



Mailers Hub

*Bringing Commercial Mailing,
Resources, and Solutions Together*

Mailers Hub is the only national organization exclusively serving commercial mail producers, including printers who mail and mailers who print, as well as in-house mail operations and advisors to the trade.

Our sole purpose is to provide information, training, and support on mailing, postal, and related issues to all companies, regardless of the class or category of hard copy mail they produce.

For more information, please visit us at MailersHub.com or contact us at info@mailershub.com or 703-831-3151.

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USPS Outlook: Future Rate Increases

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October 16, 2025



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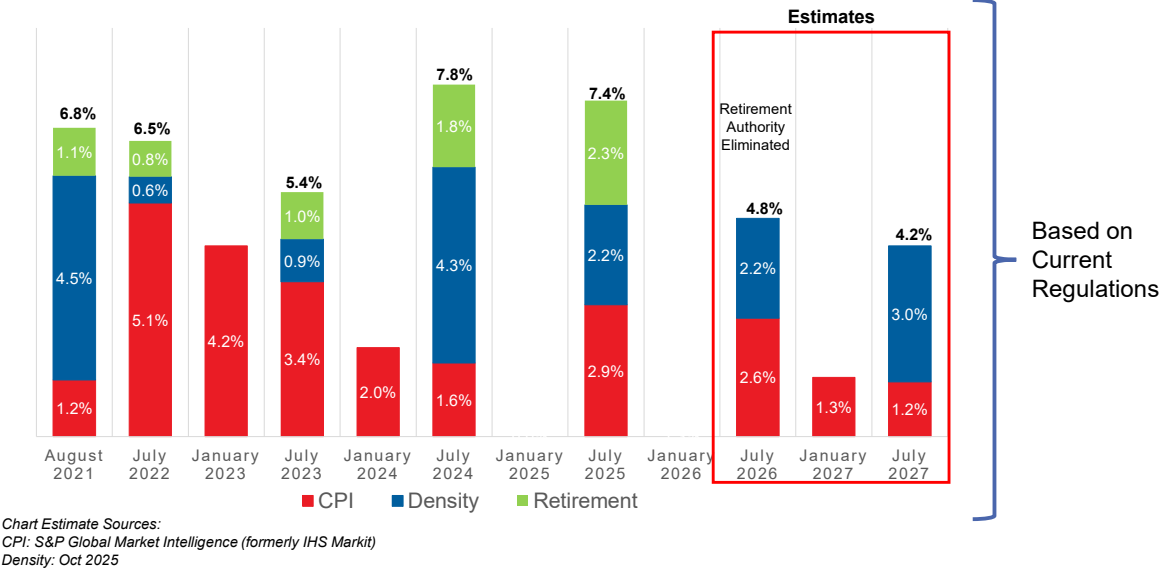
No Market Dominant Price Change in January 2026

- No price change (rate case) for January 2026
- Postal Service continues to balance controlling costs and delivering affordable product offerings
- IT release still scheduled, but does not include changes that impact Market Dominant prices

Agenda:

- Estimated Future Rate Authorities
- January 2026 Market Dominant Price and Product Changes

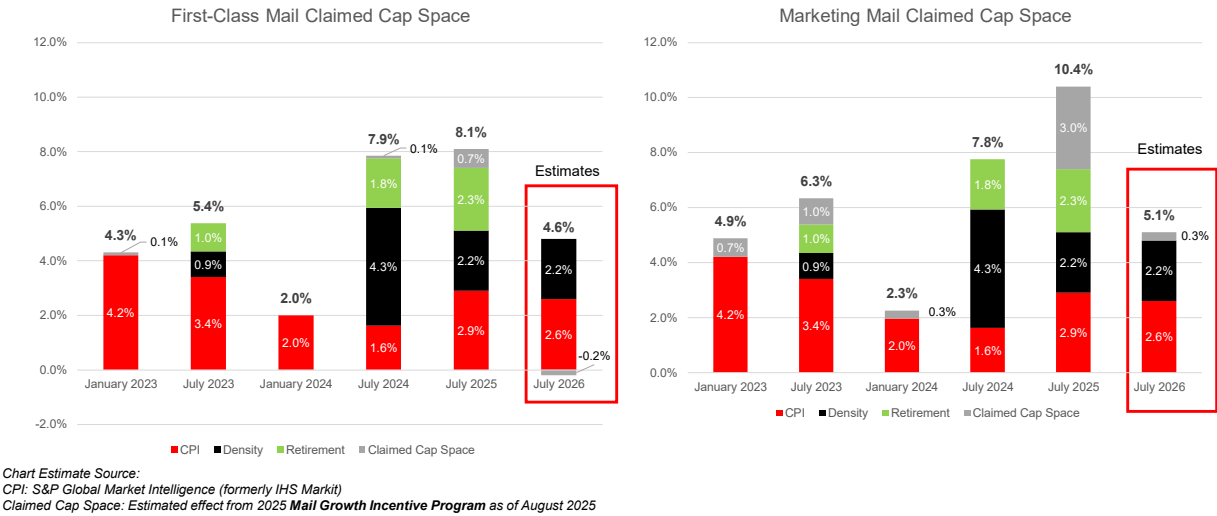
Future Rate Authority Estimates With Current Regulations



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Effective Cap Space History and Forward Guidance



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2026 Structural Changes

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January 2026 Changes

Mail Growth Incentive Customer Experience and Management Improvements: Changes to improve customer experience and program management.

Postage Statement Expansion: Expand postage statements to include detail-level information for each incentive, promotion, discount type.

Labeling List Updates: Modify to shape-based structure.

Customized Pricing for Parcel Select DRPDC: Elimination of DNDC rates and replace with DRPDC rates (NSA only).

Airmail M-Bag and International Priority Airmail (IPA) M-Bag Country Discontinuance: Postal Service is required to discontinue countries that no longer accept inbound M-bags

International Surface Air Lift (ISAL) Elimination: Eliminate due to duplication with IPA product

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July 2026 Structural Changes (PRC Approved)

- Collapse AADC, ADC and 3-Digit Prices:** Eliminate First-Class Mail, Marketing Mail, and Periodicals rate duplication and align nomenclature by consolidating existing AADC/ADC/3-Digit prices into single “3-Digit” SCF/LPC presortation prices.

Align “Mixed” price Nomenclature: Align First-Class Mail, Marketing Mail, and Periodicals Mixed price nomenclature to replace “Mixed ADC” or “Mixed AADC” or “Mixed NDC” labels with “Mixed”.

Eliminate Marketing Mail Parcel NDC Prices: Eliminate Commercial and Nonprofit Marketing Mail Parcel NDC prices. With the completion of the NDC unwind initiative, there is no value to presorting mail for NDC facilities.
- Periodicals Simplification:** Restructure Outside County Periodicals prices to more closely align with the Marketing Mail structure and simplify postage calculation. This includes the elimination of bundle rates and container rates and the introduction of SCF pallet and delivery sort container discounts.

Expand Marketing Mail Weight Limits: Extend existing 16oz weight limit for Flats to 20oz, Carrier Route to 24oz, and 15lbs for Heavy Printed Matter Parcels to accommodate the migration of non-fulfillment mail from Bound Printed Matter.



July 2026 Structural Changes (Require PRC Approval)

- 2027 Mailing Promotions:** Discount program currently in development.
- Introduce Zone-Based Pricing:** Introduce a zone-based price structure for Marketing Mail and Periodicals Origin-entered mail. The 4 zone-based prices will better reflect the transportation cost and value of service provided. Mixed mail will remain un-zoned.
- Add Heavy Printed Matter Parcels:** Add price structure to Marketing Mail Parcels for Heavy Printed Matter to accommodate the migration of non-fulfillment Bound Printed Matter. These rates align with the existing Bound Printed Matter rate structure, with the addition of zones for presorted and carrier route origin-entered pieces.
- Add Nonpresorted Flats:** Add 16oz and 20oz Nonpresorted prices to Marketing Mail Flats to accommodate the migration of Bound Printed Matter Flats.



Zone-Based Pricing Example

- The Postal Service will develop a Zone Matrix File that will be available to mailers prior to implementation
- Prices are determined by the USPS Governors and are subject to any applicable workshare regulations
- The price differences (i.e. discounts) may not be the same between each zone

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Zone Skipping

- **Zone skipping:** Mailer transports and enters mail closer to destination, thus accessing a lower zone-based price, rather than transporting and entering mail at nearby origin/permit facility
- There will be an entry list of facilities where Zone-skipped mail can be entered. This list will be available to mailers prior to implementation
 - Otherwise, origin mail can be entered at mailer's origin/permit facility
- Zone skipping will be authorized for all origin pallet types except mixed working pallets of flats. Acceptable pallets include:
 - Letters: 5D pallets, SCF pallets, MXD pallets
 - Flats: 5D pallets, SCF pallets
 - Parcels: 5D pallets, SCF pallets, MXD pallets

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