

Price Change January 2021

October 2020

Agenda

Overview Market Dominant

- First-Class Mail[®]
- USPS Marketing Mail[®]
- Periodicals[®]
- Package Services
- Special Services
- Promotions

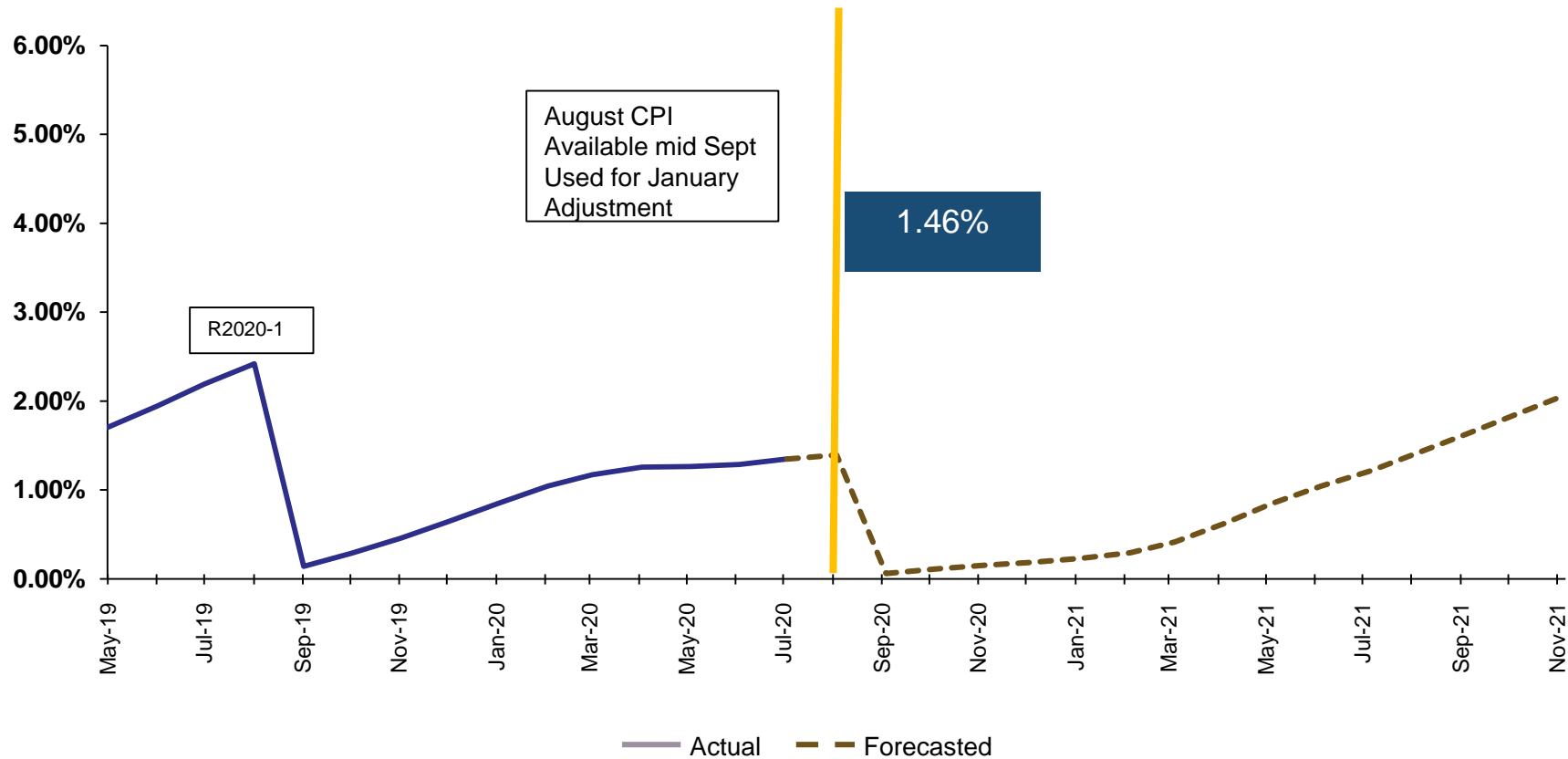
Overview International Competitive

Market Dominant Price Change

Cannot exceed change in Consumer Price Index – Urban (CPI-U)

Market Dominant price increases are capped at CLASS LEVEL

Uses previous 4 quarters of volume to calculate price change



First-Class Mail – 2021 Price Change

1.8% overall increase

- One-ounce letter price unchanged at 55 cents
- Additional-ounce price for Single-piece Letters* increases to 20 cents

Product	Percent Change
Single-Piece Letters & Cards	1.4%
Flats	1.3%
Presorted Letters & Cards	2.2%
First-Class Mail International (outbound letters, cards, and flats)	0.0%



* Additional ounce for Flats remains at 20 cents.

First-Class Mail – 2021 Price Change

First-Class Mail Single-Piece Prices	Current Price	New Price	Percent Change
Stamp Price 1 Oz.	0.55	0.55	0.0%
Stamp Price 2 Oz.	0.70	0.75	6.7%
Meter Price 1 Oz.	0.50	0.51	2.0%
Single-Piece Additional Ounce - Flats	0.20	0.20	0.0%
Single-Piece Flats 1 Oz.	1.00	1.00	0.0%
Single-Piece Cards	0.35	0.36	2.9%
Share Mail Letters	0.60	0.51	-15%
Share Mail Cards	0.45	0.36	-20%

First-Class Mail – 2021 Price Change

First-Class Mail Commercial Prices	Current Price	New Price	Percent Change
Mixed AADC Automation Letters	0.439	0.450	2.5%
AADC Automation Letters	0.419	0.428	2.1%
5-Digit Automation Letters	0.389	0.398	2.3%
Mixed ADC Automation Flats 2 oz.	0.736	0.794	7.9%
3-Digit Automation Flats 2 oz.	0.597	0.638	6.9%
5-Digit Automation Flats 2 oz.	0.450	0.480	6.7%

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Incentive for Seamless Acceptance

- Incentive for mailings submitted under Seamless Acceptance (\$0.001 per piece)
- Eligibility criteria
 - Seamless Acceptance program (does not include Seamless Parallel)
 - Must be Full-Service IMB mailpieces
 - Cards, letters, flats only
 - First-Class Mail, Marketing Mail, Periodicals, Bound Printed Matter
- Applied to eDoc submitters CRID “the account entering the mail”
- Proposed as an *incentive* to encourage behavior, not a workshare discount
- Improves efficiency of USPS acceptance process

Marketing Mail – 2021 Price Change

1.5% overall increase

Product	Percent Change
Letters	0.8%
High Density Letters	5.4%
Saturation Letters	0.0%
Flats	3.6%
Carrier Route Flats	3.5%
High Density Flats	3.6%
Saturation Flats	0.0%
EDDM-Retail	0.5%
Parcels	16.8%

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Marketing Mail – 2021 Price Change

Marketing Mail Auto Commercial Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.299	\$0.304	\$0.005	1.67%
5-Digit Origin	\$0.259	\$0.259	\$0.000	0.00%
5-Digit DNDC	\$0.239	\$0.239	\$0.000	0.00%
5-Digit DSCF	\$0.233	\$0.235	\$0.002	0.86%
HD DSCF	\$0.186	\$0.196	\$0.010	5.38%
Saturation Origin	\$0.191	\$0.191	\$0.000	0.00%
Saturation DNDC	\$0.172	\$0.172	\$0.000	0.00%
Saturation DSCF	\$0.168	\$0.168	\$0.000	0.00%

Marketing Mail – 2021 Price Change

Marketing Mail Auto Commercial Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.364	\$0.372	\$0.008	2.20%
C-R Basic DSCF	\$0.265	\$0.274	\$0.009	3.40%
C-R on 5-Digit DSCF Pallets	\$0.246	\$0.253	\$0.007	2.85%
C-R on 5-Digit DDU Pallets	\$0.235	\$0.246	\$0.011	4.68%
HD DSCF (125 pieces)	\$0.205	\$0.213	\$0.008	3.90%
HD+ DSCF (300 pieces)	\$0.187	\$0.187	\$0.000	0.00%
Saturation DSCF (90%)	\$0.179	\$0.179	\$0.000	0.00%
Saturation DDU (90%)	\$0.163	\$0.163	\$0.000	0.00%
Saturation DDU with DML	\$0.213	\$0.223	\$0.010	4.69%

Detached Address Label (DAL) – price increased from \$0.045 to \$0.055

Detached Marketing Label (DML) - price increased from \$0.05 to \$0.06

Marketing Mail – 2021 Price Change

Marketing Mail Pound-Rate Flats Rev/Pc – 8 oz. Auto Commercial Flats	Current Rev/Pc	New Rev/Pc	\$ Difference	% Difference
5-Digit DSCF	\$0.544	\$0.545	\$0.001	0.18%
C-R Basic DSCF	\$0.403	\$0.417	\$0.014	3.35%
C-R on 5-Digit DSCF Pallets	\$0.384	\$0.396	\$0.012	2.99%
C-R on 5-Digit DDU Pallets	\$0.363	\$0.382	\$0.019	5.24%
HD DSCF	\$0.311	\$0.319	\$0.008	2.57%
HD+ DSCF	\$0.293	\$0.293	\$0.000	0.00%
Saturation DSCF	\$0.285	\$0.285	\$0.000	0.00%
Saturation DDU	\$0.255	\$0.255	\$0.000	0.00%

Periodicals – 2021 Price Change

1.5% overall increase

Product	Percent Change
Outside County	1.47%
Inside County	1.20%

- Introduced separate price for tubs below sack prices
- Most larger-circulation publications will pay 0.4% to 0.6% more in postage.
- Postage for larger Nonprofit publications will increase 0.8% to 1.2%.
- Smaller-circulation publications may see above-average increases due to less presorting, lighter-weight pieces, and a higher percentage of nonmachinable pieces.

Package Services – 2021 Price Change

1.46% overall increase

Product	Percent Change
Alaska Bypass	1.43%
Media Mail and Library Mail	3.58%
Bound Printed Matter	
Flats – Overall	0.00%
Parcels – Overall	0.00%

Special Services – 2021 Price Change

1.46% overall increase

Product	Percent Change
PO Boxes™	0.89%
Certified Mail®	1.41%
Return Receipt	0.91%
Certificate of Mailing	2.76%
Address Correction Service	2.29%
Address Management Services (overall)	6.49%
Computerized Delivery Sequence	8.33%
AIS Viewer	5.16%
ZIP Move	8.33%
AIS Unlimited License	10.00%

Promotions

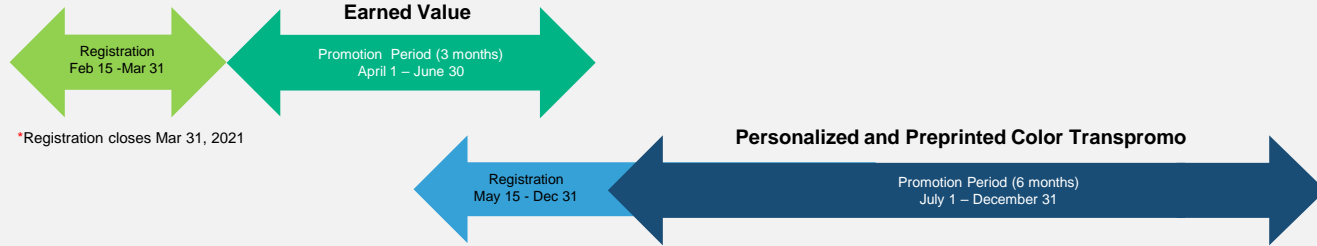
JAN – FEB – MAR

APRIL – MAY – JUNE

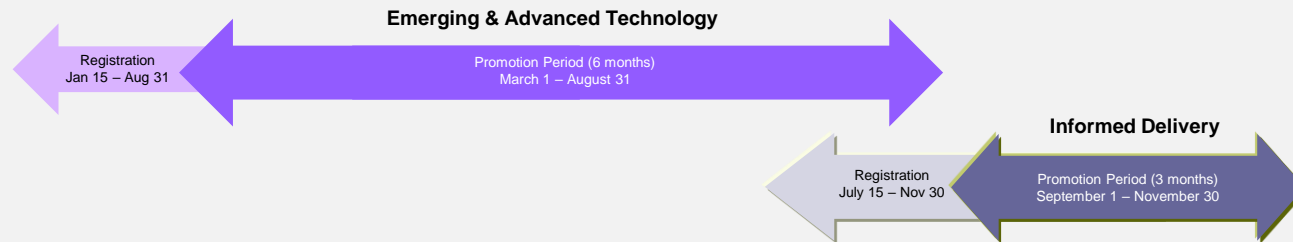
JUL – AUG – SEP

OCT – NOV – DEC

FIRST-CLASS MAIL



MARKETING MAIL AND FIRST-CLASS MAIL



MARKETING MAIL



Earned Value promotion will no longer have a mailer-specific volume threshold

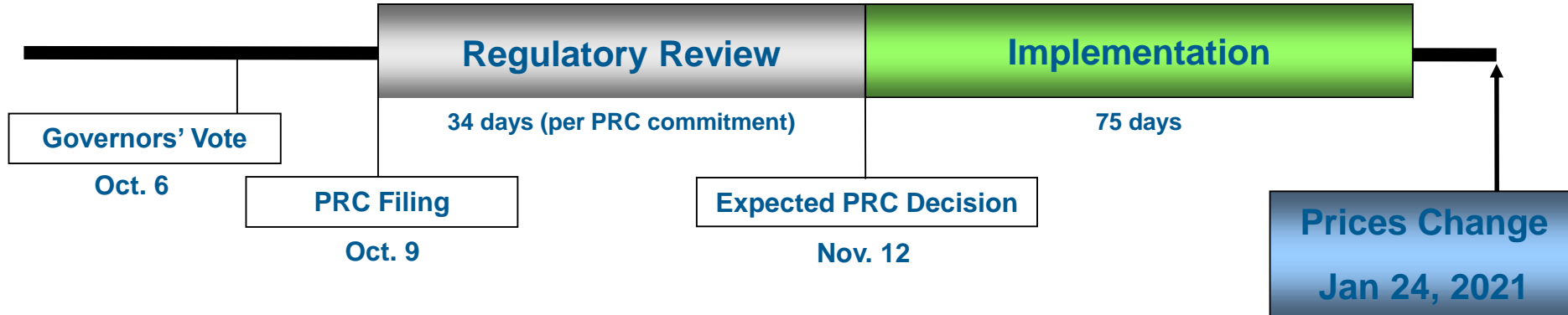
International Competitive – 2021 Price Change

Product	Percent Change
Priority Mail International (PMI)	5.1%
First-Class Pkg. Int'l. Service (FCPIS)	4.8%
Priority Mail Express International (PMEI)	3.6%

- Country groups realigned based on volume, geography, and costs, for PMEI, PMI, FCPIS, International Priority Airlift (IPA) and International Surface Airlift (ISAL).
- The number of country groups increased as follows: PMEI from 17 to 20, PMI from 17 to 20, FCPIS from 9 to 20, and for IPA and ISAL from 19 to 20.
 - 9 single country rate groups: Canada, Mexico, United Kingdom, Japan, Germany, France, Brazil, China, & Russia
 - 2 two-country rate groups: Australia + New Zealand & Korea + Hong Kong
 - Several additional multi-country country groups

Timeline

Market Dominant



International Competitive



Resources

Online

Postal Explorer® — pe.usps.com

- Current and new prices, in Excel and CSV formats, and draft Notice 123 (Pricelist)
- *Federal Register* notices detailing the price and classification changes
- *Domestic Mail Manual & International Mail Manual*

DMM® *Advisory* — on Postal Explorer, also special e-mail updates



Questions?