

Price Change 2020

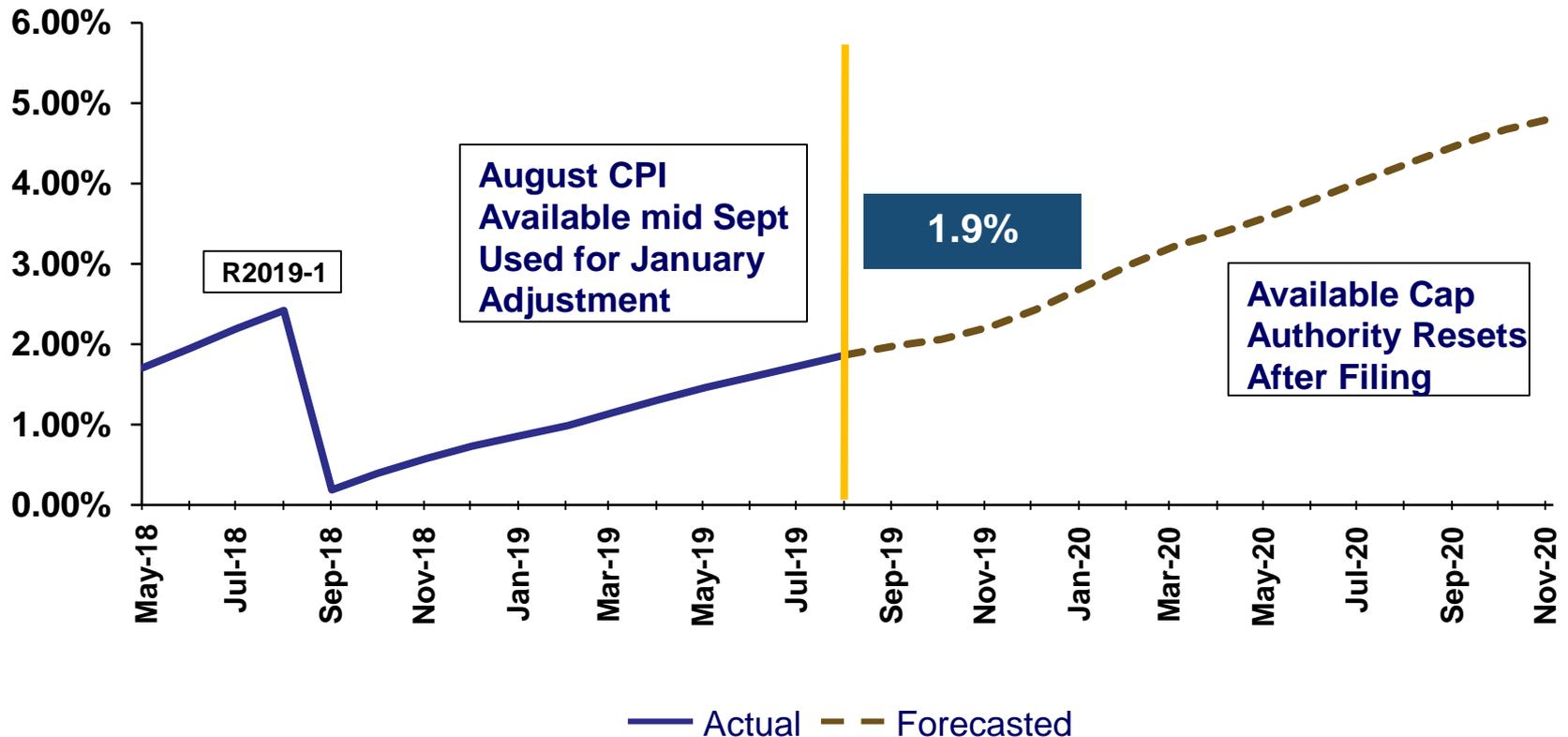
Agenda

- Overview Market Dominant
 - First-Class Mail®
 - USPS Marketing Mail®
 - Periodicals®
 - Package Services
 - Extra Services
 - Promotions
- Overview Competitive

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: 1.9% overall increase

- One-ounce letter price unchanged at 55 cents
- Additional-ounce price for Flats increases to 20 cents

Product	Percent Change
Single-Piece Letters & Cards	0.0%
Flats	9.4%
Presorted Letters & Cards	2.0%
First-Class Mail International (outbound letters, cards, and flats)	4.6%



First-Class Mail Single-Piece Prices	Current Price	New Price	Percent Change
Stamp Price 1 Oz.	0.55	0.55	0.0%
Single-Piece Additional Ounce - Letters	0.15	0.15	0.0%
Single-Piece Additional Ounce - Flats	0.15	0.20	33.3%
Meter Price 1 Oz.	0.50	0.50	0.0%
Single-Piece Flats 1 Oz.	1.00	1.00	0.0%
Single-Piece Cards	0.35	0.35	0.0%



First-Class Mail 2020 Price Change

First-Class Mail Commercial Prices	Current Price	New Price	Percent Change
Mixed AADC Automation Letters	0.428	0.439	2.6%
AADC Automation Letters	0.412	0.419	1.7%
5-Digit Automation Letters	0.383	0.391	2.1%
Mixed ADC Automation Flats*	0.877	0.916	4.4%
3-Digit Automation Flats*	0.755	0.777	2.9%
5-Digit Automation Flats*	0.636	0.630	-0.9%

*Flats priced at 2 ounces.

Note: Full Service IMb incentive remains at \$0.003.

USPS Marketing Mail

1.9% overall increase

Product	Percent Change
Letters	2.0%
Flats	3.9%
Carrier Route Letters, Flats, and Parcels	1.1%
High Density/Saturation Letters	1.4%
High Density/Saturation Flats and Parcels	0.9%
Parcels	3.9%
EDDM-Retail	2.1%



Marketing Mail 2020 Price Change

USPS Marketing Mail Commercial Origin Prices	Current Price	New Price	Percent Change
Letters (5-Digit Auto Letters entered at Origin)	\$0.256	\$0.259	1.17%
Flats (5-Digit Auto Flats entered at Origin)	\$0.405	\$0.418	3.21%
Carrier Route (Flats entered at Origin)	\$0.300	\$0.302	0.67%
High Density/Saturation Letters (Saturation Letters entered at Origin)	\$0.190	\$0.191	0.53%
High Density/Saturation Flats (Saturation Flats entered at Origin)	\$0.224	\$0.224	0.00%
EDDM-Retail	\$0.187	\$0.191	2.14%

USPS Marketing Mail Nonprofit Origin Prices	Current Price	New Price	Percent Change
Letters (5-Digit Auto Letters entered at Origin)	\$0.138	\$0.138	0.00%
Flats (5-Digit Auto Flats entered at Origin)	\$0.231	\$0.240	3.90%
Carrier Route (Flats entered at Origin)	\$0.216	\$0.218	0.93%
High Density/Saturation Letters (Saturation Letters entered at Origin)	\$0.111	\$0.111	0.00%
High Density/Saturation Flats (Saturation Flats entered at Origin)	\$0.136	\$0.136	0.00%

Marketing Mail Auto Commercial Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.291	\$0.299	\$0.008	2.75%
5-Digit Origin	\$0.256	\$0.259	\$0.003	1.17%
5-Digit DNDC	\$0.234	\$0.239	\$0.005	2.14%
5-Digit DSCF	\$0.228	\$0.233	\$0.005	2.19%
HD DSCF	\$0.184	\$0.186	\$0.002	1.09%
Saturation Origin	\$0.190	\$0.191	\$0.001	0.53%
Saturation DNDC	\$0.170	\$0.172	\$0.002	1.18%
Saturation DSCF	\$0.165	\$0.168	\$0.003	1.82%

Marketing Mail Nonprofit Auto Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.173	\$0.178	\$0.005	2.89%
5-Digit Origin	\$0.138	\$0.138	\$0.000	0.00%
5-Digit DNDC	\$0.116	\$0.118	\$0.002	1.72%
5-Digit DSCF	\$0.110	\$0.112	\$0.002	1.82%
HD DSCF	\$0.099	\$0.101	\$0.002	2.02%
Saturation Origin	\$0.111	\$0.111	\$0.000	0.00%
Saturation DNDC	\$0.091	\$0.092	\$0.001	1.10%
Saturation DSCF	\$0.086	\$0.088	\$0.002	2.33%



Marketing Mail 2020 Price Change

Marketing Mail Auto Commercial Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.352	\$0.364	\$0.012	3.41%
C-R Basic DSCF	\$0.262	\$0.265	\$0.003	1.15%
C-R on 5-Digit DSCF Pallets	\$0.241	\$0.246	\$0.005	2.07%
C-R on 5-Digit DDU Pallets	\$0.232	\$0.235	\$0.003	1.29%
HD DSCF (125 pieces)	\$0.205	\$0.205	\$0.000	0.00%
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%)	\$0.161	\$0.163	\$0.002	1.24%

Annotations for price changes:
 - Blue bracket between \$0.352 and \$0.364: \$0.090
 - Blue bracket between \$0.262 and \$0.265: \$0.099
 - Red bracket between \$0.262 and \$0.241: \$0.021
 - Red bracket between \$0.241 and \$0.246: \$0.019
 - Blue bracket between \$0.241 and \$0.232: \$0.009
 - Blue bracket between \$0.246 and \$0.235: \$0.011

Marketing Mail Pound-Rate Flats Rev/Pc – 8 oz. Auto Commercial Flats	Current Rev/Pc*	New Rev/Pc*	\$ Difference	% Difference
5-Digit DSCF	\$0.525	\$0.544	\$0.019	3.52%
C-R Basic DSCF	\$0.400	\$0.403	\$0.003	0.88%
C-R on 5-Digit DSCF Pallets	\$0.379	\$0.384	\$0.005	1.45%
C-R on 5-Digit DDU Pallets	\$0.360	\$0.363	\$0.003	0.83%
HD DSCF	\$0.311	\$0.311	\$0.000	0.00%
HD+ DSCF	\$0.293	\$0.293	\$0.000	0.00%
Saturation DSCF	\$0.285	\$0.285	\$0.000	0.00%
Saturation DDU	\$0.251	\$0.255	\$0.004	1.60%

*3 decimal points shown.

Periodicals: 1.9% overall increase

Periodicals	Percent Change
Outside County	1.92%
Inside County	1.46%

- Most larger-circulation publications will pay 1% to 4% more in postage.
- Postage for larger Nonprofit publications will increase 0.8% to 1.8%.
- Smaller-circulation publications may see above-average increases due to less presorting, lighter-weight pieces, and a higher percentage of nonmachinable pieces.

Package Services – 1.9% overall increase

Product	Percent Change
Media Mail and Library Mail	1.99%
Bound Printed Matter	
Flats – Overall	1.98%
Carrier Route Origin	2.26%
Carrier Route DSCF	2.35%
Carrier Route DDU	1.71%
Parcels – Overall	1.74%
Basic Presort Origin	2.32%
Basic Presort DSCF	1.85%
Basic Presort DDU	1.46%

Extra Services – 1.905% overall increase

Product	Percent Change
PO Boxes™	2.30%
Certified Mail®	1.43%
Return Receipt	3.04%
Certificate of Mailing	4.11%
Address Correction Service	2.50%

JAN – FEB – MARCH

APRIL – MAY – JUNE

JULY – AUG – SEPT

OCT – NOV – DEC

FIRST-CLASS MAIL



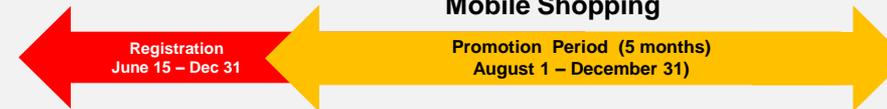
*registration closes Mar 31, 2020



MARKETING MAIL AND FIRST-CLASS MAIL



MARKETING MAIL



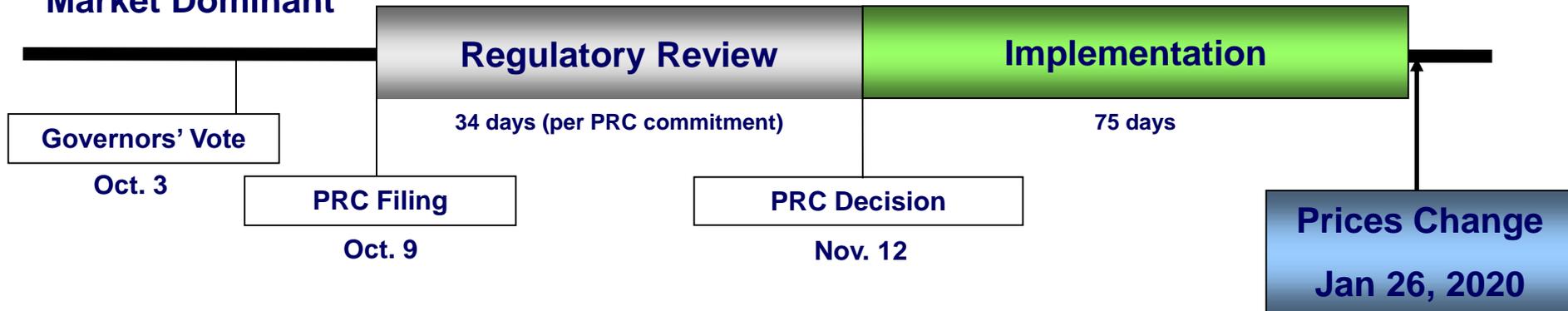
Competitive Prices	Jan. 2020
Product	% Change
Priority Mail	4.1%
Priority Mail Commercial	2.9%
Priority Mail Retail	4.9%
Priority Mail Express	3.5%
First-Class Package Service	2.6%
First-Class Package Service Commercial	2.2%
First-Class Package Service Retail	3.9%
USPS Retail Ground	3.9%
International (Outbound)	6.5%

- Eliminating balloon pricing for Retail Ground
- Adding DIM weight pricing for Retail Ground to align with our other parcel offerings

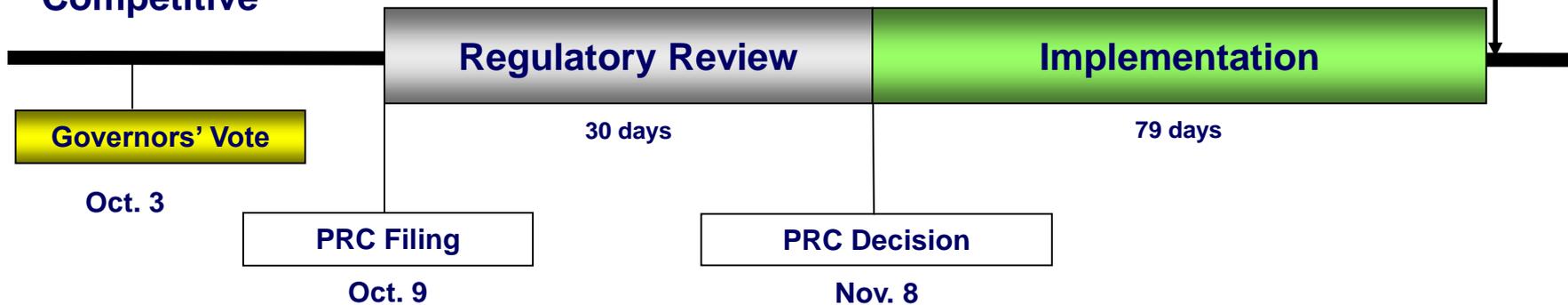
Competitive Prices	Jan. 2020
Product	% Change
Parcel Select (Non-Lightweight)	2.5%
DDU	2.0%
DSCF	1.8%
DNDC	2.8%
Parcel Select Ground (End-to-End)	3.9%
Parcel Select Lightweight (PSLW)	4.2%
Parcel Return Service (PRS)	4.9%

- Continuing DIM weight pricing for Parcel Select over 1 cubic foot, using a divisor of 166.
- Adding DIM weight pricing for Retail Ground to align with our other parcel offerings
- Adding a \$0.20 fee for Unmanifested eVS Parcels

Market Dominant



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*
- PostalPro® – <https://postalpro.usps.gov>
 - Mail Entry and Payment Technology, Release Overviews, Pre-Release Notes, Publication changes

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



Questions?