



Stop the USPS from Instituting a Second Price Increase in 2021!

This script is provided in bulleted talking points to help you alert your House and Senate representatives of the critical consequences your business will suffer if a second postal rate increase is allowed this year.

- My name is [redacted] and I live in (city, state). I am the (title) at (company name).
- **I am calling to make (Senator / Congressman or Congresswoman) aware of a critical issue to our company.** It is an issue that – if not addressed soon – will have a severe impact on us and jobs across various industries in (insert state)
- In October 2020, the US Postal Service filed notice with the Postal Regulatory Commission (PRC) of the annual price changes, which took effect in January 2021. A month later, the PRC issued an order **revising the rate making system for Market Dominant mail products.**
- These are the products we (make / sell) (list your products here).
- Under this PRC Order, **the USPS can now raise rates beyond the Consumer Price Index.** This replaces a highly effective system borne out of the Postal Accountability and Enhancement Act of 2006, which had provided predictability, stability and transparency in postal costs. This predictability is critical to us.
- Under recent Postal Regulatory Commission calculations, the density-based rate authority will be 4.5 percent, and the retirement-based rate authority will be 1.06 percent, plus the 2 percent underwater adder. This means that the authority the USPS now has could **result in rate increases of another 7.56% on these critically-important mail products! This is in addition to an already budgeted and implemented CPI capped increase received in 2021.**
- The USPS has made clear its intention to use the new authority. This could devastate us at (company name) if allowed to happen.
- As the pandemic rages on, additional rate hikes will result in severe harm to communities that rely on mailing industry. Businesses will be driven away from using the mail, resulting in less revenue for the USPS and ultimately job losses across the entire mailing industry supply chain.
- Momentum is already building for sensible postal reform legislation that will address the medium- and long-term financial concerns the PRC has pointed to as justifying these large increases.
- The PRC action is also being challenged in court and could be ruled illegal, but there is no mechanism to recover any increase put through this year before the court can rule on this case.
- This additional rate hike in 2021 is **NOT NEEDED.** Congress just gave the Postal Service a \$10 billion GRANT late last year – and the USPS currently has over \$16 billion in cash and equivalents. It is *not* at immediate risk. *We are at risk* – as are all the manufacturing and distribution jobs we create!

OUR ASK:

Please write or call the USPS Board of Governors and tell them to NOT impose any additional postal rate hikes, which will result in permanent damage and job losses to our business.