Postal Regulatory Commission
Submitted 12/15/2016 2:30:41 PM
Filing ID: 98179
Accepted 12/15/2016

BEFORE THE
POSTAL REGULATORY COMMISSION
WASHINGTON, D.C. 20268–0001

COMPETITIVE PRODUCT PRICES INBOUND PARCEL POST (AT UPU RATES)	Docket No. CP2017-85

NOTICE OF THE UNITED STATES POSTAL SERVICE OF FILING CHANGES IN RATES NOT OF GENERAL APPLICABILITY FOR INBOUND PARCEL POST (AT UPU RATES), CHANGE IN MAIL CLASSIFICATION SCHEDULE, AND APPLICATION FOR NON-PUBLIC TREATMENT
(December 15, 2016)

The United States Postal Service (Postal Service) hereby gives notice of a change in rates not of general applicability for its Inbound Parcel Post (at Universal Postal Union (UPU) Rates) product and a change in the Mail Classification Schedule (MCS). Prices and classifications not of general applicability for Inbound Air Parcel Post (at UPU Rates) were previously established by the Decision of the Governors of the United States Postal Service on the Establishment of New Prices and Classifications for Inbound Air Parcel Post (at UPU Rates), issued on November 16, 2009 (Governors' Decision No. 09-15). The Postal Regulatory Commission (Commission) previously determined that Inbound Air Parcel Post (at UPU Rates) is appropriately classified as a competitive product and that an initial review of the rates indicated compliance with statutory requirements.[1] On August 19, 2014, the Commission determined that Inbound Surface Parcel Post (at UPU Rates) also is appropriately classified as a competitive product and that an initial review of the rates indicated compliance with statutory

[1] PRC Order No. 362, Order Adding Inbound Air Parcel Post at UPU Rates to Competitive Product List, Docket Nos. MC2010-11 and CP2010-11, December 15, 2009, at 8-9.

requirements.[2] As part of the Order No. 2160, Inbound Air Parcel Post (at UPU Rates) and Inbound Surface Parcel Post (at UPU Rates) were merged into a single product identified as Inbound Parcel Post (at UPU Rates).

The Decision of the Governors of the United States Postal Service on Changes in Rates and Classes for Inbound Parcel Post (at UPU Rates) (Governors' Decision No. 14-04), issued on June 18, 2014, established the rates and classification for Inbound Parcel Post (at UPU Rates). With this filing, the Postal Service notifies the Commission of changes to the rates for Inbound Parcel Post (at UPU Rates) that are intended to take effect January 1, 2017.

At the same time, the Postal Service also notifies the Commission of a change in the wording in the Mail Classification Schedule (MCS) to reflect more accurately certain rates for Inbound Parcel Post (at UPU Rates) that are fixed by the UPU after notice by the Postal Service and that may, in the future, be discounted bilaterally. The 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 (Governors' Decision No. 11-6), issued on March 22, 2011 (at 2), authorized the Postal Service to "prepare any necessary product description, including text for inclusion in the Mail Classification Schedule, and to present such product description to the Postal Regulatory Commission," for, among other things, inbound international competitive agreements and other non-published

[2] PRC Order No. 2160, Order Approving Product List Transfer, Docket No. MC2014-28, August 19, 2014, page 8.

competitive rates. These expressly included, as an example, rates not of general applicability that arise from the UPU Convention. Id. at 1.

The rates and supporting documents are being filed separately under seal with the Commission. The Postal Service's Application for Non-public Treatment of those materials is included with this Notice as Attachment 1. Redacted versions of UPU International Bureau (IB) Circular Nos. 169 & 168 (both dated October 31, 2016), which fixed the new rates, are included as Attachments 2 & 3, respectively.[3] The new rates appear on page 10 of Attachment 2 and on page 3 of Attachment 3. A certification pursuant to 39 C.F.R. § 3015.5(c)(2) is included as Attachment 4. Redacted Postal Service data transmitted to the UPU to justify its bonus payments are included as Attachment 5. A redacted copy of the Postal Service's submission to the UPU in support of an inflation-linked adjustment is included as Attachment 6. Redacted copies of Governors' Decision Nos. 14-04 and 11-6 are included as Attachments 7 & 8, respectively. The proposed changes to the text of the MCS are included as Attachment 9. Redacted Excel versions of the supporting financial documentation also accompany this filing.

I. Explanation of Classification and Rates

A. New UPU Rates for Inbound Parcel Post.

As noted above, Attachments 2 & 3 consist of UPU IB Circular Nos. 169 & 168 (both dated October 31, 2016), by which the UPU established the new rates for the

[3] The Application in Attachment 1 requests non-public treatment of the Postal Service's inbound rates and its related performance results. In these documents, the UPU also issued the inbound rates for other countries' postal operators and their related performance results. Those other countries' inbound rates and performance results are redacted (even in the non-public versions of this filing) because they are not only sensitive business information of the foreign posts, but they are also irrelevant to this filing concerning the Postal Service's inbound rates.

Inbound Parcel Post to take effect on January 1, 2017. IB Circular No. 169 (Attachment 2) sets the new air and surface parcel rates that are included within the merged Inbound Parcel Post (at UPU Rates) product. In IB Circular No. 168 (Attachment 3), the UPU fixed rates that certain countries' postal operators (including the Postal Service) charge for the UPU's "e-commerce" parcel delivery features (also known as "ECOMPRO").[4] ECOMPRO applies only when UPU designated postal operators from different countries voluntarily choose certain delivery options pursuant to UPU regulations[5] for air parcel exchanges. As the Commission can see by comparing the Postal Service's UPU inbound air parcel rates on page 10 of Attachment 2 to its UPU inbound air parcel rates on page 3 of Attachment 3 for the ECOMPRO option, the Postal Service's rates do not differ.

The Postal Service has not utilized the ECOMPRO option in the past, but plans to begin accepting inbound parcel post with the ECOMPRO delivery option under applicable UPU regulations on or after January 22, 2017. The expectation to accept ECOMPRO should not change present conclusions from the supporting financial model for the Inbound Parcel Post (at UPU Rates) product, given that the rates are equivalent and the costs would be expected to be lower because signatures are no longer captured with ECOMPRO. The Postal Service intends to make a supplemental filing with new financial support data showing any differences in its assumptions based on the expected ECOMPRO flows as soon as possible, and, in any event, on or before

[4] Within the UPU's Parcel Post Manual, Regulations RC 195 & 196 set forth the procedures by which the UPU sets the air and surface parcel rates. For the ECOMPRO delivery option, it fixes rates under Regulation RC 116bis.2.6.

[5] Regulation RC 116bis within the UPU Parcel Post Manual sets forth the conditions under which operators may agree to utilize ECOMPRO parcel delivery. It includes, for example, certain track and trace features, target delivery times, and obviating signatures upon delivery.

January 6, 2017. In the meantime, the UPU rates in Attachment 2 will apply to flows beginning on January 1, 2017, necessitating Commission approval in advance.

B. Revision to MCS Better Reflecting How UPU Fixes ECOMPRO Rates.

Apart from the new rates fixed by the UPU for which the Postal Service hereby seeks the Commission's approval, the Postal Service also seeks to change one sentence in the MCS, as shown in Attachment 9. The second sentence of section 2310.6 currently states, "The Universal Postal Union Postal Operations Council sets the amount paid for incoming air parcel flows tendered by postal operators with which there is no contractual relationship governing the applicable price." The Postal Service seeks Commission approval to change this sentence to read, "The Universal Postal Union Postal Operations Council (POC) sets the amount paid for incoming ~~air~~ parcel flows tendered by postal operators with which there is no contractual relationship governing the applicable price, except when such rates are otherwise fixed by the POC upon notification by the Postal Service or except when such fixed rates are bilaterally discounted." This revision would better account for the UPU's ECOMPRO option.[6]

First, even though the Postal Service's air parcel rates in Attachments 2 and 3 do not differ, it is more accurate to acknowledge in the MCS that the ECOMPRO rates in Attachment 3 were fixed by the UPU after notification by the Postal Service. That explains the insertion of the clause "except when such rates are otherwise fixed by the POC upon notification by the Postal Service."

Second, although no such bilateral arrangements exist yet, as described below the Postal Service may wish to negotiate bilaterally discounted rates with other

[6] The word "air" is also being stricken from this sentence to reflect the fact that the UPU sets the rates for both the air and surface parcels, as shown on page 10 of Attachment 2.

individual countries' postal operators in the future. Those bilaterally negotiated rates would constitute discounts from the ECOMPRO rates that the UPU has fixed. That, in turn, explains the insertion of the clause "or except when such fixed rates are bilaterally discounted."

C. Process for Filing Any Future ECOMPRO Rate Discount Agreements.

In addition, although the Postal Service has not yet done so, it may determine to offer discounts for inbound ECOMPRO parcels in the future. For example, the Postal Service may offer certain discounted rates for the ECOMPRO option to postal operators of individual countries conditioned upon their meeting certain thresholds for providing advance electronic customs data ("ITMATT") to the Postal Service for inbound parcels. The Postal Service respectfully proposes that, for regulatory efficiency and to be able to quickly implement such mail security improvements, it would file any such agreements with the Commission in this docket, much like the process it already has employed for EMS discounted rates. The Commission approved that process three years ago. See Order No. 1865, Order Granting Motion for Reconsideration of Order No. 1822, PRC Docket No. CP2013-77, October 30, 2013.

Unlike with the EMS process, quarterly updates are unnecessary, as the Postal Service will be filing the new UPU inbound rates and financial support on six month intervals, or longer if the UPU rates do not change. Further, the Postal Service can build into such successive financial model filings for new UPU rates the flow and data changes caused by any discount agreements. Nevertheless, like what the Postal Service is proposing here, under the EMS process that the Commission approved, the Postal Service now files each such EMS discount agreement in the applicable EMS

docket (PRC Docket No. CP2013-77). The Postal Service proposes to use the same approach for any ECOMPRO discount agreements, and the Postal Service can make such filings in the above-captioned docket for consistency and transparency. Again, this process will be for the future, as the rates appearing in this Notice do not yet have any such bilateral discounts.

II. Application for Non-Public Treatment

The Postal Service maintains that certain portions of the Governors' Decisions, the new rates, the service feature and bonus data, and related financial information should remain confidential. The Postal Service provides its Application for Non-Public Treatment of materials filed under seal as Attachment 1.

III. Management Analysis

In PRC Order No. 2310, the Commission requested that the Postal Service provide an update to the Management Analysis originally in support of the establishment of rates for Inbound Air Parcel Post (at UPU Rates) as originally requested in PRC Order No. 2102. Specifically, the Commission requested in PRC Order No. 2102 (at 6):

> data and information concerning the Postal Service's submission of formal documentation to the UPU in support of an inflation-linked adjustment for the inward land rate it receives from other postal administrations and transmission of responses to the UPU survey to justify bonus payments; the date the UPU advises the United States that the inward land rate applicable to its inbound air parcels would be per item plus per kilo special drawing rights (SDRs); the inward land rate calculation for the pertinent year (or period); the SDR equivalent in U.S. dollars; and the estimated cost coverage for the pertinent calendar year.

In response, the Postal Service provides the following with respect to the successor Inbound Parcel Post (at UPU Rates) product:

- The documentation in support of the inflation-linked adjustment for inward land rates is included as Attachment 6.
- The Postal Service met its service feature standards to justify its bonuses, as reflected on page 19 of Attachment 2, on page 6 of Attachment 3, and in the responses to the UPU survey that are included on pages 2-3 of Attachment 5.
- The date that the UPU advised the United States of the Inward Land Rates and the calculation[7] for the pertinent period was October 31, 2016, as shown on page 1 of the UPU IB Circulars accompanying this Notice as Attachments 2 & 3.
- The SDR conversion rate to U.S. dollars used for the cost coverage analysis was 1 SDR is equal to $1.35 USD.[8]
- The estimated cost coverage for the pertinent year is available in the attached financial information, showing that the Inbound Parcel Post (at UPU Rates) product should cover its attributable costs and preclude the subsidization of competitive products by market dominant products.

IV. Conclusion

For the reasons discussed above, the Postal Service has established that these new rates for Inbound Parcel Post (at UPU Rates) are in compliance with the requirements of 39 U.S.C. § 3633(a)(2). Accordingly, the Postal Service respectfully submits that it has met its burden of providing notice to the Commission of changes in rates for the Inbound Parcel Post (at UPU Rates) product within the scope established

[7] The Inward Land Rates calculation is performed by the UPU based on data provided by the Postal Service. The UPU's calculation is explained on pages 1 & 19 of Attachment 2, pages 1 & 6 of Attachment 3, and page 1 of Attachment 5. The results of the calculation are provided on page 10 of Attachment 2 and page 3 of Attachment 3.

[8] This conversion rate is based on the publication of the SDR value by the International Monetary Fund (IMF) on December 9, 2016. The conversion rate at the time of settlement may vary based on the IMF value of the SDR at time of settlement.

by Governors' Decision No. 14-04, as required by 39 U.S.C. § 3632(b)(3), and first requests approval of these UPU rates that will take effect on January 1, 2017. Second, the Postal Service respectfully requests revision of MCS section 2310.6 as shown in Attachment 9 to reflect more accurately the fixing of rates for the UPU's ECOMPRO air parcel delivery option. Third, similar to the existing approved process for bilateral EMS rate discount agreements which are not each filed pursuant to 39 C.F.R. part 3015, the Postal Service respectfully requests approval to file future bilateral ECOMPRO rate discount agreements, if any, only in this docket and incorporate the effects in the financials in successive filings when rates change.

Respectfully submitted,

UNITED STATES POSTAL SERVICE
By its attorneys:

Anthony F. Alverno
Chief Counsel,
Global Business and Service Development

Jeffrey A. Rackow

475 L'Enfant Plaza, S.W.
Washington, D.C. 20260-1101
(202) 268-6687; Fax -5418
December 15, 2016

APPLICATION OF THE UNITED STATES POSTAL SERVICE FOR NON-PUBLIC TREATMENT OF MATERIALS

In accordance with 39 C.F.R. § 3007.21, the United States Postal Service (Postal Service) hereby applies for non-public treatment of certain materials filed with the Commission in this docket. The materials pertain to the establishment of prices and classifications not of general applicability for Inbound Parcel Post (at UPU Rates) established in Governors' Decision No. 14-04. The rates and supporting documents establishing compliance with 39 U.S.C. §§ 3632-3633 and 39 C.F.R. §§ 3015.5 and 3015.7 are being filed separately under seal with the Commission. Redacted copies of these materials are filed publicly, including redacted versions of supporting financial documentation filed as separate Excel documents.

The Postal Service hereby furnishes the justification required for this application by 39 C.F.R. § 3007.21(c) below.

(1) The rationale for claiming that the materials are non-public, including the specific statutory basis for the claim, and a statement justifying application of the provision(s);

The materials designated as non-public consist of information of a commercial nature that under good business practice would not be publicly disclosed. In the Postal Service's view, this information would be exempt from mandatory disclosure pursuant to 39 U.S.C. § 410(c)(2) and 5 U.S.C. § 552(b)(3) and (4).[1] Because the portions of the materials that the Postal Service is filing only under seal fall within the scope of

[1] In appropriate circumstances, the Commission may determine the appropriate level of confidentiality to be afforded to such information after weighing the nature and extent of the likely commercial injury to the Postal Service against the public interest in maintaining the financial transparency of a government establishment competing in commercial markets. 39 U.S.C. § 504(g)(3)(A). The Commission has indicated that "likely commercial injury" should be construed broadly to encompass other types of injury, such as harms to privacy, deliberative process, or law enforcement interests. PRC Order No. 194, Second Notice of Proposed Rulemaking to Establish a Procedure for According Appropriate Confidentiality, Docket No. RM2008-1, Mar. 20, 2009, at 11.

information not required to be publicly disclosed, the Postal Service asks the Commission to support its determination that these materials are exempt from public disclosure and grant its application for their non-public treatment.

(2) Identification, including name, phone number, and email address for any third-party who is known to have a proprietary interest in the materials, or if such an identification is sensitive, contact information for a Postal Service employee who shall provide notice to that third party;

In the case of the UPU rates such as those at issue here, the Postal Service believes that the foreign postal operators whose governments are members of the UPU are the only third parties with a proprietary interest in the materials. Due to language and cultural differences as well as the sensitive nature of the Postal Service's rate relationship with the affected foreign postal operators, the Postal Service proposes that a designated Postal Service employee serve as the point of contact for any notices to the relevant postal operators.[2] The Postal Service identifies as an appropriate contact person Peter Chandler, Manager, UPU Relations, International Postal Affairs. Mr. Chandler's phone number is (202) 268-5549, and his email address is peter.r.chandler@usps.gov.

The Postal Service provided notice to all foreign postal operators within the Universal Postal Union network through an International Bureau Circular issued on January 18, 2016, that the Postal Service will be regularly submitting certain business information to the Commission. The circular includes information on how third parties may address any confidentiality concerns with the Commission. In addition, contact

[2] The Postal Service acknowledges that 39 C.F.R. § 3007.21(c)(2) appears to contemplate only situations where a third party's identification is "sensitive" as permitting the designation of a Postal Service employee who shall act as an intermediary for notice purposes. To the extent that the Postal Service's response might be construed as beyond the scope of this exception, the Postal Service respectfully requests a waiver that would allow it to designate a Postal Service employee as the contact person under these circumstances, in light of the practical considerations outlined herein.

information for all UPU Designated Operators is available at the following link, which is incorporated by reference into the instant application:

http://pls.upu.int/pls/ap/addr_public.display_addr?p_language=AN.[3]

(3) A description of the materials claimed to be non-public in a manner that, without revealing the materials at issue, would allow a person to thoroughly evaluate the basis for the claim that they are non-public;

In connection with its Notice filed in this docket, the Postal Service included its new rates, Governors' Decision Nos. 11-6 & 14-04, data on service features justifying its rate bonuses, and supporting documentation in the form of financial work papers. These materials were filed under seal, with redacted copies filed publicly.[4] The Postal Service maintains that the redacted portions of the rate charts, data supporting bonuses and adjustments, and related financial information should remain confidential.

The redactions applied to the rate charts, bonus data, and related financial work papers protect commercially sensitive information such as rates, underlying costs and assumptions, performance data, pricing formulas, and cost coverage projections. To the extent practicable, the Postal Service has limited its redactions to the actual information it has determined to be exempt from disclosure under 5 U.S.C. § 552(b).

(4) Particular identification of the nature and extent of commercial harm alleged and the likelihood of such harm;

If the portions of the rate charts, service performance bonus and rate adjustment data, Governors' Decision Nos. 11-6 & 14-04, and related financial work papers that the Postal Service determined to be protected from disclosure due to their commercially

[3] To the extent required, the Postal Service seeks a waiver from having to provide each foreign postal operator notice of this docket. It is impractical to communicate with dozens of operators in multiple languages about this matter. Moreover, the volume of filings would overwhelm both the Postal Service and the applicable foreign postal operators with boilerplate notices.
[4] The non-public version of Attachments 2 & 3 maintain redactions for data with respect to countries other than the United States.

sensitive nature were to be disclosed publicly, the Postal Service considers that it is quite likely that it would suffer commercial harm. Information about pricing and service performance is commercially sensitive, and the Postal Service does not believe that it would be disclosed under good business practices. Competitors could use the information to assess the rates charged by the Postal Service to foreign postal operators for any possible comparative vulnerabilities and focus sales and marketing efforts on those areas, to the detriment of the Postal Service. The Postal Service considers this to be a highly probable outcome that would result from public disclosure of the redacted material.

The financial work papers include specific information such as costs, projections of variables, and cost coverage. All of this information is highly confidential in the business world. If this information were made public, the Postal Service's competitors would have the advantage of being able to assess the Postal Service costs and pricing. Thus, competitors would be able to take advantage of the information to offer lower pricing to customers (which can include foreign posts, which are not required to use the Postal Service for delivery of parcels destined to the United States), while subsidizing any losses with profits from other customers. Eventually, this could freeze the Postal Service out of the relevant inbound delivery services market. Additionally, foreign postal operators or other potential customers could use costing information to their advantage in negotiating the terms of their own agreements with the Postal Service. Given that these spreadsheets are filed in their native format, the Postal Service's assessment is that the likelihood that the information would be used in this way is great.

Potential customers (which can include foreign posts) could also deduce from the rates provided in the work papers whether additional margin for net profit exists. From this information, each foreign postal operator or customer could attempt to negotiate ever-decreasing prices, such that the Postal Service's ability to negotiate competitive yet financially sound rates would be compromised.

Competitors could also exploit the non-public service performance and rate adjustment data. Such information is commercially sensitive, as it may reveal the relative strengths and weaknesses of the Postal Service. Competitors would gain a competitive advantage that the Postal Service lacks, as it would not have access to the same type of data of those competitors.

Volume and price information included in the financial spreadsheets and in the UPU IB Circulars also consist of sensitive commercial information of foreign postal operators. Disclosure of such information could be used by competitors of a postal operator to assess the operators' underlying market size and its costs, and thereby develop a benchmark for the development of a competitive alternative.

(5) At least one specific hypothetical, illustrative example of each alleged harm;

Harm: Public disclosure of information in the rate charts, Governors' Decision Nos. 11-6 & 14-04, or financial work papers would be used by competitors and customers to the detriment of the Postal Service.

Hypothetical: A competing package delivery service obtains a copy of the unredacted version of the rate charts, formulas, and financial work papers from the Postal Regulatory Commission's website. It analyzes the data to determine what the Postal Service would have to charge its customers (which may include foreign posts) in order for the Postal Service to meet its minimum statutory obligations for cost coverage and

contribution to institutional costs. The competing package delivery service then sets its own rates for products similar to what the Postal Service offers other posts under that threshold and markets its ability to guarantee to beat the Postal Service on price for inbound air parcels. By sustaining this below-market strategy for a relatively short period of time, the competitor, or all of the Postal Service's competitors acting in a likewise fashion, would freeze the Postal Service out of the inbound air parcel delivery market.

Harm: Public disclosure of information in the rate charts or financial work papers would be used by a foreign postal operator's competitors to its detriment.

Hypothetical: A competing international delivery service obtains a copy of the unredacted version of the financial work papers from the Postal Regulatory Commission's website. The competitor analyzes the work papers to assess a foreign postal operator's underlying costs and volumes for the corresponding products. The competitor uses that information to assess the market potential and negotiate with U.S. customs brokers and freight companies to develop lower-cost alternatives.

Harm: Public disclosure of the data pertaining to the Postal Service's service performance bonuses and rate adjustments could be used by its competitors to its competitive detriment.

Hypothetical: A competing international delivery service obtains a copy of the unredacted version of the service performance data from the Postal Regulatory Commission's website. The competitor passes this information along to its sales and marketing functions. The competitor then uses this performance information to develop plans to compete more effectively against the Postal Service and/or to develop comparative advertising.

(6) The extent of protection from public disclosure deemed to be necessary;

The Postal Service maintains that the redacted portions of the materials filed non-publicly should be withheld from persons involved in competitive decision-making in the relevant market for inbound parcel delivery (including both private sector integrators and foreign postal operators), as well as their consultants and attorneys. Additionally, the Postal Service believes that foreign postal operators, as well as actual or potential customers of a postal operator for this or similar products should not be provided access to the non-public financial work papers.

(7) The length of time deemed necessary for the non-public materials to be protected from public disclosure with justification thereof; and

The Commission's regulations provide that non-public materials shall lose non-public status ten years after the date of filing with the Commission, unless the Commission or its authorized representative enters an order extending the duration of that status. 39 C.F.R. § 3007.30.

(8) Any other factors or reasons relevant to support the application.

UPU inward land rates and UPU service performance data are not available publicly. Rather, they are circulated to postal operators and government ministries through UPU International Bureau circulars and accessible on a password-protected website. Hence, they are considered by postal operators to be commercially sensitive.

UPU UNIVERSAL POSTAL UNION

Berne, 31 October 2016

International Bureau Circular **169**

Parcel post – Inward land rates applicable from 1 January 2017

Dear Sir/Madam,

The purpose of this circular is to inform designated operators of the inward land rates (ILRs) applicable from 1 January 2017 until 30 June 2017. You will find the list of ILRs in Annex 1. These ILRs are based on the validation of parcel service features as prescribed in articles RC 195 and RC 196 of the Parcel Post Regulations, and Postal Operations Council resolution CEP 10/2016.1.

The 2017 ILRs are based on the number of service features provided by designated operators (DOs), the achievement of performance targets, where relevant, and any requests for inflation adjustments submitted by DOs in accordance with the conditions stipulated in article RC 196 of the Parcel Post Regulations, as verified by the International Bureau.

DOs are reminded that the prerequisites for eligibility to receive bonus payments based on service features provided (see resolution CEP 10/2016.1) are as follows:

- compliance with the provisions in article 23 of the Convention relating to mandatory acceptance of liability for lost, rifled and damaged parcels;
- provision to the International Bureau of a sample of the UPU standard S10 item identifier;
- compliance with the rule on mandatory use of the UPU standard S10 item identifier as defined in article RC 167.1 of the Parcel Post Regulations;
- compliance with the condition of having an entry in the Parcel Post Compendium Online (PPCO).

A DO that does not meet all prerequisites will therefore receive only its base inward land rate (i.e. 71.4% of its 2004 inward land rates), plus any inflation-linked adjustment. The bonuses associated with the provision of parcel service features by individual DOs are outlined in Annex 2.

Any queries regarding the content of this circular should be sent to the Remuneration Programme to the attention of Mr Paul Schoorl, Remuneration Expert, at paul.schoorl@upu.int.

Yours faithfully,

Pascal Clivaz
Deputy Director General

Annex 1

Complete list of inward land rates effective from 1 January 2017

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
AF	Afghanistan – Surface parcels – Air parcels	[redacted]	
AL	Albania		
DZ	Algeria		
AO	Angola		
AG	Antigua and Barbuda		
AR	Argentina – Surface parcels – Air parcels		
AM	Armenia		
AW	Aruba		
AU	Australia – Surface parcels – Air parcels		
AT	Austria		
AZ	Azerbaijan		
BS	Bahamas – Surface parcels – Air parcels		
BH	Bahrain (Kingdom)		
BD	Bangladesh – Surface parcels – Air parcels		
BB	Barbados		
BY	Belarus		
BE	Belgium – Surface parcels – Air parcels		
BZ	Belize		
BJ	Benin		
BT	Bhutan		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
BO	Bolivia – Surface parcels – Air parcels	[redacted]	
BA	Bosnia and Herzegovina (JP BH POŠTA)		
BA	Bosnia and Herzegovina (Poste Srpske)		
BA	Bosnia and Herzegovina (Mostar)		
BW	Botswana		
BR	Brazil		
BN	Brunei Darussalam		
BG	Bulgaria (Rep.)		
BF	Burkina Faso		
BI	Burundi		
KH	Cambodia		
CM	Cameroon		
CA	Canada – Surface parcels – Air parcels		
CV	Cape Verde – Surface parcels – Air parcels		
CF	Central African Rep.		
TD	Chad – Surface parcels – Air parcels		
CL	Chile – Surface parcels – Air parcels		
	Chile – Easter Island		
CN	China (People's Rep.) – Surface parcels – Air parcels		
HK	– Hong Kong, China		
MO	– Macao, China		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
CO	Colombia – Surface parcels – Air parcels	[redacted]	
KM	Comoros	[redacted]	
CG	Congo (Rep.)	[redacted]	
CR	Costa Rica	[redacted]	
CI	Côte d'Ivoire (Rep.)	[redacted]	
HR	Croatia	[redacted]	
CU	Cuba – Surface parcels – Air parcels	[redacted]	
CW	Curaçao	[redacted]	
CY	Cyprus	[redacted]	
CZ	Czech Rep.	[redacted]	
KP	Dem. People's Rep. of Korea	[redacted]	
CD	Dem. Rep. of the Congo	[redacted]	
DK	Denmark	[redacted]	
DJ	Djibouti	[redacted]	
DM	Dominica	[redacted]	
DO	Dominican Republic	[redacted]	
EC	Ecuador – Surface parcels – Air parcels	[redacted]	
EG	Egypt – Surface parcels – Air parcels	[redacted]	
SV	El Salvador	[redacted]	
GQ	Equatorial Guinea	[redacted]	
ER	Eritrea	[redacted]	
EE	Estonia	[redacted]	
ET	Ethiopia	[redacted]	
FJ	Fiji	[redacted]	
FI	Finland	[redacted]	
AX	– Åland Islands	[redacted]	

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
FR	France		
GF	– French Guiana		
PF	– French Polynesia		
GP	– Guadeloupe		
MQ	– Martinique		
YT	– Mayotte		
NC	– New Caledonia		
RE	– Réunion		
PM	– Saint Pierre and Miquelon		
WF	– Wallis and Futuna		
GA	Gabon – Surface parcels – Air parcels		
GM	Gambia		
GE	Georgia		
DE	Germany		
GH	Ghana		
GB	Great Britain		
AI	– Anguilla		
SH	– Ascension		
BM	– Bermuda		
KY	– Cayman Islands		
FK	– Falkland Islands (Malvinas)		
GI	– Gibraltar		
MS	– Montserrat		
PN	– Pitcairn Islands		
SH	– St Helena		
TA	– Tristan da Cunha		
TC	– Turks and Caicos Islands		
VG	– Virgin Islands		
GR	Greece		
GD	Grenada		
GT	Guatemala		
GN	Guinea		
GW	Guinea-Bissau		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
GY	Guyana – Surface parcels – Air parcels	[redacted]	
HT	Haiti		
HN	Honduras (Rep.) – Surface parcels – Air parcels		
HU	Hungary		
IS	Iceland		
IN	India – Surface parcels – Air parcels		
ID	Indonesia – Surface parcels – Air parcels		
IR	Iran (Islamic Rep.) – Surface parcels – Air parcels		
IQ	Iraq		
IE	Ireland		
IL	Israel		
IT	Italy		
JM	Jamaica		
JP	Japan		
JO	Jordan		
KZ	Kazakhstan – Surface parcels – Air parcels		
KE	Kenya		
KI	Kiribati		
KR	Korea (Rep.)		
KW	Kuwait		
KG	Kyrgyzstan		
LA	Lao People's Dem. Rep.		
LV	Latvia		
LB	Lebanon		
LS	Lesotho		
LR	Liberia		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
LY	Libya – Surface parcels – Air parcels		
LI	Liechtenstein		
LT	Lithuania		
LU	Luxembourg		
MG	Madagascar		
MW	Malawi		
MY	Malaysia		
MV	Maldives		
ML	Mali		
MT	Malta		
MR	Mauritania		
MU	Mauritius		
MX	Mexico – Surface parcels – Air parcels		
MD	Moldova		
MN	Mongolia		
ME	Montenegro		
MA	Morocco		
MZ	Mozambique – Surface parcels – Air parcels		
MM	Myanmar – Surface parcels – Air parcels		
NA	Namibia		
NR	Nauru		
NP	Nepal		
NL	Netherlands – Bonaire, Saba and Sint Eustatius		
NZ	New Zealand – Surface parcels – Air parcels		

[redacted]

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
CK	– Cook Islands – Surface parcels – Air parcels	[redacted]	
NI	Nicaragua		
NE	Niger		
NG	Nigeria		
NO	Norway		
OM	Oman		
PK	Pakistan – Surface parcels – Air parcels		
PS	Palestine		
PA	Panama (Rep.)		
PG	Papua New Guinea		
PY	Paraguay – Surface parcels – Air parcels		
PE	Peru – Surface parcels – Air parcels		
PH	Philippines – Surface parcels – Air parcels		
PL	Poland		
PT	Portugal		
QA	Qatar		
RO	Romania – Surface parcels – Air parcels		
RU	Russian Federation – Surface parcels – Air parcels		
RW	Rwanda		
KN	Saint Christopher (St Kitts) and Nevis		
LC	Saint Lucia		
VC	Saint Vincent and the Grenadines		
SX	Sint Maarten		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
WS	Samoa		
ST	Sao Tome and Principe		
SA	Saudi Arabia – Surface parcels – Air parcels		
SN	Senegal		
RS	Serbia		
SC	Seychelles		
SL	Sierra Leone		
SG	Singapore		
SK	Slovakia		
SI	Slovenia		
SB	Solomon Islands		
SO	Somalia		
ZA	South Africa – Surface parcels – Air parcels		
SS	South Sudan		
ES	Spain		
LK	Sri Lanka		
SD	Sudan – Surface parcels – Air parcels		
SR	Suriname		
SZ	Swaziland		
SE	Sweden		
CH	Switzerland		
SY	Syrian Arab Rep.		
TJ	Tajikistan		
TZ	Tanzania (United Rep.)		
TH	Thailand – Surface parcels – Air parcels		
MK	the former Yugoslav Republic of Macedonia		
TL	Timor-Leste (Dem. Rep.)		
TG	Togo		
TO	Tonga (including Niuafo'ou)		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
TT	Trinidad and Tobago		
TN	Tunisia		
TR	Turkey – Surface parcels – Air parcels		
TM	Turkmenistan		
TV	Tuvalu		
UG	Uganda		
UA	Ukraine		
AE	United Arab Emirates		
US	United States of America – Surface parcels – Air parcels		
UY	Uruguay		
UZ	Uzbekistan		
VU	Vanuatu		
VA	Vatican		
VE	Venezuela (Bolivarian Rep.) – Surface parcels – Air parcels		
VN	Viet Nam – Surface parcels – Air parcels		
YE	Yemen – Surface parcels – Air parcels		
ZM	Zambia – Surface parcels – Air parcels		
ZW	Zimbabwe		

Parcel service features provided by designated operators (DOs) (For a complete description of the service features, see article RC 195 of the Parcel Post Regulations)

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
AF	Afghanistan	[redacted]								
AL	Albania									
DZ	Algeria									
AO	Angola									
AG	Antigua and Barbuda[1]									
AR	Argentina									
AM	Armenia									
AW	Aruba									
AU	Australia									
AT	Austria									
AZ	Azerbaijan									
BS	Bahamas									
BH	Bahrain									
BD	Bangladesh									
BB	Barbados									
BY	Belarus									
BE	Belgium									
BZ	Belize									
BJ	Benin									
BT	Bhutan									
BO	Bolivia									

[1] [redacted]

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
BA	Bosnia and Herzegovina (JP BH POŠTA)	[redacted]								
BA	Bosnia and Herzegovina (Poste Srpske)									
BA	Bosnia and Herzegovina (Mostar)									
BW	Botswana									
BR	Brazil									
BN	Brunei Darussalam									
BG	Bulgaria (Rep.)									
BF	Burkina Faso									
BI	Burundi									
KH	Cambodia									
CM	Cameroon									
CA	Canada									
CV	Cape Verde									
CF	Central African Rep.									
TD	Chad									
CL	Chile									
	Chile – Easter Island[2]									
CN	China (People's Rep.)									
HK	– Hong Kong, China									
MO	– Macao, China									
CO	Colombia									
KM	Comoros									
CG	Congo (Rep.)									

[2] [redacted]

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
CR	Costa Rica	[redacted]								
CI	Côte d'Ivoire (Rep.)									
HR	Croatia									
CU	Cuba									
CW	Curaçao									
CY	Cyprus									
CZ	Czech Rep.									
KP	Dem. People's Rep. of Korea[3]									
CD	Dem. Rep. of the Congo									
DK	Denmark									
DJ	Djibouti									
DM	Dominica									
DO	Dominican Republic									
EC	Ecuador									
EG	Egypt									
SV	El Salvador									
GQ	Equatorial Guinea[3]									
ER	Eritrea									
EE	Estonia									
ET	Ethiopia									
FJ	Fiji									
FI	Finland									
AX	– Åland Islands									
FR	France									

[3] [redacted].

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
GF	– French Guiana	[redacted]								
PF	– French Polynesia									
GP	– Guadeloupe									
MQ	– Martinique									
YT	– Mayotte									
NC	– New Caledonia									
RE	– Réunion									
PM	– Saint Pierre and Miquelon									
WF	– Wallis and Futuna[4]									
GA	Gabon									
GM	Gambia									
GE	Georgia									
DE	Germany									
GH	Ghana									
GB	Great Britain									
AI	– Anguilla									
AC	– Ascension									
BM	– Bermuda									
KY	– Cayman Islands									
FK	– Falkland Islands (Malvinas)									
GI	– Gibraltar									
MS	– Montserrat[4]									
PN	– Pitcairn Islands[4]									
SH	– St Helena									

[4] [redacted]

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
TA	– Tristan de Cuhna	[redacted]								
TC	– Turks and Caicos Islands[5]									
VG	– Virgin Islands[5]									
GR	Greece									
GD	Grenada									
GT	Guatemala									
GN	Guinea									
GW	Guinea-Bissau[5]									
GY	Guyana									
HT	Haiti									
HN	Honduras (Rep.) [5]									
HU	Hungary (Rep.)									
IS	Iceland									
IN	India									
ID	Indonesia									
IR	Iran (Islamic Rep.)									
IQ	Iraq									
IE	Ireland									
IL	Israel									
IT	Italy									
JM	Jamaica									
JP	Japan									
JO	Jordan									
KZ	Kazakhstan (Kazpost)									

[5] [redacted]

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
KE	Kenya	[redacted]								
KI	Kiribati									
KR	Korea (Rep.)									
KW	Kuwait									
KG	Kyrgyzstan									
LA	Lao People's Dem. Rep.									
LV	Latvia									
LB	Lebanon									
LS	Lesotho									
LR	Liberia									
LY	Libya									
LI	Liechtenstein									
LT	Lithuania									
LU	Luxembourg									
MG	Madagascar									
MW	Malawi									
MY	Malaysia									
MV	Maldives									
ML	Mali									
MT	Malta									
MR	Mauritania									
MU	Mauritius									
MX	Mexico									
MD	Moldova									
MN	Mongolia									
ME	Montenegro									
MA	Morocco									

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
MZ	Mozambique	[redacted]								
MM	Myanmar									
NA	Namibia									
NR	Nauru[6]									
NP	Nepal									
NL	Netherlands									
BQ	– Bonaire, Saba and Sint Eustatius									
NZ	New Zealand									
CK	– Cook Islands									
NI	Nicaragua									
NE	Niger									
NG	Nigeria									
NO	Norway									
OM	Oman									
PK	Pakistan									
PS	Palestine									
PA	Panama (Rep.)									
PG	Papua New Guinea									
PY	Paraguay									
PE	Peru									
PH	Philippines									
PL	Poland (Rep.)									
PT	Portugal									
QA	Qatar[6]									

[6] [redacted].

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
RO	Romania	[redacted]								
RU	Russian Federation									
RW	Rwanda									
KN	Saint Christopher (Saint Kitts) and Nevis									
LC	Saint Lucia									
VC	Saint Vincent and the Grenadines									
SX	Sint Maarten									
WS	Samoa									
ST	Sao Tomé and Principe									
SA	Saudi Arabia									
SN	Senegal									
RS	Serbia									
SC	Seychelles									
SL	Sierra Leone									
SG	Singapore									
SK	Slovakia									
SI	Slovenia									
SB	Solomon Islands									
SO	Somalia[7]									
ZA	South Africa									
SS	South Sudan									
ES	Spain									
LK	Sri Lanka									
SD	Sudan									

[7] [redacted]

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
SR	Suriname	[redacted]								
SZ	Swaziland									
SE	Sweden									
CH	Switzerland									
SY	Syrian Arab Rep.									
TJ	Tajikistan									
TZ	Tanzania (United Rep.)									
TH	Thailand									
MK	the former Yugoslav Republic of Macedonia									
TL	Timor-Leste (Dem. Rep.									
TG	Togo									
TO	Tonga (including Niuafo'ou)									
TT	Trinidad and Tobago									
TN	Tunisia									
TR	Turkey									
TM	Turkmenistan									
TV	Tuvalu[8]									
UG	Uganda									
UA	Ukraine									
AE	United Arab Emirates									
US	United States of Americ									
UY	Uruguay									
UZ	Uzbekistan									
VU	Vanuatu									

[8] [redacted].

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
VA	Vatican	[redacted]								
VE	Venezuela (Bolivarian Rep.)									
VN	Viet Nam									
YE	Yemen									
ZM	Zambia									
ZW	Zimbabwe									

UPU UNIVERSAL POSTAL UNION

Berne, 31 October 2016
International Bureau Circular **168**
Parcel post – E-commerce parcel delivery rates applicable from 1 January 2017

Dear Sir/Madam,

The purpose of this circular is to inform designated operators (DOs) of the e-commerce parcel delivery rates applicable from 1 January 2017 until 30 June 2017. You will find those rates in Annex 1.

The e-commerce parcel delivery rates consist of a base rate and a supplementary bonus payment, with the latter based on the same service features as those for the bonus scheme currently applicable to inward land rates (ILRs). The base rate is notified by the designated operator and validated by the International Bureau in accordance with the conditions in article RC 195.3 of the Parcel Post Regulations.

The service features and corresponding bonus payments are defined in article RC 195 and Postal Operations Council resolution CEP 10/2016.1. The bonuses associated with the provision of these service features by individual DOs are outlined in Annex 2.

Designated operators are reminded that e-commerce parcel delivery is an optional delivery category, which DOs may offer on a voluntary basis. Designated operators opting to convey such parcel-post items generated by e-commerce activities are required to comply with the delivery specifications outlined in article RC 116bis of the Parcel Post Regulations. An explicit agreement with the partner DO also opting to provide the e-commerce parcel is required prior to starting the exchange of these items.

Any queries regarding the content of this circular should be sent to the Remuneration Programme to the attention of Mr Paul Schoorl, Remuneration Expert, at paul.schoorl@upu.int.

Yours faithfully,

Pascal Clivaz
Deputy Director General

Annex 1

Complete list of e-commerce parcel delivery rates effective from 1 January 2017

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
AU	Australia – Items weighing up to 2 kg – Items weighing above 2 kg and up to 5 kg – Items weighing above 5 kg and up to 30 kg	[redacted]	
AZ	Azerbaijan		
BB	Barbados		
BY	Belarus		
BE	Belgium		
BT	Bhutan		
BF	Burkina Faso		
CM	Cameroon		
CA	Canada		
CV	Cape Verde		
CL	Chile		
CO	Colombia		
CG	Congo (Rep.)		
CR	Costa Rica – Items weighing up to 2 kg – Items weighing above 2 kg and up to 5 kg – Items weighing above 5 kg and up to 30 kg		
HR	Croatia		
DJ	Djibouti		
GE	Georgia		
GH	Ghana		
JO	Jordan		
KY	Cayman Islands		
GR	Greece		
LV	Latvia		
LT	Lithuania		

ISO	*Designated operator (DO)*	*Rate per parcel (SDR)*	*Rate per kg (SDR)*
MV	Maldives	[redacted]	
ML	Mali		
MT	Malta		
MD	Moldova		
MZ	Mozambique		
NL	Netherlands		
NZ	New Zealand		
NE	Niger		
PK	Pakistan		
PA	Panama (Rep.)		
PL	Poland (Rep.)		
RU	Russian Federation		
RW	Rwanda		
SN	Senegal		
SL	Sierra Leone		
SK	Slovakia		
SI	Slovenia		
ZA	South Africa		
LK	Sri Lanka		
CH	Switzerland		
TZ	Tanzania (United Rep.)		
MK	The former Yugoslav Republic of Macedonia		
TL	Timor-Leste (Dem. Rep.)		
TG	Togo		
TN	Tunisia		
UG	Uganda		
US	United States of America		
VN	Viet Nam		
ZW	Zimbabwe		

Parcel service features provided by designated operators (DOs) (For a complete description of the service features, see article RC 195 of the Parcel Post Regulations)

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
AU	Australia	[redacted]								
AZ	Azerbaijan									
BB	Barbados									
BY	Belarus									
BE	Belgium									
BT	Bhutan									
BF	Burkina Faso									
CM	Cameroon									
CA	Canada									
CV	Cape Verde									
CL	Chile									
CO	Colombia									
CG	Congo (Rep.)									
CR	Costa Rica									
HR	Croatia									
DJ	Djibouti									
GE	Georgia									
GH	Ghana									
KY	Cayman Islands									
GR	Greece									
JO	Jordan									

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
LV	Latvia	[redacted]								
LT	Lithuania									
MV	Maldives									
ML	Mali									
MT	Malta									
MD	Moldova									
MZ	Mozambique									
NL	Netherlands									
NZ	New Zealand									
NE	Niger									
PK	Pakistan									
PA	Panama (Rep.)									
PL	Poland (Rep.)									
RU	Russian Federation									
RW	Rwanda									
SN	Senegal									
SL	Sierra Leone									
SK	Slovakia									
SI	Slovenia									
ZA	South Africa									
LK	Sri Lanka									
CH	Switzerland									
TZ	Tanzania (United Rep.)									
MK	the former Yugoslav Republic of Macedonia									

ISO	*Designated operator*	*Bonus for service feature 1 − Track and trace: 25%*						*Bonus for service feature 2 − Home delivery: 5%*	*Bonus for service feature 3 − Delivery standards: 5%*	*Bonus for service feature 4 − IBIS: 5%*
		C events − Bonus: 2%	*D events – Bonus: 2%*	*H/I over D*		*E and F events − Bonus: 5%*	*RESDES/ PREDES messages − Bonus: 5%*			
				H/I events	*Bonus*					
TL	Timor-Leste (Dem. Rep.)	[redacted]								
TG	Togo									
TN	Tunisia									
UG	Uganda									
US	United States of America									
VN	Viet Nam									
ZW	Zimbabwe									

Certification of Prices for Inbound Parcel Post (at UPU Rates)

I, Steven R. Phelps, Manager of Regulatory Reporting and Cost Analysis, Finance Department, United States Postal Service, am familiar with the prices for Inbound Parcel Post (at UPU Rates). The prices were established by the Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Inbound Air Parcel Post at UPU Rates, issued November 16, 2009 (Governors' Decision No. 09-15) and the Decision of the Governors of the United States Postal Service on Changes in Rates and Classes for Inbound Surface Parcel Post (at UPU Rates), issued June 18, 2014 (Governors' Decision No. 14-04).

I hereby certify that the numerical cost values underlying the prices for Inbound Parcel Post (at UPU Rates) are the appropriate costs to use in the formulas and represent the best available information. The prices demonstrate that Inbound Parcel Post (at UPU Rates) should cover its attributable costs and preclude the subsidization of competitive products by market-dominant products. International competitive mail accounts for a relatively small percentage of the total contribution by all competitive products. Contribution from Inbound Parcel Post (at UPU Rates) should be even smaller. Inbound Parcel Post (at UPU Rates) should not impair the ability of competitive products on the whole to cover an appropriate share of institutional costs.

Steven R. Phelps

12/14/10

Date

Dear All (Veuillez voir ci-après la version en français du présent message),

Please find attached the six-month Parcels Performance Measurement Report which is used for the assessment of the 1 January 2017 inward land rates in relation to the eligibility of individual designated operators to receive the bonuses associated with track and trace and IBIS. The enclosed report covers the period from 1 February 2016 to 31 July 2016. The Consolidated "Inbound Performance Report" and the Consolidated "Outbound Performance report" are used to assess operators' eligibility to receive bonuses for 1 January 2017 ILRs as follows:

	ILR BONUS SYSTEM FOR 2017			
	Events EMC, EMD	Events EME and EMF	PREDES and RESDES	EMH / EMI over EMD Ratio
Operational definition	Exchanges with all partners, EMSEVT messages relating to EMC and EMD, for both inbound and outbound parcels	Transmission of EME and EMF events	Transmission of PREDES and RESDES messages [1]	Percentage of parcels that receive an EMD event should have an event EMH and/or EMI transmitted within 48 hours of the event time and date
Performance targets	Related to EMC events Minimum ratios of 80%: - EMC over EMD; - EMC transmitted within 24 elapsed hours; Related to EMD events Minimum ratios of 60%: - EMD over EMC; - EMD transmitted within 24 elapsed hours	Minimum ratio of 80%: - EMF over EME events. - EMF transmitted within 24 elapsed hours	1. Minimum number of partners receiving PREDES messages: 5 2. Minimum RESDES over PREDES ratio: 80% 2.1 PREDES messages transmitted within 24 elapsed hours. 2.2 RESDES messages transmitted within 24 elapsed hours.	Minimum range ratio from 80% to 90%: - EMH/EMI over EMD events; - EMH/EMI transmitted within 72 hours of the evet time and date
Bonus percentage	2% for EMC 2% for EMD	5%	5%	**1% for 80% Perf. 6% for 85% Perf. 2% for 81% Perf. 7% for 86% Perf. 3% for 82% Perf. 8% for 87% Perf. 4% for 83% Perf. 9% for 88% Perf 5% for 84% Perf. 10% for 89% Perf 11% for 90% Perf. or higher**
References to the Regulations	Articles RC 168.1.1, RC 169, RC 170 1.1 and RC 195.4.1.1.1 and 195.4.1.1.2 of the Parcel Post Regulations and Resolution CEP 10/2016.1	Articles RC 168.1.1, RC 169, and RC 195.4.1.2 of the Parcel Post Regulations and Resolution CEP 10/2016.1	Articles RC 168.2, RC 169.2, and RC 195.4.1.3 of the Parcel Post Regulations and Resolution CEP 10/2016.1	Articles RC 168.1.1, RC 169, RC 170.1.2, and RC 195.4.1.1.3 of the Parcel Post Regulations and Resolution CEP 10/2016.1

QCS Mail 2.5 © Copyright UPU 2007-2010, v5.1

6-Months Parcels Measurement Reports

(Prepared by the Universal Postal Union)

Inbound Outbound Performance Report
All Operators
2016-10-12 21:38 (UTC/GMT)

Inbound Performance Report, February 2016 - July 2016

Consolidated	Scanning performance (%)									Transmission (%)				Messages	Delivery performance (%)									
										Event scans				RESDES partners	Time between D and H/I (in calendar days)									
Delivery Operator	D / items sent*	D/C*	F/E	H or I / C*	H or I / D	I/D	H no I / D	K/J	RESDES over PREDES v2	D < 24hrs	HI < 72hrs	F < 24hrs	RESDES < 24hrs	No. of RESDES partners	< 2 days	< 3 days	< 4 days	< 5 days	< 6 days	< 7 days	<10 days	>10 days	No deliv. info.	Out of sequence
USA	[redacted]																							

In addition, you will also find enclosed the Internet-based Inquiry System (IBIS) six-month report from the IBIS service provider. This report is used by the International Bureau to
assess operators' eligibility to receive the 5% bonus associated with achieving 80% on-time responses to inquiries as defined in RC 150.3ter and RC 195.4.4 .

IBIS for Parcels

Global Customer Service System © IPC

Partner			Timeliness	
			On-time reply (Reply time standards)	
			Inquiries received	On-time reply
ISO	Country name		#	%
US	United States		[redacted]	

LEA EMERSON
EXECUTIVE DIRECTOR
INTERNATIONAL POSTAL AFFAIRS

UNITED STATES POSTAL SERVICE

August 17, 2016

Mr. Paul Schoorl
Economic and Regulatory Affairs Directorate
UPU International Bureau
P.O. Box 312
3000 Berne 15
SWITZERLAND

Fax: +41 31 350 31 10

Dear Mr. Schoorl:

The United States wishes to claim an adjustment for inflation to its base inward land rates for the delivery of parcels.

Enclosed is an excerpt from the U.S. Department of Labor's Bureau of Labor Statistics that records the consumer price index (CPI-U) for the United States as of July. This same official source also contains the percent change in the U.S. consumer price index from July 2015 to July 2016.

We request U.S. inward land rates receive an inflation adjustment of 0.8 percent over the term, as documented in this official U.S. government source recording the annual change in the U.S. consumer price index (July 2015 until July 2016).

Year	July
2015	238.7
2016	240.7

Thank you for your attention to this matter.

Sincerely,

Lea Emerson

Lea Emerson

Enclosure

cc: Joe Murphy, U.S. State Department

475 L'ENFANT PLAZA SW ROOM 5136
WASHINGTON, DC 20260-0004
202-268-2574
FAX: 202-268-8095
WWW.USPS.COM

Table 1. Consumer Price Index for All Urban Consumers (CPI-U): U.S. city average, by expenditure category and commodity and service group

(1982-84=100, unless otherwise noted)

Item and group	Relative importance, December 2015	Unadjusted indexes		Unadjusted percent change to July 2016 from—		Seasonally adjusted percent change from—		
		June 2016	July 2016	July 2015	June 2016	Apr. to May	May to June	June to July
Expenditure category								
All items	100.000	241.038	240.647	0.8	-0.2	0.2	0.2	0.0
All items (1967=100)	-	722.043	720.871	-	-	-	-	-
Food and beverages	14.973	247.207	247.267	.3	.0	-.2	-.1	.0
Food	14.015	247.482	247.554	.2	.0	-.2	-.1	.0
Food at home	8.230	238.430	238.207	-1.6	-.1	-.5	-.3	-.2
Cereals and bakery products	1.098	273.379	273.418	-.8	.0	-.4	.1	-.2
Meats, poultry, fish, and eggs	1.876	248.016	246.875	-5.6	-.5	-.5	-.7	-.6
Dairy and related products	.846	214.815	214.605	-3.1	-.1	-.6	-.3	-.4
Fruits and vegetables	1.399	292.733	291.960	1.4	-.3	-.7	-.1	.3
Nonalcoholic beverages and beverage materials	.977	165.940	166.648	-.5	.4	-.1	-.7	.3
Other food at home	2.033	210.392	210.486	.1	.0	-.5	.0	-.2
Sugar and sweets [1]	.297	215.527	215.470	-.7	.0	-.5	.0	.0
Fats and oils	.240	225.319	226.242	.4	.4	-.9	-.1	.2
Other foods	1.496	225.411	225.413	.2	.0	-.4	.1	-.3
Other miscellaneous foods [1 2]	.458	132.320	132.221	.1	-.1	-.4	.4	-.1
Food away from home [1]	5.785	262.529	263.051	2.8	.2	.2	.2	.2
Other food away from home [1 2]	.250	182.746	182.889	1.0	.1	.1	.0	.1
Alcoholic beverages	.958	242.133	242.032	1.2	.0	-.1	.1	-.1
Housing	42.235	244.280	244.936	2.4	.3	.3	.2	.3
Shelter	33.150	288.069	288.780	3.3	.2	.4	.3	.2
Rent of primary residence [3]	7.733	295.902	296.862	3.8	.3	.4	.4	.3
Lodging away from home [2]	.841	168.337	166.094	1.6	-1.3	.7	.6	-2.4
Owners' equivalent rent of residences [3 4]	24.227	294.702	295.554	3.3	.3	.3	.3	.3
Owners' equivalent rent of primary residence [3 4]	23.116	294.665	295.518	3.3	.3	.3	.3	.3
Tenants' and household insurance [1 2]	.350	147.652	147.758	1.0	.1	.1	.0	.1
Fuels and utilities	4.925	231.941	233.713	-.2	.8	.4	-.2	.7
Household energy	3.768	194.481	196.422	-1.4	1.0	.4	-.3	1.0
Fuel oil and other fuels	.180	227.718	226.467	-10.3	-.5	4.2	3.7	.1
Energy services [3]	3.588	199.691	201.832	-.9	1.1	.2	-.5	1.0
Water and sewer and trash collection services [2]	1.157	221.396	221.358	3.5	.0	.6	.2	-.3
Household furnishings and operations	4.160	121.769	121.565	-.9	-.2	-.3	-.1	.1
Household operations [1 2]	.849	171.949	172.484	2.9	.3	.3	.9	.3
Apparel	3.101	125.472	123.030	.3	-1.9	.8	-.4	.0
Men's and boys' apparel	.789	119.266	117.815	.7	-1.2	1.2	-.6	.9
Women's and girls' apparel	1.250	111.290	106.683	.5	-4.1	.7	1.0	-.6
Infants' and toddlers' apparel	.157	111.005	113.633	-3.2	2.4	.7	-2.5	2.7
Footwear	.696	134.666	134.009	-1.2	-.5	-.5	-1.6	-.2
Transportation	15.259	200.262	197.145	-4.9	-1.6	.4	.6	-1.1
Private transportation	14.125	194.261	191.796	-5.1	-1.3	.5	.6	-1.0
New and used motor vehicles [2]	6.604	100.919	100.850	-.7	-.1	-.4	-.4	-.2
New vehicles	3.742	147.245	147.119	.0	-.1	-.1	-.2	.2
Used cars and trucks	2.101	146.303	145.457	-3.7	-.6	-1.3	-1.1	-1.0
Motor fuel	3.048	207.389	196.053	-19.8	-5.5	2.3	3.3	-4.6
Gasoline (all types)	3.000	206.681	195.243	-19.9	-5.5	2.3	3.3	-4.7
Motor vehicle parts and equipment [1]	.396	143.822	142.932	-.6	-.6	-.6	.1	-.6
Motor vehicle maintenance and repair [1]	1.167	275.563	276.058	1.8	.2	.2	.1	.2
Public transportation	1.135	280.801	266.626	-2.2	-5.0	-.8	.5	-2.5
Medical care	8.375	462.543	464.582	4.0	.4	.3	.4	.5
Medical care commodities	1.806	366.033	368.147	3.6	.6	-.2	1.1	.4
Medical care services	6.569	493.503	495.492	4.1	.4	.5	.2	.5
Professional services	3.131	371.335	372.854	2.9	.4	.7	.0	.5

See footnotes at end of table.

DECISION OF THE GOVERNORS OF THE UNITED STATES POSTAL SERVICE ON CHANGES IN RATES AND CLASSES FOR INBOUND PARCEL POST (AT UPU RATES) (GOVERNORS' DECISION NO. 14-04)

June 18, 2014

STATEMENT OF EXPLANATION AND JUSTIFICATION

Pursuant to our authority under sections 3632 of title 39, as amended by the Postal Accountability and Enhancement Act of 2006 ("PAEA"), we establish price and classification changes for the Postal Service's shipping services (competitive products). This decision establishes prices for Inbound Parcel Post at Universal Postal Union (UPU) rates for which there is no contractual relationship governing the price with the tendering postal operator. The attachment includes the draft Mail Classification Schedule sections with changes in classification language in legislative format.

Governors' Decision 09-15 previously established prices and classifications for Inbound Air Parcel Post (at UPU rates). That decision explained that under the Universal Postal Convention, postal operators tender air parcels to each other for delivery in the destination country at prices set by the UPU Postal Operations Council, except where postal operators have negotiated alternative prices for parcels. The method by which prices, or inward land rates, are established is set forth in the UPU Parcel Post Regulations, and is similar for both air and surface parcels.

Consistent with Governors Decision 09-15 regarding the approval of the prices for Inbound Air Parcel Post (at UPU rates), we conclude that the inward land rates for Inbound Parcel Post (at UPU rates), including air and surface parcels, should satisfy the requirements of 39 U.S.C. §§ 3632-3633 and 39 C.F.R. §§ 3015.5 and 3015.7. [redacted] We also approve the classification changes, finding that they are appropriate and consistent with the regulatory criteria, as indicated by management. Pursuant to this decision, management may file the

applicable inward land rates for Inbound Parcel Post (at UPU rates) with the Postal Regulatory Commission, including both air and surface parcels, as appropriate.

ORDER

In accordance with the foregoing Decision of the Governors, the prices for Inbound Parcel Post (at UPU rates) and the changes in classification necessary to implement those prices are hereby approved and ordered into effect. We direct management to file appropriate notice of these changes with the Postal Regulatory Commission as needed. Prices and classification changes established pursuant to this Decision will take effect concurrently with the transfer of Inbound Surface Parcel Post (at UPU rates) from the market dominant product list to the competitive product list.

By The Governors:

Mickey D. Barnett

Mickey D. Barnett
Chairman

RESTRICTED AND SENSITIVE BUSINESS INFORMATION - DO NOT DISCLOSE

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 (GOVERNORS' DECISION NO. 11-6)

March 22, 2011

STATEMENT OF EXPLANATION AND JUSTIFICATION

Pursuant to our authority under section 3632 of title 39, as amended by the Postal Accountability and Enhancement Act of 2006 ("PAEA"), we establish new prices not of general applicability for certain of the Postal Service's competitive service offerings, and such changes in classification as are necessary to implement the new prices.

This decision establishes prices for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates. Domestic Competitive Agreements consist of negotiated service agreements with Postal Service customers for domestic services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Outbound International Competitive Agreements consist of negotiated service agreements with Postal Service customers for outbound international services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Inbound International Competitive Agreements consist of negotiated service agreements with foreign postal operators or other entities for inbound international services that are categorized as competitive in accordance with 39 U.S.C. § 3642(b)(1)-(2). Other Non-Published Competitive Rates consist of rates not of general applicability that are not embodied in contractual instruments, but nonetheless arise from other sources, such as the Universal Postal Convention.

With respect to any product within the above categories, management is hereby authorized to prepare any necessary product description, including text for inclusion in the Mail Classification Schedule, and to present such product description to the Postal Regulatory Commission.

The Postal Accountability and Enhancement Act (PAEA) requires that prices for competitive products must cover each product's attributable costs, not result in subsidization by market dominant products, and enable all competitive products to contribute an appropriate share to the Postal Service's institutional costs. For agreements subject to this Decision, there are hereby established all prices that will cover [redacted] costs for the relevant product and that conform in all other respects to 39 U.S.C. §§ 3632-3633 and 39 C.F.R. §§ 3015.5 and 3015.7. As discussed in the accompanying management analysis, the Chief Financial Officer (or his delegee(s)) shall certify that all cost inputs have been correctly identified for prices subject to this Decision and that all prices subject to this Decision conform to this Decision and to the requirements of the PAEA.

No agreement, grouping of functionally equivalent agreements, or other classification authorized pursuant to this Decision may go into effect unless it is submitted to the Postal Regulatory Commission with a notice that complies with 39 U.S.C. § 3632(b)(3). On a quarterly basis, management shall furnish the Governors with a report on all non-published rate and classification initiatives. Not less than once each year, the Governors shall review the basis for this Decision and make such further determination as they may deem necessary. This Decision does not affect postal management's obligation to furnish to the Board of Governors information regarding any significant, new program, policy, major modification, or initiative, or any other matter under 39 C.F.R. § 3.7(d), including where such a matter also falls within the scope of this Decision.

This Decision does not supersede or otherwise modify Governors' Decision Nos. 08-5, 08-6, 08-7, 08-8, 08-10, 08-20, 08-24, 09-5, 09-6, 09-7, 09-14, 09-15, 09-16, 10-1, 10-2, 10-3, 10-6, and 10-7, nor does it affect the validity of prices and classifications established under those Decisions. Management may also continue to present to the Postal Regulatory Commission for its review, as appropriate, rate and classification changes to succeed the minimum and maximum non-published rates in Decision Nos. 10-2 and 10-6.

ORDER

In accordance with the foregoing Decision of the Governors, the prices set forth herein for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates and the changes in classification necessary to implement those prices, are hereby approved and ordered into effect. An agreement is authorized under this Decision only if the prices fall within this Decision and the certification process specified herein is followed. Prices and classification changes established pursuant to this Decision will take effect after filing with and completion of review by the Postal Regulatory Commission.

By The Governors:

Louis J. Giuliano
Chairman

Attachment A

Management Analysis of Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates

This analysis concerns the inbound competitive prices and classifications in the Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates (collectively, "competitive instruments"). Competitive instruments are often negotiated with customers and foreign postal operators for better cost coverage, higher overall contribution, and improved service with respect to postal services classified as competitive. They may also arise from other sources, such as the Universal Postal Convention.

The cost coverage for each competitive agreement or grouping of functionally equivalent instruments (collectively, each "product") will be [redacted]:

[redacted]

The cost coverage for a product equals [redacted]

[redacted]

Each competitive instrument may have multiple price categories and negotiated components. Examples of such categories or components would be Priority Mail, Express Mail, Parcel Return Service, Priority Mail International, Express Mail International, International Priority Airmail, International Surface Air Lift, Inbound Air Parcel Post, Inbound Surface Parcel Post, Inbound Direct Entry, and Inbound International Expedited Services. These or other categories may include other services that the relevant customer or foreign postal operator offers to its customers under differing terms, but that nevertheless are processed and delivered in the same manner within the United States Postal Service's network. Such instruments may also establish negotiated rates for services ancillary to such items and for customized competitive services developed for application solely in the context of the agreement.

[redacted]

RESTRICTED AND SENSITIVE BUSINESS INFORMATION - DO NOT DISCLOSE

[redacted]

[redacted] Prices established by these formulas should not interfere with competitive products' ability as a whole to comply with 39 U.S.C.§ 3633(a)(3), which, as implemented by (39 C.F.R.§ 3015.7(c)) requires competitive products to contribute a minimum of 5.5 percent to the Postal Service's total institutional costs. Accordingly, no issue of subsidization of competitive products by market dominant products should arise (39 U.S.C.§ 3633(a)(1)).

**CERTIFICATION OF GOVERNORS' VOTE
IN THE
GOVERNORS' DECISION NO. 11-6**

I hereby certify that the Governors voted on adopting Governors' Decision No. 11-6, and that, consistent with 39 USC 3632(a), a majority of the Governors then holding office concurred in the Decision.

Julie S. Moore

Date: 3/22/2011

Julie S. Moore
Secretary of the Board of Governors

2310 Inbound Parcel Post (at UPU rates)

* * * *

2310.6 Prices

Foreign postal operators pay the Postal Service inward land rates for the delivery of inbound mail. The Universal Postal Union Postal Operations Council (POC) sets the amount paid for incoming ~~air~~ parcel flows tendered by postal operators with which there is no contractual relationship governing the applicable price, except when such rates are otherwise fixed by the POC upon notification by the Postal Service or except when such fixed rates are bilaterally discounted. Payment by the foreign postal operators is made in accordance with Universal Postal Convention Part III, Chapter 2 and associated UPU Parcel Post Regulations. This information is available in the Parcel Post Manual at www.upu.int.