

Comments of Shipping+.doc

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So, the Post Office wants to compete with the local Mail and Parcel Centers (MPC) within a few miles of a post office. Let's look at a comparison of the post office operation and the MPC.

US Post Office	Mail and Parcel Centers (MPC)
Regulates CMRA	Has to abide by CMRA rules with no control or direct input.
PO Box customers can submit a change of address.	MPC box holders cannot because it is a commercial address
No requirement to forward mail.	Required to forward mail upon termination of box.
No requirement to hold mail	Required to hold mail for 6 months.
USPS will deliver to PO boxes on Saturday if they go to a 5 day delivery.	USPS will NOT deliver to MPC's on Saturday if they go to a 5 day delivery.
USPS will allow PO box holders to have a street address so they can accept packages from FedEx, UPS, DHL, etc.	MPC's have had a street address from inception and have had that as a major selling point for customers.
USPS charges a retail price for postage that permits them to make a profit.	MPC's must pay the same retail price for postage as any other customer and mark it up to make a profit making them un-competitive.
USPS hours of operation are rigid and inflexible.	MPC's will stay open to assist customers or open early if a customer is at the door.
USPS will take multiple packages, weigh them and charge for the postage.	MPC's will analyze packages and determine if they are packed efficiently and assist the customer with repacking or consolidating to save money whenever possible.

MPC's start out at a competitive disadvantage by having to abide by government/postal regulations and restrictions that are not imposed on the USPS.

Then the USPS expects Approved Shippers to sell their products without giving any monetary incentive.

Now the USPS wants to compete with MPC's while still regulating them and providing no compensatory relief. The situation is already skewed heavily toward the USPS and becoming even more so with these new modifications.

The USPS is consistently losing money, according to the news reports. However, the USPS has a potential partner and asset that could make a significant difference – the MPC community.

Rather than trying to destroy MPC's because they are perceived as competition, the USPS could more wisely partner with MPC's to the benefit of both.

1. Give a significant discount (i.e. 30%) to MPC's in the cost of postage to encourage MPC's to sell more USPS products and services.
2. As more USPS business transitions to the MPC community, the workload will be reduced at local post offices permitting the reduction in staff and the closing of some facilities significantly reducing ongoing and future costs.

MPC's should be considered an asset and a partner in the letter and parcel shipping business and not as an unwelcome adversary that is a threat to the USPS. Treated properly, MPC's could help the USPS save money, improve service and survive.