

UNITED STATES OF AMERICA  
POSTAL REGULATORY COMMISSION  
WASHINGTON, DC 20268-0001

Before Commissioners:

Ruth Y. Goldway, Chairman;  
Robert G. Taub, Vice Chairman;  
Mark Acton;  
Tony Hammond; and  
Nanci E. Langley

Competitive Product Prices  
Global Expedited Package Services 3 (MC2010-28)  
Negotiated Service Agreement

Docket No. CP2013-71

ORDER APPROVING A GLOBAL EXPEDITED PACKAGE  
SERVICES 3 NEGOTIATED SERVICE AGREEMENT

(Issued July 9, 2013)

I. INTRODUCTION

The Postal Service seeks to include a Global Expedited Package Services (GEPS) 3 contract (Agreement) within the GEPS 3 product.<sup>1</sup> For the reasons discussed below, the Commission approves the Postal Service's request.

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<sup>1</sup> Notice of United States Postal Service of Filing a Functionally Equivalent Global Expedited Package Services 3 Negotiated Service Agreement and Application for Non-Public Treatment of Materials Filed Under Seal, June 28, 2013 (Notice).

## II. BACKGROUND

The Commission approved the addition of GEPS 3 to the competitive product list in Order No. 503, following consideration of the Postal Service's request in Docket No. MC2010-28.<sup>2</sup> The request was based on Governors' Decision No. 08-7. *Id.* at 7. The Commission concurrently established the GEPS 3 agreement filed in related Docket No. CP2010-71 as the baseline agreement for comparing potentially functionally equivalent agreements proposed for inclusion within the GEPS 3 product. *Id.*

The effective date of the Agreement will be established by the Postal Service after it has received all regulatory approvals. Notice, Attachment 1, at 6. It is set to expire on the last day of the month which falls one calendar year from the effective date. *Id.*

In Order No. 1770, the Commission provided public notice of the Postal Service's filing; established the instant docket for consideration of the filing's consistency with applicable statutory and regulatory provisions; appointed a Public Representative; and provided interested persons with an opportunity to comment.<sup>3</sup>

## III. THE POSTAL SERVICE'S POSITION

The Postal Service asserts that its filing demonstrates that the Agreement complies with the requirements of 39 U.S.C. § 3633, is functionally equivalent to the baseline agreement, and requests that the Agreement be included within the GEPS 3 product. Notice at 2. It asserts that the Agreement fits within the draft Mail Classification Schedule language for the GEPS 3 product. *Id.* at 3. The Postal Service also asserts that the Agreement and the baseline agreement possess similar cost and market characteristics and the same functional terms, but states that prices may differ. *Id.* at 3-4. The Postal Service identifies numerous differences between the Agreement

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<sup>2</sup> See Docket Nos. MC2010-28 and CP2010-71, Order Approving Global Expedited Package Services 3 Negotiated Service Agreement, July 29, 2010, at 8 (Order No. 503).

<sup>3</sup> Notice and Order Concerning Additional Global Expedited Package Services 3 Negotiated Service Agreement, July 1, 2013 (Order No. 1770).

and the baseline agreement, but asserts that these differences do not affect the fundamental service being offered or the fundamental structure of the Agreement.<sup>4</sup> *Id.* at 4-7.

#### IV. COMMENTS

The Public Representative filed comments in response to Order No. 1770.<sup>5</sup> No other comments were received.

Based upon her review of the Postal Service's filing, including materials filed under seal with the Commission, the Public Representative concludes that the pricing in the Agreement appears to comply with the applicable statutory and regulatory requirements and generates sufficient revenues to cover attributable costs. *Id.* at 2. She also states that the Agreement employs pricing incentives based upon volume and other provisions favorable to the Postal Service, its partner in the Agreement, and the public. *Id.* at 2-3. After comparing the Agreement with the baseline agreement, the Public Representative states that the modifications to the Agreement appear reasonable. *Id.* at 2.

#### V. COMMISSION ANALYSIS

The Commission's responsibilities in this case are to ensure that the Agreement: (1) is functionally equivalent to the baseline Agreement; and (2) satisfies the requirements of 39 U.S.C. § 3633 and applicable Commission rules.

*Functional equivalence.* The Commission has reviewed the Postal Service's reasons for asserting that the Agreement shares similar cost and market characteristics with the baseline Agreement; meets the pricing formula and falls within the classification established in Governors' Decision No. 08-7; and comports with 39 U.S.C. § 3633 and

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<sup>4</sup> Differences include, among others, revisions to provisions in existing articles, the deletion of an article (related to service guarantees), causing some subsequent articles to be renumbered; and inclusion of new articles, and an additional Annex 2. *Id.* at 4-6.

<sup>5</sup> Public Representative Comments on Notice and Order Concerning Filing of Global Expedited Package Services 3 Negotiated Service Agreement, July 8, 2013.

related Commission rules. It also has considered the Public Representative's comments. The Commission concludes that the Agreement is substantially similar to the baseline agreement and that the differences between them do not undermine a finding of functional equivalency. The Commission therefore finds that the instant Agreement may be included within the GEPS 3 product.

*Cost considerations.* The Commission has reviewed the Postal Service's filing, including supporting financial analyses provided under seal, and the Public Representative's comments. Based on this review, the Commission finds that the Agreement should cover its attributable costs. 39 U.S.C. § 3633(a)(2). It finds that the Agreement should not result in competitive products being subsidized by market dominant products, in contravention of 39 U.S.C. § 3633(a)(1). It also finds the Agreement should have a positive effect on the contribution of competitive products to institutional costs, consistent with 39 U.S.C. § 3633(a)(3). Accordingly, a preliminary review of the Agreement indicates it is consistent with provisions applicable to rates for competitive products. The Commission therefore finds that the Agreement is appropriately included within the GEPS 3 product.

*Follow-up submissions.* The Postal Service shall promptly notify the Commission of the effective date of the Agreement. Upon termination of the Agreement by either party, the Postal Service shall inform the Commission of this development and the date of termination. In addition, within 30 days of the termination of the Agreement, the Postal Service shall file costs, volumes, and revenues associated with the Agreement, including any penalties paid, disaggregated by weight and country group.

## VI. ORDERING PARAGRAPHS

*It is ordered:*

1. The Agreement filed in Docket No. CP2013-71 is included within the Global Expedited Package Services 3 (MC2010-28) product.

2. The Postal Service shall promptly notify the Commission of the effective date of the Agreement.
3. The Postal Service shall promptly notify the Commission of termination of the Agreement by either party.
4. Within 30 days of the termination of the Agreement, the Postal Service shall file costs, volumes, and revenues, including any penalties paid, disaggregated by weight and country group.

By the Commission.

Shoshana M. Grove  
Secretary