

7/21/16

To: Postal Regulatory Commission, Washington D.C.

Re: IM2016-1 UPU Terminal Dues

Dear Commission Members:

I am a business owner with a niche product I sell on eBay, Amazon and my own website. Increasingly I'm seeing very cheap products in this niche being shipped from China, Taiwan and Hong Kong with free shipping.

It is beyond my comprehension how this is possible – these sellers must make virtually no profit on their sales! However, it doesn't hurt that they pay much lower postage rates than I do, even though they are shipping products halfway around the world. It makes no sense that their shipping rates are miniscule to ship packages that far, when it costs me a pretty penny to send a 3 ounce package to an address down my own block, or across my town?

How can those fees for 'last mile' of delivery not be at least equal to what we U.S.-based merchants are charged? It absolutely MUST cost the USPS the same amount of money – if not more - to deliver a Chinese seller's package from where it enters the U.S. and goes through Customs, to the U.S. buyer as it does when a U.S. based seller sends a package to customer within the U.S.

How stifling is that to small businesses in the U.S.? Here we are trying to support ourselves, our family, our employees, and our economy – but it feels like overseas sellers have a huge competitive advantage when they pay virtually nothing to ship a package to the U.S.

I ask each and every member of the PRC to put yourselves in a small U.S. merchant's shoes – if it were you, would you understand how or why a Chinese seller could be paying virtually nothing for USPS services? Honestly, I doubt it.

And while we're talking about this – why don't those incredibly low shipping rates occur in reverse, when I'm shipping products overseas – I certainly don't pay next to nothing to ship even the smallest of envelopes/packages overseas.

I believe your commission needs to seriously look at the 'last mile' fees being charged to shipments from outside the United States. I'm not looking for the PRC to give us any special treatment – but I do believe we merchants here in the U.S.A. deserve a level playing field at the very least.

Best Regards,

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