

TO: USPS Commissioners
From: Garvey Rich
Re: Universal Postal Union Rates IM2016-1
cc: President Obama, Secretary of State John Kerry, Bernie Sanders, Hillary Clinton, Donald Trump, Chuck Schumer, Kristen Gillibrand

POSTAL REGULATORY COMMISSION
ATTN IM2016-1
901 NEW YORK AVENUE
NW, SUITE 200
WASHINGTON, DC 20268-0001

July 21, 2016

Dear USPS Commissioners,

I work with a KD dance New York, US manufacturer of High End Dancewear with a factory located in New York City.

Since Amazon.com has made it possible for merchants located in China to ship directly from China on Amazon, that sales sector on Amazon has multiplied by more than 10 times in the past two years. In that time our sales on Amazon have dropped by more than 60%.

It is unfathomable to think that not only have US jobs been sent overseas but the USPS aka US Tax Payer, is also footing part of the bill to deliver goods to US customers at a rate far less than it costs for US merchants to mail same item down the block. That is not to mention it costs triple to four times the amount for a US merchant to mail a 4 once small item to China than it costs the Chinese to mail 2 pounds to the US market.

USPS spends over \$75 Million that it does not recoup providing tracking confirmation for overseas merchants including "27 million ePacket shipments from China Post, losing an average of \$1.10 on each piece." (1) By the year 2018-2021 that figure is expected to rise to \$1 Billion Dollars. (2)

This imbalance must come to an end. The US market cannot be left as an open market for anybody to mail goods into the country without equal reciprocation. What we have now is one way free trade into the US market.

Even first world countries like Germany create significant bureaucratic hurdles that make shipping orders to Germany prohibitive due to their postal system taking literally months to process a package arriving from the US back and forth from their privatized postal system to their customs office and back to their post office, that is if it gets back to their postal office for delivery. Most often after the customer writes wondering where their order is eight weeks after tracking shows it left the US. They call their customs office only to be told they need to drive across town to pick it up. If the US is footing the bill to protect Germany and is one of their most important trading partners one would think they would treat us with greater respect.

We must even the playing field immediately. The rates that third world countries can ship to the US need to match the cost for US shippers to ship to their country. The US taxpayer should not be footing the bill for incoming packages, this is simply UNACCEPTABLE! Unless of course one of your SuperPac's is footing the bill and starts paying all the US based ecommerce sellers projected loss in sales due to this disadvantage?

Sincerely yours,

Garvey Rich
Garvoir@KDDanceNewYork.com

1. <http://www.ecommercebytes.com/cab/abn/y15/m06/i17/s01>
2. <http://www.ecommercebytes.com/cab/abn/y16/m07/i20/s01>