

NONHOUSEHOLD MAILSTREAM STUDY

INTERIM REPORT
FOR
FIRST POSTAL QUARTER PFY 1979

PREPARED FOR
MAIL CLASSIFICATION RESEARCH DIVISION RATES AND CLASSIFICATION DEPARTMENT
UNITED STATES POSTAL SERVICE
CONTRACT NO: 104230-77-Z-0735
JULY 1979



SURVEY RESEARCH CENTER

INSTITUTE FOR SOCIAL RESEARCH
THE UNIVERSITY OF MICHIGAN
ANN ARBOR, MICHIGAN

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Mr. Charles McBride
General Manager
Mail Classification Research Division
475 L'Enfant Plaza, WSW
Washington, D.C. 20260

July 31, 1979

Dear Mr. McBride:

With the transmission of this Interim Report, we wish to reiterate some concerns expressed in it about the quality of summary statistics constructed at this early stage of data collection.

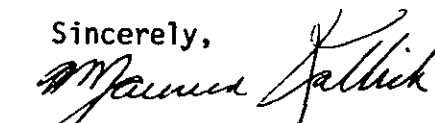
The precision of estimates made from sample data is, of course, related to sample size. The first quarter sample is small for many of the statistics that will be provided in the Final Report. This problem is most noticeable when the sample is partitioned into industrial types and regions. It becomes of particular concern when percentage breakdowns of responses to a particular question are reported and, in turn, repercentaged to provide richer detail. Also, the precision of estimates of events which are engaged in by few respondents, such as mailing controlled circulation publications, tends to be low relative to the precision of estimates of more common events.

The fourfold increase in sample size that will occur by the end of the data-collection year will lead to a marked increase in the precision of all estimates. Time will permit not only an increment in sample size but also re-examination of estimation techniques. As noted, statistics in this report are derived from expansion estimators. We are attempting to obtain the additional data necessary to use other estimation techniques which yield higher levels of precision.

Despite our concerns, we understand there is a need to make these data available at this time. The statistics in this report are illustrative of the kinds of information that will be in the tables of the Final Report, but the usefulness of the Final Report of the Nonhousehold Mailstream Study depends in large part on the inputs of the readers of the Interim Report. Only if readers inform us of their interests will we be able to address them in our analyses for the Final Report. We further urge readers to provide us with feedback with regard to any data that appears to be inconsistent with prior information to aid us in checking possible inconsistencies in our data base.

Finally we must remind the readers that the data reported here represent a single quarter of the year and do not constitute an accurate picture of the annual mailstream. Interpretations and extrapolations made from these data should be tempered accordingly.

Sincerely,



Maureen Kallick, Ph.D.
Program Director

ACKNOWLEDGEMENTS

It is a pleasure to acknowledge the assistance and cooperation we have received from John Scott, Tracy Berckmans and their field staff, and Joan Scheffler and her coding staff.

A special thanks to Vera Sullivan and Margie Cohen, our secretaries, for their painstaking efforts in the preparation of this report.

Maureen Kallick

Muriel Converse

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BACKGROUND AND OBJECTIVES

This is the third report of the Nonhousehold Mailstream Study being conducted by the Survey Research Center for the Mail Classification Research Division of the Rates and Classification Department of the United States Postal Service as part of the Long Range Classification Study Program.¹ The purpose of the Nonhousehold Mailstream Study and the recently completed Household Mailstream Study is to develop a market description of the U.S. mailstream suitable for making annual national estimates of mail sent by households and nonhouseholds identified by recipient, class and sub-class, contents, and cost-causing attributes.²

The objective of the Interim Report of nonhousehold-generated mail is to present an overview of a data set that contains a great many variables about the mailstream. It introduces the types of data being collected and possible types of tabulations. It provides some early, albeit tentative, findings, some early estimates of sampling errors and a discussion of the

¹The Long Range Classification Study Program was formerly known as Phase III Study Program.

²The six reports that have been distributed are: Kallick, M., et al, A Quantitative Description of the Current Household Mailstream: Feasibility Report. Ann Arbor: Institute for Social Research, 1977; Household Mailstream Study: Interim Report, prepared by the Household Postal Study Research Staff. Ann Arbor: Institute for Social Research, 1977; Kallick, M., et al, Household Mailstream Study: Final Report. Ann Arbor: Institute for Social Research, 1978; A Quantitative Description of the Current Nonhousehold Mailstream: Task 2 Report, prepared by the SRC Sampling Section jointly with the Postal Study Research Staff. Ann Arbor: Institute for Social Research, 1977; Kallick, M., et al, A Quantitative Description of the Current Nonhousehold Mailstream: Feasibility Study. Ann Arbor: Institute for Social Research, 1977; A Quantitative Description of the Current Nonhousehold Mailstream: Task 2 Report, prepared by the SRC Sampling Section jointly with the Postal Study Research Staff. Ann Arbor: Institute for Social Research, 1977.

levels of precision to be expected in the Final Report. In the months between the publication of the Interim Report and Final Report, various analyses of this complex data set will be explored. These preliminary tabulations are intended only to suggest areas for exploration. The Final Report will be available late April, 1980.

SCOPE

The data reported upon in this document cover the first postal quarter of fiscal year 1979 but many of the techniques and procedures discussed apply to the full study.

<u>Scope of Nonhousehold Mailstream Study</u>		
	<u>Final Report Coverage</u>	<u>Interim Report Coverage</u>
<u>Dates</u>		
Interview Data	September 11, 1978 to September 16, 1979	September 11, 1978 to December 4, 1978
Mail Piece Data	October 16, 1978 to October 12, 1979	October 16, 1978 to December 31, 1979
<u>Number of Establishments</u>		
Interview Data	5,200	1,213
Mail Piece Data	4,400	987
<u>Number of Post Offices</u>		
	129	43

In a two-stage sample design such as used in this study, the number of post offices as well as the number of respondents selected from the post offices affects the precision of estimates. It was necessary to start with a relatively small number of post offices and add more as the study period progressed in order to be able to start mail piece data collection in the first quarter of PFY 1979. The effect of the reduced number of post offices in this first quarter is to increase the standard errors and reduce the levels of precision of estimates.³

³See Page 19 of this report for a fuller discussion of this point.

Estimates provided for the first postal quarter should not be annualized because of the likely existence of seasonal patterns in all or certain sub-components of the nonhousehold mailstream that are not apparent from only one quarter's data. Additionally, these estimates are likely to differ somewhat from estimates in the Final Report because time constraints prohibited extensive analyses to determine the most satisfactory techniques for making national quarterly estimates and for adjusting the data to account for total, day, and item nonresponse.

SAMPLING THE NONHOUSEHOLD MAILSTREAM

The Study Population

The study population has three components: 1) all post offices in conterminous United States appearing on the 1976 list prepared by the United States Postal Service (USPS); 2) all nonhouseholds and nonhousehold locations served by the population of post offices; and 3) all mail originating with the population of nonhouseholds.

A post office or postal area is defined by ZIP Codes. In metropolitan areas all substations as well as the principal office are included while in some rural areas a post office may handle a low volume of mail and generate less than \$1,000 annually in postal revenue. There has been no attempt to update the list of approximately 30,000 offices that existed in 1976. Therefore, any post office created after that date is excluded from the study population.

The nonhousehold is not easily defined and recognized. It is intended that nonhouseholds include all groups, organizations, establishments and locations not classified as housing units and having the capability of sending or receiving mail. Businesses operated from a housing unit would not be classified as nonhouseholds unless: 1) some outwardly visible evidence on the premises indicates the presence of a business unit; or 2) mail addressed to the location includes the name of a business or organization rather than, or in addition to, the name of an individual. Some under-coverage of nonhousehold mail may be unavoidable even though respondents in the study of the household mailstream were requested to report mail for businesses operated from their residences.

There should be few definitional problems related to originating mail within a nonhousehold. However, the quality of data depends heavily on the cooperation of the mail handlers.

It is clear that the complex study population defies a simple, precise definition. The researcher draws satisfaction from the firm conviction that marginal cases have small impact on the study data and their analyses.

The Sample Design

The sample design, developed during the feasibility study, was described in the *Task 2 Report*, Pages 23-26, and 45-54. Principal design features include:

- Stratification of post offices by 13 size groups and five postal regions;
- Selection of 153 offices with probabilities proportional to 1976 gross postal revenue;⁴
- Assignment of the 153 offices to four quarter samples that could be implemented individually or collectively;
- Within sample post offices, postal carrier listing of all non-households and nonhousehold locations (vacant or under construction) on postal routes (including star routes under construction with private individuals to deliver the mail), listings to include industry code classification;
- From sample offices, transmission to Ann Arbor of copies of meter records and mailing permits for a 12-month period;

⁴The 153 offices were the original effective sample size. They included 214 distinct post offices, 73 of which were in 8 clusters. The clustering of small offices was necessary to achieve sufficient numbers of establishments for sampling purposes. Prior to the third quarter sample selection, the effective sample size was reduced to 129 for reasons of economy.

- Also transmission to Ann Arbor of any records or other information on major purchases and purchasers of stamps and stamped envelopes;
- In Ann Arbor, for each sample office creation of a list of all nonhouseholds along with an industry type code for each and, where available, estimated annual postal expenditures resulting from the merging of carrier listings and postal records;
- Within each sample post office, stratification of nonhouseholds by industry code and postal expenditures, including a class composed of nonhouseholds and locations for which no postal revenue had been reported;
- Sampling of nonhouseholds with probabilities proportionate to postal expenditures after stratification by industry type code;
- Selection of a sample of approximately 5,200 nonhouseholds for the total survey or about 1,300 for a quarter sample, adjustments in sample size to be made, if necessary, to obtain adequate sample sizes for rare industrial types;
- Monitoring the mailstream for one week at a sample establishment after randomizing the assignment of sample establishments to weeks of a quarter (13 weeks);
- Supplementation of the sample of post offices with a sample of establishments that are major users of the mail service and are also members of industrial types of special interest to the research.

There was no attempt to design the sample to yield a specified level of precision at some minimum or fixed cost. There were no data available for that purpose.

The Sample of Post Offices

Numbers of post offices mentioned throughout the discussion of the sample relate to effective sample sizes; clusters of small post offices are counted as one sample selection and as one "office."

The sampling of post offices remains as described in *Task 2 Report*; Tables 1 and 2 are reproductions of Tables 8 and 9 from that document. Table 1 shows the distributions by 13 size groups of the population of post offices, the sample of 153 offices, and a quarter sample. The 13 size groups were derived from 11 groups using the definitions developed by the USPS to take into consideration both mail volume and mail revenue. In 1976 the definitions of the 11 groups were:

<u>Group</u>	<u>1976 Revenue Units</u>
A	356,250 and over
B	118,750 to 356,249
C	23,750 to 118,749
D	11,875 to 23,749
E	4,750 to 11,874
F	2,150 to 4,749
G	950 to 2,149
H	430 to 949
J	190 to 429
K	36 to 189
L	up through 35

Each revenue unit equaled \$122.18. The 13 groups or strata in Table 1 resulted from subdividing groups A and B, and combining groups H and J, and K and L.

Only one departure from the original design was made. When the selection of the first quarter sample of nonhouseholds was in progress, it became

NUMBER OF POST OFFICES IN THE POPULATION, AND DISTRIBUTION
OF THE SAMPLE SELECTED FOR THE NONHOUSEHOLD STUDY, BY SIZE GROUP

Size Group	Number of Offices In Population	Distribution of 153 Sample Selections	Distribution of a Quarter Sample
1	2	3	4
All Groups	30,144	153	42
A ₁	3	3	3
A ₂	12	12	3
A ₃	15	8	2
A ₄ [#]	1	1	1
B ₁	68	36	9
B ₂ [#]	1	1	1
C	372	52	13
D	420	8	2
E	926	12	3
F	1,465	8	2
G	2,267	4	1
H and J	7,429	4*	1*
K and L	17,165	4*	1*

* With the exception of size groups H, J, K, and L, one selection is one post office; however, one large post office may have many substations and millions of dollars in revenue. At the opposite end of the scale, some small offices have gross annual revenues under \$1,000. The minimum revenue required per selection to achieve a sufficient sample size is unknown at present although \$50,000 has been chosen as a minimum measure. Consequently, small offices in groups H, J, K, and L were clustered to obtain the minimum measure. There are four clusters of offices having from two to 16 offices per cluster or selection. (NOTE: The minimum size of \$50,000 was later increased to \$90,000; the four clusters of offices now have two to 35 offices per cluster.)

In addition to the 15 certainty selections proposed in the feasibility study, the USPS requested that the Hartford, Connecticut, and Dayton, Ohio, offices be included with certainty.

Source: U.S. Postal Service, National Consolidated GFY Revenue Listings for PFY 1976 (unpublished).

evident that a minimum size of \$50,000 in gross postal revenue was too small to yield post offices with nonhouseholds in numbers sufficient for sampling purposes. The minimum size was increased to \$90,000, with the result that the four clusters of small post offices have from two to 35 offices per cluster or selection; but not all nonhouseholds are in the sample during one quarter.

Table 2 shows the distributions of gross revenue and the total sample of 153 selections by size group, or stratum, and by the five postal regions. It also describes the calculation of selection rates for each sample office. The probability of selecting the i th office in the h th stratum is:

$$p_{hi} = \frac{m_{hi}}{I_h}$$

where p_{hi} is the selection probability, m_{hi} is the measure of size (1976 gross revenue) for the i th office in the h th stratum, and I_h is the selection interval in the h th stratum. The calculation of selection intervals is explained in a footnote to Table 2.

The Sample of Nonhouseholds within Sample Post Offices

The research design required that nonhouseholds be assigned to 12 categories according to the following industry type codes:

1. Mail order houses
2. Mailing service houses
3. Publishing
4. Telephone and telegraph services
5. Utilities
6. Banking and financial organizations
7. Securities

TABLE 2

SELECTED CHARACTERISTICS OF THE POPULATION OF CONTERMINOUS UNITED STATES POST OFFICES
AND THE SAMPLE SELECTIONS FOR THE STUDY OF THE NONHOUSEHOLD MAILSTREAM, BY SIZE GROUP AND POSTAL REGION

Size Groups	The Population		Sampling Interval* \$000,000	Total Sample Selections	Northeast Region		Eastern Region		Southern Region		Central Region		Western Region	
	Number of Offices	Gross Revenue \$000,000			Gross Revenue \$000,000	Sample Selections	Gross Revenue \$000,000	Sample Selections	Gross Revenue \$000,000	Sample Selections	Gross Revenue \$000,000	Sample Selections	Gross Revenue \$000,000	Sample Selections
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
All Groups	30,144	10,519	a	153	2,008	27	1,487	22	2,011	31	3,171	46	1,842	27
A ₁	3	1,071	a	3	484	1	0	0	0	0	384	1	203	1
A ₂	12	1,356	a	12	152	1	354	3	359	3	382	4	109	1
A ₃	15	922	115.3	8	61	1	78	0	114	1	437	4	232	2
A ₄	1	65	65.0	1	65	1	0	0	0	0	0	0	0	0
B ₁	68	1,651	45.9	36	308	6	211	5	499	11	338	8	295	6
B ₂	1	39	39.0	1	0	0	0	0	0	0	39	1	0	0
C	372	2,234	43.0	52	394	10	362	8	353	7	626	14	499	13
D	420	844	105.4	8	167	1	124	2	157	2	248	2	148	1
E	926	834	69.5	12	174	3	111	2	155	2	234	4	160	1
F	1,465	569	71.1	8	92	2	89	0	144	2	164	3	80	1
G	2,267	393	98.3	4	53	1	69	1	101	1	120	1	50	0
H & J	7,429	397	99.3	4	44	0	66	0	94	1	145	2	48	1
K & L	17,165	144	36.0	4	14#	0	23#	1	35	1	54	2	18	0

a Not applicable

* The sampling rate for each selection is m/I , where m = 1976 gross revenue, and I = sampling interval. For each size group, the sampling interval is determined by dividing the gross revenue (column 3) by the desired number of sample selections (column 5). The interpretation is that from each size group there is one sample selection for each I dollars of 1976 gross revenue.

The division between Northeast and Eastern regions is approximate.

Source: U.S. Postal Service, National Consolidated GFY Revenue Listings for PFY 1976 (unpublished).

8. Insurance
9. Department stores
10. All other establishments
11. Nonprofit organizations
12. Governments

A minimum sample size of 50 establishments per quarter sample was desired for each of the categories 1 through 9. Since independent estimates of establishments and expenditures were not available, it was necessary to use data collected from the 42 sample offices to estimate the number of establishments and the postal expenditures for the study population. Those two estimates are essential to the calculation of selection rates which varied with industry type. The sample estimates were consistent with prior knowledge that establishments in categories 1 through 9 are large users of postal services.

Financial records from sample post offices provided revenue data for 15 percent of the establishments.⁵ To take advantage of financial data where available and to ensure that every establishment had a nonzero selection probability, two separate sampling procedures were used: 1) a sample of establishments with probability proportionate to postal expenditures; and 2) within industry type, an equal probability sampling of establishment locations. Each establishment was eligible for selection under both procedures. Therefore, the total second stage probability of selection for each establishment is the sum of the independent probabilities under the two selection procedures.

To achieve data collection from 1,300 establishments per quarter, it was estimated that the initial sample selection should be approximately 1,725 to allow for attrition from nonresponse, vacancies, and any other

⁵Financial records consist of: meter expenditures, permit imprint expenditures, second class postage expenditures, and an any other expenditure category. Eighty-five (85) percent of nonhouseholds do not make meter or permit expenditures.

miscellaneous events that might occur. For the first quarter of data collection, a sample of 1,716 establishments was selected.

A computerized random number generator was used to assign each sample establishment or location to one of the first 13 weeks of data collection. The procedure controlled on assignment over weeks for each of the 12 categories of establishments to ensure that each week's assignments would contain a cross section of the quarter sample.

It was anticipated and confirmed in the first quarter sample that some establishments would have multiple sample selections, given the magnitudes of their postal expenditures. Since it was considered unfeasible to attempt multiple data collections from an establishment, given the intensity of the data collection task, compensation was achieved with weights equivalent to the number of selections in the first quarter for such establishments. The data collection week was a random choice from the two or more weeks that had been assigned to the establishment.

Estimation Procedures

To compensate for differences in selection probabilities, for each sample establishment a total probability, p_T , with three components was calculated: p_1 , the probability of selecting the post office serving the sample establishment; p_2 , the probability of selecting the establishment using postal revenue as a basis for selection; and p_3 , the probability of selecting the establishment's location within the postal area. The total selection probability for an establishment is then:

$$P_T = P_1 (P_2 + P_3).$$

the weight, w_1 , to adjust for the selection probabilities is $1/p_T$, the reciprocal of the total selection probability.

Notice that probabilities and weights, the reciprocals of selection probabilities, are denomination free numbers. When data from a sample establishment are multiplied by that establishment's weight and these numerous products then summed across offices and size strata, the resulting sum is an estimate of the value that would have been obtained if a complete census of establishments had been taken. The weight, W_1 , is applicable whether the desired estimate is within an industry type or across types.

Four other weight factors were included in the sample estimates:

- A weight, W_2 , adjusts data from executive or mail handler questionnaires for executive nonresponse, and a weight, W_3 , adjusts mail piece data for establishment nonresponse [Notice that W_2 and W_3 will be identical when no data whatsoever were reported for an establishment; in other cases, an executive interview may have been obtained but participation in a week's monitoring of the mail was denied. In that situation, a nonresponse adjustment is required for mail piece data only.];
- A weight, W_4 , formulated by the research staff, adjusts for day nonresponse within a sample establishment;
- A constant weight of 13 is necessary to inflate one week of data, the amount collected from an establishment, to the one quarter (13 weeks) level;
- A constant factor, 12/11, adjusts the first 11 weeks of data (October 15 through December 30), to approximate the USPS 12-week fiscal quarter (October 8 through December 30).

The adjustment for establishment nonresponse was made by subjectively choosing a responding establishment similar to the nonrespondent in respect to industry type, annual postal expenditures, data collection week, and post office size group.

The total weight, W , for an executive questionnaire is:

$$W = W_1 \times W_2 ,$$

where the estimate is a proportion, percentage, or another type of ratio.

The total weight for mail piece data from a sample establishment is

$$W = W_1 \times W_3 \times W_4 \times 13 \times 12/11.$$

When the estimate is in the form of a ratio, the two constants, 13 and 12/11, may be omitted.

Estimates presented in this report are of two forms, ratios and totals. An estimated ratio, r , is calculated from the expression

$$r = \frac{\hat{Y}}{\hat{X}} = \frac{\sum_{h=1}^{13} \sum_{i=1}^{a_h} \sum_{j=1}^{n_{hi}} w_{hij} y_{hij}}{\sum_{h=1}^{13} \sum_{i=1}^{a_h} \sum_{j=1}^{n_{hi}} w_{hij} x_{hij}} ,$$

while an estimated total is

$$\hat{Y} = \sum_{h=1}^{13} \sum_{i=1}^{a_h} \sum_{j=1}^{n_{hi}} w_{hij} y_{hij} .$$

Here y_{hij} is the value for characteristic y of the j th establishment served by the i th post office in the h th stratum of which there are 13.

x_{hij} has a similar interpretation.

w_{hij} is the total weight for the j th establishment in the i th postal area of the h th stratum.

n_{hi} is the number of sample establishments in the i th sample post office.

a_h is the number of sample offices in the h th stratum.

13 is the number of strata in the study population.

Characteristics of Establishments in the First Quarter Sample

Data from the executive questionnaires have been summarized in Table 3 to describe characteristics of establishments in the first quarter

TABLE 3

CHARACTERISTICS OF ESTABLISHMENTS SERVED BY POST OFFICES IN CONTERMINOUS UNITED STATES

Characteristics	Number of Establishments in First Quarter Sample				Percent Distributions of Sample Establishments				Estimated Percent Distributions of Establishments in the Population			
	TOTAL	Business	Non-Profit	Government	All Establishments	Business	Non-Profit	Government	All Establishments	Business	Non-Profit	Government
<u>Type Within Organization Structure</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Only Establishment in Organization	619	515	80	24	51.0	52.1	58.0	27.9	70.2	74.4	54.2	20.6
Branch	332	252	40	40	27.4	25.5	29.0	46.5	19.9	16.0	38.2	59.9
Subsidiary	85	82	3	0	7.0	8.3	2.1	.0	3.1	3.3	2.9	.0
Franchise	19	19	0	0	1.6	1.9	.0	.0	2.9	3.4	.0	.0
Administrative Office or Headquarters	128	98	11	19	10.6	9.9	8.0	22.1	1.6	.7	3.8	13.9
Other	30	23	4	3	2.4	2.3	2.9	3.5	2.3	2.2	.9	5.6
Not Ascertained	0	0	0	0	0.0	.0	.0	.0	0.0	.0	.0	.0
<u>Whether Establishment is Headquarters</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Yes	755	624	93	38	62.2	63.1	67.4	44.2	71.5	75.2	56.1	28.8
No	457	364	45	48	37.7	36.8	32.6	55.8	28.5	24.8	43.9	71.2
Not Ascertained	1	1	0	0	.1	.1	.0	.0	*	*	.0	.0
<u>Geographic Area Served by Establishment</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
International	215	191	19	5	17.7	19.3	13.8	5.8	6.6	6.8	5.3	5.6
National	159	148	9	2	13.1	15.0	6.5	2.3	4.9	5.0	2.2	6.6
Regional	184	153	23	8	15.2	15.5	16.7	9.3	10.2	10.8	6.7	3.8
State-Wide	130	104	12	14	10.7	10.5	8.7	16.3	8.0	7.5	6.5	18.0
Local	522	390	75	57	43.0	39.4	54.3	66.3	70.3	69.9	79.3	66.0
Not Ascertained	3	3	0	0	.3	.3	.0	.0	*	*	.0	.0
<u>Geographic Location of Establishment</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Northeastern	168	145	14	9	13.9	14.7	10.1	10.4	12.0	12.4	6.9	11.2
Eastern	134	108	14	12	11.0	10.9	10.1	14.0	12.5	12.7	9.2	14.4
Southern	345	274	40	31	28.4	27.7	29.1	36.0	31.4	30.8	35.8	36.2
Central	361	302	42	17	29.8	30.5	30.4	19.8	25.5	25.2	32.8	22.1
Western	205	160	28	17	16.9	16.2	20.3	19.8	18.6	19.0	15.4	16.1

For footnotes, see page 17.

TABLE 3

CHARACTERISTICS OF ESTABLISHMENTS SERVED BY POST OFFICES IN CONTERMINOUS UNITED STATES (continued)

Characteristics	Number of Establishments in First Quarter Sample				Percent Distributions of Sample Establishments				Estimated Percent Distributions of Establishments in the Population			
	TOTAL	Busi-ness	Non-Profit	Govern-ment	All Estab-lish-ments	Busi-ness	Non-Profit	Govern-ment	All Estab-lish-ments	Busi-ness	Non-Profit	Govern-ment
<u>Geographic Dispersion of Organization</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
International	203	182	18	3	16.7	18.4	13.1	3.5	7.4	6.7	17.1	5.5
National	145	125	14	6	12.0	12.6	10.1	7.0	5.6	5.0	10.3	9.8
Regional	69	61	6	2	5.7	6.2	4.3	2.3	5.8	5.8	10.8	*
State-Wide	83	52	8	23	6.8	5.3	5.8	26.7	4.1	3.0	1.4	26.1
Local	711	567	92	52	58.6	57.3	66.7	60.5	77.1	79.5	60.4	58.6
Not Ascertained	2	2	0	0	.2	.2	.0	.0	*	*	.0	.0
<u>Size Within Industry (self-ranked)</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Among the Largest	334	286	32	16	27.5	29.0	23.2	18.6	9.5	9.4	9.4	11.9
Large But Not Among Largest	193	148	27	18	16.0	15.0	19.6	21.0	10.7	9.9	22.9	9.4
Medium-Sized	304	239	40	25	25.1	24.1	29.0	29.1	28.8	28.6	28.8	32.2
Among the Smaller	175	143	21	11	14.4	14.4	15.2	12.7	17.7	17.3	18.2	24.0
Among the Smallest	174	151	13	10	14.3	15.3	9.4	11.6	30.6	32.7	15.5	14.0
Not Ascertained	33	22	5	6	2.7	2.2	3.6	7.0	2.7	2.1	5.3	8.5
<u>Postage Expenditure Last Year</u>	1,213	989	138	86	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
Less than \$100	130	116	7	7	10.7	11.7	5.1	8.1	32.9	34.9	22.9	13.1
\$100-\$1,000	202	160	27	15	16.7	16.2	19.6	17.4	39.9	40.6	43.3	24.9
\$1,000-\$5,000	225	183	32	10	18.5	18.5	23.2	11.6	16.7	16.2	19.0	20.6
\$5,000-\$50,000	290	219	48	23	24.0	22.1	34.8	26.7	6.6	5.5	9.0	21.7
\$50,000-\$500,000	189	158	14	17	15.6	16.1	10.1	19.9	.4	.4	.3	.7
Over \$500,000	127	115	8	4	10.4	11.6	5.8	4.7	.1	.1	*	.6
Not Ascertained	50	38	2	10	4.1	3.8	1.4	11.6	3.4	2.3	5.5	18.4

*Less than 0.05 percent.

Source: Executive questionnaires, first quarter sample of nonhousehold mailstream survey.

sample. In addition to the numbers of sample establishments, two percentage distributions are included: 1) percentage distributions of the sample establishments; and 2) estimated percentage distributions of establishments in the study population.

Of particular interest is the comparison of the two sets of percentage distributions. The proportions of sample establishments that exceed those in the population relate to establishments with the following characteristics:

- Branch offices, and headquarters administrative offices;
- Establishments providing international, national and regional services;
- Establishments among the largest within industry classes;
- Establishments with the highest postal expenditures.

Within the population, the dominant characteristics are:

- Only establishment organizations;
- Establishments providing local services;
- Medium to small-sized establishments;
- Establishments with low postage expenditures.

The direction of the sample toward larger establishments that serve wider geographic areas and generate large amounts of postal revenue occurs not by chance but by intent. By designing the sample to include a higher proportion of large mailers, you get more information about the use of mail at a lower cost.

Limitations of the Data

Sample data are subject to two types of errors: nonsampling and sampling. Nonsampling errors and biases include nonresponse; interviewer variability; response errors; editing, coding, and other processing errors;

and undercoverage of the study population. Nonsampling errors are not readily measured from the sample itself. Although weight adjustments were made for establishment nonresponse and for missing data, the effect of nonresponse on sample estimates remains unknown. Undercoverage, another type of non-sampling error, could be dealt with directly by conducting on a sample basis a check of blocks or postal routes to determine if any current establishments are missing from the lists compiled in 1978. Although special procedures might be designed to investigate other types of nonsampling errors, none is in progress.

One argument for the use of probability sampling is that an estimate of sampling variability can be calculated from the sample data. However, the precision of estimates of sampling variability as well as the precision of estimates of characteristics of the study population depend on and vary with the sample size and sample design.

Perhaps the major limitation of the reported data is the small sample from which they are derived. It is to be emphasized that 11 weeks of data from 987 establishments in 42 post offices must be regarded as preliminary. Data preparation for the first quarter has proved to be more time consuming than was anticipated. The calculation of sampling errors, which generally follows the analysis of survey data, has been completed for only a few estimated totals and for none of the ratios.

A simplified, general formula for the calculation of the variance of a total is:

$$\text{variance } (\hat{Y}) = \sum_{h=1}^{13} \sum_{i=1}^{a_h} \left[\sum_{j=1}^{n_{hi}} w_{hij} y_{hij} - \frac{\sum_{i=1}^{a_h} \sum_{j=1}^{n_{hi}} w_{hij} y_{hij}}{\sum_{i=1}^{a_h} \sum_{j=1}^{n_{hi}} w_{hij}} \right]^2$$

where the notations are those defined in the preceding section. The standard

error is the square root of the variance. The coefficients of variation, appearing with estimated totals in the tables reporting survey findings, are the ratios of standard errors to corresponding estimated totals.

The actual variance calculations were more complex than the general formula. In the first quarter, strata with two or more post offices but with only one sample post office had to be combined with other strata. In the case of a stratum with one or more offices each of which was included with certainty, the primary selection was the establishment or the postal route, depending upon the sampling procedure used.

The researcher should not be unduly disturbed by the magnitudes of the standard errors reported for the first quarter. It is unreasonable to expect a small sample to produce precise estimates of totals by applying an inflation factor to sample data, the only technique available at present. One should not conclude that these estimates differ by wide margins from corresponding population parameters, nor should the precision of estimated percentages and means be judged from the standard errors of totals. Other techniques to estimate totals are being explored, the analysis of sampling variability is continuing, and the outcomes of these investigations will be available in the final study report.

Looking Ahead

The sample design described in *Task 2 Report* included the recommendation that the first quarter of data collection be regarded as a pilot survey from which estimates of key variables and their sampling errors could be calculated. That information was then to be the basis for final decisions on the sample design for the remainder of the 12-month period. Operational problems precluded the implementation of that design feature. Data collection continued in months four through six with a new sample of approximately 1,700 establishments selected from 89 post offices, the 42

first quarter offices and an additional 47 post offices. Each of the third and fourth quarter surveys includes another 1,700 establishments in 129 postal areas. By holding the number of sample establishments constant for each quarter while increasing the number of sample post offices from 42 to 129, the within post office component of sampling variability is being increased and the between office component decreased. It is not yet known if that allocation of the sample is optimal.

Even if the first quarter data on sampling variability had been available at an early date, it is unlikely that the sample design for the last six months of data collection would have differed from that which is in use. It is certain that estimates of sampling error would not have indicated a reduction in sample size; it is also certain that the cost and complexities of survey operations made an increase in sample size intolerable. Even the original sample of 153 post offices was reduced to 129 by withholding one quarter of the office selections from groups B₁, C, H-J and K-L (nine, thirteen one, and one offices respectively).

Steps to increase the precision of estimates have also been taken:

- A list of establishments with two million dollars or more in annual postal expenditures has been compiled; members of that group are being sampled from the list and are excluded from any "within post office" selection;
- A list of federal agencies in the Washington area will help to improve the sample of governments;
- The first quarter sample of one-eighth of the postal routes in the Manhattan and the Los Angeles offices (an expedient measure) has been replaced with a sample of establishments from all routes for the remaining quarter.

With the inclusion, during quarters three and four, of all offices in group A_2 , the between component of variance will be eliminated for that group.⁶ Furthermore, data for the total sample should yield more precise estimates of mail and establishment characteristics and their sampling errors than data from only one quarter can provide.

⁶See Task 2 Report for a listing of A_2 post offices.

STUDY PROCEDURES

Establishing Contact and Gaining Cooperation

Approximately six weeks prior to an establishment's scheduled data collection week, an SRC interviewer initiates the data collection process by identifying the appropriate executive respondent. The interviewer does this by calling the secretary to the executive officer of the establishment, and, through discussion, identifying the person who, first, is involved in, and preferably responsible for, policy decisions pertaining to the use of mail and alternate delivery services and, second, has the authority to commit the entire establishment to cooperate in mail-piece data collection.

Once this executive is identified, the interviewer sends him or her a letter seeking participation. The letter attempts to show the executive that his establishment's cooperation will enable the Postal Service to improve services and to structure rates with greater economic rationality. To underscore the importance of the study, the letter is printed on the letterhead of the United States Postal Service and is signed by the local postmaster. In recognition of the importance of a high response rate, a special team of researchers in Ann Arbor (known as Lee Snyder) was trained to make persuasion calls and otherwise aid the interviewers in this function.

After allowing sufficient time for the letter to be delivered, the interviewer calls the establishment and makes an appointment to conduct the executive interview which requires about one hour.

Upon completion of the executive questionnaire, the interviewer requests permission to interview the "mail handler,"⁷ to have counts of outgoing mail made in the mailroom during a specified week, and to have everybody in the establishment who prepares outgoing mail place codes indicating type.

⁷The mail handler is a term used here and throughout this report to designate an individual with knowledge of the day-to-day mailroom function, whose title ranges from Vice President in Charge of Communication Services to Mailroom Head.

of content and type of recipient on the outside of each mail piece they prepare during data collection week. They are all given content/recipient code sheets for this purpose. The executive is also requested to send a memo to all employees encouraging participation in content and recipient coding.

Data Collection

Two types of data collection instruments are used to obtain information from cooperating establishments. These are two questionnaires, one addressed to the establishments' "executive" and one to the "mail handler" or person directly responsible for entering material into the mailstream, and a set of forms on which to record detailed data about establishments' outgoing mail.

Administering the Questionnaires

The Executive Interview. The questionnaire addresses issues such as establishment characteristics (industrial type, size, population served, etc.), attitudes toward and use of the Postal Service and of competing services, and potential demand for new services that might be offered by the U.S.P.S. If the executive is unable to provide factual information requested, an attempt is made to obtain it from others in the establishment.

The Mail Handler Interview. The interviewer attempts to administer the mail handler questionnaire after the executive interview has been completed. If this is inconvenient, an appointment is arranged. The mail handler questionnaire, considerably shorter than the executive questionnaire, addresses the mail handler's attitudes toward the Postal Service and obtains detailed information not likely to be known by the executive about postal services the establishment uses. Upon completion of the questionnaire, the interviewer sets up an appointment for the week preceding the scheduled data

collection week to train the mail handler and others in the mailroom to complete the mail piece forms.

Mail-Piece Data Collection

Between 10 and 13 items of information are needed about each mail piece sent by an establishment during its data collection week, the exact number depending on the type of mail piece. Examples of required data items include: date sent, type of indicia, how it enters the mailstream, size, weight, postage, class, type of window, type of contents, and intended recipient. Similar types of information are required of items sent through delivery systems competitive with the Postal Service such as United Parcel Service.

For an establishment that sends only a few mail pieces a day, providing the required data is relatively simple and minimally time consuming. But some establishments, particularly mailing services, send many thousands of pieces each day. One of the most difficult parts of the study was designing forms that would make the job of data collection feasible, even for very large mailers. Many versions were tried in the field before the current versions were printed.

The single most important factor contributing to the feasibility of mail-piece data collection is the fact that huge mailings by a nonhousehold establishment usually consist of identical mail pieces. Moreover, to take advantage of preferential mailing rates (pre-sort, bulk-rate, etc.) or to mail with a permit imprint rather than stamps or meter strips, mailers must complete a Postal Service form for each mailing. This form identifies the number of pieces being sent, the mail class, and other types of information required for the study. Taking advantage of this, SRC designed forms with the top half identical to the Postal Service forms and the bottom half

requesting the additional information about the mailing. It had these forms made into sets of four pages with carbon paper inserted between them. The top two pages are the regular postal service forms and the bottom two, the SRC forms. Therefore, in filling out the padded forms, the establishment needs to do little more than it routinely does when it prepares a mailing.

Designing forms for mail pieces that are not sent in batches requiring Postal Service forms was more challenging. Ultimately, seven forms that worked well were designed for different types of mail pieces (three for envelopes in different size groups, one for postcards, one for packages, one for mail using special services, and one for items sent through mail-competing services). In addition, a separate form was created to capture information about each second-class publication sent by the sample establishment during the previous year. A copy of these forms are included in Appendix A.

During each day of the assigned data-collection week, mailroom employees of participating establishments complete the mail-piece forms. Because content and recipient codes are placed on the front of mail pieces, these employees are able to provide all of the required information.

If an establishment is willing to cooperate but finds the job of completing the mail-piece forms overwhelming, two different procedures are used. For establishments that keep good records, an attempt is made to capture much of the information from these records or to make good estimates based on them. If adequate records are not available, employees of the local post office complete the forms. When this is done, establishments sometimes are able to provide good content/recipient estimates so this information is not lost. Some have been willing to place content/recipient codes on the mail despite the fact that they have felt unable to do the actual data recording.

Post Office Participation

Once an establishment has agreed to participate, the local post office becomes involved in several ways. It delivers all of the required forms and instruction books to the establishment before mailroom training is scheduled to take place. Occasionally, it assists SRC interviewers with training when mailroom equipment is complex and unfamiliar to them. And it picks up all of the establishment's outgoing mail during the week unless the establishment routinely brings it to the post office.

RESPONSE RATES

Many different response rate concepts are relevant to this study. Cooperation ranged from establishments doing everything asked of them every day to refusing to do anything at all. Interviews and mail-piece data response rates are:

<u>Type of Data</u>	<u>Response Rates</u>
	<u>%</u>
Interview Data	90
Mail Piece Data	84
Yellow Tag	77
Blue Tag	7

The interview response rate measures the extent to which sampled establishments provided interview data, regardless of whether or not they provided mail-piece data. In all cases executive interviews were complemented by at least one mail handler interview. The "yellow tag" mail-piece response rate indicates the extent to which sampled establishments provided mail-piece data for one or more days as well as interview data. The "blue tag" mail-piece response rate indicates the extent to which sampled establishments provided interview data and permitted postal employees to collect mail-piece data. The sum of the yellow tag and blue tag mail-piece response rates shows the overall response rate for interview and mail-piece data. It should be noted that the response rates given do not reflect the fact that not all participating establishments cooperated fully on all work days. A discussion of "day non-response" is presented later.

SRC studies in which the unit of analysis is the household typically have response rates of 70 to 75 percent. Whether the exceptionally high response rates reported for this study are due primarily to particularly good

instrumentation and procedures or to nonhousehold establishments being more willing respondents than households is impossible to say. But whatever the reason, these rates are gratifyingly high.

ESTIMATING THE VOLUME OF TOTAL NONHOUSEHOLD MAIL

Estimating the volume of total nonhousehold mail involved weighting the volume of mail reported by each sample establishment by the inverse of its probability of selection⁸ and adding the weighted sum across establishments. Adjustments were made to account for the fact that some establishments refused to provide data, others provided it for fewer than all work-days of the assigned data collection week, each establishment reported data for only one week of the 13 week calendar quarter for which it was selected, and that data was collected for only 11 of the 12 weeks of the postal quarter.

Adjustment for Nonresponse

In an attempt to avoid nonresponse bias in the data set, three different types of nonresponse adjustments were made. These include adjustments for mail-piece data nonresponse, for interview nonresponse, and for day nonresponse.

Mail Piece Data Nonresponse. Since an expansion estimator was used to estimate total mail volume, adjustment had to be made to account for mail that nonrespondents sent but for which we had no data. A separate adjustment was made for each nonrespondent. This adjustment took the form of applying a "nonresponse weight" to data provided by the cooperating establishment or establishments most similar to the nonrespondent. Attributes considered important in determining the similarity between establishments are industrial classification, size, assigned week of data collection, and CAG-designation of post office serving them.

⁸See Sampling, Page 13.

The magnitude of the nonresponse weight was determined by the postal size of the nonrespondent relative to the postal size of the similar establishment. Both postal size measures came from the postage amounts recorded in the sampling frame. In cases where the nonresponse weight was relatively large, all possible efforts were made to obtain auxiliary information about the nonrespondent and to use a different adjustment technique.

The nonresponse weight was applied to all components of the data set, not just total mail volume. Time constraints precluded analyses to determine whether a differential adjustment procedure might be somewhat more satisfactory. Attention will be given to this issue before the final report is completed.

Interview Nonresponse. As with mail-piece data nonresponse, an adjustment was made for establishments that refused the executive interview. If an establishment refused both the interviewers and mail-piece data collection, both the interview and mail-piece data of a similar cooperating establishment were adjusted upward by an amount that depended on the sizes of the similar respondent and the nonrespondent. If only mail-piece data were missing, only the mail-piece information of the similar respondent was weighted upward. There were no cases of establishments cooperating with mail-piece data collection and not with the executive interview.

Day Nonresponse. If an establishment provided data for less than its full work week, adjustment was made for missing data-collection days. That adjustment took the form of weighting the data for the day or days reported by an amount determined by the number of missing days. Thus:

<u>Number of Days Missing in 5-Day Work Week</u>	<u>Weight to be Applied to Data for Each Day Reported</u>
1	1.25
2	1.67
3	2.50
4	5.00
<u>Number of Days Missing in Weeks with a 1-Day Postal Holiday</u>	<u>Weight to be Applied to Data for Each Day Reported</u>
1	1.33
2	2.00
3	4.00

Alternative adjustment procedures for day nonresponse are being considered for the final report.

Other Adjustments

Two other adjustments were made to the weighted data derived from each participating establishment. First, it was multiplied by 13 to reflect the fact that each establishment was selected initially for participation in a 13-week quarter and was then asked to provide data for only one week. Second, the weighted data were multiplied by 12/11 to adjust for an 11 week data collection period when the actual postal quarter covers 12 weeks.

Second class publication estimates were derived from reports of annual, not weekly, transmission of mail. The adjustment factor used was 12/52.

TABLE CONVENTIONS AND NOTES

There are a great many conventions used in the presentation of any data which require spelling out.

1. General Format

The tables are divided into six sections. Each section is separately numbered with the first number indicating the section and the two numbers after the decimal indicating the table number within the section.

2. Direction of Percentaging

Whether percentages are based on column or row totals is indicated by the position of the percent sign. In most cases the percentages are column percents and should be read downward. All column percents are headed by "100%" or "[%]". Row percentage tables are less frequent. All row percentage tables have "100%" at the beginning of the row.

3. Percentages

A) Percentages were rounded to the nearest hundredth of a percent.

B) Less than .01% is designated with an asterisk, *.

C) Percentages may add to slightly more or less than 100% due to rounding.

D) On some tables, percentages may add to more than 100% because respondents were allowed to give more than one answer for certain questions.

4. Number of Cases on Which Percentages are Based

A) In Section 1 the base is the estimated number of mail pieces for the quarter. The coefficient of variation for each estimate is also provided. The coefficient of variation given for total mail is that calculated for the sum of first, third and fourth class mail on the assumption that the coefficient of variation for the total, including second class mail, would be approximately the same. The estimation procedure for mail pieces is described on Pages 13-15

and 30-32 of this report. The definition of a coefficient of variation is given on Page 20.

B) In Sections 2-6 the base is the weighted sample. The weighted sample is the sum of the reciprocals of the probabilities of selection of all sampled establishments. The weighted sample is not equal to the estimated number of establishments, but is provided since percentages are based upon it. Because the number of establishments from which we collected data is sometimes thin in the first quarter, we also provide the unweighted sample size for each table. We hope these numbers will keep the reader from making inappropriate generalizations from the data. The reader is cautioned that some of the percentages in the tables are calculated from extremely small samples. Where time permitted, percentages that would have been based on fewer than 25 cases were deleted and an "a" inserted in their place. These percentages should be available in the Final Report. Since time did not permit this for all tables, all tables should be read with caution.

C) All percentages exclude missing data from the base. The amount of missing data which has been excluded is always provided as a percentage of the total. In every case this number is enclosed in parentheses.

D) In many tables the most interesting presentation of the data is a percentage breakdown of a certain portion of the whole, not of the total itself. The percentage breakdowns are designated in one of two ways:

1) If the components of a subtotal are percentages of that subtotal, they are printed one space to the right of that subtotal and that subtotal is underlined.

2) If the components of a subtotal are percentages of the total base (not the subtotal base), they are also printed one space to the right of their subtotal, but the subtotal is not underlined.

5. Category Hearings

There are five basic clusters for which much of the data have been percentaged:

A) Nonhousehold Senders. The basic grouping of Nonhousehold Senders--businesses, nonprofit and government organizations, are self-reports and there are no missing data.

B) Specified Type of Nonhousehold Sender. The USPS requested separate analyses for 12 categories of senders. These have been grouped into seven categories for the interim report because the special group samples were not drawn to yield sufficient sample size for one quarter only.

<u>USPS Requested Categories</u>	<u>Interim Report Placement</u>
1. Mail Order	
2. Mail Services	a. Mail Oriented Industries
3. Publishing/Printing	
4. Telephone/Telegraph	2. Utilities
5. Other Utilities	
6. Banking	
7. Securities	3. Financial Institutions
8. Insurance	
9. Department Stores	4. Department Stores
10. All Other Businesses	5. All Other Businesses
11. Non-Profit	6. Non-Profit
12. Government	7. Government

C) Postal Region. These correspond to the official USPS postal regions.

D) Postage Expenditure Last Year. These data come from the Executive Questionnaire, Question C24. Postage expenditure last year was not ascertained for 31 establishments that accounted for 275 million mail pieces or 1.7 percent of reported mail pieces. These cases are excluded from these tables.

E) Recipient Group as Reported by Sender. Recipient categories are based on respondent reports regarding which of 12 pre-established categories they best fit. The 12 categories provided to them were:

DOMESTIC MAIL

- A Sent to a household
- B Sent from this establishment to another location of the same organization
- C Sent to a business
- D Sent to a nonprofit organization
- E Sent to a federal government agency or official (including domestic military bases)
- F Sent to a state government agency or official
- G Sent to a local government agency or official
- H Sent to a candidate for public office
- K Sent to a hospital
- L Sent to a school or university
- N Sent to a foreign government or its agency in the U.S. (embassies, consulates, foreign trade associations, etc.)

FOREIGN MAIL

- P Sent to any foreign country (including APO, FPO, etc.)

Their recipient group placement in the interim report is:

Households = (A)

Business = (C plus B when the sender is a business)

Non-Profit = (D plus B when the sender is a non-profit organization)

Government = (E or F or G plus B when the sender is a matching E, F or G)

All Others = H + K + L + N + P

6. Interpretation of Weighted Data

In Sections Two through Six, answers to the questions in the Executive and Mail Handler Questionnaires are presented in the form of percent of establishments which agreed, participated, desired, used, or the like. Since those percents are based on weighted data, we must address the question of whether they would differ if they were unweighted or weighted differently. The answer is yes. The weights used essentially bring the sample in line with a census approach. The result is equivalent to having

asked each establishment in the United States each question and giving each of these establishments, regardless of size or any other characteristic, one vote.

If the analyst wishes to weight (count) the responses of establishments with greater mail usage more heavily than the responses of those with little or no mail usage, the percentages provided in the third set of category headings--Postage Expenditure Last Year--will be helpful.

We are just beginning to investigate and check the opportunities and limitations of this large data set. We welcome comments and suggestions for inclusion in the final report but suggestions received after January 1, 1980 cannot be given serious consideration.

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Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.1: Classes and Sub-Classes of Mail Sent
(By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	15,115	1,267	1,244
Coefficient of Variation	.185	.194	.162	.455
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>First Class (total)</u>	48.6	45.3	46.0	90.8
Single-Piece Letter Rate	39.9	38.4	38.8	59.2
Letter Pre-Sort Rate	4.2	4.5	1.5	4.2
Single-Piece Postcard Rate	1.5	1.4	3.1	1.1
Postcard Pre-Sort Rate	0.8	0.5	2.6	3.2
Franked	*	*	*	0.1
Penalty Mail	1.7	0.1	*	25.0
Business Reply Rate	0.1	0.1	0.1	0.1
Other	0.2	0.3	0.0	0.0
<u>Second Class (total)</u>	11.6	12.5	12.3	0.7
Publishers Rate	8.2	9.0	5.8	0.5
Controlled Circulation	3.4	3.4	6.4	0.2
Transient Rate	0.1	0.1	*	*
<u>Third Class (total)</u>	38.8	41.1	40.9	8.1
Single Piece Rate	1.1	1.2	0.6	0.6
Regular Bulk Circulars	28.3	32.3	3.9	4.2
Regular Bulk Catalogues	2.1	2.5	0.0	0.1
Third Merchandise Less Than 16 oz. ¹	1.1	1.1	1.2	0.0
Non-Profit Bulk Circulars	5.3	3.0	35.2	3.2
Non-Profit Bulk Catalogues	*	*	0.0	0.0
Franked	*	*	0.0	0.0
Penalty Mail	*	0.0	0.0	*
Other	0.9	1.0	0.0	0.0

Nonhousehold Senders

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>Fourth Class (total)</u>	0.4	0.4	0.4	0.1
Zone Rate Parcel Post	0.1	0.2	*	*
Bulk Zone Rate Parcel Post	*	*	0.0	0.0
Special Rate, Library Rate, Catalogue Rate	0.3	0.3	0.4	0.1
Franked	*	*	0.0	0.0
Penalty Mail	*	0.0	0.0	*
<u>Foreign (total)</u>	0.6	0.7	0.4	0.2
International	*	0.0	*	0.0
Canada or Mexico	0.2	0.2	0.1	0.1
Foreign Air	0.3	0.4	0.3	0.1
Foreign Surface	0.1	0.1	*	*
Franked	*	*	0.0	0.0
Penalty Mail	*	0.0	0.0	*
<u>Class Not Ascertained</u>	(6.7)	(.6)	(1.8)	(0.3)

¹These items are mailed at either profit or nonprofit bulk circular rate.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.2: Classes and Sub-Classes of Mail Sent
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	8,104	507	2,112	425	3,967	1,267	1,244
Coefficient of Variation	.185	.361	.384	.158	.330	.171	.162	.456
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>First Class (total)</u>	48.6	7.4	98.7	96.8	83.2	85.3	46.0	90.8
Single-Piece Letter Rate	39.9	6.3	30.4	89.3	72.3	75.2	38.8	59.2
Letter Pre-Sort Rate	4.2	0.5	26.3	7.0	7.8	8.1	1.5	4.2
Single-Piece Postcard Rate	1.5	0.1	24.7	0.1	2.0	1.7	3.1	1.1
Postcard Pre-Sort Rate	0.8	0.0	15.1	0.0	0.0	0.0	2.6	3.2
Franked	*	*	0.0	*	*	0.1	*	0.1
Penalty Mail	1.7	*	0.0	0.4	0.0	0.1	*	23.0
Business Reply Rate	0.1	0.1	*	*	1.2	0.2	0.1	0.1
Other	0.2	0.3	2.2	0.0	0.0	0.1	0.0	0.0
<u>Second Class (total)</u>	11.6	22.5	0.0	0.1	0.8	1.1	12.3	0.7
Publishers Rate	8.2	16.2	0.0	0.0	0.0	0.9	5.8	0.5
Controlled Circulation	3.4	6.3	0.0	0.1	0.7	0.1	6.4	0.2
Transient Rate	0.1	0.1	0.0	0.0	0.1	*	*	*
<u>Third Class (total)</u>	38.8	69.2	0.8	2.5	15.0	11.6	40.9	8.1
Single Piece Rate	1.1	1.3	0.8	0.5	0.1	1.5	0.6	0.6
Regular Bulk Circulars	28.3	54.2	0.0	1.7	14.9	9.3	3.9	4.2
Regular Bulk Catalogues	2.1	4.6	0.0	0.0	0.0	0.1	0.0	0.1
Third Merchandise Less Than 16 oz. ¹	1.1	1.7	0.0	0.3	*	0.6	1.2	0.0
Non-Profit Bulk Circulars	5.3	5.5	0.0	0.0	0.0	*	35.2	3.2
Non-Profit Bulk Catalogues	*	*	0.0	0.0	0.0	0.1	0.0	0.0
Franked	*	*	0.0	*	0.0	0.0	0.0	0.0
Penalty Mail	*	0.0	0.0	0.0	0.0	0.0	0.0	*
Other	0.9	1.9	0.0	0.0	0.0	0.0	0.0	0.0

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>Fourth Class (total)</u>	0.4	0.4	0.3	0.0	0.9	0.5	0.4	0.1
Zone Rate Parcel Post	0.1	0.1	*	*	0.7	0.4	*	*
Bulk Zone Rate Parcel Post	*	0.0	0.0	0.0	0.1	0.0	0.0	0.0
Special Rate, Library Rate, Catalogue Rate	0.3	0.4	0.3	*	0.1	0.1	0.4	0.1
Franked	*	0.0	0.0	0.0	0.0	*	0.0	0.0
Penalty Mail	*	0.0	0.0	0.0	0.0	0.0	0.0	*
<u>Foreign (total)</u>	0.6	0.4	0.2	0.5	*	1.5	0.4	0.2
International	*	0.0	0.0	0.0	0.0	0.0	*	0.0
Canada or Mexico	0.2	0.1	0.1	0.2	*	0.6	0.1	0.1
Foreign Air	0.3	0.2	0.1	0.3	*	0.8	0.3	0.1
Foreign Surface	0.1	0.2	*	*	*	0.1	*	*
Franked	*	0.0	0.0	*	0.0	0.0	0.0	0.0
Penalty Mail	*	0.0	0.0	0.0	0.0	0.0	0.0	*
<u>Class Not Ascertained</u>	(0.7)	(*)	(0.1)	(0.5)	(0.2)	(1.9)	(1.8)	(0.3)

¹These items are mailed at either profit or nonprofit bulk circular rate.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.3: Classes and Sub-Classes of Mail Sent
 (By Postal Region)

	<u>Total Nonhouseholds</u>	<u>Postal Region</u>				
		<u>Northeastern</u>	<u>Eastern</u>	<u>Southern</u>	<u>Central</u>	<u>Western</u>
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	2,692	1,505	3,241	6,358	3,830
Coefficient of Variation	.185	.446	.487	.273	.360	.656
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>First Class (total)</u>	48.6	47.9	51.2	77.0	40.5	37.3
Single-Piece Letter Rate	39.9	47.1	45.3	65.6	29.8	27.7
Letter Pre-Sort Rate	4.2	0.1	3.9	5.0	6.8	2.3
Single-Piece Postcard Rate	1.5	0.1	1.5	3.7	1.7	0.3
Postcard Pre-Sort Rate	0.8	0.0	0.0	1.1	1.8	0.0
Franked	*	*	0.0	*	*	*
Penalty Mail	1.7	0.5	0.2	0.3	0.1	6.9
Business Reply Rate	0.1	*	0.1	0.2	0.2	0.1
Other	0.2	*	0.1	1.1	*	0.0
<u>Second Class (total)</u>	11.6	1.2	0.8	5.5	28.2	0.3
Publishers Rate	8.2	1.0	0.8	4.8	19.5	0.2
Controlled Circulation	3.4	0.1	0.0	0.7	9.1	0.1
Transient Rate	0.1	*	*	*	0.1	*
<u>Third Class (total)</u>	38.8	49.9	47.4	15.9	29.8	61.7
Single Piece Rate	1.1	0.4	0.3	0.6	1.0	2.6
Regular Bulk Circulars	28.3	34.8	37.9	6.8	20.8	50.4
Regular Bulk Catalogues	2.1	3.7	0.4	*	4.3	*
Third Merchandise Less Than 16 oz. ¹	1.1	0.7	1.8	0.8	1.4	0.6
Non-Profit Bulk Circulars	5.3	10.4	6.9	6.1	2.1	5.6
Non-Profit Bulk Catalogues	*	0.0	*	0.0	*	0.0
Franked	*	0.0	0.0	0.0	*	*
Penalty Mail	*	0.0	*	0.0	0.0	0.0
Other	0.9	0.0	0.0	1.6	0.1	2.5

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
<u>Fourth Class (total)</u>	0.4	0.1	0.1	0.8	0.6	0.1
Zone Rate Parcel Post	0.1	*	*	0.4	0.1	*
Bulk Zone Rate Parcel Post	*	0.0	0.0	0.0	*	0.0
Special Rate, Library Rate, Catalogue Rate	0.3	0.1	0.1	0.4	0.4	0.1
Franked	*	*	0.0	0.0	0.0	0.0
Penalty Mail	*	0.0	*	0.0	0.0	*
<u>Foreign (total)</u>	0.6	0.9	0.5	0.8	0.5	0.6
International	*	0.0	0.0	0.0	0.0	*
Canada or Mexico	0.2	0.1	*	0.5	0.2	0.2
Foreign Air	0.3	0.8	0.4	0.3	0.1	0.4
Foreign Surface	0.1	*	0.1	*	0.2	*
Franked	*	0.0	0.0	0.0	0.0	*
Penalty Mail	*	0.0	0.0	0.0	0.0	*
<u>Class Not Ascertained</u>	(0.7)	(0.3)	(0.5)	(0.4)	(1.2)	(0.5)

¹These items are mailed at either profit or nonprofit bulk circular rate.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.4: Classes and Sub-Classes of Mail Sent
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Estimated Number of Mail Pieces for First Postal Quarter (000,000) ¹	17,626	133	1,202	2,347	2,999	3,472	7,197
Coefficient of Variation	.185	.376	.202	.222	.180	.218	.341
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>First Class (total)</u>	48.6	69.1	61.6	73.4	67.7	47.5	29.5
Single-Piece Letter Rate	39.9	53.8	58.1	72.6	61.9	30.8	20.4
Letter Pre-Sort Rate	4.2	0.0	1.6	0.2	0.5	2.2	8.4
Single-Piece Postcard Rate	1.5	13.5	0.9	0.4	3.5	3.1	0.2
Postcard Pre-Sort Rate	0.8	0.0	0.0	0.0	0.5	3.7	0.1
Franked	*	0.0	0.0	*	*	*	*
Penalty Mail	1.7	1.1	0.6	0.1	*	7.5	0.2
Business Reply Rate	0.1	0.7	0.5	0.1	0.1	*	0.1
Other	0.2	0.0	0.0	0.0	1.2	0.1	0.0
<u>Second Class (total)</u>	11.6	0.0	1.8	2.3	6.0	44.3	3.4
Publishers Rate	8.2	0.0	1.7	0.8	2.9	31.0	3.2
Controlled Circulation	3.4	0.0	*	1.4	3.1	13.2	0.2
Transient Rate	0.1	0.0	0.1	*	*	0.1	*
<u>Third Class (total)</u>	38.8	30.7	36.3	23.4	23.9	7.2	66.7
Single Piece Rate	1.1	0.4	9.6	1.0	0.9	0.6	0.2
Regular Bulk Circulars	28.3	30.3	8.0	11.3	20.2	2.9	53.3
Regular Bulk Catalogues	2.1	0.0	0.0	*	0.0	0.2	5.1
Third Merchandise Less Than 16 oz. ²	1.1	0.0	1.3	1.1	1.2	0.1	1.5
Non-Profit Bulk Circulars	5.3	0.0	17.5	10.0	1.6	3.5	4.4
Non-Profit Bulk Catalogues	*	0.0	0.0	0.0	0.0	*	*
Franked	*	0.0	0.0	0.0	0.0	*	*
Penalty Mail	*	0.0	*	0.0	0.0	0.0	0.0
Other	0.9	0.0	0.0	0.0	0.0	0.0	2.0

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
<u>Fourth Class (total)</u>	0.4	0.0	0.2	0.1	0.3	0.7	0.2
Zone Rate Parcel Post	0.1	0.0	*	*	0.1	0.3	0.1
Bulk Zone Rate Parcel Post	*	0.0	0.0	0.0	0.0	0.0	*
Special Rate, Library Rate, Catalogue Rate	0.3	*	0.1	0.1	0.2	0.4	*
Franked	*	0.0	0.0	0.0	0.0	*	0.0
Penalty Mail	*	0.0	*	*	0.0	*	0.0
<u>Foreign (total)</u>	0.6	0.2	0.1	0.9	2.1	0.3	0.2
International	*	0.0	0.0	0.0	0.0	0.0	*
Canada or Mexico	0.2	*	*	0.2	0.6	0.1	0.1
Foreign Air	0.3	0.2	0.1	0.2	1.4	0.2	0.1
Foreign Surface	0.1	0.0	*	0.5	0.1	*	*
Franked	*	0.0	0.0	0.0	0.0	*	0.0
Penalty Mail	*	0.0	0.0	0.0	0.0	*	0.0
<u>Class Not Ascertained</u>	(0.7)	(0.4)	(1.3)	(0.8)	(1.0)	(0.4)	(0.6)

¹A small percent of establishments did not provide postage expenditure data for last year. These represent 276,000,000 mail pieces which have been excluded from this table.

²These items are mailed at either profit or nonprofit bulk circular rate.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.5: Who Receives Particular Classes and Sub-Classes of Mail Sent

	Recipient Groups as Reported by Sender						Percent Not Ascertained
	Total	Households	Business	Non-Profit	Government	All Others	
<u>First Class (total)</u>	100%	60.0	35.7	0.7	2.1	1.5	(13.4)
Single-Piece Letter Rate	100%	53.5	42.1	0.9	2.3	1.3	(13.4)
Letter Pre-Sort Rate	100%	90.0	4.4	*	0.1	5.5	(16.2)
Single-Piece Postcard Rate	100%	86.7	12.4	0.3	0.2	0.4	(17.9)
Postcard Pre-Sort Rate	100%	95.0	4.4	0.3	0.0	0.3	(17.6)
Franked	100%	90.3	3.7	0.3	4.7	1.1	(0.0)
Penalty Mail	100%	93.2	3.3	0.0	3.3	0.2	(0.4)
Business Reply Rate	100%	40.2	55.5	1.9	1.3	1.1	(3.7)
Other	100%	98.3	1.7	0.0	0.0	0.0	(7.9)
<u>Second Class (total)</u>							
Publishers Rate	100%	94.2		5.8 to Nonhouseholds			(3.2)
Controlled Circulation	100%	92.8		7.2 to Nonhouseholds			(12.1)
Transient Rate	100%	82.5	12.8	2.6	0.2	2.0	(20.8)
<u>Third Class (total)</u>	100%	90.5	6.7	0.7	0.1	2.0	(5.4)
Single Piece Rate	100%	29.1	67.3	0.3	2.3	1.0	(1.8)
Regular Bulk Circulars	100%	93.3	4.8	0.1	0.0	1.7	(3.5)
Regular Bulk Catalogues	100%	89.5	1.1	0.0	0.0	12.1	(1.0)
Third Merchandise Less Than 16 oz. ¹	100%	88.6	10.6	0.4	0.0	0.4	(4.1)
Non-Profit Bulk Circulars	100%	86.4	6.9	5.2	0.2	1.3	(17.7)
Non-Profit Bulk Catalogues	100%	0.0	92.5	7.5	0.0	0.0	(0.0)
Franked	100%	100.0	0.0	0.0	0.0	0.0	(0.0)
Penalty Mail	100%	100.0	0.0	0.0	0.0	0.0	(0.0)
Other	100%	99.6	0.6	0.0	0.0	0.0	(0.0)

Recipient Groups as Reported by Sender

	<u>Total</u>	<u>Households</u>	<u>Business</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Percent Not Ascertained</u>
<u>Fourth Class (total)</u>	100%	59.1	30.5	1.4	1.0	8.0	(12.8)
Zone Rate Parcel Post	100%	32.3	65.1	0.1	1.0	1.5	(19.9)
Bulk Zone Rate Parcel	100%	100.0	0.0	0.0	0.0	0.0	(0.0)
Special rate, Library Rate, Catalogue Rate	100%	72.0	13.9	2.1	0.7	11.3	(9.1)
Franked	100%	100.0	0.0	0.0	0.0	0.0	(0.0)
Penalty	100%	16.7	0.0	0.0	83.3	0.0	(0.0)
<u>Foreign (total)</u>	100%	7.1	50.1	0.3	0.0	42.5	(19.2)
International	100%	0.0	0.0	0.0	0.0	0.0	(100.0)
Canada or Mexico	100%	4.7	69.2	0.1	0.1	25.9	(4.3)
Foreign Air	100%	8.4	39.5	0.5	0.0	51.6	(10.0)
Foreign Surface	100%	8.9	33.1	0.1	0.0	57.9	(81.8)
Franked	100%	100.0	0.0	0.0	0.0	0.0	(0.0)
Penalty Mail	100%	0.0	0.0	0.0	0.0	100.0	(0.0)

¹These items are mailed at either profit or nonprofit bulk circular rate.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.6: Volume of First, Third and Fourth Class Mail Received from Nonhouseholds¹
 (By Recipient Groups)

	Recipient Group as Reported by Sender						
	<u>Total</u>	<u>Households</u>	<u>Businesses</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Not Ascertained</u>
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000.000)	15,599	10,335	3,139	104	160	288	1,573
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA
<u>Total Nonhousehold Senders</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	
<u>All Businesses</u>	85.4	84.6	89.8	71.5	53.0	87.3	
Mail Oriented Industries	42.9	51.9	14.0	46.5	1.6	57.0	
Utilities	2.9	3.4	1.7	0.2	0.6	0.3	
Financial Institutions	11.2	11.3	10.9	1.7	13.5	14.0	
Dept. Stores	2.8	1.8	6.3	0.4	0.1	0.2	
All Other Businesses	25.6	16.2	56.9	22.7	37.2	15.8	
<u>All Non-Profit Establishments</u>	6.2	6.4	5.2	24.9	4.5	7.0	
<u>All Government Agencies</u>	8.4	9.0	5.0	3.6	42.5	5.6	

¹Also includes a small amount of second class transient mail.

UA: Unavailable at this time.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.7: Volume of First, Third and Fourth Class Mail Sent by Nonhouseholds¹
(To Recipient Groups)

	Estimated Number of 1st, 3rd, and 4th Class Mail Pieces in First Postal Quarter (000,000)	Coefficient of Variation	Total	Recipient Group as Reported by Sender					Percent Not Ascertained
				Households	Businesses	Non-Profit	Government	Others	
<u>Total Nonhousehold Senders</u>	15,599	.185	100%	73.7	22.4	0.7	1.1	2.1	(10.1)
<u>All Businesses</u>									
Mail Oriented Industries	6,285	.361	100%	89.1	7.3	0.8	*	2.7	(4.0)
Utilities	507	.384	100%	86.4	13.1	0.1	0.2	0.2	(19.0)
Financial Institutions	2,109	.158	100%	74.2	21.8	0.1	1.4	2.6	(25.3)
Dept. Stores	422	.330	100%	48.4	51.3	0.1	0.1	0.1	(8.7)
All Other Businesses	3,926	.171	100%	46.6	49.8	0.7	1.7	1.3	(8.0)
<u>All Non-Profit Establishments</u>	1,115	.162	100%	75.7	18.2	3.0	0.8	2.3	(2.2)
<u>All Government Agencies</u>	1,235	.456	100%	79.0	13.5	0.3	5.8	1.4	(4.9)

¹Also includes a small amount of second class transient mail.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.8: Special Services Used with First, Third and Fourth Class Mail
 (By Class and Method of Mail)

	Class and Method of Mail													
	Total ¹	First Class				Third Class				Fourth Class				Inter-national
		Total First	Single Piece ²	Pre Sort	Multi ³ Piece ³	Total Third	Single Piece ²	Bulk Rate ⁴	Multi ⁵ Piece ⁵	Total Fourth	Single Piece ²	Bulk Rate ⁶	Multi ⁵ Piece ⁵	Total
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	8,502	7,102	916	484	6,787	196	459	6,131	69	42	0.4	27	113
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA
<u>All Mail Not Requiring Special Services</u>	90.8	97.3	98.6	87.6	97.2	82.6	96.6	94.1	81.3	70.1	98.7	100.0	73.9	98.9
<u>All Mail Requiring Special Services</u>	9.2	2.7	1.4	12.4	2.8	17.4	3.1	5.9	18.7	29.9	1.3	0.0	26.1	1.1
Address Correction	76.7	22.3	11.5	32.5		87.4	96.7	64.5	87.8	70.0	24.7	0.0		5.2
C.O.D.	*	*	*	0.0		*	*	0.0	0.0	0.1	3.5	0.0		*
Certificate of Mailing	0.2	1.4	3.2	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		5.9
Certified	5.2	32.7	74.2	0.0		*	*	0.0	0.0	0.0	0.0	0.0		4.5
Control Pak	0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0
Express	0.3	2.1	4.8	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		*
Forwarding Postage Guaranteed	0.2	*	0.1	0.0	a	0.2	*	10.5	*	0.0	0.0	0.0	a	0.2
Insured	0.1	0.2	0.5	0.0		*	1.9	0.0	0.0	1.3	52.4	0.0		22.9
Registered	0.2	0.9	2.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		49.6
Restricted Delivery	*	*	0.1	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0
Return Postage Guaranteed	17.5	43.9	6.1	72.6		11.0	96.2	25.0	10.3	98.2	33.8	0.0		2.8
Return Receipt Requested	8.8	29.3	66.5	0.0		5.0	0.0	0.0	5.1	0.1	0.3	0.0		3.0
Special Delivery	0.2	1.0	2.2	0.0		0.0	0.0	0.0	0.0	*	1.3	0.0		14.1
Special Handling	*	*	0.1	0.0		*	*	0.0	0.0	0.3	12.1	0.0		0.2
Standard Envelope Markings for Federal Government Checks	*	*	*	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0

Note: Percentages add to over 100% due to multiple services on a single mail piece.

UA: Unavailable at this time

^aSample base too small.

¹128,000,000 unclassified mail pieces included in total only.

²Single piece rate mail not requiring the use of PS Forms 3602 or 3602PC.

³Single piece rate but mailed in bulk using PS Form 3602.

⁴Bulk rate mail bearing meter or precancelled stamps requiring the use of PS Form 3602PC.

⁵Bulk rate mail bearing a permit imprint requiring the use of PS Form 3602.

⁶Bulk rate mail requiring the use of PS Form 3605.

See Appendix A for copies of PS Forms 3602, 3602PC and 3605.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.9: Contents of Mail Pieces Sent
 (By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	15,115	1,267	1,244
Coefficient of Variation	.185	.194	.162	.456
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Bills, Orders, Payments & Receipts:</u>				
Bills (includes past-due notices & solicitation)	10.6	10.7	13.2	7.0
Purchase Orders (including buying and selling)	0.9	0.9	0.7	0.4
Receipts, invoices, confirmations and notices of deposit	3.9	4.3	0.9	1.9
Cancelled checks	1.4	1.6	*	*
Statements of account	5.9	6.4	4.6	0.4
Charge slips	0.2	0.3	0.0	0.0
Payroll checks	0.2	0.2	0.1	0.1
Pension checks	0.3	0.3	*	*
Dividend/interest checks	0.6	0.7	*	*
Checks to vendors	2.0	2.1	3.3	0.3
Other checks	1.5	1.2	2.4	4.4
Cash	*	*	0.0	*
All other payment related items	1.7	1.5	0.4	5.3
<u>Legal/Financial Instruments</u>				
Contracts, deeds, policies, leases, wills, bids, briefs, etc.	0.9	1.0	0.3	0.2
Stocks, bonds, and other securities	0.2	0.1	*	0.6

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>Legal/Financial Instruments (continued)</u>				
Licenses and registrations (drivers' licenses and plates, liquor licenses and tax licenses, voter and vehicle registrations, etc.)	0.1	*	*	0.8
Tax forms and returns	0.5	0.6	*	0.1
All other legal/financial instruments	3.4	0.7	0.3	38.0
<u>Enclosed Return Envelopes & Cards</u>				
Envelopes & cards--business reply permit	4.5	4.6	3.4	3.6
Envelopes & cards--postage affixed	0.2	0.2	0.1	*
Envelopes & cards--postage not supplies	2.7	2.4	4.0	4.9
Self-contained return mailers	0.3	0.3	0.2	0.1
<u>Membership, Identification & Credit Cards</u>				
Membership and identification cards (including library cards, check cashing ID cards, employer-issued ID cards, insurance cards, etc.)	0.2	0.2	0.5	*
Credit, debit & charge cards	0.1	0.1	*	*
<u>Correspondence</u>				
Letter	5.0	4.3	15.6	3.5
Form letter (non-advertising)	2.1	1.3	4.4	10.3
Notice	1.8	1.6	3.0	3.1
Greeting card	0.8	0.7	2.3	0.1
All other correspondence	3.4	1.0	4.8	23.2
<u>Communications</u>				
Magazines & journals	6.4	7.0	6.0	0.2
Newspapers	3.9	4.4	2.0	0.1
Newsletters	2.0	1.2	13.2	1.3
Second Class--Controlled Circulation	3.7	3.7	7.4	0.2
Political campaign literature	0.2	0.2	*	*

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>Communications (continued)</u>				
Reports & documents (may be mass produced)	1.0	0.9	2.8	0.9
All other communication items	0.5	0.2	3.5	1.0
<u>Advertising & Merchandise</u>				
Advertising brochures, flyers, circulars and form letters	34.4	39.1	8.5	2.6
Catalogs (24 or more pages)	2.0	2.4	0.1	*
Coupons	1.3	1.5	0.1	*
Samples	*	*	*	*
Blank business forms from suppliers: including forms such as checks, charge slips, etc.	0.6	0.7	0.2	*
Other office supplies	*	*	0.1	*
Records--to club members	0.1	0.2	*	*
Books--other	0.3	0.3	0.3	*
Sound recordings--to club members	*	*	*	0.2
Sound recordings--other	*	*	0.2	*
Films: 15mm or less--to club members	*	*	*	*
Films: 15mm or less--other	*	*	0.1	*
Computer Tapes and/or Cards	0.2	0.2	*	*
Photographic Materials (processed and unprocessed)	0.1	0.2	0.1	*
Spare parts	*	*	*	*
All other advertising & merchandise	4.1	4.8	0.1	0.1
<u>All Other Contents</u>	0.9	0.8	2.2	0.7
<u>Not Ascertained</u>	(8.1)	(7.9)	(14.3)	(4.7)

Note: Percentages add to more than 100% due to multiple contents contained in single mail pieces.

Table 1.10: Contents of Mail Pieces Sent
 (By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	8,104	507	2,112	425	3,967	1,267	1,244
Coefficient of Variation	.185	.361	.384	.158	.334	.171	.162	.456
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Bills, Orders, Payments & Receipts:</u>								
Bills (includes past-due notices & solicitation)	10.6	3.7	80.6	12.4	6.8	15.7	13.2	7.0
Purchase Orders (including buying and selling)	0.9	0.1	0.2	0.7	3.3	2.6	0.7	0.4
Receipts, invoices, confirmations and notices of deposit	3.9	0.3	2.7	9.5	25.5	8.3	0.9	1.9
Cancelled checks	1.4	*	*	12.4	*	0.8	*	*
Statements of account	5.9	0.3	4.5	26.7	17.2	9.6	4.6	0.4
Charge slips	0.2	*	*	0.4	0.3	0.8	*	*
Payroll checks	0.2	0.1	*	0.1	0.3	0.4	0.1	0.2
Pension checks	0.3	*	*	2.5	*	*	*	*
Dividend/interest checks	0.6	0.2	0.2	1.3	*	1.6	*	*
Checks to vendors	2.0	0.1	0.2	0.5	6.8	6.7	3.3	0.3
Other checks	1.5	0.1	0.3	4.0	0.5	2.4	2.4	4.4
Cash	*	*	0.0	*	*	*	0.0	*
All other payment related items	1.7	*	0.2	3.0	0.7	4.3	0.4	5.3
<u>Legal/Financial Instruments</u>								
Contracts, deeds, policies, leases, wills, bids, briefs, etc.	0.9	0.1	1.4	5.8	0.1	1.1	0.3	0.2
Stocks, bonds, and other securities	0.2	*	*	1.1	0.2	*	*	0.6

	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>Legal/Financial Instruments (continued)</u>								
Licenses and registrations (drivers' licenses and plates, liquor licenses and tax licenses, voter and vehicle registrations, etc.)	0.1	*	*	0.1	*	0.1	*	0.8
Tax forms and returns	0.5	0.2	*	0.1	11.2	0.6	*	0.1
All other legal/financial instruments	3.4	0.1	0.2	3.0	*	1.0	0.3	38.0
<u>Enclosed Return Envelopes & Cards</u>								
Envelopes & cards--business reply permit	4.5	7.0	0.2	1.6	0.1	1.9	3.4	3.6
Envelopes & cards--postage affixed	0.2	*	*	0.2	*	0.7	0.1	*
Envelopes & cards--postage not supplied	2.7	1.9	9.1	5.0	6.6	0.9	4.0	4.9
Self-contained return mailers	0.3	*	2.4	1.0	0.1	0.3	0.2	0.1
<u>Membership, Identification & Credit Cards</u>								
Membership and identification cards (including library cards, check cashing ID cards, employer-issued ID cards, insurance cards, etc.)	0.2	0.1	*	0.4	0.1	0.2	0.5	*
Credit, debit & charge cards	0.1	*	0.1	0.3	0.5	*	*	*
<u>Correspondence</u>								
Letter	5.0	0.4	2.9	9.4	2.6	10.5	15.6	3.5
Form letter (non-advertising)	2.1	0.3	1.0	2.8	0.5	2.8	4.4	10.3
Notice	1.8	1.2	1.2	3.7	2.8	1.5	3.0	3.1
Greeting card	0.8	0.1	0.1	2.2	0.1	1.3	2.3	0.1
All other correspondence	3.4	0.2	0.9	3.4	3.5	3.5	4.8	23.2
<u>Communications</u>								
Magazines & journals	6.4	12.5	*	*	*	0.1	6.0	0.2
Newspapers	3.9	7.8	*	*	*	*	2.0	0.1
Newsletters	2.0	1.0	*	0.2	0.1	2.4	13.2	1.3
Second Class--not specified	3.7	6.5	0.0	0.2	0.7	0.1	7.4	0.2
Political campaign literature	0.2	0.3	0.0	*	*	*	*	*

	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>Communications (continued)</u>								
Reports & documents (may be mass produced)	1.0	0.3	0.2	1.8	0.3	1.8	2.8	0.9
All other communication items	0.5	0.1	0.2	0.5	0.1	0.5	3.5	1.0
<u>Advertising & Merchandise</u>								
Advertising brochures, flyers, circulars and form letters	34.4	56.0	3.7	9.6	21.0	22.8	8.5	2.6
Catalogs (24 or more pages)	2.0	4.1	*	*	0.2	0.2	0.1	*
Coupons	1.3	2.6	*	0.2	*	0.1	0.1	*
Samples	*	*	*	*	*	0.1	*	*
Blank business forms from suppliers: including forms such as checks, charge slips, etc.	0.6	*	*	1.7	*	1.8	0.2	*
Other office supplies	*	*	*	*	0.1	0.1	0.1	*
Books--to club members	0.1	*	*	*	0.0	0.5	*	*
Books--other	0.3	0.4	0.1	*	*	0.3	0.3	*
Sound recordings--to club members	*	*	*	*	*	*	*	0.2
Sound recordings--other	*	*	0.0	*	*	*	0.2	*
Films: 16mm or less--to club members	*	0.0	0.0	0.0	*	*	*	*
Films: 16mm or less--other	*	*	*	*	*	*	0.1	*
Computer Tapes and/or Cards	0.2	0.4	*	0.1	*	*	*	*
Photographic materials (processed and unprocessed)	*	0.1	*	*	0.1	0.4	0.1	*
Spare parts	*	*	*	*	*	*	*	*
All other advertising & merchandise	4.1	7.2	1.3	2.2	0.9	1.8	0.1	0.1
<u>All Other Contents</u>	0.9	0.5	0.6	0.9	1.2	1.2	2.2	0.7
<u>Not Ascertained</u>	(10.2)	(4.2)	(5.7)	(24.3)	(4.4)	(7.3)	(14.3)	(4.7)

Note: Percentages add to more than 100% due to multiple contents contained in single mail pieces.

Table 1.11: Class and Method of Mailing Major Content Categories of Mail

	Class and Method of Mailing															
	Total Mail Pieces	First Class				Second Class	Third Class				Fourth Class				Inter-national	Not Ascertained
		Total First	Single Piece ¹	Pre Sort	Multi ² Piece	Total Second	Total Third	Single Piece ¹	Bulk Rate ³	Multi ⁴ Piece	Total Fourth	Single Piece ¹	Bulk Rate ⁵	Multi ⁴ Piece	Total	
Estimated Number of Mail Pieces for First Postal Quarter (000,000)	17,626	8,502	7,102	916	484	2,034	6,787	196	459	6,131	69	42	.4	27	113	121
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA
Total Mail Pieces	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Major Content Category																
Bills, Orders, Payments, Receipts	26.5	53.9	51.1	58.6	83.9	*	2.6	4.4	5.5	2.3	0.3	0.4	*	0.1	14.2	14.2
Legal/Financial Instruments	5.0	10.6	12.7	*	2.3	*	0.1	0.7	*	0.1	4.9	0.2	*	12.1	0.9	0.9
Enclosed Return Envelopes & Cards	7.6	5.8	4.5	12.7	11.1	*	12.2	0.6	61.3	8.9	0.2	0.3	*	*	5.5	5.5
Membership, Identification and Credit Cards	0.2	0.4	0.4	*	*	*	0.2	*	*	0.2	*	*	*	*	*	*
Correspondence	12.6	22.6	26.3	5.2	4.6	*	4.5	3.4	6.6	4.4	1.7	2.8	*	*	49.7	49.7
Communications	17.8	3.6	4.3	*	1.8	99.8	8.7	63.4	13.8	6.6	2.7	4.5	*	*	5.6	5.6
Advertising & Merchandise	40.7	13.4	9.2	42.8	14.7	0.2	85.4	30.0	78.1	87.7	86.6	85.7	100.0	87.8	54.1	54.1
All Other Contents	0.8	1.1	1.0	1.8	0.5	0.1	0.8	4.8	*	0.7	4.4	7.3	*	*	0.4	0.4
Not Ascertained	(8.0)	(11.1)	(12.2)	(6.1)	(4.3)	(0.0)	(6.5)	(8.5)	(6.8)	(6.4)	(16.0)	(16.2)	(*)	(15.9)	(10.0)	---

UA: Unavailable at this time.

Note: Percentages add to over 100% due to multiple contents in a single mail piece.

¹Single piece rate mail not requiring the use of PS Forms 3602 or 3602PC.²Single piece rate but mailed in bulk using PS Form 3602.³Bulk rate mail bearing meter or precancelled stamps requiring the use of PS Form 3602PC.⁴Bulk rate mail bearing a permit imprint requiring the use of PS Form 3602.⁵Bulk rate mail requiring the use of PS Form 3605.

See Appendix A for copies of PS Forms 3602, 3602PC and 3605.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.12: Recipient of Major Content Categories of Mail

Major Content Category	Recipient Group as Reported by Sender						Number Not Ascertained
	Total	Households	Businesses	Non-Profit	Government	All Others	
Bill, Orders, Payments, Receipts	100%	62.7	35.3	0.5	0.8	0.7	*
Legal/Financial Instruments	100%	63.4	26.9	0.2	9.3	0.2	*
Enclosed Return Envelopes & Cards	100%	84.3	12.2	0.2	0.3	3.0	*
Membership, Identification and Credit Cards	100%	71.5	26.1	0.9	1.1	0.4	*
Correspondence	100%	56.9	37.9	1.1	2.0	2.2	*
Communications	100%	46.4	49.0	0.7	2.0	2.0	*
Advertising and Merchandise	100%	88.1	8.6	0.2	0.1	2.9	*
All Other Contents	100%	37.7	23.1	29.6	7.2	2.4	*
Not Ascertained	100%	83.4	12.0	0.4	0.2	4.1	*

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

 Table 1.13: Major Content Categories of First, Third and Fourth Class Mail Sent to Different Groups¹

	Recipient Group as Reported by Sender						
	<u>Total</u>	<u>Households</u>	<u>Businesses</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Number Not Ascertained</u>
Estimated Number of 1st, 3rd and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	10,335	3,139	104	160	288	1,573
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA
Total Mail Pieces	100%	100%	100%	100%	100%	100%	100%
<u>Major Content Category</u>							
Bill, Orders, Payments, Receipts	29.7	25.5	45.5	20.2	20.5	10.7	-
Legal/Financial Instruments	5.9	5.1	7.0	1.5	47.4	0.6	-
Enclosed Return Envelopes & Cards	8.6	9.8	4.6	2.2	2.3	12.7	-
Membership, Identification and Credit Cards	0.3	0.3	0.3	0.3	0.3	0.1	-
Correspondence	14.7	11.4	24.5	21.4	23.5	15.4	-
Communications	5.2	3.3	11.3	4.6	8.8	5.1	-
Advertising and Merchandise	47.4	56.9	18.1	14.5	2.8	70.2	-
All Other Contents	1.0	0.5	1.0	38.3	6.0	1.2	-
Not Ascertained	(2.9)	(3.3)	(1.5)	(1.5)	(0.4)	(5.7)	-

Note: Percentages add to over 100% due to multiple contents in a single mail piece.

UA: Unavailable at this time.

¹Also includes a small amount of second class transient mail.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.14: Major Content Categories of First Class Mail Sent to Different Recipient Groups

	Recipient Group as Reported by Sender						
	<u>Total</u>	<u>Households</u>	<u>Businesses</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Number Not Ascertained</u>
Estimated Number of First Class Pieces for First Postal Quarter (000,000)	8,501	4,421	2,627	54	152	112	1,135
Coefficient of Variation	UA	UA	UA	UA	UA	UA	UA
Total Mail Pieces	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Major Content Category</u>							
Bill, Orders, Payments, Receipts	53.1	54.8	53.3	39.0	21.2	23.0	-
Legal/Financial Instruments	11.0	11.6	8.2	2.0	49.7	1.2	-
Enclosed Return Envelopes & Cards	5.6	7.0	3.2	4.0	2.0	11.2	-
Membership, Identification and Credit Cards	0.4	0.4	0.3	0.4	0.3	0.1	-
Correspondence	23.0	20.6	26.6	40.0	24.2	26.5	-
Communications	3.5	0.9	7.5	5.9	5.8	6.2	-
Advertising and Merchandise	13.6	15.0	10.7	12.2	2.2	43.8	-
All Other Contents	1.1	1.0	0.9	1.2	4.0	2.1	-
Not Ascertained	(1.6)	(1.6)	(1.6)	(2.1)	(0.3)	(5.5)	-

Note: Percentages add to over 100% due to multiple contents in a single mail piece.

UA: Unavailable at this time.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.15: Major Content Categories of Third Class Mail Sent to Different Recipient Groups

	Recipient Group as Reported by Sender						
	<u>Total</u>	<u>Households</u>	<u>Businesses</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Number Not Ascertained</u>
Estimated Number of Third Class Pieces for First Postal Quarter (000,000)	6,787	5,806	427	47	6	131	370
Coefficient of Variation	UA	UA	UA	UA	UA	UA	UA
Total Mail Pieces	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Major Content Category</u>							
Bill, Orders, Payments, Receipts	2.6	2.7	2.3	0.0	0.1	*	-
Legal/Financial Instruments	0.1	*	0.9	*	0.1	*	-
Enclosed Return Envelopes & Cards	12.3	12.3	14.3	0.3	9.8	14.1	-
Membership, Identification and Credit Cards	0.2	0.1	0.3	*	*	*	-
Correspondence	4.3	4.2	7.4	0.7	5.8	0.2	-
Communications	7.3	5.2	35.2	2.5	83.9	4.2	-
Advertising and Merchandise	87.1	89.8	58.7	15.2	10.4	95.3	-
All Other Contents	0.8	0.1	1.0	81.7	57.3	0.3	-
Not Ascertained	(4.3)	(4.5)	(1.1)	(0.8)	(0.0)	(6.0)	-

Note: Percentages add to over 100% due to multiple contents in a single mail piece.

UA: Unavailable at this time.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.16: Major Content Categories of Fourth Class Mail Sent to Different Recipient Groups

	Recipient Group as Reported by Sender						
	<u>Total</u>	<u>Households</u>	<u>Businesses</u>	<u>Non-Profit</u>	<u>Government</u>	<u>All Others</u>	<u>Number Not Ascertained</u>
Estimated Number of Fourth Class Pieces for First Postal Quarter (000)	69,896	36,018	18,577	873	599	4,863	8,966
Coefficient of Variation	UA	UA	UA	UA	UA	UA	UA
Total Mail Pieces	100%	100%	100%	100%	100%	100%	100%
<u>Major Content Category</u>							
Bill, Orders, Payments, Receipts	0.3	0.2	0.4	*	*	0.5	-
Legal/Financial Instruments	5.0	8.6	0.1	*	7.9	*	-
Enclosed Return Envelopes & Cards	0.2	*	*	*	*	2.3	-
Membership, Identification and Credit Cards	*	*	*	*	*	*	-
Correspondence	1.7	0.5	3.5	0.4	28.8	0.2	-
Communications	2.8	1.1	6.3	1.2	2.5	1.2	-
Advertising and Merchandise	86.3	88.8	79.2	94.9	81.1	95.8	-
All Other Contents	4.5	1.1	10.9	4.5	2.3	2.9	-
Not Ascertained	(5.9)	(9.3)	(1.1)	(0.2)	(0.0)	(0.1)	-

Note: Percentages add to over 100% due to multiple contents in a single mail piece.

UA: Unavailable at this time.

Section I: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.17: Entry Point of and Indicia on First, Third and Fourth Class Mail¹
 (By Type of Nonhousehold Establishment)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Estimated Number of First, Third and Fourth Class Mail for First Postal Quarter (000,000)	15,599	13,250	1,115	1,234
Coefficient of Variation	.185	.194	.162	.456
<u>Mailstream Entry</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Post Office Dock or Weighing Station ²	56.4	55.9	63.9	55.6
Other Location <u>Inside</u> Post Office ³	9.5	7.9	4.7	32.3
Other USPS Collection Box	9.8	10.1	11.6	4.1
Carrier	8.5	8.1	13.7	8.0
Drop Shipped	0.6	0.7	0.1	0.0
Plant Load	13.4	15.5	1.8	0.0
Other	1.8	1.7	4.2	*
Not Ascertained	(4.0)	(3.1)	(4.6)	(12.8)
<u>Indicia</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Stamped or Pre-Stamped	11.7	9.0	12.1	39.6
Metered	40.5	42.6	34.5	22.6
Franked	*	*	*	0.1
Penalty	2.0	0.1	*	24.2
Business Reply	0.1	0.2	0.1	0.1
Permit	45.7	48.1	53.2	13.5
Not Ascertained	(2.9)	(2.6)	(4.2)	(4.1)

¹Also includes second class transient mail.

²Excludes drop shipments.

³Inside or directly outside postal premises.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

 Table 1.18: Entry Point of and Indicia on First, Third and Fourth Class Mail¹
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	6,285	507	2,109	422	3,926	1,115	1,234
Coefficient of Variation	.185	.361	.384	.158	.330	.171	.162	.456
<u>Mailstream Entry</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Post Office Dock or Weighing Station ²	56.4	64.7	80.8	51.3	27.6	43.7	63.9	55.6
Other Location Inside Post Office ³	9.5	1.1	6.7	13.3	10.6	16.3	4.7	32.3
Other USPS Collection Box	9.8	0.9	1.9	17.5	35.4	19.8	11.6	4.1
Carrier	8.5	1.0	3.9	17.4	21.5	13.9	13.7	8.0
Drop Shipped	0.6	0.6	0.0	0.0	0.0	1.4	0.1	0.0
Plant Load	13.4	31.1	0.0	0.4	4.8	0.7	1.8	0.0
Other	1.8	0.6	6.6	*	*	4.2	4.2	*
Not Ascertained	(4.0)	(1.1)	(6.7)	(4.2)	(1.2)	(5.5)	(4.6)	(12.8)
<u>Indicia</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Stamped or Pre-Stamped	11.7	1.5	15.6	8.9	12.1	20.5	12.1	39.6
Metered	40.5	13.8	35.8	88.2	70.1	63.7	34.5	22.6
Franked	*	*	0.0	*	*	0.1	*	0.1
Penalty	2.0	*	0.0	0.4	0.0	0.1	*	24.2
Business Reply	0.1	0.1	*	*	1.2	0.2	0.1	0.1
Permit	45.7	84.6	48.6	2.5	16.6	15.5	53.2	13.5
Not Ascertained	(2.9)	(0.9)	(3.5)	(2.2)	(1.6)	(5.7)	(4.2)	(4.1)

¹Also includes second class transient mail.

²Excludes drop shipments.

³Inside or directly outside postal premises.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.19: Entry Point of and Indicia on First, Third and Fourth Class Mail¹
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	133	1,180	2,295	2,821	1,942	6,952
Coefficient of Variation	.185	.376	.202	.222	.180	.218	.341
<u>Mailstream Entry</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Post Office Dock or Weighing Station ²	56.4	0.1	33.3	37.7	49.6	76.4	63.8
Other Location Inside Post Office ³	9.5	22.6	23.1	26.1	13.3	5.7	1.1
Other USPS Collection Box	9.8	16.8	22.4	26.2	20.2	3.0	*
Carrier	8.5	27.6	16.0	9.0	7.6	11.7	6.5
Drop Shipped	0.6	32.1	1.3	0.0	*	1.0	0.2
Plant Load	13.4	0.0	0.0	0.9	3.3	2.0	27.5
Other	1.8	0.8	3.9	0.1	6.0	0.2	0.8
Not Ascertained	(4.0)	(5.8)	(3.7)	(9.2)	(3.7)	(3.2)	(2.8)
<u>Indicia</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Stamped or Pre-Stamped	11.7	62.4	54.7	33.0	3.0	7.0	1.6
Metered	40.5	3.2	18.0	38.5	68.8	57.3	29.3
Franked	*	0.0	0.0	*	*	*	*
Penalty	2.0	1.2	0.6	0.1	*	13.9	0.3
Business Reply	0.1	0.8	0.5	0.1	0.1	0.1	0.1
Permit	45.7	32.4	26.1	28.3	28.1	21.7	68.7
Not Ascertained	(2.9)	(6.6)	(2.2)	(3.5)	(5.1)	(4.0)	(1.2)

¹Also includes second class transient mail.

²Excludes drop shipments.

³Inside or directly outside postal premises.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.20: Form of Addressing on First, Third and Fourth Class Mail¹
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Estimated Number of 1st, 3rd and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	13,250	1,115	1,234
Coefficient of Variation	.185	.194	.162	.456
<u>Addressing</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Handwritten	7.5	6.2	11.5	18.8
Typed ²	41.5	39.7	40.7	62.2
Computer Printed	43.3	48.1	17.2	14.4
Other Printed	7.7	6.0	30.5	4.6
Not Ascertained	(2.0)	(2.0)	(1.5)	(3.1)
<u>Addressed To</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Name Plus Address ³	91.5	90.3	100.0	95.9
Occupant or Resident Plus Address (no name)	5.5	6.5	0.0	0.0
Name Plus Occupant, etc., Plus Address	0.2	0.2	0.0	0.0
Occupant or Resident Only (no address)	2.8	3.0	0.0	4.1
Not Ascertained	(1.6)	(1.6)	(3.2)	(0.1)
<u>Type of Window</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Open	5.5	5.7	2.1	6.6
Transparent Covering	36.1	37.7	16.9	37.4
None ⁴	58.4	56.6	80.9	56.0
Not Ascertained	(7.7)	(7.8)	(5.2)	(9.1)

¹Also includes second class transient mail.

²Includes all non-handwritten addresses for other than permit or bulk rate mail.

³Includes all single-piece mail for which question was not asked.

⁴Includes self mailers.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.21: Form of Addressing on First, Third and Fourth Class Mail¹
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Estimated Number of 1st, 3rd and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	6,285	507	2,109	422	3,926	1,115	1,234
Coefficient of Variation	.185	.361	.384	.158	.330	.171	.162	.456
<u>Addressing</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Handwritten	7.5	0.3	6.8	6.7	31.5	12.6	11.5	18.8
Typed ²	41.5	9.8	33.7	83.8	44.5	65.2	40.7	62.2
Computer Printed	43.3	78.6	58.8	7.4	18.5	21.8	17.2	14.4
Other Printed	7.7	11.2	0.0	2.1	5.5	0.3	30.5	4.6
Not Ascertained	(2.0)	(0.9)	(0.7)	(2.3)	(1.2)	(2.9)	(1.5)	(3.1)
<u>Addressed To</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Name Plus Address ³	91.5	79.9	100.0	100.0	94.6	99.6	100.0	95.9
Occupant or Resident Plus Address (no name)	5.5	13.9	0.0	0.0	0.0	0.1	0.0	0.0
Name Plus Occupant, etc., Plus Address	0.2	0.3	0.0	0.0	0.0	0.2	0.0	0.0
Occupant or Resident Only (no address)	2.8	6.0	0.0	0.0	5.4	0.0	0.0	4.1
Not Ascertained	(1.6)	(3.2)	(2.2)	(0.0)	(0.4)	(0.1)	(3.2)	(0.1)
<u>Type of Window</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Open	5.5	7.1	12.7	4.0	7.1	3.6	2.1	6.6
Transparent Covering	36.1	21.6	27.9	64.5	43.4	48.2	16.9	37.4
None ⁴	58.4	71.3	59.3	31.6	49.5	48.2	80.9	56.0
Not Ascertained	(7.7)	(10.9)	(7.3)	(7.7)	(1.4)	(3.8)	(5.2)	(9.1)

¹Also includes second class transient mail.

²Includes all non-handwritten addresses for other than permit or bulk rate mail.

³Includes all single-piece mail for which question was not asked.

⁴Includes self mailers.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.22: Form of Addressing on First, Third and Fourth Class Mail¹
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Estimated Number of 1st, 3rd and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	133	1,180	2,295	2,821	1,942	6,952
Coefficient of Variation	.185	.376	.202	.222	.180	.218	.341
<u>Addressing</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Handwritten	7.6	37.1	27.1	15.9	10.6	4.8	0.7
Typed ²	41.1	32.1	45.4	55.9	60.3	70.3	20.3
Computer Printed	43.6	30.8	9.2	21.0	7.9	20.3	77.1
Other Printed	7.8	0.0	18.3	7.2	21.3	4.6	1.9
Not Ascertained	(2.0)	(2.0)	(3.6)	(4.1)	(1.8)	(3.0)	(0.3)
<u>Addressed To</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Name Plus Address ³	91.3	100.0	100.0	95.4	87.1	98.5	87.9
Occupant or Resident Plus Address (no name)	5.6	0.0	0.0	3.1	0.0	0.6	11.1
Name Plus Occupant, etc., Plus Address	0.2	0.0	0.0	0.6	0.0	0.5	0.0
Occupant or Resident Only (no address)	2.9	0.0	0.0	1.0	12.9	0.4	1.0
Not Ascertained	(1.7)	(0.0)	(0.0)	(0.0)	(7.1)	(0.2)	(0.7)
<u>Type of Window</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Open	5.3	2.0	2.8	5.7	3.0	4.8	6.9
Transparent Covering	35.8	8.1	13.6	36.2	26.2	42.1	42.5
None ⁴	58.9	89.9	83.6	58.2	70.7	53.1	50.6
Not Ascertained	(7.7)	(2.2)	(5.4)	(2.6)	(5.0)	(8.7)	(11.1)

¹Also includes second class transient mail.

²Includes all non-handwritten addresses for other than permit or bulk rate mail.

³Includes all single-piece mail for which question was not asked.

⁴Includes self mailers and packages.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.23: Form of Addressing on First, Third and Fourth Class Mail¹
(By Class and Method of Mail)

	Class and Method of Mail												
	Total	First Class				Third Class				Fourth Class			
		Total First	Single Piece ⁶	Pre Sort	Multi ⁷ Piece	Total Third	Single Piece ⁶	Bulk Rate ⁸	Multi ⁹ Piece	Total Fourth	Single Piece ⁶	Bulk Rate ¹⁰	Multi ⁹ Piece
Estimated Number of 1st, 3rd and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599 ⁵	8,502	7,102	916	484	6,787	196	459	6,131	69	42	0.4	27
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA
<u>Addressing</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Handwritten	7.6	13.0	15.7	0.0	0.0	0.7	4.8	0.1	0.6	3.3	5.6	0.0	0.0
Typed ²	41.1	70.8	84.3	1.6	5.8	4.1	95.2	8.6	1.0	64.9	94.4	0.0	25.2
Computer Printed	43.6	15.8	0.0	95.8	94.0	78.3	0.0	81.7	80.4	31.9	0.0	100.0	74.8
Other Printed	7.8	0.3	0.0	2.6	0.2	17.0	0.0	9.7	18.0	0.0	0.0	0.0	0.0
Not Ascertained	(2.0)	(2.3)	(2.3)	(2.8)	(2.1)	(0.9)	(2.3)	(1.4)	(0.8)	(6.3)	(9.7)	(0.0)	(12.0)
<u>Addressed To</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Name Plus Address ³	91.3	99.8	100.0	100.0	97.1	80.2	100.0	96.8	78.2	100.0	100.0	100.0	100.0
Occupant or Resident Plus Address (no name)	5.6	0.0	0.0	0.0	0.8	12.9	0.0	0.3	14.3	0.0	0.0	0.0	0.0
Name Plus Occupant, etc., Plus Address	0.2	0.1	0.0	0.0	2.1	0.3	0.0	2.8	0.1	0.0	0.0	0.0	0.0
Occupant or Resident Only (no address)	2.9	0.0	0.0	0.0	0.0	6.7	0.0	0.0	7.4	0.0	0.0	0.0	0.0
Not Ascertained	(1.7)	(0.2)	(0.0)	(4.5)	(2.2)	(3.6)	(0.0)	(0.9)	(3.9)	(0.5)	(0.0)	(0.0)	(1.2)
<u>Type of Window</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
Open	5.3	4.8	3.9	11.5	5.2	6.4	*	1.4	7.0	8.9	*	0.0	22.7
Transparent Covering	35.8	49.6	46.4	62.6	69.0	19.1	6.4	10.7	20.3	0.4	*	0.0	1.1
None ⁴	58.9	45.6	49.7	25.9	25.8	74.4	93.6	87.8	72.7	90.6	100.0	100.0	76.2
Not Ascertained	(7.7)	(5.7)	(6.5)	(1.5)	(0.3)	(9.9)	(3.6)	(0.3)	(10.6)	(4.2)	(4.2)	(0.0)	(4.3)

¹Also includes second class transient mail.

²Includes all non-handwritten addresses for other than permit of bulk rate mail.

³Includes all single-piece mail for which question was not asked.

⁴Includes self mailers.

⁵International & class not ascertained mail pieces included in total only.

⁶Single piece rate mail not requiring the use of PS Forms 3602 or 3602PC.

⁷Single piece rate but mailed in bulk using PS Form 3602.

⁸Bulk rate mail bearing meter or precancelled stamps requiring the use of PS Form 3602PC.

⁹Bulk rate mail bearing a permit imprint requiring the use of PS Form 3602.

¹⁰Bulk rate mail requiring the use of PS Form 3605.

See Appendix A for copies of PS Forms 3602, 3602PC and 3605.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.24: Shape and Size of First, Third and Fourth Class Mail
(By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	13,250	1,115	1,234
Coefficient of Variation	.185	.194	.162	.456
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Envelopes</u>				
Region 1	61.7	59.7	57.0	88.1
Region 2	1.6	1.7	0.7	1.1
Region 3	2.9	3.1	2.5	0.7
Region 4	0.1	0.1	*	0.1
Region 5	*	*	*	*
Region 6	0.3	0.2	0.1	1.6
Region 7	0.5	0.6	0.5	0.2
Region 8	0.1	0.1	*	0.1
Region 9	*	*	0.0	*
Not Ascertained	1.6	1.7	1.7	0.1
<u>Cards--Single</u>				
Region 1	5.7	6.0	7.1	2.3
Region 2	*	*	0.0	0.0
Region 3	*	*	0.0	0.0
Region 4	*	0.0	0.0	0.4
Region 5	*	*	*	*
Region 6	0.2	0.2	0.2	*
Region 7	*	*	*	*
Region 8	0.0	0.0	0.0	0.0
Region 9	*	*	0.0	0.0
Not Ascertained	0.4	0.3	0.1	1.6

Nonhousehold Senders

	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
<u>Cards--Double</u>				
Region 1	0.3	0.4	0.1	*
Region 2	0.0	0.0	0.0	0.0
Region 3	*	*	0.0	0.0
Region 4	0.0	0.0	0.0	0.0
Region 5	*	*	*	*
Region 6	*	0.0	*	*
Region 7	0.0	0.0	0.0	0.0
Region 8	0.0	0.0	0.0	0.0
Region 9	0.0	0.0	0.0	0.0
Not Ascertained	*	*	*	*
<u>Self Mailers</u>				
Region 1	8.7	8.6	16.8	2.6
Region 2	0.2	0.1	2.0	*
Region 3	1.2	1.4	0.0	0.2
Region 4	*	*	0.0	0.0
Region 5	*	*	0.0	0.0
Region 6	0.2	0.1	1.5	0.2
Region 7	1.1	1.0	3.4	*
Region 8	4.3	5.1	0.0	*
Region 9	0.0	0.0	0.0	0.0
Not Ascertained	0.8	0.7	2.4	0.1
<u>All Others¹</u>	7.9	9.0	3.8	0.6
<u>Not Ascertained</u>	(0.8)	(0.9)	(0.2)	(1.4)

Note: See dimension chart, Appendix A, for region designations.

¹Includes packages and padded mailing containers for which summary size measures will be available in the final report.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.25 Shape and Size of First, Third and Fourth Class Mail
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non-Profit	Government
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	6,285	507	2,109	422	3,926	1,115	1,234
Coefficient of Variation	.185	.361	.384	.158	.330	.171	.162	.456
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Envelopes</u>								
Region 1	61.7	32.2	52.0	92.9	83.6	84.0	57.0	88.1
Region 2	1.6	1.7	0.1	0.8	0.1	2.5	0.7	1.1
Region 3	2.9	2.3	0.8	2.3	0.3	5.5	2.5	0.7
Region 4	0.1	0.1	*	0.1	0.3	0.3	*	0.1
Region 5	*	*	*	*	*	*	*	*
Region 6	0.3	0.1	*	0.9	0.1	0.2	0.1	1.6
Region 7	0.5	1.1	0.2	*	0.2	0.1	0.5	0.2
Region 8	0.1	*	*	*	0.1	0.1	*	0.1
Region 9	*	*	0.0	*	*	*	0.0	*
Not Ascertained	1.6	0.8	3.7	2.1	6.6	2.1	1.7	0.1
<u>Cards--Single</u>								
Region 1	5.7	9.6	36.1	0.1	1.6	0.2	7.1	2.3
Region 2	*	0.0	0.0	*	0.0	*	0.0	0.0
Region 3	*	0.0	0.0	0.0	0.0	*	0.0	0.0
Region 4	*	0.0	0.0	0.0	0.0	0.0	0.0	0.4
Region 5	*	*	*	*	0.0	*	*	*
Region 6	0.2	0.1	*	*	0.2	0.7	0.2	*
Region 7	*	0.0	0.0	*	0.0	*	*	*
Region 8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 9	*	0.0	0.0	0.0	0.0	*	0.0	0.0
Not Ascertained	0.4	0.1	6.3	*	0.5	0.1	0.1	1.6

	Specified Type of Nonhousehold Sender							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
<u>Cards--Double</u>								
Region 1	0.3	0.4	*	*	*	0.7	0.1	*
Region 2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 3	*	0.0	0.0	0.0	0.0	*	0.0	0.0
Region 4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 5	*	*	0.0	*	0.0	0.0	*	*
Region 6	*	*	0.0	0.0	0.0	*	*	*
Region 7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Not Ascertained	*	*	*	*	0.1	0.1	*	*
<u>Self Mailers</u>								
Region 1	8.7	17.5	0.5	0.2	*	0.8	16.8	2.6
Region 2	0.2	0.1	0.0	0.0	0.0	0.1	2.0	*
Region 3	1.2	2.2	0.0	0.0	0.0	1.2	0.0	0.2
Region 4	*	0.0	0.0	*	0.0	0.0	0.0	0.0
Region 5	*	*	0.0	*	0.0	*	0.0	0.0
Region 6	0.2	0.2	0.0	*	0.0	*	1.5	0.2
Region 7	1.1	2.0	0.0	0.0	*	0.1	3.4	*
Region 8	4.3	10.8	0.0	0.0	0.0	0.0	0.0	*
Region 9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Not Ascertained	0.8	1.4	0.0	0.1	*	*	2.4	0.1
<u>All Others¹</u>	7.9	17.6	0.2	0.4	6.2	1.2	3.8	0.6
<u>Not Ascertained</u>	(0.8)	(0.9)	(0.6)	(0.1)	(5.6)	(0.1)	(0.2)	(1.4)

Note: See dimension chart, Appendix A, for region designations.

¹Includes packages and padded mailing containers for which summary size measures will be available in the final report.

Section 1: VOLUME OF MAIL AND MAIL PIECE DESCRIPTION

Table 1.26: Size and Shape of First, Third and Fourth Class Mail
(By Class and Method of Mail)

	<u>Total</u>	<u>Class and Method of Mail</u>											
		<u>First Class</u>				<u>Third Class</u>				<u>Fourth Class</u>			
		<u>Total First</u>	<u>Single Piece</u>	<u>Pre Sort</u>	<u>Permit Imprint</u>	<u>Total Third</u>	<u>Single Piece</u>	<u>Bulk Rate</u>	<u>Permit Imprint</u>	<u>Total Fourth</u>	<u>Single Piece</u>	<u>Bulk Rate</u>	<u>Permit Imprint</u>
Estimated Number of 1st, 3rd, and 4th Class Mail Pieces for First Postal Quarter (000,000)	15,599	8,502	7,102	916	484	6,787	196	459	6,131	69	42	0.4	27
Coefficient of Variation	.185	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA	UA
<u>Total Mail Pieces</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>
<u>Envelopes</u>													
Region 1	61.7	87.6	90.2	77.4	67.0	29.4	25.0	81.9	25.8	0.8	1.4	0.0	0.0
Region 2	1.6	1.3	1.5	0.0	1.8	1.9	47.7	0.2	0.5	0.9	1.4	0.0	0.0
Region 3	2.9	2.8	3.1	0.0	3.9	2.9	10.2	3.2	2.6	0.9	1.5	0.0	0.0
Region 4	0.1	0.2	0.2	0.0	0.0	*	0.1	0.2	*	0.2	0.3	0.0	0.0
Region 5	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	*	*	0.0	0.0
Region 6	0.3	0.6	0.7	0.0	0.2	*	*	0.3	*	0.0	0.0	0.0	0.0
Region 7	0.5	0.2	0.2	0.0	*	1.0	0.4	0.0	1.1	*	0.1	0.0	0.0
Region 8	0.1	0.1	0.1	0.0	0.0	*	0.1	0.0	0.0	0.1	0.1	0.0	0.0
Region 9	*	*	*	0.0	0.0	*	*	0.0	0.0	*	*	0.0	0.0
Not Ascertained	1.6	1.4	1.0	5.1	0.7	1.7	4.2	8.1	1.1	2.4	3.9	0.0	0.0
<u>Cards--Single</u>													
Region 1	5.7	3.4	1.5	10.5	18.5	9.0	*	0.0	9.9	0.0	0.0	0.0	0.0
Region 2	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 3	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 4	*	0.1	0.0	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 5	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 6	0.2	0.4	0.5	0.0	0.1	*	0.2	0.1	*	0.0	0.0	0.0	0.0
Region 7	*	*	*	0.0	0.0	*	*	0.0	0.0	0.0	0.0	0.0	0.0
Region 8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Region 9	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Not Ascertained	0.4	0.7	0.1	5.6	0.5	*	0.4	0.0	*	0.0	0.0	0.0	0.0

Table 1.26 continued

	Class and Method of Mail												
	Total	First Class				Third Class				Fourth Class			
		Total First	Single Piece	Pre Sort	Permit Imprint	Total Third	Single Piece	Bulk Rate	Permit Imprint	Total Fourth	Single Piece	Bulk Rate	Permit Imprint
<u>Cards--Double</u>													
Region 1	0.3	0.3	0.3	0.0	1.6	0.3	0.0	0.0	0.4	0.0	0.0	0.0	
Region 2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 3	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 5	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 6	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Not Ascertained	*	*	*	0.0	0.5	*	*	0.0	0.0	0.0	0.0	0.0	
<u>Self Mailers</u>													
Region 1	8.7	0.4	0.1	0.7	4.4	19.3	0.1	2.0	21.2	*	*	0.0	
Region 2	0.2	*	*	0.0	0.0	0.5	0.0	0.0	0.5	0.0	0.0	0.0	
Region 3	1.2	*	*	0.0	*	2.7	0.0	2.6	2.8	0.0	0.0	0.0	
Region 4	*	*	*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Region 5	*	*	*	0.0	0.0	*	0.0	0.0	*	0.0	0.0	0.0	
Region 6	0.2	*	*	0.0	0.4	0.4	0.0	*	0.4	0.0	0.0	0.0	
Region 7	1.1	0.1	0.1	0.0	0.0	2.4	0.0	0.1	2.6	0.0	0.0	0.0	
Region 8	4.3	*	*	0.0	0.0	10.0	0.0	0.0	11.0	0.0	0.0	0.0	
Region 9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Not Ascertained	0.8	*	*	0.0	0.4	1.7	0.0	0.0	1.9	0.0	0.0	0.0	
<u>All Others</u> ¹	7.9	0.3	0.3	0.1	0.0	16.8	11.6	1.3	18.1	94.7	91.3	100.0	
<u>Not Ascertained</u>	(0.8)	(0.8)	(0.4)	(3.0)	(2.6)	(0.8)	(0.2)	(3.2)	(0.6)	(0.7)	(0.4)	(0.0)	

Note: See dimension chart, Appendix A, for region designations.

¹Includes packages and padded mailing containers for which summary size measures will be available in the final report.

Section 2: CURRENT USE OF USPS

Table 2.1: Incoming Mail Delivery
(By Type of Nonhousehold)

	Type of Nonhousehold			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Incoming Mail</u>				
Routinely Delivered by Post Office ¹	76.1	77.4	59.8	73.8
Once a Day	67.6	68.4	57.7	67.5
More Than Once a Day	3.2	3.2	0.2	6.3
Not Ascertained	5.3	5.8	1.9	0.0
Routinely Picked up by Establishment ¹	15.8	14.7	33.4	12.0
Once a Day	12.4	11.9	19.9	10.2
More Than Once a Day	2.9	2.7	6.8	1.8
Not Ascertained	0.6	0.1	6.7	0.0
Both Picked Up and Delivered ¹	6.9	6.5	6.0	14.1
<u>Reason Picked Up^{2, 3}</u>	<u>22.7</u>	<u>21.2</u>	<u>39.4</u>	<u>26.1</u>
Firm Holdout	4.4	5.3	0.6	0.3
Caller Service	2.5	1.4	0.1	23.9
Box	77.7	77.5	95.3	44.6
General Delivery	0.1	0.1	*	0.0
Get it Faster ⁴	8.0	8.6	2.7	12.2
Other	8.5	8.8	1.3	19.8
Not Ascertained	(1.0)	(1.2)	(0.1)	(0.1)
Other	1.2	1.3	0.8	*
Not Ascertained	(1.8)	(1.3)	(3.5)	(7.0)

¹From Executive Questionnaire. Based on the questions: Does the Postal Service routinely delivery mail to this establishment, is it routinely picked up at the Post Office or what? Is the mail (delivered/picked up) once a day, or more than once a day?

²From Mail Handler Questionnaire. Based on the questions: Does your establishment pick up any of its incoming mail at the Post Office? If yes: Do you pick it up because you are a firm holdout, because you have caller service, because you have a box in a box section, because you receive some mail at general delivery, or what?

³Percentage of those who answered either "Routinely Picked Up by Establishment" or "Routinely Picked Up and Delivered." Percentages may add to more than 100% because of multiple mentions.

⁴This was mentioned by a sufficient number of respondents to warrant reporting.

Section 2: CURRENT USE OF USPS

 Table 2.2: Incoming Mail Delivery
 (By Specified Type of Nonhousehold)

	Specified Type of Nonhousehold							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,446	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Incoming Mail</u>								
Routinely Delivered by Post Office ¹	76.1	34.8	48.2	52.6	94.3	79.3	59.8	73.8
Once a Day	67.6	33.4	48.1	40.0	94.2	69.8	57.7	67.5
More Than Once a Day	3.2	0.8	0.0	11.7	0.0	3.0	0.2	6.3
Not Ascertained	5.3	0.6	0.0	0.9	0.0	6.6	1.9	0.0
Routinely Picked up by Establishment ¹	15.8	40.3	16.7	40.2	5.7	13.0	33.4	12.0
Once a Day	12.4	12.3	9.7	22.5	2.1	11.8	19.9	10.2
More Than Once a Day	2.9	27.9	6.9	17.7	1.9	1.2	6.8	1.8
Not Ascertained	0.6	0.1	0.2	*	1.6	0.1	6.7	14.1
Both Picked Up and Delivered ¹	6.9	23.5	0.1	3.2	0.1	6.6	6.0	0.0
<u>Reason Picked Up^{2,3}</u>	<u>22.7</u>	<u>63.8</u>	<u>16.8</u>	<u>43.4</u>	<u>5.8</u>	<u>19.6</u>	<u>39.4</u>	<u>12.0</u>
Firm Holdout	4.5	0.7	17.2	5.6	15.7	5.5	0.6	0.3
Caller Service	2.6	3.8	16.5	1.7	6.0	1.1	1.0	24.0
Box	77.7	89.7	76.7	89.6	99.3	74.5	96.0	44.6
General Delivery	0.1	*	*	*	0.0	0.2	0.0	0.0
Get it Faster ⁴	8.0	5.9	2.7	4.0	0.0	4.5	2.7	12.2
Other	8.5	0.7	9.7	2.4	0.2	10.3	1.3	19.9
Not Ascertained	(1.0)	(0.1)	(0.0)	(0.3)	(0.0)	(1.3)	(0.1)	(0.1)
Other	1.2	1.4	35.0	4.0	0.0	1.0	0.8	*
Not Ascertained	(1.8)	(0.8)	(7.8)	(0.3)	(0.0)	(1.4)	(3.5)	(7.0)

¹From Executive Questionnaire. Based on the questions: Does the Postal Service routinely delivery mail to this establishment, is it routinely picked up at the Post Office or what? Is the mail (delivered/picked up) once a day, or more than once a day?

²From Mail Handler Questionnaire. Based on the questions: Does your establishment pick up any of its incoming mail at the Post Office? If yes: Do you pick it up because you are a firm holdout, because you have caller service, because you have a box in a box section, because you receive some mail at general delivery, or what?

³Percentage of those who answered either "Routinely Picked Up by Establishment" or "Routinely Picked Up and Delivered." Percentages may add to more than 100% because of multiple mentions.

⁴This was mentioned by a sufficient number of respondents to warrant reporting.

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Table 2.3: Incoming Mail Delivery
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Incoming Mail</u>						
Routinely Delivered by Post Office ¹	76.1	88.5	89.3	67.6	66.2	87.2
Once a Day	67.6	72.0	88.7	61.2	54.4	79.7
More Than Once a Day	3.2	16.4	0.1	1.8	1.8	0.7
Not Ascertained	5.3	0.1	0.5	4.6	9.9	6.8
Routinely Picked up by Establishment ¹	15.8	6.1	7.1	19.9	26.7	6.1
Once a Day	12.4	5.8	3.1	15.6	21.0	5.5
More Than Once a Day	2.9	0.3	3.4	2.9	5.6	0.7
Not Ascertained	0.6	*	0.6	1.4	0.2	*
Both Picked Up and Delivered ¹	6.9	5.1	0.6	10.9	6.1	6.4
<u>Reason Picked Up^{2,3}</u>	<u>22.7</u>	<u>11.2</u>	<u>7.7</u>	<u>30.8</u>	<u>32.8</u>	<u>12.5</u>
Firm Holdout	4.5	2.1	0.9	1.0	9.8	2.3
Caller Service	2.6	7.1	0.2	0.7	5.2	0.4
Box	77.7	89.6	86.4	79.2	72.5	81.0
General Delivery	0.1	0.4	0.5	0.2	0.0	*
Get it Faster ⁴	8.0	1.0	11.7	11.0	2.9	15.8
Other	8.5	0.8	1.0	9.0	11.1	3.4
Not Ascertained	(1.0)	(15.3)	(0.1)	*	(0.7)	(0.1)
Other	1.2	0.3	3.0	1.5	1.1	0.3
Not Ascertained	(1.8)	(0.3)	(0.2)	(*)	(3.0)	(5.0)

¹From Executive Questionnaire. Based on the questions: Does the Postal Service routinely delivery mail to this establishment, is it routinely picked up at the Post Office or what? Is the mail (delivered/picked up) once a day, or more than once a day?

²From Mail Handler Questionnaire. Based on the questions: Does your establishment pick up any of its incoming mail at the Post Office? If yes: Do you pick it up because you are a firm holdout, because you have caller service, because you have a box in a box section, because you receive some mail at general delivery, or what?

³Percentage of those who answered either "Routinely Picked Up by Establishment" or "Routinely Picked Up and Delivered." Percentages may add to more than 100% because of multiple mentions.

⁴This was mentioned by a sufficient number of respondents to warrant reporting.



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Table 2.4: Incoming Mail Delivery
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	385,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Incoming Mail</u>							
<u>Routinely Delivered by Post Office¹</u>	76.1	85.0	78.5	65.3	49.8	16.4	33.6
Once a Day	67.6	75.0	75.4	49.6	35.4	6.8	2.1
More Than Once a Day	3.2	1.5	1.0	10.9	2.9	9.5	30.9
Not Ascertained	5.3	8.5	2.1	4.8	11.5	0.1	0.5
<u>Routinely Picked up by Establishment¹</u>	15.8	10.0	15.2	24.7	26.2	59.4	54.9
Once a Day	12.4	7.4	13.0	20.3	14.8	24.3	23.4
More Than Once a Day	2.9	1.3	2.0	4.1	11.2	34.9	29.5
Not Ascertained	0.6	1.4	0.2	0.3	0.3	0.2	2.0
<u>Both Picked Up and Delivered¹</u>	6.9	4.3	6.2	9.8	18.0	14.8	11.5
<u>Reason Picked Up^{2,3}</u>	22.7	14.3	21.4	34.5	44.2	74.2	66.4
Firm Holdout	4.4	0.0	0.0	14.5	4.6	13.3	5.5
Caller Service	2.5	0.0	0.0	0.5	16.6	14.5	28.0
Box	77.7	85.8	79.2	74.4	62.2	74.3	80.8
General Delivery	0.1	0.0	0.0	0.4	*0.0	0.9	0.4
Get it Faster ⁴	8.0	9.5	5.9	6.4	15.0	11.0	12.8
Other	8.5	4.7	14.9	4.5	4.9	6.4	3.2
Not Ascertained	(1.0)	(0.0)	(0.0)	(3.4)	(1.1)	(0.4)	(2.4)
Other	1.2	0.7	0.1	0.2	6.0	9.5	0.0
Not Ascertained	(1.8)	(0.7)	(0.5)	(0.4)	(0.5)	(4.4)	(0.8)

¹From Executive Questionnaire. Based on the questions: Does the Postal Service routinely delivery mail to this establishment, is it routinely picked up at the Post Office or what? Is the mail (delivered/picked up) once a day, or more than once a day?

²From Mail Handler Questionnaire. Based on the questions: Does your establishment pick up any of its incoming mail at the Post Office? If yes: Do you pick it up because you are a firm holdout, because you have caller service, because you have a box in a box section, because you receive some mail at general delivery, or what?

³Percentage of those who answered either "Routinely Picked Up by Establishment" or "Routinely Picked Up and Delivered." Percentages may add to more than 100% because of multiple mentions.

⁴This was mentioned by a sufficient number of respondents to warrant reporting.

Section 2: CURRENT USE OF USPS

Table 2.5: Outgoing Mail Characteristics
(By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample ¹	1,213	989	138	86
<u>Percent of Nonhousehold Establishments That Over a Year Send</u>				
No Mail of Any Kind	6.9	6.8	2.3	14.0
Any Single Piece Mail	93.1	93.2	97.7	86.0
Any Multi-Piece Mail	5.6	3.1	30.3	16.0
<u>Percent of Nonhousehold Establishments That Over a Normal Week Send</u>				
No Mail of Any Kind	160	152	163	258
Some Single Piece Mail	31.2	32.1	26.8	24.3
Some Multi-Piece Mail	68.4	67.8	69.3	75.6
<u>Average Number of Pieces Per Week</u>				
Less than 10 pieces	30.1	30.1	31.9	28.0
10-39	36.9	38.4	25.0	31.2
40-99	16.4	15.6	19.5	23.0
100-499	12.9	12.1	19.2	14.9
500 or more pieces ²	3.7	3.8	4.4	2.8
Some Multi-Piece Mail	1.4	0.5	12.2	0.9
<u>Average Number of Mailings Per Week</u>				
One	68.2	40.9	85.1	
Two	21.0	41.1	8.3	[a]
Three or More	10.8	17.9	6.6	
<u>Average Number of Pieces Per Mailing</u>	4,486	7,467	878	
<u>Average Number of Pieces Per Week</u>	8,480	23,149	1,080	
Less Than 250 Pieces	12.4	10.3	14.2	
250-499	35.2	0.3	54.9	[a]
500-999	14.3	22.8	10.8	
1000-2999	19.8	18.0	19.4	
3000-7999	13.3	35.8	0.0	
8000 or more pieces	5.1	12.7	0.7	

¹The basis for percent of establishments over a normal week are: 1,124; 914; 127; and 83 instead of 1,213; 989; and 86 respectively. This reflects the drop in response rate for mail piece data collection over interview data collection.

²Multiple mail involves the use of PS forms 3602, 3602PC or 3605.

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Table 2.6: Mailings For/By Others
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	133	85
	[%]	[%]	[%]	[%]
<u>Mailing for Others</u> ¹				
<u>Do Not Send</u>	94.8	95.3	97.0	84.2
<u>Send</u> ²	5.2	4.7	3.0	15.8
For Outside Organizations	68.9	76.5	48.6	38.0
For Own Organization	71.3	65.7	64.5	99.2
Not Ascertained (%)	(0.0)	(0.0)	(0.0)	(0.0)
<u>Not Ascertained (%)</u>	(0.0)	(0.0)	(0.0)	(0.0)
<u>Mailing Done by Others</u> ¹				
<u>Are Not Done</u>	84.7	85.8	80.4	72.5
<u>Are Done</u> ²	15.3	14.2	19.6	27.5
By Outside Organization	50.3	49.7	84.4	22.0
By Own Organization	88.1	90.8	41.9	100.0
Not Ascertained (%)	(6.4)	(6.0)	(0.0)	(16.0)
Avg. Number of Pieces Done by Others	836	905	592	374
Avg. % of Total Establishment's Mail Done by Others	59	56	65	74
<u>Not Ascertained (%)</u>	(1.0)	(0.9)	(0.0)	(4.2)

¹ Within last year.

² May add to more than 100% because of multiple mentions.

Based on the questions: Does your establishment routinely send mailings or billings for other establishments or for other branches or other units of your own organization? If yes: For how many different establishments outside your own organization did you do mailing (including billings) in the last year? and For how many separate units or branches of your larger organization did you do mailing (including billings) in the last year? Does any other organization such as a printer, a mailing service or fulfillment house routinely send mail or billings for you? Does some other branch or unit of your larger organization routinely send mail for you? Last year about how many pieces of mail were sent for you by other establishments (either within your larger organization or by another organization)? About what percent of all the pieces of mail that your establishment caused to have sent in the past year would that be?

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Table 2.7: Mailings For/By Others
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Mailing for Others</u> ¹								
<u>Do Not Send</u>	94.8	74.6	94.8	90.5	96.6	96.0	97.0	84.2
<u>Send</u> ²	5.2	25.4	5.2	9.5	3.4	4.0	3.0	15.8
For Outside Organizations	68.9	99.2	81.1	42.1	63.1	77.9	48.6	38.0
For Own Organization	71.3	2.0	24.0	89.2	77.2	72.5	64.5	99.2
Not Ascertained (%)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
<u>Not Ascertained (%)</u>	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
<u>Mailing Done by Others</u> ¹								
<u>Are Not Done</u>	84.7	49.3	76.0	46.5	85.3	89.1	80.4	72.5
<u>Are Done</u> ²	15.3	50.7	24.0	53.5	14.7	10.9	19.6	27.5
By Outside Organization	50.3	54.5	39.0	39.5	8.9	54.9	84.4	22.0
By Own Organization	88.1	50.8	72.9	74.6	95.1	88.5	41.9	100.0
Not Ascertained (%)	(6.4)	(1.6)	(11.3)	(*)	(0.0)	(8.5)	(0.0)	(16.0)
Avg. Number of Pieces Done by Others	836	2665	5297	870	2406	478	592	374
Avg. % of Total Establishment's Mail Done by Others	59	58	50	50	84	56	65	74
<u>Not Ascertained (%)</u>	(1.0)	(0.8)	(2.6)	(*)	(0.0)	(0.9)	(0.0)	(4.2)

¹ Within last year.

² May add to more than 100% because of multiple mentions.

Based on the questions: Does your establishment routinely send mailings or billings for other establishments or for other branches or other units of your own organization? If yes: For how many different establishments outside your own organization did you do mailing (including billings) in the last year? and For how many separate units or branches of your larger organization did you do mailing (including billings) in the last year? Does any other organization such as a printer, a mailing service or fulfillment house routinely send mail or billings for you? Does some other branch or unit of your larger organization routinely send mail for you? Last year about how many pieces of mail were sent for you by other establishments (either within your larger organization or by another organization)? About what percent of all the pieces of mail that your establishment caused to have sent in the past year would that be?

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Table 2.8: Mailings For/By Others
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Mailing for Others</u> ¹						
Do Not Send	94.8	97.0	95.6	95.0	93.9	93.7
Send ²	5.2	3.0	4.4	5.0	6.1	6.3
For Outside Organizations	68.9	[a]	[a]	[a]	[a]	[a]
For Own Organization	71.3					
Not Ascertained (%)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Not Ascertained (%)	(0.0)					
<u>Mailing Done by Others</u> ¹						
Are Not Done	84.7	89.1	84.6	86.0	87.0	76.6
Are Done ²	15.3	10.9	15.4	14.0	13.0	23.4
By Outside Organization	50.3	[a]	[a]	42.5	43.6	53.9
By Own Organization	88.1			60.0	71.8	83.4
Not Ascertained (%)	(6.4)			(0.0)	(7.6)	(16.3)
Avg. Number of Pieces Done by Others	836	1372	460	933	1426	284
Avg. % of Total Establishment's Mail Done by Others	59	61	79	64	58	46
Not Ascertained (%)	(1.0)	(0.3)	(0.1)	(0.0)	(1.0)	(3.7)

¹Within last year.

²May add to more than 100% because of multiple mentions.

^aSample base too small

Based on the questions: Does your establishment routinely send mailings or billings for other establishments or for other branches or other units of your own organization? If yes: For how many different establishments outside your own organization did you do mailing (including billings) in the last year? and For how many separate units or branches of your larger organization did you do mailing (including billings) in the last year? Does any other organization such as a printer, a mailing service or fulfillment house routinely send mail or billings for you? Does some other branch or unit of your larger organization routinely send mail for you? Last year about how many pieces of mail were sent for you by other establishments (either within your larger organization or by another organization)? About what percent of all the pieces of mail that your establishment caused to have sent in the past year would that be?

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Table 2.9: Mailings For/By Others
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Mailing for Others</u> ¹							
Do Not Send	94.8	97.8	97.1	93.6	69.9	59.0	46.9
Send ²	5.2	2.2	2.9	6.4	30.1	41.0	53.1
For Outside Organizations	68.9	[a]	[a]	[a]	56.7	32.3	83.9
For Own Organization	71.3				87.4	91.4	85.1
Not Ascertained (%)	(0.0)				(0.0)	(0.0)	(0.0)
Not Ascertained (%)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
<u>Mailing Done by Others</u> ¹							
Are Not Done	84.7	92.9	87.1	75.8	71.3	43.0	48.4
Are Done ²	15.3	7.1	12.9	24.2	28.7	57.0	51.6
By Outside Organization	50.3	[a]	[a]	60.4	56.8	81.9	30.5
By Own Organization	88.1			100.0	54.3	43.2	76.8
Not Ascertained (%)	(6.4)			(0.0)	(0.0)	(0.0)	(0.0)
Avg. Number of Pieces Done by Others	836	449	303	464	1478	8603	55,841
Avg. % of Total Establishment's Mail Done by Others	59	77	59	51	48	44	9
Not Ascertained (%)	(1.0)	(*)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)

¹ Within last year.

² May add to more than 100% because of multiple mentions.

^a Sample base too small

Based on the questions: Does your establishment routinely send mailings or billings for other establishments or for other branches or other units of your own organization? If yes: For how many different establishments outside your own organization did you do mailing (including billings) in the last year? and For how many separate units or branches of your larger organization did you do mailing (including billings) in the last year? Does any other organization such as a printer, a mailing service or fulfillment house routinely send mail or billings for you? Does some other branch or unit of your larger organization routinely send mail for you? Last year about how many pieces of mail were sent for you by other establishments (either within your larger organization or by another organization)? About what percent of all the pieces of mail that your establishment caused to have sent in the past year would that be?

Section 2: CURRENT USE OF USPS
 Table 2.10: Direct Mail Sales Among Establishments Who Sell Products or Perform Services for a Fee or Charge
 (By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Percent of Establishments Who Sell Products or Perform Services For a Fee or Charge</u>	<u>92.1</u>	<u>100.0</u>	<u>31.1</u>	<u>40.0</u>
<u>Are Orders Filled Through USPS?</u>				
None	83.8	84.0	86.8	70.5
Any	16.2	16.0	13.2	29.5
<u>Not Ascertained</u>	(1.9)	(2.1)	(0.0)	(0.0)
<u>Are Orders Received Through USPS?</u>				
None	72.2	72.3	61.7	78.4
Any	27.8	27.7	38.3	21.6
<u>Not Ascertained</u>	(12.0)	(12.3)	(0.8)	(9.2)
<u>Percent of Establishments That Do Not Sell Products or Perform Services For A Fee or Charge</u>	7.9	0.0	68.9	60.0

Based on the question: Does this establishment sell any products or perform any services for a fee or charge? Do you fill any orders through the U.S. mail? About what percent of your sales of products or services were attributable to orders you received by mail (not necessarily filled by mail)?

Section 2: CURRENT USE OF USPS

Table 2.11: Direct Mail Sales Among Establishments Who Sell Products or Perform Services for a Fee or Charge
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non-Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments Who Sell Products or Perform Services For a Fee or Charge</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
	<u>92.1</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>31.1</u>	<u>40.0</u>
<u>Are Orders Filled Through USPS?</u>								
<u>None</u>	83.8	17.3	92.9	86.8	83.0	85.6	86.8	70.5
<u>Any</u>	16.2	82.7	7.1	13.2	17.0	14.4	13.2	29.5
<u>Not Ascertained</u>	(1.9)	(0.1)	(2.6)	(1.2)	(0.0)	(2.3)	(0.0)	(10.0)
<u>Are Orders Received Through USPS?</u>								
<u>None</u>	72.2	16.8	82.6	70.3	70.8	74.0	61.7	78.4
<u>Any</u>	27.8	83.2	17.4	29.7	29.2	26.0	38.3	21.6
<u>Not Ascertained</u>	(12.0)	(4.3)	(34.9)	(10.4)	(1.4)	(13.0)	(0.8)	(9.2)
<u>Percent of Establishments That Do Not Sell Products or Perform Services For A Fee or Charge</u>	7.9	0.0	0.0	0.0	0.0	0.0	68.9	60.0

Based on the question: Does this establishment sell any products or perform any services for a fee or charge? Do you fill any orders through the U.S. mail? About what percent of your sales of products or services were attributable to orders you received by mail (not necessarily filled by mail)?

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Table 2.12: Direct Mail Sales Among Establishments Who Sell Products or Perform Services for a Fee or Charge (By Postal Region)

	<u>Total Nonhouseholds</u>	<u>Postal Region</u>				
		<u>Northeastern</u>	<u>Eastern</u>	<u>Southern</u>	<u>Central</u>	<u>Western</u>
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments Who Sell Products or Perform Services For a Fee or Charge</u>	<u>92.1</u>	<u>93.8</u>	<u>93.5</u>	<u>91.1</u>	<u>90.5</u>	<u>94.0</u>
<u>Are Orders Filled Through USPS?</u>						
None	83.8	75.2	81.3	85.6	86.8	84.2
Any	16.2	24.8	18.7	14.4	13.2	15.8
Not Ascertained	(1.9)	(0.2)	(0.0)	(1.3)	(3.4)	(3.9)
<u>Are Orders Received Through USPS?</u>						
None	72.2	73.0	70.3	78.0	70.1	65.7
Any	27.8	27.0	29.7	22.0	29.9	34.3
Not Ascertained	(12.0)	(7.9)	(8.2)	(8.6)	(21.4)	(10.3)
<u>Percent of Establishments That Do Not Sell Products or Perform Services For A Fee or Charge</u>	7.9	6.2	6.5	8.9	9.5	6.0

Based on the question: Does this establishment sell any products or perform any services for a fee or charge? Do you fill any orders through the U.S. mail? About what percent of your sales of products or services were attributable to orders you received by mail (not necessarily filled by mail)?

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Table 2.13: Direct Mail Sales Among Establishments Who Sell Products or Perform Services for a Fee or Charge (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments Who Sell Products or Perform Services For a Fee or Charge</u>	<u>92.1</u>	<u>94.0</u>	<u>92.9</u>	<u>92.6</u>	<u>88.2</u>	<u>97.9</u>	<u>99.1</u>
<u>Are Orders Filled Through USPS?</u>							
None	83.8	91.8	84.2	74.2	63.5	62.4	82.9
Any	16.2	8.2	15.8	25.8	36.5	37.6	17.1
Not Ascertained	(1.9)	(2.3)	(0.9)	(0.0)	(1.2)	(0.0)	(1.3)
<u>Are Orders Received Through USPS?</u>							
None	72.2	85.8	75.7	52.2	39.5	51.3	72.3
Any	27.8	14.2	24.3	47.8	60.5	48.7	27.7
Not Ascertained	(12.0)	(19.6)	(6.6)	(6.0)	(4.0)	(7.1)	(7.3)
<u>Percent of Establishments That Do Not Sell Products or Perform Services For A Fee or Charge</u>	7.9	6.0	7.1	7.4	11.8	2.1	0.9

Based on the question: Does this establishment sell any products or perform any services for a fee or charge? Do you fill any orders through the U.S. mail? About what percent of your sales of products or services were attributable to orders you received by mail (not necessarily filled by mail)?

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Table 2.14: Outgoing Mail Procedures
 (By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Days Mail Sent</u>				
Monday-Friday	58.3	56.7	63.6	77.9
Monday-Saturday	29.1	30.9	22.2	8.1
Monday-Sunday	1.4	1.7	0.0	0.0
No Mail Sent	6.9	6.8	2.3	14.0
Any Other Combination	4.3	4.0	12.0	0.0
Not Ascertained	(1.9)	(1.9)	(*)	(2.7)
<u>On Mail Days¹</u>				
<u>Taken to Post Office Dock</u>	<u>7.4</u>	<u>7.2</u>	<u>6.0</u>	<u>12.7</u>
Once a Day	92.4	91.4	92.7	99.8
Twice a Day	4.9	5.6	3.4	0.2
Three or More Times a Day	2.7	3.0	3.9	0.0
Not Ascertained	(35.3)	(39.4)	(11.4)	(0.1)
<u>Taken to Post Office--Not Dock</u>	<u>32.6</u>	<u>32.0</u>	<u>48.2</u>	<u>21.9</u>
Once a Day	91.7	91.9	87.0	99.7
Twice a Day	7.8	7.7	11.3	0.3
Three or More Times a Day	0.5	0.4	1.6	0.0
Not Ascertained	(17.4)	(18.0)	(15.5)	(6.6)
<u>Dropped in Collection Box</u>	<u>36.6</u>	<u>37.6</u>	<u>26.0</u>	<u>33.7</u>
Once a Day	84.8	84.4	87.5	90.5
Twice a Day	11.3	11.5	10.2	9.5
Three or More Times a Day	3.9	4.1	2.3	*
Not Ascertained	(10.9)	(11.3)	(8.9)	(4.7)

Nonhousehold Senders

	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
<u>On Mail Days (continued)</u>				
<u>Picked up by Post Office</u>	<u>31.5</u>	<u>31.3</u>	<u>37.4</u>	<u>28.2</u>
Once a Day	97.9	98.5	98.3	86.1
Twice a Day	1.3	1.3	0.3	2.3
Three or More Times a Day	0.8	0.2	1.4	11.6
Not Ascertained	(8.4)	(9.5)	(0.2)	(0.0)
<u>Combinations of Above²</u>				
Taken to Post Office and Dropped in Other Collection Box	5.1	5.1	4.7	6.3
Taken to Post Office and Picked up by Post Office	4.0	3.9	7.3	0.5
Dropped in Collection Box and Picked up by Post Office	3.5	3.3	4.7	4.8

¹Multiple mentions.

²Counted here and in above single categories.

Source--Mail Handler Questionnaire

Based on the questions: On what days of the week does your establishment send mail? On days you send mail, is it usually taken to the post office dock, dropped in a collection box inside or directly outside the post office, dropped in any other collection box, picked up by the post office or your carrier or what? How many times each day?

Section 2: CURRENT USE OF USPS

Table 2.15: Outgoing Mail Procedures
(By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Days Mail Sent</u>								
Monday-Friday	58.3	80.2	25.2	71.0	15.8	57.6	63.6	77.9
Monday-Saturday	29.1	17.5	5.2	24.7	84.2	29.1	22.2	8.1
Monday-Sunday	1.4	*	0.0	*	0.0	1.9	0.0	0.0
No Mail Sent	6.9	2.3	69.6	2.7	0.0	6.9	2.3	14.0
Any Other Combination	4.3	0.0	0.0	1.5	0.0	4.4	12.0	0.0
Not Ascertained	(1.9)	(1.8)	(0.0)	(0.0)	(0.2)	(2.2)	(*)	(2.7)
<u>On Mail Days¹</u>								
<u>Taken to Post Office Dock</u>	<u>7.4</u>	<u>32.2</u>	<u>7.5</u>	<u>9.7</u>	<u>9.5</u>	<u>6.3</u>	<u>6.0</u>	<u>12.7</u>
Once a Day	92.4	80.4	85.6	89.4	97.4	93.1	92.7	99.8
Twice a Day	4.9	14.8	14.0	9.4	1.6	3.8	3.4	0.2
Three or More Times a Day	2.7	4.8	0.4	1.2	1.0	3.1	3.9	0.0
Not Ascertained	(35.3)	(6.6)	(17.9)	(1.6)	(2.0)	(47.4)	(11.4)	(0.1)
<u>Taken to Post Office--Not Dock</u>	<u>32.6</u>	<u>50.8</u>	<u>13.8</u>	<u>40.1</u>	<u>29.9</u>	<u>31.3</u>	<u>48.2</u>	<u>21.9</u>
Once a Day	91.7	100.0	100.0	98.3	39.6	92.4	87.0	99.7
Twice a Day	7.8	0.0	0.0	1.3	60.4	7.2	11.3	0.3
Three or More Times a Day	0.5	0.0	0.0	0.4	0.0	0.4	1.6	0.0
Not Ascertained	(17.4)	(4.8)	(50.3)	(5.3)	(28.3)	(19.0)	(15.5)	(6.6)
<u>Dropped in Collection Box</u>	<u>36.6</u>	<u>38.4</u>	<u>4.3</u>	<u>41.7</u>	<u>67.3</u>	<u>36.1</u>	<u>26.0</u>	<u>33.7</u>
Once a Day	84.8	91.0	99.7	80.4	97.1	83.4	87.5	90.5
Twice a Day	11.3	8.4	0.3	17.5	2.9	11.9	10.2	9.5
Three or More Times a Day	3.9	0.5	0.0	2.0	0.0	4.8	2.3	*
Not Ascertained	(10.9)	(6.4)	(27.4)	(0.6)	(1.9)	(12.8)	(8.9)	(4.7)

Table 2.15 continued

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>On Mail Days (continued)</u>								
<u>Picked up by Post Office</u>	<u>31.5</u>	<u>31.5</u>	<u>7.8</u>	<u>10.8</u>	<u>43.4</u>	<u>32.0</u>	<u>37.4</u>	<u>28.2</u>
Once a Day	97.9	99.8	94.2	91.3	100.0	98.5	98.3	86.1
Twice a Day	1.3	0.1	4.1	3.8	0.0	1.4	0.3	2.3
Three or More Times a Day	0.8	0.1	1.7	4.9	0.0	0.1	1.4	11.6
Not Ascertained	(8.4)	(6.4)	(82.6)	(1.4)	(0.4)	(4.9)	(0.1)	(1.4)
<u>Combinations of Above²</u>								
Taken to Post Office and Dropped in Other Collection Box	5.1	19.8	6.4	1.2	0.3	5.2	4.7	6.3
Taken to Post Office and Picked up by Post Office	4.0	19.0	24.2	2.5	6.0	3.4	7.3	0.5
Dropped in Collection Box and Picked up by Post Office	3.5	11.7	0.1	1.6	26.9	1.9	4.7	4.8

¹Multiple mentions.

²Counted here and in above single categories.

Source--Mail Handler Questionnaire

Based on the questions: On what days of the week does your establishment send mail? On days you send mail, is it usually taken to the post office dock, dropped in a collection box inside or directly outside the post office, dropped in any other collection box, picked up by the post office or your carrier or what? How many times each day?

Section 2: CURRENT USE OF USPS

Table 2.16: Outgoing Mail Procedures
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Days Mail Sent</u>						
Monday-Friday	58.3	70.8	73.7	58.2	43.2	61.1
Monday-Saturday	29.1	22.7	21.6	28.8	40.3	22.9
Monday-Sunday	1.4	2.0	0.0	1.8	1.2	1.9
No Mail Sent	6.9	2.5	3.8	8.1	9.0	6.7
Any Other Combination	4.3	2.0	0.9	3.1	6.3	7.5
Not Ascertained	(1.9)	(7.7)	(0.0)	(0.5)	(1.5)	(2.1)
<u>On Mail Days¹</u>						
<u>Taken to Post Office Dock</u>	<u>7.4</u>	<u>3.6</u>	<u>16.3</u>	<u>7.4</u>	<u>4.4</u>	<u>7.9</u>
Once a Day	92.4	79.3	97.9	95.1	89.9	86.8
Twice a Day	4.9	18.6	2.0	3.5	9.0	2.5
Three or More Times a Day	2.7	2.1	0.1	1.4	1.2	10.7
Not Ascertained	(35.3)	(70.3)	(21.8)	(19.3)	(37.8)	(43.2)
<u>Taken to Post Office--Not Dock</u>	<u>32.6</u>	<u>26.2</u>	<u>35.2</u>	<u>29.1</u>	<u>38.9</u>	<u>32.2</u>
Once a Day	91.7	86.6	98.7	92.6	89.9	91.9
Twice a Day	7.8	13.1	1.3	6.9	10.0	6.6
Three or More Times a Day	0.5	0.4	0.0	0.4	0.1	1.5
Not Ascertained	(17.4)	(28.4)	(35.1)	(5.5)	(17.9)	(14.2)
<u>Dropped in Collection Box</u>	<u>36.6</u>	<u>63.5</u>	<u>58.5</u>	<u>26.8</u>	<u>29.4</u>	<u>31.7</u>
Once a Day	84.8	93.5	92.8	83.8	75.8	78.2
Twice a Day	11.3	6.1	2.0	15.2	13.0	20.8
Three or More Times a Day	3.9	0.4	5.2	0.9	11.3	1.0
Not Ascertained	(10.9)	(17.4)	(10.7)	(7.5)	(11.5)	(6.5)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
<u>On Mail Days (continued)</u>						
<u>Picked up by Post Office</u>	<u>31.5</u>	<u>18.7</u>	<u>21.5</u>	<u>42.3</u>	<u>25.0</u>	<u>36.7</u>
Once a Day	97.9	99.7	98.7	98.0	95.9	98.7
Twice a Day	1.3	0.1	0.4	0.4	3.8	1.3
Three or More Times a Day	0.8	0.3	0.8	1.6	0.3	0.0
Not Ascertained	(8.4)	(42.4)	(16.5)	(0.1)	(9.3)	(5.6)
<u>Combinations of Above²</u>						
Taken to Post Office and Dropped in Other Collection Box	5.1	8.0	19.3	2.8	2.4	0.9
Taken to Post Office and Picked up by Post Office	4.0	3.7	2.2	6.5	2.3	3.3
Dropped in Collection Box and Picked up by Post Office	3.5	1.9	2.2	2.1	2.8	8.5

¹Multiple mentions.

²Counted here and in above single categories.

Source--Mail Handler Questionnaire

Based on the questions: On what days of the week does your establishment send mail? On days you send mail, is it usually taken to the post office dock, dropped in a collection box inside or directly outside the post office, dropped in any other collection box, picked up by the post office or your carrier or what? How many times each day?

Section 2: CURRENT USE OF USPS

Table 2.17: Outgoing Mail Procedures
(By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Days Mail Sent</u>							
Monday-Friday	58.3	32.0	65.1	81.8	89.0	84.2	82.3
Monday-Saturday	29.1	41.5	29.2	15.7	8.9	15.2	9.1
Monday-Sunday	1.4	1.4	2.5	0.0	0.0	0.6	0.1
No Mail Sent	6.9	16.0	0.0	2.5	2.2	0.0	8.6
Any Other Combination	4.3	9.2	3.3	0.0	0.0	0.0	0.0
Not Ascertained	(1.9)	(3.2)	(0.6)	(1.2)	(0.2)	(0.6)	(0.0)
<u>On Mail Days¹</u>							
<u>Taken to Post Office Dock</u>	<u>7.4</u>	<u>3.9</u>	<u>3.9</u>	<u>11.2</u>	<u>32.0</u>	<u>58.2</u>	<u>50.2</u>
Once a Day	92.4	97.1	94.2	96.9	89.8	72.7	34.9
Twice a Day	4.9	2.9	0.0	2.1	9.3	21.0	14.1
Three or More Times a Day	2.7	0.0	5.8	1.0	0.9	6.4	51.0
Not Ascertained	(35.3)	(81.8)	(12.5)	(28.2)	(2.6)	(3.6)	(4.0)
<u>Taken to Post Office--Not Dock</u>	<u>32.6</u>	<u>32.4</u>	<u>34.1</u>	<u>38.4</u>	<u>22.0</u>	<u>8.9</u>	<u>6.3</u>
Once a Day	91.7	95.6	87.9	93.5	94.0	100.0	11.3
Twice a Day	7.8	4.4	11.3	5.9	6.0	0.0	0.0
Three or More Times a Day	0.5	0.0	0.8	0.6	0.0	0.0	88.7
Not Ascertained	(17.4)	(31.4)	(9.8)	(6.6)	(1.9)	(6.3)	(0.0)
<u>Dropped in Collection Box</u>	<u>36.6</u>	<u>24.5</u>	<u>39.9</u>	<u>50.7</u>	<u>50.7</u>	<u>14.7</u>	<u>6.6</u>
Once a Day	84.8	84.6	88.6	80.8	77.3	44.6	17.9
Twice a Day	11.3	4.9	11.0	19.0	8.3	29.5	23.9
Three or More Times a Day	3.9	10.5	0.4	0.2	14.3	25.9	58.1
Not Ascertained	(10.9)	(23.5)	(6.3)	(5.9)	(2.5)	(10.9)	(13.4)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
<u>On Mail Days (continued)</u>							
<u>Picked up by Post Office</u>	<u>31.5</u>	<u>32.9</u>	<u>37.7</u>	<u>19.7</u>	<u>16.9</u>	<u>27.3</u>	<u>53.9</u>
Once a Day	97.9	100.0	97.9	99.4	93.2	50.3	29.7
Twice a Day	1.3	0.0	2.1	0.3	2.0	18.1	66.2
Three or More Times a Day	0.8	0.0	0.0	0.3	4.8	31.6	4.1
Not Ascertained	(8.4)	(10.8)	(3.7)	(16.1)	(1.8)	(2.1)	(0.5)
<u>Combinations of Above²</u>							
Taken to Post Office and Dropped in Other Collection Box	5.1	4.8	3.0	7.5	13.9	8.7	4.7
Taken to Post Office and Picked up by Post Office	4.0	4.0	3.7	5.7	2.1	6.5	20.6
Dropped in Collection Box and Picked up by Post Office	3.5	1.2	5.5	2.2	4.8	1.0	0.6

¹Multiple mentions.

²Counted here and in above single categories.

Source--Mail Handler Questionnaire

Based on the questions: On what days of the week does your establishment send mail? On days you send mail, is it usually taken to the post office dock, dropped in a collection box inside or directly outside the post office, dropped in any other collection box, picked up by the post office or your carrier or what? How many times each day?

Section 2: CURRENT USE OF USPS

Table 2.18: Presorting
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	909	138	86
	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Ever Send 500 Pieces of First Class Mail at One Time¹</u>	<u>8.7</u>	<u>7.5</u>	<u>16.1</u>	<u>19.1</u>
Have Not Done Analysis of Presort Cost and Savings	78.4	87.3	76.8	25.9
Have Done Analysis of Presort Costs and Savings	21.6	12.7	23.2	74.1
Not Ascertained	(6.7)	(7.4)	(8.3)	(0.2)
Presort Any First Class	20.8	10.9	32.1	72.4
Do Not Presort Any First Class	<u>79.2</u>	<u>89.1</u>	<u>67.9</u>	<u>27.6</u>
<u>If Establishment Ever Presorted</u>	<u>19.0</u>	<u>20.2</u>	<u>12.5</u>	<u>9.8</u>
<u>Reasons Why Not Now²</u>				
Not Cost Efficient	10.0	10.7	6.0	2.4
No Time or Personnel	17.5	16.0	12.5	95.7
All Other Reasons	77.0	78.4	81.6	2.0
<u>If Establishment Never Presorted</u>	<u>81.0</u>	<u>79.8</u>	<u>87.5</u>	<u>90.2</u>
<u>Reasons Why Not²</u>				
Not Set Up for Presorting	43.5	44.7	21.5	72.6
No Time or Personnel	41.8	42.9	53.1	0.3
Not Cost Efficient	15.2	15.4	9.5	24.2
All Other Reasons	12.1	11.5	19.9	3.3
<u>Percent of Establishments That Use Computerized Lists of 500 or More for Mailing Any Class³</u>	<u>4.8</u>	<u>3.9</u>	<u>13.0</u>	<u>8.6</u>

¹From Mail Handler Questionnaire. Based on the questions: Does your establishment ever send 500 identical pieces of first class mail at one time? Has your establishment ever done an analysis of the potential costs and savings to you of presorting First Class mail? Do you currently presort any of your First Class mail according to postal specifications for 500 or more identical pieces of mail? Why don't you now? Have you ever presorted First Class mail? Why not?

²Multiple mentions.

³From Executive Questionnaire. Based on the question: . . . this question concerns mailing lists comprised of 500 or more entries or addresses that are kept on computer tapes or otherwise stored by computer. Did your establishment prepare any mailings last year using such a list?

Section 2: CURRENT USE OF USPS

 Table 2.19: Presorting
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non-Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments That Ever Send 500 Pieces of First Class Mail at One Time¹</u>	<u>8.7</u>	<u>43.6</u>	<u>8.7</u>	<u>13.7</u>	<u>10.5</u>	<u>6.0</u>	<u>16.1</u>	<u>19.1</u>
Have Not Done Analysis of Presort Cost and Savings	78.4	94.2	65.1	51.4	90.5	90.3	76.8	25.9
Have Done Analysis of Presort Costs and Savings	21.6	5.8	34.9	48.6	9.5	9.7	23.2	74.1
Not Ascertained	(6.7)	(42.2)	(0.4)	(15.5)	(0.0)	(0.3)	(8.3)	(0.2)
Presort Any First Class	20.8	1.6	25.6	33.1	0.8	11.0	32.1	72.4
Do Not Presort Any First Class	<u>79.2</u>	<u>98.4</u>	<u>74.4</u>	<u>66.9</u>	<u>99.2</u>	<u>89.0</u>	<u>67.9</u>	<u>27.6</u>
<u>If Establishment Ever Presorted</u>	<u>19.0</u>	<u>0.5</u>	<u>0.0</u>	<u>53.7</u>	<u>0.0</u>	<u>23.8</u>	<u>12.5</u>	<u>9.8</u>
<u>Reasons Why Not Now</u>								
Not Cost Efficient	10.0	25.3		30.2		6.8	6.0	2.4
No Time or Personnel	17.5	16.9		56.4		8.2	12.5	95.7
All Other Reasons	77.0	57.8		43.6		85.3	81.6	2.0
<u>If Establishment Never Presorted</u>	<u>81.0</u>	<u>99.5</u>	<u>100.0</u>	<u>46.3</u>	<u>100.0</u>	<u>76.2</u>	<u>87.5</u>	<u>90.2</u>
<u>Reasons Why Not</u>								
Not Set Up for Presorting	43.5	47.8	70.0	48.1	0.2	52.0	21.5	72.6
No Time or Personnel	41.8	46.8	18.7	32.2	95.7	31.3	53.1	0.3
Not Cost Efficient	15.2	45.6	23.7	18.0	10.8	3.1	9.5	24.2
All Other Reasons	12.1	4.4	1.7	12.8	2.1	16.6	19.9	3.3
<u>Percent of Establishments That Use Computerized Lists of 500 or More for Mailing Any Class²</u>	<u>4.8</u>	<u>44.9</u>	<u>4.3</u>	<u>7.4</u>	<u>0.8</u>	<u>2.8</u>	<u>13.0</u>	<u>8.6</u>

¹From Mail Handler Questionnaire. Based on the questions: Does your establishment ever send 500 identical pieces of first class mail at one time? Has your establishment ever done an analysis of the potential costs and savings to you of presorting First Class mail? Do you currently presort any of your First Class mail according to postal specifications for 500 or more identical pieces of mail? Why don't you now? Have you ever presorted First Class mail? Why not?

²From Executive Questionnaire. Based on the question: . . . this question concerns mailing lists comprised of 500 or more entries or addresses that are kept on computer tapes or otherwise stored by computer. Did your establishment prepare any mailings last year using such a list?

Section 2: CURRENT USE OF USPS

 Table 2.20: Presorting
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Ever Send 500 Pieces of First Class Mail at One Time¹</u>	<u>8.7</u>	<u>6.1</u>	<u>7.3</u>	<u>9.4</u>	<u>8.6</u>	<u>10.1</u>
Have Not Done Analysis of Presort Cost and Savings	78.4	86.7	96.2	80.5	66.7	77.7
Have Done Analysis of Presort Costs and Savings	21.6	13.3	3.8	19.5	33.3	22.3
Not Ascertained ²	(6.7)	(*)	(11.1)	(12.7)	(4.3)	(0.3)
Presort Any First Class	20.8	14.2	4.9	16.5	27.4	29.6
Do Not Presort Any First Class	<u>79.2</u>	<u>85.8</u>	<u>95.1</u>	<u>83.5</u>	<u>72.6</u>	<u>70.4</u>
<u>If Establishment Ever Presorted</u>	<u>19.0</u>	<u>12.6</u>	<u>11.0</u>	<u>7.2</u>	<u>58.7</u>	<u>4.9</u>
<u>Reasons Why Not Now</u>						
Not Cost Efficient	10.0	60.3	8.9	2.4	7.9	0.4
No Time or Personnel	17.5	22.3	18.2	19.4	9.9	96.9
All Other Reasons	77.0	17.4	73.4	68.2	87.9	2.7
<u>If Establishment Never Presorted</u>	<u>81.0</u>	<u>87.4</u>	<u>89.0</u>	<u>92.8</u>	<u>41.3</u>	<u>95.1</u>
<u>Reasons Why Not</u>						
Not Set Up for Presorting	43.5	61.4	9.9	53.9	36.2	46.8
No Time or Personnel	41.8	27.0	69.4	39.3	10.4	49.4
Not Cost Efficient	15.2	6.4	2.0	28.3	12.1	3.5
All Other Reasons	12.1	25.9	18.7	3.5	43.8	1.0
<u>Percent of Establishments That Use Computerized Lists of 500 or More for Mailing Any Class²</u>	<u>4.8</u>	<u>1.4</u>	<u>2.8</u>	<u>5.3</u>	<u>8.4</u>	<u>2.4</u>

¹From Mail Handler Questionnaire. Based on the questions: Does your establishment ever send 500 identical pieces of first class mail at one time? Has your establishment ever done an analysis of the potential costs and savings to you of presorting First Class mail? Do you currently presort any of your First Class mail according to postal specifications for 500 or more identical pieces of mail? Why don't you now? Have you ever presorted First Class mail? Why not?

²From Executive Questionnaire. Based on the question: . . . this question concerns mailing lists comprised of 500 or more entries or addresses that are kept on computer tapes or otherwise stored by computer. Did your establishment prepare any mailings last year using such a list?

Section 2: CURRENT USE OF USPS

Table 2.21: Presorting
(By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Ever Send 500 Pieces of First Class Mail at One Time¹</u>	<u>8.7</u>	<u>0.2</u>	<u>3.3</u>	<u>20.9</u>	<u>48.0</u>	<u>71.5</u>	<u>66.6</u>
Have Not Done Analysis of Presort Cost and Savings	78.4	100.0	81.3	90.0	68.4	36.7	15.9
Have Done Analysis of Presort Costs and Savings	21.6	0.0	18.7	10.0	31.6	63.3	84.1
Not Ascertained	(6.7)	(0.0)	(0.0)	(4.7)	(6.2)	(0.2)	(0.1)
Presort Any First Class	20.8	0.0	20.5	18.6	21.6	30.9	66.5
Do Not Presort Any First Class	<u>79.2</u>	<u>100.0</u>	<u>79.5</u>	<u>81.4</u>	<u>78.4</u>	<u>69.1</u>	<u>33.5</u>
<u>If Establishment Ever Presorted</u>	<u>19.0</u>	<u>0.0</u>	<u>4.2</u>	<u>30.6</u>	<u>13.0</u>	<u>16.3</u>	<u>36.4</u>
<u>Reasons Why Not Now</u>							
Not Cost Efficient	10.0		0.0	0.0	46.2	20.6	19.2
No Time or Personnel	17.5		0.0	8.2	52.7	40.7	7.5
All Other Reasons	77.0		100.0	91.8	23.0	41.0	80.8
<u>If Establishment Never Presorted</u>	<u>81.0</u>	<u>100.0</u>	<u>95.8</u>	<u>69.4</u>	<u>87.0</u>	<u>83.7</u>	<u>63.6</u>
<u>Reasons Why Not</u>							
Not Set Up for Presorting	43.5	0.0	87.3	37.3	33.8	38.2	40.9
No Time or Personnel	41.8	0.0	0.0	47.3	53.9	41.2	18.1
Not Cost Efficient	15.2	0.0	7.5	4.4	23.9	71.4	14.6
All Other Reasons	12.1	100.0	5.2	13.4	11.6	9.2	6.9
<u>Percent of Establishments That Use Computerized Lists of 500 or More for Mailing Any Class²</u>	<u>4.8</u>	<u>0.0</u>	<u>3.2</u>	<u>9.4</u>	<u>25.0</u>	<u>33.8</u>	<u>87.4</u>

¹ From Mail Handler Questionnaire. Based on the questions: Does your establishment ever send 500 identical pieces of first class mail at one time? Has your establishment ever done an analysis of the potential costs and savings to you of presorting First Class mail? Do you currently presort any of your First Class mail according to postal specifications for 500 or more identical pieces of mail? Why don't you now? Have you ever presorted First Class mail? Why not?

² From Executive Questionnaire. Based on the question: . . . this question concerns mailing lists comprised of 500 or more entries or addresses that are kept on computer tapes or otherwise stored by computer. Did your establishment prepare any mailings last year using such a list?

Section 2: CURRENT USE OF USPSTable 2.22: Percent of Nonhouseholds That Use Different Indicia
(By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,907	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Type of Postage Used</u> ¹				
Meter	16.7	16.3	17.3	34.8
Permit Imprint	3.8	1.6	25.7	12.9
Pre-Stamped Envelopes	5.9	5.5	5.3	12.7
Franked (signature)	*	*	0.0	0.1
Penalty (official business)	1.9	0.7	0.4	25.0
Pre-Stamped Postal Cards	9.7	9.3	11.9	14.0
Pre-Cancelled Stamps	0.9	0.8	2.7	0.0

¹Will not add to 100% because multiple mentions were permitted and stamp use was not asked on the first version of the questionnaire. Data about stamp usage will be presented in the Final Report.

Based on the questions: Does your establishment have any postage meters...?; Does this establishment ever send any mail with a permit imprint...?; Does your establishment purchase and use prestamped envelopes...?; Other than return envelopes, do you send official U.S. Government mail using a frank...or using penalty privileges?; Which is used, a signature or penalty privileges?; Does your establishment purchase and use prestamped postal cards? Does your establishment purchase and use any precancelled stamps...for business mail?

Section 2: CURRENT USE OF USPS
 Table 2.23: Percent of Nonhouseholds That Use Different Indicia
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Type of Postage Used</u> ¹								
Meter	16.7	51.0	18.0	26.5	15.8	16.0	17.3	34.8
Permit Imprint	3.8	12.7	9.2	1.3	1.8	1.2	25.7	12.9
Pre-Stamped Envelopes	5.9	1.6	6.2	6.7	8.1	5.4	5.3	12.7
Franked (signature)	*	*	0.0	*	0.0	*	0.0	0.1
Penalty (official business)	1.9	1.1	0.0	0.6	0.0	0.7	0.4	25.0
Pre-Stamped Postal Cards	9.7	46.5	2.8	5.3	22.9	7.9	11.9	14.0
Pre-Cancelled Stamps	0.9	0.9	0.0	*	*	0.9	2.7	0.0

¹Will not add to 100% because multiple mentions were permitted and stamp use was not asked on the first version of the questionnaire. Data about stamp usage will be presented in the Final Report.

Based on the questions: Does your establishment have any postage meters...?; Does this establishment ever send any mail with a permit imprint...?; Does your establishment purchase and use prestamped envelopes...?; Other than return envelopes, do you send official U.S. Government mail using a frank...or using penalty privileges?; Which is used, a signature or penalty privileges?; Does your establishment purchase and use prestamped postal cards? Does your establishment purchase and use any precancelled stamps...for business mail?

Section 2: CURRENT USE OF USPS

Table 2.24: Percent of Nonhouseholds That Use Different Indicia
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,995	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Type of Postage Used</u> ¹						
Meter	16.7	27.0	16.3	15.7	12.3	21.2
Permit Imprint	3.8	1.3	6.4	2.1	5.5	4.4
Pre-Stamped Envelopes	5.9	2.4	5.7	4.0	8.4	7.9
Franked (signature)	*	0.0	0.0	0.0	0.1	*
Penalty (official business)	1.9	2.6	5.7	0.6	2.2	0.9
Pre-Stamped Postal Cards	9.7	5.4	12.3	10.2	10.3	9.0
Pre-Cancelled Stamps	0.9	6.2	0.1	0.1	0.1	0.9

¹Will not add to 100% because multiple mentions were permitted and stamp use was not asked on the first version of the questionnaire. Data about stamp usage will be presented in the Final Report

Based on the questions: Does your establishment have any postage meters...?; Does this establishment ever send any mail with a permit imprint...?; Does your establishment purchase and use prestamped envelopes...?; Other than return envelopes, do you send official U.S. Government mail using a frank...or using penalty privileges?; Which is used, a signature or penalty privileges?; Does your establishment purchase and use prestamped postal cards? Does your establishment purchase and use any precancelled stamps...for business mail?

Section 2: CURRENT USE OF USPS

Table 2.25: Percent of Nonhouseholds That Use Different Indicia
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Type of Postage Used</u> ¹							
Meter	16.7	0.6	6.0	48.5	83.0	98.9	91.4
Permit Imprint	3.8	0.0	1.9	9.8	17.2	35.1	48.0
Pre-Stamped Envelopes	5.9	8.6	2.5	9.7	5.2	13.6	5.8
Franked (signature)	*	0.0	0.0	0.0	0.0	0.5	0.3
Penalty (official business)	1.9	0.2	1.3	0.5	10.0	6.3	24.8
Pre-Stamped Postal Cards	9.7	5.1	13.4	6.7	19.3	23.1	20.2
Pre-Cancelled Stamps	0.9	0.0	0.4	9.2	0.7	0.6	4.4

¹Will not add to 100% because multiple mentions were permitted and stamp use was not asked on the first version of the questionnaire. Data about stamp usage will be presented in the Final Report.

Based on the questions: Does your establishment have any postage meters...?; Does this establishment ever send any mail with a permit imprint...?; Does your establishment purchase and use prestamped envelopes...?; Other than return envelopes, do you send official U.S. Government mail using a frank...or using penalty privileges?; Which is used, a signature or penalty privileges?; Does your establishment purchase and use prestamped postal cards? Does your establishment purchase and use any precancelled stamps...for business mail?

Section 2: CURRENT USE OF USPS

 Table 2.26: Use of Mailgrams
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Ever Use Mailgrams</u>	<u>6.2</u>	<u>6.2</u>	<u>7.8</u>	<u>4.0</u>
Type of Messages Sent ¹				
Bills	17.0	19.0	a	a
Orders	12.9	12.8	a	a
Other Payment Items	10.3	9.9	a	a
Notices	14.2	15.0	a	a
Other Correspondence	55.4	52.8	a	a
Anything Else	10.9	11.9	a	a
<u>Percent of Establishments That Do Not Use Mailgrams</u>	<u>93.8</u>	<u>93.8</u>	<u>92.2</u>	<u>96.0</u>
Familiar With Service	64.6	64.3	66.7	67.9
Not Familiar With Service	35.4	35.7	33.3	32.1
Not Ascertained	(4.5)	(4.4)	(1.2)	(10.3)

¹ May not add to 100% because of multiple mentions.

^a Sample base too small.

Based on the questions: Does your establishment ever use Mailgrams? If yes: About how many mailgrams were sent by this establishment in the last year? For what kinds of messages? If no or don't know: Are you familiar with Mailgram service?

Section 2: CURRENT USE OF USPS

Table 2.27: Use of Mailgrams
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments That Ever Use Mailgrams</u>	<u>5.2</u>	<u>22.3</u>	<u>4.4</u>	<u>10.0</u>	<u>0.7</u>	<u>5.8</u>	<u>7.8</u>	<u>4.0</u>
Type of Messages Sent ¹								
Bills	17.0	14.6	a	a	a	20.1	a	a
Orders	12.9	0.1	a	a	a	16.0	a	a
Other Payment Items	10.3	*	a	a	a	8.3	a	a
Notices	14.2	82.2	a	a	a	6.3	a	a
Other Correspondence	55.4	3.8	a	a	a	62.0	a	a
Anything Else	10.9	0.3	a	a	a	11.7	a	a
<u>Percent of Establishments That Do Not Use Mailgrams</u>	<u>93.8</u>	<u>77.7</u>	<u>95.6</u>	<u>90.0</u>	<u>99.3</u>	<u>94.2</u>	<u>92.2</u>	<u>96.0</u>
Familiar With Service	64.6	89.3	58.7	94.4	64.5	62.2	66.7	67.9
Not Familiar With Service	35.4	10.7	41.3	5.6	35.5	37.8	33.3	32.1
Not Ascertained	(4.5)	(1.2)	(2.8)	(7.2)	(0.4)	(4.6)	(1.2)	(10.3)

¹ May not add to 100% because of multiple mentions.

^a Sample Base too small

Based on the questions: Does your establishment ever use Mailgrams? If yes: About how many mailgrams were sent by this establishment in the last year? For what kinds of messages? If no or don't know: Are you familiar with Mailgram service?

Section 2: CURRENT USE OF USPS

Table 2.28: Use of Mailgrams
(By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
<u>Percent of Establishments That Ever Use Mailgrams</u>	[%] <u>6.2</u>	[%] <u>6.0</u>	[%] <u>6.1</u>	[%] <u>6.3</u>	[%] <u>7.9</u>	[%] <u>3.7</u>
Type of Messages Sent ¹						
Bills	17.0	a	a	a	5.7	a
Orders	12.9	a	a	a	27.0	a
Other Payment Items	10.3	a	a	a	19.8	a
Notices	14.2	a	a	a	5.1	a
Other Correspondence	55.4	a	a	a	44.3	a
Anything Else	10.9	a	a	a	2.4	a
<u>Percent of Establishments That Do Not Use Mailgrams</u>	<u>93.8</u>	<u>94.0</u>	<u>93.9</u>	<u>93.7</u>	<u>92.1</u>	<u>96.3</u>
Familiar With Service	64.6	75.9	45.4	68.4	58.4	72.1
Not Familiar With Service	35.4	24.1	54.6	31.6	41.6	27.9
Not ascertained	(4.5)	(2.0)	(5.6)	(5.3)	(2.9)	(6.2)

¹ May not add to 100% because of multiple mentions.

^a Sample base too small.

Based on the questions: Does your establishment ever use Mailgrams? If yes: About how many mailgrams were sent by this establishment in the last year? For what kinds of messages? If no or don't know: Are you familiar with Mailgram service?

Section 2: CURRENT USE OF USPS

Table 2.29: Use of Mailgrams
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	51,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Ever Use Mailgrams</u>	<u>6.2</u>	<u>0.4</u>	<u>7.8</u>	<u>10.4</u>	<u>15.6</u>	<u>24.9</u>	<u>17.7</u>
Type of Messages Sent ¹							
Bills	17.0	a	a	a	6.5	12.7	a
Orders	12.9	a	a	a	3.6	1.6	a
Other Payment Items	10.3	a	a	a	7.4	10.5	a
Notices	14.2	a	a	a	44.8	24.3	a
Other Correspondence	55.4	a	a	a	40.7	69.2	a
Anything Else	10.9	a	a	a	6.6	3.5	a
<u>Percent of Establishments That Do Not Use Mailgrams</u>	<u>93.8</u>	<u>99.6</u>	<u>92.2</u>	<u>89.6</u>	<u>84.4</u>	<u>75.1</u>	<u>82.3</u>
Familiar With Service	64.6	46.5	74.6	74.3	79.9	90.9	89.0
Not Familiar With Service	35.4	53.5	25.4	25.7	20.1	9.1	11.0
Not Ascertained	(4.5)	(7.1)	(1.6)	(4.9)	(0.5)	(19.0)	(2.7)

¹May not add to 100% because of multiple mentions.

^aSample base too small.

Based on the questions: Does your establishment ever use Mailgrams? If yes: About how many mailgrams were sent by this establishment in the last year? For what kinds of messages? If no or don't know: Are you familiar with Mailgram service?

^aSample base too small.

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.1: Ratings of the Postal Service

	<u>% of Respondents</u>
<u>Ratings of Postal Service Now¹</u>	
Very Good	21.7
Good	43.5
Fair	26.2
Poor	5.8
Very Poor	2.8
Number of Respondents	1826
Number Not Ascertained	44
<u>Ratings Compared to Year Ago¹</u>	
Better	7.7
Same	73.2
Some Things Better, Some Worse	1.8
Worse	17.2
Number of Respondents	1755
Number Not Ascertained	115

¹Question addressed to both executives and mail handlers.

Based on the questions: As far as you are concerned, how good a job do you think the Postal Service is doing for your establishment? Do you think it is doing a very good job, a good job, a fair job, a poor job, or a very poor job? Do you think the Postal Service is doing a better job for your establishment than it was doing a year ago, worse than a year ago, or what?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.2: How Good a Job the Postal Service is Doing Now Compared to a Year Ago

	<u>Rating Compared to a Year Ago</u>					<u>Number of Respondents</u>	<u>Not Ascertained</u>
	<u>Total</u>	<u>Better</u>	<u>Same</u>	<u>Some Things Better/ Some Things Worse</u>	<u>Worse</u>		
<u>Rating of Postal Service Now</u> ¹							
Very Good	100%	11.5	87.7	0.7	0.1	263	13
Good	100%	7.6	84.8	2.3	5.3	784	51
Fair	100%	5.5	60.3	2.4	31.8	547	21
Poor	100%	5.3	17.7	1.4	75.6	102	2
Very Poor	100%	6.3	17.6	0.1	76.0	43	0

¹Question addressed to both executives and mail handlers.

Based on the questions: As far as you are concerned, how good a job do you think the Postal Service is doing for your establishment? Do you think it is doing a very good job, a good job, a fair job, a poor job, or a very poor job? Do you think the Postal Service is doing a better job for your establishment than it was doing a year ago, worse than a year ago, or what?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.3: Classes or Services USPS Handles Well
 (Percent of Executives and Mail Handlers Who Mentioned Each)

	<u>Executives Who Are Not Mail Handlers</u>	<u>Mail Handlers Who Are Not Executives</u>	<u>Executives Who Are Mail Handlers</u>
Weighted Sample	1,331,032	1,331,032	2,904,746
Unweighted Sample	672	672	526
	[%]	[%]	[%]
<u>Classes of Mail</u>	61.6	65.1	55.8
First	57.8	62.2	50.0
Third	4.5	2.2	5.8
Parcel Post or Zone Rates	0.4	2.3	1.4
<u>Special Services</u>	7.3	8.3	5.0
Certified Mail	3.4	4.0	1.0
Express Mail	1.9	1.9	1.0
Registered	2.0	3.2	2.5
Special Delivery	1.8	2.0	0.7
<u>Other</u>	18.7	14.1	20.2
Delivery of Mail	1.2	0.3	5.1
Everything Handled Well	16.7	13.7	17.0
<u>Nothing Handled Well</u>	10.7	9.2	4.6

Based on the question: As far as your establishment is concerned, what classes of mail or postal services, do you feel the post office handles well?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.4: Classes or Services USPS Handles Poorly
 (Percent of Executives and Mail Handlers Who Mentioned Each)

	<u>Executives Who Are Not Mail Handlers</u>	<u>Mail Handlers Who Are Not Executives</u>	<u>Executives Who Are Mail Handlers</u>
Weighted Sample	1,331,032	1,331,032	2,904,746
Unweighted Sample	672	672	526
	[%]	[%]	[%]
<u>Classes of Mail:</u>	<u>33.0</u>	31.9	28.8
First	10.7	10.0	10.7
Second	6.0	2.9	2.1
Third	12.0	12.3	4.7
Parcel Post or Zone Rates	9.9	8.8	15.3
<u>Special Services</u>	4.2	3.1	4.2
Certified Mail	0.4	0.5	2.4
Registered	0.5	0.1	1.6
Special Delivery	2.3	1.7	1.1
<u>Other</u>	<u>24.0</u>	18.2	16.4
Delivery of Mail	12.7	10.4	12.1
Everything Handled Poorly	8.6	5.1	3.4
<u>Nothing Handled Poorly</u>	<u>33.7</u>	37.0	37.5

Based on the question: What classes of mail or postal services do you feel the post office handles poorly?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.5: Executives' Preferences for Reduced Services as Opposed to Rate Increases
(By Specified Type of Nonhousehold Sender)

<u>Specified Type of Nonhousehold Sender</u>	<u>Total</u>	<u>Reduce Services, Hold Down Rates</u>	<u>Maintain Services, Increase Rates</u>	<u>Neither One</u>	<u>Number of Respondents</u>	<u>Number Not Ascertained</u>
Total Nonhouseholds	100%	42.4	53.8	3.8	1071	142
Mail Oriented Industries	100%	64.4	31.2	4.4	113	17
Utilities	100%	42.9	57.0	0.1	50	5
Financial Institutions	100%	45.9	49.9	4.2	153	17
Department Stores	100%	54.2	44.3	1.5	54	6
All Other Businesses	100%	41.0	55.7	3.3	502	72
Non-Profit	100%	34.7	57.2	8.1	127	11
Government	100%	51.6	42.1	6.3	72	14

Based on the question: Rates have recently increased because of rising costs faced by the Postal Service. With continuing inflation over the years, the Postal Service may have to increase rates again or reduce services to hold future increases down. Generally speaking, which of these two alternatives would you consider the least objectionable--reducing services and holding down rates or maintaining services and increasing rates accordingly?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.6: Executives' Preferences for Reduced Services as Opposed to Rate Increases
(By Postal Region)

<u>Postal Region</u>	<u>Total</u>	<u>Reduce Services, Hold Down Rates</u>	<u>Maintain Services, Increase Rates</u>	<u>Neither One</u>	<u>Number of Respondents</u>	<u>Number Not Ascertained</u>
Northeastern	100%	44.5	55.1	0.4	154	14
Eastern	100%	37.5	59.4	3.1	123	11
Southern	100%	41.7	52.7	5.6	302	43
Central	100%	45.3	50.2	4.5	318	43
Western	100%	40.7	56.2	3.1	174	31

Based on the question: Rates have recently increased because of rising costs faced by the Postal Service. With continuing inflation over the years, the Postal Service may have to increase rates again or reduce services to hold future increases down. Generally speaking, which of these two alternatives would you consider the least objectionable--reducing services and holding down rates or maintaining services and increasing rates accordingly?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.7: Executives' Preferences for Reduced Services as Opposed to Rate Increases
 (By Postage Expenditure Last Year)

	<u>Total</u>	<u>Reduce Services, Hold Down Rates</u>	<u>Maintain Services, Increase Rates</u>	<u>Neither One</u>	<u>Number of Respondents</u>	<u>Number Not Ascertained</u>
<u>By Postage Expenditure Last Year</u>						
Less Than \$100	100%	55.4	41.8	2.8	112	18
\$100-\$1,000	100%	38.7	58.1	3.2	178	24
\$1,000-\$5,000	100%	26.6	69.3	4.1	201	24
\$5,000-\$50,000	100%	37.5	49.3	13.2	265	25
\$50,000-\$500,000	100%	50.4	39.4	10.2	171	18
Over \$500,000	100%	21.8	73.1	5.1	112	15

Based on the question: Rates have recently increased because of rising costs faced by the Postal Service. With continuing inflation over the years, the Postal Service may have to increase rates again or reduce services to hold future increases down. Generally speaking, which of these two alternatives would you consider the least objectionable--reducing services and holding down rates or maintaining services and increasing rates accordingly?

Section 3: ESTABLISHMENT PERCEPTIONS OF USPS

Table 3.8: Acceptability of Possible Cuts in Postal Service
 (By Type of Possible Cut)

	<u>Total</u>	<u>Very Acceptable</u>	<u>Somewhat Acceptable</u>	<u>Not Very Acceptable</u>	<u>Not at All Acceptable</u>	<u>Number of Respondents</u>	<u>Number Not Ascertained</u>
<u>Executives Who Are Not Mail Handlers</u>							
<u>Possible Cuts</u>							
No Mail Delivery to Business Addresses on Saturday	100%	54.0	24.1	8.8	13.1	496	30
Mail Delivery to Business Addresses on Monday, Wednesday and Friday Only	100%	20.9	12.2	19.2	47.7	503	23
No Mail Delivery to Households on Saturday	100%	56.3	18.3	12.0	13.5	485	41
Mail Delivery to Households on Monday, Wednesday, and Friday Only	100%	27.5	21.2	12.2	39.1	488	38
Closing Small Post Offices that Don't Do Much Business	100%	35.6	13.3	17.8	33.3	445	81
<u>Executives Who Are Mail Handlers</u>							
<u>Possible Cuts</u>							
No Mail Delivery to Business Addresses on Saturday	100%	61.8	19.7	6.4	12.1	652	20
Mail Delivery to Business Addresses on Monday, Wednesday and Friday Only	100%	8.0	14.7	19.4	57.9	656	16
No Mail Delivery to Households on Saturday	100%	56.1	21.3	8.0	14.6	639	33
Mail Delivery to Households on Monday, Wednesday, and Friday Only	100%	27.7	15.9	15.8	40.5	644	28
Closing Small Post Offices that Don't Do Much Business	100%	51.2	25.7	4.1	19.0	588	84

Based on the question: Please answer the next question from the point of view of your establishment. How acceptable would each of the following changes be? First, how about no mail delivery to business addresses on Saturday? Would this be very acceptable, somewhat acceptable, not very acceptable, or not at all acceptable as far as your establishment is concerned? a. NO MAIL DELIVERY TO BUSINESS ADDRESSES ON SATURDAY. b. Mail delivery to business addresses on Monday, Wednesday, and Friday only? c. No Mail delivery to households on Saturday? d. Mail delivery to households on Monday, Wednesday, and Friday only? e. Closing small post offices which don't do much business?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.1: Nonhousehold Needs for Time Related Delivery Service
 (By Type of Nonhousehold Sender) 1

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
<u>What Percent of Nonhouseholds Mention</u>				
<u>a Need For . . . ?</u>				
One Day Delivery Service	20.9	21.2	9.7	31.9
Two Day Delivery Service	16.0	15.3	23.1	19.1
Three Day Delivery Service	10.7	10.4	9.2	17.7
Four or More Days Delivery Service	5.0	4.3	8.3	14.4
No Specific Time Requirement Mentioned	53.8	55.1	59.3	23.7
Not Ascertained	(0.7)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention</u>				
<u>a Time Requirement Connected With . . . ?</u>				
Legal Requirements	11.1	9.6	7.9	41.2
Contractual Requirements	7.4	7.7	9.1	0.8
Time Dated Materials	14.7	13.4	23.6	25.0
Cash Flow	8.3	9.2	1.0	3.2
Accepted Practice in Their Business	9.8	9.6	4.3	21.2
Preference	7.3	7.2	8.1	7.5
No Specific Time Requirement Mentioned	53.8	55.1	59.3	23.7
Not Ascertained	(0.7)	(0.5)	(0.1)	(4.2)

Nonhousehold Senders

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>What Percent of Nonhouseholds Mention a Time Requirement Connected with Mail Being Sent . . . ?</u>				
To Households	12.1	9.8	20.9	41.3
Intra-Organization	13.6	12.4	12.5	36.3
To Other Nonhouseholds	33.9	33.7	30.0	43.6
No Specific Time Requirement Mentioned	53.8	55.1	59.3	23.7
Not Ascertained	(0.7)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention The Use of USPS Carrier to Handle a Time Requirement?</u>				
Use USPS	40.5	39.0	37.9	71.0
Use Non USPS Carrier	7.4	7.1	5.6	14.9
No Specific Time Requirement Mentioned	53.8	55.1	59.3	23.7
Not Ascertained	(0.7)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention Time Requirements for Mail Containing . . . ?</u>				
Bills, Orders, Payments, Receipts	22.1	23.9	9.9	8.0
Legal/Financial Instruments	13.4	12.9	7.7	30.2
Correspondence	9.2	8.3	13.2	18.0
Communications	11.5	9.7	16.3	37.4
Advertising & Merchandise	8.4	8.3	9.6	8.8
Any Other Content	1.2	0.8	2.5	7.0
No Specific Time Requirement Mentioned	53.8	55.1	59.3	23.7
Not Ascertained	(0.7)	(0.5)	(0.1)	(4.2)

¹Totals add to more than 100% in each category due to multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.2: Nonhousehold Needs for Time Related Delivery Service
 (By Specified Type of Nonhousehold Sender)¹

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>What Percent of Nonhouseholds Mention</u>								
<u>a Need For . . . ?</u>								
One Day Delivery Service	20.9	26.7	51.6	30.1	13.5	20.6	9.7	31.9
Two Day Delivery Service	16.0	59.5	6.9	11.1	14.2	14.5	23.1	19.1
Three Day Delivery Service	10.7	25.8	6.5	7.7	10.4	10.1	9.2	17.7
Four or More Days Delivery Service	5.0	1.9	2.7	4.4	0.1	4.5	8.3	14.4
No Specific Time Requirement Mentioned	53.8	22.3	35.1	47.6	55.4	56.6	59.3	23.7
Not Ascertained	(0.7)	(0.0)	(2.6)	(0.1)	(0.0)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention</u>								
<u>a Time Requirement Connected With . . . ?</u>								
Legal Requirements	11.1	3.6	13.6	15.6	14.7	9.2	7.9	41.2
Contractual Requirements	7.4	3.4	9.0	19.6	1.7	7.4	9.1	0.8
Time Dated Materials	14.7	72.3	40.0	11.5	12.8	11.7	23.6	25.0
Cash Flow	8.3	1.6	9.8	9.6	13.5	9.2	1.0	3.2
Accepted Practice in Their Business	9.8	1.1	3.5	8.8	4.1	10.2	4.3	21.2
Preference	7.3	17.7	3.4	7.1	3.9	7.2	8.1	7.5
No Specific Time Requirement Mentioned	53.8	22.3	35.1	47.6	55.4	56.6	59.3	23.7
Not Ascertained	(0.7)	(0.0)	(2.6)	(0.1)	(0.0)	(0.5)	(0.1)	(4.2)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>What Percent of Nonhouseholds Mention a Time Requirement Connected with Mail Being Sent . . . ?</u>								
To Households	12.1	24.9	7.0	17.3	0.7	9.5	20.9	41.3
Intra-Organization	13.6	10.4	52.1	17.9	6.9	13.2	12.5	36.3
To Other Nonhouseholds	33.9	67.0	19.2	35.1	38.2	37.0	30.0	43.6
No Specific Time Requirement Mentioned	53.8	22.3	35.1	47.6	55.4	56.6	59.3	23.7
Not Ascertained	(0.7)	(0.0)	(2.6)	(0.1)	(0.0)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention The Use of USPS Carrier to Handle a Time Requirement?</u>								
Use USPS	40.5	53.8	25.1	50.5	43.9	37.8	37.9	71.0
Use Non USPS Carrier	7.4	23.0	42.7	2.3	3.2	6.8	5.6	14.9
No Specific Time Requirement Mentioned	53.8	22.3	35.1	47.6	55.4	56.6	59.3	23.7
Not Ascertained	(0.7)	(0.0)	(2.6)	(0.1)	(0.0)	(0.5)	(0.1)	(4.2)
<u>What Percent of Nonhouseholds Mention Time Requirements for Mail Containing . . . ?</u>								
Bills, Orders, Payments, Receipts	22.1	20.0	42.3	18.5	22.2	7.5	9.9	8.0
Legal/Financial Instruments	13.4	6.3	21.6	31.4	9.2	23.6	7.7	30.2
Correspondence	9.2	4.4	3.0	14.7	9.2	13.3	13.2	18.0
Communications	11.5	44.4	11.4	11.6	2.5	9.0	16.3	37.4
Advertising & Merchandise	8.4	32.1	3.5	0.6	3.4	8.3	9.6	8.8
Any Other Content	1.2	18.2	0.1	*	0.1	0.4	2.5	7.0
No Specific Time Requirement Mentioned	53.8	22.3	35.1	47.6	55.4	56.6	59.3	23.7
Not Ascertained	(0.7)	(0.0)	(2.6)	(0.1)	(0.0)	(0.5)	(0.1)	(4.2)

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.3: Nonhousehold Needs for Time Related Delivery Service
 (By Postal Region) 1

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
<u>What Percent of Nonhouseholds Mention</u>						
<u>a Need For . . . ?</u>						
One Day Delivery Service	20.9	23.9	10.9	20.1	18.1	31.2
Two Day Delivery Service	16.0	27.9	22.5	13.4	11.0	15.4
Three Day Delivery Service	10.7	19.9	6.5	8.2	9.2	13.8
Four or More Days Delivery Service	5.0	10.2	3.1	4.1	5.6	3.8
No Specific Time Requirement Mentioned	53.8	40.6	56.4	57.4	61.5	47.4
Not Ascertained	(0.7)	(0.3)	(0.1)	(0.0)	(1.0)	(1.9)
<u>What Percent of Nonhouseholds Mention</u>						
<u>a Time Requirement Connected With . . . ?</u>						
Legal Requirements	11.1	14.5	11.6	8.8	6.9	18.5
Contractual Requirements	7.4	5.5	1.4	8.8	8.2	9.5
Time Dated Materials	14.7	11.1	11.9	14.1	18.0	15.3
Cash Flow	8.3	14.6	7.5	6.3	8.0	8.7
Accepted Practice in Their Business	9.8	19.9	4.4	6.8	8.3	14.3
Preference	7.3	8.9	9.1	5.8	4.4	11.6
No Specific Time Requirement Mentioned	53.8	40.6	56.4	57.4	61.5	47.4
Not Ascertained	(0.7)	(0.3)	(0.1)	(0.0)	(1.0)	(1.9)

Table 4.3 continued

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
<u>What Percent of Nonhouseholds Mention a Time Requirement Connected with Mail Being Sent . . . ?</u>						
To Households	12.1	22.4	7.2	8.6	8.6	24.5
Intra-Organization	13.6	26.5	12.2	13.7	9.0	17.2
To Other Nonhouseholds	33.9	52.6	33.0	32.5	33.5	47.5
No Specific Time Requirement Mentioned	53.8	40.6	56.4	57.4	61.5	47.4
Not Ascertained	(0.7)	(0.3)	(0.1)	(0.0)	(1.0)	(1.9)
<u>What Percent of Nonhouseholds Mention The Use of USPS Carrier to Handle a Time Requirement?</u>						
Use USPS	40.5	50.5	41.4	35.2	33.4	53.7
Use Non USPS Carrier	7.4	14.4	5.8	7.4	7.7	4.1
No Specific Time Requirement Mentioned	53.8	40.6	56.4	57.4	61.5	47.4
Not Ascertained	(0.7)	(0.3)	(0.1)	(0.0)	(1.0)	(1.9)
<u>What Percent of Nonhouseholds Mention Time Requirements for Mail Containing . . . ?</u>						
Bills, Orders, Payments, Receipts	22.1	26.6	23.0	17.3	22.8	25.8
Legal/Financial Instruments	13.4	27.3	4.9	13.1	8.1	18.3
Correspondence	9.2	15.6	3.7	5.1	9.2	15.7
Communications	11.5	12.8	9.2	10.7	7.9	18.7
Advertising & Merchandise	8.4	17.0	7.5	4.9	8.8	8.7
Any Other Content	1.2	0.5	2.5	1.2	1.2	0.9
No Specific Time Requirement Mentioned	53.8	40.6	56.4	57.4	61.5	47.4
Not Ascertained	(0.7)	(0.3)	(0.1)	(0.0)	(1.0)	(1.9)

¹Totals add to more than 100% in each category due to multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.4: Nonhousehold Needs for Time Related Delivery Service
(By Postage Expenditure Last Year) ¹

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
<u>What Percent of Nonhouseholds Mention</u>							
<u>a Need For . . . ?</u>							
One Day Delivery Service	20.9	9.6	18.8	41.3	47.6	44.1	18.6
Two Day Delivery Service	16.0	8.1	16.2	26.2	29.5	17.3	7.0
Three Day Delivery Service	10.7	2.9	9.1	26.2	18.6	11.6	9.4
Four or More Days Delivery Service	5.0	4.4	2.7	10.4	8.6	12.6	49.0
No Specific Time Requirement Mentioned	53.8	78.0	57.2	14.9	12.9	21.8	6.1
Not Ascertained	(0.7)	(*)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)
<u>What Percent of Nonhouseholds Mention</u>							
<u>a Time Requirement Connected With . . . ?</u>							
Legal Requirements	11.1	1.5	12.1	22.9	23.4	18.3	55.9
Contractual Requirements	7.4	4.2	8.5	10.6	6.1	12.6	8.4
Time Dated Materials	14.7	6.9	13.1	28.6	32.7	22.1	32.3
Cash Flow	8.3	3.5	3.7	23.9	24.4	12.6	8.4
Accepted Practice in Their Business	9.8	5.2	8.9	21.9	8.0	22.6	1.9
Preference	7.3	1.6	6.5	13.4	23.1	13.0	3.2
No Specific Time Requirement Mentioned	53.8	78.0	57.2	14.9	12.9	21.8	6.1
Not Ascertained	(0.7)	(*)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
<u>What Percent of Nonhouseholds Mention a Time Requirement Connected with Mail Being Sent . . . ?</u>							
To Households	12.1	4.5	10.3	29.1	30.4	18.1	39.5
Intra-Organization	13.6	5.4	11.6	24.4	51.1	28.9	11.2
To Other Nonhouseholds	33.9	18.3	34.4	71.6	75.3	63.2	77.5
No Specific Time Requirement Mentioned	53.8	78.0	57.2	14.9	12.9	21.8	6.1
Not Ascertained	(0.7)	(*)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)
<u>What Percent of Nonhouseholds Mention The Use of USPS Carrier to Handle a Time Requirement?</u>							
Use USPS	40.5	18.9	35.7	80.7	76.7	55.3	68.7
Use No USPS Carrier	7.4	3.2	9.7	9.3	9.1	28.6	28.2
No Specific Time Requirement Mentioned	53.8	78.0	57.2	14.9	12.9	21.8	6.1
Not Ascertained	(0.7)	(*)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)
<u>What Percent of Nonhouseholds Mention Time Requirements for Mail Containing . . . ?</u>							
Bills, Orders, Payments, Receipts	22.1	15.9	19.0	37.8	19.4	12.6	22.6
Legal/Financial Instruments	13.4	0.9	18.4	24.0	36.4	24.2	12.1
Correspondence	9.2	1.3	1.0	27.8	19.4	31.1	39.7
Communications	11.5	2.1	6.2	27.7	47.9	19.3	8.8
Advertising & Merchandise	8.4	3.4	6.1	21.5	11.8	22.6	29.2
Any ² Other Content	1.2	0.0	0.8	1.4	10.3	1.8	1.1
No Specific Time Requirement Mentioned	53.8	78.0	57.2	14.9	12.9	21.8	6.1
Not Ascertained	(0.7)	(*)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)

¹Totals add to more than 100% in each category due to multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.5: One Day Delivery Needs by Carrier and Recipient
(By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[x]	[x]	[x]	[x]
<u>What Percent of Nonhouseholds Currently Need One Day Delivery?</u>	<u>20.9</u>	<u>21.2</u>	<u>9.7</u>	<u>31.9</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>15.4</u>	<u>15.9</u>	<u>4.2</u>	<u>14.7</u>
What percent of nonhouseholds (using only non-USPS carriers) are sending this one-day mail . . . ?				
Only to Households	0.8	0.9		
Only Intra-Organization	37.3	32.8		
Only to "Other" Nonhouseholds	42.3	45.1		
To Households & Intra-Organization	*	*		
To Households & "Other" Nonhouseholds	7.2	7.9		
Intra-Organization and to "Other" Nonhouseholds	11.3	12.4		
To All Three Categories of Recipients	1.0	0.8		
<u>Percent Using Only USPS</u>	<u>78.5</u>	<u>79.5</u>	<u>67.0</u>	<u>72.6</u>
What percent of nonhouseholds (using only USPS) are sending this one-day mail . . . ?				
Only to Households	13.5	12.0		
Only Intra-Organization	19.2	20.4		
Only to "Other" Nonhouseholds	43.4	45.4		
To Households & Intra-Organization	0.1	0.2		
To Households & "Other" Nonhouseholds	8.5	9.5		
Intra-Organization and to "Other" Nonhouseholds	5.2	2.4		
To All Three Categories of Recipients	10.0	10.2		
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>6.1</u>	<u>4.6</u>	<u>28.8</u>	<u>12.7</u>

[a]

[a]

^aSample base too small.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.6: One Day Delivery Needs by Carrier and Primary Content
(By Type of Nonhousehold Sender)¹

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need One Day Delivery?</u>	<u>20.9</u>	<u>21.2</u>	<u>9.7</u>	<u>31.9</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>15.4</u>	<u>15.9</u>	<u>4.2</u>	<u>14.7</u>
What percent of nonhouseholds (using only non-USPS carriers) mention one day time requirements for mail containing . . . ?				
Bills, Orders, Payments, Receipts	10.8	11.3		
Legal/Financial Instruments	9.1	9.6		
Correspondence	16.0	9.7		
Communications	22.5	23.5		
Advertising and/or Merchandise	44.1	48.3		
Any Other Content	*	*		
<u>Percent Using Only USPS</u>	<u>78.5</u>	<u>29.5</u>	<u>67.0</u>	<u>72.6</u>
What percent of nonhouseholds (using only USPS) mention one day time requirements for mail containing . . . ?				
Bills, Orders, Payments, Receipts	42.2	44.6		
Legal/Financial Instruments	34.9	34.9		
Correspondence	18.7	18.1		
Communications	32.4	31.9		
Advertising and/or Merchandise	4.6	4.3		
Any Other Content	1.8	2.0		
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>6.1</u>	<u>4.6</u>	<u>28.8</u>	<u>12.7</u>

^aSample base too small.

¹May add to more than 100% because of multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.7: One Day Delivery Needs by Carrier and Reason for Need
(By Type of Nonhousehold Sender)¹

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need One Day Delivery?</u>	<u>20.9</u>	<u>21.2</u>	<u>9.7</u>	<u>31.9</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>15.4</u>	<u>15.9</u>	<u>4.2</u>	<u>14.7</u>
What percent of nonhouseholds (using only non-USPS carriers) mention a one day time requirement connected with . . . ?				
Legal Requirements	13.6	14.5		
Contractual Requirements	14.9	15.3		
Time Dated Materials	12.4	12.9		
Cash Flow	8.8	9.6		
Accepted Practice in Their Business	48.9	45.8		
Preference	2.9	3.2		
<u>Percent Using Only USPS</u>	<u>78.5</u>	<u>79.5</u>	<u>67.0</u>	<u>72.6</u>
What percent of nonhouseholds (using only USPS carriers) mention a one day time requirement connected with . . . ?				
Legal Requirements	22.8	19.0		
Contractual Requirements	14.9	16.2		
Time Dated Materials	21.7	22.7		
Cash Flow	15.4	17.2		
Accepted Practice in Their Business	13.1	13.4		
Preference	18.2	19.2		
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>6.1</u>	<u>4.6</u>	<u>28.8</u>	<u>12.7</u>

^aSample base too small.

¹May add to more than 100% because of multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explains why those items must be delivered within that time period? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.8: One Day Delivery Needs by Carrier
 (By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non- Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need One Day Delivery?</u>	<u>20.9</u>	<u>26.7</u>	<u>51.6</u>	<u>30.1</u>	<u>13.5</u>	<u>20.6</u>	<u>9.7</u>	<u>31.9</u>
Percent Using Only Non USPS Carrier(s) for this need	15.4	7.2	72.3	3.5	2.6	16.2	4.2	14.7
Percent Using Both USPS and Non-USPS Carrier(s) for this need	6.1	8.4	5.6	1.5	17.9	4.3	28.8	12.7
Percent Using Only USPS for this need	78.5	84.4	22.1	95.0	79.5	79.5	67.0	72.6

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.9: One Day Delivery Needs by Carrier
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
<u>What Percent of Nonhouseholds Currently Need One Day Delivery?</u>	<u>[%]</u> 20.9	<u>[%]</u> 23.9	<u>[%]</u> 10.9	<u>[%]</u> 20.1	<u>[%]</u> 18.1	<u>[%]</u> 31.2
Percent Using Only Non USPS Carrier(s) for this need	15.4	9.9	19.3	23.4	25.4	1.5
Percent Using Both USPS and Non-USPS Carrier(s) for this need	6.1	14.8	8.6	0.4	9.3	4.1
Percent Using Only USPS for this need	78.5	75.3	72.0	76.2	65.3	94.5

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.10: One Day Delivery Needs by Carrier
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need OneDay Delivery?</u>	<u>20.9</u>	<u>9.6</u>	<u>18.8</u>	<u>41.3</u>	<u>47.6</u>	<u>44.1</u>	<u>18.6</u>
Percent Using Only Non USPS Carrier(s) for this need	15.4	24.7	20.2	9.1	6.4	41.1	22.7
Percent Using Both USPS and Non-USPS Carrier(s) for this need	6.1	0.0	9.6	4.1	8.4	12.8	15.9
Percent Using Only USPS for this need	78.5	75.3	70.2	86.8	85.2	46.1	61.4

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.11: Two Day Delivery Needs by Carrier and Recipient
(By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need Two Day Delivery?</u>	<u>16.0</u>	<u>15.3</u>	<u>23.1</u>	<u>19.1</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>7.9</u>	<u>8.3</u>	<u>9.9</u>	<u>0.0</u>
What percent of nonhouseholds (using only non-USPS carriers) are sending this two-day mail . . . ?			[]
Only to Households	54.7	62.5		
Only Intra-Organization	0.9	1.1		
Only to "Other" Nonhouseholds	24.9	14.1		
To Households & Intra-Organization	*	0.0		
To Households & "Other" Nonhouseholds	17.9	20.5		
Intra-Organization and to "Other" Nonhouseholds	1.6	1.8		
To All Three Categories of Recipients	0.0	0.0		
			a	
<u>Percent Using Only USPS</u>	<u>83.9</u>	<u>81.9</u>	<u>90.0</u>	<u>99.8</u>
What percent of nonhouseholds (using only USPS) are sending this two day mail . . . ?			[]
Only to Households	6.8	1.1		
Only Intra-Organization	18.2	16.4		
Only to "Other" Nonhouseholds	53.3	62.8		
To Households & Intra-Organization	0.6	0.8		
To Households & "Other" Nonhouseholds	11.9	10.8		
Intra Organization and to "Other" Nonhouseholds	6.8	7.8		
To All Three Categories of Recipients	2.3	0.3		
			a	
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>8.2</u>	<u>9.8</u>	<u>0.2</u>	<u>0.2</u>

^aSample base too small.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.12: Two Day Delivery Needs by Carrier and Primary Content
(By Type of Nonhousehold Sender)¹

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[x]	[x]	[x]	[x]
<u>What Percent of Nonhouseholds Currently Need Two Day Delivery?</u>	<u>16.0</u>	<u>15.3</u>	<u>23.1</u>	<u>19.1</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>7.9</u>	<u>8.3</u>	<u>9.9</u>	<u>0.0</u>
What percent of nonhouseholds (using only non-USPS carriers) mention two day time requirements for mail containing . . . ?				
Bills, Orders, Payments, Receipts	2.1	2.4		
Legal/Financial Instruments	55.8	63.8		
Correspondence	6.5	7.4		
Communications	0.2	0.2		
Advertising and/or Merchandise	40.4	31.9		
Any Other Content	0.0	0.0		
			a	
<u>Percent Using Only USPS</u>	<u>83.9</u>	<u>81.9</u>	<u>90.0</u>	<u>99.8</u>
What percent of nonhouseholds (using only USPS) mention two day time requirements for mail containing . . . ?				
Bills, Orders, Payments, Receipts	62.2	18.1		
Legal/Financial Instruments	23.0	30.9		
Correspondence	7.1	45.3		
Communications	17.8	4.0		
Advertising and/or Merchandise	6.3	46.6		
Any Other Content	1.2	0.0		
			a	
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>8.2</u>	<u>9.8</u>	<u>0.2</u>	<u>0.2</u>

^aSample base too small.

¹May add to more than 100% because of multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.13: Two Day Delivery Needs by Carrier and Reason for Need
(By Type of Nonhousehold Sender)¹

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	296,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need Two Day Delivery?</u>	<u>16.0</u>	<u>15.3</u>	<u>23.1</u>	<u>19.1</u>
<u>Percent Using Only Non-USPS Carrier(s)</u>	<u>7.9</u>	<u>8.3</u>	<u>9.9</u>	<u>0.0</u>
What percent of nonhouseholds (using only non-USPS carriers) mention a two day time requirement connected with . . . ?				
Legal Requirements	55.8	63.8	a	
Contractual Requirements	17.4	5.6		
Time Dated Materials	7.2	8.2		
Cash Flow	0.0	0.0		
Accepted Practice in Their Business	23.0	26.3		
Preference	1.5	1.7		
<u>Percent Using Only USPS</u>	<u>83.9</u>	<u>81.9</u>	<u>90.0</u>	<u>99.8</u>
What percent of nonhouseholds (using only USPS carriers) mention a two day time requirement connected with . . . ?				
Legal Requirements	11.1	8.2	a	
Contractual Requirements	12.4	13.1		
Time Dated Materials	41.8	36.9		
Cash Flow	8.1	10.0		
Accepted Practice in Their Business	23.9	27.0		
Preference	9.0	7.8		
<u>Percent Using Both USPS & Non-USPS Carrier(s)</u>	<u>8.2</u>	<u>9.8</u>	<u>0.2</u>	<u>0.2</u>

^aSample base too small:

¹May not add to 100% because of multiple mentions.

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explains why those items must be delivered within that time period? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.14: Two Day Delivery Needs by Carrier
 (By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need TwoDay Delivery?</u>	<u>16.0</u>	<u>59.5</u>	<u>6.9</u>	<u>11.1</u>	<u>14.2</u>	<u>14.5</u>	<u>23.1</u>	<u>19.1</u>
Percent Using Only Non USPS Carrier(s) for this need	7.9	7.6	27.9	0.1	1.5	8.9	9.9	0.0
Percent Using Both USPS and Non-USPS Carrier(s) for this need	8.2	41.8	33.3	0.5	0.0	8.2	0.2	0.2
Percent Using Only USPS for this need	83.9	50.6	38.8	99.4	98.5	82.9	90.0	99.8

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.15: Two Day Delivery Needs by Carrier
 (By Postal Region)

	<u>Total Nonhouseholds</u>	<u>Postal Region</u>				
		<u>Northeastern</u>	<u>Eastern</u>	<u>Southern</u>	<u>Central</u>	<u>Western</u>
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need Two Day Delivery?</u>	<u>16.0</u>	<u>27.9</u>	<u>22.5</u>	<u>13.4</u>	<u>11.0</u>	<u>15.4</u>
Percent Using Only Non USPS Carrier(s) for this need	7.9	21.1	0.0	4.7	12.7	0.0
Percent Using Both USPS and Non-USPS Carrier(s) for this need	8.2	7.1	9.4	9.4	2.2	12.8
Percent Using Only USPS for this need	83.9	71.9	90.6	86.0	85.0	87.2

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 4: TIME REQUIREMENTS FOR MAIL

Table 4.16: Two Day Delivery Needs by Carrier
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>What Percent of Nonhouseholds Currently Need TwoDay Delivery?</u>	<u>16.1</u>	<u>8.1</u>	<u>16.2</u>	<u>26.2</u>	<u>29.5</u>	<u>17.3</u>	<u>7.0</u>
Percent Using Only Non USPS Carrier(s) for this need	7.9	8.3	10.5	2.1	5.2	1.0	14.9
Percent Using Both USPS and Non-USPS Carrier(s) for this need	8.2	0.0	13.9	7.2	3.5	22.9	21.4
Percent Using Only USPS for this need	83.9	91.7	75.6	90.7	91.3	76.2	63.8

Based on the questions: Does your establishment send any mail or other items that must arrive at their destination the next day, the day after, or within some other specific time period? If yes: What kinds of items are these? What is the maximum number of working days that can elapse between sending and receipt of your (MENTION)? Which of the reasons on this list best explain why those items must be delivered within that time period? To which types of recipients shown on this list do you send your (MENTION)? Do you usually send them through the U.S. mail?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.1: Thrift Service
 (By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Say of Bills:</u>				
None Would Go Thrift	71.8	70.2	80.9	85.6
Some Would Go Thrift	<u>28.2</u>	<u>29.8</u>	<u>19.1</u>	<u>14.4</u>
25% or less	7.8	7.8	1.8	18.6
26-50%	10.6	8.9	38.7	21.2
51-75%	5.1	4.6	4.6	20.2
76-99%	16.1	16.8	12.8	0.6
100%	60.4	61.4	42.1	39.4
Not Ascertained	(5.3)	(5.6)	(2.8)	(2.7)
<u>Percent of Establishments That Say of Statements of Account:</u>				
None Would Go Thrift	74.2	72.3	87.0	88.6
Some Would Go Thrift	<u>25.8</u>	<u>27.7</u>	<u>13.0</u>	<u>11.4</u>
25% or less	9.3	9.0	6.3	27.8
26-50%	8.0	7.6	22.0	2.9
51-75%	10.7	10.6	0.8	28.8
76-99%	8.7	8.7	12.0	0.8
100%	63.4	64.1	58.9	39.6
Not Ascertained	(8.6)	(8.5)	(5.6)	(13.9)

Table 5.1 continued

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>Percent of Establishments That Say of Correspondence:</u>				
None Would Go Thrift	44.5	45.7	34.9	36.9
Some Would Go Thrift	55.5	54.3	65.1	63.1
25% or less	21.0	21.5	14.0	24.6
26-50%	20.4	19.9	24.1	22.1
51-75%	8.8	8.3	15.6	6.5
76-99%	10.6	10.3	6.7	21.0
100%	39.2	40.0	39.6	25.7
Not Ascertained	(10.7)	(11.2)	(*)	(16.9)
<u>Percent of Establishments That Say of Financial or Legal Documents:</u>				
None Would Go Thrift	77.6	78.7	74.6	61.6
Some Would Go Thrift	22.4	21.3	25.4	38.4
25% or less	9.1	7.6	11.2	22.4
26-50%	19.3	18.0	45.5	11.4
51-75%	4.8	5.7	0.2	0.0
76-99%	6.6	6.5	1.3	11.7
100%	60.2	62.2	41.7	54.5
Not Ascertained	(34.0)	(33.1)	(43.2)	(36.1)
<u>Percent of Establishments That Say of Checks:</u>				
None Would Go Thrift	56.4	56.3	45.6	76.4
Some Would Go Thrift	43.6	43.7	54.4	23.6
25% or less	7.1	6.7	9.4	17.5
26-50%	15.6	16.3	12.9	0.6
51-75%	7.1	5.6	20.7	12.4
76-99%	5.1	4.4	13.3	0.5
100%	65.1	67.1	43.7	69.0
Not Ascertained	(14.7)	(13.6)	(15.3)	(32.0)

Based on the questions: The U.S. Postal Service is considering adding a new first class service in addition to its current service. Let's call the new first class service thrift. Thrift service would cost a few cents less than the current first class service and would take a day or two longer to arrive at its destination. Does your establishment routinely mail statements of account, invoices, bills, or other requests for payment? About what percent of bills and other requests for payment might be sent thrift? About what percent of itemized statements or other statements of account might be sent thrift? About what percent of correspondence might be sent thrift? About what percent of financial or legal documents might be sent thrift? About what percent of checks might be sent thrift?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.2: Thrift Service
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Say of Bills:</u>								
None Would Go Thrift	71.8	70.8	87.0	54.0	88.0	70.1	80.9	85.6
Some Would Go Thrift	28.2	29.2	13.0	46.0	12.0	29.9	19.1	14.4
25% or less	7.8	0.2	12.3	45.9	8.8	4.7	1.8	18.6
26-50%	10.6	47.9	0.0	6.2	1.1	8.4	38.7	21.2
51-75%	5.1	0.5	0.0	5.2	0.0	4.8	4.6	20.2
76-99%	16.1	0.7	0.0	30.5	7.0	16.2	12.8	0.6
100%	60.4	50.6	87.7	12.2	83.1	65.9	42.1	39.4
Not Ascertained	(5.3)	(18.1)	(0.1)	(5.3)	(9.8)	(5.2)	(2.8)	(2.7)
<u>Percent of Establishments That Say of Statements of Account:</u>								
None Would Go Thrift	74.2	85.6	87.4	52.0	89.7	74.6	87.0	88.6
Some Would Go Thrift	25.8	14.4	12.6	48.0	10.3	25.4	13.0	11.4
25% or less	9.3	0.3	15.7	37.2	1.4	6.9	6.3	27.8
26-50%	8.0	2.5	4.0	7.5	2.8	7.7	22.0	2.9
51-75%	10.7	0.4	0.0	5.6	0.0	11.5	0.8	28.8
76-99%	8.7	23.8	0.0	28.1	7.5	6.6	12.0	0.8
100%	63.4	72.9	80.3	21.5	88.3	67.8	58.9	39.6
Not Ascertained	(8.6)	(19.5)	(1.7)	(2.3)	(1.1)	(9.0)	(5.6)	(13.9)

Table 5.2 continued

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>Percent of Establishments That Say of Correspondence:</u>								
None Would Go Thrift	44.5	55.0	39.8	33.4	31.1	46.9	34.9	36.9
Some Would Go Thrift	55.5	45.0	60.2	66.6	68.9	53.1	65.1	63.1
Less Than 25%	21.0	49.9	6.5	44.7	21.7	19.3	14.0	24.6
26-50%	20.4	3.1	82.8	17.6	24.2	19.7	24.1	22.1
51-75%	8.8	0.1	3.4	6.8	0.0	9.0	15.6	6.5
76-90%	10.6	2.1	1.7	17.0	1.6	10.5	6.7	21.0
100%	39.2	44.8	5.6	14.0	52.5	41.5	39.6	25.7
	(10.7)	(21.7)	(35.4)	(1.3)	(27.0)	(10.5)	(*)	(16.9)
<u>Percent of Establishments That Say of Financial or Legal Documents:</u>								
None Would Go Thrift	77.6	99.0	93.7	81.1	85.1	77.5	74.6	61.6
Some Would Go Thrift	22.4	1.0	6.3	18.9	14.9	22.5	25.4	38.4
Less Than 25%	9.1	5.3	53.1	78.5	3.8	3.5	11.2	22.4
26-50%	19.3	0.0	0.0	2.6	0.0	19.6	45.5	11.4
51-75%	4.8	0.0	0.9	0.8	80.6	3.2	0.2	0.0
76-90%	6.6	94.7	0.0	0.0	4.1	6.8	1.3	11.7
100%	60.2	0.0	46.5	18.0	11.5	66.8	41.7	54.5
	(34.0)	(23.3)	(42.9)	(17.7)	(26.2)	(34.5)	(43.2)	(36.1)
<u>Percent of Establishments That Say of Checks:</u>								
None Would Go Thrift	56.4	69.8	94.0	63.9	35.1	56.3	45.6	76.4
Some Would Go Thrift	43.6	30.2	6.0	36.1	64.9	43.7	54.4	23.6
Less Than 25%	7.1	0.3	1.4	32.1	2.9	5.8	9.4	17.5
26-50%	15.6	63.8	1.6	5.1	15.7	15.9	12.9	0.6
51-75%	7.1	0.8	50.7	8.9	0.2	5.9	20.7	12.4
76-90%	5.1	0.7	1.6	32.2	0.0	3.4	13.3	0.8
100%	65.1	34.5	44.5	20.9	81.2	69.0	43.7	69.0
Not Ascertained	(14.7)	(2.7)	(36.3)	(6.2)	(11.8)	(14.2)	(15.3)	(32.0)

Based on the questions: The U.S. Postal Service is considering adding a new first class service in addition to its current service. Let's call the new first class service thrift. Thrift service would cost a few cents less than the current first class service and would take a day or two longer to arrive at its destination. Does your establishment routinely mail statements of account, invoices, bills, or other requests for payment? About what percent of bills and other requests for payment might be sent thrift? About what percent of itemized statements or other statements of account might be sent thrift? About what percent of correspondence might be sent thrift? About what percent of financial or legal documents might be sent thrift? About what percent of checks might be sent thrift?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.3: Thrift Service
(By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Say of Bills:</u>						
None Would Go Thrift	71.8	86.6	71.1	66.9	70.9	71.7
Some Would Go Thrift	28.2	13.4	28.9	33.1	29.1	28.3
25% or less	0.3	2.4	7.6	9.1	12.8	7.8
26-50%	21.0	1.4	13.5	6.4	13.2	10.6
51-75%	0.9	2.5	5.8	9.5	1.3	5.1
76-99%	14.9	20.9	11.0	25.6	11.7	16.1
100%	62.9	72.8	62.2	49.4	61.0	60.4
Not Ascertained	(5.3)	(0.5)	(2.8)	(2.9)	(14.9)	(0.8)
<u>Percent of Establishments That Say of Statements of Account:</u>						
None Would Go Thrift	74.2	75.5	74.4	74.6	73.0	73.9
Some Would Go Thrift	25.8	24.5	25.6	25.4	27.0	26.1
25% or less	9.3	4.2	6.2	6.4	12.9	15.0
26-50%	8.0	2.7	0.8	14.3	1.3	13.9
51-75%	10.7	52.0	0.0	7.6	1.9	8.4
76-99%	8.7	0.7	23.1	1.3	14.6	9.0
100%	63.4	40.4	69.9	70.4	69.4	53.8
Not Ascertained	(8.6)	(4.8)	(11.2)	(5.3)	(14.5)	(6.7)

Table 5.3 continued

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
<u>Percent of Establishments That Say of Correspondence:</u>						
None Would Go Thrift	44.5	40.6	50.4	95.7	42.2	44.7
Some Would Go Thrift	<u>55.5</u>	<u>59.4</u>	<u>49.6</u>	<u>54.3</u>	<u>57.8</u>	<u>55.3</u>
25% or less	21.0	30.6	19.7	10.2	30.5	18.6
26-50%	20.4	8.1	47.2	24.7	8.3	25.5
51-75%	8.8	21.6	1.1	6.5	2.4	19.1
76-99%	10.6	12.5	17.6	14.3	5.7	5.5
100%	39.2	27.2	14.3	44.3	53.0	31.4
Not Ascertained	(10.7)	(5.8)	(15.6)	(8.1)	(5.6)	(22.1)
<u>Percent of Establishments That Say of Financial or Legal Documents:</u>						
None Would Go Thrift	77.6	92.7	73.8	75.4	77.2	74.3
Some Would Go Thrift	<u>22.4</u>	<u>7.3</u>	<u>26.2</u>	<u>24.6</u>	<u>22.8</u>	<u>25.7</u>
25% or less	9.1	60.3	4.4	0.7	8.2	15.6
26-50%	19.3	20.8	44.6	27.5	5.7	10.4
51-75%	4.8	0.0	0.0	7.4	0.2	9.7
76-99%	6.6	8.2	40.3	4.0	0.5	0.2
100%	60.2	10.7	10.7	60.3	85.4	64.1
Not Ascertained	(34.0)	(32.3)	(46.9)	(36.3)	(31.1)	(26.4)
<u>Percent of Establishments That Say of Checks:</u>						
None would Go Thrift	56.4	69.6	50.6	57.8	51.6	56.1
Some Would Go Thrift	<u>43.6</u>	<u>30.4</u>	<u>49.4</u>	<u>42.2</u>	<u>48.4</u>	<u>43.9</u>
25% or less	7.1	0.5	6.5	9.3	6.5	8.3
26-50%	15.6	35.9	16.0	17.9	4.6	19.9
51-75%	7.1	1.4	16.2	5.1	7.2	6.4
76-99%	5.1	9.7	3.6	4.0	6.1	3.8
100%	65.1	52.5	57.6	63.7	75.6	61.6
Not Ascertained	(14.7)	(12.5)	(23.2)	(15.8)	(10.4)	(14.3)

Based on the questions: The U.S. Postal Service is considering adding a new first class service in addition to its current service. Let's call the new first class service thrift. Thrift service would cost a few cents less than the current first class service and would take a day or two longer to arrive at its destination. Does your establishment routinely mail statements of account, invoices, bills, or other requests for payment? About what percent of bills and other requests for payment might be sent thrift? About what percent of itemized statements or other statements of account might be sent thrift? About what percent of correspondence might be sent thrift? About what percent of financial or legal documents might be sent thrift? About what percent of checks might be sent thrift?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.4: Thrift Service
(By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample.	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments That Say of Bills:</u>							
None Would Go Thrift	71.8	87.1	60.3	66.4	72.1	46.3	54.6
Some Would Go Thrift	<u>28.2</u>	<u>12.9</u>	<u>39.7</u>	<u>33.6</u>	<u>27.9</u>	<u>53.7</u>	<u>45.4</u>
25% or less	7.8	6.4	8.1	4.6	13.5	6.6	70.0
26-50%	10.6	0.0	11.4	5.6	42.1	27.2	6.1
51-75%	5.1	5.7	5.1	3.3	8.6	9.1	5.8
76-99%	16.1	11.4	12.8	29.1	12.6	19.8	9.2
100%	60.4	76.5	62.6	57.4	23.1	37.3	8.8
Not Ascertained	(5.3)	(8.4)	(3.3)	(3.7)	(6.4)	(3.7)	(5.1)
<u>Percent of Establishments That Say of Statements of Account:</u>							
None Would Go Thrift	74.2	88.1	67.9	57.6	74.0	60.1	68.4
Some Would Go Thrift	<u>25.8</u>	<u>11.9</u>	<u>32.1</u>	<u>42.4</u>	<u>26.0</u>	<u>39.9</u>	<u>31.6</u>
25% or less	9.3	6.1	9.8	9.0	14.9	27.6	18.7
26-50%	8.0	0.0	9.2	3.5	34.2	8.1	9.1
51-75%	10.7	0.0	7.7	25.4	3.2	7.3	0.2
76-99%	8.7	6.1	7.6	12.0	11.1	9.0	4.4
100%	63.4	87.8	65.6	50.0	36.7	48.1	67.6
Not Ascertained	(8.6)	(7.3)	(7.5)	(14.0)	(9.2)	(4.6)	(35.5)

Table 5.4 continued

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
<u>Percent of Establishments That Say of Correspondence:</u>							
None Would Go Thrift	44.5	52.1	40.4	41.8	41.4	47.3	37.6
Some Would Go Thrift	55.5	47.9	59.6	58.2	58.6	52.7	62.4
25% or less	21.0	9.9	18.3	32.3	43.8	32.9	61.1
26-50%	20.4	14.7	19.0	26.3	30.2	49.3	14.3
51-75%	8.8	0.0	8.0	24.9	4.5	4.3	17.3
76-99%	10.6	6.9	15.0	5.2	13.3	1.9	3.1
100%	39.2	68.6	39.7	11.3	8.2	11.4	4.2
Not Ascertained	(10.7)	(17.9)	(5.8)	(0.5)	(7.2)	(1.7)	(6.2)
<u>Percent of Establishments That Say of Financial or Legal Documents:</u>							
None Would Go Thrift	77.6	80.0	68.2	90.5	85.6	88.3	95.8
Some Would Go Thrift	22.4	20.0	31.8	9.5	14.4	11.7	4.2
25% or less	9.1	0.1	9.6	15.8	26.6	33.8	29.7
26-50%	19.3	0.0	25.4	18.4	24.5	38.8	7.2
51-75%	4.8	0.0	7.2	0.0	4.3	2.0	22.2
76-99%	6.6	0.0	7.7	15.1	5.1	2.6	8.1
100%	60.2	99.9	50.1	50.8	39.5	22.8	32.9
Not Ascertained	(34.0)	(53.0)	(25.7)	(12.8)	(20.8)	(8.0)	(5.5)
<u>Percent of Establishments That Say of Checks:</u>							
None Would Go Thrift	56.4	57.5	51.3	62.0	67.6	64.3	89.8
Some Would Go Thrift	43.6	42.5	48.7	38.0	32.4	35.7	10.2
25% or less	7.1	9.7	6.5	1.9	17.8	1.3	7.5
26-50%	15.6	7.5	15.1	24.2	41.3	10.2	19.6
51-75%	7.1	0.0	9.9	12.7	2.6	18.3	1.2
76-99%	5.1	2.1	4.6	7.7	5.7	24.1	16.9
100%	65.1	80.6	64.0	53.4	32.5	46.2	54.8
Not Ascertained	(14.7)	(25.2)	(7.6)	(3.2)	(7.3)	(8.8)	(4.2)

Based on the questions: The U.S. Postal Service is considering adding a new first class service in addition to its current service. Let's call the new first class service thrift. Thrift service would cost a few cents less than the current first class service and would take a day or two longer to arrive at its destination. Does your establishment routinely mail statements of account, invoices, bills, or other requests for payment? About what percent of bills and other requests for payment might be sent thrift? About what percent of itemized statements or other statements of account might be sent thrift? About what percent of correspondence might be sent thrift? About what percent of financial or legal documents might be sent thrift? About what percent of checks might be sent thrift?

Section 5: POTENTIAL USE OF USPS SERVICES

Table 5.5: Zone Rating Mail Other Than Parcel Post
 (By Type of Nonhousehold Sender)

Nonhousehold Senders

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
Percent of Establishments Who Think it is a Good Idea to Zone Rate Other Mail	[x] 42.5	[x] 42.5	[x] 69.5	[x] 46.2
<u>What Should a First Class Envelope Travelling Locally Cost?</u>				
Less than 10¢	25.8	24.9	23.7	45.4
10¢	58.7	59.4	62.7	40.3
11¢	0.1	0.1	0.9	0.1
12¢	3.7	3.7	1.6	5.8
13¢	4.5	3.9	10.8	8.2
14¢	0.0	0.0	0.0	0.0
15¢	7.3	8.1	0.3	0.1
More Than 15¢	0.0	0.0	0.0	0.0
Don't Know	(6.1)	(5.6)	(4.3)	(16.5)
Not Ascertained	(1.5)	(1.2)	(6.7)	(1.3)
<u>What Should a First Class Envelope Travelling Across the Country Cost?</u>				
Less Than 15¢	0.8	0.9	0.2	0.0
15¢	20.8	20.0	18.8	36.9
16-19¢	16.7	15.8	36.9	8.4
20¢	39.8	40.8	34.5	28.4
More Than 20¢	22.0	22.5	9.5	26.3
Don't Know	(7.2)	(6.4)	(11.0)	(16.0)
Not Ascertained	(3.3)	(3.6)	(0.0)	(1.7)

Table 5.5 continued

Nonhousehold Senders

	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
<u>What Should a Third Class Envelope Travelling Locally Cost?</u>				
Less Than 4.5¢	13.1	11.4	14.7	37.3
4.5¢-5.4¢	19.2	20.9	12.6	1.1
5.5¢-6.4¢	8.7	7.2	33.2	5.3
6.5¢-7.4¢	2.1	2.4	0.1	0.0
7.5¢-8.4¢	13.4	13.5	2.7	23.5
More Than 8.4¢	43.4	44.6	36.6	32.7
Don't Know	(1.0)	(1.1)	(0.0)	(0.0)
Not Ascertained	(5.9)	(6.5)	(0.6)	(1.8)
<u>What Should a Third Class Envelope Travelling Across the Country Cost?</u>				
Less Than 9.5¢	9.8	8.1	10.0	36.9
9.5¢-10.4¢	13.2	14.2	5.3	5.2
10.5¢-11.4¢	2.5	1.2	25.7	0.4
11.5¢-12.4¢	6.5	7.2	0.9	0.1
More Than 12.4¢	68.0	69.3	58.2	57.3
Don't Know	(1.0)	(1.1)	(0.3)	(0.0)
Not Ascertained	(5.9)	(5.9)	(9.9)	(2.0)
<u>Not Good Idea to Zone Rate¹</u>	<u>57.5</u>	<u>57.2</u>	<u>30.5</u>	<u>53.8</u>
<u>Why Not?</u>				
Too Much Trouble For User	47.8	47.1	55.8	47.2
Not Cost Effective	23.2	21.1	39.4	33.9
Increase Rates of Respondent Establishment	17.1	19.0	6.4	0.7
Distance is Not a Cost Factor	5.4	5.2	6.0	8.1
Would Make Service Worse/Slow Mail	2.0	1.8	0.4	8.1
Would Not Improve Service	5.9	6.6	0.8	2.1
All Others	10.0	10.7	1.6	10.4
Don't Know	(0.0)	(0.0)	(0.0)	(0.0)
Not Ascertained	(5.0)	(5.5)	(0.4)	(2.9)

¹Columns may add to more than 100% due to multiple mentions.

Based on the questions: Mail that costs more to send the farther it goes, is referred to as zone-rated mail. Parcel post is an example of zone-rated mail. The Postal Service is considering zone-rating other mail such as letter mail, which now costs the same no matter how far it is going. Do you think it is a good idea to zone-rate other mail? If yes: It currently costs 15¢ to send first class envelopes weighing one ounce or less anywhere in country. If mail sent locally were to cost less than this and mail sent across the country were to cost more than this, how much do you think it should cost to send first class mail locally? How much do you think it should cost to send that same envelope across country? It currently costs 8.4¢ to send third class bulk envelopes weighing 3.73 ounces or less anywhere in the country. If mail sent locally were to cost less than this and mail sent across the country were to cost more, how much do you think it should cost to send third class bulk mail locally? How much do you think it should cost to send that same envelope across country? If no: Why do you feel it's not a good idea?

Section 5: POTENTIAL USE OF USPS SERVICES

Table 5.6: Zone Rating Mail Other Than Parcel Post
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments Who Think it is a Good Idea to Zone Rate Other Mail</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
<u>What Should a First Class Envelope Travelling Locally Cost?</u>	<u>42.5</u>	<u>36.1</u>	<u>86.7</u>	<u>61.1</u>	<u>45.5</u>	<u>41.4</u>	<u>69.5</u>	<u>46.2</u>
Less than 10¢	25.8	62.3	45.1	33.7	26.4	22.8	23.7	45.4
10¢	58.7	20.0	49.5	58.5	72.3	59.8	62.7	40.3
11¢	0.1	0.5	0.7	0.4	0.3	*	0.9	0.1
12¢	3.7	9.3	3.0	1.7	0.5	3.9	1.6	5.8
13¢	4.5	7.7	1.6	4.2	0.5	4.0	10.8	8.2
14¢	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15¢	7.3	0.2	0.0	1.6	0.0	9.5	0.3	0.1
More Than 15¢	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Don't Know	(6.1)	(9.8)	(7.7)	(3.8)	(0.5)	(5.9)	(4.3)	(16.5)
Not Ascertained	(1.5)	(0.0)	(0.4)	(2.6)	(0.0)	(1.2)	(6.7)	(1.3)
<u>What Should a First Class Envelope Travelling Across the Country Cost?</u>								
Less Than 15¢	0.8	4.8	42.5	0.0	*	0.1	0.2	0.0
15¢	20.8	1.3	2.6	41.9	29.5	18.2	18.8	36.9
16-19¢	16.7	52.8	3.3	10.8	43.9	13.9	36.9	8.4
20¢	39.8	30.5	0.7	28.2	20.8	44.2	34.5	28.4
More Than 20¢	22.0	10.6	51.0	19.1	5.7	23.6	9.5	26.3
Don't Know	(7.2)	(9.8)	(7.5)	(4.9)	(0.5)	(6.7)	(11.0)	(16.4)
Not Ascertained	(3.3)	(0.0)	(0.2)	(2.6)	(*)	(4.1)	(0.0)	(1.7)

Table 5.6 continued

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non-Profit	Government
<u>What Should a Third Class Envelope Travelling Locally Cost?</u>								
Less Than 4.5¢	13.1	3.3	0.7	7.8	24.0	11.4	14.7	37.3
4.5¢-5.4¢	19.2	16.9	40.0	27.4	24.1	19.9	12.6	1.1
5.5¢-6.4¢	8.7	23.9	2.5	10.4	21.5	5.7	33.2	5.3
6.5¢-7.4¢	2.1	0.2	40.0	11.1	0.2	1.1	0.1	0.0
7.5¢-8.4¢	13.4	10.7	0.7	11.9	23.4	13.3	2.7	23.5
More Than 8.4¢	43.4	45.0	16.2	31.3	6.7	48.6	36.6	32.7
Don't Know	(1.0)	(0.0)	(0.0)	(0.0)	(0.0)	(1.4)	(0.0)	(0.0)
Not Ascertained	(5.9)	(0.5)	(2.2)	(7.2)	(0.5)	(7.0)	(0.6)	(1.8)
<u>What Should a Third Class Envelope Travelling Across the Country Cost?</u>								
Less Than 9.5¢	9.8	8.4	39.2	1.6	3.3	8.1	10.0	36.9
9.5¢-10.4¢	13.2	22.0	2.6	33.2	23.4	12.0	5.3	5.2
10.5¢-11.4¢	2.5	10.2	*	1.0	0.3	1.1	25.7	0.4
11.5¢-12.4¢	6.5	6.9	1.1	5.5	21.1	6.5	0.9	0.1
More Than 12.4¢	68.0	52.5	57.2	58.7	51.9	70.8	58.2	57.3
Don't Know	(1.0)	(0.0)	(0.0)	(0.0)	(0.0)	(1.3)	(0.3)	(0.0)
Not Ascertained	(5.9)	(0.7)	(0.2)	(14.7)	(0.3)	(5.6)	(9.9)	(2.0)
<u>Not Good Idea to Zone Rate¹</u>	<u>57.5</u>	<u>63.9</u>	<u>13.3</u>	<u>38.9</u>	<u>54.5</u>	<u>58.6</u>	<u>30.5</u>	<u>53.8</u>
<u>Why Not?</u>								
Too Much Trouble For User	47.8	67.8	29.3	70.7	4.7	47.6	55.8	47.2
Not Cost Effective	23.2	58.4	58.7	23.3	52.7	18.3	39.4	33.9
Increase Rates of Respondent Establish.	17.1	31.2	4.8	3.6	30.4	18.7	6.4	0.7
Distance Is Not a Cost Factor	5.4	1.0	0.0	22.6	0.4	4.9	6.0	8.1
Would Make Service Worse/Slow Mail	2.0	2.6	1.0	10.9	0.0	1.5	0.4	8.1
Would Not Improve Service	5.9	0.1	0.0	2.5	73.1	3.8	0.8	2.1
All Others	10.0	0.0	8.2	5.7	0.8	11.7	1.6	10.4
Don't Know	(0.0)	(0.0)	(0.0)	(0.0)	(0.5)	(0.0)	(0.0)	(0.0)
Not Ascertained	(5.0)	(0.2)	(20.1)	(0.0)	(3.5)	(6.0)	(0.4)	(2.9)

¹Columns may add to more than 100% due to multiple mentions.

Based on the questions: Mail that costs more to send the farther it goes, is referred to as zone-rated mail. Parcel post is an example of zone-rated mail. The Postal Service is considering zone-rating other mail such as letter mail, which now costs the same no matter how far it is going. Do you think it is a good idea to zone-rate other mail? If yes: It currently costs 15¢ to send first class envelopes weighing one ounce or less anywhere in country. If mail sent locally were to cost less than this and mail sent across the country were to cost more than this, how much do you think it should cost to send first class mail locally? How much do you think it should cost to send that same envelope across country? It currently costs 8.4¢ to send third class bulk envelopes weighing 3.73 ounces or less anywhere in the country. If mail sent locally were to cost less than this and mail sent across the country were to cost more, how much do you think it should cost to send third class bulk mail locally? How much do you think it should cost to send that same envelope across country? If no: Why do you feel it's not a good idea?

Section 5: POTENTIAL USE OF USPS SERVICES

Table 5.7: Zone Rating Mail Other Than Parcel Post
(By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments Who Think it is a Good Idea to Zone Rate Other Mail</u>	<u>42.5</u>	<u>28.4</u>	<u>31.5</u>	<u>43.5</u>	<u>38.5</u>	<u>46.6</u>
<u>What Should a First Class Envelope Travelling Locally Cost?</u>						
Less than 10¢	25.8	17.9	27.0	26.4	14.4	42.4
10¢	58.7	72.4	44.8	51.8	71.6	51.2
11¢	0.1	*	0.2	0.1	0.2	0.1
12¢	3.7	8.2	1.4	6.1	0.7	0.7
13¢	4.5	1.5	1.8	7.8	6.7	0.9
14¢	0.0	0.0	0.0	0.0	0.0	0.0
15¢	7.3	*	24.7	7.8	6.3	4.8
More Than 15¢	0.0	0.0	0.0	0.0	0.0	0.0
Don't Know	(6.1)	(4.7)	(0.8)	(11.3)	(5.8)	(1.2)
Not Ascertained	(1.5)	(*)	(*)	(4.0)	(*)	(0.9)
<u>What Should a First Class Envelope Travelling Across the Country Cost?</u>						
Less Than 15¢	0.8	0.1	0.0	*	3.5	*
15¢	20.8	5.0	39.9	23.4	20.1	19.4
16-19¢	16.7	19.4	2.9	24.2	14.5	12.0
20¢	39.8	61.7	28.0	31.6	41.0	41.5
More Than 20¢	22.0	13.9	29.3	20.8	21.0	27.1
Don't Know	(7.2)	(4.7)	(1.6)	(9.9)	(8.7)	(5.6)
Not Ascertained	(3.3)	(10.7)	(2.4)	(3.0)	(0.9)	(1.0)

Table 5.7 continued

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
<u>What Should a Third Class Envelope Travelling Locally Cost?</u>						
Less Than 4.5¢	13.1	2.0	24.5	13.1	7.1	29.0
4.5¢-5.4¢	19.2	37.8	13.0	7.3	24.6	21.2
5.5¢-6.4¢	8.7	3.1	7.8	3.5	21.5	9.6
6.5¢-7.4¢	2.1	7.0	0.8	0.4	3.2	0.4
7.5¢-8.4¢	13.4	6.4	6.5	25.8	7.8	7.2
More Than 8.4¢	43.4	43.7	47.4	50.0	35.8	37.6
Don't Know	(1.0)	(0.0)	(0.0)	(0.0)	(4.7)	(0.0)
Not Ascertained	(5.9)	(0.2)	(3.1)	(6.4)	(6.0)	(1.1)
<u>What Should a Third Class Envelope Travelling Across the Country Cost?</u>						
Less Than 9.5¢	9.8	5.8	19.2	12.5	7.4	6.5
9.5¢-10.4¢	13.2	28.4	10.2	7.6	19.5	5.5
10.5¢-11.4¢	2.5	0.8	0.2	0.3	9.7	2.2
11.5¢-12.4¢	6.5	3.3	*	6.6	8.9	9.6
More Than 12.4¢	68.0	61.7	70.3	72.9	54.6	76.2
Don't Know	(1.0)	(0.0)	(0.0)	(0.0)	(4.8)	(0.0)
Not Ascertained	(5.9)	(0.1)	(3.3)	(6.2)	(14.0)	(2.1)
<u>Not Good Idea to Zone Rate¹</u>	<u>57.5</u>	<u>71.6</u>	<u>68.5</u>	<u>56.5</u>	<u>61.5</u>	<u>53.4</u>
<u>Why Not?</u>						
Too Much Trouble For User	47.8	37.0	36.9	51.1	57.2	42.3
Not Cost Effective	23.2	51.9	7.1	28.0	18.0	18.9
Increase Rates of Respondent Establishment	17.1	11.0	34.6	11.3	9.5	28.7
Distance Is Not a Cost Factor	5.4	4.0	8.0	1.5	7.7	7.3
Would Make Service Worse/Slow Mail	2.0	0.5	3.1	2.8	1.6	1.1
Would Not Improve Service	5.9	1.1	0.6	12.2	0.2	10.5
All Others	10.0	0.7	9.9	8.4	19.1	4.0
Don't Know	(0.0)	(0.0)	(0.2)	(0.0)	(0.0)	(0.0)
Not Ascertained	(5.0)	(0.2)	(1.5)	(6.2)	(3.3)	(0.0)

¹Columns may add to more than 100% due to multiple mentions.

Based on the questions: Mail that costs more to send the farther it goes, is referred to as zone-rated mail. Parcel post is an example of zone-rated mail. The Postal Service is considering zone-rating other mail such as letter mail, which now costs the same no matter how far it is going. Do you think it is a good idea to zone-rate other mail? If yes: It currently costs 15¢ to send first class envelopes weighing one ounce or less anywhere in country. If mail sent locally were to cost less than this and mail sent across the country were to cost more than this, how much do you think it should cost to send first class mail locally? How much do you think it should cost to send that same envelope across country? It currently costs 8.4¢ to send third class bulk envelopes weighing 3.73 ounces or less anywhere in the country. If mail sent locally were to cost less than this and mail sent across the country were to cost more, how much do you think it should cost to send third class bulk mail locally? How much do you think it should cost to send that same envelope across country? If no: Why do you feel it's not a good idea?

Section 5: POTENTIAL USE OF USPS SERVICES

Table 5.8: Zone Rating Mail Other Than Parcel Post
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Establishments Who Think it is a Good Idea to Zone Rate Other Mail</u>	<u>42.5</u>	<u>41.7</u>	<u>42.1</u>	<u>43.2</u>	<u>31.1</u>	<u>44.2</u>	<u>74.7</u>
<u>What Should a First Class Envelope Travelling Locally Cost?</u>							
Less than 10¢	25.8	19.5	28.1	20.8	25.8	33.6	11.3
10¢	58.7	64.6	54.0	67.9	68.6	32.5	61.4
11¢	0.1	0.0	0.0	0.3	1.4	4.3	0.0
12¢	3.7	0.2	6.3	5.0	2.4	7.8	0.0
13¢	4.5	0.7	7.9	2.7	1.4	2.1	24.1
14¢	0.0	0.0	0.0	0.0	0.0	0.0	0.0
15¢	7.3	15.1	3.7	3.3	0.5	19.7	3.3
More Than 15¢	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Don't Know	(6.1)	(2.6)	(5.4)	(15.8)	(6.7)	(6.5)	(10.5)
Not Ascertained	(1.5)	(2.6)	(0.1)	(0.0)	(3.4)	(2.7)	(39.6)
<u>What Should a First Class Envelope Travelling Across the Country Cost?</u>							
Less than 15¢	0.8	2.2	0.0	0.1	1.0	0.2	2.6
15¢	20.8	22.5	18.7	16.7	22.4	13.3	22.6
16-19¢	16.7	11.6	22.2	7.0	18.6	7.2	3.8
20¢	39.8	45.4	34.5	53.2	34.7	35.6	47.9
More Than 20¢	22.0	18.4	24.6	23.0	23.4	43.7	23.1
Don't Know	(7.2)	(5.1)	(4.9)	(15.8)	(7.1)	(23.9)	(4.0)
Not Ascertained	(3.3)	(7.7)	(0.6)	(1.6)	(3.9)	(2.5)	(39.6)

Table 5.8 continued

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
<u>What Should A Third Class Envelope Travelling Locally Cost?</u>							
Less Than 4.5¢	13.1	12.5	10.7	15.4	23.9	26.8	6.2
4.5¢-5.4¢	19.2	18.0	15.2	32.0	29.9	17.8	2.7
5.5¢-6.4¢	8.7	7.9	9.9	8.1	10.8	18.2	48.8
6.5¢-7.4¢	2.1	2.0	3.0	0.7	2.1	2.8	1.9
7.5¢-8.4¢	13.4	14.2	17.4	4.1	8.3	21.1	1.1
More Than 8.4¢	43.4	45.4	43.9	39.6	25.1	13.3	39.3
Don't Know	(1.0)	(2.6)	(0.0)	(1.0)	(0.0)	(0.0)	(0.0)
Not Ascertained	(5.9)	(4.7)	(8.1)	(3.0)	(8.1)	(2.6)	(41.2)
<u>What Should a Third Class Envelope Travelling Across the Country Cost?</u>							
Less Than 9.5¢	9.8	12.8	4.4	11.2	16.1	12.5	54.3
9.5¢-10.4¢	13.2	11.0	14.1	20.0	8.6	12.1	2.1
10.5¢-11.4¢	2.5	1.8	2.7	3.0	6.0	5.7	0.3
11.5¢-12.4¢	6.5	3.1	8.2	10.4	5.5	8.4	0.3
More Than 12.4¢	68.0	71.2	70.6	55.4	63.8	61.3	43.0
Don't Know	(1.0)	(2.6)	(0.0)	(1.0)	(0.4)	(0.0)	(0.0)
Not Ascertained	(5.9)	(6.0)	(5.2)	(8.2)	(6.4)	(3.5)	(41.2)
<u>Not Good Idea to Zone Rate¹</u>							
<u>Why Not?</u>	57.5	58.3	57.9	56.8	68.9	55.8	25.3
Too Much Trouble For User	47.8	48.9	46.0	52.5	44.3	68.6	51.9
Not Cost Effective	23.2	14.4	24.7	21.9	56.7	24.6	26.4
Increase Rates of Respondent Establishment	17.1	22.6	14.3	20.6	6.1	6.6	5.0
Distance is Not a Cost Factor	5.4	6.7	6.4	2.8	2.3	5.6	6.8
Would Make Service Worse/Slow Mail	2.0	2.0	0.0	4.3	2.0	4.5	9.3
Would Not Improve Service	5.9	3.9	8.1	0.0	16.1	2.6	0.7
All Others	10.0	10.4	12.1	1.3	10.7	5.4	13.5
Don't Know	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.2)	(0.0)
Not Ascertained	(5.0)	(10.4)	(3.2)	(0.9)	(1.3)	(1.1)	(3.3)

¹Columns may add to more than 100% due to multiple mentions.

Based on the questions: Mail that costs more to send the farther it goes, is referred to as zone-rated mail. Parcel post is an example of zone-rated mail. The Postal Service is considering zone-rating other mail such as letter mail, which now costs the same no matter how far it is going. Do you think it is a good idea to zone-rate other mail? If yes: It currently costs 15¢ to send first class envelopes weighing one ounce or less anywhere in country. If mail sent locally were to cost less than this and mail sent across the country were to cost more than this, how much do you think it should cost to send first class mail locally? How much do you think it should cost to send that same envelope across country? It currently costs 8.4¢ to send third class bulk envelopes weighing 3.73 ounces or less anywhere in the country. If mail sent locally were to cost less than this and mail sent across the country were to cost more, how much do you think it should cost to send third class bulk mail locally? How much do you think it should cost to send that same envelope across country? If no: Why do you feel it's not a good idea?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.9: Carrier Route Instead of Street Addressing for any Advertising
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	80.7	80.3	82.7	85.0
Would Not Use to Distribute Advertising	14.2	15.0	10.9	5.1
Already Use to Distribute Advertising	*	*	0.0	*
Would Use to Distribute Advertising	5.0	4.6	6.3	9.9
Not Ascertained	(0.7)	(0.5)	(0.0)	(4.2)

Based on the question: Some mailers have asked the Postal Service to allow mail without a name or street address to be delivered to all addresses on certain carrier routes. This would avoid the expense of having to print addresses, and in some cases save the expense of using a mailing list. If such a service were offered, do you think your establishment would use it to distribute any advertising?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.10: Carrier Route Instead of Street Addressing for any Advertising
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non- Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	80.7	37.7	88.6	53.3	84.2	82.7	82.7	85.0
Would Not Use to Distribute Advertising	14.2	44.0	4.7	36.3	14.1	13.2	10.9	5.1
Already Use to Distribute Advertising	*	0.1	0.0	0.0	0.0	*	0.0	*
Would Use to Distribute Advertising	5.0	18.2	6.8	10.5	1.7	4.1	6.3	9.9
Not Ascertained	(0.7)	(0.0)	(4.2)	(*)	(0.0)	(0.6)	(0.0)	(4.2)

Based on the question: Some mailers have asked the Postal Service to allow mail without a name or street address to be delivered to all addresses on certain carrier routes. This would avoid the expense of having to print addresses, and in some cases save the expense of using a mailing list. If such a service were offered, do you think your establishment would use it to distribute any advertising?

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Table 5.11: Carrier Route Instead of Street Addressing for any Advertising
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
<u>Percent of Establishments Who:</u>	[%]	[%]	[%]	[%]	[%]	[%]
Do Not Distribute Any Advertising	80.7	73.7	88.2	82.2	82.9	74.5
Would Not Use to Distribute Advertising	14.2	24.8	7.8	13.8	12.6	14.7
Already Use to Distribute Advertising	*	0.0	0.0	0.1	*	*
Would Use to Distribute Advertising	5.0	1.4	4.0	3.8	4.5	10.8
Not Ascertained	(0.7)	(2.4)	(0.1)	(0.1)	(1.0)	(1.9)

Based on the question: Some mailers have asked the Postal Service to allow mail without a name or street address to be delivered to all addresses on certain carrier routes. This would avoid the expense of having to print addresses, and in some cases save the expense of using a mailing list. If such a service were offered, do you think your establishment would use it to distribute any advertising?

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Table 5.12: Carrier Route Instead of Street Addressing for any Advertising
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
<u>Percent of Establishments Who:</u>	[%]	[%]	[%]	[%]	[%]	[%]	[%]
Do Not Distribute Any Advertising	80.7	95.7	82.8	62.6	40.9	27.1	38.7
Would Not Use to Distribute Advertising	14.2	3.3	9.4	32.7	50.8	58.0	30.0
Already Use to Distribute Advertising	*	0.0	0.0	0.1	*	0.6	0.0
Would Use to Distribute Advertising	5.0	1.0	7.8	4.5	8.2	14.3	31.3
Not Ascertained	(0.7)	(*)	(0.0)	(0.2)	(0.2)	(0.5)	(0.0)

Based on the question: Some mailers have asked the Postal Service to allow mail without a name or street address to be delivered to all addresses on certain carrier routes. This would avoid the expense of having to print addresses, and in some cases save the expense of using a mailing list. If such a service were offered, do you think your establishment would use it to distribute any advertising?

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Table 5.13: Carrier Route Instead of Street Addressing for Catalogues and Other Advertising Items

	<u>Total Nonhouseholds</u>	<u>Distributors of 24 Page+ Catalogues</u>	<u>Distributors of Letters, Circulars, Coupons, Catalogues, of Less Than 24 Pages or Samples</u>
Weighted Sample	4,311,541	357,589	601,501
Unweighted Sample	1,213	251	456
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	80.7	0.0	0.0
Would Not Use to Distribute Advertising	14.3	85.8	66.7
Already Use to Distribute Advertising	*	0.3	*
Would Use to Distribute Advertising	5.0	<u>13.9</u>	<u>33.3</u>
<u>What is the Average Proportion of Establishment's (Catalogues/Advertising) that Might be Diverted From Other U.S. Mail</u>			
None	--	15.8	28.5
25% or Less	--	20.7	4.8
26-50%	--	6.2	33.3
51-75%	--	30.5	1.0
76% or More	--	21.6	13.5
Not Ascertained	--	5.3	18.8
Not Ascertained	(*)	(1.6)	(21.1)

Based on the questions: Some mailers have asked the Postal Service to allow mail without a name or street address to be delivered to all addresses on certain carrier routes. This would avoid the expense of having to print addresses, and in some cases save the expense of using a mailing list. If such a service were offered, do you think your establishment would use it to distribute any advertising? If yes: Does your Establishment mail or distribute any catalogues? What proportion of the (catalogues/advertising items) that you currently send through the U.S. mail do you think you might divert to this service?

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Table 5.14: Mail Delivery on Specified Day of Week or Month for Any Advertising
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,907	227,223
Unweighted Sample	1,213	989	138	86
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	81.0	80.6	82.8	85.0
Would Not Use to Distribute Advertising	17.5	17.8	16.9	14.8
Already Use to Distribute Advertising	*	0.0	0.0	*
Would Use to Distribute Advertising	1.5	1.6	0.3	0.2
Not Ascertained	(0.4)	(0.4)	(*)	(0.0)

Based on the question: Another service that the Postal Service has been asked to supply would provide for mail to be delivered on a specified day of the week or month. This service might cost slightly more than regular delivery. If such a service were offered, would your establishment use it to distribute advertising?

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Table 5.15: Mail Delivery on Specified Day of Week or Month for Any Advertising
 (By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	81.0	37.7	88.6	53.3	84.2	83.0	82.8	85.0
Would Not Use to Distribute Advertising	17.5	56.1	8.0	45.5	15.1	15.4	16.9	14.8
Already Use to Distribute Advertising	*	0.0	0.0	0.0	0.0	0.0	0.0	*
Would Use to Distribute Advertising	1.5	6.2	3.5	1.2	0.7	1.6	0.3	0.2
Not Ascertained	(0.4)	(0.0)	(*)	(*)	(0.0)	(0.4)	(*)	(0.0)

Based on the question: Another service that the Postal Service has been asked to supply would provide for mail to be delivered on a specified day of the week or month. This service might cost slightly more than regular delivery. If such a service were offered, would your establishment use it to distribute advertising?

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Table 5.16: Mail Delivery on Specified Day of Week or Month for Any Advertising
(By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	81.0	73.7	88.2	83.2	82.9	74.5
Would Not Use to Distribute Advertising	17.5	25.6	8.0	15.5	15.6	25.0
Already Use to Distribute Advertising	*	0.0	0.0	*	0.0	0.0
Would Use to Distribute Advertising	1.5	0.7	3.8	1.3	1.5	0.4
Not Ascertained	(0.4)	(*)	(*)	(1.2)	(0.0)	(*)

Based on the question: Another service that the Postal Service has been asked to supply would provide for mail to be delivered on a specified day of the week or month. This service might cost slightly more than regular delivery. If such a service were offered, would your establishment use it to distribute advertising?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.17: Mail Delivery on Specified Day of Week or Month for Any Advertising
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
<u>Percent of Establishments Who:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
Do Not Distribute Any Advertising	81.0	95.7	83.6	62.6	40.9	27.6	38.7
Would Not Use to Distribute Advertising	17.5	4.3	14.9	33.8	56.3	61.6	27.5
Already Use to Distribute Advertising	*	0.0	0.0	0.0	0.0	0.2	0.0
Would Use to Distribute Advertising	1.5	0.0	1.5	3.6	2.7	10.7	33.9
Not Ascertained	(0.4)	(0.9)	(*)	(*)	(2.0)	(*)	(*)

Based on the question: Another service that the Postal Service has been asked to supply would provide for mail to be delivered on a specified day of the week or month. This service might cost slightly more than regular delivery. If such a service were offered, would your establishment use it to distribute advertising?

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Table 5.18: Mail Delivery on Specified Day of Week or Month for Catalogues and Other Advertising Items

	<u>Total Nonhouseholds</u>	<u>Distributors of 24 Page+ Catalogues</u>	<u>Distributors of Letters, Circulars, Coupons, Catalogues, of Less Than 24 Pages or Samples</u>
Weighted Sample	4,311,541	357,589	601,501
Unweighted Sample	1,213	251	456
<u>Percent of Establishments Who:</u>	[%]	[%]	[%]
Do Not Distribute Any Advertising	81.0	0.0	0.0
Would Not Use to Distribute Advertising	17.5	90.4	89.5
Already Use to Distribute Advertising	*	*	*
Would Use to Distribute Advertising	1.5	<u>9.6</u>	<u>10.5</u>
<u>What is the Average Proportion of Establishment's (catalogues/other advertising) that Might be Diverted from Other U.S. Mail</u>			
None	--	2.4	4.4
25% or Less	--	5.8	12.8
26-50%	--	2.8	5.4
51-75%	--	0.0	0.1
76% or More	--	89.0	70.9
Don't Send U.S. Mail Now	--	0.0	6.4
Not Ascertained	--	(2.7)	(18.2)
Not Ascertained	(0.3)	(*)	(2.6)

Based on the questions: Another service that the Postal Service has been asked to supply would provide for mail to be delivered on a specified day of the week or month. This service might cost slightly more than regular delivery. If such a service were offered, would your establishment use it to distribute advertising? If yes: Does your Establishment mail or distribute any catalogues? What proportion of the (catalogues/advertising items) that you currently send through the U.S. mail do you think you might divert to this service?

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Table 5.19: Multiple Daily Deliveries

	<u>Total Nonhouseholds</u>	<u>All Businesses</u>
Weighted Sample	4,311,541	3,788,331
Unweighted Sample	1,213	989
	[%]	[%]
Base: Establishments That Now Have Multiple Daily Deliveries by Post Office	3.2	3.3
<u>Would Establishments Prefer Rate Increase or Curtailing of Multiple Deliveries?</u>		
Would Prefer Rate Increase to Maintain Multiple Deliveries	8.7	7.4
Would Prefer Curtailing Multiple Deliveries to Keep Rate of Increase Down	91.3	92.6
Not Ascertained	(6.9)	(2.7)
<u>How Serious is Curtailing Multiple Deliveries for Own Establishment?</u>		
Serious Problem	3.7	0.9
Somewhat of a Problem	6.2	3.8
Minor Problem	57.1	60.4
No Problem at All	33.0	35.0
Not Ascertained	(6.5)	(2.3)
<u>Would Establishments Use Multiple Deliveries if it Involved an Extra Charge?</u>		
Would Not Want if Involved Extra Charge	93.8	95.0
Would Want Even with Extra Charge	6.2	5.0
Not Ascertained	(7.0)	(2.4)

Note: Additional details for this series will be presented in the Final Report

Based on the questions: Is the mail (delivered/picked up) once a day, or more than once a day? If you had to choose between increasing postal rates in order to maintain multiple deliveries, or curtailing multiple deliveries to keep the rate of increase down, which would you choose? If the Postal Service decided to deliver mail to your establishment only once a day, would it be a serious problem, somewhat of a problem, a minor problem or no problem at all for your establishment? Would you request more than one mail delivery a day if it involved an extra charge?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.20: Multiple Daily Deliveries
 (By Type of Nonhousehold Sender)

	<u>Nonhousehold Senders</u>			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541	3,788,331	295,987	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Would Establishments Use Multiple Daily Deliveries if Offered?</u>				
Would Not Use Multiple Deliveries	58.9	59.1	57.0	56.7
Already Have Multiple Deliveries	3.3	3.4	0.2	6.5
Might Use Multiple Deliveries	7.8	7.9	10.5	1.6
Would Use Multiple Deliveries	30.1	29.6	32.3	35.3
Not Ascertained	(2.4)	(1.8)	(8.1)	(4.2)
Base: Establishments that Would, Might, or Already Use Multiple Deliveries	<u>41.2</u>	<u>40.9</u>	<u>43.0</u>	<u>43.4</u>
Would Not Want if Extra Charge	81.5	81.0	78.6	93.8
Might Want if Extra Charge	2.8	3.1	1.2	0.1
Would Want Even with Extra Charge	15.7	15.9	20.3	6.1
Not Ascertained	(1.2)	(0.9)	(0.8)	(6.6)
Base: Establishments that Might or Would Want with Extra Charge				
<u>When Would Establishments Want These Extra Deliveries?</u>				
Every Day	61.5	63.1		
Mornings	56.2	59.6		
Afternoons	50.4	52.7		

[a]

Table 5.20 continued

Nonhousehold Senders

	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
<u>Certain Days</u>	29.9	30.5	a	
Mondays	2.3	1.1		
Tuesdays	2.6	2.9		
Wednesdays	4.9	5.4		
Thursdays	4.3	4.7		
Fridays	3.4	1.8		
Saturdays	6.2	6.8		
Sundays	6.2	6.8		
<u>Certain Times of Year</u>	8.9	6.4		
Spring	4.7	5.2		
Summer	0.1	0.1		
Fall	4.8	5.3		
Winter	*	*		
Christmas	6.5	3.7		
<u>What would a Reasonable Fee for Extra Delivery Every Day Be?</u>				
Average \$ per Year	262	271		

Note: Additional details for this series will be presented in the Final Report.

^aBase too small, see Final Report.

Based on the questions: If the Post Office offered multiple daily deliveries, would you use this service (instead of picking it up)? Would you request more than one mail delivery a day if it involved an extra charge? Would you want these extra deliveries every day, only on certain days, or only during certain times of the year, or what? What (times of day/days of the week/during what seasons) would you want these extra deliveries? What do you think would be a reasonable fee for the extra delivery service we just talked about?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

 Table 5.21: Multiple Daily Deliveries
 (By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Would Establishments Use Multiple Daily Deliveries if Offered?</u>								
Would Not Use Multiple Deliveries	58.9	53.2	77.3	59.4	40.6	60.0	57.0	56.7
Already Have Multiple Deliveries	3.3	1.2	0.1	13.8	*	3.0	0.2	6.5
Might Use Multiple Deliveries	7.8	13.2	0.7	7.0	9.2	7.8	10.5	1.6
Would Use Multiple Deliveries	30.1	32.4	21.9	19.9	50.2	29.1	32.3	35.3
Not Ascertained	(2.4)	(0.8)	(2.9)	(1.2)	(0.1)	(1.9)	(8.1)	(4.2)
<u>Base: Establishments that Would, Might, or Already Use Multiple Deliveries</u>	<u>41.2</u>	<u>46.8</u>	<u>22.7</u>	<u>40.7</u>	<u>59.4</u>	<u>39.9</u>	<u>43.0</u>	<u>43.4</u>
Would Not Want if Extra Charge	81.5	86.6	67.5	81.2	98.6	79.6	78.6	93.8
Might Want if Extra Charge	2.8	8.1	2.3	2.1	0.1	3.2	1.2	0.1
Would Want Even with Extra Charge	15.7	5.3	30.2	16.7	1.3	17.2	20.3	6.1
Not Ascertained	(1.2)	(*)	(*)	(3.5)	(*)	(0.8)	(0.8)	(6.6)

Note: Additional details for this series will be presented in the final report.

Based on the questions: If the Post Office offered multiple daily deliveries, would you use this service (instead of picking it up)? Would you request more than one mail delivery a day if it involved an extra charge? Would you want these extra deliveries every day, only on certain days, or only during certain times of the year, or what? What (times of day/days of the week/during what seasons) would you want these extra deliveries? What do you think would be a reasonable fee for the extra delivery service we just talked about?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.22: Multiple Daily Deliveries
 (By Postal Region)

	<u>Total Nonhouseholds</u>	<u>Postal Region</u>				
		<u>Northeastern</u>	<u>Eastern</u>	<u>Southern</u>	<u>Central</u>	<u>Western</u>
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Would Establishments Use Multiple Daily Deliveries if Offered?</u>						
Would Not Use Multiple Deliveries	58.9	50.9	69.3	60.7	61.9	49.7
Already Have Multiple Deliveries	3.3	16.6	0.2	1.8	2.2	0.8
Might Use Multiple Deliveries	7.8	9.2	2.6	9.3	4.1	12.7
Would Use Multiple Deliveries	30.1	23.3	28.0	28.1	31.9	36.8
Not Ascertained	(2.4)	(0.7)	(2.8)	(1.2)	(3.3)	(3.7)
<u>Base: Establishments that Would, Might, or Already Use Multiple Deliveries</u>	<u>41.2</u>	<u>49.1</u>	<u>30.8</u>	<u>39.2</u>	<u>38.2</u>	<u>50.3</u>
Would Not Want if Extra Charge	81.5	85.5	88.1	73.2	81.7	86.9
Might Want if Extra Charge	2.8	1.2	0.4	1.0	8.3	1.4
Would Want Even with Extra Charge	15.7	13.3	11.5	25.8	10.0	11.7
Not Ascertained	(1.2)	(0.1)	(0.5)	(2.6)	(1.3)	(0.1)

Note: Additional details for this series will be presented in the Final Report.

Based on the questions: If the Post Office offered multiple daily deliveries, would you use this service (instead of picking it up)? Would you request more than one mail delivery a day if it involved an extra charge? Would you want these extra deliveries every day, only on certain days, or only during certain times of the year, or what? What (times of day/days of the week/during what seasons) would you want these extra deliveries? What do you think would be a reasonable fee for the extra delivery service we just talked about?

Section 5: POTENTIAL USE OF NEW USPS SERVICES

Table 5.23: Multiple Daily Deliveries
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Would Establishments Use Multiple Daily Deliveries if Offered?</u>							
Would Not Use Multiple Deliveries	58.9	69.8	59.4	46.2	36.6	25.0	46.2
Already Have Multiple Deliveries	3.3	1.5	1.0	11.5	3.5	14.1	37.6
Might Use Multiple Deliveries	7.8	4.9	8.4	9.7	15.7	7.0	8.3
Would Use Multiple Deliveries	30.1	23.8	31.2	32.7	44.1	53.9	7.9
Not Ascertained	(2.4)	(0.1)	(0.6)	(0.8)	(6.5)	(0.4)	(2.7)
<u>Base: Establishments that Would, Might, or Already Use Multiple Deliveries</u>	<u>41.2</u>	<u>30.2</u>	<u>40.6</u>	<u>33.9</u>	<u>63.3</u>	<u>75.0</u>	<u>53.8</u>
Would Not Want if Extra Charge	81.5	89.1	74.8	81.5	89.3	43.5	21.9
Might Want if Extra Charge	2.8	0.0	4.9	2.9	1.3	6.2	1.8
Would Want Even with Extra Charge	15.7	10.9	20.3	15.7	9.4	50.3	76.3
Not Ascertained	(1.2)	(0.2)	(1.0)	(1.0)	(0.5)	(5.5)	(9.7)

Note: Additional details for this series will be presented in the Final Report.

Based on the questions: If the Post Office offered multiple daily deliveries, would you use this service (instead of picking it up)? Would you request more than one mail delivery a day if it involved an extra charge? Would you want these extra deliveries every day, only on certain days, or only during certain times of the year, or what? What (times of day/days of the week/during what seasons) would you want these extra deliveries? What do you think would be a reasonable fee for the extra delivery service we just talked about?

Section 6: COMPETITIVE SERVICES

Table 6.1: Establishments' Current Use of Services Competitive With The USPS
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
Weighted Sample	4,311,541 1,213	3,788,331 989	295,987 138	227,223 86
Unweighted Sample				
<u>Percent of Nonhousehold Establishments Currently Using:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
United Parcel Service	44.4	44.9	45.2	34.9
National or Regional Delivery	26.9	27.0	21.4	31.9
Own Messenger or Delivery Service	20.8	20.7	11.2	34.4
Local Messenger or Delivery Service	7.4	7.4	1.4	14.4
Courier Service	6.0	6.5	3.3	1.6
Communication Machines	5.9	6.2	2.4	5.8
Facsimile Reproduction Machines	4.6	4.5	1.0	11.1
Armored Cars	1.7	1.1	1.3	12.5

Based on the questions: Now I'd like to ask about services other than the Postal Service that your establishment may currently use to send materials and information. Does your establishment ever use United Parcel Service?; Other national or regional delivery services such as Greyhound Package Express, Air Freight, etc.? Armored cars?; Courier services such as Purolator or Aircourier?; Its own messenger or delivery service?; Other local messenger or delivery services that cover only your local area?; Facsimile reproduction machines like Telecopier?; Communication machines like Telex, teletype, and telegraph?.

Section 6: COMPETITIVE SERVICES

Table 6.2: Establishments' Current Use of Services Competitive With The USPS
 (By Specified Type of Nonhousehold Sender)

	<u>Specified Type of Nonhousehold Sender</u>							
	<u>Total Nonhouseholds</u>	<u>Mail-Oriented Industries</u>	<u>Utilities</u>	<u>Financial Institutions</u>	<u>Dept. Stores</u>	<u>All Other Businesses</u>	<u>Non-Profit</u>	<u>Government</u>
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
<u>Percent of Nonhousehold Establishments Currently Using:</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>	<u>[%]</u>
United Parcel Service	44.4	83.9	54.5	38.3	71.4	42.9	45.2	34.9
National or Regional Delivery Service	26.9	19.2	23.0	12.5	16.4	28.6	21.4	31.9
Own Messenger or Delivery Service	20.8	48.1	60.7	29.1	15.5	19.5	11.2	34.4
Local Messenger or Delivery Service	7.4	11.5	7.4	3.1	1.4	7.9	1.4	14.4
Courier Service	6.0	22.4	8.2	17.7	2.4	5.6	3.3	1.6
Communication Machines	5.9	21.6	45.2	18.3	1.3	5.0	2.4	5.8
Facsimile Reproduction Machines	4.6	7.2	13.5	5.6	0.6	4.5	1.0	11.1
Armored Cars	1.7	0.1	7.2	10.5	1.5	0.6	1.3	12.5

Based on the questions: How I'd like to ask about services other than the Postal Service that your establishment may currently use to send materials and information. Does your establishment ever use United Parcel Service?; Other national or regional delivery services such as Greyhound Package Express, Air Freight, etc.?; Armored cars?; Courier services such as Purolator or Aircourier?; Its own messenger or delivery service?; Other local messenger or delivery services that cover only your local area?; Facsimile reproduction machines like Telecopier?; Communication machines like Telex, teletype, and telegraph?

Section 6: COMPETITIVE SERVICES

Table 6.3: Establishments' Current Use of Services Competitive With The USPS
(By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Nonhousehold Establishments Currently Using:</u>						
United Parcel Service	44.4	42.2	41.8	43.1	35.1	62.6
National or Regional Delivery Service	26.9	4.7	19.3	36.3	21.9	37.2
Own Messenger or Delivery Service	20.8	30.9	20.4	17.8	14.3	28.6
Local Messenger or Delivery Service	7.4	21.2	4.9	5.3	5.0	6.9
Courier Service	6.0	3.6	2.8	4.7	5.2	13.0
Communication Machines	5.9	5.5	6.5	6.0	5.8	5.7
Facsimile Reproduction Machines	4.6	13.7	4.4	3.7	1.7	4.4
Armored Cars	1.7	0.9	3.5	0.7	2.4	2.1

Based on the questions: Now I'd like to ask about services other than the Postal Service that your establishment may currently use to send materials and information. Does your establishment ever use United Parcel Service?; Other national or regional delivery services such as Greyhound Package Express, Air Freight, etc?; Armored cars?; Its own messenger or delivery service?; Other local messenger or delivery services that cover only your local area?; Facsimile reproduction machines like Telecopier?; Communication machines like Telex, teletype, and telegraph?

Section 6: COMPETITIVE SERVICES

Table 6.4: Establishments' Current Use of Services Competitive With The USPS
 (By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Percent of Nonhousehold Establishments Currently Using:</u>							
United Parcel Service	44.4	24.4	50.6	60.6	77.6	65.8	73.7
National or Regional Delivery Service	26.9	11.6	33.1	32.4	59.7	60.6	65.7
Own Messenger or Delivery Service	20.8	10.4	23.5	25.8	38.8	61.9	91.0
Local Messenger or Delivery Service	7.4	0.6	6.7	20.3	14.3	23.3	46.4
Courier Service	6.0	2.9	2.8	13.0	22.4	50.2	47.0
Communication Machines	5.9	0.7	3.0	11.7	33.4	48.5	58.5
Facsimile Reproduction Machines	4.6	0.0	2.6	14.0	13.9	29.0	36.8
Armored Cars	1.7	0.0	0.6	1.4	17.1	38.0	52.0

Based on the questions: Now I'd like to ask about services other than the Postal Service that your establishment may currently use to send materials and information. Does your establishment ever use United Parcel Service? Other national or regional delivery services such as Greyhound Package Express, Air Freight, etc? Armored cars? Its own messenger or delivery service? Other local messenger or delivery services that cover only your local area? Facsimile reproduction machines like Telecopier? Communication machines like Telex, teletype, and telegraph?

Section 6: COMPETITIVE SERVICES

Table 6.5: United Parcel Service
(By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	Total Nonhouseholds	All Businesses	All Nonprofit	All Government
Weighted Sample	4,311,541	3,700,331	295,007	227,223
Unweighted Sample	1,213	989	138	86
	[%]	[%]	[%]	[%]
<u>Base: Establishments Currently Using Competitive Service</u>	<u>44.4</u>	<u>44.9</u>	<u>45.2</u>	<u>34.9</u>
<u>What was the Average Expenditure per Establishment Last Year</u>				
Under \$100	44.9	42.3	75.8	48.3
\$101-\$1,000	38.3	40.1	21.1	30.1
\$1,001-\$5,000	13.6	14.2	2.4	21.6
\$5,001-\$10,000	1.9	2.1	0.0	*
\$10,001-\$25,000	0.7	0.8	0.3	0.1
\$25,001-\$50,000	0.2	0.3	0.3	0.0
\$50,001-\$100,000	0.2	0.2	*	0.0
\$100,001-\$500,000	0.1	0.1	0.1	0.0
\$500,001-\$1 million	0.1	0.1	0.0	0.0
Over \$1 million	*	*	0.0	0.0
Not Ascertained	(9.2)	(9.4)	(7.4)	(0.5)
<u>What was the Most Important Reason Why Did Not Use USPS</u>				
Postal Service Does Not Offer	9.9	10.5	8.1	0.9
Takes Less Time	43.0	44.0	34.4	36.3
Elapsed Time More Consistent	7.1	7.4	5.6	4.0
Costs Less	16.7	14.8	25.4	41.4
Better Record Against Damage or Loss	4.3	3.7	8.0	9.0
Picks up on Call	13.3	13.8	9.7	8.4
Other	5.7	5.8	8.7	0.2
Not Ascertained	(2.6)	(2.9)	(0.8)	(0.0)

Based on the questions: Does your establishment ever use United Parcel Service? The reasons on this list are often given by establishments to explain why they use services other than the Postal Service to deliver certain items. Which, if any, of these reasons was most important in the decision of your establishment to use United Parcel Service? Were any of the other reasons on the list significant? About how much did your establishment spend on United Parcel Service last year?

Section 6: COMPETITIVE SERVICES

Table 6.6: United Parcel Service
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Weighted Sample	4,311,541	86,957	29,715	184,770	165,044	3,321,846	295,987	227,223
Unweighted Sample	1,213	130	55	170	60	574	138	86
	[%]	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Base: Establishments Currently Using Competitive Service</u>	<u>44.4</u>	<u>83.9</u>	<u>54.5</u>	<u>38.3</u>	<u>71.4</u>	<u>42.9</u>	<u>45.2</u>	<u>34.9</u>
<u>What was the Average Expenditure per Establishment Last Year</u>								
Under \$100	44.9	39.7	19.7	61.7	26.9	43.0	75.8	48.3
\$101-\$1,000	38.3	26.0	54.5	35.4	69.3	38.4	21.1	30.1
\$1,001-\$5,000	13.6	27.2	10.4	0.3	1.1	15.2	2.4	21.6
\$5,001-\$10,000	1.9	3.0	0.7	0.6	2.5	2.1	0.0	*
\$10,001-\$25,000	0.7	0.7	4.6	1.5	*	0.8	0.3	0.1
\$25,001-\$50,000	0.2	1.1	10.2	0.5	0.2	0.2	0.3	0.0
\$50,001-\$100,000	0.2	0.2	0.0	*	0.0	0.2	*	0.0
\$100,001-\$500,000	0.1	0.3	0.0	*	0.1	0.1	0.1	0.0
\$500,001-\$1 million	0.1	1.7	0.0	*	*	*	0.0	0.0
Over \$1 million	*	0.1	0.0	0.0	0.0	0.0	0.0	0.0
Not Ascertained	(9.2)	(3.2)	(71.9)	(19.5)	(2.4)	(9.0)	(7.4)	(8.5)
<u>What was the Most Important Reason Why Did Not Use USPS</u>								
Postal Service Does Not Offer	9.9	1.9	1.9	9.4	2.1	11.8	8.1	0.9
Takes Less Time	43.0	31.9	82.6	29.5	28.1	46.2	34.4	36.3
Elapsed Time More Consistent	7.1	1.2	5.1	27.0	0.2	7.4	5.6	4.0
Costs Less	16.7	48.4	2.6	9.7	19.7	13.0	25.4	41.4
Better Record Against Damage or Loss	4.3	1.6	2.5	0.1	0.1	4.3	8.0	9.0
Picks up on Call	13.3	13.2	2.4	10.8	12.6	14.2	9.7	8.4
Other	5.7	1.8	3.0	13.3	37.3 ¹	3.0	8.7	0.2
Not Ascertained	(2.6)	(0.0)	(0.0)	(5.1)	(0.0)	(3.2)	(0.8)	(0.0)

¹For department stores the "other" reason given was: "Too many restrictions by the Postal Service"

Based on the questions: Does your establishment ever use United Parcel Service? The reasons on this list are often given by establishments to explain why they use services other than the Postal Service to delivery certain items. Which, if any, of these reasons was most important in the decision of your establishment to use United Parcel Service? Were any of the other reasons on the list significant? About how much did your establishment spend on United Parcel Service last year?

Section 6: COMPETITIVE SERVICES

Table 6.7: United Parcel Service
 (By Postal Region)

	Total Nonhouseholds	Postal Region				
		Northeastern	Eastern	Southern	Central	Western
Weighted Sample	4,311,541	516,504	539,955	1,354,066	1,100,399	800,616
Unweighted Sample	1,213	168	134	345	361	205
	[%]	[%]	[%]	[%]	[%]	[%]
<u>Base: Establishments Currently Using Competitive Service</u>	<u>44.4</u>	<u>42.2</u>	<u>41.8</u>	<u>43.1</u>	<u>35.1</u>	<u>62.6</u>
<u>What was the Average Expenditure per Establishment Last Year</u>						
Under \$100	44.9	44.7	44.5	51.4	28.6	50.3
\$101-\$1,000	38.3	15.5	36.7	38.9	44.7	43.2
\$1,001-\$5,000	13.6	38.2	9.9	7.4	23.1	4.6
\$5,001-\$10,000	1.9	0.1	8.0	1.8	1.0	0.8
\$10,001-\$25,000	0.7	0.3	0.5	0.3	1.8	0.7
\$25,001-\$50,000	0.2	1.0	0.2	0.1	0.1	0.2
\$50,001-\$100,000	0.2	0.1	0.1	*	0.3	0.3
\$100,001-\$500,000	0.1	0.2	*	0.1	0.1	0.0
\$500,001-\$1 million	0.1	*	*	0.0	0.4	0.0
Over \$1 million	*	0.0	0.0	*	*	0.0
Not Ascertained	(9.2)	(10.7)	(13.4)	(6.9)	(7.9)	(10.3)
<u>What was the Most Important Reason Why Did Not Use USPS</u>						
Postal Service Does Not Offer	9.9	5.2	33.4	9.5	2.2	8.4
Takes Less Time	43.0	30.9	42.3	44.6	46.4	43.9
Elapsed Time More Consistent	7.1	0.2	8.9	8.9	11.7	3.8
Costs Less	16.7	22.2	2.9	26.6	14.1	11.4
Better Record Against Damage or Loss	4.3	0.7	9.1	0.4	5.9	6.7
Picks up on Call	13.3	36.3	2.5	6.9	14.6	13.9
Other	5.7	4.4	0.9	3.0	5.1	11.9
Not Ascertained	(2.6)	(1.1)	(6.5)	(5.6)	(0.0)	(0.1)

Based on the questions: Does your establishment ever use United Parcel Service? The reasons on this list are often given by establishments to explain why they use services other than the Postal Service to deliver certain items. Which, if any, of these reasons was most important in the decision of your establishment to use United Parcel Service? Were any of the other reasons on the list significant? About how much did your establishment spend on United Parcel Service last year?

Section 6: COMPETITIVE SERVICES:

Table 6.8: United Parcel Service
(By Postage Expenditure Last Year)

	Total Nonhouseholds	Postage Expenditure Last Year					
		Less Than \$100	\$100-\$1,000	\$1,000-\$5,000	\$5,000-\$50,000	\$50,000-\$500,000	Over \$500,000
Weighted Sample	4,311,541	1,420,565	1,721,012	718,193	285,417	15,923	4,379
Unweighted Sample	1,213	130	202	225	290	189	127
	[%]	[%]	[%]	[%]	[%]	[%]	[%]
<u>Base: Establishments Currently Using Competitive Service</u>	<u>44.4</u>	<u>24.4</u>	<u>50.6</u>	<u>60.6</u>	<u>77.6</u>	<u>65.8</u>	<u>73.7</u>
<u>What was the Average Expenditure per Establishment Last Year</u>							
Under \$100	44.9	70.1	51.3	27.2	17.7	11.9	4.1
\$101-\$1,000	38.3	29.7	44.0	35.0	35.8	21.0	2.7
\$1,001-\$5,000	13.6	0.2	3.6	34.6	33.3	18.2	27.9
\$5,001-\$10,000	1.9	0.0	0.2	2.1	9.9	8.8	14.6
\$10,001-\$25,000	0.7	0.0	0.5	0.6	2.1	21.9	11.1
\$25,001-\$50,000	0.2	0.0	0.0	0.5	0.7	4.5	20.3
\$50,001-\$100,000	0.2	0.0	0.2	0.0	0.3	8.0	5.3
\$100,001-\$500,000	0.1	0.0	0.0	0.1	0.2	5.3	7.2
\$500,001-\$1 million	0.1	0.0	0.2	0.0	0.0	0.4	3.0
Over \$1 million	*	0.0	0.0	0.0	0.0	*	3.7
Not Ascertained	(9.2)	(11.1)	(8.7)	(10.2)	(4.2)	(17.6)	(46.2)
<u>What was the Most Important Reason Why Did Not Use USPS</u>							
Postal Service Does Not Offer	9.9	0.9	13.0	13.4	2.2	11.9	0.6
Takes Less Time	43.0	53.6	35.5	44.4	55.6	39.1	32.5
Elapsed Time More Consistent	7.1	4.7	7.2	6.0	9.8	17.0	2.1
Costs Less	16.7	17.2	18.5	8.8	24.1	21.0	61.0
Better Record Against Damage or Loss	4.3	10.7	4.1	1.6	0.7	3.5	2.2
Picks up on Call	13.3	5.7	12.1	25.4	7.4	2.8	1.5
Other	5.7	7.2	9.6	0.4	0.2	4.6	0.0
Not Ascertained	(2.6)	(2.8)	(3.7)	(1.5)	(0.6)	(0.1)	(1.1)

Based on the questions: Does your establishment ever use United Parcel Service? The reasons on this list are often given by establishments to explain why they use services other than the Postal Service to deliver certain items. Which, if any, of these reasons was most important in the decision of your establishment to use United Parcel Service? Were any of the other reasons on the list significant? About how much did your establishment spend on United Parcel Service last year?

Section 6: COMPETITIVE SERVICES

Table 6.9: Major Content of Containers Sent by Non-USPS Carriers
 (By Type of Carrier)

	<u>National/Regional Trucking Services</u>	<u>UPS</u>	<u>Own Messenger/ Delivery Services</u>	<u>Local Trucking Services</u>	<u>Courier Services</u>	<u>National/ Regional Air Services</u>	<u>National or Regional Bus Services</u>	<u>USPS</u>
Total Containers	%	%	%	%	%	%	%	%
<u>Percent of Containers Containing</u>								
Bills, Orders, Payments, Receipts	0.6	2.1	31.7	0.0	31.4	10.2	13.6	26.5
Legal/Financial Instruments	*	0.4	2.4	0.0	1.3	59.4	*	5.0
Correspondence	1.2	3.6	9.8	*	56.9	0.1	0.0	12.6
Communications	*	0.2	5.3	0.0	5.1	0.6	2.9	17.8
Advertising & Merchandise	18.6	83.5	44.9	100.0	1.7	14.9	77.0	40.7
Any Other	82.0	14.1	9.2	*	4.5	14.9	38.8	0.8
Not Ascertained	(0.1)	(2.2)	(2.5)	(0.1)	(1.3)	(39.8)	(3.9)	(8.0)

Section 6: COMPETITIVE SERVICES

Table 6.10: Percent of Containers Carried by Non-USPS Carriers that Stay Within Local Metropolitan Area
 (By Type of Carrier)

	<u>National/Regional Trucking Services</u>	<u>UPS</u>	<u>Own Messenger/ Delivery Services</u>	<u>Local Trucking Services</u>	<u>Courier Services</u>	<u>National/ Regional Air Services</u>	<u>National or Regional Bus Services</u>
Total Containers	100%	100%	100%	100%	100%	100%	100%
<u>Percent of Containers Staying Within the Local/Metropolitan Area?</u>							
Yes	0.0	5.1	90.1	100.0	74.0	0.0	0.0
No	100.0	94.9	9.9	0.0	26.0	100.0	100.0
Not Ascertained	(0.4)	(17.2)	(3.8)	(0.0)	(7.4)	(4.2)	(0.08)

Source: Form 4

Section 6: COMPETITIVE SERVICES

Table 6.11: Percent of Containers Carried by Non USPS Carriers That Meet USPS Size/Weight Requirements
(By Type of Carrier)

	<u>National/Regional Trucking Services</u>	<u>UPS</u>	<u>Own Messenger/ Delivery Services</u>	<u>Local Trucking Services</u>	<u>Courier Services</u>	<u>National/ Regional Air Services</u>	<u>National or Regional Bus Services</u>
Total Containers	100%	100%	100%	100%	100%	100%	100%
<u>Percent of Containers That Meet USPS Size/Weight Requirements</u>							
Yes	89.5	97.2	88.9	0.6	97.2	94.1	82.8
No	10.5	2.8	11.1	99.4	2.8	5.9	17.2
Not Ascertained	(7.6)	(38.7)	(26.6)	(0.1)	(8.0)	(8.5)	(0.3)

Source: Form W

Section 6: COMPETITIVE SERVICES

Table 6.12: United Parcel Service
 (By Type of Nonhousehold Sender)

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
	%	%	%	%
Total Containers				
<u>What Proportion Contain . . . ?¹</u>				
Bills, Orders, Payments, Receipts	2.1	2.2	0.0	0.0
Legal/Financial Instruments	0.4	0.5	0.0	0.0
Correspondence	3.6	3.3	13.8	0.3
Communications	0.2	0.1	2.7	0.2
Advertising or Merchandise	83.5	84.0	65.3	94.3
Any Other	14.1	14.0	18.4	5.3
Not Ascertained	(2.2)	(2.2)	(0.9)	(10.0)
<u>What Proportion of the Containers Are Going To . . . ?</u>				
Households	4.7	4.6	10.5	1.0
Intra Organization	4.9	4.2	28.2	0.2
Other Nonhousehold	90.4	91.2	61.3	98.8
Not Ascertained	(4.5)	(4.6)	(0.87)	(10.0)

Table 6.12 continued

	Nonhousehold Senders			
	<u>Total Nonhouseholds</u>	<u>All Businesses</u>	<u>All Nonprofit</u>	<u>All Government</u>
<u>What delivery service is promised?</u>				
Same Day	0.1	0.1	1.2	0.0
Next Day	14.2	13.5	31.9	63.9
Two Days	7.0	7.0	6.0	13.6
Three or More Days	78.6	79.4	60.9	22.5
Not Ascertained	(9.4)	(9.7)	(1.37)	(0.5)
<u>Do items meet USPS size/weight requirements?</u>				
Yes	97.2	97.1	99.1	100.0
No	2.8	2.9	0.9	0.0
Not Ascertained	(27.9)	(28.7)	(0.5)	(0.08)
<u>What is the weight of the items?</u>				
Less Than One Pound	18.4	18.7	3.3	2.3
1-30 Pounds	73.3	72.8	95.1	97.0
Over 30 Pounds	8.3	8.5	1.6	0.7
Not Ascertained	(7.1)	(6.0)	(46.3)	(0.0)
<u>Are the items staying within the local/metropolitan area?</u>				
Yes	5.1	5.0	11.6	0.6
No	94.9	95.0	88.4	99.4
Not Ascertained	(14.6)	(14.6)	(16.2)	(0.0)

¹Percentages may add to more than 100% due to multiple mentions.

Source: Form W

Section 6: COMPETITIVE SERVICES

Table 6.13: United Parcel Service
(By Specified Type of Nonhousehold Sender)

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
Total Containers	%	%	%	%	%	%	%	%
<u>What Proportion Contain . . . ?¹</u>								
Bills, Orders, Payments, Receipts	2.1	1.2	1.8	18.5	17.2	1.2	0.0	0.0
Legal/Financial Instruments	0.4	6.1	0.0	0.2	0.0	*	0.0	0.0
Membership, Identification & Credit Cards	*	0.0	0.0	0.0	*	0.0	0.0	0.0
Correspondence	3.6	*	0.0	6.0	0.0	3.5	13.8	0.3
Communications	0.2	0.1	13.0	0.5	0.0	0.1	2.7	0.2
Advertising	18.5	10.7	2.1	7.9	0.0	20.7	4.4	*
Merchandise ²	23.9	10.2	0.0	45.1	24.2	23.4	43.9	93.9
Advertising or Merchandise ³	41.1	52.3	0.0	16.2	51.3	41.7	17.0	0.4
Any Other	14.1	20.6	83.0	13.5	7.4	13.5	18.4	5.3
Not Ascertained	(2.2)	(0.2)	(1.1)	(1.0)	(6.8)	(2.3)	(0.9)	(10.0)
<u>What Proportion of the Containers are Going to . . . ?</u>								
Households	4.7	17.8	0.0	0.1	69.6	2.0	10.5	1.0
Intra Organization	4.9	2.4	11.5	69.7	0.5	2.4	28.2	0.2
Other Nonhousehold	90.4	79.8	88.5	30.2	29.9	95.6	61.3	98.8
Not Ascertained	(4.5)	(35.9)	(1.1)	(9.7)	(5.4)	(1.9)	(0.9)	(10.0)
<u>What Delivery Service is Promised?</u>								
Same Day	0.2	0.0	0.0	2.2	0.1	0.0	1.2	0.0
Next Day	14.2	24.6	0.1	15.9	21.6	12.3	31.9	63.9
Two Days	7.0	10.0	27.7	57.4	16.6	4.8	6.0	13.6
Three or More Days	78.6	65.4	72.2	24.5	61.7	82.8	60.9	22.5
Not Ascertained	(9.4)	(12.9)	(0.0)	(14.4)	(8.2)	(9.4)	(1.4)	(0.5)
<u>Do Items Meet USPS Size/Weight Requirements?</u>								
Yes	97.2	99.1	100.0	98.1	99.7	96.8	99.1	100.0
No	2.8	0.9	0.0	1.9	0.3	3.2	0.9	0.0
Not Ascertained	(27.9)	(49.7)	(0.3)	(9.3)	(12.8)	(28.3)	(0.5)	(0.1)

Table 6.13 continued

	Specified Type of Nonhousehold Sender							
	Total Nonhouseholds	Mail Oriented Industries	Utilities	Financial Institutions	Dept. Stores	All Other Businesses	Non- Profit	Government
<u>What is the Weight of the Items?</u>								
Less Than One Pound	18.4	1.9	0.0	2.8	4.7	20.6	3.3	2.3
1-30 Pounds	73.3	81.3	49.8	88.9	92.6	71.2	95.1	97.0
Over 30 Pounds	8.3	16.7	50.2	8.3	2.7	8.2	1.6	0.7
Not Ascertained	(7.1)	(42.0)	(0.0)	(2.8)	(0.1)	(3.4)	(46.3)	(0.0)
<u>Are the Items Staying Within the Local/Metropolitan Area?</u>								
Yes	5.1	2.9	0.0	17.7	83.3	2.8	11.6	0.6
No	94.9	97.1	100.0	82.3	16.7	97.2	88.4	99.4
Not Ascertained	(14.6)	(8.4)	(0.0)	(8.5)	(37.3)	(14.7)	(16.2)	(0.0)

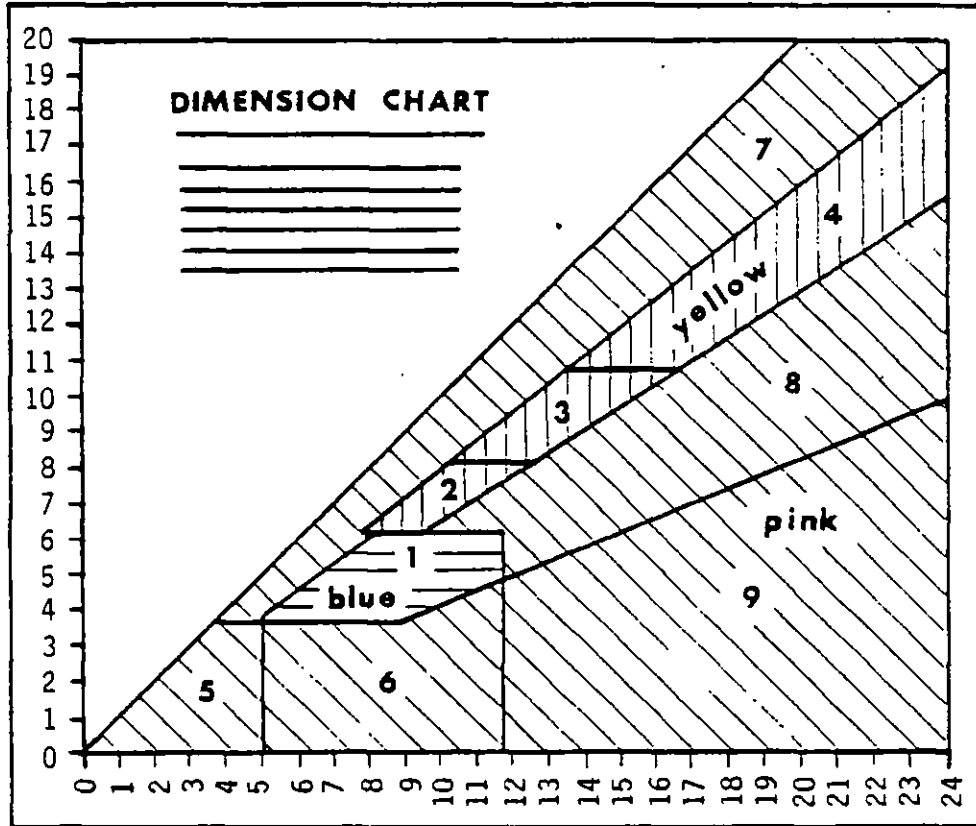
¹Percentages may add to more than 100% due to multiple mentions.

²Includes blank forms and other supplies, books, sound recordings, films, computer tapes, computer cards, photographic materials, and spare parts.

³Includes items not included in the advertising and merchandise categories above.

APPENDIX A
DIMENSION CHART
AND
MAIL-PIECE DATA COLLECTION FORMS

APPENDIX A--DIMENSION CHART



FOR ZONE RATED MAIL USE PS FORM 3605

U.S. POSTAL SERVICE STATEMENT OF MAILING WITH PERMIT IMPRINTS		MAILER: Complete all items by typewriter, pen or indelible pencil. Prepare in duplicate if receipt is desired. Check for instructions from your postmaster regarding box labelled "RCA Offices".			PERMIT NO. _____	
POST OFFICE _____		DATE _____	RECEIPT NO. _____	SACKS _____	TRAYS _____	OTHER CONTAINERS _____
CHECK APPLICABLE BOX <input type="checkbox"/> International <input type="checkbox"/> 1st Class single piece rate <input type="checkbox"/> 2nd Newspapers and magazines entered at Transit rate <input type="checkbox"/> 3rd - Merchandise less than 16 ozs. <input type="checkbox"/> 4th Library rate <input type="checkbox"/> Presorted 1st Class rate <input type="checkbox"/> 3rd - Circulars and other printed matter. <input type="checkbox"/> 3rd - Books or catalogs of 24 pages or more, seeds, etc., less than 16 ozs. <input type="checkbox"/> Special 4th rate <input type="checkbox"/> Presorted Special 4th Class						
NAME AND ADDRESS OF PERMIT HOLDER (Include ZIP Code)		TELEPHONE NO. _____	WEIGHT OF A SINGLE PIECE _____ oz.	NO. PIECES IN POUND _____	RCA Offices: _____	
TOTAL IN MAILING			RATE CHARGEABLE		TOTAL POSTAGE	
PIECES _____		POUNDS _____	<input type="checkbox"/> PIECE AT _____	<input type="checkbox"/> POUND _____	€ _____	\$ _____
FIRST-CLASS PRESORT COMPUTATION (If applicable)						
PRESORTED PIECES _____		NO. PIECES _____	AT _____	€ _____	\$ _____	
RESIDUAL PIECES _____		NO. PIECES _____	AT _____	€ _____	\$ _____	
TOTAL COMPUTED NET POSTAGE →					\$ _____	
Mailer (other than authorized nonprofit organization) must check here whether his total mailings made at bulk third-class rates at all post offices, under any name or permit, for the current calendar year, exceed 250,000 pieces. <input type="checkbox"/> YES <input type="checkbox"/> NO						
SIGNATURE OF PERMIT HOLDER OR AGENT (Both principal and agent are liable for any postage deficiency incurred)						

PS Form 3602
June 1976

Willful Entry of false, fictitious or fraudulent statements or representations hereon punishable by fine up to \$10,000 or imprisonment up to 5 years, or both (18 USC 1001).

SRC FORM A

TO BE FILLED IN BY MAILER:

51999

A1. ORGANIZATION NUMBER: _____		A6. FORM OF ADDRESSING: (Check one) 1. <input type="checkbox"/> Handwritten 2. <input type="checkbox"/> Typed 3. <input type="checkbox"/> Computer printed 4. <input type="checkbox"/> Other printed		A10. TYPE OF WINDOW: (Check one) 1. <input type="checkbox"/> Open Window 3. <input type="checkbox"/> Transparent covering 5. <input type="checkbox"/> No Window		A12. SIZE OF ENVELOPES, CARDS, AND OTHER ITEMS LESS THAN 1/2" THICKNESS: Number from Dimension Chart: _____	
A2. MAILING WAS PREPARED BY THIS ORGANIZATION FOR: 1. <input type="checkbox"/> Itself 2. <input type="checkbox"/> Another organization; specify type from Chart A: _____		A7. ADDRESSED TO: (Check one) 1. <input type="checkbox"/> Name plus address 2. <input type="checkbox"/> "Occupant" or "Resident" plus address (no name) 3. <input type="checkbox"/> Name plus "Occupant" etc., plus address 4. <input type="checkbox"/> "Occupant" or "Resident", only (no address)		A11. SPECIAL SERVICES. (Check all that apply) 00. <input type="checkbox"/> None 73. <input type="checkbox"/> Address Correction Requested 11. <input type="checkbox"/> C.O.D. 20. <input type="checkbox"/> Certificate of Mailing 12. <input type="checkbox"/> Certified Mail 26. <input type="checkbox"/> Control Pak 62. <input type="checkbox"/> Forwarding Postage Guaranteed 13. <input type="checkbox"/> Insured 14. <input type="checkbox"/> Registered 15. <input type="checkbox"/> Restricted Delivery 61. <input type="checkbox"/> Return Postage Guaranteed 16. <input type="checkbox"/> Return Receipt Requested 17. <input type="checkbox"/> Special Delivery 18. <input type="checkbox"/> Special Handling 19. <input type="checkbox"/> Timed or Scheduled Delivery		A13. SIZE OF ALL OTHER ITEMS: a. Length: _____ inches b. Width: _____ inches c. Thickness: 1. If box-shaped: _____ inches (height) 2. If not box-shaped: _____ inches (girth)	
A3. CONTENT CODE(S): _____		A8. MAIL TYPE (Check one) 1. <input type="checkbox"/> Envelopes 2. <input type="checkbox"/> Cards - Single 3. <input type="checkbox"/> Cards - Double 4. <input type="checkbox"/> Packages 5. <input type="checkbox"/> Self - Mailers 6. <input type="checkbox"/> Other, specify: _____				A14. HOW WILL THIS MAIL ENTER THE MAILSTREAM? (Check one) 1. <input type="checkbox"/> Drop shipped 2. <input type="checkbox"/> Plant loaded 3. <input type="checkbox"/> Delivered to dock or weighing station 4. <input type="checkbox"/> Other, specify: _____	
A4. RECIPIENT CODE(S). A _____ % E _____ % K _____ % B _____ % F _____ % L _____ % C _____ % G _____ % N _____ % D _____ % H _____ % P _____ %		A9. ARE DETACHED LABEL CARDS SUBMITTED WITH THIS MAILING? 1. <input type="checkbox"/> Yes 5. <input type="checkbox"/> No					
A5. ESTIMATED PERCENT OF MAILING STAYING WITHIN LOCAL/METROPOLITAN AREA: _____ %							

A15. TO BE FILLED IN BY WEIGHING STATION / DOCK CLERK: HOW MANY OF THE ITEMS ARE:			
a. Presorted by Carrier Route _____	d. Presorted by 3 digit ZIP _____	g. Not presorted _____	
b. Presorted by 5 digit ZIP _____	e. Presorted by state _____		
c. Presorted by mixed city _____	f. Presorted by mixed state _____	h. Within LMA _____	

U.S. POSTAL SERVICE STATEMENT OF MAILING BULK RATES		MAILER: Complete all items by typewriter, pen or indelible pencil. Prepare in duplicate if receipt is desired. Check for instructions from your postmaster regarding box labelled "RCA Offices".			PERMIT NO.	
POST OFFICE		DATE	RECEIPT NO.	NUMBER OF		
				SACKS	TRAYS	OTHER CONTAINERS
<input type="checkbox"/> 1st Letters, written matter, post cards, at presort discount rate.		<input type="checkbox"/> 3rd-Circulars and other printed matter.		<input type="checkbox"/> 3rd-Books or catalogs of 24 pages or more, seeds, etc., less than 16 ozs.		
NAME AND ADDRESS OF PERMIT HOLDER (Include ZIP Code)		TELEPHONE NO.	Postage is being paid by: (Check one) <input type="checkbox"/> Pre-canceled Stamps <input type="checkbox"/> Meter Stamps			
			Number of pieces in mailing: _____		Weight of a single piece: _____ ozs.	
<input type="checkbox"/> Check if non-profit under 134.5, PSM		Postage chargeable per piece: _____				
NAME AND ADDRESS OF INDIVIDUAL OR ORGANIZATION FOR WHICH MAILING IS PREPARED (If other than permit holder)		<input type="checkbox"/> CHECK HERE, if mailing is not eligible for discount and mailer elects to pay the full rate.				
		PRESORT DISCOUNT IF APPLICABLE _____ pieces at _____ discount				
Mailer (other than authorized nonprofit organization) must check here whether his total mailings made at bulk third-class rates at all post offices, under any name or permit, for the current calendar year, exceed 250,000 pieces.						<input type="checkbox"/> YES <input type="checkbox"/> NO
SIGNATURE OF PERMIT HOLDER OR AGENT (Both principal and agent are liable for any postage deficiency incurred)					TELEPHONE NO.	

PS Form 3602-PC
May 1977

FOR ZONE RATED MAIL USE PS FORM 3605

SRC FORM B

TO BE FILLED IN BY MAILER:

53968

B1. ORGANIZATION NUMBER _____ B2. MAILING WAS PREPARED BY THIS ORGANIZATION FOR: 1. <input type="checkbox"/> Inself 2. <input type="checkbox"/> Another organization; specify type from Chart A _____ B3. CONTENT CODE(S) _____ B4. RECIPIENT CODE(S) A _____ % E _____ % K _____ % B _____ % F _____ % L _____ % C _____ % G _____ % N _____ % D _____ % H _____ % P _____ % B5. ESTIMATED PERCENT OF MAILING STAYING WITHIN LOCAL/METROPOLITAN AREA. _____	B6. FORM OF ADDRESSING: (Check one) 1. <input type="checkbox"/> Handwritten 2. <input type="checkbox"/> Typed 3. <input type="checkbox"/> Computer printed 4. <input type="checkbox"/> Other printed B7. ADDRESSED TO: (Check one) 1. <input type="checkbox"/> Name plus address 2. <input type="checkbox"/> "Occupant" or "Resident" plus address (no name) 3. <input type="checkbox"/> Name plus "Occupant" etc., plus address 4. <input type="checkbox"/> "Occupant" or "Resident", only (no address) B8. MAIL TYPE (Check one) 1. <input type="checkbox"/> Envelopes 2. <input type="checkbox"/> Cards - Single 3. <input type="checkbox"/> Cards - Double 4. <input type="checkbox"/> Packages 5. <input type="checkbox"/> Self - Mailers 6. <input type="checkbox"/> Other, specify: _____ B9. ARE DETACHED LABEL CARDS SUBMITTED WITH THIS MAILING? 1. <input type="checkbox"/> Yes 5. <input type="checkbox"/> No	B10. TYPE OF WINDOW: (Check one) 1. <input type="checkbox"/> Open Window 3. <input type="checkbox"/> Transparent covering 5. <input type="checkbox"/> No Window B11. SPECIAL SERVICES: (Check all that apply) 00. <input type="checkbox"/> None 73. <input type="checkbox"/> Address Correction Requested 11. <input type="checkbox"/> C.O.D. 20. <input type="checkbox"/> Certificate of Mailing 12. <input type="checkbox"/> Certified Mail 26. <input type="checkbox"/> Control Pak 62. <input type="checkbox"/> Forwarding Postage Guaranteed 13. <input type="checkbox"/> Insured 14. <input type="checkbox"/> Registered 15. <input type="checkbox"/> Restricted Delivery 61. <input type="checkbox"/> Return Postage Guaranteed 16. <input type="checkbox"/> Return Receipt Requested 17. <input type="checkbox"/> Special Delivery 18. <input type="checkbox"/> Special Handling 19. <input type="checkbox"/> Timed or Scheduled Delivery	B12. SIZE OF ENVELOPES, CARDS, AND OTHER ITEMS LESS THAN 1/2" THICKNESS Number from Dimension Chart: _____ B13. SIZE OF ALL OTHER ITEMS: a. Length: _____ inches b. Width: _____ inches c. Thickness: 1. If box-shaped: _____ inches (height) 2. If not box-shaped: _____ inches (girth) B14. HOW WILL THIS MAIL ENTER THE MAILSTREAM?: (Check one) 1. <input type="checkbox"/> Drop shipped 2. <input type="checkbox"/> Plant loaded 3. <input type="checkbox"/> Delivered to dock or weighing station 4. <input type="checkbox"/> Other, specify: _____
--	--	--	--

B15. HOW MANY OF THE ITEMS ARE

TO BE FILLED IN BY WEIGHING STATION / DOCK CLERK:

a. Presorted by Carrier Route _____ d. Presorted by 3 digit ZIP _____ g. Not presorted _____
 b. Presorted by 5 digit ZIP _____ e. Presorted by state _____
 c. Presorted by mixed city _____ f. Presorted by mixed state _____

U. S. POSTAL SERVICE
STATEMENT OF MAILING - BULK ZONE RATES

POST OFFICE		SIGNATURE OF PERMIT HOLDER OR AGENT <i>(Certified true and correct)</i>			DATE OF MAILING		PERMIT NO.		
NAME AND ADDRESS OF PERMIT HOLDER			NAME AND ADDRESS OF PERSON OR FIRM FOR WHICH MAILING IS PREPARED <i>(If other than permit holder)</i>			WEIGHT OF A SINGLE PIECE lbs. ozs;		NUMBER OF SACKS TRAYS OTHER CONTAINERS	
MAILER: Complete all items by typewriter, pen or indelible pencil. Prepare in duplicate if receipt is desired.	1.	PIECE RATE			POUND RATE			8. POSTAGE CHARGEABLE <i>(CAT. = Column 4 + 7) (P.P. = Column 4)</i>	
	ZONES	2. NUMBER OF PIECES	3. PIECE RATE		4. TOTAL PIECE RATE CHARGE <i>(2 x 3)</i>	5. NUMBER OF POUNDS	6. POUND RATE		
			BPM	P.P. ¹			BPM		
	LOCAL		26¢				2.8¢		
	1 and 2		31¢				4.4¢		
	3		31¢				5.2¢		
	4		31¢				6.4¢		
	5		31¢				7.8¢		
	6		31¢				8.6¢		
	7		31¢				11.6¢		
8		32¢				13.9¢			
TOTALS									

PS Form 3805
Aug. 1976

¹Write in the Rate from the Parcel Post Table
Based on the average weight of a single price rounded up to the nearest pound.

SRC FORM C

TO BE FILLED IN BY MAILER:

14767

<p>C1. ORGANIZATION NUMBER: _____</p>	<p>C5. FORM OF ADDRESSING: (Check one)</p> <p>1. <input type="checkbox"/> Handwritten</p> <p>2. <input type="checkbox"/> Typed</p> <p>3. <input type="checkbox"/> Computer printed</p> <p>4. <input type="checkbox"/> Other printed</p>	<p>C8. SIZE OF MAIL ITEM:</p> <p>a. Length: _____ inches</p> <p>b. Width: _____ inches</p> <p>c. Thickness:</p> <p>1. if box-shaped: _____ inches (height)</p> <p>2. if not box-shaped: _____ inches (girth)</p>
<p>C2. MAILING WAS PREPARED BY THIS ORGANIZATION FOR:</p> <p>1. <input type="checkbox"/> Itself</p> <p>2. <input type="checkbox"/> Another organization: Specify type from Chart A: _____</p>	<p>C6. MAIL TYPE (Check one)</p> <p>1. <input type="checkbox"/> Envelopes</p> <p>2. <input type="checkbox"/> Cards - Single</p> <p>3. <input type="checkbox"/> Cards - Double</p> <p>4. <input type="checkbox"/> Packages</p> <p>5. <input type="checkbox"/> Self-Mailers</p> <p>6. <input type="checkbox"/> Other, specify: _____</p>	<p>C9. HOW WILL THIS MAIL ENTER THE MAILSTREAM? (Check one)</p> <p>1. <input type="checkbox"/> Drop shipped</p> <p>2. <input type="checkbox"/> Plant loaded</p> <p>3. <input type="checkbox"/> Delivered to dock or weighing station</p> <p>4. <input type="checkbox"/> Other, specify: _____</p>
<p>C3. CONTENT CODE(S): _____</p>	<p>C7. ARE DETACHED LABEL CARDS SUBMITTED WITH THIS MAILING?</p> <p>1. <input type="checkbox"/> Yes</p> <p>5. <input type="checkbox"/> No</p>	
<p>C4. RECIPIENT CODE(S):</p> <p>A _____ % E _____ % K _____ %</p> <p>B _____ % F _____ % L _____ %</p> <p>C _____ % G _____ % N _____ %</p> <p>D _____ % H _____ % P _____ %</p>		

TO BE FILLED IN BY WEIGHING STATION / DOCK CLERK

Proportion of pieces sent to Zones 1 and 2 within LMA

Proportion of pieces

SR E ENVELOPES

BLUE AREA ON DIMENSION CHART,

E1. ORGANIZATION NUMBER: _____

E2. DATE: _____

Fill in E1 and E2. Circle one choice under items E3 and E4.
Remember to begin a new sheet each day.

- E3. TYPE OF POSTAGE (Circle one)
1. STAMPED OR PRESTAMPED
 3. METERED
 5. FRANKED (Signature)
 6. PENALTY (Official U.S. Business)
 7. BUSINESS REPLY IMPRINT

- E4. HOW DOES THIS MAIL USUALLY ENTER THE MAIL-STREAM? (Circle one)
1. POST OFFICE DOCK OR WEIGHING STATION
 5. OTHER LOCATION INSIDE POST OFFICE
 6. OTHER USPS COLLECTION BOX
 7. CARRIER
 8. OTHER (Specify): _____

USE COLUMNS E6 THROUGH E12 TO DESCRIBE ENVELOPE MAIL WITH THE CHARACTERISTICS CIRCLED IN E3 AND E4.

	E5	E6 POSTAGE PER PIECE	E7 CONTENT CODE(S)	E8 RECIPIENT CODE	E9 IS THE ADDRESS HAND- WRITTEN? (Circle one)		E10 MAIL CLASS (Circle one)						E11 TYPE OF WINDOW (Circle one)			E12 NUMBER OF IDENTICAL MAIL PIECES	
							DOMESTIC				FOREIGN			OPEN	TRANSPARENT		NO WINDOW
							FIRST/PRIORITY	SECOND	THIRD	FOURTH	CANADA/MEXICO (AIR OR SURFACE)	OTHER FOREIGN AIR	OTHER FOREIGN SURFACE				
1	2	3	4	6	7	8											
1.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
2.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
3.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
4.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
5.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
6.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
7.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
8.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
9.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
10.	1				YES	NO	1	2	3	4	CM	FA	FS	1	3	5	



E ENVELOPES

YELLOW AREA ON
DIMENSION CHART

E1. ORGANIZATION NUMBER: _____

E2. DATE: _____

Fill in E1 and E2. Circle one choice under items E3 and E4.
Remember to begin a new sheet each day.

- E3. TYPE OF POSTAGE (Circle one)
1. STAMPED OR PRESTAMPED
 3. METERED
 5. FRANKED (Signature)
 6. PENALTY (Official U.S. Business)
 7. BUSINESS REPLY IMPRINT

- E4. HOW DOES THIS MAIL USUALLY ENTER THE MAIL-
STREAM? (Circle one)
1. POST OFFICE DOCK OR WEIGHING STATION
 5. OTHER LOCATION INSIDE POST OFFICE
 6. OTHER USPS COLLECTION BOX
 7. CARRIER
 8. OTHER (Specify): _____

USE COLUMNS E5 THROUGH E12 TO DESCRIBE ENVELOPE MAIL WITH THE CHARACTERISTICS CIRCLED IN E3 AND E4.

	E5 CIRCLE APPRO- PRIATE NUMBER FROM CHART				E6 POSTAGE PER PIECE	E7 CONTENT CODE(S)	E8 RECIPIENT CODE	E9 IS THE ADDRESS HAND- WRITTEN? (Circle one)		E10 MAIL CLASS (Circle one)						E11 TYPE OF WINDOW (Circle one)			E12 NUMBER OF IDENTICAL MAIL PIECES	
										DOMESTIC				FOREIGN			OPEN	TRANSPARENT		NO WINDOW
										FIRST/PRIORITY	SECOND	THIRD	FOURTH	CANADA/MEXICO (AIR OR SURFACE)	OTHER FOREIGN AIR	OTHER FOREIGN SURFACE				
	1	2	3	4	5	6	7	8	9	10	11	12	13	14						
1.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
2.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
3.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
4.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
5.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
6.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
7.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
8.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
9.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
10.	2	3	4					YES	NO	1	2	3	4	CM	FA	FS	1	3	5	



E ENVELOPES

PINK AREA ON DIMENSION CHART

E1. ORGANIZATION NUMBER: _____

E2. DATE: _____

Fill in E1 and E2. Circle one choice under items E3 and E4. Remember to begin a new sheet each day.

- E3. TYPE OF POSTAGE (Circle one)
1. STAMPED OR PRESTAMPED
 3. METERED
 5. FRANKED (Signature)
 6. PENALTY (Official U.S. Business)
 7. BUSINESS REPLY IMPRINT

- E4. HOW DOES THIS MAIL USUALLY ENTER THE MAIL-STREAM? (Circle one)
1. POST OFFICE DOCK OR WEIGHING STATION
 5. OTHER LOCATION INSIDE POST OFFICE
 6. OTHER USPS COLLECTION BOX
 7. CARRIER
 8. OTHER (Specify): _____

USE COLUMNS E5 THROUGH E12 TO DESCRIBE ENVELOPE MAIL WITH THE CHARACTERISTICS CIRCLED IN E3 AND E4.

	E5					E6 POSTAGE PER PIECE	E7 CONTENT CODE(S)	E8 RECIPIENT CODE	E9		E10						E11			E12 NUMBER OF IDENTICAL MAIL PIECES
	CIRCLE APPRO- PRIATE NUMBER FROM CHART								IS THE ADDRESS HAND- WRITTEN? (Circle one)		MAIL CLASS (Circle one)				TYPE OF WINDOW (Circle one)					
	DOMESTIC		FOREIGN		FIRST/PRIORITY				SECOND	THIRD	FOURTH	CANADA/MEXICO (AIR OR SURFACE)	OTHER FOREIGN AIR	OTHER FOREIGN SURFACE	OPEN	TRANSPARENT	NO WINDOW			
	1	2	3	4		5	6	7										8	9	1
1.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
2.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
3.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
4.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
5.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
6.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
7.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
8.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
9.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	
10.	5	6	7	8	9			YES	NO	1	2	3	4	CM	FA	FS	1	3	5	



PACKAGES — PARCEL POST — PRIORITY MAIL — PADDED MAILING CONTAINERS
(INCLUDING ANY OTHER NON-FLAT ITEMS)

P1. ORGANIZATION NUMBER: _____

P2. DATE: _____

Fill in P1 and P2.
Circle one choice under items P3 and P4.
Remember to begin a new sheet each day.

- P3. TYPE OF POSTAGE (Circle one)
1. STAMPED OR PRESTAMPED
 3. METERED
 5. FRANKED (Signature)
 6. PENALTY (Official U.S. Business)
 7. BUSINESS REPLY IMPRINT

- P4. HOW DOES THIS MAIL USUALLY ENTER THE MAIL-STREAM? (Circle one)
1. POST OFFICE DOCK OR WEIGHING STATION
 5. OTHER LOCATION INSIDE POST OFFICE
 6. OTHER USPS COLLECTION BOX
 7. CARRIER
 8. OTHER (Specify): _____

USE COLUMNS P5 THROUGH P14 TO DESCRIBE ALL PARCEL POST OR PRIORITY MAIL WITH THE CHARACTERISTICS INDICATED IN P3 AND P4.

	P5 DOES THIS MAIL HAVE AN ADDITIONAL FIRST CLASS ENCLOSURE? (Circle one)		P6 TOTAL POSTAGE PER PIECE	P7 IS THIS A PADDED MAILING CONTAINER? (Circle one)		P8 CONTENT CODE(S)	P9 RECIPIENT CODE	P10 IS THE ADDRESS HANDWRITTEN? (Circle one)		P11 MAIL CLASS (Circle one)								P12 WEIGHT PER PIECE (In ounces)	P13 SIZE (In inches)				P14 NUMBER OF IDENTICAL MAIL PIECES
										DOMESTIC				FOREIGN					WIDTH	LENGTH	HEIGHT (If box-shaped)	GIRTH (If <u>NOT</u> box-shaped)	
										FIRST/PRIORITY	SECOND	THIRD	PARCEL POST	FOURTH	CANADA/MEXICO (Air or Surface)	OTHER FOREIGN AIR	OTHER FOREIGN SURFACE						
1	2	3	PP	4	6	7	8																
1.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
2.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
3.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
4.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
5.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
6.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
7.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
8.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
9.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						
10.	YES	NO		YES	NO			YES	NO	1	2	3	PP	4	CM	FA	FS						



POST CARDS, POSTAL CARDS, OR SELF - MAILERS

PC1. ORGANIZATION NUMBER: _____

PC2. DATE: _____

Fill in PC1 and PC2. Circle one choice under items PC3 and PC4. Remember to begin a new sheet each day.

- PC3. TYPE OF POSTAGE (Circle one)
1. STAMPED OR PRESTAMPED
 3. METERED
 5. FRANKED (Signature)
 6. PENALTY (Official U.S. Business)
 7. BUSINESS REPLY IMPRINT

- PC4. HOW DOES THIS MAIL USUALLY ENTER THE MAIL-STREAM? (Circle one)
1. POST OFFICE DOCK OR WEIGHING STATION
 5. OTHER LOCATION INSIDE POST OFFICE
 6. OTHER USPS COLLECTION BOX
 7. CARRIER
 8. OTHER (Specify): _____

USE COLUMNS PC5 THROUGH PC13 TO DESCRIBE ALL POST OR POSTAL CARDS WITH THE CHARACTERISTICS CIRCLED IN PC3 AND PC4.

	PC5 POSTAGE PER PIECE	PC6 CONTENT CODE(S)	PC7 RECIPIENT CODE	PC8 IS THE ADDRESS HAND- WRITTEN? (Circle one)		PC9 MAIL CLASS (Circle one)					PC10 SIZE: ENTER NUMBER FROM DIMENSION CHART	PC11 TYPE (Circle one)			PC12 IS ITEM CLOSED WITH A STAPLE? (Circle one)		PC13 NUMBER OF IDENTICAL MAIL PIECES
						DOMESTIC		FOREIGN				SINGLE CARD	DOUBLE CARD	SELF-MAILER			
						FIRST/PRIORITY	THIRD	CANADA/MEXICO (Air or Surface)	OTHER FOREIGN AIR	OTHER FOREIGN SURFACE							
				YES	NO	1	3	6	7	8	1	2	3	YES	NO		
1.								CM	FA	FS							
2.								CM	FA	FS							
3.								CM	FA	FS							
4.								CM	FA	FS							
5.								CM	FA	FS							
6.								CM	FA	FS							
7.								CM	FA	FS							
8.								CM	FA	FS							
9.								CM	FA	FS							
10.								CM	FA	FS							



OTHER WAYS OF SENDING MESSAGES AND PACKAGES

W1. ORGANIZATION NUMBER: _____

W2. DATE: _____

Fill in W1 and W2. Use columns W3 through W11 to describe all messages and packages sent by means other than the postal service. Remember to begin a new sheet each day.

	W3 CONTENT CODE(S)	W4 RECIPIENT CODE	W5 WILL ITEM BE PICKED UP FROM THIS LOCATION? (Circle one)		W6 GUARANTEED DELIVERY (Circle one)				W7 WEIGHT OF ITEM (Check one)			W8 DOES ITEM MEET USPS SIZE & WEIGHT REQUIREMENTS? (Circle one)		W9 TYPE OF SERVICE (Circle one)							W10 WILL ITEM STAY WITHIN LOCAL/METRO AREA? (Circle one)		W11 NUMBER OF IDENTICAL CONTAINERS	
					SAME DAY	NEXT DAY	TWO DAYS	3 OR MORE DAYS OR NOT SPECIFIED	LESS THAN ONE POUND	1-30 POUNDS	OVER 30 POUNDS			ARMORED CAR	COURIER SERVICE	OWN MESSENGER/DELIVERY SERVICE	UNITED PARCEL SERVICE (UPS)	OTHER DELIVERY BY MAJOR MODE OF TRANSIT						
																		TRUCK	BUS	AIR				OTHER: (SPECIFY MODE)
			YES	NO	0	1	2	3	1	2	3			1	2	3	4	5	6	7		YES	NO	
1.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
2.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
3.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
4.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
5.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
6.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
7.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
8.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
9.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	
10.			YES	NO	0	1	2	3				YES	NO	1	2	3	4	5	6	7		YES	NO	



--	--	--	--	--

ORGANIZATION NUMBER

H1. Name of Publication: _____

H2. Is this publication mailed from this establishment?

1. YES

5. NO → DO NOT COMPLETE THE REST OF THIS FORM.

H3. Is this a controlled-circulation publication?

1. YES

5. NO

H3a. What kind of controlled circulation is it?

1. Technical or Professional Magazine
2. Company or Association Magazine
3. Other Magazine
4. Shopper or Newspaper
5. Tourist Guide
7. Other (SPECIFY): _____

GO TO QUESTION H6

H4. Is this publication a ...

1. Newsletter?
2. Newspaper?
3. Magazine?

GO TO QUESTION H5

H5. Which category best describes this publication?

01. General interest or consumer

08. Scientific, technical, or economic

02. Business

09. Sport, automotive, hobby, or leisure

03. Trade or Professional

10. Ethnic

04. Agricultural

11. Nonprofit, welfare

05. Classroom

12. Political

06. Fraternal, labor, or religious

97. Other (SPECIFY): _____

07. College

H6. How many times was this publication issued last year? _____

NUMBER OF TIMES

H7. Does this establishment distribute this publication...

1. Nationally?

2. Regionally?

3. State-wide?

4. Locally?

H8. Considering all locations from which this publication is mailed, is this publication distributed...

1. Nationally? 3. Statewide? 5. Not sent from any other location
2. Regionally? 4. Locally? 8. Don't Know

H9. Please estimate what percent of this publication (mailed from this establishment) is sent to...

1. Household addresses _____% 2. Nonhousehold addresses _____%

H10. Which postal rates are used?

1. Science of Agriculture
2. Regular rate
3. Classroom
4. Nonprofit-2nd class special rate
5. In-county
7. Other

H10a. Are you taking advantage of the presort discount offered for second class publications?
1. YES 5. NO

H10b. Do you plan to?
1. YES 5. NO

H10c. Why not? _____

H10d. What percentage of each mailing qualifies or would qualify for this discount?
_____%

H11. Is this publication red tagged? 1. YES 5. NO

H12. Of the copies you mail, what percent is...

1. Drop shipped? _____%
2. Delivered to a post office loading dock or weighing station? _____%
3. Plant loaded? _____%
7. Other (SPECIFY): _____%

H13. How is this publication packaged for mailing?

1. Sacks 2. Trays 3. Pallets 7. Other (SPECIFY): _____

H14. How many copies of this publication were mailed from this establishment in the last 12 months?

_____ NUMBER

H15. How many of these went at the in-county rate? _____ NUMBER

H16. How much postage did you spend on this publication in the last 12 months?

\$ _____

PLEASE MAIL THE COMPLETED FORM(S) IN THE PRE-ADDRESSED, POSTAGE PAID ENVELOPE.

APPENDIX B

COMPLETE LISTING OF VARIABLES

APPENDIX B--COMPLETE LISTING OF VARIABLES

VARS	VARIABLE NAME	GROUP	VARS	VARIABLE NAME	GROUP	VARS	VARIABLE NAME	GROUP
V1	CASE NUMBER	1	V29	A14. ESTAB ACTIVITIES-4	1	V57	B5D. % ITEM STOLEN THRIEFT	1
V2	ORGANIZATION NUMBER	1	V30	A14. ESTAB ACTIVITIES-5	1	V58	B5E. % CORRESPOND THRIEFT	1
V3	WEEK OF DATA COLLECTION	1	V31	A14. SIC CODE	1	V59	B5F. % LEGAL DOC THRIEFT	1
V4	P: STUDY QUARTER	1	V32	A15. ESTAB SERVES AREA?	1	V60	B5G. % CHECKS THRIEFT?	1
V6	A1. BUS/GOV/NONPROF?	1	V33	A16. CKPT: BUSINESS/NOT	1	V61	B6. HOW PO DELIVER MAIL	1
V7	A2. ESTAB PART OF ORG?	1	V34	A17. ESTAB SERVES POP-1	1	V62	B6A. HOW OFTEN GET MAIL?	1
V8	A3. TYPE OF PART-1	1	V35	A17. ESTAB SERVES POP-2	1	V63	B6B. WANT MULTIPLE DELV	1
V9	A3. TYPE OF PART-2	1	V36	A18. ESTAB SIZE RANK	1	V64	B6C. PAY MULTIPLE DELV?	1
V10	A5. UNITS ORG. LOCATION	1	V37	A19. ESTAB # EMPLOYEES	1	V65	B6D. WHEN EXTRA DELIV?	1
V11	A6. ESTAB HEADQUARTERS?	1	V38	A20. ESTAB # VOLUNTEERS	1	V66	B6E. SPECIFIC DELIVER-1	1
V12	A7. INVEST DECISIONS:	1	V39	A21. HOURS/VOLUNTEERS	1	V67	B6E. SPECIFIC DELIVER-2	1
V13	A8. MAIL DECISIONS:	1	V40	A22. NONPROP. MAIL RATES	1	V68	B6E. PER EXTRA DELIVERY	1
V14	A9. PRICING DECISIONS:	1	V41	A23. TYPE NONPROFIT	1	V69	B6E. PER TIME PERIOD	1
V15	A10. ORG TYPE-1	1	V42	B1. GOOD JOB BY PO?	1	V70	B7. RATE/SER X DELIVERY	1
V16	A10. ORG TYPE-2	1	V43	B2. RATE PO/YEAR AGO	1	V71	B7A. DELV 1 PER DAY	1
V17	A10. ORG TYPE-3	1	V44	B3. PO HANDLES WELL?-1	1	V72	B7B. PAY EXTRA DELV?	1
V18	A10. ORG TYPE-4	1	V45	B3. PO HANDLES WELL?-2	1	V73	B7D. WHEN EXTRA DELV?	1
V19	A10. ORG TYPE-5	1	V46	B3. PO HANDLES WELL?-3	1	V74	B7E. SPECIFIC DELVRY-1	1
V20	A11. ORG ACTIVITIES-1	1	V47	B4. PO HANDLES POORLY?-1	1	V75	B7E. SPECIFIC DELVRY-2	1
V21	A11. ORG ACTIVITIES-2	1	V48	B4. PO HANDLES POORLY?-2	1	V76	B7E. PER EXTRA DELIVERY	1
V22	A11. ORG ACTIVITIES-3	1	V49	B4. PO HANDLES POORLY?-3	1	V77	B7E. PER TIME PERIOD	1
V23	A11. ORG ACTIVITIES-4	1	V50	B5. ESTAB SPND BILLS?	1	V78	B8. CHOICE PATPS/SERV?	1
V24	A11. ORG ACTIVITIES-5	1	V51	B5A. CONTENTS WITH BILL?	1	V79	B9A. NO SAT DELV/BUS	1
V25	A12. ESTAB TYPE	1	V52	B5B. INCLUDE/BILLS-1	1	V80	B9B. DEL HWF/BUSINESS	1
V26	A13. ESTAB ACTIVITIES-1	1	V53	B5B. INCLUDE/BILLS-2	1	V81	B9C. NO SAT DEL/HIII	1
V27	A13. ESTAB ACTIVITIES-2	1	V54	B5B. INCLUDE/BILLS-3	1	V82	B9D. DEL HWF/HIII	1
V28	A13. ESTAB ACTIVITIES-3	1	V55	B5B. INCLUDE/BILLS-4	1	V83	B9E. CLOSE SMALL PO	1
			V56	B5C. % BILLS THRIEFT?	1	V84	B10. ZONE RATE OTHERS?	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V85	B10A. WHY NOT ZONE-1	1	V113	CLP. USE OWN MESSENGER	1	V141	C4B. MAILGRAM MESSAGES-2	1
V86	B10A. WHY NOT ZONE-2	1	V114	C2P. REASON OWN MESS-1	1	V142	C4B. MAILGRAM MESSAGES-3	1
V87	B10B. COST LOCAL LETTER	1	V115	C2P. REASON OWN MESS-2	1	V143	C4C. KNOW ABOUT MAILGRAM	1
V88	B10C. COST ZONE LETTER	1	V116	C2P. REASON OWN MESS-3	1	V144	C5. USE WATS LINES OUT?	1
V89	B10D. COST LOCAL BULK	1	V117	C3E. SPENT ON OWN MESS	1	V145	C5A. WATS LINE AREAS-1	1
V90	B10D. COST LOCAL BULK	1	V118	CLP. USE LOCAL MPSS?	1	V146	C5A. WATS LINE AREAS-2	1
V91	B10E. COST ZONE BULK	1	V119	C2P. REASON LOCAL-1	1	V147	CKPT: ORG FEDERAL AGEN	1
V92	B10P. COST ZONE BULK	1	V120	C2P. REASON LOCAL-2	1	V148	C6. USE FTS?	1
V93	C1A. USE UPS?	1	V121	C2P. REASON LOCAL-3	1	V149	C6A. FTS AREAS-1	1
V94	C2A. REASON UPS-1	1	V122	C3P. SPENT ON LOCAL	1	V150	C6A. FTS AREAS-1	1
V95	C2A. REASON UPS-2	1	V123	CLG. USE TELECOPIER/ECT	1	V151	C7. TOLL FREE INCOMING?	1
V96	C2A. REASON UPS-3	1	V124	C2G. REASON TELECOPIER-1	1	V152	C7A. AREAS TOLL FREE-1	1
V97	C3A. SPENT ON UPS YEAR	1	V125	C2G. REASON TELECOPIER-2	1	V153	C7A. AREAS TOLL FREE-2	1
V98	CLB. USE OT DEL SERV?	1	V126	C2G. REASON TELECOPIER-3	1	V154	C8. ARRIVE SPECIFIC TIME	1
V99	C2B. REASON DEL SERV-1	1	V127	C3G. SPENT TELECOPIER	1	V155	C8A. TIME CONTENT-1	1
V100	C2B. REASON DEL SERV-2	1	V128	C1H. USE TELEX (ETC.)?	1	V156	C8B. ELAPSE DAYS-1	1
V101	C2B. REASON DEL SERV-3	1	V129	C3H. REASON TELEX-1	1	V157	C8C. REASON TIME-1	1
V102	C3B. SPENT ON DEL SERV	1	V130	C2H. REASON TELPX-2	1	V158	C8D. RECIPIENT TIME-1	1
V103	CLC. USE ARMORED CARS	1	V131	C2H. REASON TELPX-3	1	V159	C8E. USE U.S. MAIL?-1	1
V104	C2C. REASON ARM CARS-1	1	V132	C3H. SPENT TELPX/YP	1	V160	C8A. TIME CONTENT-2	1
V105	C2C. REASON ARM CARS-2	1	V133	C1J. USE OTHER COMM?	1	V161	C8B. ELAPSE DAYS-2	1
V106	C2C. REASON ARM CARS-3	1	V134	C2J. REASON USE OTHER-1	1	V162	C8C. REASON TIME-2	1
V107	C3C. SPENT ON ARM CARS	1	V135	C2J. REASON USE OTHER-2	1	V163	C8D. RECIPIENT TIME-2	1
V108	CLD. USE COURIER?	1	V136	C2J. REASON USE OTHER-3	1	V164	C8F. USE U.S. MAIL?-2	1
V109	C2D. REASON COURIER-1	1	V137	C3J. SPENT ON OTHER	1	V165	C8A. TIME CONTENT-3	1
V110	C2D. REASON COURIER-2	1	V138	C4. ESTAB USE MAILGRAMS?	1	V166	C8B. ELAPSE DAYS-3	1
V111	C2D. REASON COURIER-3	1	V139	C4A. # MAILGRAMS/YEAR	1	V167	C8C. REASON TIME-3	1
V112	C3D. SPENT ON COURIER	1	V140	C4B. MAILGRAM MESSAGES-1	1	V168	C8D. RECIPIENT TIME-3	1

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V169	C8F. USE U.S. MAIL?-3	1	V197	C8C. REASON TIME-9	1	V225	C9. ESTAB/AD & CATALOG	1
V170	C8A. TIME CONTENT-4	1	V198	C8D. RECIPIENT TIME-9	1	V226	C9A. DISTRIBUTE CATALOG	1
V171	C8B. ELAPSE DAYS-4	1	V199	C8F. USE U.S. MAIL?-9	1	V227	C9B. DISTRIBUTE AD (ETC)	1
V172	C8C. REASON TIME-4	1	V200	C8A. TIME CONTENT-10	1	V228	C9C. DIST MAG/NEWSPAPER	1
V173	C8D. RECIPIENT TIME-4	1	V201	C8B. ELAPSE DAYS-10	1	V229	C9D. DIST MERCHANDISE	1
V174	C8E. USE U.S. MAIL?-4	1	V202	C8C. REASON TIME-10	1	V230	C10. USE NO ADDRESS?	1
V175	C8A. TIME CONTENT-5	1	V203	C8D. RECIPIENT TIME-10	1	V231	C10A. CKPT: CATALOGS	1
V176	C8B. ELAPSE DAYS-5	1	V204	C8E. USE U.S. MAIL?-10	1	V232	C10B. % CAT DIVERT	1
V177	C8C. REASON TIME-5	1	V205	C8A. TIME CONTENT-11	1	V233	C10C. # CAT DIVERT	1
V178	C8D. RECIPIENT TIME-5	1	V206	C8B. ELAPSE DAYS-11	1	V234	C10D. CKPT: ADS (ETC)	1
V179	C8F. USE U.S. MAIL?-5	1	V207	C8C. REASON TIME-11	1	V235	C10E. % ADS DIVERT	1
V180	C8A. TIME CONTENT-6	1	V208	C8D. RECIPIENT TIME-11	1	V236	C10F. # ADS DIVERT	1
V181	C8B. ELAPSE DAYS-6	1	V209	C8E. USE U.S. MAIL?-11	1	V237	C11. DPL SPECIFIED DAY	1
V182	C8C. REASON TIME-6	1	V210	C8A. TIME CONTENT-12	1	V238	C11A. CKPT: CATALOGS	1
V183	C8D. RECIPIENT TIME-6	1	V211	C8B. ELAPSE DAYS-12	1	V239	C11B. % CAT PO DIVERT	1
V184	C8E. USE U.S. MAIL?-6	1	V212	C8C. REASON TIME-12	1	V240	C11C. # CAT NON/PO DIVERT	1
V185	C8A. TIME CONTENT-7	1	V213	C8D. RECIPIENT TIME-12	1	V241	C11D. CKPT: ADS (ETC)	1
V186	C8B. ELAPSE DAYS-7	1	V214	C8F. USE U.S. MAIL?-12	1	V242	C11E. % PO DIVERT/DAY	1
V187	C8C. REASON TIME-7	1	V215	C8A. TIME CONTENT-13	1	V243	C11F. # NOT PO DIVERT	1
V188	C8D. RECIPIENT TIME-7	1	V216	C8B. ELAPSE DAYS-13	1	V244	C11G. CKPT: MAG/NEWSPAPER	1
V189	C8E. USE U.S. MAIL?-7	1	V217	C8C. REASON TIME-13	1	V245	C11H. # NOT PO DIVERT	1
V190	C8A. TIME CONTENT-8	1	V218	C8D. RECIPIENT TIME-13	1	V246	C11J. CKPT: MERCHANDISE	1
V191	C8B. ELAPSE DAYS-8	1	V219	C8E. USE U.S. MAIL?-13	1	V247	C11K. # NOT PO DIVERT	1
V192	C8C. REASON TIME-8	1	V220	C8A. TIME CONTENT-14	1	V248	C12. ESTAB MAIL OTHERS?	1
V193	C8D. RECIPIENT TIME-8	1	V221	C8B. ELAPSE DAYS-14	1	V249	C12A. # OUTSIDE ORG/MAIL	1
V194	C8E. USE U.S. MAIL?-8	1	V222	C8C. REASON TIME-14	1	V250	C12B. # ESTAB UNITS/MAIL	1
V195	C8A. TIME CONTENT-9	1	V223	C8D. RECIPIENT TIME-14	1	V251	C13. OUTSIDE MAIL FOR?	1
V196	C8B. ELAPSE DAYS-9	1	V224	C8E. USE U.S. MAIL?-14	1	V252	C13A. OPG UNIT MAIL FOR?	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V253	C14. CKPT: ANY MAIL POR?	1	V281	D7A. # LOCATIONS?	1	V309	D8C. % UTILITY PAY/MAIL	1
V254	C15. ASSENT BY OTH-7 DIG	1	V282	D7B. TYPE LOCATION-1	1	V310	D8D. UTILITY/AUTO TELLER	1
V255	C15A. % OF EST'S MAIL	1	V283	D7B. TYPE LOCATION-2	1	V311	P1. ORG/CONSTD AUTO TELL	1
V256	C16. ESTAB MAIL PAYCKS?	1	V284	D7B. TYPE LOCATION-3	1	V312	P1A. AUTO TELL IN 3 YR?	1
V257	C16A. EVFR MAIL PAYCKS?	1	V285	D8. # YRS. AUTO TELLERS	1	V313	P1B. TYPE OF LOCATION-1	1
V258	C16B. WHY STOP?-1	1	V286	D5. ACCEPT DEPOSITS?	1	V314	E1B. TYPE OF LOCATION-2	1
V259	C16B. WHY STOP?-2	1	V287	D5A. PSTAB/AUTO TELLERS?	1	V315	E1B. TYPE OF LOCATION-3	1
V260	C17. % MAIL PAY UP/DOWN?	1	V288	D5B. EST/% DEPOSIT AUTO	1	V316	P1C. # LOCATIONS/3 YR.	1
V261	C17A. WHY UP/DOWN-1	1	V289	D5C. EST/% DEPOSIT MAIL	1	V317	P1D. FUNCTIONS AUTO-1	1
V262	C17A. WHY UP/DOWN-2	1	V290	D5D. EST/% DEPOSIT PERSN	1	V318	P1D. FUNCTIONS AUTO-2	1
V263	C18. DEPOSIT PAY?	1	V291	D5E. EST/# DEPOSIT/MO.	1	V319	P1D. FUNCTIONS AUTO-3	1
V264	C18A. % DEPOSIT UP/DOWN?	1	V292	D6. ORG/Y DEPOSIT CHANGE	1	V320	P2. PSTAB/# DEPOSITS/MO.	1
V265	C19. NOTIFY DEP OF PAY?	1	V293	D6A. INCREASE-AUTO	1	V321	P2A. % DEPOSIT BY MAIL	1
V266	C20. CKPT: BUSINESS/HOT	1	V294	D6A. INCREASE-MAIL	1	V322	P3. EST/ACC UTILITY PAY	1
V267	C21. PRODUCT/SERVICE FEE	1	V295	D6A. INCREASE-PERSON	1	V323	P3A. RECOMPENSD UTILITY	1
V268	C22. MAIL ORDERS?	1	V296	D6B. DECREASE-AUTO	1	V324	P3B. EST/# UTILITY/MO.	1
V269	C22A. % \$ MAIL ORDERS	1	V297	D6B. DECREASE-MAIL	1	V325	P3C. EST/% UTILITY/MAIL	1
V270	C22B. GROSS SALES-7 DIG	1	V298	D6B. DECREASE-PERSON	1	V326	CKPT: RETAIL/BANK/OTHER	1
V271	C23. % ORDEPS REC'V MAIL	1	V299	D7. % DEPST CHANGE/3 YR	1	V327	P1. EST/MORTGAGE PAYMENT	1
V272	C24. \$ POSTAGE LAST YEAR	1	V300	D7A. INCREASE-AUTO	1	V328	P1A. EST/% MORTGAGE/MAIL	1
V273	C25. CKPT: RPTAIL/BANK/O	1	V301	D7A. INCREASE-MAIL	1	V329	P1B. EST/# MORTGAGE/MO.	1
V274	D1. ORG/AUTO TELLERS?	1	V302	D7A. INCREASE-PERSON	1	V330	P2. EST/LOAN PAYMENT	1
V275	D2. ORG/PREMOTE TELLERS	1	V303	D7B. DECREASE-AUTO	1	V331	P2A. EST/% LOAN/MAIL	1
V276	D2A. # LOCATIONS	1	V304	D7B. DECREASE-MAIL	1	V332	P2B. EST/# LOAN/MO.	1
V277	D2B. TYPE LOCATION-1	1	V305	D7B. DECREASE-PERSON	1	V333	P3. EST/CPEDIT CD PAY	1
V278	D2B. TYPE LOCATION-2	1	V306	D8. ACCEPT UTILITY PAY?	1	V334	P3A. EST/% CC PAY/MAIL	1
V279	D2B. TYPE LOCATION-3	1	V307	D8A. RECOMPENSD UTILITY	1	V335	P3B. EST/# CC PAY/MO.	1
V280	D3. ORG/MORE TELLERS?	1	V308	D8B. # UTILITY PAY/MO.	1	V336	P4. PST/AUTO PAY DPTS	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V337	P4A. MAIL NOTIC AUTO PAY	1	V365	C6A. PST/WHY NOT -MAIL-2	1	V403	M1A. WHAT FACTORS-2	1
V338	P5. PST/CK ACCTS?	1	V366	C6A. EST/WHY NOT -MAIL-3	1	V404	M1A. WHAT FACTORS-3	1
V339	P6. PST/PAY BY PHONE?	1	V367	H1. 2ND CLASS THRU MAIL	1	V405	M2. RC CON/3 YRS?	1
V340	P6A. POP UTILITY BILLS?	1	V368	H1A. # 2ND MAIL?	1	V406	M3. PC/YOU/1 YR.	1
V341	P6A. POP PHONE BILLS?	1	V369	H2. 2ND CLASS NOT MAIL	1	V407	M4. RC/YOU/3 YR.	1
V342	P6A. POP BANK CREDIT C	1	V370	H2A. # 2ND NOT MAIL	1	V408	M5. EMPLOY/YOU/YR.	1
V343	P6A. POP OTH CREDIT CDS?	1	V371	H4. 500+ COMPUTER ADDR?	1	V409	M5A. EMPLOY -/+ %?	1
V344	P6A. POP LOCAL MERCHANT?	1	V372	H5. GIVE MAIL LIST H4?	1	V410	M5B. WHY EMPLOY -/+?-1	1
V345	P6A. POP OTHER?	1	V373	J1. TITLE OF EXEC	1	V411	M5B. WHY EMPLOY -/+?-2	1
V346	P6B. # PAY BY PHONE/MO.	1	V374	J2. HOW LONG TITLE?	1	V412	M5C. WHY EMPLOY -/+?-3	1
V347	P7. PST/POINT-OF-SALE?	1	V375	CKPT A: EXEC QURST?	1	V413	M6. PRICES/YOU PAY/1 YR	1
V348	P7A. POINT-OF-SALE/3 YR?	1	V376	CKPT B: C/P PRESENT?	1	V414	M6A. % PRICES/PAY -/+	1
V349	P7B. # PT./SALE MERCHANTS	1	V377	SUMMARY FORMS MONDAY	1	V415	M7. PRICES/YOU/CHARGE/YR	1
V350	G1. ORG/CK VERIFICATION	1	V378	SUMMARY FORMS TUESDAY	1	V416	M7A. % PRICES/CHANGE -/+	1
V351	G2. ORG/CK GUARANTEE	1	V379	SUMMARY FORMS WEDNESDAY	1	V417	M8. CKPT: MANUFACTURER?	1
V352	G3. ORG/PT-OF-SALE?	1	V380	SUMMARY FORMS THURSDAY	1	V418	M9. LABOR COSTS/YOU/YR	1
V353	G3A. ORG/PT-SALE/YEARS?	1	V381	SUMMARY FORMS FRIDAY	1	V419	M9A. % LABOR -/+	1
V354	G3B. ORG/EXPLOR, PT-SALE	1	V382	SUMMARY FORMS SATURDAY	1	V420	M10. SALARIES/YOU/YR	1
V355	C3C. WHY NOT PT-SALE-1	1	V383	SUMMARY FORMS SUNDAY	1	V421	M10A. % SALARIES -/+	1
V356	C3C. WHY NOT PT-SALE-2	1	V384	SUMMARY EXTRA	1	V422	M11. PRODUCTIVITY/YOU/YR	1
V357	C4. ORG/CHANGE PT-SALE?	1	V385	C15. #SENT BY OTH-2 DIG	1	V423	M12. WHY PRODUCTIVITY-1	1
V358	C4A. ORG/WHAT CHANGES-1	1	V386	C22B. GROSS SALES-2 DIG	1	V424	M12. WHY PRODUCTIVITY-2	1
V359	C4A. ORG/WHAT CHANGES-2	1	V397	R:R10D.COST LOCAL BULK	1	V425	M12. WHY PRODUCTIVITY-3	1
V360	C4A. ORG/WHAT CHANGES-3	1	V398	R:R10D.COST ZONE BULK	1	V426	M13. -/+ PRODUCTIVY/PAST	1
V361	C4B. CHANGE APPPCT MAIL	1	V399	R:DDP DATA BATCH #	1	V427	M14. BUS CON NEXT YEAR?	1
V362	C5. EST/PT-OF-SALE?	1	V400	TYPE OF M O'NAIPE	1	V480	SUMMARY: # WHO'S	1
V363	C6A. PT-SALE -# MAIL?	1	V401	M1. PC CON/YR/HAPPEN?	1	V481	CKPT: EXEC/WH SAME?	1
V364	C6A. PST/WHY NOT -MAIL-1	1	V402	M1A. WHAT FACTORS-1	1	V482	A1. CKPT: PST PART ORG?	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V483	A2. GOOD JOB BY PO?	1	V511	A11A. WHY NOT MAIL-1	1	V539	B5. PST/ANALYS PRE-SORT?	1
V484	A3. BRATP PO/YEAR AGO	1	V512	A11B. WHY NOT MAIL-2	1	V540	B6. PST/NOW PRP-SORT 1ST	1
V485	A4. BPO HANDLES WELL?-1	1	V513	A11C. WHY NOT MAIL-3	1	V541	B6A. EVEP PRP-SORT 1ST?	1
V486	A4. BPO HANDLES WELL?-2	1	V514	A12. USP OTHER/SOON MAIL?	1	V542	B6B. WHY NOT PRPST NOW-1	1
V487	A4. BPO HANDLES WELL?-3	1	V515	A12A. WHAT SOON MAIL?-1	1	V543	B6B. WHY NOT PRPST NOW-2	1
V488	A5. BPO HANDLES POORLY-1	1	V516	A12A. WHAT SOON MAIL?-2	1	V544	B6C. WHY NEVER PRESORT-1	1
V489	A5. BPO HANDLES POORLY-2	1	V517	A12A. WHAT SOON MAIL?-3	1	V545	B6C. WHY NEVER PRESORT-2	1
V490	A5. BPO HANDLES POORLY-3	1	V518	A12A. WHAT SOON MAIL?-4	1	V546	B7. USE FRANK/PENALITY?	1
V491	A6. BFASTAB MAIL OTHERS?	1	V519	A12A. WHAT SOON MAIL?-5	1	V547	B7A. WHICH USE IN B7?	1
V492	A6A. # OUTSIDE ORG/MAIL	1	V520	A12B. WHY SOON MAIL?-1	1	V548	B7B. OTHER TYPE INDICIA?	1
V493	A6B. # ESTAB UNITS/MAIL	1	V521	A12B. WHY SOON MAIL?-2	1	V549	C1. EST/ HAVP METERS?	1
V494	A7. BOUTSIDE MAIL FOR YOU	1	V522	A12B. WHY SOON MAIL?-3	1	V550	C3. METERS SHARPEN?	1
V495	A7A. BORG UNIT MAIL FOR?	1	V523	B1. WHAT DAYS SEND MAIL	1	V551	D1. EST/ USE PERMIT?	1
V496	A8. BCKPT: ANY MAIL FOR?	1	V524	B2. PO DOCK?	1	V552	F1. EST/ USP 3602PC?	1
V497	A9. A#SENT BY OTH-7 DIG	1	V525	B2B. DOCK X PER DAY?	1	V553	P1. EST/USP 3605?	1
V498	A9A. # % OF EST'S MAIL	1	V526	B2. PO BOX BY PO?	1	V554	G1. EST/USP PRESTAMP ENV	1
V499	A10A. LETTERS/WOUT DAMAGE	1	V527	B2B. PO BOX PRP DAY?	1	V555	G2. EST/USE PRESTAMP PC	1
V500	A10B. LARG ENV/WOUT DAMAG	1	V528	B2. OTH PO BOX?	1	V556	G3. EST/USE AEROGRAMMES	1
V501	A10C. MAG/WOUT DAMAGE	1	V529	B2B. OTH BOX PRP DAY?	1	V557	G4. EST/ENCL. RETURN ENV	1
V502	A10D. PACK/WOUT DAMAGE	1	V530	B2. PICKED UP BY PO?	1	V558	G4A. ANY PAID BUS REPLY	1
V503	A10E. INSURANCE/TIME OK	1	V531	B2B. PICKED UP PRP DAY?	1	V559	G4B. \$ BUS REPLY MAIL	1
V504	A10F. INSURANCE/CLAIM OK	1	V532	B2. OTHER COLLECTION?	1	V560	G4B. # BUS REPLY MAIL	1
V505	A11. MAIL NOW/SOON OTHER	1	V533	B2B. OTHER PER DAY?	1	V561	G4C. PET ENV BARCODED?	1
V506	A11A. WHAT NOT MAIL-1	1	V534	B3. EST/PICK UP MAIL?	1	V562	G5. EST/OTH PRECANCEL?	1
V507	A11A. WHAT NOT MAIL-2	1	V535	B3A. WHY PICK UP MAIL?-1	1	V563	G5A. PRECANCEL 1ST?	1
V508	A11A. WHAT NOT MAIL-3	1	V536	B3A. WHY PICK UP MAIL?-2	1	V564	G5A. PRECANCEL 3PD?	1
V509	A11A. WHAT NOT MAIL-4	1	V537	B3A. WHY PICK UP MAIL?-3	1	V565	G5A. PRECANCEL 4TH?	1
V510	A11A. WHAT NOT MAIL-5	1	V538	B4. EST/500 1ST CLASS?	1	V566	G5A. PRECANCEL OTHER?	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V567	H1. PST/USP NONPO SERV?	1	V1708	PC. ACTUAL DC WEEK	1	V1736	PC. FORM S STATUS	1
V568	H7. # SINGLE ENV/PER DAY	1	V1709	PC. SAMPLP TYPR	1	V1737	PC. FORM W STATUS	1
V569	H8. # PC/PER DAY	1	V1710	PC. GOVT/ND/RHS	1	V1738	PC. FORM H1/H2 STAT	1
V570	H9. #PACKAGE/PER DAY	1	V1711	PC. PROBLEM CODE	1	V1739	PC. MAIL LYST	1
V571	H10. # SPEC SER/PER DAY	1	V1712	PC. RESOLUTION CODE	1	V1740	PC. METER	1
V572	H11. DAYS LARGER #?	1	V1713	PC. V DAYS--MON	1	V1741	PC. MAT LOG DATE-MO	1
V573	H12. SPEC LARGE IN YR?	1	V1714	PC. V DAYS--TUE	1	V1742	PC. MAT LOG DATE-DAY	1
V574	K2. 1ST CLASS-AVERAGE?	1	V1715	PC. V DAYS--WED	1	V1801	ORGANIZATION ID	1
V575	K2A. % 1ST -/+?	1	V1716	PC. V DAYS--THUR	1	V1802	SP1. SAMPLING ID	1
V576	K3. 2ND CLASS-AVERAGE?	1	V1717	PC. V DAYS--FRI	1	V1803	SP21. SP ASG DC DATE/YR	1
V577	K3A. % 2ND -/+?	1	V1718	PC. STATUS REPORT RESULT	1	V1804	SP22. SP ASG DC DATE/MO	1
V578	K3B. # 2ND CLASS/YEAR	1	V1719	PC. EXEC RESULT	1	V1805	SP23. SP ASG DC DATE/DAY	1
V579	K4. CKPT: SENDS BULK 3RD	1	V1720	PC. EXEC DATE	1	V1806	SP10. GOVT CODE	1
V580	K5. 3RD CLASS-AVERAGE?	1	V1721	PC. # MHO	1	V1807	SP11. NONPROFIT CODE	1
V581	K5A. % 3RD -/+?	1	V1722	PC. PC SURVEY RESULT	1	V1808	SP12. ORG. TYPE CODE	1
V582	K5B. # 3RD BULK/YEAR	1	V1723	PC. DC RESULTS/ESTAB	1	V1809	SP13. METER POST (7)	1
V583	K6. 4TH CLASS-AVERAGE?	1	V1724	PC. VALIDATION CODE	1	V1810	SP13A. METER POST (1)	1
V584	K6A. % 4TH -/+?	1	V1725	PC DC RESULTS-PO	1	V1811	SP14. PERMIT POST (7)	1
V585	K6B. # 4TH CLASS/YEAR	1	V1726	PC. REGULAR/REPEAT	1	V1812	SP14A. PERMIT POST (1)	1
V586	C6. USE PPG STAMPS	1	V1727	PC. POSTAL REGION	1	V1813	SP15. 2ND CL. POST (7)	1
V587	A9.A #SENT BY OTH-2 DIG	1	V1728	PC. FORM A STATUS	1	V1814	SP15A. 2ND CL. POST (1)	1
V1701	PC. CASE ID #	1	V1729	PC. FORM B STATUS	1	V1815	SP16. OTHER POST (7)	1
V1702	PC. ORG ID	1	V1730	PC. FORM C STATUS	1	V1816	SP16A. OTHER POST (1)	1
V1703	PC. ZIP	1	V1731	PC. FORM E (BLUE) STAT	1	V1817	SP17. TOTAL POST (7)	1
V1704	PC. PO ID--LISTED	1	V1732	PC. FORM E (YELL) STAT	1	V1818	SP17A. TOTAL POST (2)	1
V1705	PC. PO ID-AT DC	1	V1733	PC. FORM F (PINK) STAT	1	V1819	SP24. 1ST QTR FLAG	1
V1706	PC. MOVE CODE	1	V1734	PC. FORM P STATUS	1	V1820	SP25. 2ND QTR FLAG	1
V1707	PC. WEEK ASSIGNED	1	V1735	PC. FORM PC STATUS	1	V1821	SP26. 3RD QTR FLAG	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V1822	SP27. 4TH QTR FLAG	1	V2012	R (MS):WT M. PIECES (W134CS	1	V5022	C: TOTAL #PIECES (MON)	1
V1823	SP29. Q1 ORG #	1	V2013	R (MS):WT M. PIECES (W134)	1	V5023	C: TOTAL #PIECES (TUE)	1
V1824	SP29. Q2 ORG #	1	V2014	R (MS):WT M. PIECES (W13CS)	1	V5024	C: TOTAL #PIECES (WED)	1
V1825	SP30. Q3 ORG #	1	V2015	R:W1.W1	1	V5025	C: TOTAL #PIECES (THU)	1
V1826	SP31. Q4 ORG #	1	V2016	P:W1.W3.12/11.13	1	V5026	C: TOTAL #PIECES (FRI)	1
V1827	SP6. CITY	1	V2017	R: W1.W3.W4-W.FOR RATIO	1	V5027	C: TOTAL #PIECES (SAT)	1
V1828	SP7. STATE	1	V2018	R: W1.W3.W4.CS-W.FOR TOT	1	V5028	C: TOTAL #PIECES (SUN)	1
V1851	SP:SEC STRATA CODE	1	V2019	P:WT (V2012) GRP 0/1/2/3/9	1	V5029	C: TOTAL #PIECES (M-S)	1
V1852	SP:SEC PSU CODE	1	V2020	R:WTD/100 (V2012/100)	1	V5030	C: TOTAL #PIECES (M-F)	1
V1853	SP:SEC SELP REP CODE	1	V2021	R:W1*W3:H1 (V2015 FOR H1)	1	V5032	E: TOTAL #PIECES (MON)	1
V1854	SP:W-1/WHOLE# SELECT WT	1	V5002	A: TOTAL #PIECES (MON)	1	V5033	E: TOTAL #PIECES (TUE)	1
V1855	SP:W-1/3 DPC SELECT WT	1	V5003	A: TOTAL #PIECES (TUE)	1	V5034	E: TOTAL #PIECES (WED)	1
V1856	SP:W-2 EXEC NON-RESP	1	V5004	A: TOTAL #PIECES (WED)	1	V5035	E: TOTAL #PIECES (THU)	1
V1857	SP:W-3 DC NON-RESP	1	V5005	A: TOTAL #PIECES (THU)	1	V5036	E: TOTAL #PIECES (FRI)	1
V1858	SP:K-1 PART QTR ADJ	1	V5006	A: TOTAL #PIECES (FRI)	1	V5037	E: TOTAL #PIECES (SAT)	1
V1859	SP:K-2 WEEKLY DATA ADJ.	1	V5007	A: TOTAL #PIECES (SAT)	1	V5038	E: TOTAL #PIECES (SUN)	1
V1860	SP:P: TND TYPE (1-12)	1	V5008	A: TOTAL #PIECES (SUN)	1	V5039	E: TOTAL #PIECES (M-S)	1
V2001	R: BUS/NON-P/GOVT (1-3)	1	V5009	A: TOTAL #PIECES (M-S)	1	V5040	E: TOTAL #PIECES (M-F)	1
V2002	R:TYPE OF ESTAB.1 (1-7)	1	V5010	A: TOTAL #PIECES (M-F)	1	V5042	P: TOTAL #PIECES (MON)	1
V2003	SP:R: W-1 X W-2	1	V5012	B: TOTAL #PIECES (MON)	1	V5043	P: TOTAL #PIECES (TUE)	1
V2004	SP:R: W-1 X W-2/TRUNC	1	V5013	B: TOTAL #PIECES (TUE)	1	V5044	P: TOTAL #PIECES (WED)	1
V2005	R:SI7P (POSTAGE)	1	V5014	B: TOTAL #PIECES (WED)	1	V5045	P: TOTAL #PIECES (THU)	1
V2006	R:SUM: #MISS DAYS DC (M-F)	1	V5015	B: TOTAL #PIECES (THU)	1	V5046	P: TOTAL #PIECES (FRI)	1
V2007	R:DC STATUS (1-7/11-15)	1	V5016	B: TOTAL #PIECES (FRI)	1	V5047	P: TOTAL #PIECES (SAT)	1
V2008	R:# HOLIDAYS IN WK	1	V5017	B: TOTAL #PIECES (SAT)	1	V5048	P: TOTAL #PIECES (SUN)	1
V2009	R:(A-W) # DY NO MAIL (M-F)	1	V5018	B: TOTAL #PIECES (SUN)	1	V5049	P: TOTAL #PIECES (M-S)	1
V2010	R:W4 WRIGHT MISS DC DAYS	1	V5019	B: TOTAL #PIECES (M-S)	1	V5050	P: TOTAL #PIECES (M-F)	1
V2011	R:CAG--POTD/100	1	V5020	B: TOTAL #PIECES (M-F)	1	V5052	PC: TOTAL #PIECES (MON)	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V5051	DC: TOTAL #PIECES (TUE)	1	V5084	V: TOTAL #PIECES (WED)	1	V6004	A: #FORMS (MON)	1
V5054	DC: TOTAL #PIECES (WED)	1	V5085	V: TOTAL #PIECES (THU)	1	V6005	A: #FORMS (TUES)	1
V5055	DC: TOTAL #PIECES (THU)	1	V5086	V: TOTAL #PIECES (FRI)	1	V6006	A: #FORMS (WED)	1
V5056	DC: TOTAL #PIECES (FRI)	1	V5087	V: TOTAL #PIECES (SAT)	1	V6007	A: #FORMS (THURS)	1
V5057	DC: TOTAL #PIECES (SAT)	1	V5088	V: TOTAL #PIECES (SUN)	1	V6008	A: #FORMS (FRI)	1
V5058	DC: TOTAL #PIECES (SUN)	1	V5089	V: TOTAL #PIECES (M-S)	1	V6009	A: #FORMS (SAT)	1
V5059	DC: TOTAL #PIECES (M-S)	1	V5090	V: TOTAL #PIECES (M-F)	1	V6010	A: #FORMS (SUN)	1
V5060	DC: TOTAL #PIECES (M-F)	1	V5092	A-S: TOT PCS (MON)	1	V6011	ORGANIZATION #	1
V5062	S: TOTAL #PIECES (MON)	1	V5093	A-S: TOT PCS (TUE)	1	V6012	A: ASSIGNED DATE (MON)	1
V5063	S: TOTAL #PIECES (TUE)	1	V5094	A-S: TOT PCS (WED)	1	V6013	B: #FORMS FOR WEEK	1
V5064	S: TOTAL #PIECES (WED)	1	V5095	A-S: TOT PCS (THU)	1	V6014	B: #UNIQUE GOOD DATES	1
V5065	S: TOTAL #PIECES (THU)	1	V5096	A-S: TOT PCS (FRI)	1	V6015	B: #FORMS (MON)	1
V5066	S: TOTAL #PIECES (FRI)	1	V5097	A-S: TOT PCS (SAT)	1	V6016	B: #FORMS (TUES)	1
V5067	S: TOTAL #PIECES (SAT)	1	V5098	A-S: TOT PCS (SUN)	1	V6017	B: #FORMS (WED)	1
V5068	S: TOTAL #PIECES (SUN)	1	V5099	A-S: TOT PCS (M-S)	1	V6018	B: #FORMS (THURS)	1
V5069	S: TOTAL #PIECES (M-S)	1	V5100	A-S: TOT PCS (M-F)	1	V6019	B: #FORMS (FRI)	1
V5070	S: TOTAL #PIECES (M-F)	1	V5101	A-S: #DAYS W/PIECES (M-S)	1	V6020	B: #FORMS (SAT)	1
V5072	W: TOTAL #PIECES (MON)	1	V5102	A-S: #DAYS W/PIECES (M-F)	1	V6021	B: #FORMS (SUN)	1
V5073	W: TOTAL #PIECES (TUE)	1	V5103	A-W: PIECES (Y/M-0-3) (M-S)	1	V6022	C: #FORMS FOR WEEK	1
V5074	W: TOTAL #PIECES (WED)	1	V5104	A-W: PIECES (Y/M-0-3) (M-F)	1	V6023	C: #UNIQUE GOOD DATES	1
V5075	W: TOTAL #PIECES (THU)	1	V5105	(A-W) : #DY W/PIECES (M-S)	1	V6024	C: #FORMS (MON)	1
V5076	W: TOTAL #PIECES (FRI)	1	V5106	(A-W) : #DY W/PIECES (M-F)	1	V6025	C: #FORMS (TUES)	1
V5077	W: TOTAL #PIECES (SAT)	1	V5201	H1: TOT COPIES MAILED/QR	1	V6026	C: #FORMS (WED)	1
V5078	W: TOTAL #PIECES (SUN)	1	V5202	H1: # PUB SENT FROM HERE	1	V6027	C: #FORMS (THURS)	1
V5079	W: TOTAL #PIECES (M-S)	1	V5203	H1: # PUB SENT FROM OTHER	1	V6028	C: #FORMS (FRI)	1
V5080	W: TOTAL #PIECES (M-F)	1	V6001	CASE #	1	V6029	C: #FORMS (SAT)	1
V5082	V: TOTAL #PIECES (MON)	1	V6002	A: #FORMS FOR WEEK	1	V6030	C: #FORMS (SUN)	1
V5083	V: TOTAL #PIECES (TUE)	1	V6003	A: #UNIQUE GOOD DATES	1	V6031	F: #FORMS FOR WEEK	1

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V6032	P: #UNIQUE GOOD DATES	1	V6060	S: #FORMS (MON)	1	V6088	A-S: #FORMS (THU)	1
V6033	P: #FORMS (MON)	1	V6061	S: #FORMS (TUES)	1	V6089	A-S: #FORMS (PRI)	1
V6034	P: #FORMS (TUES)	1	V6062	S: #FORMS (WED)	1	V6090	A-S: #FORMS (SAT)	1
V6035	P: #FORMS (WED)	1	V6063	S: #FORMS (THURS)	1	V6091	A-S: #FORMS (SUN)	1
V6036	P: #FORMS (THURS)	1	V6064	S: #FORMS (FRI)	1	V6092	A-S: #FORMS FOR WEEK	1
V6037	P: #FORMS (FRI)	1	V6065	S: #FORMS (SAT)	1	V6093	A-S: DAYS W/ USMAIL:M-P	1
V6038	P: #FORMS (SAT)	1	V6066	S: #FORMS (SUN)	1	V6094	A-S: DAYS W/ USMAIL:S-S	1
V6039	P: #FORMS (SUN)	1	V6067	W: #FORMS FOR WEEK	1	V1	CASE ID	10
V6040	P: #FORMS FOR WEEK	1	V6068	W: #UNIQUE GOOD DATES	1	V2	ORGANIZATION NUMBER	10
V6041	P: #UNIQUE GOOD DATES	1	V6069	W: #FORMS (MON)	1	V1601	H1. NAME OF PUBLICATION	10
V6042	P: #FORMS (MON)	1	V6070	W: #FORMS (TUES)	1	V1602	H2. MAILED FROM PSTAB?	10
V6043	P: #FORMS (TUES)	1	V6071	W: #FORMS (WED)	1	V1603	H3. CONTROLLED CIRC?	10
V6044	P: #FORMS (WED)	1	V6072	W: #FORMS (THURS)	1	V1604	H3A. TYPE CONTRL CIRC?	10
V6045	P: #FORMS (THURS)	1	V6073	W: #FORMS (FRI)	1	V1605	H4. NONCONT TYPE	10
V6046	P: #FORMS (FRI)	1	V6074	W: #FORMS (SAT)	1	V1606	H5. CATEGORY?	10
V6047	P: #FORMS (SAT)	1	V6075	W: #FORMS (SUN)	1	V1607	H6. PUBLISH PER YEAR?	10
V6048	P: #FORMS (SUN)	1	V6076	V: #FORMS FOR WEEK	1	V1608	H7. WHERE DISTRIBUTE?	10
V6049	PC: #FORMS FOR WEEK	1	V6077	V: #UNIQUE GOOD DATES	1	V1609	H8. LOCATIONS MAILED	10
V6050	PC: #UNIQUE GOOD DATES	1	V6078	V: #FORMS (MON)	1	V1610	H9. PFCP: HOUSEHOLD	10
V6051	PC: #FORMS (MON)	1	V6079	V: #FORMS (TUES)	1	V1611	H9. RECP: NONHOUSE	10
V6052	PC: #FORMS (TUES)	1	V6080	V: #FORMS (WED)	1	V1612	H10. POSTAL RATES (1)	10
V6053	PC: #FORMS (WED)	1	V6081	V: #FORMS (THURS)	1	V1613	H10. POSTAL RATES (2)	10
V6054	PC: #FORMS (THURS)	1	V6082	V: #FORMS (FRI)	1	V1614	H10A. USE PRESORT?	10
V6055	PC: #FORMS (FRI)	1	V6083	V: #FORMS (SAT)	1	V1615	H10B. USE PRESORT FUTURE?	10
V6056	PC: #FORMS (SAT)	1	V6084	V: #FORMS (SUN)	1	V1616	H10C. WHY NOT PRESORT	10
V6057	PC: #FORMS (SUN)	1	V6085	A-S: #FORMS (MON)	1	V1617	H10D. % PRESORT?	10
V6058	S: #FORMS FOR WEEK	1	V6086	A-S: #FORMS (TUE)	1	V1618	H11. RFD TAGGED?	10
V6059	S: #UNIQUE GOOD DATES	1	V6087	A-S: #FORMS (WED)	1	V1619	H12 (1) % RFD SHIPPED	10

VARB	VARIABLE NAME	GROUP	VARB	VARIABLE NAME	GROUP	VARB	VARIABLE NAME	GROUP
V1620	H12(2) * NO LOADING DOCK	10	V1661	H1:RECIPIENT CODE (1/2)	11	V722	A#15. # PERSOON PIPCES	20
V1621	H12(3) * PLANT LOADED	10	V3006	FORM TYPE	11	V723	A#16. PERSOON RATE/CENTS	20
V1622	H12(4) * OTHER SHIPPED	10	V3007	SEQUENCE #--FORM	11	V724	A#17. TOTAL PERSOON MAIL\$	20
V1623	H13. HOW PACKAGED?	10	V3008	LINE NUMBER	11	V725	A#19. # RESTONAL PIPCES	20
V1624	H14. # COPIES/YEAR	10	V3009	LINE #/PFCPIP (H-NH)	11	V726	A#19. RESTOUL RATE/CENTS	20
V1625	H15. # INCOUNTY RATE	10	V3010	R:DAY WK ON FORM (H1=0)	11	V727	A#20. TOTAL RESOUL MAIL\$	20
V1626	H16. POSTAGE/YR	10	V3016	R:WEEK-DATE (H1=0)	11	V728	A#21. 3RD/YR 250,000+?	20
V1631	R:H14.#COPIES/100/FORM	10	V3017	DEL.DATA BATCHNO.	11	V729	A#22+#24. PER/MAILER	20
V1632	R: H1 BATCH	10	V3070	H1:#COPIES/100/PFCP	11	V730	A#23. NONPROFIT?	20
V1633	H1: N-CONTL TYPE	10	V1	CASE NUMBER	20	V752	AB PRINTED FORM #	20
V1634	H1:N-CONTL TYPE*CAT	10	V702	ARO OR RESTAR COPY?	20	V753	AB2. MAIL ORPAPPD BY?	20
V3006	FORM TYPE	10	V703	A#1. PERMIT #	20	V754	AB2. ORG. TYPE CODE	20
V3007	SEQUENCE #--FORM	10	V704	A#2. POST OFFICE	20	V759	AB4. * RECIPIENT HOUSEHD	20
V3008	LINE NUMBER	10	V707	A#3. DATE-YEAR	20	V760	AB4. * RECIPI/SAME ORG	20
V3010	R:DAY WK ON FORM (H1=0)	10	V708	A#4. # OF SACKS	20	V761	AB4. * RECIPI/BUSINESS	20
V3016	R:WEEK-DATE (H1=0)	10	V709	A#5. # OF TRAYS	20	V762	AB4. * RECIPI/NONPROFIT	20
V3017	DEL.DATA BATCHNO.	10	V710	A#6. # OTHER CONTAINERS	20	V763	AB4. * RECIPI/FED GOVT	20
V3031	H1:TOT # COPIES/100	10	V711	A#7. CLASS	20	V764	AB4. * RECIPI/STATE GOVT	20
V3032	R:INDICIA	10	V712	A#8. WT. SINGLE/OUNCES	20	V765	AB4. * RECIPI/LOCAL GOVT	20
V3034	H1:FORM CHPT (H1=0)	10	V713	A#9. WT. SINGLE/100THS	20	V766	AB4. * RECIPI/CANDIDATE	20
V3039	H1:FORM ADDR (H1=0)	10	V714	A#9. # PIECE IN LB.	20	V767	AB4. * RECIPI/HOSPITAL	20
V3040	H1:TY WINDOW (H1=0)	10	V715	A#10. TOTAL PIPCES MAILED	20	V768	AB4. * RECIPI/SCHOOL	20
V3041	R:MAIL CLASS (1)	10	V716	A#11. TOTAL LBS. MAILED	20	V769	AB4. * RECIPI/ORGAN GOVT	20
V3042	R:MAIL CLASS (2)	10	V717	A#12. RATE TYPE	20	V770	AB4. * RECIPI/ORGAN STATE	20
V3043	R:MAIL SUBCLASS (1)	10	V718	A#13. RATE: DOLLARS	20	V771	AB5. * WITHIN LMA	20
V3044	R:MAIL SUBCLASS (2)	10	V719	A#13. RATE: CENTS	20	V773	AB7. ADDRESSED TO:	20
V3045	R:MAIL SUBCLASS (3)	10	V720	A#13. RATE: 1/10 CENT	20	V774	AB9. MAIL TYPE:	20
V1	CASE NO	11	V721	A#14. TOTAL POSTAG/DOLLS	20	V775	AB9. DETACHED LABEL CARD	20

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V781	AB13A. SIZE:LENGTH	20	V3034	AB12. SIZE: # DIMENS CHRT	20	V732	B#2. POST OFFICE	30
V782	AB13B. SIZE:WIDTH	20	V3035	AB3. CONTENT-1	20	V735	B#3. DATE-YEAR	30
V783	AB13C. SIZE: THICKNESS	20	V3036	AB3. CONTENT-2	20	V736	B#4. # OF SACKS	30
V784	AB13C. SIZE: GIRTH	20	V3037	AB3. CONTENT-3	20	V737	B#5. # OF TRAYS	30
V786	AB15A. # PRESORT/CARRIER	20	V3038	AB3. CONTENT-4	20	V738	B#6. # OTHER CONTAINERS	30
V787	AB15B. # PRESORT/5 ZIP	20	V3039	AB6. FORM ADDRESSING	20	V739	B#7. CLASS	30
V788	AB15C. # PRESORT/MIX CITY	20	V3040	AB10. TYPE OF WINDOW	20	V742	B#10. WT. SINGLE/OUNCES	30
V789	AB15D. # PRESORT/3 ZIP	20	V3041	R:MAIL CLASS(1)	20	V743	B#10. WT. SINGLE/100THS	30
V790	AB15E. # PRESORT/STATE	20	V3042	R:MAIL CLASS(2)	20	V744	B#11. RATE PIERCE/CENTS	30
V791	AB15G. # NOT PRESORT	20	V3043	R:MAIL SUBCLASS(1)	20	V745	B#11. RATE PIERCE-1/10 #	30
V792	AB15H. # WITHIN LMA	20	V3044	R:MAIL SUBCLASS(2)	20	V746	B#12. PLPCTS FULL RATE?	30
V793		20	V3045	R:MAIL SUBCLASS(3)	20	V747	B#13. # PIECE PRESORT	30
V795	A:TOTAL POSTAGE IN DOLLA	20	V3301	AB11. SPECIAL SERVICE-1	20	V748	B#14. AT RATE/CENTS	30
V796	A:NON PS RATE IN CENTS	20	V3302	AB11. SPECIAL SERVICE-2	20	V749	B#15. 3RD/YR 250,000+?	30
V797	A:WT PER PIECE IN OZS	20	V3303	AB11. SPECIAL SERVICE-3	20	V750	B#16+18. PER/MAILER SAME	30
V798	AB. PIECE/WT.	20	V1	CASE NUMBER	21	V751	B#17. NONPROFIT?	30
V3006	FORM TYPE (A/B)	20	V3006	FORM TYPE (A/B)	21	V752	AB PRINTED FORM #	30
V3007	SEQUENCE # - FORMS	20	V3007	SEQUENCE # - FORMS	21	V753	AB2. MAIL PREPARED BY?	30
V3008	LINENUMBER	20	V3008	LINENUMBER	21	V754	AB2. ORG. TYPE CODE	30
V3010	R:DAY OF WEEK ON FORM	20	V3009	R:LINENUMBER/RECIP	21	V759	AB4. % RECIPIENT HOUSEHD	30
V3016	R:WK#-DATE ON FORM	20	V3010	R:DAY OF WEEK ON FORM	21	V760	AB4. % RECTP/SAME ORG	30
V3017	DDP. DATA BATCH NO.	20	V3016	R:WK#-DATE ON FORM	21	V761	AB4. % RECTP/BUSINESS	30
V3018	AB3. DATE-MONTH	20	V3017	DDP. DATA BATCH NO.	21	V762	AB4. % RECTP/NONPROFIT	30
V3019	AB3. DATE-DAY	20	V3070	R:# PIERCES THIS RECIP	21	V763	AB4. % RECTP/PED GOVT	30
V3030	R:ESTIMATE/COUNT	20	V3071	R:RECIPIENT CODE	21	V764	AB4. % RECTP/STATE GOVT	30
V3031	A:TOT # OF PIERCES-FORM	20	V1	CASE NUMBER	30	V765	AB4. % RECTP/LOCAL GOVT	30
V3032	R:INDICIA	20	V702	APC OR ESTAB COPY?	30	V766	AB4. % RECTP/CANDIDATE	30
V3033	R:RETURN MAIL S	20	V731	B#1. PERMIT #	30	V767	AB4. % RECTP/HOSPITAL	30

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V768	AB4. % RECIP/SCHOOL	30	V3030	R:POSTIMATE/COUNT	30	V3007	SEQUENCE # - FORMS	31
V769	AB4. % RECIP/FORGN GOVT	30	V3031	R#9. # PIECES MAILED	30	V3009	LINENUMBER	31
V770	AB4. % RECIP/FORGN STATE	30	V3032	R:TYNDICIA	30	V3009	R:LINENUMBER/RECIP	31
V771	AB5. % WITHIN LMA	30	V3033	R:METHOD MAIL S	30	V3010	R:DAY OF WEEK ON FORM	31
V773	AB7. ADDRESSRD TO:	30	V3034	AB12. SIZE: # DIMENS CRT	30	V3016	R:WK#-DATE ON FORM	31
V774	AB8. MAIL TYPE:	30	V3035	AB3. CONTENT-1	30	V3017	DDR. DATA BATCH NO.	31
V775	AB9. DETACHED LABEL CARD	30	V3036	AB3. CONTENT-2	30	V3070	R:# PIECES THIS RECIP	31
V781	AB13A. SIZE:LENGTH	30	V3037	AB3. CONTENT-3	30	V3071	R:RECIPIENT CODE	31
V782	AB13B. SIZE:WIDTH	30	V3038	AB3. CONTENT-4	30	V1	CASE NUMBER	40
V783	AB13C. SIZE: THICKNESS	30	V3039	AB6. FORM ADDRESSING	30	V802	C=PO OR PSTAB COPY?	40
V784	AB13C. SIZE: GIRTH	30	V3040	AB10. TYPE OF WINDOW	30	V803	C#1. POST OFFICE	40
V786	AB15A.# PRESORT/CARRIER	30	V3041	R:MAIL CLASS (1)	30	V806	C#2. DATE-YEAR	40
V787	AB15B.# PRESORT/5 ZIP	30	V3042	R:MAIL CLASS (2)	30	V807	C#3. PERMIT #	40
V788	AB15C.# PRESORT/MIX CITY	30	V3043	R:MAIL SUBCLASS (1)	30	V808	C#4+5. PERM/MAIL-SAME?	40
V789	AB15D.# PRESORT/3 ZIP	30	V3044	R:MAIL SUBCLASS (2)	30	V809	C#6. WT. SINGLE PIECE	40
V790	AB15E.# PRESORT/STATE	30	V3045	R:MAIL SUBCLASS (3)	30	V810	C#7. # OF SACKS	40
V791	AB15G.# NOT PRESORT	30	V3301	AB11. SPECIAL SERVICE-1	30	V811	C#8. # OF TRAYS	40
V792	AB15H.# WITHIN LMA	30	V3302	AB11. SPECIAL SERVICE-2	30	V812	C#9. # OTHER CONTAINERS	40
V793		30	V3303	AB11. SPECIAL SERVICE-3	30	V813	C. LOCAL 2. # PIECES	40
V798	AB. PIECE/WT.	30	V9101	R:NON-PRESORT RATE/CENTS	30	V814	C. LOCAL 3. PIECE RATE \$	40
V3006	FORM TYPE (A/B)	30	V9102	R: WT/PC IN OZS	30	V815	C. LOCAL 3. PIECE RATE #	40
V3007	SEQUENCE # - FORMS	30	V9103	R: NON PRESORT PCS	30	V816	C. LOCAL 5. # POUNDS	40
V3008	LINENUMBER	30	V9104	R: NON PS POSTAGE \$	30	V817	C. LOCAL 6. POUND RATE #	40
V3010	R:DAY OF WEEK ON FORM	30	V9105	R: TOTAL POSTAGE \$	30	V818	C. LOCAL 6. LB. RATE/10	40
V3016	R:WK#-DATE ON FORM	30	V9106	R: PS POSTAGE \$	30	V819	C (162) 2. # PIECES	40
V3017	DDR. DATA BATCH NO.	30	V9107	R: PRESORT RATE \$	30	V820	C (162) 3. PIECE RATE \$	40
V3018	R#3. DATE-MONTH	30	V1	CASE NUMBER	31	V821	C (162) 3. PIECE RATE #	40
V3019	R#3. DATE-DAY	30	V3006	FORM TYPE (A/B)	31	V822	C (162) 5. # POUNDS	40

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V823	C (152) 6. POUND RATE \$	40	V851	C (7) 3. PIECE RATE \$	40	V884	C4. % RECIP/ORG COUNTRY	40
V824	C (152) 6. LB. RATE 1/10	40	V852	C (7) 5. # POUNDS	40	V886	C6. MAIL TYPE:	40
V825	C (3) 2. # PIECES	40	V853	C (7) 6. POUND RATE \$	40	V887	C7. DETACHED LABEL CARDS	40
V826	C (3) 3. PIECE RATE \$	40	V854	C (7) 6. LB. RATE 1/10	40	V888	C8A. SIZE:LENGTH	40
V827	C (3) 3. PIECE RATE \$	40	V855	C (9) 2. # PIECES	40	V889	C8B. SIZE:WIDTH	40
V828	C (3) 5. # POUNDS	40	V856	C (8) 3. PIECE RATE \$	40	V890	C8C. SIZE:THICKNESS	40
V829	C (3) 6. POUND RATE \$	40	V857	C (9) 3. PIECE RATE \$	40	V891	C8C. SIZE:GIRTH	40
V830	C (3) 6. LB. RATE 1/10	40	V858	C (8) 5. # POUNDS	40	V893	C10. % (152) LMA	40
V831	C (4) 2. # PIECES	40	V859	C (8) 6. POUND RATE \$	40	V898	C:ESTIMATE	40
V832	C (4) 3. PIECE RATE \$	40	V860	C (8) 6. LB. RATE 1/10	40	V899	WHAT SCREEN NEXT?	40
V833	C (4) 3. PIECE RATE \$	40	V862	TOTAL COL 4: PIECE RATE	40	V3006	FORM TYPE (C)	40
V834	C (4) 5. # POUNDS	40	V863	TOTAL COL 5: # POUNDS	40	V3007	SPOOFNCE # - FORMS	40
V835	C (4) 6. POUND RATE \$	40	V864	TOTAL COL 7: POUND RATE	40	V3008	LINE NUMBER	40
V836	C (4) 6. LB. RATE 1/10	40	V865	TOTAL COL 8: POSTAGE \$	40	V3010	R:DAY OF WEEK ON FORM	40
V837	C (5) 2. # PIECES	40	V866	PRINTER FORM #	40	V3016	R:WK#-DATE ON FORM	40
V838	C (5) 3. PIECE RATE \$	40	V867	C2. MAIL PREPARED BY?	40	V3017	DDP:DATA BATCH NO.	40
V839	C (5) 3. PIECE RATE \$	40	V868	C2. ORG. TYPE CODE	40	V3018	C#2. DATE-MONTH	40
V840	C (5) 5. # POUNDS	40	V873	C4. % RECIPIENT HOUSEHLD	40	V3019	C#2. DATE-DAY	40
V841	C (5) 6. POUND RATE \$	40	V874	C4. % RECIP/SAME ORG	40	V3030	R:ESTIMATE/COUNT	40
V842	C (5) 6. LB. RATE 1/10	40	V875	C4. % RECIP/BUSINESS	40	V3031	C:TOTAL # PCS ON FORM	40
V843	C (6) 2. # PIECES	40	V876	C4. % RECIP/NONPROFIT	40	V3032	R:INDICIA	40
V844	C (6) 3. PIECE RATE \$	40	V877	C4. % RECIP/FFD GOVT	40	V3033	R:MONTH ENT MAIL S	40
V845	C (6) 3. PIECE RATE \$	40	V878	C4. % RECIP/STATE GOVT	40	V3034	C:SIZE # DIMENS CHRT	40
V846	C (6) 5. # POUNDS	40	V879	C4. % RECIP/LOCAL GOVT	40	V3035	C3. CONTENT-1	40
V847	C (6) 6. POUND RATE \$	40	V880	C4. % RECIP/CANDIDATE	40	V3036	C3. CONTENT-2	40
V848	C (6) 6. LB. RATE 1/10	40	V881	C4. % RECIP/HOSPITAL	40	V3037	C3. CONTENT-3	40
V849	C (7) 2. # PIECES	40	V882	C4. % RECIP/SCHOOL	40	V3038	C3. CONTENT-4	40
V850	C (7) 3. PIECE RATE \$	40	V883	C4. % RECIP/FORGN GOVT	40	V3039	C5. FORM ADDRESSING	40

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V3040	R:TYPE OF WINDOW(C=0)	40	V3019	P2. DATE-DAY	81	V1022	P13. SIZE:HEIGHT	82
V3041	R:MATI. CLASS(1)	40	V3030	ESTIMATE/COUNT (R-W)	81	V1023	P13. SIZE:GIRTH	82
V3042	R:MATI. CLASS(2)	40	V3031	P12. # IDENTICAL ITEMS?	81	V3006	FORM TYPE	82
V3043	R:MATI. SUBCLASS(1)	40	V3032	P: INDICIA (TP POST) (1-7)	81	V3007	SEQUENCE # - FORMS	82
V3044	R:MATI. SUBCLASS(2)	40	V3033	P4. ENTER MAILSTREAM	81	V3008	LINE NUMBER-01	82
V3045	R:MATI. SUBCLASS(3)	40	V3034	P5. SIZE: # DIMENSION CH	81	V3010	R:DAY OF WEEK ON FORM	82
V1	CASE NUMBER	41	V3035	P7. CONTENT-1	81	V3016	R:WK#-DATE ON FORM	82
V3006	FORM TYPE (C)	41	V3036	P7. CONTENT-2	81	V3017	DDP. DATA BATCH NO.	82
V3007	SEQUENCE # - FORMS	41	V3037	P7. CONTENT-3	81	V3018	P2. DATE-MONTH	82
V3008	LINE NUMBER	41	V3038	P7. CONTENT-4	81	V3019	P2. DATE-DAY	82
V3009	R:LINE NUMBER/RECIPT	41	V3039	R: ADDR TYPE(S=0)	81	V3030	ESTIMATE/COUNT(R-W)	82
V3010	R:DAY OF WEEK ON FORM	41	V3040	E11. TYPE OF WINDOW	81	V3031	P14. # IDENTICAL ITEMS?	82
V3016	R:WK#-DATE ON FORM	41	V3041	R: CLASS (1) (0-8)	81	V3032	R: INDICIA (TP POST) (1-7)	82
V3017	DDP. DATA BATCH NO.	41	V3042	R: CLASS (2) (1-5)	81	V3033	P4. ENTER MAILSTREAM?	82
V3070	R:# PIECES THIS RECIPT	41	V3043	R: CLASS (3) (11:11-60)	81	V3034	R: # DIMPN CHART (P=0).	82
V3071	R:RECIPTNT CODE	41	V3044	R: S-CLASS(2) (11-98)	81	V3035	P8. CONTENT-1	82
V1	CASE NUMBER	81	V3045	R: S-CLASS(3) (41:11-98)	81	V3036	P8. CONTENT-2	82
V904	P2. DATE-YEAR	81	V3071	P9. RECIPTNT CODE	81	V3037	P8. CONTENT-3	82
V909	P6. POSTAGE/PIECE \$	81	V1	CASE NUMBER	82	V3038	P8. CONTENT-4	82
V910	P6. POSTAGE/PIECE \$	81	V1004	P2. DATE-YEAR	82	V3039	R: ADDR TYPE(S=0)	82
V916	P9. ADDRESS HANDWRITTEN?	81	V1008	P5. 1ST CLASS ENCLOSED?	82	V3040	R: WINDOW (C,P,PC=0)	82
V3006	FORM TYPE	81	V1009	P6. POSTAGE/PIECE \$	82	V3041	R: CLASS (1) (0-8)	82
V3007	SEQUENCE # - FORMS	81	V1010	P6. POSTAGE/PIECE \$	82	V3042	R: CLASS (2) (1-5)	82
V3008	LINE NUMBER-01	81	V1011	P7. PADDED CONTAINER?	82	V3043	R: CLASS (3) (11:11-60)	82
V3010	R:DAY OF WEEK ON FORM	81	V1017	P10. ADDRESS HANDWRITTEN	82	V3044	R: S-CLASS(2) (11-98)	82
V3016	R:WK#-DATE ON FORM	81	V1019	P12. WT. PER PIECE	82	V3045	R: S-CLASS(3) (41:11-98)	82
V3017	DDP. DATA BATCH NO.	81	V1020	P13. SIZE:WIDTH	82	V3071	P9. RECIPTNT CODE	82
V3018	P2. DATE-MONTH	81	V1021	P13. SIZE:LENGTH	82	V1	CASE NUMBER	83

VAP#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP	VAP#	VARIABLE NAME	GROUP
V1104	PC2. DATE-YEAR	83	V3044	R: S-CLASS (2) (11-98)	83	V3036	SR. CONTENT-2	84
V1108	PC5. POSTAGE/PIECE \$	83	V3045	R: S-CLASS (3) (41:11-98)	83	V3037	SR. CONTENT-3	84
V1109	PC5. POSTAGE/PIECE #	83	V3071	PC7. RECIPIENT CODE	83	V3038	SR. CONTENT-4	84
V1115	PC8. ADDRESS HANDWRITTEN	83	V1	CASE NUMBER	84	V3039	R: ADDR TYPE (S=0)	84
V1118	PC11. TYPE OF MAIL	83	V1204	S2. DATE-YEAR	84	V3040	S14. TYPE OF WINDOW	84
V1119	PC12. STAPLE?	83	V1211	S6. POSTAGE/PIECE \$	84	V3041	R: CLASS (1) (0-8)	84
V3006	FORM TYPE	83	V1212	S6. POSTAGE/PIECE #	84	V3042	R: CLASS (2) (1-5)	84
V3007	SEQUENCE #-FORMS	83	V1213	S7. \$ INCLUDE SPPC SERV?	84	V3043	R: CLASS (3) (11:11-60)	84
V3008	LINE NUMBER	83	V1219	S10. DELIVER/2 DAYS?	84	V3044	R: S-CLASS (2) (11-98)	84
V3010	R: DAY OF WEEK ON FORM	83	V1221	S12. WT/PIECE-OUNCRS	84	V3045	R: S-CLASS (3) (41:11-98)	84
V3016	R:WK#-DATE ON FORM	83	V1223	S13. SIZE:WIDTH	84	V3071	S9. RECIPIENT CODE	84
V3017	DDP. DATA BATCH NO.	83	V1224	S13. SIZE:LENGTH	84	V3301	S5. SPECIAL SERV CODE-1	84
V3018	PC2. DATE-MONTH	83	V1225	S13. SIZE: HEIGHT	84	V3302	S5. SPECIAL SERV CODE-2	84
V3019	PC2. DATE-DAY	83	V1226	S13. SIZE: GIRTH	84	V3303	S5. SPECIAL SERV CODE-3	84
V3030	ESTIMATE/COUNT (R-W)	83	V3006	FORM TYPE	84	V1	CASE NUMBER	85
V3031	PC13. # IDENTICAL ITEMS	83	V3007	SEQUENCE #-FORMS	84	V998	ESTIMATE/COUNT	85
V3032	R: INDICIA (TP POST) (1-7)	83	V3008	LINE NUMBER	84	V1302	W2. DATE-MONTH	85
V3033	PC4. ENTER MAILSTREAM?	83	V3010	R: DAY OF WEEK ON FORM	84	V1303	W2. DATE-DAY	85
V3034	PC10. SIZE: # DIMEN CHART	83	V3016	R:WK#-DATE ON FORM	84	V1304	W2. DATE-YEAR	85
V3035	PC6. CONTENT-1	83	V3017	DDP. DATA BATCH NO.	84	V1306	W3. CONTENT-1	85
V3036	PC6. CONTENT-2	83	V3018	S2. DATE-MONTH	84	V1307	W3. CONTENT-2	85
V3037	PC6. CONTENT-3	83	V3019	S2. DATE-DAY	84	V1309	W3. CONTENT-3	85
V3038	PC6. CONTENT-4	83	V3030	ESTIMATE/COUNT (R-W)	84	V1309	W3. CONTENT-4	85
V3039	R: ADDR TYPE (S=0)	83	V3031	S15. # IDENTICAL ITEMS	84	V1310	W4. RECIPIENT CODE	85
V3040	R: WINDOW (C,P,PC=0)	83	V3032	R: INDICIA (TP POST) (1-7)	84	V1311	W5. ITEM PICKED UP?	85
V3041	R: CLASS (1) (0-8)	83	V3033	S4. ENTER MAILSTREAM	84	V1312	W6. GUARANTEED DELIVERY	85
V3042	R: CLASS (2) (1-5)	83	V3034	S13. SIZE: # DIMEN CHART	84	V1313	W7. WEIGHT OF ITEM	85
V3043	R: CLASS (3) (11:11-60)	83	V3035	SR. CONTENT-1	84	V1314	W8. MEET USPS REQUIREMENTS	85

VAR#	VARIABLE NAME	GROUP	VAR#	VARIABLE NAME	GROUP
V1315	M9. TYPE OF SERVICE	85	V1520	V7. # YELLOW (2)	86
V1316	M10. STAY IN LMA?	85	V1521	V7. # YELLOW (3)	86
V1317	M11. # IDENTICAL ITEMS	85	V1522	V7. # YELLOW (4)	86
V3006	FORM TYPE	85	V1523	V7. # PINK (5)	86
V3007	SEQUENCE #-FORMS	85	V1524	V7. # PINK (6)	86
V3008	LINE NUMBER	85	V1525	V7. # PINK (7)	86
V9097	R:DAY OF WEEK ON FORM	85	V1526	V7. # PINK (8)	86
V9098	R:WK#-DATE ON FORM	85	V1527	V7. # PINK (9)	86
V9099	DDR.DATA BATCH NO.	85	V1598	ESTIMATE/COUNT (V)	86
V1	CASE NUMBER	86	V1599	WHAT SCREEN NEXT?	86
V1502	V2. DATE-MONTH	86	V3006	FORM TYPE	86
V1503	V2. DATE-DAY	86	V3007	SEQUENCE #-FORMS	86
V1504	V2. DATE-YEAR	86	V3008	LINE NUMBER	86
V1505	V3. TOTAL # MAILPIECES	86	V9097	R:DAY OF WEEK ON FORM	86
V1506	V4. # FOR SPPC SERVICES	86	V9098	R:WK#-DATE ON FORM	86
V1507	V5. # 1ST CLASS	86	V9099	DDR.DATA BATCH NO.	86
V1508	V5. # 2ND CLASS	86			
V1509	V5. # 3RD CLASS	86			
V1510	V5. # PARCEL POST	86			
V1511	V5. # OTH 4TH CLASS	86			
V1512	V5. # CANADA/MEXICO	86			
V1513	V5. # FOREIGN AIR	86			
V1514	V5. # FOREIGN SURFACE	86			
V1515	V6. # ENVELOPES	86			
V1516	V6. # SINGLE POST CARDS	86			
V1517	V6. # DOUBLE/PC & SELF	86			
V1518	V6. # BACK/PADDED CONTAIN	86			
V1519	V7. # BLUE (1)	86			

*****NORMAL TERMINATION OF DSLIST *