQUEST NO. 1
(September 14, 2010)

The United States Postal Service hereby provides its responses to Questions 2(a) and 7(a) Chairman's Information Request No. 1, dated September 3, 2010. Answers were sought by September 13, 2010. Each question is stated verbatim and is followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

By its attorneys:

R. Andrew German
Managing Counsel, Pricing & Product
Development

Nabeel R. Cheema

475 L'Enfant Plaza West, S.W.
Washington, D.C. 20260-1137
(202) 268-7178, Fax -5402
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**RESPONSES OF THE UNITED STATES POSTAL SERVICE
TO CHAIRMAN'S INFORMATION REQUEST NO. 1**

Question 2

Page 5 of the Statement shows that the Postal Service's CY 2008 Share of Revenue for Parcels Under One Pound was 79.2 percent.

- a. Please provide the Postal Service's CY 2008 Share of Volume for Parcels Under One Pound.

RESPONSE:

(a) The table that appears at the top page 5 of the Statement was incorrectly labeled as the Postal Service's CY 2008 Share of Revenue for Parcels Under One Pound. It should have been labeled the Postal Service's CY 2008 Share of *Volume* for Parcels Under One Pound. The Postal Service's CY 2008 share of revenue for parcels under one pound is estimated to be 45%.

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Question 7

Page 6 of the Statement provides the Postal Service's FY 2009 Share of Revenue For All Air and Ground Parcels Up to 70 Pounds and states, "[t]his [information] provides a more realistic view of a parcel shipping marketplace where the Postal Service's products cover their costs."

- a. Please provide the Postal Service's FY 2009 Share of Revenue and Volume For Ground Parcels Up to 70 Pounds.

RESPONSE:

(a) The table on page 6 of the Statement was incorrectly labeled the FY 2009 Share of Revenue for All Air and Ground Parcels Up to 70 Pounds. It should have been labeled *CY 2009 Share of Volume* for All Air and Ground Parcels Up to 70 Pounds.

For ground parcels weighing up to 70 pounds, the Postal Service's share of CY 2009 volume is estimated to be 20.1%, while its competitors' collective share of CY 2009 volume is estimated to be 79.9%. For these same parcels, the Postal Service's share of CY 2009 revenue is estimated to be 26.8%, while its competitors' collective share of CY 2009 revenue is estimated to be 73.2%.