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USPS Proposes Higher Prices to be Effective July 13

In a filing with the Postal Regulatory Commission late in the afternoon of April 9, the Postal Service proposed higher prices for market-dominant mail to take effect on July 13.

Because a PRC decision has not been issued on the USPS proposal to eliminate Bound Printed Matter, filed December 20, the rate filing has two versions – one the status quo and the other reflecting the elimination of BPM. Charts showing the proposed prices in each version are at the end of this issue. (The proposed rule containing the applicable DMM revisions is still under review, but is expected soon.)

Rate authority

The Postal Service’s rate authority, as was shown in the March 24 issue of *Mailers Hub News*, derived from the CPI, calculated as of February, and the “adders” established by the PRC in November 2020:

Class	CPI	Bank	Density	Retirement	Non-compensatory	Total
First-Class	2.915%	0.000%	2.165%	2.305%	n/a	7.385%
Marketing	2.915%	0.000%	2.165%	2.305%	n/a	7.385%
Periodicals	2.915%	0.000%	2.165%	2.305%	2.000%	9.385%
Package Svcs	2.915%	0.000%	2.165%	2.305%	n/a	7.385%
Special Svcs	2.915%	0.000%	2.165%	2.305%	n/a	7.385%

The USPS had no “bank” (unused rate authority) from the prior rate increase and, because it’s using all available authority for this filing, will have none left for future use.

Details by class

- **First-Class Mail.** Average price increases within the class, as shown in the filing:

Product	Average Increase (%)
Single-piece (overall)	7.046
Stamped	6.800
Metered	7.200
Presorted (letters/cards)	7.553
Automation Mixed AADC	8.000
Automation AADC	8.100
Automation 5-digit	8.800
Flats (overall)	7.306
Outbound Single-pc FCM International	4.584
Inbound Letter Post	11.993

The USPS added:

“In addition, the 4-cent difference between the stamp and meter prices is unchanged from current prices set in Docket No.

R2024-2. The Postal Service is also keeping the gap between AADC Automation Letters and 5-Digit Automation Letters at 4.8 cents and is setting the passthrough at 85.7%.

“The First-Class Mail Full-Service Intelligent Mail barcode (IMb) incentive remains at \$0.005 per piece, and the First-Class Mail Seamless Acceptance Incentive remains at \$0.002 per piece. These incentives encourage the use of barcodes and efficient mail entry and verification.

“The Postal Service added Connect Local Mail to the price cap compliance calculations now that it is listed as a permanent First-Class Mail Flats price. The Postal Service chose to not raise the price for this product in order to provide further incentive for customer use.

“The Postal Service is also eliminating mail preparation of bundles in tubs for First-Class Mail Flats. Customers will prepare Flat tubs with only loose flat-shaped pieces. ... The Postal Service is also implementing a 50-piece minimum for First-Class Mail Flat tubs to ensure efficient utilization of containers. ...

“The Postal Service plans to introduce new workshare discounts for First-Class Mail letter-shaped pieces, cards, and flat-shaped pieces on Sectional Center Facility (SCF) (or finer sorted) pallets. ... These discounts will be available for First-Class pallets on which all pieces are destined for ZIP codes served by a single SCF. These pallets can be entered at origin and directly cross-docked to their destinations without first sorting and reassembling the pieces. ...

Discount Name	Discount Amt.
First-Class Mail Bulk Letters on SCF Pallets	\$0.004
First-Class Mail Bulk Cards on SCF Pallets	\$0.002
First-Class Mail Bulk Flats on SCF Pallets	\$0.018

“In evaluating the percentage ratio of discount to the corresponding avoided cost (that is, the ‘passthrough’) for the remaining 19 discounts in First-Class Mail ... 17 passthroughs are between 85 and 100% ... and two are below 85%. The Postal Service is bringing the two passthroughs below 85% into compliance with [PRC regulations] by raising the discount at least 20%. ...”

- **Marketing Mail.** “In the FY 2024 Annual Compliance Determination, the Commission found that Marketing Mail Flats did not cover their costs. ... Accordingly ... the Postal Service must raise prices for this product by a minimum of two percentage points above the class average. The Postal Service is, therefore, raising prices 9.605% for Flats. The Letters product, which provided 64.1% of Marketing Mail revenue in FY 2024, is receiving an above-average increase.”

Average price increases within the class shown in the filing:

Product	Average Increase (%)
Letters (overall)	8.506
Flats (overall)	9.605
Parcels (overall)	12.202
High-Density/Saturation Letters	5.726
High-Density/Saturation Flats & Parcels	6.786
Carrier Route (overall)	- 1.076
EDDM – Retail	10.762

The USPS added:

“There are 53 passthroughs in Marketing Mail, compared to 66 in the previous rate case, Docket No. R2024-2. The Postal Service has removed 11 DNDC dropship discounts as part of its elimination of DNDC entry ... The Postal Service has removed two other discounts as part of the elimination of Automation Carrier Route Letters, one additional DSCF entry discount and one presorting discount. ... Of the 52 passthroughs, 17 are equal to 100%; 20 are between 85 and 100%, and 15 are below 85%. ...

“In 2023, the Postal Service introduced an incentive for light-weight ‘Marriage mail.’ Marriage mail is not a postal product per se but an offering of third-party mail service providers that combines advertisements from multiple businesses into a single mail-piece within an envelope or wrapper. ...

“Here, the Postal Service is making one and only one modification to the 2 oz. Marriage Mail Incentive: it is extending eligibility to Marketing Mail letter- and flat-shaped pieces sent at High Density Plus rates. This will allow marriage mailers access to this incentive when they have at least the 300 pieces on a carrier route required for High Density Plus rates but when they do not have the necessary coverage to qualify for Saturation rates. All other terms for eligibility and administration of the incentive remain unchanged. ...

“In July 2024, the Postal Service introduced an incentive intended to improve reporting and analysis of catalog data within Marketing Mail (except EDDM-Retail) and Package Services. This incentive provides a \$0.001 per-piece discount for mailers that identify catalogs to the Postal Service on their mailing statements, i.e. by filling in appropriate lines. ...

“The data provided by the Catalog Incentive, however, is somewhat narrow, and the Postal Service would like to expand the kinds of data it is gathering on catalogs. Accordingly, the Postal Service is introducing the Catalog Insights promotion, a 10% discount designed primarily to incentivize mailers to expand and grow catalog circulation, as well as to allow the Postal Service to evaluate catalog elasticity. The promotion uses the same definition of catalog used by the existing Catalog Incentive

“In order that the new Catalog Insights promotion and the existing Catalog Incentive not both be available to mailers at the same time, the Postal Service is setting the value of the Catalog Incentive to \$0.000.

“After the Catalog Insights promotion expires, the Postal Service can extend it and remove the Catalog Incentive or, in the alternative, can let the Catalog Insights promotion expire and reset the Catalog Incentive to an appropriate price. The Postal Service judged this to be simpler and more straightforward than removing the Catalog Incentive now. ...”

The Postal Service is also making a number of classification changes to Marketing Mail:

Eliminating the Basic Carrier Route Letters Price Category. “This is a minor classification change ancillary to the proposed changes in Marketing Mail prices. ... These letters are sorted to the mail carrier’s line of travel, the order in which addresses occur on a route, yet they are more expensive than prices for letters in a 5-digit Automation sort ... which is less fine, sorting only to the 5-digit zip code and not to addresses on an individual route. Carrier Route

Letters is also disproportionately more expensive than High Density letters High Density letters are sorted to the addresses on the carrier’s route, and they are additionally discounted for density

“Today, there is little purpose in retaining the price category. For mailers, sorting the same mail to 5 digits would take no additional work other than changing instructions in their sorting software, and they would receive lower per-piece prices for doing so.

“For the Postal Service, Marketing Mail letters sorted to Carrier Route is operationally no different than automation letters sorted to 5-Digit, at least in those areas where Local Processing Centers and Sectional Center Facilities perform Delivery Point Sortation. ...”

Expanding Plus One, Simplifying Detached Address Labels. “Mailers will be able to use the Plus One advertising card with Marketing Mail Saturation flats as well as Saturation letters. At the same time, the Postal Service is simplifying Detached Address Labels, removing the price category for Detached Marketing Labels. ... Since the introduction of Plus One, DML volume has declined significantly, and revenue has declined. Given this, and the expansion making Plus One available for Marketing Mail Saturation Flats, the Postal Service has decided to eliminate the DML price category.”

Updates to Nonprofit Parcels Nomenclature and Dimensions. “... First, the Postal Service plans to adjust the stated dimensions of Nonprofit Machinable and Irregular Parcels from a maximum size of 108 inches in combined length and girth to a combined size of 22 inches x 18 inches x 15 inches. Second, the Postal Service plans on changing the ‘Irregular’ nomenclature for Nonprofit Parcels to ‘Nonstandard’.”

- **Periodicals.** Average price increases within the class, as shown in the filing:

Product	Average Increase (%)
Outside County (overall)	9.352
Within County (overall)	9.763

“The Governors have decided to maximize the use of cap space on Outside County piece prices, after resolving workshare discount compliance. Within County prices are increased to meet workshare passthrough requirements. Of 30 passthroughs in Periodicals, 27 are between 85 and 100% ... and three are below 85%. ... The Postal Service is bringing the three passthroughs below 85% into compliance with [PRC regulations] by raising the discount at least 20%”

- **Package Services.** Average price increases within the class, as shown in the filing:

Product	Average Increase (%)
Alaska Bypass Service	9.390
Bound Printed Matter flats	30.768
Bound Printed Matter parcels	12.406
Media Mail/Library Mail	- 2.512

“In the FY 2024 Annual Compliance Determination, the Commission determined that Alaska Bypass Service is a non-compensatory product in a compensatory class, and so its prices must be increased by at least 2 percentage points above the class average. ...

“Of six passthroughs in Package Services, all are below 85%. ... The Postal Service is bringing the six passthroughs below 85 percent into compliance with [PRC regulations] by raising the discount at least 20%. ...”

Eliminating Presort Prices for Media / Library Mail. “...Today, the great majority of Media / Library Mail pieces are sent at single-piece, not presort rates. Whatever combination of market forces may have been responsible, the volume of presort Media / Library Mail pieces went down during the Covid-19 pandemic to less than 3% of total volume, where it has remained ever since, notwithstanding some wide fluctuations in volume overall.

“The Postal Service, therefore, has decided to eliminate the lesser-used discounted rates for Basic and 5-Digit presorts and to simplify Media / Library Mail pricing.

“The practical effect for commercial mailers, outside of prices, will be that the 300-piece minimum under DMM § 273.7.2 will no longer apply, but pieces may still be mailed under a permit imprint and still may be dropped at the BMEU.”

Alaska Bypass, Minor Classification Change. “In January 2020, after the consolidation of SCF facilities in Alaska caused all Alaska Bypass mail to fall within the area of the Anchorage SCF, the Postal Service reduced the number of zones for Alaska Bypass prices from three to two. ... Prices for Zones 1 and 2, however, were identical, and have remained identical ever since. As there has effectively been only one price zone for Alaska Bypass since January, the Postal Service intends to remove the phrase ‘Zones 1 & 2’ from the single price cell for Alaska Bypass This is a minor change that otherwise has no effect on prices or eligibility.”

- **Special Services.** Average price increases within the class, as shown in the filing:

Product	Average Increase (%)
Ancillary Services	7.595
International Ancillary Services	7.674
Address Management Services	7.911
Caller Service and Reserved Numbers	7.625
Credit Card Authorization	13.636
International BRM Service	6.963
Money Orders	7.816
Post Office Box Service	5.792
Stamp Fulfillment Services	7.951

“... Post Office Box Service will be raised by 5.8% after not raising rates for the past two price changes. In contrast, continuing the price strategy implemented in R2024-2, Insurance will receive a price reduction of 11.7% to continue to address volume declines, consumer sensitivity, and competitor insurance pricing.

“The Postal Service has made a minor classification change to NCOA Link in MCS § 1515.2 to list separate prices for Mail Processing Equipment and End User licenses. This change matches the NCOALink licensing types indicated on *PostalPro* and actual transactions observed in FY24 and Q1 FY25. No effect is anticipated on mailers.”

Separately, the USPS noted the elimination of NDC dropship discounts, saying they no longer match the “broader strategies” of its network:

“In 2023, the Postal Service successfully completed the unwind of all Network Distribution Centers (NDCs). The NDC network, which includes Destination NDC facilities (DNDCs), was originally designed to process Marketing Mail and packages. It required dedicated processing facilities and transportation resources and as a result created a reliance on duplicative facilities and underutilized trucks.

“While this setup may have made sense in the past – where the network was designed primarily for letter mail and other classes of mail had to compete with First-Class Mail for processing time and transportation space – it no longer serves the Postal Service’s needs, or those of its customers, as the organization transitions towards a more streamlined, integrated network for mail and packages, as required by law. ...

With the completion of the NDC unwind initiative, there is no operational or efficiency-based need for mail to be dropshipped at an NDC. But current pricing structures have not been updated to reflect these changes. Instead, discounts still provide incentives to mailers as if the legacy NDC network still existed, and this may not result in mail currently entered at the most efficient point. ... Therefore, the Postal Service is proposing the elimination of DNDC entry rates.”

Incentives and Promotions

- **The First-Class Mail and Marketing Mail Growth Incentives.**

“The Postal Service will again offer the First-Class Mail and Marketing Mail Growth Incentives in CY 2026, making only two changes to the incentives as previously approved and leaving all other features and characteristics unchanged.

“One, the Postal Service will change the base period from the previous fiscal year to the previous calendar year, so growth will be measured calendar year (current) over calendar year (last).

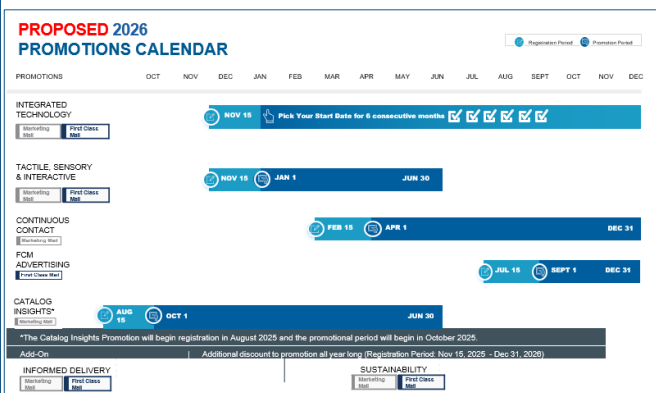
“And two, the Postal Service will make the incentives permanent parts of the First-Class and Marketing Mail price structures (at least until modified or removed in a subsequent rate case approved by the Commission), eliminating the need to re-approve them each year. In 2026, and in every subsequent year, the incentive period will run from January 1 through December 31. ...

“The Postal Service is making this change to simplify the incentives and at the request of mailers. ... Now after one full year of administering the incentives and after two registration periods, the 90-day lead time for setup is no longer needed. ...”

- **Promotions.** “The Postal Service plans to implement several changes to its promotions. It is introducing a new ‘Catalog Insights Base/Primary Promotion’ designed to incentivize mailers to expand and grow catalog circulations and to allow the Postal Service to evaluate catalog elasticity. The Postal Service plans to offer a 10% discount with this promotion. All other Base/Primary Promotions will have their discounts adjusted to 5%.

“The Postal Service is continuing all Base/Primary and Add-On/Upgrade Promotions from CY 2025, except for the Reply Mail IMbA promotion, which will be discontinued. In total, the Postal Service is offering five Base/Primary Promotions and two Add-On/Upgrade Promotions in the upcoming months: Tactile, Sensory, and Interactive Mailpiece Engagement; Integrated Technology; First-Class Mail Advertising; Catalog Insights; Continuous Contact; Informed Delivery; and Sustainability. ...

“Overall, the promotions will increase cap space in both First-Class Mail (\$31.8 million, or 0.118 percentage points) and USPS Marketing Mail (\$198.1 million, or 1.174 percentage points). ...”



Alternate prices

As noted earlier, the USPS filed a second set of prices that would apply if the PRC approves the elimination of Bound Printed Matter and the accommodating classification and rate structure changes to Marketing Mail.

The details of those prices are described in the article beginning on the next page, and the corresponding rate charts are at the end of this issue.

Which set of prices will apply remains undetermined because the timing of the PRC’s decision on the elimination of BPM is itself unknown at this time.

Plan B: The Alternate Rates if BPM is Eliminated

As noted earlier, because the Postal Regulatory Commission has yet to rule on the Postal Service's December 20, 2024, proposal to eliminate Bound Printed Matter, the agency's April 9 filing for new market-dominant prices was prepared to request prices under either scenario. The pricing and classification changes under a *status quo* scenario were discussed in the article beginning on page 1, while those of the alternate scenario are described below.

Background

As summarized by the USPS in the April 9 filing:

"In December 2024 ... the Postal Service proposed to remove Bound Printed Matter (BPM) Flats and BPM Parcels from the market-dominant product list. ...

"At the same time, the Postal Service filed a notice changing the weight limit for Marketing Mail for the first time, raising the maximum weight for the Marketing Mail Flats product to 20 oz., for all other flat-shaped pieces within Marketing Mail to 24 oz., and for the Marketing Mail Parcels to 15 pounds, which will be used for certain heavy advertising and promotional matter. The maximum weight for Marketing Mail letter-shaped pieces and for some parcel-shaped pieces (Marketing Parcels and Nonprofit Machineable and Nonstandard Parcels) remained unchanged at 15.999 oz. ...

"The proposed changes affect Bound Printed Matter, Media Mail, and Marketing Mail. With the removal of the two BPM products, BPM mailpieces that contain advertising or promotional material may be mailed as Marketing Mail, and pieces that contain books fulfilling orders from publishers or booksellers may be mailed as Media Mail. And, at the option of the mailer, both may be mailed using competitive package products, whether or not under existing or new negotiated service agreements.

"As such, the increase in maximum weights in Marketing Mail would be necessary to accommodate advertising and promotional pieces currently sent as BPM Flats and BPM Parcels. The current Marketing Mail maximum weight is 16 oz., but for BPM it is 15 pounds. ..."

- **Alternate Marketing Mail Prices.** "As to Marketing Mail, the alternate rates would redistribute how the available rate authority is applied to Marketing Mail products. As [above], Flats receives an increase of more than two percentage points above the class average

Product	Average Increase (%)
Letters (overall)	8.310
Flats (overall)	9.614
Parcels (overall)	17.996
High-Density/Saturation Letters	5.858
High-Density/Saturation Flats & Parcels	6.546
Carrier Route (overall)	- 0.731
EDDM – Retail	11.211

"Next, the alternate prices contain Marketing Mail price categories designed to accommodate BPM Parcels and BPM Flats pieces. Specifically, for BPM Flats, the Postal Service is adding commercial and nonprofit price categories for nonpresorted, single-piece flats weighing up to 20 oz. There are no volume minimums. ...

"For BPM Parcels, the alternate prices include categories for Carrier Route, Presorted, and Nonpresorted parcels within Marketing Mail Parcels These price tables are the same price tables that now exist for BPM Parcels for both commercial and nonprofit pieces.

"This alternate group of prices in Marketing Mail Parcels the Postal Service is calling 'Heavy Printed Matter,' and it applies to parcels formerly sent as BPM Parcels and flats heavier than 20 oz. (or 24 oz., as permitted by regulation), which will be sent as parcels."

- **Alternate Workshare Discounts.** "Under the alternate Marketing Mail prices, there are 58 passthroughs, 17 are equal to 100%; 26 are between 85 and 100%, and 15 are below 85%. ... The Postal Service is bringing the 15 passthroughs below 85% into compliance with [PRC regulations] by raising the discount by at least 20%, and, more often than not, by more than the minimum 20%"

Product	Type of worksharing	Starting passthrough	New passthrough	Current discount	New discount	Discount % change
Flats	Auto ADC Presort	55.6%	66.7%	\$0.070	\$0.084	20.0%
	Nonauto ADC Presort	47.6%	57.6%	\$0.091	\$0.110	20.9%
	Nonauto 5-Digit Presort	66.5%	80.1%	\$0.147	\$0.177	20.4%
	SCF Pallet	66.7%	82.1%	\$0.026	\$0.032	23.1%
Parcels	Nonprofit DSCF Entry	42.1%	50.6%	*	*	20.1%
	Nonprofit DDU Entry	53.2%	64.1%	*	*	20.6%
	Marketing DSCF Entry	41.5%	50.0%	*	*	20.4%
	Marketing DDU Entry	53.8%	65.1%	*	*	21.1%
Carrier Route	SCF Pallet	53.8%	66.7%	\$0.021	\$0.026	23.8%
HD-Sat Flats and Parcels	HD Del Sort Container	69.2%	84.6%	\$0.027	\$0.033	22.2%
	HD+ Del Sort Container	56.4%	69.2%	\$0.022	\$0.027	22.7%
	Sat Del Sort Container	43.6%	53.8%	\$0.017	\$0.021	23.5%
	HD SCF Pallet	38.5%	46.2%	\$0.015	\$0.018	20.0%
	HD+ SCF Pallet	35.9%	43.6%	\$0.014	\$0.017	21.4%
	Sat SCF Pallet	12.8%	15.4%	\$0.005	\$0.006	20.0%
* Parcel Dropship Passthrough Discounts use a volume-weighted combined measure of both per-piece and per-pound discounts.						

"In addition, the alternate prices for Heavy Printed Matter include new containerization discounts for flat-shaped pieces entered on SCF pallets and 5-digit delivery sort containers."

Discount Name	Discount Amt.
Carrier Route HPM on Delivery Sort Container	\$0.094
Presorted HPM on SCF Pallet	\$0.061
Carrier Route HPM on SCF Pallet	\$0.060

- **Alternate Package Service Prices.** "As to Package Services, the alternate rates would redistribute how the available rate authority is applied to Package Services products, absent BPM Flats and BPM Parcels. The alternate rates would also make a small change in banked authority, from 0.000% banked for Package Services to 0.001% banked.

Product	Average Increase (%)
Alaska Bypass Service	9.671
Media Mail/Library Mail	7.203

"Again, in the FY 2024 Annual Compliance Determination, the Commission determined that Alaska Bypass Service is a non-compensatory product in a compensatory class, and so its prices increase at least 2 percentage points above the class average.

"There are, of course, no alternate prices for BPM Flats and BPM Parcels. The alternate prices for Media / Library Mail show a reduction of 1.912%. The reduction is necessary to ensure that Package Services overall remains within the available cap space, given the effect of migrating BPM pieces containing fulfillment orders from booksellers and publishers to Media Mail, after the removal of BPM."

There's been opposition to the USPS proposal about BPM, so whether the *status quo* or alternate prices will apply in July remains to be seen.

Incentives and Promotions – A Primer

The Postal Service's recent price change filing indicated that it will continue to offer incentives and promotions in 2026 – with some minor adjustments. Though some in the mailing industry use the terms “incentive” and “promotion” interchangeably, the two are similar but not the same.

In the current rate filing, the Postal Service is able to recoup the value of “credits” that were earned by mailers participating in the Mail Growth Incentives for First-Class Mail and Marketing Mail over the previous year. That the USPS would earn pricing authority (“cap space”) from the incentives surprised some customers who, apparently, were unaware of how the incentive worked.

Incentives

In the April 9 filing, the Postal Service stated it would

“... again offer the First-Class Mail and Marketing Mail Growth Incentives in CY 2026, making only two changes to the incentives as previously approved and leaving all other features and characteristics unchanged.

One, The Postal Service will change the base period from the previous fiscal year to the previous calendar year, so growth will be measured calendar year (current) over calendar year (last).

And two, the Postal Service will make the incentives permanent parts of the First-Class and Marketing Mail price structures (at least until modified or removed in a subsequent rate case approved by the Commission), eliminating the need to re-approve them each year. In 2026, and in every subsequent year, the incentive period will run from January 1 through December 31.”

It also provided an explanation of the regulatory framework for an “incentive”:

“The Commission recently adopted regulations answering the question and permitting the growth incentives to generate rate authority. ... Under the newly adopted rules, an incentive may generate rate authority and be properly included in the Postal Service's calculation of changes in rates if:

- (i) The rate incentive is in the form of a discount or can be easily translated into a discount;
- (ii) Sufficient billing determinants are available for the rate incentive to be included in the percentage change in rate calculation for the class ... ; and
- (iii) The rate incentive is either:
 - (A) A rate of general applicability; or
 - (B) A rate not of general applicability that satisfies the following requirements:
 - (1) The rate incentive is not only available upon the written agreement of both the Postal Service and a mailer, or group of mailers, or a foreign postal operator;
 - (2) The rate incentive is applicable to all mail meeting standards established by the *Mail Classification Schedule*, the *Domestic Mail Manual*, and the *International Mail Manual*;
 - (3) The rate incentive does not benefit only a single mailer;
 - (4) The rate incentive is designed to increase volume; and
 - (5) A mailer's eligibility for the rate incentive depends on the mailer's sending, in a specified period of time, a volume of mail of specified products that exceeds a specified threshold volume of mail, provided that such threshold volume of mail is not less than the volume of the specified products that the mailer sent in the rate incentive comparison period.

“Both growth incentives satisfy the requirements here. First, the incentives are defined in terms of a discount. Again, for every qualifying piece mailed in the calendar year after the first million pieces, mailers receive a credit equal to 30% of the average per-piece price paid for mailing all qualifying pieces, unless the volume of qualifying pieces that the mailer sent in the preceding fiscal year exceeded 1,000,000 pieces. In that case, credits accrue only after the mailer surpasses its volume of qualifying pieces in the base or comparison period.

“Next, sufficient billing determinants are available to calculate the incentives' cap effects, and the Postal Service has included the discounts in its cap calculations for First-Class Mail and Marketing Mail. Overall, the incentives will increase cap space in both First-Class Mail (\$157.4 million, or 0.6 percentage points) and USPS Marketing Mail (\$347.5 million, or 2.059 percentage points). ...

“And, though the Commission has determined that the growth incentives are not rates of general applicability ... the growth incentives nonetheless satisfy the five requirements for generating cap space:

1. The growth incentives are available to any mailer and do not require a written agreement between the Postal Service and a mailer, or group of mailers, or a foreign postal operator.
2. The growth incentives are applicable to all eligible First-Class and Marketing Mail products.
3. The growth incentives benefit all participating mailers, not only a single mailer.
- 4 and 5. The growth incentives are designed to increase volume such that credits are only awarded when a mailer's volume exceeds the mailers volume for the class in the prior calendar year, and only for the pieces representing the increased volume.”

With all of that in mind, mailers/ratepayers should be aware that the value of “credits” earned by their participation in the incentive programs *will be recouped* by the USPS in a later price change.

This is not unlike other discounts, however, such as for Full Service IMB, whose value also is offset by higher rates on other non-qualifying mail.

Promotions

The promotions also generate “cap space,” as the USPS noted in its filing:

“Overall, the promotions will increase cap space in both First-Class Mail (\$31.8 million, or 0.118 percentage points) and USPS Marketing Mail (\$198.1 million, or 1.174 percentage points). The main reasons for these increases is an overall increase in discount percentage levels compared to the previous year, and the omission from the cap calculations of several promotions for which the Postal Service does not have sufficient billing determinants to claim cap space. ...”

Therefore, both incentives and promotions can impact “cap space” but incentives are permanent or year-round, while promotions are not.

Incentives, promotions, and other discounts are *all* reductions in the projected revenues from *qualifying* mail whose value must be offset by prices for *other* mail, all within the complex calculations used in the ratesetting process. Also, “cap space” is not “rate authority” – like the CPI and the “adders.”

After factoring in the value of incentives, promotions, and other discounts; the value is to be recouped; and applying it to projected volume for each rate cell, the *net price increase for the class* must be within the published cap.

Remote Control – Commentary

In the past, when a postmaster general left, that person went into retirement or found other work but had no further involvement in the Postal Service. Most would say that's how it should be – but the departure of Louis DeJoy has been different.

Having been moved out his role unceremoniously and definitely not on his schedule, some people might have thought he would issue an indignant response, then simply return to political activity or get back into trucking. However, it appears that quite the opposite has happened. While he's not still sitting in his tenth floor office at USPS HQ, his involvement in running the Postal Service may be far from over.

Changing hats

The ink on his resignation letter was barely dry before he reappeared in a new position. The next day, through a process that was curiously speedy, DeJoy was back as a “senior executive advisor” to the Executive Leadership Team, again present in HQ and personally “advising” Doug Tulino, his former part-time deputy hastily redesignated as acting PMG.

DeJoy's overnight resurrection into simply another job raised a lot of eyebrows, as did his continued role in running the USPS. Reportedly, after a week of this, he was no longer conspicuously in the building, but that should not be taken to mean his involvement was over.

During his 57-month tenure, DeJoy built and cultivated a circle of loyalists – associates from his old company and postal executives keen to advance their careers – while driving out many senior executives who chose to not drink the Kool-Aid. Now, though DeJoy is no longer PMG, he still can rely upon his cabal to continue executing his 10-Year Plan and be receptive to his “advising,” albeit remotely.

Intrigue

Aside from the irregularity of a former CEO persisting in an official behind-the-scenes leadership role, that DeJoy is still around raises questions.

One would be whether his dismissal should be interpreted at face value, i.e., had dissatisfaction with him, his performance, or the condition of the USPS reached a level where it could no longer be tolerated? Did he not take the hint to leave and therefore had to be pushed?

Or was his departure simply part of a script, a bit of symbolic theater to be viewed by unsuspecting observers? “We have to do this, Louis, to make it appear we're taking decisive action, but don't worry, you can stay in control.” His quick return to USPS HQ does suggest there was a plan already in place to bring him back somehow if he had to resign.

If that theory is correct, it would have required a level of duplicity outstanding by even today's standard of political ethics. As the only people who can fire a PMG – or demand his resignation – the governors had to be either in the dark about the larger plan or aware of and cooperating with it.

Former Board chair Roman Martinez IV is a known supporter of DeJoy, and remains a key vote on the shorthanded panel. Many observers believe that, while he was chairman, he ensured the governors didn't interfere with DeJoy and his

10-Year Plan, so for him and his political allies to construct a way to keep DeJoy around, other than as PMG, is not too far-fetched.

Conversely, if DeJoy's forced departure was genuine, i.e., that the governors got the word to get him out and did as they were told, under what arrangement was he able to get back so quickly? Was this agreed upon as part of the governors' action? Either answer is concerning.

First, if the governors believed his continued participation in leading the USPS was so indispensably critical that a path to that end was needed, their facilitation of it would seem to be contrary to the desires and expectations of those who ordered DeJoy out in the first place. Presumably, unless that was approved in advance (see above), that also would seem to put the governors crossways with the powers-that-be who wanted DeJoy to leave, not simply switch offices.

Second, if there was no overt re-employment deal in place between DeJoy and the governors, that would suggest that senior postal executives took action on their own to bring DeJoy back – in which case they would have been in defiance of both the governors and whomever instructed them to oust DeJoy. Moreover, if that were the case, it puts the governors in a very unfavorable position: either they were complicit in the plan or they were ignored.

The latter, in turn, begs the question: if they really wanted DeJoy gone, why do those who went behind the Board's back to keep him around still have their jobs?

Puppetmaster

Aside from all the questions about how the last month's events unfolded, the issue remains that Louis DeJoy's physical absence doesn't mean he's not still pulling the strings.

As noted above, the Board is still influenced by DeJoy's ally, Martinez, and the other governors either can't (by their numbers) or won't (by their ineffectiveness) move away from the faithful implementation of DeJoy's Plan – the recent price filing would be an example.

Beyond that, there are dozens of VPs, executive directors, and other senior HQ staff who were chosen or promoted by DeJoy for showing their zealous loyalty to him and his Plan. Even with him no longer in the PMG's job, their allegiance to the DeJoy cult remains and continues to drive them to carry his Plan forward.

As for DeJoy's involvement, the simple answer is that he doesn't need to be physically present. The benefit of cell-phones, texts, and emails is that they can be used to send instructions from anyone anywhere. Moreover, with basic technology, communication can be kept away from prying eyes – and ears – so that, in this situation, DeJoy can be “advising” his acolytes from afar without anyone outside the circle being any the wiser.

If a new PMG is chosen who's not a DeJoy apostle, or required to continue The Plan as a pre-condition, that person's greatest challenges will be rooting out the scores of DeJoy loyalists who continue to serve him, and setting the USPS on a path independent of Louis DeJoy and his 10-Year Plan.

OIG Evaluates “Pre-Career” Employee Retention

Hiring and retaining new employees is a challenge facing most businesses but, for the Postal Service, it’s enlarged by the breadth of its operations and the demands of some assignments. Compounding that – for the USPS and many employers – is the declining interest in physical labor among the pool of available workers.

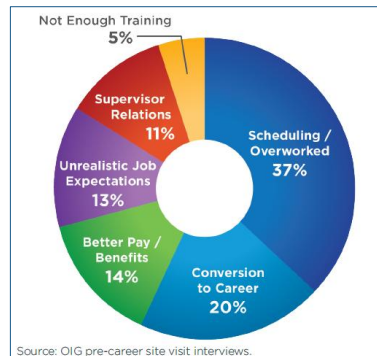
The Postal Service’s efforts to retain the new hires it does attract was the focus of an audit report (*Pre-Career Retention Initiatives*) issued March 31 by the USPS Office of Inspector General. As the OIG explained:

“Our objective was to assess the effectiveness of the Postal Service’s national and local initiatives to improve the pre-career employee experience and retention. We conducted site visits at 12 judgmentally selected facilities and interviewed district human resources personnel, facility managers, and pre-career employees to understand the Postal Service’s retention initiatives. ...

“The majority of new field employees begin as pre-career employees before they become eligible for a career position. At the end of fiscal year (FY) 2024, the US Postal Service had about 104,000 pre-career employees, which represented about 16 percent of its 637,000 employees. ...”

“The Postal Service created the 511 Initiative, which is designed to stabilize the workforce and improve the employee experience by focusing on reducing the separation rate and improving the retention rate of the pre-career workforce. However, opportunities exist for the Postal Service to improve the initiative and its national standardization of the pre-career employee experience and retention. Specifically, we found the Postal Service has not expanded its pre-career pilot site locations since 2022, and did not create any new pre-career retention pilot programs in fiscal years 2023 or 2024. In addition, we found the 511 Initiative was not

fully understood nationwide and challenges exist with pre-career employees receiving coaching and feedback from facility management. ...



“Though nationwide pre-career retention rates generally declined, we found when the 511 Initiative best practices were followed, districts generally saw improved retention. However, opportunities exist for the Postal Service to better train and inform facility managers on the 511 Initiative. We also found when the 511 Initiative best practices were

not followed, districts generally saw lower retention. Additionally, similar to what we reported in April 2023, we found opportunities continue for the Postal Service to expand its retention programs and improve its national standardization of the 511 Initiative. ...”

The OIG offered five recommendations, with which USPS management generally agreed.

Despite the OIG’s work, the USPS remains hampered by a policy of offering the same wages in all localities, a definite drawback when trying to attract good employees in high-cost areas. As the OIG found, it’s also not an easy place to work for younger hires expecting comfortable conditions, easygoing supervisors, and limited physical labor but – as noted earlier – that’s a challenge facing all employers.

Mailers Hub subscribers who will be at the National Postal Forum are invited to attend the panel discussion “*Hot Topics for a Competitive Advantage*,” 4-5 pm Monday in Ryman Ballroom C/F, featuring Mailers Hub MTAC representative Tom Glassman from the Wilen Group, Pam Corbeille-Lepel from Lorton Data, and Adam Collinson from Grayhair Software.

OIG Reviews Efforts to Reduce Workhours

In an audit report issued April 10 (*Efforts to Reduce Workhours in Mail Processing*), the Postal Service’s Office of Inspector General reviewed Postal Service measures to reduce labor costs. As the OIG explained:

“Our objective was to assess the Postal Service’s efforts to reduce workhours in mail processing. We analyzed trends in mail processing workhours, volume, and productivity, and we compared actual workhours to workhour plans during FYs 2022 through 2024. Also, we interviewed headquarters personnel to gain an understanding of the workhour planning process and workhour reduction efforts. Further, we interviewed personnel at nine judgmentally selected mail processing plants, and 10 judgmentally selected processing divisions regarding mail processing workhour management.”

Finding and recommendations

“Although mail processing significantly reduced workhours during FYs 2022 through 2024, those reductions fell below the plans. In addition, mail processing could have further reduced workhours by stabilizing or improving productivity and fully capitalizing on declining mail volumes. The workhour reductions in mail processing facilities totaled more than 17 million hours during FYs 2022 through 2024. Those reductions included reductions in the percentage of overtime hours, which management reduced from

11.8% to 6.7% during that period. The reductions also included significant reductions in manual processing workhours. While the workhour reductions are noteworthy, the Postal Service planned to reduce more than 28 million workhours in mail processing facilities over this period based on workhour plans. ...

“Mail processing productivity, which reflects the number of workhours it takes to process the given mail volume, steadily declined from FYs 2022 through 2024. As productivity declines, more workhours are needed to process the same number of mailpieces. As a result, there may be opportunities to further reduce workhours by stabilizing or increasing productivity from year to year. ...”

The OIG recommended that USPS management:

- (1) “... evaluate practices contributing to the achievement of the mail processing workhour plan and determine the feasibility of implementing those practices nationwide;
- (2) “... evaluate employee staffing and scheduling at mail processing facilities with declining productivity and develop a plan to right-size the complement;
- (3) “... assess training needs of mail processing employees at facilities with declining productivity and address employee competency gaps.

USPS management “partially disagreed with the finding and monetary impact but agreed with the recommendations.”

OIG Examines PARS Process

Because of senders' and mailers' poor addressing practices, and because addressees often fail to file changes of address when they move, the Postal Service handles millions of undeliverable-as-addressed mailpieces annually. In response, the agency developed an automated process (the Postal Automated Redirection System) to identify UAA pieces in the mailstream and divert them for appropriate processing.

The USPS Office of Inspector General examined this process and reported its findings in an aptly named audit report (*Postal Automated Redirection System*) released April 10. In that report, the OIG noted that its objective was to

"... assess the effectiveness of procedures for processing and handling PARS mail. To accomplish our objective, we conducted interviews with US Postal Service Headquarters management, obtained and analyzed PARS related data for fiscal years (FY) 2023 and 2024, and determined avoidable costs incurred due to identification issues."

As the OIG stated on background:

"The Postal Automated Redirection System (PARS) was deployed in 2007 to handle letter mail that cannot be delivered to the name and address on the mailpiece. Mail sorting equipment can automatically intercept mail with an active Change of Address (COA), and PARS sorting equipment can forward it to the new destination, reducing additional mail handling. If mail that is undeliverable as addressed is not intercepted during the automated process, a carrier at the delivery unit can identify it as either forwardable – with a valid COA – or as return to sender and send it back to the plant for further processing. With the average American moving 11.7 times in their lifetime, the Postal Service must effectively handle PARS mail to ensure timely delivery of essential communications, such as bills, checks, and court documents. ...

"As PARS technology improved, the centralized sites were consolidated, and in 2007, initial PARS deployment was completed at 283 processing facilities nationwide. That same year, the Postal Regulatory Commission issued statements about improving PARS service-related issues for forwarded or returned mail, describing the issue as significant. The Postal Regulatory Commission also suggested the Postal Service establish service standards for forwardable PARS mail.

"Since the nationwide deployment of PARS in 2007, the Postal Service made improvements in PARS mail processing and handling through continual software updates and upgrades to PARS mail processing machines. One upgrade included the capability for the machines to both read and label UAA mail during the same operation. As a result, in fiscal years (FY) 2023 and 2024, Postal Service mail processing machines successfully intercepted the majority of UAA mail with valid COAs on file and finalized most PARS mail through automation.

"Specifically, in FYs 2023 and 2024, 1.6 out of 1.9 billion (about 83%) UAA mailpieces with valid COAs on file were successfully intercepted by mail processing machines. Of those mailpieces, over 92% were automatically finalized by PARS mail processing machines. This was an improvement from 2007, where the intercept rate was about 62%, and the automatic finalization rate was 40%."

Findings and recommendations

- **"Finding #1: No PARS Mail Service Standards.** PARS mail does not have established service standards and is excluded from Service Performance Measurement (SPM). ... Headquarters management stated they are not legally obligated to establish a service

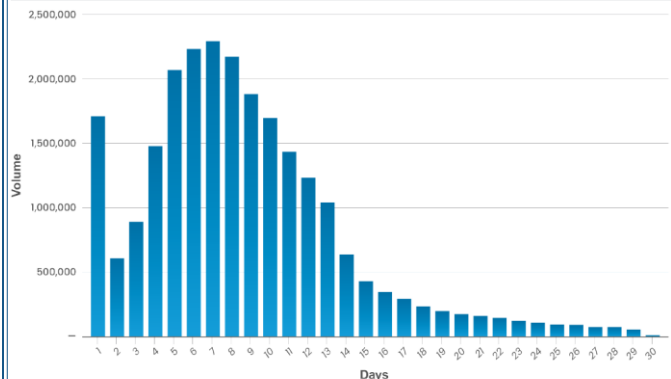
standard for PARS mail. They further explained that there are numerous difficulties within the PARS process, and without performing a cost-benefit analysis, the feasibility of establishing a service standard under SPM is unknown. ...

"The lack of service standards for PARS mail reduces the accountability and visibility for processing and delivering PARS mail.

Without proper accountability of forwarded mailpieces, PARS mail may experience a higher likelihood of loss or delays, adversely impacting customer service. ...

"In two previous audits, we reported instances where PARS mail sat untouched and had not been processed for longer than two months, delaying the delivery of customers' mail. As the Postal Service implements future changes to the network, clear and dependable service standards and transparent measurement and reporting of how it is achieving those standards are essential for it to deliver on its mission to provide prompt, reliable, and efficient service nationwide. ..."

Figure 4. Age of PARS Mail in Processing Plants



Source: Mail History Tracking System (MHTS) and OIG analysis.

The OIG offered these recommendations:

- (1) "... establishing service standards for [PARS] forwarded intercept mail under Service Performance Measurement;
- (2) "... based on the results of the assessment completed in recommendation 1, if appropriate, establish service standards for [PARS] forwarded intercept mail.

The OIG noted that

"Management agreed with the finding and with recommendation 1 and disagreed with recommendation 2. Regarding recommendation 1, management stated the Processing, Legal, and Service Performance Measurement teams reviewed and assessed the practicality and value of establishing PARS Intercept service standards and determined it was not valuable to establish service standards for this mail. ..."

- **"Finding #2: Improper Handling of Undeliverable Marketing Mail.** The Postal Service incorrectly reprocessed undeliverable Marketing Mail that did not have printed requests for forwarding, return, or address correction services. According to Postal Service policy, undeliverable Marketing Mail should be 'wasted' at the delivery unit. It should never be sent back to processing plants and reprocessed as PARS mail. However, in FYs 2023 and 2024, about 178.5 million mailpieces were incorrectly sent from delivery units back to processing plants and reprocessed on PARS mail processing machines.

"Headquarters management stated supervisors and carriers did not follow policy for handling that type of mail. Delivery unit supervisors must review undeliverable Marketing Mail daily to

identify errors and maximize efficient handling procedures. Headquarters management added new carriers did not receive proper training on how to handle undeliverable Marketing Mail. ...”

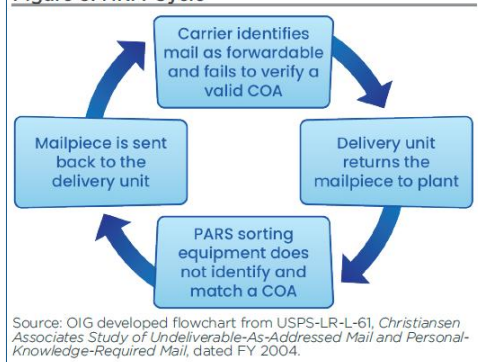
The OIG recommended:

- (3) “... identify, address, and monitor delivery unit supervisors and carriers not following undeliverable Marketing Mail policy;
- (4) “... determine the frequency in which supervisors perform and document reviews of carrier handling and disposal of undeliverable Marketing Mail, and implement accordingly;
- (5) “... require all new carriers to receive formal training on the proper identification and disposal of undeliverable Marketing Mail, and track compliance.”

The OIG added that “Management agreed with the finding and recommendations 3, 4, and 5.”

- **“Finding #3: Carriers Not Validating Change of Address for Identified Forwardable Mailpieces.** When carriers identify mail as forwardable but do not verify or complete COAs for the forwardable mail, the mailpieces are reprocessed as PARS mail. However, since the PARS machines will be unable to process this mail, it is classified as no record mail (NRM), or mail that was identified by a carrier to be forwarded and sent to the plant for processing, but did not have a valid COA on file. The Postal Service exceeded its nationwide threshold of 11% for

Figure 5. NRM Cycle



NRM. Specifically, in FYs 2023 and 2024, 57.7% and 63.2% of mail identified by a carrier to be forwarded, respectively, did not have a valid COA and was classified as NRM. This resulted in mail being sent for PARS processing then sent back to the same carrier for delivery. ... However, since no updated address is identified when the mailpiece is run through the PARS process again, it is returned to the same delivery unit. This cycle causes mail to be delayed by, on average, almost six days (138 hours). ...

“As a result of the Postal Service significantly exceeding the 11% targeted threshold for NRM, the Postal Service incurred additional costs (including transportation, processing, and handling costs) of about \$95.5 million for FYs 2023 and 2024. Without addressing these issues, we forecast the Postal Service will incur an additional \$107.4 million for FYs 2025 and 2026 in costs for carrier identified forwardable mail without COAs.”

The OIG offered recommendations:

- (6) “... identify, address, and monitor delivery units with elevated rates of No Record Mail to achieve the nationwide target;
- (7) “... determine the frequency in which supervisors perform and document reviews on proper handling of Carrier Identified Forward mail and verification of Change of Address forms, and implement accordingly.”

In turn, the OIG noted that

“Management disagreed with the finding and the monetary impact but agreed with recommendations 6 and 7. Management stated there are many uncontrollable variables that influence NRM, and the finding appears to conclude that all NRM volume is identified by the carrier. ...”

- **“Finding #4: Inaccurate Reporting of PARS Mail Data.** The Postal Service reported inaccurate and outdated PARS data on PostalPro, a Postal Service website designed to improve communication and promote transparency among internal and external stakeholders. Specifically, certain data sets, such as the UAA volume tables, have been inaccurate since 2006. As indicated in Postal Service’s Data Governance Policy, accurate and timely data are key for business success, and to maintain the trust of customers and stakeholders. Headquarters management was unaware of the OIG-identified inaccuracies in the PostalPro UAA data, including significant differences in the volume of intercept mail manually finalized, NRM mail volume, and costs to process UAA mail. ...

“Headquarters management was unaware of these inaccuracies because they did not periodically review cost and volume data, to ensure the UAA data was free of error. In addition, Headquarters management stated PostalPro UAA data is populated by a third-party contractor using a proprietary model from 2006. However, PARS operations have changed since 2006, and the Postal Service now maintains automated data systems for PARS mail finalization and NRM rates, as these systems provide more accurate mailpiece counts. The PostalPro UAA data model has not accounted for these changes in PARS. ...”

The OIG offered four recommendations:

- (8) “... perform a root cause analysis on the inaccuracy of the PostalPro Undeliverable-as-Addressed data;
- (9) “... revise Undeliverable-as-Addressed data shared to PostalPro in fiscal years 2023 and 2024 to ensure it is accurate and reliable;
- (10) “... at a minimum, conduct annual reviews of cost and volume inputs for the PostalPro Undeliverable-as-Addressed data model to verify they are accurate and up-to-date;
- (11) “... collaborate with the National Customer Support Center to identify primary customers of PostalPro Undeliverable-as-Addressed data, evaluate the impact of inaccuracies on customers, and make necessary corrections.”

The OIG added that “Management disagreed with finding 4 but agreed with recommendations 8, 9, 10, and 11.”

Observations

Regular readers of *Mailers Hub News* articles about OIG audits recognize the regular finding about training – or the lack of it – that repeatedly underlies deficiencies. However, what this audit identified prominently is USPS management’s dislike for accountability and an attitude that what’s important is defined as what’s important to them.

By rejecting the idea of service standards for PARS processing as “not valuable,” and something they’re “not legally obligated to establish,” USPS management reveals its fundamental dislike for service standards and the visibility they give into USPS operational performance.

Moreover, they again validate the widespread belief among ratepayers and mail producers that the informational needs of customers – such as about the fate of UAA mail – are secondary to the willingness of the USPS to provide it. Letting customer-facing data on PostalPro fall years out of date simply reflects the agency’s corporate resistance to providing any potentially unflattering insights into its operations and performance. The USPS that Louis DeJoy built still conspicuously spins its version of service, while at the same time obscuring as best it can the true facts about its performance.

Midday Facility Closures Draw Sharp Reaction

As commercial mail producers know, the logistics companies who destination-enter their mail operate on a schedule that enables multiple drops at destination facilities within the timeframe that their drivers can be on the road. Entry of mail is coordinated with the Postal Service through the FAST (Facility Access and Shipment Tracking) system. Shippers make appointments at available times and are allowed a limited deviation before or after the appointment time.

Naturally, delays can occur that cause a shipper to be late, such as traffic and detours, as well as delayed unloading at earlier postal facilities. Logistics companies, mailers, and the USPS are in constant conversation to ensure destination facilities promptly unload arriving shipments and that the shipper's arrival and unload times are recorded accurately.

Closures

Despite what should be a cooperative process and a smooth flow of information, several facility schedules were modified in FAST earlier this month without being announced by the USPS. In each case, the facility would not accept incoming shipments over several hours midday and in the afternoon. As a result, when trucks arrived to deposit mail, they were turned away and told to come back later. In some instances, after being rejected at the appointment time, the delivery was marked late in FAST when finally unloaded – even though it was on time originally.

The first discovery of this was on April 16, when a trucker delivering to SCF Cincinnati was turned away and told the facility was closed from 1-5pm. In short order, similar situations were encountered elsewhere; the hours for plants in South Suburban and Palatine (IL) and Charleston (WV) were posted to close from noon to 5pm.

This quickly created a firestorm of confusion and protest among the logistics companies as their appointment and delivery routes became disrupted, and drivers had to be paid additional time while deposit of their mail was delayed.

One company representative said in an email:

"My primary issue with the reduced (and split hours) is that it's difficult to schedule appointments that work for us. We can hit the first facility on time, say at 0700. If we get held up because, for example, they don't really unload until 0800 (we've all run into that) then perhaps we don't make it to the second on a three-stop load until 1030. The third drop will be even later and won't be accepted until after 1700. We will have to pay waiting time for the third drop. ... Again waiting time, not mention additional delays to the mail. Some facilities currently (prior to the changes) like Cleveland were closed in the afternoons and were very difficult to work around. BTW, our drivers are reporting that at many of these facilities that changed hours, the personnel are just sitting around and there aren't any trucks at the doors being worked.

"I believe the USPS is trying to eliminate drop shipments altogether so they can grab a little more revenue and have more volume upstream to fill out their trucks. What I don't believe they understand is that there will be a cost incurred to them that is more than the drop ship discount. ..."

The USPS

More incidents of midday closure were reported over the week, and concerns grew over the impact not only on timely

unloads of shipments but how deferred drops were being treated in FAST. As one company representative reported:

"Driver arrived at 5:30am for his 6am appointment with 36 pallets. Driver was sent away and told to come back at 7am. Driver came back at 7am was checked in at 7:58am ... and offloaded at 8:49am. Showing the driver late by 2 hrs [in FAST] when he was actually early. Driver should have already been at his 2nd drop for 9am."

When the FAST Help Desk called one facility and cited official policy, the facility repeated its closure time and offered no exceptions. Meanwhile, industry frustration was evident in emails among the writers and with the USPS:

"Decisions are being made by unidentified people in unidentified parts of the organization about which facilities will limit access by mailers using destination entry, and during which periods of they day, without any conversation with those mailers, or their logistics companies, and without any notice to those parties – except when they show up and find out they need to come back later.

"When and where the USPS is accessible to mail deposit shouldn't be something those customers have to discern by sharing and aggregating anecdotal information from their logistics companies or anyone else."

A postal executive responded:

"No policy has changed. The policy has historically allowed local management to change operating / acceptance windows as they see fit. A handful of locations made these changes. No industry alert has been sent because no policy has changed. Again, this is nothing new. This has been happening for years. Unfortunately, and regrettably, this happened at a number of sites during the same week. We are working to correct this and will make receiving hour adjustments within the next few days. Nothing has substantially changed indicating a need to constrain product acceptance windows. ..."

Nonetheless, reports of drivers being turned away persisted. Finally, by Friday, the situation was brought to the attention of the responsible VP at HQ who concluded that the midday closures weren't acceptable. Removal of the blackout periods was expected "in the next few days," but by Saturday morning the USPS advised that "the original FAST Drop Shipment profiles have been restored, effective this morning."

In hindsight, while Postal Service staff was responsive ...

- The number of individuals involved suggests that internal communication is impeded by the current siloed USPS HQ organizational structure.
- It's concerning that "historically allowed" local discretion could frustrate the operation of the Postal Service's own nationwide drop shipment scheduling system – and that the situation wasn't recognized by the agency until shippers reported problems.
- Management of the facilities that arbitrarily blocked midday mail deposit was clearly indifferent to the consequences of their actions on logistics companies that have to pay for drivers to wait or change schedules when drivers meet their maximum daily hours.
- Unilateral local actions both contradict the statements of HQ executives that mail entry will be standardized across facilities nationwide, and raise questions about the lines of authority.
- There's a *de facto* effective change to critical entry times when a facility rejects drop shipments during part of its operating day. Mail can't be deposited by a 5pm CET if the facility won't accept it.

Hopefully, there have been lessons learned, and FAST appointments will again be honored nationwide.

All the Official Stuff

Federal Register

Postal Service

NOTICES

April 8: Sunshine Act Meeting, 15168; Product Change [14]: Priority Mail Express, Priority Mail, and USPS Ground Advantage Negotiated Service Agreement, 15169; Priority Mail and USPS Ground Advantage Negotiated Service Agreement [13], 15168, 15168, 15168, 15169, 15169, 15169, 15169, 15170, 15170, 15170, 15170, 15170.

April 10: Privacy Act of 1974; System of records, 15370-15373.

April 11: Sunshine Act Meetings [2], 15484, 15485; International Product Change: Priority Mail Express International, Priority Mail International, and First-Class Package International Service Agreement, 15484-15485.

April 14: Product Change: Priority Mail Express, Priority Mail, and USPS Ground Advantage Negotiated Service Agreement, 15594.

April 16: International Product Change: Priority Mail Express International, Priority Mail International, and First-Class Package International Service Agreement, 16014; Sunshine Act Meeting, 16014-16015.

April 17: Product Change [22]: Priority Mail Express, Priority Mail, and USPS Ground Advantage Negotiated Service Agreement [4], 16179, 16179, 16180, 16181; Priority Mail and USPS Ground Advantage Negotiated Service Agreement [18]: 16177, 16178, 16178, 16178, 16178, 16178, 16179, 16179, 16179, 16180, 16180, 16180, 16180, 16181, 16181, 16181, 16181.

PROPOSED RULES

April 18: International Mailing Services: Proposed Price Changes, 16476-16477.

FINAL RULES

[None].

Postal Regulatory Commission

NOTICES

April 8: New Postal Products, 15167-15168.

April 9: New Postal Products, 15265-15266.

April 10: New Postal Products, 15369-15370; Section 407 Proceeding, 15368-15369.

USPS Industry Alerts

April 7, 2025

Key Personnel Announcements – Board of Governors and Labor Relations

Effective April 5, the following key personnel assumed the following roles:

Officer Detail Assignment – Lucy Trout, Acting Secretary of the Board of Governors: Lucy Trout will begin serving as acting Secretary of the Board of Governors. Lucy began her Postal Service career in 2016 as staff attorney to the Judicial Officer Department. In 2019, she joined the Law Department where she served in the Labor Law Group. In September 2022, she was appointed as Deputy Secretary of the Board of Governors and Counselor, following a three-month detail to that position. In addition to her service to the Board of Governors as a whole, Lucy has worked on matters specific to the Audit and Finance and Compensation and Governance Committees.

Michael J. Elston will become the Vice President of Labor Relations: In this role, Mike will be responsible for Labor Relations activities to ensure employee strategies are aligned with the Delivering for America plan. He will be responsible for the implementation of policies, programs and standards governing labor-management relations, bargaining and non-bargaining compensation and benefits, and workplace environment and employee assistance programs. He will also lead contract negotiations and the pay constitution process with our employee organizations. Finally, he will assist Doug Tulino in carrying out his duties as acting Postmaster General for as long as he is in that role. Mike began his postal career in 2010 as an attorney and brings significant leadership experience and well-developed negotiation skills to this position. He has been an executive since 2011, serving as Chief Counsel, Appellate and Commercial Litigation, Chief Counsel, Employment Law, and Associate General Counsel and Chief Ethics & Compliance Officer. In January 2020, following an 18-month detail to the position, the Governors of the Postal Service appointed him as an officer of the Postal Service and Secretary of the Board of Governors. From June to December 2020, he also served as Special Senior Advisor to Postmaster General Louis DeJoy. Prior to joining the Postal Service, Mike was in private practice representing corporate and individual clients in civil, criminal and investigative matters. He also held a variety of positions in the US Department of Justice, including Counselor and Chief of Staff to the Deputy

April 14: New Postal Products [2], 15593, 15594.

April 15: New Postal Products, 15737-15738.

April 16: Market Dominant Price Adjustment, 16012-16013; New Postal Products, 16013-16014.

April 18: New Postal Products, 16578-16579.

April 21: New Postal Products, 16708-16709.

PROPOSED RULES

[None].

FINAL RULES

[None].

DMM Advisory

[None].

Postal Bulletin (PB 22674, April 17)

- Effective **May 1**, Labeling Lists L004, L007, L009, L012, L014, L201, L606, and L607 are revised to reflect changes in mail processing operations. Mailers are expected to label according to these revised lists for mailings inducted on or after the May 1, 2025, effective date through the June 30, 2025, expiration date.
- Effective **April 1**, the Postal Service refined service standards for domestic retail and commercial Priority Mail Express delivery service. Although the Postal Service implemented these new standards April 1, 2025, the revisions [to DMM 113, 115, 116, 213, 215, 216, 503, and 604] will be included in the July 13, 2025, edition of *Mailing Standards of the United States Postal Service, Domestic Mail Manual* (DMM).
- Effective **April 17**, the IMM Individual Country Listing for Vietnam ins revised to add an observation regarding changes to customs regulations for low-value goods and addressee contact information for mailing certain items to Vietnam.

Postal Bulletin announcements of revisions to the DMM, IMM, or other publications often contain two dates: when a revised document is effective, and when a revised standard is effective. The effective date of a revised standard is typically earlier than when it will appear in a revised publication.

Attorney General and Assistant United States Attorney. Prior to that, he practiced law with firms in Chicago and Kansas City and was a law clerk to the Honorable Pasco M. Bowman, US Circuit Judge for the Eighth Circuit.

April 9, 2025

Organization Realignment – Sales and Strategic Accounts

One of the core tenets of the Delivering for America (DFA) plan has been to increase revenue by aligning sales strategies with the new capabilities provided by the transformed network. As we continue to execute against our revenue and growth strategies, two sales organizations will come together under Bill Fraine, Senior Vice President of National Sales, effective immediately. Reporting to Bill Fraine will be: Vice President, Regional Sales – Shavon Keys; Vice President, Strategic Sales – Juan Nadal. Shavon Keys will continue to drive the regional sales teams responsible for selling to customers in their respective geographies with a renewed focus on growing market share within competitive products and enhancing relevance in the marketplace. Juan will continue to focus on growing market share and revenue across all commercial sectors and enhancing account management across large enterprise customers. Reporting to Juan Nadal will continue to be: Director, Shipping & Commerce Strategy – Steve Jarboe; Director, Enterprise Accounts – Michael McInturf; Director, New Business Acquisition – Jay Smith; Director, Retail & Healthcare Accounts – Mark Worrall; Director, Shipping Business Alliance – Vacant. The following teams now report to Greg White, Executive Director of Operations Integration & Performance Excellence: Director, Customer Solutions & Integration – Jeff Mitchell; Director, Business Solutions Network Modeling – Stefanie Cherry. The Shipping & Commerce team led by Catherine Knox now reports into the Product Solutions organization.

April 9, 2025

US Postal Service Recommends New Prices for July

The US Postal Service today filed notice with the Postal Regulatory Commission (PRC) of mailing services price changes to take effect July 13. The new rates include a 5-cent increase in the price of a First-Class Mail Forever stamp from 73 cents to 78 cents. The proposed adjustments, approved by the governors of the Postal Service, would raise mailing services product prices approximately 7.4 percent. If favorably reviewed by the commission, the price changes would include [see the price charts at the end of this issue]. ... As changes in the mailing and shipping marketplace continue, these price adjustments are needed to achieve the financial stability sought by the organization's Delivering for America 10-year plan. USPS prices remain among the most affordable in the world. Following a directive from the PRC, the Postal Service is filing two sets of prices for Marketing Mail and Package Services products. While only one set of rates will go into effect on July 13, these prices address the pending proposal to eliminate Bound Printed Matter and expand Marketing Mail, pending the commission's approval. USPS will release additional communications to address price changes in these categories. The PRC will review the changes before they are scheduled to take effect. The complete Postal Service price filing, with prices for all products, can be found on the commission's website under the Daily Listings section. The Mailing Services filing is Docket No. R2025-1. The price tables are also available on the Postal Service's Postal Explorer website at pe.usps.com/PriceChange/Index.

April 14, 2025

Certificate of Mailing Automation Enhancements for April 2025

In January 2024, the Postal Service launched an automated method for Certificate of Mailing (COM) and Firm Book for Accountable Mail. The automated solution provides customers an alternative to traditional hard copy forms. Customers sending more than 50 pieces through the Business Mail Entry Unit (BMEU) are eligible to use this new method. There is no impact to the Retail channel. The automated forms for extra services were implemented to be used as an alternative to the hardcopy forms detailed here: 3606-D (Bulk Certificate of Mailing); 3665 (Certificate of Mailing); 3877 (Firm Book for Accountable Mail). The following enhancements were made April 13, 2025, to improve the automated forms: Requirement for Sender Address fields (Within the Postal Wizard template, sender Primary Address, City, State, ZIP fields will be required; Applies only to PS Form 3665 and PS Form 3877); COM PDF File Size Reduction (COM PDFs will be reduced in size as requested by customers). Please direct any questions or concerns to local BME.

April 16, 2025

2025 National Postal Forum Peer to Peer Session, Tuesday, April 29, 2:45 PM – 3:45 PM

Want to grow your business? Need help understanding your data? Don't miss the "Peer to Peer" session at NPF on Tuesday, April 29 starting at 2:45 PM (Period 10) in the Ryman Ballroom ABDE. The "Peer to Peer" Session is a fantastic opportunity to connect with colleagues across the industry, share insights, and collaborate on topics that truly matter to the future of the postal ecosystem. With postal subject matter experts and industry leaders guiding each table, you'll gain valuable perspectives and contribute to meaningful discussions. This year's "Peer to Peer" subjects include: Informed Delivery; Informed Visibility – How to Best Use Mail Tracking Data; Seamless Acceptance Q&A; The Business Customer Gateway - Tips & Tricks; Periodicals /Nonprofit Q&A; USPS Promotions; Address Quality Issues; Business Service Network (BSN) and MSSC Navigation and Best Practices; Transportation FAST, MTEOR; Navigating PostalPro; USPS Ship; Let's Talk Packages; Mailing & Shipping Basics; The Postmaster General's Mailers Technical Advisory Committee (MTAC); Postal Customer Council. Refreshments and snacks will be provided, making it not just informative – but also a great chance to network in a relaxed and engaging setting. Don't miss out on this chance to be part of the conversation and shape what's next for the industry.

April 16, 2025

USPS Ship (PPC) – [INCIDENT # 9569553] – USPS Ship Live Mailers March Monthly Assessment Collections Are Delayed

The United States Postal Service Commercial System USPS Ship (Package Platform) activated an incident ticket (9569553) regarding delayed collections for Ship Live customers that have monthly assessments for March (Duplicates, IMpb, Unmanifested). Due to a delay in availability to start the dispute for March assessments, charges for any pending assessments without a Joint Review will now be processed on 4/23/25. We apologize for any inconvenience. All Business Service Administrators (BSAs) should alert their impacted stakeholders. During normal business hours M-F (7:00 AM CT – 7:00 PM CT), direct any inquiries or concerns to the Mailing and Shipping Solutions Center (MSSC) via eMail [MSSC@usps.gov] or telephone [(877) 672-0007].

Calendar

To register for any Mailers Hub webinar, go to MailersHub.com/events

Mailers Hub webinars are at 1pm ET on Thursdays unless otherwise noted.

April 24 – **Mailers Hub Webinar** – The April Price Filing
 April 27-30 – National Postal Forum, Nashville (TN)
 May 15 – **Mailers Hub Webinar**
 June 5 – **Mailers Hub Webinar**
 June 8-12 – IPMA Conference, Spokane (WA)
 July 12-16 – NACUMS Conference, Louisville (KY)
 June 26 – **Mailers Hub Webinar**
 July 17 – **Mailers Hub Webinar**
 July 22-23 – MTAC Meeting, USPS Headquarters

August 7 – **Mailers Hub Webinar**
 August 28 – **Mailers Hub Webinar**
 September 18 – **Mailers Hub Webinar**
 October 7-8 – MTAC Meeting, USPS Headquarters
 October 9 – **Mailers Hub Webinar**
 October 22-24 – Printing United, Orlando (FL)
 October 30 – **Mailers Hub Webinar**
 November 20 – **Mailers Hub Webinar**
 December 11 – **Mailers Hub Webinar**



The services of Brann & Isaacson are now available to provide legal advice to subscribers. The firm is the Mailers Hub recommended legal counsel for mail producers on legal issues, including tax, privacy, consumer protection, intellectual property, vendor contracts, and employment matters. As part of their subscription, Mailers Hub subscribers get an annual consultation (up to one hour) from Brann & Isaacson, and a reduced rate for additional legal assistance. The points of contact at Brann & Isaacson are: Martin I. Eisenstein; David Swetnam-Burland; Stacy O. Stitham; Jamie Szal. They can also be reached by phone at (207) 786-3566.

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USPS PROPOSED RULE – International Mailing Services: Proposed Price Changes

POSTAL SERVICE

39 CFR Part 20

International Mailing Services: Proposed Price Changes

AGENCY: Postal Service.

ACTION: Proposed rule; request for comments.

SUMMARY: The Postal Service proposes to revise, Notice 123, *Price List*, to reflect changes coincident with the recently announced mailing services price adjustments.

DATES: We must receive your comments on or before May 19, 2025.

ADDRESSES: Mail or deliver comments to the director, Product Classification, US Postal Service, 475 L'Enfant Plaza SW, Rm. 4446, Washington, DC 20260-5015. You may inspect and photocopy all written comments at USPS Headquarters Library, 475 L'Enfant Plaza SW, 11th Floor N, Washington, DC by appointment only between the hours of 9am and 4pm, Monday through Friday by calling 1-202-268-2906 in advance. Email comments, containing the name and address of the commenter, to: PCFederalRegister@usps.gov, with a subject line of "July 13, 2025, International Mailing Services Proposed Price Changes." Faxed comments are not accepted.

FOR FURTHER INFORMATION CONTACT: Dale Kennedy at 202-268-6592 or Tonya Franklin-Whetts at 202-268-6308 or Rose Stevenson at 202-913-1670.

SUPPLEMENTARY INFORMATION: All submitted comments and attachments are part of the public record and subject to disclosure. Do not enclose any material in your comments that you consider to be confidential or inappropriate for public disclosure.

International Price and Service Adjustments

On April 9, 2025, the Postal Service filed a notice of mailing services price adjustments with the Postal Regulatory Commission (PRC), effective on July 13, 2025. The Postal Service proposes to revise Notice 123, *Price List*, available on Postal Explorer at <https://pe.usps.com>, to reflect these new price changes. The new prices are or will be available under Docket Number R2025-1 on the Postal Regulatory Commission's website at www.prc.gov.

This proposed rule describes the price changes for the following market dominant international services: First-Class Mail International (FCMI) service; International extra services and fees.

First-Class Mail International

The Postal Service plans to increase prices for single-piece FCMI postcards, letters, and flats by approximately 4.6%. The proposed price for a single-piece postcard will increase to \$1.70 worldwide. The First-Class Mail International letter nonmachinable surcharge will increase to \$0.49. The proposed FCMI single-piece letter and flat prices will be as follows:

Letters			
Weight not over (oz.)	Price groups		
	1 (\$)	2 (\$)	3-9 (\$)
1	1.70	1.70	1.70
2	2.00	2.55	3.40
3	2.70	3.40	5.10
3.5	3.40	4.15	5.75
Flats			
Weight not over (oz.)	Price groups		
	1 (\$)	2 (\$)	3-9 (\$)
1	3.15	3.15	3.15
2	3.65	4.25	4.55
3	4.15	5.35	5.95
4	4.65	6.45	7.35
5	5.15	7.55	8.75
6	5.65	8.65	10.15
7	6.15	9.75	11.55
8	6.65	10.85	12.95
12	7.60	13.00	15.75
15.994	8.55	15.15	18.55

USPS PROPOSED RULE – International Mailing Services: Proposed Price Changes

International Extra Services and Fees

The Postal Service plans to increase prices for certain market dominant international extra services including: Certificate of Mailing; Registered Mail; Return Receipt; Customs Clearance and Delivery Fee; International Business Reply Mail Service.

Certificate of Mailing	Fee
Individual pieces:	
Individual article (PS Form 3817)	\$2.40
Duplicate copy of PS Form 3817 or PS Form 3665 (per page)	2.40
Firm mailing sheet (PS Form 3665), per piece, (minimum 3), First-Class Mail International only	0.70
Bulk quantities:	
For first 1,000 pieces (or fraction thereof)	13.50
Each additional 1,000 pieces (or fraction thereof)	1.70
Duplicate copy of PS Form 3606	2.40

Registered Mail Fee: \$23.40.

Return Receipt Fee: \$6.70.

Customs Clearance and Delivery Fee: per piece \$9.50.

International Business Reply Service Fee: Cards \$2.45; Envelopes up to 2 ounces \$3.05.

Following the completion of Docket No. R2025-1, the Postal Service will adjust the prices for products and services covered by the *International Mail Manual*. These prices will be on Postal Explorer at pe.usps.com.

Accordingly, although exempt from the notice and comment requirements of the Administrative Procedure Act (5 USC 553(b), (c)) regarding proposed rulemaking by 39 USC 410(a), the Postal Service invites public comment on the proposed changes to Notice 123, *Price List*, set out in this SUPPLEMENTARY INFORMATION.

The Postal Service will publish an appropriate update to Notice 123, *Price List*, to reflect these changes following the completion of the notice and comment period for this proposed rule.

Kevin Rayburn, Attorney, *Ethics and Legal Compliance*.

USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025

FIRST-CLASS MAIL								
SINGLE-PIECE (\$)								
Weight not over (oz.)	Letters ^{1, 2}						Flats ²	Keys & ID Devices
	Machinable Stamped	Machinable Metered	Residual Machinable ³	Non-mach. Stamped	Non-mach. Metered	QBRM		
1	0.78	0.74	0.78	1.27	1.23	0.755	1.63	4.15
2	1.07	1.03	0.78	1.56	1.52	0.755	1.90	4.44
3	1.36	1.32	0.78	1.85	1.81	0.755	2.17	4.73
3.5	1.65	1.61	0.78	2.14	2.10	0.755	2.44	5.02
4							2.44	5.02
5							2.72	5.31
6							3.00	5.60
7							3.28	5.89
8							3.56	6.18
9							3.84	6.47
10							4.14	6.76
11							4.44	7.05
12							4.74	7.34
13							5.04	7.63
14							USPS Connect	<1 lb or <2 lbs.
15							Local Mail	applicable
< 16							Up to 13 oz.	Priority Mail Retail
							\$2.95	Zone 4 rate + \$ 1.23

¹ The price for single-piece, one, two, or three ounce letters also applies to sales of Forever stamps and Forever Print-on-Demand indicia at the time of purchase, as specified by the Postal Service. The price for a Forever additional ounce stamp is the difference between the 2-ounce price and the 1-ounce price.

² A handling charge of \$0.01 per piece applies to foreign-origin, inbound direct entry mail tendered by foreign postal operators, subject to the terms of an authorization arrangement.

³ This price applies only to residual machinable letters derived from a mixed weight presort mailing, and only when the residual mailing reflects the weight levels included in the mixed weight presort mailing. In all other cases, single-piece machinable metered letter rates apply.

Postcards ⁴

Each	0.620	QBRM, ea.	0.595	Double cards, each	1.240
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⁴ The price for single-piece postcards also applies to sales of stamped cards marked with Forever postage, at the time the stamped cards are purchased. The price also applies to Forever postcard stamps. A handling charge of \$0.01 per piece applies to foreign-origin, inbound direct entry mail tendered by foreign postal operators, subject to the terms of an authorization arrangement. Such inbound direct entry mail cannot include single-piece Double Cards.

Share Mail Letters and Postcards ⁵ (maximum weight 1 ounce)

Share Mail letters, each	0.820	Share Mail postcards, each	0.640
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⁵ Share Mail customers must meet and comply with all eligibility requirements of the program. See MCS 1105.5 and DMM 604.5.5.

PRESORTED (\$)														
Application for permit imprint fee – \$ 370.00; Annual presort mailing fee – \$ 370.00														
Weight not over (oz.)	Letters **								Flats **					
	Automation *			Presorted Machinable		Nonmachinable			Machinable Residual ⁶	Automation *				Non-automation
	5-Digit	AADC	Mixed AADC	AADC	Mixed AADC	5-Digit	3-Digit	Mixed ADC		5-Digit	3-Digit	ADC	Mixed ADC	
1	0.593	0.641	0.672	0.644	0.686	0.813	0.939	1.088	0.780	0.970	1.235	1.331	1.488	1.54
2	0.593	0.641	0.672	0.644	0.686	0.813	0.939	1.088	0.780	1.240	1.505	1.601	1.758	1.81
3	0.593	0.641	0.672	0.644	0.686	0.813	0.939	1.088	0.780	1.510	1.775	1.871	2.028	2.08
3.5	0.593	0.641	0.672	0.644	0.686	0.813	0.939	1.088	0.780	1.780	2.045	2.141	2.298	2.35
4										1.780	2.045	2.141	2.298	2.35
5										2.060	2.325	2.421	2.578	2.63
6										2.340	2.605	2.701	2.858	2.91
7										2.620	2.885	2.981	3.138	3.19
8										2.900	3.165	3.261	3.418	3.47
9										3.180	3.445	3.541	3.698	3.75
10										3.480	3.745	3.841	3.998	4.05
11										3.780	4.045	4.141	4.298	4.35
12										4.080	4.345	4.441	4.598	4.65
13										4.380	4.645	4.741	4.898	4.95

⁶ This price applies only to residual machinable letters derived from a mixed weight presort mailing, and only when the residual mailing reflects the weight levels included in the mixed weight presort mailing. In all other cases, single-piece machinable metered letter rates apply.

Postcards * **

Each	0.422	0.447	0.464		0.470	
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* Discount, for each automation postcard, letter, or flat that meets the standards for the full-service Intelligent Mail option, per piece, \$0.005.

Automation, Nonautomation, and Nonmachinable Presorted **Letters prepared on a **SCF or finer** presort pallet receive a discount of \$0.004.

Automation and Nonautomation Presorted **Cards** prepared on a **SCF or finer** presort pallet receive a discount of \$0.002.

Automation and Presorted **Flats** prepared on a **SCF** pallet receive a discount of \$0.018.

Pieces eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option, discount per piece – \$0.002.

Move update assessment charge, pieces exceeding tolerance, per piece – \$0.08.

Picture Permit Imprint Indicia, per piece – \$0.01.

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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (STATUS QUO)
USPS MARKETING MAIL

Commercial Rates	ENTRY			Nonprofit Rates	ENTRY		
	Origin	SCF	DDU		Origin	SCF	DDU
PIECE RATES – LETTERS – \$ per piece – Pieces weighing 3.5 oz. (0.21875 lb.) or less							
Nonauto Saturation, HD Plus, and High Density letters weighing 4.0 oz. or less, and CR letters weighing more than 3.5 oz. but not more than 4.0 oz., must pay the applicable piece prices for Saturation (not EDDM), HD Plus, High Density, and CR flats weighing 4.0 oz. or less. These pieces cannot be entered at a DDU and must be prepared as letters.							
CARRIER ROUTE							
High Density	0.365	0.348		High Density	0.175	0.158	
High Density (SCF/finer pllt)	0.362	0.345		High Density (SCF/finer pllt)	0.172	0.155	
High Density Plus	0.275	0.258		High Density Plus	0.171	0.154	
HD Plus (SCF/finer pallet)	0.272	0.255		HD Plus (SCF/finer pallet)	0.168	0.151	
Saturation	0.244	0.227		Saturation	0.155	0.138	
Saturation (SCF/finer pllt)	0.241	0.224		Saturation (SCF/finer pllt)	0.152	0.135	
AUTOMATION							
Mixed AADC	0.433			Mixed AADC	0.239		
AADC	0.407	0.390		AADC	0.213	0.196	
AADC (SCF/finer pallet)	0.404	0.387		AADC (SCF/finer pallet)	0.210	0.193	
5-digit	0.372	0.355		5-digit	0.178	0.161	
5-Digit (SCF/finer pallet)	0.369	0.352		5-Digit (SCF/finer pallet)	0.175	0.158	
NONAUTOMATION MACHINABLE –							
Nonauto nonmach ltrs weighing 4.0 oz. or less must pay the prices shown for Nonauto flats. These pieces cannot be entered at a DDU and must be prepared as ltrs.							
Mixed AADC	0.439			Mixed AADC	0.245		
AADC	0.407	0.390		AADC	0.213	0.196	
AADC (SCF/finer pallet)	0.404	0.387		AADC (SCF/finer pallet)	0.210	0.193	
PIECE RATES – FLATS and Nonautomation Letters – \$ per piece – Pieces weighing 4.0 oz. (0.25 lb.) or less							
CARRIER ROUTE (incl nonauto Sat., HD Plus, and HD ltrs weighing 4 oz. or less; and CR ltrs weighing more than 3.5 oz. but not more than 4 oz. (these pcs cannot be entered at a DDU and must be prepared as letters). 3 * CR pieces in a container (tray/sack/pallet) entered at DDU or that can be cross-docked if entered at SCF/NDC.							
Basic CR	0.501	0.463	0.452	Basic CR	0.415	0.377	0.366
Basic CR ltrs (SCF/finer plt)	0.498	0.460	0.449	Basic CR ltrs (SCF/finer plt)	0.412	0.374	0.363
Basic CR flats (SCF pallet)	0.475	0.437	0.426	Basic CR flats (SCF pallet)	0.389	0.351	0.340
Basic CR flats (5-d/sch plt) *	0.467	0.429	0.418	Basic CR flats (5-d/sch plt) *	0.381	0.343	0.332
High Density flats #	0.418	0.380	0.369	High Density flats #	0.332	0.294	0.283
HD letters (SCF/finer plt)	0.415	0.377	0.366	HD letters (SCF/finer plt)	0.329	0.291	0.280
High Density flats (SCF plt) #	0.400	0.362	0.351	High Density flats (SCF plt) #	0.314	0.276	0.265
HD flats (5-d/sch plt) #	0.385	0.347	0.336	HD flats (5-d/sch plt) #	0.299	0.261	0.250
High Density Plus flats #	0.351	0.313	0.302	High Density Plus flats #	0.214	0.176	0.165
HD Plus letters (SCF/finer plt)	0.348	0.310	0.299	HD Plus letters (SCF/finer plt)	0.211	0.173	0.162
HD Plus flts (SCF plt) #	0.334	0.296	0.285	HD Plus flts (SCF plt) #	0.197	0.159	0.148
HD Plus flats (5-d/sch plt) #	0.324	0.286	0.275	HD Plus flats (5-d/sch plt) #	0.187	0.149	0.138
Saturation flats #	0.290	0.252	0.241	Saturation flats #	0.180	0.142	0.131
Sat letters (SCF/finer plt)	0.287	0.249	0.238	Sat letters (SCF/finer plt)	0.177	0.139	0.128
Saturation flats (SCF plt) #	0.284	0.246	0.235	Saturation flats (SCF plt) #	0.174	0.136	0.125
Sat flts (5-d/sch plt) #	0.269	0.231	0.220	Sat flts (5-d/sch plt) #	0.159	0.121	0.110
Saturation EDDM flats #	0.291	0.253	0.242	Saturation EDDM flats #	0.181	0.143	0.132
Sat EDDM flts (SCF plt) #	0.285	0.247	0.236	Sat EDDM flts (SCF plt) #	0.175	0.137	0.126
Sat EDDM flts (5-d/sch plt) #	0.270	0.232	0.221	Sat EDDM flts (5-d/sch plt)#	0.160	0.122	0.111
Saturation EDDM Retail			0.247	Saturation EDDM Retail			
# -Surcharge – detached address labels, each – \$0.080 (w/o ads)				# -Surcharge – detached address labels, each – \$0.080 (w/o ads)			
AUTOMATION							
Mixed ADC	1.185			Mixed ADC	0.918		
ADC	1.101	1.063		ADC	0.834	0.796	
ADC (SCF pallet)	1.069	1.031		ADC (SCF pallet)	0.802	0.764	
3-digit	0.986	0.948		3-digit	0.719	0.681	
3-digit (SCF pallet)	0.954	0.916		3-digit (SCF pallet)	0.687	0.649	
5-digit	0.770	0.732		5-digit	0.503	0.465	
5-digit (SCF pallet)	0.738	0.700		5-digit (SCF pallet)	0.471	0.433	
NONAUTOMATION (incl. nonmach. letters weighing 4 oz. (0.25 lb) or less; these pieces cannot be entered at a DDU and must be prepared as letters.)							
Mixed ADC	1.220			Mixed ADC	0.953		
ADC	1.110	1.072		ADC	0.843	0.805	
ADC ltrs (SCF/finer pallet)	1.107	1.069		ADC ltrs (SCF/finer pallet)	0.840	0.802	
ADC flats (SCF pallet)	1.068	1.040		ADC flats (SCF pallet)	0.811	0.773	
3-digit	1.046	1.008		3-digit	0.779	0.741	
3-digit ltrs (SCF/finer plt)	1.043	1.005		3-digit ltrs (SCF/finer plt)	0.776	0.738	
3-digit flats (SCF pallet)	1.014	0.976		3-digit flats (SCF pallet)	0.747	0.709	
5-digit	0.869	0.831		5-digit	0.602	0.564	
5-digit ltrs (SCF/finer plt)	0.866	0.828		5-digit ltrs (SCF/finer plt)	0.599	0.561	
5-digit flats (SCF pallet)	0.837	0.799		5-digit flats (SCF pallet)	0.570	0.532	
PIECE RATES – PARCELS – \$ per piece – Pieces weighing 3.3 oz. (0.2063 lb.) or less							
* Surcharge, nonbarcoded pieces, unless sorted to 5-digit ZIPs, each – \$0.042							
MARKETING							
Mixed NDC *	4.296			Mixed NDC *	4.164		
NDC *	3.866			NDC *	3.734		
SCF *	3.651	3.473		SCF *	3.519	3.341	
5-digit		2.601	2.518	5-digit		2.469	2.386
NONSTANDARD (IRREGULAR)							
Commercial rate Nonstandard (irregular) parcels are now among the competitive products.				Mixed NDC *	4.620		
				NDC *	4.405		
				SCF *	3.950	3.756	
				5-digit		2.793	2.710
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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (STATUS QUO)

USPS MARKETING MAIL

Application for permit imprint fee – \$370.00; Annual permit mailing fee – \$370.00
 Customized MarketMail, per piece – \$0.735 (Commercial), \$0.545 (Nonprofit); Subtract \$0.000 for each piece that complies with the requirements for the Catalog Incentive.
 Picture Permit Imprint Indicia, per piece – \$0.021; Plus One card mailed with a Saturation letter or flat marriage mail “host” mailpiece, each – \$0.120
 Auto/CR/HD/Sat letters and Auto/CR/HD/HD+ flats eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option, discount per piece – \$0.002
 Auto letters or auto, HD, or CR flats that meet the standards for the Intelligent Mail Full-Service option, discount per piece – \$0.005
 Subtract 10% of the per-piece price (rounded to the 10th of a cent) in a mailing that complies with Marriage Mail eligibility requirements.
 Move update: Assessment charge, per piece – \$0.08

Commercial Rates (\$)	per pc.+	ENTRY			Nonprofit Rates (\$)	per pc.+	ENTRY			
		Origin	DSCF	DDU			Origin	DSCF	DDU	
		per lb.	per lb.	per lb.			per lb.	per lb.	per lb.	
PIECE/POUND RATE – FLATS – \$ per piece + \$ per pound – Pieces weighing more than 4.0 oz. (0.25 lb.)										
CARRIER ROUTE (Including carrier route letters weighing over 4.0 ounces; not eligible for DDU entry; preparation as letters required)										
Basic CR flats/letters	0.376	0.710	0.398	0.307	Basic CR flats/letters	0.298	0.680	0.368	0.277	
Basic CR letters (SCF/finer pallet)	0.373	0.710	0.398	0.307	Basic CR letters (SCF/finer pallet)	0.295	0.680	0.368	0.277	
Basic CR flats (SCF pallet)	0.350	0.710	0.398	0.307	Basic CR flats (SCF pallet)	0.272	0.680	0.368	0.277	
Basic CR flats (5-digit/scheme pallet)	0.342	0.710	0.398	0.307	Basic CR flats (5-digit/scheme pallet)	0.264	0.680	0.368	0.277	
High Density flats/letters #	0.293	0.710	0.398	0.307	High Density flats/letters #	0.215	0.680	0.368	0.277	
High Density ltrs (SCF/finer pallet)	0.290	0.710	0.398	0.307	High Density ltrs (SCF/finer pallet)	0.212	0.680	0.368	0.277	
High Density flats (SCF pallet)	0.275	0.710	0.398	0.307	High Density flats (SCF pallet)	0.197	0.680	0.368	0.277	
High Density flats (5-d/sch pallet)	0.260	0.710	0.398	0.307	High Density flats (5-d/sch pallet)	0.182	0.680	0.368	0.277	
HD Plus flats/letters #	0.227	0.710	0.398	0.307	HD Plus flats/letters #	0.097	0.680	0.368	0.277	
HD Plus letters (SCF/finer pallet) #	0.224	0.710	0.398	0.307	HD Plus letters (SCF/finer pallet) #	0.094	0.680	0.368	0.277	
High Density Plus flats (SCF pallet)	0.210	0.710	0.398	0.307	High Density Plus flats (SCF pallet)	0.080	0.680	0.368	0.277	
HD Plus flats (5-digit/scheme pallet)	0.200	0.710	0.398	0.307	HD Plus flats (5-digit/scheme pallet)	0.070	0.680	0.368	0.277	
Saturation flats/letters #	0.165	0.710	0.398	0.307	Saturation flats/letters #	0.063	0.680	0.368	0.277	
Saturation letters (SCF/finer pallet) #	0.162	0.710	0.398	0.307	Saturation letters (SCF/finer pallet) #	0.060	0.680	0.368	0.277	
Saturation flats (SCF pallet)	0.159	0.710	0.398	0.307	Saturation flats (SCF pallet)	0.057	0.680	0.368	0.277	
Saturation flats (5-digit/sch pallet)	0.144	0.710	0.398	0.307	Saturation flats (5-digit/sch pallet)	0.042	0.680	0.368	0.277	
Saturation EDDM flats #	0.166	0.710	0.398	0.307	Saturation EDDM flats #	0.064	0.680	0.368	0.277	
Saturation EDDM flats (SCF pallet)	0.160	0.710	0.398	0.307	Saturation EDDM flats (SCF pallet)	0.058	0.680	0.368	0.277	
Saturation EDDM flats (5-d/sch plt)	0.145	0.710	0.398	0.307	Saturation EDDM flats (5-d/sch plt)	0.043	0.680	0.368	0.277	
# -Surcharge – detached address labels, each – \$0.080 (w/o ads)					# -Surcharge – detached address labels, each – \$0.080 (w/o ads)					
AUTOMATION										
Mixed ADC	1.039	0.745			Mixed ADC	0.786	0.690			
ADC	0.955	0.745	0.433		ADC	0.702	0.690	0.378		
ADC flats (SCF pallet)	0.923	0.745	0.433		ADC flats (SCF pallet)	0.670	0.690	0.378		
3-digit	0.840	0.745	0.433		3-digit	0.587	0.690	0.378		
3-digit (SCF pallet)	0.808	0.745	0.433		3-digit (SCF pallet)	0.555	0.690	0.378		
5-digit	0.624	0.745	0.433		5-digit	0.371	0.690	0.378		
5-digit (SCF pallet)	0.592	0.745	0.433		5-digit (SCF pallet)	0.339	0.690	0.378		
NONAUTOMATION (Including nonmachinable letters weighing over 4.0 ounces; and nonautomation Saturation, High Density Plus, and High Density letters weighing over 4.0 ounces; not eligible for DDU entry; preparation as letters required)										
Mixed ADC	1.074	0.745			Mixed ADC	0.821	0.690			
ADC	0.964	0.745	0.433		ADC	0.711	0.690	0.378		
ADC letters (SCF/finer pallet)	0.961	0.745	0.433		ADC letters (SCF/finer pallet)	0.708	0.690	0.378		
ADC flats (SCF pallet)	0.932	0.745	0.433		ADC flats (SCF pallet)	0.679	0.690	0.378		
3-digit	0.900	0.745	0.433		3-digit	0.647	0.690	0.378		
3-digit letters (SCF/finer pallet)	0.897	0.745	0.433		3-digit letters (SCF/finer pallet)	0.644	0.690	0.378		
3-digit flats (SCF pallet)	0.868	0.745	0.433		3-digit flats (SCF pallet)	0.615	0.690	0.378		
5-digit	0.723	0.745	0.433		5-digit	0.470	0.690	0.378		
5-digit letters (SCF/finer pallet)	0.720	0.745	0.433		5-digit letters (SCF/finer pallet)	0.467	0.690	0.378		
5-digit flats (SCF pallet)	0.691	0.745	0.433		5-digit flats (SCF pallet)	0.438	0.690	0.378		
POUND RATES – PARCELS – \$ per piece + \$ per pound * Surcharge, nonbarcoded pieces, unless sorted to 5-digit ZIPs, each – \$0.042										
MACHINABLE – Pieces weighing 3.5 oz. or more (0.21875 lb.)										
Commercial rate machinable parcels are now among the competitive products.					Mixed NDC *	3.826	2.455			
					NDC *	3.244	2.455			
					5-digit	2.481				1.513
MARKETING – Pieces weighing more than 3.3 oz. (0.2063 lb.)										
Mixed NDC *	3.742	2.685			Mixed NDC *	3.656	2.462			
NDC *	3.312	2.685			NDC *	3.226	2.462			
SCF *	3.097	2.685			1.825	SCF *	3.011			2.462
5-digit	2.225		1.825	1.420	5-digit	2.139		1.602	1.197	
NONSTANDARD (IRREGULAR) – Pieces weighing not more than 3.3 oz. (0.2063 lb.)										
Commercial rate irregular parcels are now among the competitive products.					Mixed NDC *	4.114	2.455			
					NDC *	3.899	2.455			
					SCF *	3.444	2.455			1.513
					5-digit	2.481				1.513
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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (ALTERNATE)

USPS MARKETING MAIL

Commercial Rates	ENTRY			Nonprofit Rates	ENTRY		
	Origin	SCF	DDU		Origin	SCF	DDU
PIECE RATES – LETTERS – \$ per piece – Pieces weighing 3.5 oz. (0.21875 lb.) or less							
Nonauto Saturation, HD Plus, and High Density letters weighing 4.0 oz. or less, and CR letters weighing more than 3.5 oz. but not more than 4.0 oz., must pay the applicable piece prices for Saturation (not EDDM), HD Plus, High Density, and CR flats weighing 4.0 oz. or less. These pieces cannot be entered at a DDU and must be prepared as letters.							
CARRIER ROUTE							
High Density	0.364	0.347		High Density	0.176	0.159	
High Density (SCF/finer pllt)	0.361	0.344		High Density (SCF/finer pllt)	0.173	0.156	
High Density Plus	0.277	0.260		High Density Plus	0.175	0.158	
HD Plus (SCF/finer pallet)	0.274	0.257		HD Plus (SCF/finer pallet)	0.172	0.155	
Saturation	0.244	0.227		Saturation	0.156	0.139	
Saturation (SCF/finer pllt)	0.241	0.224		Saturation (SCF/finer pllt)	0.153	0.136	
AUTOMATION							
Mixed AADC	0.432			Mixed AADC	0.240		
AADC	0.406	0.389		AADC	0.214	0.197	
AADC (SCF/finer pallet)	0.403	0.386		AADC (SCF/finer pallet)	0.211	0.194	
5-digit	0.371	0.354		5-digit	0.179	0.162	
5-Digit (SCF/finer pallet)	0.368	0.351		5-Digit (SCF/finer pallet)	0.176	0.159	
NONAUTOMATION MACHINABLE –							
Nonauto nonmach ltrs weighing 4.0 oz. or less must pay the prices shown for Nonauto flats. These pieces cannot be entered at a DDU and must be prepared as ltrs.							
Mixed AADC	0.438			Mixed AADC	0.246		
AADC	0.406	0.389		AADC	0.214	0.197	
AADC (SCF/finer pallet)	0.403	0.386		AADC (SCF/finer pallet)	0.211	0.194	
PIECE RATES – FLATS and Nonautomation Letters – \$ per piece – Pieces weighing 4.0 oz. (0.25 lb.) or less							
CARRIER ROUTE (incl nonauto Sat., HD Plus, and HD ltrs weighing 4 oz. or less; and CR ltrs weighing more than 3.5 oz. but not more than 4 oz.; these pcs cannot be entered at a DDU and must be prepared as letters.) * CR pieces in a container (tray/sack/pallet) entered at DDU or that can be cross-docked if entered at SCF/NDC.							
Basic CR	0.501	0.463	0.452	Basic CR	0.420	0.382	0.371
Basic CR ltrs (SCF/finer plt)	0.498	0.460	0.449	Basic CR ltrs (SCF/finer plt)	0.417	0.379	0.368
Basic CR flats (SCF pallet)	0.475	0.437	0.426	Basic CR flats (SCF pallet)	0.394	0.356	0.345
Basic CR flats (5-d/sch plt) *	0.467	0.429	0.418	Basic CR flats (5-d/sch plt) *	0.386	0.348	0.337
High Density flats #	0.418	0.380	0.369	High Density flats #	0.337	0.299	0.288
HD letters (SCF/finer plt)	0.415	0.377	0.366	HD letters (SCF/finer plt)	0.334	0.296	0.285
High Density flats (SCF plt) #	0.400	0.362	0.351	High Density flats (SCF plt) #	0.319	0.281	0.270
HD flats (5-d/sch plt) #	0.385	0.347	0.336	HD flats (5-d/sch plt) #	0.304	0.266	0.255
High Density Plus flats #	0.340	0.302	0.291	High Density Plus flats #	0.216	0.178	0.167
HD Plus letters (SCF/finer plt)	0.337	0.299	0.288	HD Plus letters (SCF/finer plt)	0.213	0.175	0.164
HD Plus flts (SCF plt) #	0.323	0.285	0.274	HD Plus flts (SCF plt) #	0.199	0.161	0.150
HD Plus flats (5-d/sch plt) #	0.313	0.275	0.264	HD Plus flats (5-d/sch plt) #	0.189	0.151	0.140
Saturation flats #	0.290	0.252	0.241	Saturation flats #	0.178	0.140	0.129
Sat letters (SCF/finer plt)	0.287	0.249	0.238	Sat letters (SCF/finer plt)	0.175	0.137	0.126
Saturation flats (SCF plt) #	0.284	0.246	0.235	Saturation flats (SCF plt) #	0.172	0.134	0.123
Sat flts (5-d/sch plt) #	0.269	0.231	0.220	Sat flts (5-d/sch plt) #	0.157	0.119	0.108
Saturation EDDM flats #	0.291	0.253	0.242	Saturation EDDM flats #	0.179	0.141	0.130
Sat EDDM flts (SCF plt) #	0.285	0.247	0.238	Sat EDDM flts (SCF plt) #	0.173	0.135	0.124
Sat EDDM flts (5-d/sch plt) #	0.270	0.232	0.221	Sat EDDM flts (5-d/sch plt)#	0.158	0.120	0.109
Saturation EDDM Retail			0.248	Saturation EDDM Retail			
# -Surcharge – detached address labels, each – \$0.080 (w/o ads)				# -Surcharge – detached address labels, each – \$0.080 (w/o ads)			
AUTOMATION							
Mixed ADC	1.185			Mixed ADC	0.920		
ADC	1.101	1.063		ADC	0.836	0.798	
ADC (SCF pallet)	1.069	1.031		ADC (SCF pallet)	0.804	0.766	
3-digit	0.986	0.948		3-digit	0.721	0.683	
3-digit (SCF pallet)	0.954	0.916		3-digit (SCF pallet)	0.689	0.651	
5-digit	0.770	0.732		5-digit	0.505	0.467	
5-digit (SCF pallet)	0.738	0.700		5-digit (SCF pallet)	0.473	0.435	
NONAUTOMATION (incl. nonmach. letters weighing 4 oz. (0.25 lb) or less; these pieces cannot be entered at a DDU and must be prepared as letters.)							
Mixed ADC	1.220			Mixed ADC	0.955		
ADC	1.110	1.072		ADC	0.845	0.807	
ADC ltrs (SCF/finer pallet)	1.107	1.069		ADC ltrs (SCF/finer pallet)	0.842	0.804	
ADC flats (SCF pallet)	1.068	1.040		ADC flats (SCF pallet)	0.813	0.775	
3-digit	1.046	1.008		3-digit	0.781	0.743	
3-digit ltrs (SCF/finer plt)	1.043	1.005		3-digit ltrs (SCF/finer plt)	0.778	0.740	
3-digit flats (SCF pallet)	1.014	0.976		3-digit flats (SCF pallet)	0.749	0.711	
5-digit	0.869	0.831		5-digit	0.604	0.566	
5-digit ltrs (SCF/finer plt)	0.863	0.828		5-digit ltrs (SCF/finer plt)	0.601	0.563	
5-digit flats (SCF pallet)	0.837	0.799		5-digit flats (SCF pallet)	0.572	0.534	
PIECE RATES – PARCELS – \$ per piece – Pieces weighing 3.3 oz. (0.2063 lb.) or less							
* Surcharge, nonbarcoded pieces, unless sorted to 5-digit ZIPs, each – \$0.042							
MARKETING							
Mixed NDC *	4.296			Mixed NDC *	4.164		
NDC *	3.866			NDC *	3.734		
SCF *	3.651	3.473		SCF *	3.519	3.341	
5-digit		2.601	2.518	5-digit		2.469	2.386
NONSTANDARD (IRREGULAR)							
Commercial rate Nonstandard (irregular) parcels are now among the competitive products.				Mixed NDC *	4.620		
				NDC *	4.405		
				SCF *	3.950	3.756	
				5-digit		2.793	2.710

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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (ALTERNATE)

USPS MARKETING MAIL

Application for permit imprint fee – \$370.00; Annual permit mailing fee – \$370.00
 Customized MarketMail, per piece – \$0.735 (Commercial), \$0.545 (Nonprofit) ; Subtract \$0.000 for each piece that complies with the requirements for the Catalog Incentive.
 Picture Permit Imprint Indicia, per piece – \$0.021; Plus One card mailed with a Saturation letter or flat marriage mail “host” mailpiece, each – \$0.120
 Auto/CR/HD/Sat letters and Auto/CR/HD/HD+ flats eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option, discount per piece – \$0.002
 Auto letters or auto, HD, or CR flats that meet the standards for the Intelligent Mail Full-Service option, discount per piece – \$0.005
 Subtract 10% of the per-piece price (rounded to the 10th of a cent) in a mailing that complies with Marriage Mail eligibility requirements.
 Move update: Assessment charge, per piece – \$0.08

NONPRESORTED FLATS – \$ per piece

Weight (not over)	Commercial	Nonprofit
16.0	2.71	2.66
20.0	2.85	2.79

Commercial Rates (\$)	per pc.+	ENTRY			Nonprofit Rates (\$)	per pc.+	ENTRY				
		Origin	DSCF	DDU			Origin	DSCF	DDU		
		per lb.	per lb.	per lb.			per lb.	per lb.	per lb.		
PIECE/POUND RATE – FLATS – \$ per piece + \$ per pound – Pieces weighing more than 4.0 oz. (0.25 lb.)											
CARRIER ROUTE											
(Including carrier route letters weighing over 4.0 ounces; not eligible for DDU entry; preparation as letters required)											
Basic CR flats/letters	0.376	0.710	0.398	0.307	Basic CR flats/letters	0.303	0.680	0.368	0.277		
Basic CR letters (SCF/finer pallet)	0.373	0.710	0.398	0.307	Basic CR letters (SCF/finer pallet)	0.300	0.680	0.368	0.277		
Basic CR flats (SCF pallet)	0.350	0.710	0.398	0.307	Basic CR flats (SCF pallet)	0.277	0.680	0.368	0.277		
Basic CR flats (5-digit/scheme pallet)	0.342	0.710	0.398	0.307	Basic CR flats (5-digit/scheme pallet)	0.269	0.680	0.368	0.277		
High Density flats/letters #	0.293	0.710	0.398	0.307	High Density flats/letters #	0.220	0.680	0.368	0.277		
High Density ltrs (SCF/finer pallet)	0.290	0.710	0.398	0.307	High Density ltrs (SCF/finer pallet)	0.217	0.680	0.368	0.277		
High Density flats (SCF pallet)	0.275	0.710	0.398	0.307	High Density flats (SCF pallet)	0.202	0.680	0.368	0.277		
High Density flats (5-d/sch pallet))	0.260	0.710	0.398	0.307	High Density flats (5-d/sch pallet)	0.187	0.680	0.368	0.277		
HD Plus flats/letters #	0.215	0.710	0.398	0.307	HD Plus flats/letters #	0.099	0.680	0.368	0.277		
HD Plus letters (SCF/finer pallet) #	0.212	0.710	0.398	0.307	HD Plus letters (SCF/finer pallet) #	0.096	0.680	0.368	0.277		
High Density Plus flats (SCF pallet)	0.198	0.710	0.398	0.307	High Density Plus flats (SCF pallet)	0.082	0.680	0.368	0.277		
HD Plus flats (5-digit/scheme pallet)	0.188	0.710	0.398	0.307	HD Plus flats (5-digit/scheme pallet)	0.072	0.680	0.368	0.277		
Saturation flats/letters #	0.165	0.710	0.398	0.307	Saturation flats/letters #	0.061	0.680	0.368	0.277		
Saturation letters (SCF/finer pallet) #	0.162	0.710	0.398	0.307	Saturation letters (SCF/finer pallet) #	0.058	0.680	0.368	0.277		
Saturation flats (SCF pallet)	0.159	0.710	0.398	0.307	Saturation flats (SCF pallet)	0.055	0.680	0.368	0.277		
Saturation flats (5-digit/sch pallet)	0.144	0.710	0.398	0.307	Saturation flats (5-digit/sch pallet)	0.040	0.680	0.368	0.277		
Saturation EDDM flats #	0.166	0.710	0.398	0.307	Saturation EDDM flats #	0.062	0.680	0.368	0.277		
Saturation EDDM flats (SCF pallet)	0.160	0.710	0.398	0.307	Saturation EDDM flats (SCF pallet)	0.056	0.680	0.368	0.277		
Saturation EDDM flats (5-d/sch plt)	0.145	0.710	0.398	0.307	Saturation EDDM flats (5-d/sch plt)	0.041	0.680	0.368	0.277		
# -Surcharge – detached address labels, each – \$0.080 (w/o ads)					# -Surcharge – detached address labels, each – \$0.080 (w/o ads)						
AUTOMATION											
Mixed ADC	1.040	0.745			Mixed ADC	0.788	0.691				
ADC	0.956	0.745	0.433		ADC	0.704	0.691	0.379			
ADC flats (SCF pallet)	0.924	0.745	0.433		ADC flats (SCF pallet)	0.672	0.691	0.379			
3-digit	0.841	0.745	0.433		3-digit	0.589	0.691	0.379			
3-digit (SCF pallet)	0.809	0.745	0.433		3-digit (SCF pallet)	0.557	0.691	0.379			
5-digit	0.625	0.745	0.433		5-digit	0.373	0.691	0.379			
5-digit (SCF pallet)	0.593	0.745	0.433		5-digit (SCF pallet)	0.341	0.691	0.379			
NONAUTOMATION											
(Including nonmachinable letters weighing over 4.0 ounces; and nonautomation Saturation, High Density Plus, and High Density letters weighing over 4.0 ounces; not eligible for DDU entry; preparation as letters required)											
Mixed ADC	1.075	0.745			Mixed ADC	0.823	0.691				
ADC	0.965	0.745	0.433		ADC	0.713	0.691	0.379			
ADC letters (SCF/finer pallet)	0.962	0.745	0.433		ADC letters (SCF/finer pallet)	0.710	0.691	0.379			
ADC flats (SCF pallet)	0.933	0.745	0.433		ADC flats (SCF pallet)	0.691	0.691	0.379			
3-digit	0.901	0.745	0.433		3-digit	0.649	0.691	0.379			
3-digit letters (SCF/finer pallet)	0.898	0.745	0.433		3-digit letters (SCF/finer pallet)	0.646	0.691	0.379			
3-digit flats (SCF pallet)	0.869	0.745	0.433		3-digit flats (SCF pallet)	0.617	0.691	0.379			
5-digit	0.724	0.745	0.433		5-digit	0.472	0.691	0.379			
5-digit letters (SCF/finer pallet)	0.721	0.745	0.433		5-digit letters (SCF/finer pallet)	0.469	0.691	0.379			
5-digit flats (SCF pallet)	0.692	0.745	0.433		5-digit flats (SCF pallet)	0.440	0.691	0.379			
POUND RATES – PARCELS – \$ per piece + \$ per pound * Surcharge, nonbarcoded pieces, unless sorted to 5-digit ZIPs, each – \$0.042											
MACHINABLE – Pieces weighing 3.5 oz. or more (0.21875 lb.)											
Commercial rate machinable parcels are now among the competitive products.					Mixed NDC *	3.826	2.455				
					NDC *	3.244	2.455				
					5-digit	2.481				1.513	1.108
MARKETING – Pieces weighing more than 3.3 oz. (0.2063 lb.)											
Mixed NDC *	3.742	2.685			Mixed NDC *	3.656	2.462				
NDC *	3.312	2.685			NDC *	3.226	2.462				
SCF *	3.097	2.685			1.825	SCF *	3.011			2.462	1.602
5-digit	2.225		1.825	1.420	5-digit	2.139		1.602	1.197		
NONSTANDARD (IRREGULAR) – Pieces weighing not more than 3.3 oz. (0.2063 lb.)											
Commercial rate irregular parcels are now among the competitive products.					Mixed NDC *	4.114	2.455				
					NDC *	3.899	2.455				
					SCF *	3.444	2.455			1.513	
					5-digit	2.481				1.513	1.108
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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (ALTERNATE)
USPS MARKETING MAIL
HEAVY PRINTED MATTER

Surcharge, nonbarcoded pieces, unless sorted to 5-digit ZIPs, each – \$0.042

Commercial

Nonpresorted -- \$ per piece	
Weight (lbs.)	\$
1.0	4.14
1.5	4.24
2.0	4.35
2.5	4.54
3.0	4.73
3.5	4.94
4.0	5.14
4.5	5.33
5.0	5.52
6.0	5.92
7.0	6.32
8.0	6.71
9.0	7.12
10.0	7.49
11.0	7.93
12.0	8.29
13.0	8.69
14.0	9.10
15.0	9.50

Presorted		
Entry	Per piece +	+Per pound
Origin	2.393	0.272
SCF pallet	2.332	0.272
DSCF	1.626	0.072
SCF pallet	1.565	0.072
DDU	1.030	0.072
SCF pallet	0.069	0.072

Carrier Route		
Entry	Per piece +	+Per pound
Origin	2.185	0.272
SCF pallet	2.125	0.272
5-d/sch pllt	2.091	0.272
DSCF	1.418	0.072
SCF pallet	1.358	0.072
5-d/sch pllt	1.324	0.072
DDU	0.822	0.072
SCF pallet	0.762	0.072
5-d/sch pllt	0.728	0.072

Nonprofit

Nonpresorted -- \$ per piece	
Weight (lbs.)	\$
1.0	4.06
1.5	4.16
2.0	4.26
2.5	4.45
3.0	4.64
3.5	4.84
4.0	5.04
4.5	5.22
5.0	5.41
6.0	5.80
7.0	6.19
8.0	6.58
9.0	6.98
10.0	7.34
11.0	7.77
12.0	8.12
13.0	8.52
14.0	8.92
15.0	9.31

Presorted		
Entry	Per piece +	+Per pound
Origin	2.345	0.267
SCF pallet	2.284	0.267
DSCF	1.578	0.071
SCF pallet	1.517	0.071
DDU	0.982	0.071
SCF pallet	0.921	0.071

Carrier Route		
Entry	Per piece +	+Per pound
Origin	2.137	0.267
SCF pallet	2.077	0.267
5-d/sch pllt	2.043	0.267
DSCF	1.370	0.071
SCF pallet	1.310	0.071
5-d/sch pllt	1.276	0.071
DDU	0.774	0.071
SCF pallet	0.714	0.071
5-d/sch pllt	0.680	0.071

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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (ALTERNATE)
PACKAGE SERVICES
Media Mail ¹

First pound or fraction	\$ 4.52
Each additional pound or fraction, up to 70 lbs.	0.74
¹ Pickup on Demand Service, per stop: \$26.50.	0.74

Alaska Bypass Service

(per 70 pounds or fraction)

\$ 39.01

Library Mail ¹

First pound or fraction	\$ 4.29
Each additional pound or fraction, up to 80 lbs.	0.70
¹ Pickup on Demand Service, per stop: \$26.50.	0.70

Overweight Item Charge

(For each item exceeding 70 pounds)

\$ 200.00

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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025

PERIODICALS

Application Fees: Original entry – \$1,115.00; Reentry – \$145.00; News agents – \$145.00
Ride-Along items, each – \$0.191

Pound rates – Advertising portion (per pound) (\$)			Pound Rates (per pound) (\$)	
	Outside County; Nonprofit; Classroom; Limited Circulation	Science-of-Agriculture	Within County	
DDU entry	0.122	0.092	Delivery Unit (Auto/nonauto)	0.156
DSCF entry	0.180	0.135	All other zones (Auto/nonauto)	0.204
DADC entry	0.192	0.144	Piece rates (each) (\$) **	
All Zones	0.300	0.225	Automation letter *	
Pound rates – Nonadvertising portion (per pound) (\$)			5-digit	0.059
	Outside County; Science-of-Agriculture	Nonprofit; Classroom; Limited Circulation	3-digit	0.086
DDU entry	0.092	0.092	Basic	0.098
DSCF entry	0.135	0.135	Automation flat *	
DADC entry	0.144	0.144	5-digit	0.376
Other entry (all zones)	0.205	0.205	3-digit	0.503
			Basic	0.579
			Nonautomation (all shapes)	
			5-digit	0.393
			3-digit	0.528
			Basic	0.602
			Carrier route (all shapes) *	
			Basic	0.137
			High density	0.101
			Saturation	0.063
			Discount – DDU entry	0.023

Piece rates (\$) each, sorted in...		Outside Cty, Sci/Agr.	N/P; C'm Ltd. Circ.	Bundle rates (\$) each, sorted to...		Outside Cty Sci/Agr.	N/P; C'm; Ltd. Circ.
Automation letter * **	5-digit bundle	0.361	0.343	Firm bundle	CR sack/pallet	0.205	0.195
	SCF/3-digit bundle	0.388	0.369		5-digit sack/pallet	0.205	0.195
	ADC bundle	0.397	0.377		SCF/3-digit sack/pallet	0.546	0.519
	Mixed ADC bundle	0.420	0.399		ADC sack/pallet	0.657	0.624
Automation flat (Machinable, barcoded) * **	5-digit bundle	0.567	0.539	CR bundle	Mixed ADC sack/pallet	0.852	0.809
	SCF/3-digit bundle	0.699	0.664		CR sack/pallet	0.203	0.193
	ADC bundle	0.758	0.720		5-digit sack/pallet	0.203	0.193
	Mixed ADC bundle	0.822	0.781		SCF/3-digit sack/pallet	0.738	0.701
Machinable non-barcoded letters or flats	5-digit bundle	0.588	0.559	5-digit bundle	ADC sack/pallet	0.998	0.948
	SCF/3-digit bundle	0.741	0.704		Mixed ADC sack/pallet	1.264	1.201
	ADC bundle	0.812	0.771		5-digit/CR sack/pallet	0.427	0.406
	Mixed ADC bundle	0.896	0.851		SCF/3-digit sack/pallet	0.506	0.481
Nonmachinable barcoded flat * **	5-digit bundle	0.914	0.868	SCF/3-digit bundle	ADC sack/pallet	0.656	0.623
	SCF/3-digit bundle	1.040	0.988		Mixed ADC sack/pallet	0.971	0.922
	ADC bundle	1.103	1.048		SCF/3-digit sack/pallet	0.462	0.439
	Mixed ADC bundle	1.251	1.188		ADC sack/pallet	0.622	0.591
Nonmachinable non-barcoded flats and parcels	5-digit bundle	0.914	0.868	ADC bundle	Mixed ADC sack/pallet	0.925	0.879
	SCF/3-digit bundle	1.040	0.988		ADC sack/pallet	0.501	0.476
	ADC bundle	1.103	1.048		Mixed ADC sack/pallet	0.814	0.773
	Mixed ADC bundle	1.251	1.188		MXD ADC bundle	0.264	0.251
All shapes * **	Firm bundle, each	0.232	0.220				
	Saturation CR bundle	0.256	0.243				
	HD CR bundle	0.291	0.276				
	Basic CR bundle	0.322	0.306				
Adjustment per 1% nonadvertising content		0.00112	0.00106				

Tray rates (\$) each, entered at ...		Out. Cty, Sci/Agr.	N/P; C'm Ltd. Circ.	Sack rates (\$) each, entered at ...		Out. Cty, Sci/Agr.	N/P; C'm Ltd. Circ.	Pallet rates (\$) each, entered at...		Out. Cty, Sci/Agr.	N/P; C'm Ltd. Circ.
5-digit/CR tray	Origin	4.687	4.453	5-digit/CR sack	Origin	5.220	4.959	CR pallet	Origin	85.792	81.502
	DADC	3.297	3.132		DADC	4.291	4.076		DADC	60.804	57.764
	DSCF	2.313	2.197		DSCF	2.544	2.417		DSCF	33.498	31.823
	DDU	1.515	1.439		DDU	1.702	1.617		DDU	3.062	2.909
SCF/3-digit tray	Origin	3.906	3.711	SCF/3-digit sack	Origin	4.186	3.977	5-digit pallet	Origin	100.692	95.657
	DADC	2.776	2.637		DADC	3.676	3.492		DADC	75.704	71.919
	DSCF	1.423	1.352		DSCF	1.599	1.519		DSCF	48.398	45.978
ADC tray	Origin	4.037	3.835	ADC sack	Origin	4.214	4.003	SCF/3-digit pallet	Origin	79.417	75.446
	DADC	1.489	1.415		DADC	2.121	2.015		DADC	56.763	53.925
MXD ADC tray	Origin	1.680	1.596	MXD ADC sack	Origin	2.253	2.140		DSCF	29.718	28.232
								ADC pallet	Origin	81.949	77.852
								DADC	31.302	29.737	
								MXD ADC pallet	Origin	32.037	30.435

* Discount, for each barcoded or carrier route letter or flat that meets the standards for the Full-Service Intelligent Mail option, per piece, \$0.001.

** Pieces eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option, discount per piece – \$0.001.

USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025 (STATUS QUO)

PACKAGE SERVICES

Bound Printed Matter

Annual destination Entry fee: \$370 (Fee does not apply to Full-Service IMB mailings or to mailers using BPM only for parcels.)
Permit application fee: \$370 (Fee does not apply to mailers using eVS) or using a permit imprint only for BPM parcels.)

Nonpresorted (single-piece)

Parcels¹, irregular parcels, and other pieces

Weight (lbs.)	All Zones
1.0	\$3.95
1.5	4.04
2.0	4.15
2.5	4.33
3.0	4.51
3.5	4.72
4.0	4.90
4.5	5.08
5.0	5.27
6.0	5.64
7.0	6.03
8.0	6.40
9.0	6.79
10.0	7.14
11.0	7.56
12.0	7.91
13.0	8.29
14.0	8.68
15.0	9.06

Flats^{2, 3, 4}

Weight (lbs.)	All Zones
1.0	\$2.55
1.5	2.68
2.0	2.84
2.5	3.00
3.0	3.15
3.5	3.33
4.0	3.52
4.5	3.70
5.0	3.92
6.0	4.13
7.0	4.36
8.0	4.60
9.0	4.85
10.0	5.11
11.0	5.40
12.0	5.69
13.0	6.01
14.0	6.32
15.0	6.69

Presorted

Rate	DDU	DSCF	Origin
Per Piece	\$1.116	\$1.712	\$2.479
+ Per pound	0.072	0.072	0.272

Rate	DDU ⁵	DSCF	Origin
Per Piece	\$0.646	\$1.242	\$2.009
+ Per pound	0.053	0.053	0.053

Carrier Route

Rate	DDU	DSCF	Origin
Per Piece	\$0.923	\$1.519	\$2.286
+ Per pound	0.072	0.072	0.272

Rate	DDU	DSCF	Origin
Per Piece	\$0.453	\$1.049	\$1.816
+ Per pound	0.053	0.053	0.053

¹ Pickup on Demand Service, per stop: \$26.50.

² Discount, for each presorted or carrier route barcoded flat that meets the standards for the full-service Intelligent Mail option, per piece, \$0.001.

³ Pieces eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option, discount per piece – \$0.001.

⁴ Catalog incentive, discount per qualifying piece: \$0.000.

⁵ Not available for pieces weighing one pound or less.

Media Mail ¹

First pound or fraction	\$ 4.47
Each additional pound or fraction, up to 7 lbs.	0.75

Library Mail ¹

First pound or fraction <small>©2025 Mailers Hub</small>	\$ 4.25
Each additional pound or fraction, up to 70 lbs.	0.7125

Alaska Bypass Service
(per 70 pounds or fraction)

\$ 38.91

Overweight Item Charge

(For each item exceeding 70 pounds)

\$ 200.00

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USPS PROPOSED MARKET DOMINANT PRICES PLANNED TO BE EFFECTIVE JULY 13, 2025

SELECTED FEES, SPECIAL SERVICES, and ANCILLARY SERVICES

COD			Address Correction			Business Reply Mail		
To be collected			Manual correction, each			Permit, per year (all categories) *		
\$0.01-50.00		\$ 13.05	FCM/USPS Ground Adv, on-piece			\$ 0.00	Regular, no maintenance fee	
\$50.01-100.00		16.10	Other			0.93	Per-piece charge	
\$100.01-200.00		19.75	Electronic correction, each				Regular, with maintenance fee	
\$200.01-300.00		23.40	FCM/USPS Ground Advantage			0.21	Account maintenance fee, per year	
\$300.01-400.00		27.05	Other			0.47	Per-piece charge	
\$400.01-500.00		30.70	Automated correction, each (letters only)				Qualified BRM, low-volume	
\$500.01-600.00		34.35	Intelligent Mail, full-service			0.00	Account maintenance fee, per year	
\$600.01-700.00		38.00	First two notices for an address				Per-piece charge	
\$700.01-800.00		41.65	First-Class Mail			0.16	Qualified BRM, high-volume	
\$800.01-900.00		45.30	USPS Marketing Mail			0.18	Account maintenance fee, per year	
\$900.01-1,000.00		48.95	Additional notices for an address				Fee, per quarter	
COD Restricted Delivery		8.40	First-Class Mail			0.25	Per-piece charge	
			USPS Marketing Mail			0.42	QBRM, IMBa, per piece	
Certified Mail			Address List Services					
Fee, per piece, in addition to postage			AEC II Service					
w/ Restricted Delivery and/or Adult Sig.	\$ 5.30	13.70	1-100 records resolved, minimum			\$ 56.00		
			Add'l records resolved, per record			0.56		
Insurance			Extended Mail Forwarding					
Regular *			6-month extension			24.50		
\$0.01-50.00	\$ 2.70		12-month extension			36.50		
\$50.01-100.00	3.40		18-month extension			48.50		
Bulk *			Sequencing of Address Cards					
Subtract \$0.80 per piece from the applicable price for Merchandise Coverage.			Each correction			0.67		
Insurance Restricted Delivery			Insertion of blanks			0.00		
* Insurance up to \$5,000 available at fees based on value			COA Information for election boards					
			Per change of address			0.67		
Caller Service			COA Cust. Notification Letter Reprint			90.00		
Semi-annual fee			City/State file (per year)			650.00		
Group 1	\$1,240.00		Delivery Statistics file (per year)			675.00		
Group 2	1,140.00		DMM Labeling Lists			105.00		
Group 3	1,060.00		DPV System (per year)			19,900.00		
Group 4	990.00		Five-Digit ZIP file (per year)			940.00		
Group 5	935.00		Official National Zone Charts (per yr.)			99.00		
Group 6	865.00		Z4 Change (per year)			5,615.00		
Group 7	830.00		99 Percent Accurate Method					
Annual call number reservation fee			Per 1,000 address per year			1.99		
	89.00		Minimum per year			199.00		
Parcel Airlift (PAL)			Registered Mail					
Pieces weighing: up to 2 lbs.			Declared Value * \$ 0.00			\$ 19.70		
	\$ 1.40		0.01-100.00			20.40		
over 2, up to 3 lbs.	2.35		100.00-500.00			23.50		
over 3, up to 4 lbs.	3.15		500.01-1,000.00			26.40		
over 4, up to 30 lbs.	4.15		1,000.01-2,000.00			29.30		
			2,000.01-3,000.00			32.20		
			3,000.01-4,000.00			35.10		
			4,000.01-5,000.00			38.00		
Return Receipts			Registered Mail Restricted Delivery			8.40		
Requested at time of mailing			Registered COD			9.10		
Original signature (hard copy)			* Coverage to \$50 million available at additional cost.					
Copy of signature (electronic)								
2.82								
Bulk Parcel Return Service			Permit Fee					
Per-piece charge			Authorization to use permit imprint (one-time fee)			\$ 370.00		
\$ 4.60								
Certificate of Mailing			Post Office Boxes					
Individual pieces			Box Size					
Original Certificate of Mailing, Form 3817, individual article presented at retail								
\$ 2.40								
Three or more pcs individually listed on Form 3665-Firm or USPS-approved customer provided manifest (per piece listed)								
0.70								
Each add'l copy of original Cert. of Mailing, or original mailing receipt (Form 3877) for Registered Mail, insured mail, Certified Mail, and COD mail (each copy)								
2.40								
Quantity of pieces								
Up to 1,000 identical-weight pieces (one Form 3606 for total number)								
13.50								
Each add'l 1,000 identical-wt pcs/fraction								
1.70								
Each add'l copy of the original Form 3606								
2.40								