

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

Competitive Product Prices  
Parcel Select & Parcel Return Service  
Parcel Select & Parcel Return Service Contract 5

Docket No. MC2014-1

Competitive Product Prices  
Parcel Select & Parcel Return Service Contract 5  
(MC2014-1)  
Negotiated Service Agreement

Docket No. CP2014-1

PUBLIC REPRESENTATIVE COMMENTS ON  
POSTAL SERVICE REQUEST TO ADD  
PARCEL SELECT AND PARCEL RETURN SERVICE CONTRACT 5 TO  
COMPETITIVE PRODUCT LIST

(October 24, 2013)

The Public Representative hereby provides comments pursuant to Order No. 1849.<sup>1</sup> In that Order, the Commission established the above referenced docket to receive comments from interested persons, including the undersigned Public Representative, on a Postal Service Request to add Parcel Select and Parcel Return Service Contract 5 to the competitive product list.<sup>2</sup> The Postal Service's Request includes a Statement of Supporting Justification, a certification of compliance with 39 U.S.C. § 3633(a), and a copy of Governor's Decision No. 11-6. The Postal Service also filed (under seal) a contract related to the proposed new product and supporting financial data.

According to the Postal Service, Parcel Select and Parcel Return Service Contract 5 is a competitive product "not of general applicability" within the meaning of 39

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<sup>1</sup> PRC Order No. 1849, Notice and Order Concerning Addition of Parcel Select and Parcel Return Service Contract 5 to the Competitive Product List, October 18, 2013.

<sup>2</sup> Request of the United States Postal Service to Add Parcel Select and Parcel Return Service Contract 5 to the Competitive Product List and Notice of Filing (Under Seal) of Unredacted Governors' Decision, Contract, and Supporting Data, October 17, 2013 (Request).

U.S.C. § 3632(b)(3). Request at 1. The Postal Service also maintains that the prices and classification underlying the instant contract are supported by Governors' Decision No. 11-6.<sup>3</sup> The Postal Service further asserts that the Statement of Supporting Justification provides support for adding Parcel Select and Parcel Return Service Contract 5 to the competitive product list and the compliance of the instant contract with 39 U.S.C. § 3633(a). Request at 2.

The instant contract is the successor to Parcel Select Contract 3, approved in Docket Nos. MC2013-32 and CP2012-40 and is effective 1 business day after the Commission issues all necessary regulatory approvals. Order No. 1849 at 3. The contract is scheduled to expire 5 years from the effective date unless either party terminates the contract with 30 days written notification. *Id.*

## COMMENTS

The Public Representative has reviewed the instant contract, the Statement of Supporting Justification, and the financial data and model filed under seal that accompanies the Postal Service's Request. Based upon that review, the Public Representative concludes that Parcel Select and Parcel Return Service Contract 5 should be categorized as a competitive product and added to the competitive product list. In addition, it appears that the instant contract in the first year should generate sufficient revenues to cover costs and thereby satisfy the requirements of 39 U.S.C. § 3633(a).

*Product List Assignment.* Pursuant to 39 U.S.C. § 3642, the Postal Service requests that Parcel Select and Parcel Return Service Contract 5 be added to the competitive product list. 39 U.S.C. § 3642 requires the Commission to consider whether "the Postal Service exercises sufficient market power that it can effectively set the price of such product substantially above costs, raise prices significantly, decrease quality, or decrease output, without risk of losing a significant level of business to other

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<sup>3</sup> Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, March 22, 2011 (Governors' Decision No. 11-6).

firms offering similar products.” 39 U.S.C. § 3642(b)(1). Products over which the Postal Service exercises such power are categorized as market dominant while all others are categorized as competitive.

The Postal Service makes a number of assertions that address the considerations of section 3642(b)(1). Request, Attachment D, at 2. These assertions appear reasonable. Based upon these assertions, the Public Representative concludes that the Postal Service’s Request to add Parcel Select and Parcel Return Service Contract 5 to the competitive product list is appropriate.

*Requirements of 39 U.S.C. § 3633.* Pursuant to 39 U.S.C. § 3633(a), the Postal Service’s competitive prices must not result in the subsidization of competitive products by market dominant products; ensure that each competitive product will cover its attributable costs; and, ensure that all competitive products collectively contribute an appropriate share of the institutional costs of the Postal Service. Based upon a review of the financial model filed under seal with the Postal Service’s Request, the revenue per piece resulting from the negotiated prices in the instant contract should generate sufficient revenues to cover costs during its first year.

As noted above, however, the instant contract is expected to remain in effect for a period of two years. The Postal Service also provides no data to demonstrate that the instant contract will comply with the requirements of 39 U.S.C. § 3633(a) during the succeeding years of the contract. This concern is largely mitigated by the fact that the terms of the instant contract provide a formula for an annual adjustment in the negotiated rates that should permit revenues to cover costs during the succeeding years of the contract. In addition, the Commission has an opportunity to review the financial results of the instant contract for compliance with 39 U.S.C. § 3633(a) each year of the contract in the Annual Compliance Determination.

The Public Representative respectfully submits the foregoing comments for the Commission's consideration.

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Kenneth R. Moeller  
Public Representative

901 New York Ave. NW  
Washington, DC 20268-0001  
202-789-6888  
[Kenneth.Moeller@prc.gov](mailto:Kenneth.Moeller@prc.gov)