

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

TRANSFERRING COMMERCIAL STANDARD MAIL  
PARCELS TO THE COMPETITIVE PRODUCT LIST

Docket No. MC2010-36

**REQUEST OF THE UNITED STATES POSTAL SERVICE  
TO TRANSFER COMMERCIAL STANDARD MAIL PARCELS  
TO THE COMPETITIVE PRODUCT LIST**

In accordance with 39 U.S.C. § 3642 and 39 C.F.R. § 3020.30 *et seq.*, the United States Postal Service hereby requests the transfer of commercial Standard Mail Fulfillment Parcels from the market dominant product list to the competitive product list.<sup>1</sup> Upon the transfer, commercial Standard Mail Fulfillment Parcels would become a “Lightweight” subcategory of Parcel Select. As required by 39 C.F.R. § 3.4(f), the Governors authorized this Request on August 4, 2010; a copy of the Governors’ resolution is included at Attachment A. Attachment B contains a Statement of Supporting Justification, which demonstrates that the Request fulfills the criteria set forth in Section 3642 for transferring products between the market dominant and competitive product lists. The proposed Mail Classification Schedule appears at

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<sup>1</sup> To avoid confusion between the Mail Classification Schedule (MCS) changes proposed in this Request and those proposed in Docket No. R2010-4 (Rate Adjustment Due to Extraordinary of Exceptional Circumstances), this Request is structured based on the assumption that the MCS changes proposed in Docket No. R2010-4 will have been approved prior to consideration of this Request. Therefore, the term “Standard Mail Fulfillment Parcels” is used in this Request as it is defined in the draft MCS filed in Docket No. R2010-4. See Exigent Request of the United States Postal Service, Docket No. R2010-4 (July 6, 2010), at Attachment A. As noted, this Request is limited to the commercial portion of Standard Mail Fulfillment Parcels; the Postal Service does not seek to transfer nonprofit Standard Mail Fulfillment Parcels.

Attachment C. As required by 39 U.S.C. § 3642(d)(1), a notice describing the Request is being published in the Federal Register.

In fiscal year 2009, the four currently existing Standard Mail parcel categories – commercial Standard Mail Parcels, nonprofit Standard Mail Parcels, commercial Standard Mail Not Flat Machinables (NFMs), and nonprofit Standard Mail NFMs – collectively had a cost coverage of 75.23 percent.<sup>2</sup> The Postal Service has recently forecast that these four product categories will have a collective cost coverage of 77.7 percent in fiscal year 2011.<sup>3</sup> In Docket No. R2010-4, the Postal Service has requested a 23.3 percent average exigent rate increase for the four product categories;<sup>4</sup> if implemented, this rate increase is forecast to bring them to 101.1 percent cost coverage on an annualized basis in 2011.<sup>5</sup> Further, given the somewhat confusing distinction between parcels and NFMs, the Postal Service has also sought in Docket No. R2010-4 to segment its parcel offerings into two main categories – “Marketing Parcels” and “Fulfillment Parcels.” Commercial and nonprofit Standard Mail NFMs would become Standard Mail Marketing Parcels, while commercial and nonprofit Standard Mail Parcels

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<sup>2</sup> See Fiscal Year 2009 Public Cost and Revenue Analysis Report, Docket No. ACR2009 (December 29, 2009).

<sup>3</sup> See Statement of Stephen J. Masse on behalf of the United States Postal Service, Docket No. R2010-4 (July 6, 2010), at Attachment 10.

<sup>4</sup> See Statement of James M. Kiefer on Behalf of the United States Postal Service, Docket No. R2010-4 (July 6, 2010).

<sup>5</sup> See Statement of Stephen J. Masse on Behalf of the United States Postal Service, Docket No. R2010-4, at Attachment 12.

would become Standard Mail Fulfillment Parcels.<sup>6</sup> The above exigent rate increase and classification change requests facilitate the transfer at issue in the instant Request.

To summarize what appears in the attached Statement of Supporting Justification, the current structure of the Postal Service's parcel products is misaligned with the reality of the parcel shipping marketplace. The Postal Service currently classifies parcels weighing under pound as market dominant products and parcels weighing one pound and over as competitive products. In contrast, outside of the Postal Service, parcel shipping is a seamless marketplace. The Postal Service's competitors make no significant distinctions in their parcel offerings based on weight. Commercial services that inform shippers of the various parcel shipping options available from the Postal Service and its competitors make no such distinctions either. Therefore, the proposed transfer will recognize commercial Standard Mail Fulfillment Parcels for what they are in the parcel shipping marketplace – a competitive product. Further, the proposed transfer will allow the Postal Service to provide comprehensive shipping solutions to its customers, including through contracts that cover all parcels regardless of weight. As described in the Statement of Supporting Justification, the proposed transfer fulfills all of the criteria set forth in 39 C.F.R. § 3020.32.

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<sup>6</sup> Because of Marketing Parcels' addressing standards, some customers who currently use commercial Standard Mail NFM's for fulfillment purposes will be unable to use Marketing Parcels; they will instead have to use commercial Standard Mail Fulfillment Parcels.

Respectfully submitted,

UNITED STATES POSTAL SERVICE

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**RESOLUTION OF THE GOVERNORS  
OF THE  
UNITED STATES POSTAL SERVICE**

**Resolution No. 10-4**

**Product Transfer to  
Competitive Product List**

**RESOLVED:**

Pursuant to section 3642 of title 39, United States Code, the Postal Service shall file a request with the Postal Regulatory Commission to transfer Standard Mail Parcels from the market dominant product list to the competitive product list.

Postal management is directed to provide the required public notice and to file with the Postal Regulatory Commission the transfer request and supporting documents, in accordance with Part 3020 of Title 39, Code of Federal Regulations.

The foregoing Resolution was adopted by the Governors on August 4, 2010.

  
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Julie S. Moore  
Secretary, Board of Governors

## Statement of Supporting Justification

I, Marc D. McCrery, Manager of Specialty Shipping, sponsor the Postal Service's Request that the Postal Regulatory Commission transfer commercial Standard Mail Fulfillment Parcels to the list of competitive products as a Lightweight subcategory of Parcel Select.<sup>1</sup> This statement supports the Request by providing the information required by each applicable subsection of 39 C.F.R. § 3020.32, as indicated below. I attest to the accuracy of the information contained herein.

(a) *Demonstrate why the change is in accordance with the policies and the applicable criteria of chapter 36 of title 39 of the United States Code.*

As demonstrated below in subsections (b) through (i), the change complies with the applicable statutory provisions.

(b) *Explain why, as to market dominant products, the change is not inconsistent with each requirement of 39 U.S.C. 3622(d), and that it advances the objectives of 39 U.S.C. 3622(b), taking into account the factors of 39 U.S.C. 3622(c).*

As the Request is for a transfer to the competitive product list, this subsection is not applicable.

(c) *Explain why, as to competitive products, the addition, deletion, or transfer will not result in the violation of any of the standards of 39 U.S.C. 3633.*

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<sup>1</sup> Upon transfer, the product will be titled Lightweight Parcel Select. This Statement generally uses the term "commercial Standard Mail Fulfillment Parcels" to refer to this mail category both before and after the transfer.

Section 3633 sets forth three standards for competitive products. Subsection (a)(1) prohibits the subsidization of competitive products by market-dominant products. Subsection (a)(2) requires that each competitive product covers its attributable costs. And subsection (a)(3) requires that all competitive products collectively cover an appropriate share of Postal Service institutional costs, which the Commission has determined to be 5.5 percent.

In fiscal year 2009, commercial Standard Mail Fulfillment Parcels and the other Standard Mail parcel categories had a collective cost coverage of 75.23 percent. The 23.3 percent rate increase requested for Standard Mail parcel categories in Docket No. R2010-4 would, if approved, bring commercial Standard Mail Fulfillment Parcels and the other Standard Mail parcel categories to just above 100 percent cost coverage.<sup>2</sup> Because the present Request proposes that commercial Standard Mail Fulfillment Parcels become a Lightweight subcategory of Parcel Select, and because Parcel Select had a cost coverage of slightly over 115 percent in fiscal year 2009, it is unlikely that the new combined Parcel Select product category would fall below full attributable cost coverage even if commercial Standard Mail Fulfillment Parcels has a residual cost coverage shortfall. Therefore, if the rate increases requested in Docket No. R2010-4 are approved, the redefined Parcel Select should satisfy subsections (a)(1) and (2) of Section 3633.

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<sup>2</sup> See Statement of Stephen J. Masse on Behalf of the United States Postal Service, Docket No. R2010-4, at Attachment 12 (showing that, if the rate increases requested in Docket No. R2010-4 are implemented for the full fiscal year 2011, then fiscal year 2011 cost coverage for Standard Mail Not Flat-Machinables and Parcels is forecast to be 101.1 percent).

As to subsection (3) of Section 3633, in originally determining that 5.5 percent of institutional costs would be an appropriate share for competitive products to cover, the Commission considered the then current contributions of the products on the competitive product list. Commercial Standard Mail Fulfillment Parcels were not included in the competitive product list to make that determination. Had commercial Standard Mail Fulfillment Parcels been a component of Parcel Select and thus on the competitive product list at that time, the Commission likely would have determined the appropriate share of institutional costs to be less than 5.5 percent, due to the downward effect of commercial Standard Mail Fulfillment Parcels' contribution. Therefore, if the transfer of commercial Standard Mail Fulfillment Parcels results in a reevaluation of the 5.5 percent figure, the number could be lowered. However, for practical purposes, the Postal Service believes that 5.5 percent can continue to be a suitable share of Postal Service institutional costs for competitive products to cover. The Postal Service is confident that, after the transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list, competitive products will continue to cover 5.5 percent of Postal Service institutional costs. Thus, the transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list should satisfy subsection (a)(3) of Section 3633.

*(d) Verify that the change does not classify as competitive a product over which the Postal Service exercises sufficient market power that it can, without risk of losing a significant level of business to other firms offering similar products: (1) set the price of such product substantially above costs; (2) raise prices significantly; (3) decrease quality; or (4) decrease output.*

The current bifurcation of the Postal Service's parcel products into Standard Mail parcels for parcels weighing under one pound and Parcel Select for parcels weighing one pound and over seems to suggest that there are two different marketplaces for parcels, based on weight. In reality, outside the Postal Service, parcel shipping is a seamless marketplace. The Postal Service's competitors do not make any significant distinctions in their parcel offerings based on weight. For example, UPS's publicly available rate calculator provides the same array of shipping options for parcels regardless of weight (but obviously with different prices based on weight).<sup>3</sup> FedEx's publicly available rate calculator does the same.<sup>4</sup> In addition, commercial services that aggregate the various shipping options available from the Postal Service and its competitors do not distinguish based on weight either (other than for pricing purposes). For example, eBay's Shipping Calculator<sup>5</sup> provides an array of shipping options from the Postal Service and UPS, without any distinction based on weight.<sup>6</sup> It is only the Postal Service, then, that adheres to a categorical distinction among parcels based on weight, resulting in a regulatory distinction that has little meaning in the marketplace. The Postal Service's experience suggests that customers generally prefer to shop for shipping services with their entire shipping needs in mind, not just their shipping needs for parcels of certain weights. Therefore, the Postal Service's current parcel products structure complicates its ability to negotiate with certain customers.

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<sup>3</sup> See <http://wwwapps.ups.com/ctc>. Parcels are termed "packages" by UPS.

<sup>4</sup> See <http://www.fedex.com/ratefinder/home?cc=US>.

<sup>5</sup> See <http://payments.ebay.com/ws/eBayISAPI.dll?EmitSellerShippingCalculator> (requires registration and sign-in as an eBay member).

<sup>6</sup> Because eBay's Shipping Calculator is aimed at individual shippers using retail rates, it does not include the Postal Service's Standard Mail parcel products.

As a practical matter, the Postal Service currently has an overwhelming share of the under one pound parcel shipping marketplace. The table below shows the Postal Service's share of revenue for under one pound parcels during calendar year 2008:

	USPS	Competitors
CY 2008 Share of Revenue for Parcels Under One Pound (Standard Parcels Only)	79.2%	20.8%

Source: Colography Group

The Postal Service's dominance in the under one pound category likely stems from the fact that its prices are significantly lower than those of its competitors. The tables below provide an example of the price differential between the Postal Service and its competitors for under one pound parcels:

**Postal Service Commercial Standard Mail Fulfillment Parcel Rate\***

	Zone 2	3	4	5	6	7	8
1lb	\$2.27	\$2.27	\$2.27	\$2.27	\$2.27	\$2.27	\$2.27

**UPS Standard Ground Rates for Customers Shipping 100+ Parcels / Week\*\***

	Zone 2	3	4	5	6	7	8
Up to 1lb	\$3.50	\$3.67	\$3.76	\$3.95	\$4.17	\$4.22	\$4.30

**FedEx Standard Ground Rates for Customers Shipping 100+ Parcels / Week\*\***

	Zone 2	3	4	5	6	7	8
Up to 1lb	\$3.49	\$3.65	\$3.75	\$3.98	\$4.20	\$4.26	\$4.34

\* Assumes 16 ounce Standard machinable parcel with mixed NDC sort and no drop ship.

\*\* Based on rates that have been made available by UPS and FedEx to eBay sellers who ship 100+ parcels per week. UPS and FedEx's bulk ground rates vary across their customer bases, based on their negotiations with each individual customer.

The prices in the above tables show that the Postal Service's below cost coverage prices are significantly lower than its competitors' prices, ensuring that most of the

market share for under one pound parcels flows to the Postal Service. It is notable that while the Postal Service's prices are significantly below those of UPS and FedEx, UPS and FedEx's prices are very close to each other, showing the competitive nature of the marketplace among carriers that need to have their under one pound parcels cover their costs.<sup>7</sup>

The following table provides the Postal Service and its competitors' share of revenue for all parcels in fiscal year 2009:

	USPS	FedEx	UPS	All Other
FY 2009 Share of Revenue For All Air and Ground Parcels Up To 70 Pounds	18%	29.2%	50.6%	2.2%

Source: Colography Group

This table provides a more realistic view of a parcel shipping marketplace where the Postal Service's products cover their costs.<sup>8</sup> If the Postal Service were to raise prices for commercial Standard Mail Fulfillment Parcels to full cost coverage levels, then the market shares of FedEx and UPS's under one pound parcel products would likely increase. Thus, returning to the first two criteria set forth in 39 C.F.R. § 3020.32(d), it is unlikely that the Postal Service can set the price of commercial Standard Mail Fulfillment Parcels substantially above costs or raise prices significantly without losing a significant level of business to other firms.

<sup>7</sup> This statement presumes that UPS and FedEx do not consider under one pound parcels to be "loss leaders."

<sup>8</sup> The table is based on all parcels up to seventy pounds, including under one pound parcels. However, given the relatively small volume of under one pound parcels compared to one pound and over parcels, the effect of under one pound parcels on the percentages in the table is likely small. In any case, if under one pound parcels were removed from the analysis, the Postal Service's revenue share percentage would decrease.

Similarly, as to the second two criteria set forth in 39 C.F.R. § 3020.32(d), given the increasing competition in the parcel shipping sphere, it is unlikely that the Postal Service can decrease the quality or output of commercial Standard Mail Fulfillment Parcels without risk of losing a significant level of business to other firms. As demonstrated by the UPS, FedEx, and eBay shipping calculators referenced above, technology now allows customers to rate-shop according to a variety of variables, including weight increment, distance, and day of delivery. eBay in particular provides a good example of how technology has evolved over time to provide customers with increasing levels of parcel shipping options. In 2004, the Postal Service introduced the Integrated Shipping Solution on eBay, allowing sellers to calculate and print postage paid USPS shipping labels from their home or business. In 2007, eBay integrated a comparable UPS service, so that eBay shippers who use the eBay platform for their shipping needs can now choose between the Postal Service and UPS. eBay plans to add a similar service from FedEx in 2011, so that shippers using the eBay platform will be able to choose from all three major carriers. The trend of increasing the number of shipping options available to customers is not limited to eBay; companies like Amazon, Wal-Mart, Target and Best Buy have also been offering shipping through multiple carriers to customers who purchase products online for years. In this type of competitive environment, the Postal Service cannot decrease the quality of its commercial Standard Mail Fulfillment Parcels without losing business to its competitors.

(e) *Explain whether or not each product that is the subject of the request is covered by the postal monopoly as reserved to the Postal Service under 18 U.S.C. 1696 subject to the exceptions set forth in 39 U.S.C. 601.*

The contents of commercial Standard Mail Fulfillment Parcels will be outside the scope of the letter monopoly, or for any letters contained in such parcels, within the scope of the exceptions or suspensions to the Private Express Statutes. Consistent with the content eligibility requirements of the Parcel Select product, commercial Standard Mail Fulfillment Parcels cannot contain items required to be sent as First-Class Mail, such as bills, statements of account, mail containing personal information, and handwritten or typewritten material. See Domestic Mail Manual § 433.2.0; Mail Classification Schedule § 2115.1. Consequently, many types of items classified as “letters” under the Private Express Statutes are not eligible to be sent in commercial Standard Mail Fulfillment Parcels. Rather, commercial Standard Mail Fulfillment Parcels are expected to contain merchandise, which is not subject to the Private Express Statutes. See 39 C.F.R § 310.1 (defining a letter). To the extent commercial Standard Mail Fulfillment Parcels contain any types of documents, such documents would be expected to include only invoices, receipts, or incidental advertising. With respect to any invoices or receipts accompanying merchandise in a commercial Standard Mail Fulfillment Parcel, the exception for cargo in 39 C.F.R. § 310.3(a) permits the inclusion of such matter because it both accompanies and relates “in all substantial respects to some part of the cargo or to the ordering, shipping or delivering of the cargo.” Incidental, non-addressed, non-personalized advertising enclosed in a commercial Standard Mail Fulfillment Parcel would also be within the scope of 39 C.F.R § 320.7. This suspension permits the private carriage of advertisements “enclosed with merchandise in parcels” to be carried privately, as long as the advertisements (i) are not marked with the names or addresses of intended recipients, and (ii) are incidental to the

shipment of merchandise or periodicals. The Postal Service also intends, upon the transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list, to promulgate, as needed, mailing standards in the Domestic Mail Manual to the effect that no type of item classified as a letter in 39 C.F.R § 310.1 may be enclosed in or attached to any Lightweight Parcel Select parcel unless it fits within the scope of exceptions or suspensions to the Private Express Statutes in 39 C.F.R Parts 310 or 320. In sum, commercial Standard Mail Fulfillment Parcels will not contain letters other than those within the scope of the exceptions or suspensions to the Private Express Statutes.

*(f) Provide a description of the availability and nature of enterprises in the private sector engaged in the delivery of the product.*

The primary competitors to commercial Standard Mail Fulfillment Parcels are the ground shipping services offered by UPS and FedEx. UPS's primary business is the transportation of parcels. UPS's prices vary based on the weight of a parcel, the parcel's destination, and the desired date of delivery. UPS's main competitor service to commercial Standard Mail Fulfillment Parcels is its UPS Ground service. FedEx has several lines of business; its FedEx Ground service is a direct competitor to the Postal Service's parcel products. Similar to UPS, FedEx's prices vary based on weight, dimensions, destination, and desired date of delivery. UPS and FedEx have the flexibility to price their parcel products as necessary to maximize profitability.

In addition to the marketplace characteristics described under subsection (d) above, two other facts about the marketplace are notable. First, because prices for commercial Standard Mail Fulfillment Parcels are below full cost coverage levels, these

prices are likely having a distortionary effect on the competitive marketplace, causing parcel business that would otherwise have gone to UPS and FedEx to go instead to the Postal Service. The Postal Service has itself experienced this distortionary effect, when in the past it has attempted to structure profitable contracts with large shippers for lightweight parcels but failed because its efforts were undercut by its own Standard Mail parcel prices. Once commercial Standard Mail Fulfillment Parcels are shifted to the competitive product list, any distortionary effect of the current pricing structure should be ameliorated.

Second, due to the Postal Service's low prices for commercial Standard Mail Fulfillment Parcels, UPS and FedEx have found it profitable to offer products that combine their own processing and transportation functions with last mile service through the Postal Service's Standard Mail Parcels. In effect, then, the Postal Service is losing full network First-Class Mail package volume while getting a portion of it back as last mile delivery volume with only a fraction of the revenue it would have received otherwise.<sup>9</sup> While this arrangement has increased the Postal Service's last mile delivery volume, in seeking to transfer commercial Standard Mail Fulfillment Parcels to the competitive product list, the Postal Service is motivated to establish a structure in which it competes for both last mile and end-to-end service.

*(g) Provide any information available on the views of those who use the product on the appropriateness of the proposed modification.*

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<sup>9</sup> See, e.g., Alan Robinson, "Why the Postal Service Matters: FedEx Needs It" (March 19, 2010), at <http://courierexpressandpostal.blogspot.com/2010/03/why-postal-service-matters-fedex-needs.html> (describing how "FedEx's Ground delivery service has increasingly relied on the Postal Service to deliver parcels" and breaking down the respective portions of the revenue from such parcels received by the Postal Service and retained by FedEx).

Based on its contact with customers, the Postal Service believes that customers' main concern regarding the transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list is that the transfer will lead to a price increase. However, given the cost coverage gap noted earlier, prices for commercial Standard Mail Parcels need to increase even absent a transfer to the competitive product list. The Postal Service has sought an increase for commercial Standard Mail Fulfillment Parcels in Docket No. R2010-4; if the instant Request is approved prior to the request in Docket No. R2010-4, then the Postal Service will need to increase prices for commercial Standard Mail Fulfillment Parcels upon transfer in order to ensure compliance with Section 3633.

At least one large customer has informally expressed support for a transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list because such a transfer would open up the possibility of the Postal Service entering into contract pricing for the product. The Postal Service believes that the ability to offer comprehensive solutions to shipping needs will prove beneficial to other customers as well. Currently, because of the segmented structure of the Postal Service's parcel offerings, customers cannot enter into contracts for complete shipping solutions.

*(h) Provide a description of the likely impact of the proposed modification on small business concerns.*

The transfer of commercial Standard Mail Fulfillment Parcels to the competitive product list is unlikely to result in any disproportionate impact on small business concerns. As with larger customers, small business customers will likely be concerned with the potential for price increases for commercial Standard Mail Fulfillment Parcels,

but as noted above, prices need to increase even absent the proposed transfer. In regard to the effect of the proposed transfer on small business shipping providers, the Postal Service is not aware of any small businesses that offer products that compete with commercial Standard Mail Fulfillment Parcels.

*(i) Include such information and data, and such statements of reasons and bases, as are necessary and appropriate to fully inform the Commission of the nature, scope, significance, and impact of the proposed modification.*

As stated above, the Postal Service believes that there is no real legal or business rationale for the seemingly arbitrary segmentation of its parcel offerings into market dominant products for parcels weighing under one pound and competitive products for parcels weighing one pound and over. Parcels are parcels, regardless of weight, and parcel shipping is a seamless marketplace outside of the Postal Service. The current classification of commercial Standard Mail Fulfillment Parcels on the market dominant product list is largely an artifact of the product's history. Therefore, shifting commercial Standard Mail Fulfillment Parcels to the competitive product list as a Lightweight subcategory of Parcel Select would create a more logical structure for the Postal Service's parcel offerings. The transfer will also allow the Postal Service to create mutually beneficial comprehensive solutions for its customers' shipping needs.

**DRAFT  
MAIL CLASSIFICATION  
SCHEDULE (MCS)  
LANGUAGE**

**DATE: AUGUST 16, 2010**

Note: The attached draft MCS language is based upon the Postal Service's most recent proposed MCS changes filed in Docket No. R2010-4 on July 6, 2010.

To simplify the formatting of the additions (underlined) and deletions (strikethrough) in this draft, all proposed changes from the Docket No. R2010-4 language have been incorporated herein, as if they have already been approved by the Commission.

**1200 Standard Mail (Commercial and Nonprofit)**

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**1230 Parcels**

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**1230.1 Size and Weight Limitations***Marketing Parcels*

	<b>Length</b>	<b>Height</b>	<b>Thickness</b>	<b>Weight</b>
Minimum <sup>1</sup>	none	none	0.009 inch	None
Maximum	12 inches	9 inches	2 inches	<16 ounces

**Notes**

1. Pieces less than 3 ½ inches high or 5 inches long must be over 0.25 inch thick.

*Fulfillment Parcels*

	<b>Length</b>	<b>Height</b>	<b>Thickness</b>	<b>Weight</b>
Minimum	large enough to accommodate postage, address, and other required elements on the address side			None
Maximum	108 inches in combined length and girth			<16 ounces

**1230.2 Minimum Volume Requirements**

	<b>Minimum Volume Requirements</b>
Parcels	200 pieces or 50 pounds per mailing

## 1230.3 Price Categories

The following price categories are available for the product specified in this section:

- Regular Marketing Parcels
  - 5-Digit  
DDU, DSCF, and DNDC entry levels.  
Commercial and Nonprofit eligible.
  - SCF  
DSCF and DNDC entry levels  
Commercial and Nonprofit eligible.
  - NDC  
DNDC and Origin entry levels  
Commercial and Nonprofit eligible.
  - Mixed NDC  
Origin entry levels  
Commercial and Nonprofit eligible.
  
- Machinable Fulfillment Parcels
  - 5-Digit  
DDU, DSCF, and DNDC entry levels  
Commercial and Nonprofit eligible
  - NDC  
DNDC and Origin entry levels  
Commercial and Nonprofit eligible
  - Mixed NDC  
Origin entry level  
Commercial and Nonprofit eligible
  
- Irregular Fulfillment Parcels (Do not meet the machinability requirements for machinable parcels.)
  - 5-Digit  
DDU, DSCF, and DNDC entry levels  
Commercial and Nonprofit eligible
  - SCF  
DSCF and DNDC entry levels  
Commercial and Nonprofit eligible
  - NDC  
DNDC and Origin entry levels  
Commercial and Nonprofit eligible
  - Mixed NDC  
Origin entry levels  
Commercial and Nonprofit eligible
  
- Move Update Assessment Charge
  
- Move Update Noncompliance Charge

## 1230.5 Prices

*Regular Marketing Parcels (3.3 ounces or less)*

Entry Point	Commercial				Nonprofit			
	5-Digit	SCF	NDC	Mixed NDC	5-Digit	SCF	NDC	Mixed NDC (\$)
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	
Origin	n/a	n/a	1.158	2.078	n/a	n/a	1.017	1.863
DNDC	0.676	0.749	1.115	n/a	0.562	0.635	0.975	n/a
DSCF	0.598	0.671	n/a	n/a	0.484	0.557	n/a	n/a
DDU	0.546	n/a	n/a	n/a	0.432	n/a	n/a	n/a

*Regular Marketing Parcels (greater than 3.3 ounces)*

Charges are computed by multiplying the number of pieces in the mailing by the applicable per piece price, multiplying the number of pounds of the mailing by the applicable per pound price, and adding both totals.

## a. Per Piece

	Commercial				Nonprofit			
	5-Digit	SCF	NDC	Mixed NDC	5-Digit	SCF	NDC	Mixed NDC (\$)
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	
Per Piece	0.471	0.544	0.910	1.830	0.371	0.444	0.784	1.630

## b. Per Pound

Entry Point	Commercial				Nonprofit			
	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	n/a	1.200	1.200	n/a	n/a	1.132	1.132
DNDC	0.992	0.992	0.992	n/a	0.924	0.924	0.924	n/a
DSCF	0.617	0.617	n/a	n/a	0.549	0.549	n/a	n/a
DDU	0.366	n/a	n/a	n/a	0.298	n/a	n/a	n/a

*Machinable Fulfillment Parcels (greater than 3.3 ounces)*

Charges are computed by multiplying the number of pieces in the mailing by the applicable per piece price, multiplying the number of pounds of the mailing by the applicable per pound price, and adding both totals.

## a. Per Piece

	Commercial			Nonprofit		
	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)
Per Piece	0.577	0.941	1.289	0.397	0.806	1.199

## b. Per Pound

Entry Point	Commercial			Nonprofit		
	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	1.227	1.227	n/a	1.138	1.138
DNDC	1.019	1.019	n/a	0.930	0.930	n/a
DSCF	0.644	n/a	n/a	0.555	n/a	n/a
DDU	0.393	n/a	n/a	0.304	n/a	n/a

*Irregular Fulfillment Parcels (3.3 ounces or less)*

Entry Point	Commercial				Nonprofit			
	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	n/a	1.592	2.300	n/a	n/a	1.394	2.102
DNDC	0.787	1.057	1.549	n/a	0.589	0.859	1.351	n/a
DSCF	0.740	0.980	n/a	n/a	0.511	0.781	n/a	n/a
DDU	0.658	n/a	n/a	n/a	0.460	n/a	n/a	n/a

*Irregular Fulfillment Parcels (greater than 3.3 ounces)*

Charges are computed by multiplying the number of pieces in the mailing by the applicable per piece price, multiplying the number of pounds of the mailing by the applicable per pound price, and adding both totals.

## a. Per Piece

	Commercial				Nonprofit			
	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Per Piece	0.577	0.847	1.339	2.047	0.397	0.667	1.159	1.867

## b. Per Pound

Entry Point	Commercial				Nonprofit			
	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	n/a	1.227	1.227	n/a	n/a	1.138	1.138
DNDC	1.019	1.019	1.019	n/a	0.930	0.930	0.930	n/a
DSCF	0.644	0.644	n/a	n/a	0.555	0.555	n/a	n/a
DDU	0.393	n/a	n/a	n/a	0.304	n/a	n/a	n/a

*Move Update Assessment Charge*

Add \$0.07 per assessed piece, for mailings with less than 7075 percent of mailpieces passing a Performance Based Verification at acceptance and which cannot demonstrate compliance with Move Update requirements.

*Move Update Noncompliance Charge*

Add \$0.07 per piece in a mailing that does not comply with the Move Update standards

*Forwarding-and-Return Service*

Pieces requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail price or Priority Mail price for the piece plus the price multiplied by a factor of 2.472.

*Non-barcoded Parcels Surcharge*

For non-barcoded Parcels, add \$0.07 per piece. The surcharge does not apply to pieces sorted to 5-digit ZIP Codes.

**PART B      COMPETITIVE PRODUCTS**

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## 2100 DOMESTIC PRODUCTS

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## 2115 Parcel Select

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## 2115.2          Size and Weight Limitations

Parcel Select

	<b>Length</b>	<b>Height</b>	<b>Thickness</b>	<b>Weight</b>
Minimum	Large enough to accommodate postage, address, and other required elements on the address side			None
Maximum	130 inches in combined length and girth			70 pounds

Lightweight

	<b><u>Length</u></b>	<b><u>Height</u></b>	<b><u>Thickness</u></b>	<b><u>Weight</u></b>
<u>Minimum</u>	<u>Large enough to accommodate postage, address, and other required elements on the address side</u>			<u>None</u>
<u>Maximum</u>	<u>108 inches in combined length and girth</u>			<u>&lt; 16 ounces</u>

## 2115.3          Minimum Volume Requirements

	<b>Minimum Volume Requirements</b>
Barcoded Nonpresort with PC Postage	None
Barcoded Nonpresort – All Other Postage Payment Methods	50 pieces per mailing
<u>Lightweight</u>	<u>200 pieces</u> <u>or</u> <u>50 pounds per mailing</u>
All Other Parcel Select	50 pieces per mailing

2115.4

## Price Categories

- Destination Entered
  - DDU – Entered at a designated destination delivery unit, or other equivalent facility.
    - Balloon Rate
    - Oversized
    - Loyalty Incentives – Rebates are available on qualified DDU volume to shippers who pay certain minimum levels of total Parcel Select postage and who exceed their previous year's total Parcel Select volume. (Expires May 31, 2010.)
    - Growth Incentives – Rebates are available on qualified incremental DDU volume to shippers who qualify for loyalty incentives, and who maintain certain levels of Parcel Select volume growth rates. (Expires May 31, 2010.)
  - DSCF – Entered at a designated destination processing and distribution center or facility, or other equivalent facility.
    - Machinable
      - ◇ 5-Digit
    - Nonmachinable
      - ◇ 5-Digit
      - ◇ 3-Digit
    - Balloon Rate
    - Oversized
  - DBMC – Entered at a designated destination bulk mail center, auxiliary service facility, or other equivalent facility.
    - Machinable
    - Nonmachinable
    - Balloon Rate
    - Oversized
- Non-Destination Entered
  - OBMC Presort – Entered at the origin bulk mail center.
    - Machinable Barcoded
    - Machinable Nonbarcoded and Nonmachinable
    - Balloon Rate
    - Oversized
  - BMC Presort – Entered at a designated facility.
    - Machinable Barcoded
    - Machinable Nonbarcoded and Nonmachinable
    - Balloon Rate
    - Oversized
  - Barcoded Nonpresort
    - Machinable
    - Balloon Rate
- Machinable Lightweight
  - 5-Digit  
DDU, DSCF, and DNDC entry levels  
Commercial eligible

- NDC  
DNDC and Origin entry levels  
Commercial eligible
- Mixed NDC  
Origin entry level  
Commercial eligible
- Irregular Lightweight (Do not meet the machinability requirements for machinable parcels.)
  - 5-Digit  
DDU, DSCF, and DNDC entry levels  
Commercial eligible
  - SCF  
DSCF and DNDC entry levels  
Commercial eligible
  - NDC  
DNDC and Origin entry levels  
Commercial eligible
  - Mixed NDC  
Origin entry levels  
Commercial eligible

#### 2115.5 Optional Features

The following additional postal services may be available in conjunction with the product specified in this section:

- Pickup On Demand
- Ancillary Services (1505)
  - Address Correction Service (1505.1)
  - Certificate of Mailing (1505.6)
  - Collect On Delivery (1505.7)
  - Delivery Confirmation (1505.8)
  - Insurance (1505.9)
  - Return Receipt (1505.13)
  - Return Receipt for Merchandise (1505.14)
  - Restricted Delivery (1505.15)
  - Signature Confirmation (1505.17)
  - Special Handling (1505.18)

2115.6

Prices

*Destination Entered*

a. DDU and DSCF Entered

<b>Weight Not Over (pounds)</b>	<b>DDU (\$)</b>	<b>DSCF 5-Digit (\$)</b>	<b>DSCF 3-Digit Nonmachinable (\$)</b>
1	1.60	2.31	3.19
2	1.67	2.56	3.44
3	1.75	2.81	3.69
4	1.81	3.03	3.91
5	1.87	3.22	4.10
6	1.93	3.42	4.30
7	2.00	3.62	4.50
8	2.04	3.81	4.69
9	2.10	3.98	4.86
10	2.15	4.13	5.01
11	2.20	4.29	5.17
12	2.24	4.43	5.31
13	2.29	4.60	5.48
14	2.33	4.72	5.60
15	2.38	4.89	5.77
16	2.42	5.06	5.94
17	2.47	5.21	6.09
18	2.51	5.35	6.23
19	2.56	5.50	6.38
20	2.60	5.62	6.50
21	2.65	5.77	6.65
22	2.69	5.93	6.81
23	2.74	6.10	6.98
24	2.78	6.25	7.13
25	2.83	6.35	7.23
26	2.87	6.48	7.36
27	2.92	6.68	7.56
28	2.96	6.80	7.68
29	3.01	6.93	7.81
30	3.05	7.05	7.93
31	3.10	7.23	8.11
32	3.14	7.36	8.24
33	3.19	7.49	8.37
34	3.23	7.67	8.55
35	3.28	7.76	8.64

## a. DDU and DSCF Entered (Continued)

<b>Weight Not Over  (pounds)</b>	<b>DDU  (\$)</b>	<b>DSCF 5-Digit  (\$)</b>	<b>DSCF 3-Digit Nonmachinable  (\$)</b>
36	3.32	7.91	8.79
37	3.37	8.06	8.94
38	3.41	8.19	9.07
39	3.46	8.35	9.23
40	3.50	8.45	9.33
41	3.55	8.58	9.46
42	3.59	8.71	9.59
43	3.64	8.83	9.71
44	3.68	8.98	9.86
45	3.73	9.10	9.98
46	3.77	9.26	10.14
47	3.82	9.38	10.26
48	3.86	9.50	10.38
49	3.91	9.64	10.52
50	3.95	9.73	10.61
51	4.00	9.90	10.78
52	4.04	10.00	10.88
53	4.09	10.12	11.00
54	4.13	10.27	11.15
55	4.18	10.46	11.34
56	4.22	10.57	11.45
57	4.27	10.73	11.61
58	4.31	10.89	11.77
59	4.36	11.06	11.94
60	4.40	11.19	12.07
61	4.45	11.27	12.15
62	4.49	11.43	12.31
63	4.54	11.58	12.46
64	4.58	11.76	12.64
65	4.63	11.88	12.76
66	4.67	12.01	12.89
67	4.72	12.16	13.04
68	4.76	12.29	13.17
69	4.81	12.45	13.33
70	4.85	12.60	13.48
Oversized	7.62	17.17	17.17

## b. DBMC Entered – Machinable

<b>Weight Not Over (pounds)</b>	<b>Zones 1 &amp; 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
1	2.93	3.45	3.90	5.00
2	3.29	4.22	5.07	5.93
3	3.67	5.03	6.23	6.94
4	4.01	5.76	7.17	7.81
5	4.31	6.43	7.83	8.62
6	4.64	7.08	8.42	9.38
7	4.94	7.71	8.99	10.13
8	5.22	8.27	9.45	10.77
9	5.48	8.79	9.93	11.34
10	5.75	9.34	11.04	11.93
11	5.99	9.87	11.39	12.34
12	6.24	10.34	11.61	12.60
13	6.48	10.78	11.87	12.90
14	6.71	11.13	12.09	13.10
15	6.92	11.48	12.31	13.32
16	7.18	11.75	12.55	13.61
17	7.40	11.94	12.78	13.79
18	7.60	12.16	12.99	14.02
19	7.83	12.40	13.21	14.24
20	8.00	12.58	13.34	14.37
21	8.24	12.82	13.58	14.61
22	8.46	13.06	13.83	14.82
23	8.70	13.33	14.08	15.06
24	8.92	13.56	14.32	15.25
25	9.09	13.74	14.50	15.41
26	9.29	14.00	14.79	15.61
27	9.55	14.29	15.06	15.84
28	9.72	14.51	15.26	16.03
29	9.92	14.72	15.48	16.26
30	10.11	14.96	15.72	16.51
31	10.36	15.23	16.02	16.84
32	10.55	15.48	16.27	17.07
33	10.76	15.70	16.49	17.32
34	11.00	15.91	16.78	17.62
35	11.12	16.08	16.97	17.80

## c. DBMC Entered – Nonmachinable

<b>Weight Not Over (pounds)</b>	<b>Zones 1 &amp; 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
1	5.29	5.81	6.26	7.36
2	5.65	6.58	7.43	8.29
3	6.03	7.39	8.59	9.30
4	6.37	8.12	9.53	10.17
5	6.67	8.79	10.19	10.98
6	7.00	9.44	10.78	11.74
7	7.30	10.07	11.35	12.49
8	7.58	10.63	11.81	13.13
9	7.84	11.15	12.29	13.70
10	8.11	11.70	13.40	14.29
11	8.35	12.23	13.75	14.70
12	8.60	12.70	13.97	14.96
13	8.84	13.14	14.23	15.26
14	9.07	13.49	14.45	15.46
15	9.28	13.84	14.67	15.68
16	9.54	14.11	14.91	15.97
17	9.76	14.30	15.14	16.15
18	9.96	14.52	15.35	16.38
19	10.19	14.76	15.57	16.60
20	10.36	14.94	15.70	16.73
21	10.60	15.18	15.94	16.97
22	10.82	15.42	16.19	17.18
23	11.06	15.69	16.44	17.42
24	11.28	15.92	16.68	17.61
25	11.45	16.10	16.86	17.77
26	11.65	16.36	17.15	17.97
27	11.91	16.65	17.42	18.20
28	12.08	16.87	17.62	18.39
29	12.28	17.08	17.84	18.62
30	12.47	17.32	18.08	18.87
31	12.72	17.59	18.38	19.20
32	12.91	17.84	18.63	19.43
33	13.12	18.06	18.85	19.68
34	13.36	18.27	19.14	19.98
35	13.48	18.44	19.33	20.16

## c. DBMC Entered – Nonmachinable (Continued)

<b>Weight Not Over (pounds)</b>	<b>Zones 1 &amp; 2</b>	<b>Zone 3</b>	<b>Zone 4</b>	<b>Zone 5</b>
36	13.72	18.65	19.59	20.44
37	13.96	18.87	19.86	20.72
38	14.17	19.10	20.12	21.00
39	14.38	19.33	20.37	21.26
40	14.55	19.52	20.64	21.53
41	14.76	19.79	20.83	21.79
42	14.93	19.94	20.99	22.00
43	15.13	20.14	21.15	22.26
44	15.35	20.40	21.37	22.55
45	15.54	20.58	21.73	22.79
46	15.75	20.85	21.94	23.22
47	15.94	21.04	22.10	23.80
48	16.14	21.30	22.30	24.46
49	16.35	21.55	22.51	25.10
50	16.50	21.68	22.59	25.65
51	16.74	21.89	22.81	26.33
52	16.94	22.19	23.00	27.06
53	17.14	22.39	23.17	27.79
54	17.38	22.58	23.37	28.53
55	17.60	22.77	23.58	28.94
56	17.81	22.96	23.79	29.19
57	18.04	23.09	23.94	29.51
58	18.30	23.34	24.16	29.85
59	18.53	23.50	24.36	30.14
60	18.76	23.64	24.50	30.43
61	18.89	23.79	24.65	30.63
62	19.15	23.99	24.92	30.96
63	19.37	24.15	25.16	31.22
64	19.63	24.34	25.44	31.56
65	19.86	24.51	25.67	31.81
66	20.04	24.72	25.96	32.17
67	20.25	24.85	26.21	32.41
68	20.49	25.05	26.44	32.74
69	20.71	25.20	26.68	32.99
70	20.96	25.41	26.98	33.32
Oversized	26.99	38.10	51.61	53.64

## d. Balloon Rate

Pieces exceeding 84 inches in length and girth combined (but not more than 108 inches) and weighing less than 20 pounds are subject to the otherwise applicable price for a 20-pound parcel.

## e. Oversized Price

Regardless of weight, any piece that measures more than 108 inches (but not more than 130 inches) in combined length plus girth must pay the oversized price.

## f. Loyalty Incentives (Expires May 31, 2010.)

Annual total Parcel Select postage	\$5M	\$25M	\$50M	\$100M	\$300M	\$500M
Rebate on qualified DDU volume	0.25%	0.50%	0.75%	1.00%	1.25%	1.50%

## g. Growth Incentives (Expires May 31, 2010.)

Total Parcel Select postage to qualify	\$5M	\$25M	\$50M	\$100M	\$300M	\$500M
Total Parcel Select annual growth rate	Rebate on qualified incremental DDU volume					
>10%	2%	4%	6%	8%	10%	10%
>20%	4%	6%	8%	10%	12%	12%
>30%	6%	8%	10%	12%	14%	14%

## Non-Destination Entered

## a. OBMC Presort Machinable Barcoded

Weight Not Over (Pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
1	3.72	3.72	3.72	3.72	3.72	3.72	3.72
2	3.72	3.97	4.52	5.84	6.15	6.44	6.91
3	4.27	5.02	5.87	7.00	7.67	8.09	8.74
4	4.87	5.87	6.76	8.02	8.87	9.48	10.39
5	5.62	6.92	7.84	8.87	9.60	10.19	11.16
6	6.32	8.02	8.76	9.76	10.27	10.84	11.85
7	7.07	8.82	9.31	10.62	11.18	11.83	12.97
8	7.38	9.16	9.68	10.99	11.78	12.56	13.85
9	7.69	9.51	10.06	11.37	12.38	13.29	14.72
10	8.00	9.85	10.43	11.74	12.98	14.03	15.59
11	8.31	10.20	10.81	12.11	13.58	14.76	16.47
12	8.62	10.54	11.18	12.48	14.18	15.49	17.34
13	8.93	10.88	11.56	12.85	14.78	16.22	18.21
14	9.24	11.23	11.93	13.22	15.38	16.95	19.09
15	9.55	11.57	12.31	13.59	15.98	17.68	19.96
16	9.86	11.92	12.69	13.96	16.58	18.41	20.83
17	10.16	12.26	13.06	14.33	17.18	19.15	21.71
18	10.47	12.61	13.42	14.81	17.78	19.88	22.58
19	10.78	12.95	13.77	15.29	18.38	20.61	23.46
20	11.09	13.30	14.12	15.76	18.98	21.34	24.33
21	11.40	13.64	14.48	16.24	19.58	22.07	25.20
22	11.71	13.99	14.83	16.71	20.18	22.80	26.08
23	12.02	14.33	15.19	17.19	20.78	23.53	26.95
24	12.33	14.68	15.54	17.66	21.38	24.27	27.82
25	12.64	15.02	15.89	18.14	21.98	25.00	28.70
26	12.95	15.37	16.25	18.62	22.58	25.73	29.57
27	13.26	15.71	16.60	19.09	23.18	26.46	30.45
28	13.57	16.06	16.96	19.57	23.78	27.19	31.32
29	13.88	16.40	17.31	20.04	24.38	27.92	32.19
30	14.19	16.75	17.67	20.52	24.98	28.65	33.07
31	14.50	17.09	18.02	20.99	25.58	29.39	33.94
32	14.81	17.44	18.37	21.47	26.19	30.12	34.81
33	15.12	17.78	18.73	21.95	26.79	30.85	35.69
34	15.43	18.13	19.08	22.42	27.39	31.58	36.56
35	15.74	18.47	19.44	22.90	27.99	32.31	37.43

## b. OBMC Presort Machinable Nonbarcoded and Nonmachinable

<b>Weight Not Over (Pounds)</b>	<b>Zones 1 &amp; 2 (\$)</b>	<b>Zone 3 (\$)</b>	<b>Zone 4 (\$)</b>	<b>Zone 5 (\$)</b>	<b>Zone 6 (\$)</b>	<b>Zone 7 (\$)</b>	<b>Zone 8 (\$)</b>
1	3.75	3.75	3.75	3.75	3.75	3.75	3.75
2	3.75	4.00	4.55	5.87	6.18	6.47	6.94
3	4.30	5.05	5.90	7.03	7.70	8.12	8.77
4	4.90	5.90	6.79	8.05	8.90	9.51	10.42
5	5.65	6.95	7.87	8.90	9.63	10.22	11.19
6	6.35	8.05	8.79	9.79	10.30	10.87	11.88
7	7.10	8.85	9.34	10.65	11.21	11.86	13.00
8	7.41	9.19	9.71	11.02	11.81	12.59	13.88
9	7.72	9.54	10.09	11.40	12.41	13.32	14.75
10	8.03	9.88	10.46	11.77	13.01	14.06	15.62
11	8.34	10.23	10.84	12.14	13.61	14.79	16.50
12	8.65	10.57	11.21	12.51	14.21	15.52	17.37
13	8.96	10.91	11.59	12.88	14.81	16.25	18.24
14	9.27	11.26	11.96	13.25	15.41	16.98	19.12
15	9.58	11.60	12.34	13.62	16.01	17.71	19.99
16	9.89	11.95	12.72	13.99	16.61	18.44	20.86
17	10.19	12.29	13.09	14.36	17.21	19.18	21.74
18	10.50	12.64	13.45	14.84	17.81	19.91	22.61
19	10.81	12.98	13.80	15.32	18.41	20.64	23.49
20	11.12	13.33	14.15	15.79	19.01	21.37	24.36
21	11.43	13.67	14.51	16.27	19.61	22.10	25.23
22	11.74	14.02	14.86	16.74	20.21	22.83	26.11
23	12.05	14.36	15.22	17.22	20.81	23.56	26.98
24	12.36	14.71	15.57	17.69	21.41	24.30	27.85
25	12.67	15.05	15.92	18.17	22.01	25.03	28.73
26	12.98	15.40	16.28	18.65	22.61	25.76	29.60
27	13.29	15.74	16.63	19.12	23.21	26.49	30.48
28	13.60	16.09	16.99	19.60	23.81	27.22	31.35
29	13.91	16.43	17.34	20.07	24.41	27.95	32.22
30	14.22	16.78	17.70	20.55	25.01	28.68	33.10
31	14.53	17.12	18.05	21.02	25.61	29.42	33.97
32	14.84	17.47	18.40	21.50	26.22	30.15	34.84
33	15.15	17.81	18.76	21.98	26.82	30.88	35.72
34	15.46	18.16	19.11	22.45	27.42	31.61	36.59
35	15.77	18.50	19.47	22.93	28.02	32.34	37.46
36	15.92	18.85	19.82	23.40	28.62	33.07	38.34
37	16.08	19.19	20.18	23.88	29.22	33.80	39.21
38	16.24	19.53	20.53	24.35	29.82	34.54	40.09

b. OBMC Presort Machinable Nonbarcoded and Nonmachinable  
(Continued)

Weight Not Over (Pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
39	16.39	19.88	20.88	24.83	30.42	35.27	40.96
40	16.55	20.22	21.24	25.31	31.02	36.00	41.83
41	16.70	20.57	21.59	25.78	31.62	36.73	42.71
42	16.86	20.91	21.95	26.26	32.22	37.46	43.58
43	17.02	21.08	22.30	26.73	32.82	38.19	44.45
44	17.17	21.25	22.66	27.21	33.42	38.92	45.33
45	17.33	21.42	23.01	27.68	34.02	39.66	46.20
46	17.49	21.59	23.36	28.16	34.62	40.39	47.08
47	17.64	21.76	23.72	28.64	35.22	41.12	47.95
48	17.80	21.93	24.07	29.11	35.82	41.85	48.82
49	17.96	22.10	24.43	29.59	36.42	42.58	49.70
50	18.11	22.27	24.78	30.06	37.02	43.31	50.57
51	18.27	22.44	25.14	30.54	37.62	44.04	51.44
52	18.43	22.61	25.49	31.01	38.22	44.78	52.32
53	18.58	22.78	25.84	31.49	38.82	45.51	53.19
54	18.74	22.95	26.20	31.97	39.42	46.24	54.06
55	18.90	23.12	26.55	32.44	40.02	46.97	54.94
56	19.05	23.29	26.91	32.92	40.62	47.70	55.81
57	19.21	23.46	27.26	33.39	41.22	48.43	56.69
58	19.36	23.63	27.62	33.87	41.82	49.16	57.56
59	19.52	23.80	27.97	34.35	42.42	49.90	58.43
60	19.68	23.97	28.32	34.82	43.02	50.63	59.31
61	19.83	24.14	28.68	35.30	43.62	51.36	60.18
62	19.99	24.31	29.03	35.77	44.22	52.09	61.05
63	20.15	24.48	29.39	36.25	44.82	52.82	61.93
64	20.30	24.65	29.74	36.72	45.42	53.55	62.80
65	20.46	24.82	30.09	37.20	46.02	54.28	63.68
66	20.62	24.99	30.45	37.68	46.62	55.02	64.55
67	20.77	25.16	30.80	38.15	47.22	55.75	65.42
68	20.93	25.33	31.16	38.63	47.82	56.48	66.30
69	21.09	25.50	31.51	39.10	48.42	57.21	67.17
70	21.24	25.67	31.87	39.58	49.02	57.94	68.04
Oversized	60.65	63.50	64.79	66.74	89.77	95.67	106.01

c. BMC Presort Machinable Barcoded

Weight Not Over (Pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
1	4.64	4.64	4.64	4.64	4.64	4.64	4.64
2	4.64	4.89	5.44	6.76	7.07	7.36	7.83
3	5.19	5.94	6.79	7.92	8.59	9.01	9.66
4	5.79	6.79	7.68	8.94	9.79	10.40	11.31

5	6.54	7.84	8.76	9.79	10.52	11.11	12.08
6	7.24	8.94	9.68	10.68	11.19	11.76	12.77
7	7.99	9.74	10.23	11.54	12.10	12.75	13.89
8	8.30	10.08	10.60	11.91	12.70	13.48	14.77
9	8.61	10.43	10.98	12.29	13.30	14.21	15.64
10	8.92	10.77	11.35	12.66	13.90	14.95	16.51
11	9.23	11.12	11.73	13.03	14.50	15.68	17.39
12	9.54	11.46	12.10	13.40	15.10	16.41	18.26
13	9.85	11.80	12.48	13.77	15.70	17.14	19.13
14	10.16	12.15	12.85	14.14	16.30	17.87	20.01
15	10.47	12.49	13.23	14.51	16.90	18.60	20.88
16	10.78	12.84	13.61	14.88	17.50	19.33	21.75
17	11.08	13.18	13.98	15.25	18.10	20.07	22.63
18	11.39	13.53	14.34	15.73	18.70	20.80	23.50
19	11.70	13.87	14.69	16.21	19.30	21.53	24.38
20	12.01	14.22	15.04	16.68	19.90	22.26	25.25
21	12.32	14.56	15.40	17.16	20.50	22.99	26.12
22	12.63	14.91	15.75	17.63	21.10	23.72	27.00
23	12.94	15.25	16.11	18.11	21.70	24.45	27.87
24	13.25	15.60	16.46	18.58	22.30	25.19	28.74
25	13.56	15.94	16.81	19.06	22.90	25.92	29.62
26	13.87	16.29	17.17	19.54	23.50	26.65	30.49
27	14.18	16.63	17.52	20.01	24.10	27.38	31.37
28	14.49	16.98	17.88	20.49	24.70	28.11	32.24
29	14.80	17.32	18.23	20.96	25.30	28.84	33.11
30	15.11	17.67	18.59	21.44	25.90	29.57	33.99
31	15.42	18.01	18.94	21.91	26.50	30.31	34.86
32	15.73	18.36	19.29	22.39	27.11	31.04	35.73
33	16.04	18.70	19.65	22.87	27.71	31.77	36.61
34	16.35	19.05	20.00	23.34	28.31	32.50	37.48
35	16.66	19.39	20.36	23.82	28.91	33.23	38.35

## d. BMC Presort Machinable Nonbarcoded and Nonmachinable

Weight Not Over (Pounds)	Zones						
	1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
1	4.67	4.67	4.67	4.67	4.67	4.67	4.67
2	4.67	4.92	5.47	6.79	7.10	7.39	7.86
3	5.22	5.97	6.82	7.95	8.62	9.04	9.69
4	5.82	6.82	7.71	8.97	9.82	10.43	11.34
5	6.57	7.87	8.79	9.82	10.55	11.14	12.11
6	7.27	8.97	9.71	10.71	11.22	11.79	12.80
7	8.02	9.77	10.26	11.57	12.13	12.78	13.92
8	8.33	10.11	10.63	11.94	12.73	13.51	14.80
9	8.64	10.46	11.01	12.32	13.33	14.24	15.67
10	8.95	10.80	11.38	12.69	13.93	14.98	16.54
11	9.26	11.15	11.76	13.06	14.53	15.71	17.42
12	9.57	11.49	12.13	13.43	15.13	16.44	18.29
13	9.88	11.83	12.51	13.80	15.73	17.17	19.16

14	10.19	12.18	12.88	14.17	16.33	17.90	20.04
15	10.50	12.52	13.26	14.54	16.93	18.63	20.91
16	10.81	12.87	13.64	14.91	17.53	19.36	21.78
17	11.11	13.21	14.01	15.28	18.13	20.10	22.66
18	11.42	13.56	14.37	15.76	18.73	20.83	23.53
19	11.73	13.90	14.72	16.24	19.33	21.56	24.41
20	12.04	14.25	15.07	16.71	19.93	22.29	25.28
21	12.35	14.59	15.43	17.19	20.53	23.02	26.15
22	12.66	14.94	15.78	17.66	21.13	23.75	27.03
23	12.97	15.28	16.14	18.14	21.73	24.48	27.90
24	13.28	15.63	16.49	18.61	22.33	25.22	28.77
25	13.59	15.97	16.84	19.09	22.93	25.95	29.65
26	13.90	16.32	17.20	19.57	23.53	26.68	30.52
27	14.21	16.66	17.55	20.04	24.13	27.41	31.40
28	14.52	17.01	17.91	20.52	24.73	28.14	32.27
29	14.83	17.35	18.26	20.99	25.33	28.87	33.14
30	15.14	17.70	18.62	21.47	25.93	29.60	34.02
31	15.45	18.04	18.97	21.94	26.53	30.34	34.89
32	15.76	18.39	19.32	22.42	27.14	31.07	35.76
33	16.07	18.73	19.68	22.90	27.74	31.80	36.64
34	16.38	19.08	20.03	23.37	28.34	32.53	37.51
35	16.69	19.42	20.39	23.85	28.94	33.26	38.38
36	16.84	19.77	20.74	24.32	29.54	33.99	39.26
37	17.00	20.11	21.10	24.80	30.14	34.72	40.13
38	17.16	20.45	21.45	25.27	30.74	35.46	41.01
39	17.31	20.80	21.80	25.75	31.34	36.19	41.88

d. BMC Presort Machinable Nonbarcoded and Nonmachinable  
(Continued)

Weight Not Over (Pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
40	17.47	21.14	22.16	26.23	31.94	36.92	42.75
41	17.62	21.49	22.51	26.70	32.54	37.65	43.63
42	17.78	21.83	22.87	27.18	33.14	38.38	44.50
43	17.94	22.00	23.22	27.65	33.74	39.11	45.37
44	18.09	22.17	23.58	28.13	34.34	39.84	46.25
45	18.25	22.34	23.93	28.60	34.94	40.58	47.12
46	18.41	22.51	24.28	29.08	35.54	41.31	48.00
47	18.56	22.68	24.64	29.56	36.14	42.04	48.87
48	18.72	22.85	24.99	30.03	36.74	42.77	49.74
49	18.88	23.02	25.35	30.51	37.34	43.50	50.62
50	19.03	23.19	25.70	30.98	37.94	44.23	51.49
51	19.19	23.36	26.06	31.46	38.54	44.96	52.36
52	19.35	23.53	26.41	31.93	39.14	45.70	53.24
53	19.50	23.70	26.76	32.41	39.74	46.43	54.11
54	19.66	23.87	27.12	32.89	40.34	47.16	54.98
55	19.82	24.04	27.47	33.36	40.94	47.89	55.86
56	19.97	24.21	27.83	33.84	41.54	48.62	56.73

57	20.13	24.38	28.18	34.31	42.14	49.35	57.61
58	20.28	24.55	28.54	34.79	42.74	50.08	58.48
59	20.44	24.72	28.89	35.27	43.34	50.82	59.35
60	20.60	24.89	29.24	35.74	43.94	51.55	60.23
61	20.75	25.06	29.60	36.22	44.54	52.28	61.10
62	20.91	25.23	29.95	36.69	45.14	53.01	61.97
63	21.07	25.40	30.31	37.17	45.74	53.74	62.85
64	21.22	25.57	30.66	37.64	46.34	54.47	63.72
65	21.38	25.74	31.01	38.12	46.94	55.20	64.60
66	21.54	25.91	31.37	38.60	47.54	55.94	65.47
67	21.69	26.08	31.72	39.07	48.14	56.67	66.34
68	21.85	26.25	32.08	39.55	48.74	57.40	67.22
69	22.01	26.42	32.43	40.02	49.34	58.13	68.09
70	22.16	26.59	32.79	40.50	49.94	58.86	68.96
Oversized	61.57	64.42	65.71	67.66	90.69	96.59	106.93

## e. Barcoded Nonpresort

Weight Not Over (Pounds)	Zones						
	1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zone 8 (\$)
1	4.87	4.87	4.87	4.87	4.87	4.87	4.87
2	4.87	5.12	5.67	6.99	7.30	7.59	8.06
3	5.42	6.17	7.02	8.15	8.82	9.24	9.89
4	6.02	7.02	7.91	9.17	10.02	10.63	11.54
5	6.77	8.07	8.99	10.02	10.75	11.34	12.31
6	7.47	9.17	9.91	10.91	11.42	11.99	13.00
7	8.22	9.97	10.46	11.77	12.33	12.98	14.12
8	8.53	10.31	10.83	12.14	12.93	13.71	15.00
9	8.84	10.66	11.21	12.52	13.53	14.44	15.87
10	9.15	11.00	11.58	12.89	14.13	15.18	16.74
11	9.46	11.35	11.96	13.26	14.73	15.91	17.62
12	9.77	11.69	12.33	13.63	15.33	16.64	18.49
13	10.08	12.03	12.71	14.00	15.93	17.37	19.36
14	10.39	12.38	13.08	14.37	16.53	18.10	20.24
15	10.70	12.72	13.46	14.74	17.13	18.83	21.11
16	11.01	13.07	13.84	15.11	17.73	19.56	21.98
17	11.31	13.41	14.21	15.48	18.33	20.30	22.86
18	11.62	13.76	14.57	15.96	18.93	21.03	23.73
19	11.93	14.10	14.92	16.44	19.53	21.76	24.61
20	12.24	14.45	15.27	16.91	20.13	22.49	25.48
21	12.55	14.79	15.63	17.39	20.73	23.22	26.35
22	12.86	15.14	15.98	17.86	21.33	23.95	27.23
23	13.17	15.48	16.34	18.34	21.93	24.68	28.10
24	13.48	15.83	16.69	18.81	22.53	25.42	28.97
25	13.79	16.17	17.04	19.29	23.13	26.15	29.85
26	14.10	16.52	17.40	19.77	23.73	26.88	30.72
27	14.41	16.86	17.75	20.24	24.33	27.61	31.60

28	14.72	17.21	18.11	20.72	24.93	28.34	32.47
29	15.03	17.55	18.46	21.19	25.53	29.07	33.34
30	15.34	17.90	18.82	21.67	26.13	29.80	34.22
31	15.65	18.24	19.17	22.14	26.73	30.54	35.09
32	15.96	18.59	19.52	22.62	27.34	31.27	35.96
33	16.27	18.93	19.88	23.10	27.94	32.00	36.84
34	16.58	19.28	20.23	23.57	28.54	32.73	37.71
35	16.89	19.62	20.59	24.05	29.14	33.46	38.58

## f. Balloon Rate

Pieces exceeding 84 inches in length and girth combined (but not more than 108 inches) and weighing less than 20 pounds are subject to a price equal to that for a 20-pound parcel for the zone to which the parcel is addressed.

## g. Oversized Price

Regardless of weight, any piece that measures more than 108 inches (but not more than 130 inches) in combined length plus girth must pay the oversized price.

Machinable Lightweight Parcels (greater than 3.3 ounces)

Charges are computed by multiplying the number of pieces in the mailing by the applicable per piece price, multiplying the number of pounds of the mailing by the applicable per pound price, and adding both totals.

a. Per Piece

	<u>Commercial</u>		
	<u>5-Digit</u>	<u>NDC</u>	<u>Mixed NDC</u>
	<u>(\$)</u>	<u>(\$)</u>	<u>(\$)</u>
<u>Per Piece</u>	<u>0.577</u>	<u>0.941</u>	<u>1.289</u>

b. Per Pound

<u>Entry Point</u>	<u>Commercial</u>		
	<u>5-Digit</u>	<u>NDC</u>	<u>Mixed NDC</u>
	<u>(\$)</u>	<u>(\$)</u>	<u>(\$)</u>
<u>Origin</u>	<u>n/a</u>	<u>1.227</u>	<u>1.227</u>
<u>DNDC</u>	<u>1.019</u>	<u>1.019</u>	<u>n/a</u>
<u>DSCF</u>	<u>0.644</u>	<u>n/a</u>	<u>n/a</u>

<u>DDU</u>	<u>0.393</u>	<u>n/a</u>	<u>n/a</u>
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Irregular Lightweight Parcels (3.3 ounces or less)

<u>Entry Point</u>	<u>Commercial</u>			
	<u>5-Digit (\$)</u>	<u>SCF (\$)</u>	<u>NDC (\$)</u>	<u>Mixed NDC (\$)</u>
<u>Origin</u>	<u>n/a</u>	<u>n/a</u>	<u>1.592</u>	<u>2.300</u>
<u>DNDC</u>	<u>0.787</u>	<u>1.057</u>	<u>1.549</u>	<u>n/a</u>
<u>DSCF</u>	<u>0.710</u>	<u>0.980</u>	<u>n/a</u>	<u>n/a</u>
<u>DDU</u>	<u>0.658</u>	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>

Irregular Lightweight Parcels (greater than 3.3 ounces)

Charges are computed by multiplying the number of pieces in the mailing by the applicable per piece price, multiplying the number of pounds of the mailing by the applicable per pound price, and adding both totals.

a. Per Piece

	<u>Commercial</u>			
	<u>5-Digit (\$)</u>	<u>SCF (\$)</u>	<u>NDC (\$)</u>	<u>Mixed NDC (\$)</u>
<u>Per Piece</u>	<u>0.577</u>	<u>0.847</u>	<u>1.339</u>	<u>2.047</u>

b. Per Pound

<u>Entry Point</u>	<u>Commercial</u>			
	<u>5-Digit (\$)</u>	<u>SCF (\$)</u>	<u>NDC (\$)</u>	<u>Mixed NDC (\$)</u>
<u>Origin</u>	<u>n/a</u>	<u>n/a</u>	<u>1.227</u>	<u>1.227</u>
<u>DNDC</u>	<u>1.019</u>	<u>1.019</u>	<u>1.019</u>	<u>n/a</u>
<u>DSCF</u>	<u>0.644</u>	<u>0.644</u>	<u>n/a</u>	<u>n/a</u>
<u>DDU</u>	<u>0.393</u>	<u>n/a</u>	<u>n/a</u>	<u>n/a</u>