

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

MARKET-DOMINANT PRICE CHANGE

Docket No. R2021-1

**UNITED STATES POSTAL SERVICE
NOTICE OF MARKET-DOMINANT PRICE CHANGE**

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I. Overview of Price Case

The United States Postal Service hereby provides notice that its Governors have determined to adjust rates for market-dominant products. 39 U.S.C. § 3622; 39 C.F.R. part 3030. As demonstrated below, the new rates are designed to be “reasonable and equitable” and “to maintain and continue the development of postal services of the kind and quality adapted to the needs of the United States” 39 U.S.C. § 404(b). The Postal Service submits the adjusted market-dominant rates to the Postal Regulatory Commission for review. The adjusted rates will take effect at 12:01 a.m. on January 24, 2021.¹

There are several aspects of the Commission’s current rules relating to market-dominant ratemaking that the Commission has identified as in need of reform. In December 2017, the Commission concluded that the current system for regulating market-dominant rates—including, in particular, the inflation-based price cap—had failed to achieve critical statutory objectives, taking into account the factors. See *generally* Order No. 4257, Order on the Findings and Determination of the 39 U.S.C. § 3622 Review, PRC Docket No. RM2017-3 (Dec. 1, 2017). Among other things, the Commission found that the current inflation-based price cap has not achieved statutory objectives of financial stability or reasonable rates. *Id.* at 168-71, 230-36. It is even less likely to do so today, given the impacts of the COVID-19 pandemic. Between the Postal Service’s statutorily constrained cost structure and the exogenous, long-term market pressures leading to a loss in economies of density, it was already demonstrably

¹ The Postal Service is publicizing the rate changes via Press Release, Industry Alert, DMM Advisory, and on its website, www.usps.com. The Postal Service will also provide notice in future issues of the PCC Insider, Postal Bulletin, Federal Register, and numerous webinars.

impossible to subsist under a rigid, inflation-only price cap. An extraordinary increase in expenses,² coupled with the pandemic recession's acceleration of market-dominant volume declines, only exacerbates the problems that the Commission diagnosed years ago. Until the Commission finally reforms the ineffective market-dominant rate system, the Postal Service is subjected to the constraints of a CPI-U measure that is increasingly unsuitable to fully achieving the statutory objectives.

The Commission has also identified the role of Section 3622's objectives and factors in an individual rate adjustment as needing reform. To that end, the Commission has proposed changes to its regulations that would remedy a wrongly-decided judicial mandate to discuss the statutory objectives and factors in each individual rate adjustment. Order 5337, Revised Notice of Proposed Rulemaking, PRC Docket No. RM2017-3 (Dec. 5, 2019), at 239-40. As previously stated, the Postal Service supports this proposed amendment. Reply Comments of the United States Postal Service in Response to Order No. 5337, PRC Docket No. RM2017-3 (Mar. 4, 2020), at 45-48. This change to the Commission's procedural rules need not occur in the context of the overall system review under 39 U.S.C. § 3622(d)(3); the Commission could change the relevant rules through a standalone rulemaking. 39 U.S.C. § 3622(a)(1) (allowing for revisions in the Commission's rules "from time to time" after initial implementation of the legacy regulatory system). Either way, given that such a regulatory change remains to be made, this Notice contains an appropriate discussion

² The COVID-19 pandemic has resulted in increased expenses for the Postal Service, such as increases in expenses for personal protective equipment, maintenance, and employee leave (including new forms of mandated but unfunded leave); increased overtime to make up for employee absences; and costly shifts in purchased transportation.

of the statutory objectives and factors in light of *Carlson v. Postal Regulatory Commission*, 938 F.3d 337 (D.C. Cir. 2019).

A. Postal Service Official Responsible for Commission Inquiries

The Postal Service identifies Samie Rehman as the official available to respond to Commission inquiries:³

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The remainder of this Notice is structured as follows. Part II details compliance with the price cap.⁴ Part III discusses the new rates and workshare discounts and their compliance with applicable statutes and regulations.⁵ This part includes a discussion of how the adjusted rates achieve the relevant objectives and take into account applicable factors.⁶ Part IV describes associated changes to the Mail Classification Schedule (MCS).⁷ The schedule of new rates can be found in Attachment A.⁸

³ 39 C.F.R. 3030.512(a)(4).

⁴ Part II is intended to satisfy subparts (b)(1) through (b)(4) of Rule 3030.512.

⁵ Part III is intended to satisfy subparts (b)(5) through (b)(8) of Rule 3030.512.

⁶ Both the Commission and the D.C. Circuit acknowledge that not all of the Section 3622's objectives are relevant in the Commission's review of an individual rate notice. Order 5373, Order Approving Price Adjustments and Related Mail Classification Changes For First-Class Mail, PRC Docket No. R2020-1 (Dec. 20, 2019), at 17 ("Determinations of which objectives and factors are relevant, how much weight to apply to particular objectives and factors, and how to balance the objectives and factors on review of a particular price adjustment are committed to the discretion of the Commission."); *Carlson*, 938 F.3d at 344 ("We recognize that not every statutory factor and objective will be relevant to an individual rate assessment and that the weight accorded particular factors may therefore vary in each case.").

⁷ Part IV is intended to satisfy subpart (b)(11) of Rule 3030.512.

⁸ The prices are set forth in Mail Classification Schedule format in order to satisfy both subparts (a)(1) and (b)(11) of Rule 3030.512.

II. Price Cap Compliance

The Postal Service is making a Type 1-B rate adjustment, meaning that it is using both the pricing authority (or “cap space”) that has accrued since the last rate case, as well as the unused (or “banked”) cap space carried over from prior years.

39 U.S.C. §§ 3622(d)(1)(A), (d)(2)(C); 39 C.F.R. § 3030.505.

A. Annual CPI Based Cap Space

Using the most recent data from the Bureau of Labor Statistics, and in conformance with Rule 3030.521, the cap space available to the Postal Service based on CPI is 1.458 percent. The calculations underlying this figure are presented in Attachment C.⁹ 39 C.F.R. § 3030.512(b)(1).

B. Unused Cap Space from Previous Years

The banked cap space carried over from prior years is listed below.

Table 1
Available Unused Cap Space

Class	Unused Authority (%)
First-Class Mail	0.385
USPS Marketing Mail	0.061
Periodicals	0.000
Package Services	0.008
Special Services	0.007

⁹ See also Postal Regulatory Commission, 12-Month Average Change in CPI-U (Sept. 11, 2020), at <https://www.prc.gov/sites/default/files/110920%20CPIweb.pdf>.

The Postal Service has taken these figures directly from the Commission's workpapers in Docket Nos. R2020-1 and R2020-2,¹⁰ obviating the need for new workpapers to derive them, as would otherwise be required by Rule 3030.512(b)(2).

C. Total Available Cap Space

Combining the current CPI based cap space with the unused cap space from previous year's results in total available cap space in the following amounts:

Table 2
Total Available Cap Space

Class	Total Cap Space (%)
First-Class Mail	1.843
USPS Marketing Mail	1.519
Periodicals	1.458
Package Services	1.466
Special Services	1.465

D. Percentage Change in Rates

This year's rate changes represent the following percentage changes by class:

Table 3
Price Change Percentages

Class	Percent Change
First-Class Mail	1.836
USPS Marketing Mail	1.509
Periodicals	1.456
Package Services	1.460
Special Services	1.458

¹⁰ See Order No. 5570, Order on Price Adjustments for USPS Marketing Mail, Docket No. R2020-2 (June 30, 2020), at 8 (accepting the Postal Service's price cap treatment of the EDDM Retail discount); Library Reference PRC-LR-R2020-1/6 (Dec. 20, 2019), Microsoft Excel file "PRC-CAPCALC-FCM-R2020-1 Remand Cap Calc 2.xlsx," tab "Percent Change Summary," cell B29; Library Reference PRC-LR-R2020-1/3 (Nov. 22, 2019), Microsoft Excel file "PRC-CAPCALC-PER-R2020-1.xlsx," tab "Summary," cell C15); Library Reference PRC-LR-R2020-1/4 (Nov. 22, 2019), Microsoft Excel file "PRC-CAPCALC-PACKSERV-R2020-1.xlsx," tab "3. All Package Services Summary," cell D40); Library Reference PRC-LR-R2020-1/5 (Nov. 22, 2019), Microsoft Excel file "PRC-CAPCALC-SpecServ-R2020-1.xlsx," tab "6. Rate Cap Authority," cell D11; see also Library Reference USPS-LR-R2020-2/1 (June 1, 2020), Microsoft Excel file "CAPCALC-MM-R2020-1-R2020-2.xlsx," tab "Price Change Summary," cell C18.

The workpapers required by Rule 3030.512(b)(3) deriving these figures are contained in the library references accompanying this Notice, with the underlying calculations conforming to Rule 3030.523.¹¹

E. Unused Cap Space After Price Change

The following amounts of cap space will remain after this price case:

Table 4
Unused Cap Space After Price Change

Class	Remaining Cap Space (%)
First-Class Mail	0.007
USPS Marketing Mail	0.010
Periodicals	0.002
Package Services	0.006
Special Services	0.007

The underlying calculations required by Rule 3030.512(b)(4) are contained in the library references accompanying this Notice.¹² In compliance with Rule 3030.512(e), the library references also show the amount of banked cap space utilized by each class.

¹¹ See Library Reference USPS-LR-R2021-1-1, Microsoft Excel file "CAPCALC-FCM-R2021-1.xlsx," tab "Percent Change Summary," cell E19; Library Reference USPS-LR-R2021-1-2, Microsoft Excel file "CAPCALC-USPSMM-R2021-1.xlsx," tab "Price Change Summary," cell C7; Library Reference USPS-LR-R2021-1-3, Microsoft Excel file "CAPCALC-PER-R2021-1.xlsx," tab "Summary," cell F15; Library Reference USPS-LR-R2021-1-4, Microsoft Excel file "CAPCALC-PACKSERV-R2021-1.xlsx," tab "All Package Services Summary," cell F23; Library Reference USPS-LR-R2021-1-5, Microsoft Excel file "R2021-1 Special Services CapCalc.xlsx," tab "Change Calc," cell E4.

¹² See Library Reference USPS-LR-R2021-1-1, Microsoft Excel file "CAPCALC-FCM-R2021-1.xlsx," tab "Percent Change Summary," cell B33; Library Reference USPS-LR-R2021-1-2, Microsoft Excel file "CAPCALC-USPSMM-R2021-1.xlsx," tab "Price Change Summary," cell C18; Library Reference USPS-LR-R2021-1-3, Microsoft Excel file "CAPCALC-PER-R2021-1.xlsx," tab "Summary," cell F23; Library Reference USPS-LR-R2021-1-4, Microsoft Excel file "CAPCALC-PACKSERV-R2021-1.xlsx," tab "All Package Services Summary," cell D40; Library Reference USPS-LR-R2020-1-5, Microsoft Excel file "R2021-1 Special Services CAPCalc.xlsx," tab "Rate Cap Authority Calcs," cell D11. The figures in Table 4 are also obtained by subtracting the figures in Tables 3 from the figures in Table 2.

III. Discussion of New Rates

This section summarizes the new rates by class, and explains how the new rates have been designed to help achieve the applicable objectives and properly take into account the applicable factors of Section 3622. 39 C.F.R. § 3030.512(b)(7). It also reviews each class's workshare discounts. 39 C.F.R. § 3030.512(b)(6). The workshare discounts and avoided costs schedules, along with their underlying calculations, appear in Attachment B. 39 C.F.R. § 3030.512(b)(5). Lastly, this section includes a discussion of how the rate adjustments are consistent with the preferential rate requirements of 39 U.S.C. §§ 3626, 3627, and 3629. 39 C.F.R. § 3030.512(b)(8).

A. First-Class Mail

1. Summary of Price Changes

a. Descriptions of Price Changes by Product and Rate Category

Prices for the First-Class Mail products will adjust by the following amounts:

Table 5
First-Class Mail Price Changes

Product	Percent Change
Single-Piece Letters/Postcards	1.370
Presort Letters/Postcards	2.163
Flats	1.260
Outbound Single-Piece First-Class Mail International	0.000
Inbound Letter Post	7.549
Total First-Class Mail	1.836

Within the Letters products category, the one-ounce Stamped Letters rate will remain at 55 cents, while the other rates for one-ounce mailpieces will increase as follows:

Table 6
First-Class Mail First-Ounce Rates - Letters

	Current	New	Change	Percent Change
Stamped Single-Piece	\$0.55	\$0.55	\$0.00	0.0
Metered Single-Piece	\$0.50	\$0.51	\$0.01	2.0
MAADC ¹³ Automation	\$0.439	\$0.450	\$0.011	2.5
AADC Automation	\$0.419	\$0.428	\$0.009	2.1
5-Digit Automation	\$0.389	\$0.398	\$0.009	2.3

The rate adjustments for Single-Piece Letters/Cards is explained in greater detail here:

- One-ounce Metered Letters will increase by 1 cent to 51 cents.
- The first-ounce rate for Qualified Business Reply Mail (QBRM) will decrease by \$0.002 for letters, but increase by \$0.008 for cards.
- Share Mail letter rates and Share Mail card rates will both decrease by 9 cents.
- The additional-ounce price for letters will increase by \$0.05 to align with the additional-ounce price for Flats. Similarly, the non-machinable letter surcharge price will increase by \$0.05. While both price increases represent a 33.3% increase, the resulting prices remain one penny less than they were three years ago.

¹³ /i.e., Mixed Automated Area Distribution Center (AADC).

- Prices for Presort Letters/Postcards will increase by 2.163 percent, which is above the class average. Specifically, Presort Letters will increase by 2.120 percent, while Presort Cards will increase by 3.266 percent.

Within Flats, the Postal Service is increasing rates a small amount for Keys and ID devices. This increase amounts to a de minimis increase for Single-Piece Flats. Non-Automated Flats are increasing by 5.02 percent, and Automated Presort Flats are increasing by 4.1 percent. These increases are necessary to prevent Flats cost coverage from falling below 100 percent.

In International, Inbound Letter Post terminal dues are increasing by 7.549 percent compared to current rates. This is based on the regularly scheduled terminal dues price increases that are determined by the Universal Postal Union. For Outbound Single-Piece First-Class Mail International, there will be no price changes.

b. Discussion of Section 3622's Applicable Objectives and Factors

As in previous years, the First-Class Mail price adjustments are a part of the Postal Service's business strategy of navigating the legacy ratemaking system's significant constraints by executing price design in steps over multiple years. Such a multi-year perspective is the most appropriate way to consider how the Postal Service's overall rate design conforms to the objectives and factors that govern the ratemaking system. With that context in mind, the Postal Service believes that the adjusted First-

Class Mail prices reflect an appropriate balance of the relevant objectives and factors, among other considerations underlying the Governors' business judgment.¹⁴

The Postal Service's approach to the Metered Letter price comports with Objective 2. In 2021, the Postal Service is increasing the one-ounce Metered Letter rate by 1 cent. This slightly above-average rate increase follows several years of below-average rate increases to—and even a freeze in—the one-ounce Metered Letter rate. This rate increase sequence comports with Objective 2, as the rate adjustments were predictable and did not fluctuate widely. See Order 4257 at 47.

The slightly above-average rate increase to Metered Letters also balances the effect of the Postal Service's multi-year pricing strategy upon the general public and business users (Factor 3). The Postal Service seeks to balance the impact of rate increases in furtherance of Objective 4 and Factor 3 by applying above-average rate increases to certain categories of mail users in some years and other categories of mail users in other years. To that end, this year's above-average rate increases directly impact business mail users. To balance the effect among business mailers and the general public, the Postal Service is not adjusting the one-ounce Single-Piece Letter rate this year. Furthermore, by applying above-average rate increases to both Metered Letters and Presort Letters and Cards, the Postal Service is distributing this year's available cap space across business mail users, without either group bearing an even greater above-average price increase.

¹⁴ For a fuller discussion of the interplay between Section 3622's criteria, the Governors' broader ratemaking responsibilities, and the proper context for evaluating consistency with the statutory criteria, see United States Postal Service Notice of Market-Dominant Price Change, PRC Docket No. R2020-1 (Oct. 9, 2019) [hereinafter "R2020-1 Notice"], at 9-11.

Presort Letters and Cards pricing also advances relevant objectives and factors. This year's above-average price increase follows five years of below-average price increases. The Postal Service's pricing strategy for Presort Letters and Cards is consistent with Objective 2, as the rate adjustments over the years and this year have been predictable and fluctuated within reason. Due to the years of below-average price adjustments, mailers should have been anticipating an above-average price increase for Presort Letters and Cards; thus an above-average rate adjustment is predictable. Additionally, as previously noted, the latest rate adjustment for Presort Letters and Cards balances the effect of prior above-average price increases to other products in First-Class Mail, thereby balancing the effect of the Postal Service's multi-year pricing strategy upon the general public and business mailers (Factor 3).

As for Flats, the Postal Service is continuing its strategy of imposing increases in order to ensure adequate cost coverage (Objectives 1, 4, 5, and 8; Factors 2, 12, and 13; and 39 U.S.C. § 101(d)).

In sum, the price adjustments for First-Class Mail in this docket are reasonable exercises of the Postal Service's pricing flexibility, fully consistent with the relevant objectives and factors of Section 3622 as well as the price cap.

2. Workshare Discounts

The Postal Service's adjusted rates will keep all First-Class Mail workshare discounts equal to or below their avoided costs.

3. Adjustments to Billing Determinants

The Postal Service has made three adjustments to the Hybrid Year billing determinants for First-Class Mail.

First, the Postal Service has adjusted Share Mail volumes to subtract the market test volumes for Share Mail from the total volumes reported in the billing determinants. The Share Mail volumes reported in the billing determinants contain both regular Share Mail pieces and a small number of pieces that continue to appear in the mail stream from the expired Alternate Postage market test.¹⁵ Because market test pieces should not be weighted into the price cap calculations, the market test pieces are subtracted from the billing determinants totals for Share Mail.

Second, the Picture Permit data source reports only revenues and not volumes. To accord Picture Permit the appropriate weight in cap calculations, as is done every year, the Postal Service converts Picture Permit's revenues to volumes by multiplying the dollar amount by 100.

Finally, the volume of pieces submitted via Seamless Acceptance during the Hybrid Year has been used to weight the \$0.001 Seamless Acceptance incentive in the percentage change in rates calculation.

B. USPS Marketing Mail

1. Summary of Price Changes

Prices for the seven USPS Marketing Mail products will increase by the following amounts:

¹⁵ See *generally* Docket No. MT2011-1.

Table 7
USPS Marketing Mail Product Price Changes

Product	Percent Change
Letters	0.771
Flats	3.553
Parcels	16.791
High Density / Saturation Letters	2.373
High Density / Saturation Flats and Parcels	0.989
Carrier Route	3.529
Every Door Direct Mail – Retail	0.524
Overall	1.509

The Commission recently directed the Postal Service to raise Flats and Parcels rates at least 2 percentage points above the USPS Marketing Mail class average, and strongly recommended the same for Carrier Route.¹⁶ Accordingly, the Flats, Parcels and Carrier Route increases of 3.553 percent, 16.791 percent, and 3.529, respectively, exceed the class average by over 2 percentage points.¹⁷ In the case of Parcels, the price change percent is more than 15 percentage points above the USPS Marketing Mail class average.

In other regards, these price adjustments for USPS Marketing Mail reflect the Postal Service's pricing flexibility and efforts to achieve financial stability (Objectives 4 and 5, Factor 7), as well as other objectives and factors. For example, the below-average increase for Letters follows a rate cycle in which the product received an above-average increase (Objective 2, Factor 3). Several contrasting price changes should incentivize greater presortation and drop-shipment by mailers (Objective 1,

¹⁶ Annual Compliance Determination Report: Fiscal Year 2019, Docket No. ACR2019 (Mar. 25, 2020) [hereinafter "FY 2019 ACD"], at 43 (Flats), 46 (Parcels), 52 (Carrier Route).

¹⁷ Despite going beyond the Commission's FY 2019 ACD directive as to USPS Marketing Mail Parcels, the Postal Service maintains that an absolute rate-rebalancing mandate privileges the allocative-efficiency aspect of Objective 1 and Factor 2 at the expense of Objectives 4 and 5, and also impedes Objective 2 and Factor 7.

Factors 5, 7, and 12): the continued below-average increase for High Density and Saturation Flats and Parcels, in contrast to the significantly above-average increase for regular Flats and Parcels; increases in prices for High Density Letters and Flats, compared with no increase for High Density Plus and Saturation Letters and Flats; and relatively large increases for the least presorted and least drop-shipped categories within the Flats product.

Within High Density and Saturation Flats and Parcels, Detached Address Labels (DALs) and Detached Marketing Labels (DMLs) for Saturation Flats will receive differing percentage increases, but will retain their current 0.5-cent differential. DMLs will increase from \$0.050 to \$0.060, while DALs will increase from \$0.045 to \$0.055.¹⁸ The higher rate for DMLs reflects its increased value to mailers (Objective 5, Factors 1, 3, and 8). Despite the above-average increases for DALs and DMLs, the overall increase for High Density and Saturation Flats and Parcels is only 0.989 percent: slightly more than half of the average price increase for the USPS Marketing Mail class. As the Commission has acknowledged, “the [Postal Accountability and Enhancement Act (PAEA)] plainly intended for individual rates to vary, even considerably, from the change in CPI-U baseline.” Order No. 4257 at 121.

Finally, the Postal Service’s planned rate adjustment moves lightweight Nonautomation Nonmachinable letter-shaped pieces (i.e., 4 ounces and below) from the Letters product to the Flats product in the MCS. The effect is that they, like their heavyweight counterparts (i.e., over 4 ounces), will pay Nonautomation Flats prices and

¹⁸ The 20 percent and 22 percent increases for DMLs and DALs, respectively, are well within the range of past increases. See R2020-1 Notice at 23 n.37 (25 percent increase for DMLs); United States Postal Service Notice of Revised Price Adjustment for Detached Address Labels, PRC Docket No. R2012-3 (Nov. 15, 2011), at 1 (76.5 percent increase for DALs).

will be reported with the Flats product for both RPW and CRA reporting (Objective 8, Factor 6). At present, lightweight Nonautomation Nonmachinable Letters are priced and reported within the Letters product, while Nonautomation Nonmachinable Letters that weigh over 4 ounces are classified within Flats and pay Nonautomation Flats prices. Because prices within the Letters and Flats products are developed independently, breakpoint discrepancies have arisen between lightweight and heavyweight Nonautomation Nonmachinable letter-shaped pieces. Order No. 5321, Order on Price Adjustments for USPS Marketing Mail, Periodicals, Package Services, and Special Services Products and Related Mail Classification Changes, PRC Docket No. R2020-1 (Nov. 22, 2019), at 26-28. The planned rate and classification change for lightweight Nonautomation Nonmachinable letter-shaped pieces will ensure smooth transitions between the per-piece-only prices for lightweight pieces and the piece-pound prices for heavyweight pieces.¹⁹

2. Workshare Discounts

The Postal Service has made significant progress at addressing USPS Marketing Mail passthroughs in conformance with 39 U.S.C. § 3622(e). The Postal Service's planned rates set all USPS Marketing Mail workshare discounts at or below their

¹⁹ As a conforming change and minor correction, all letter-shaped pieces that already pay flats prices and are reported with flats products in the price cap calculation, RPW, and CRA have been moved to their respective flats products in Attachment A. Specifically, Nonautomation Nonmachinable heavyweight Letters have been moved from the Letters product to the Flats product, and Nonautomation Saturation and High Density Letters (both lightweight and heavyweight) have been moved to the Saturation, High Density, and High Density Plus Flats/Parcels product in Attachment A.

avoided costs, including the ten discounts that exceeded avoided costs in the FY 2019 ACD.²⁰

The rate and classification change discussed above for Nonautomation Nonmachinable lightweight letter-shaped pieces eliminates three workshare relationships within the Letters product reported in Folder 3 of the Annual Compliance Report and Attachment B in this docket. The workshare relationships for these lightweight letter-shaped pieces will be reported with the existing Nonautomation Flats workshare categories.

3. Adjustments to Billing Determinants

The Postal Service has made two adjustments to the Hybrid Year billing determinants for USPS Marketing Mail. First, to give effect to the rate and classification change for lightweight Nonautomation Nonmachinable letter-shaped pieces (4 ounces and below) discussed above, Hybrid Year volumes have been moved from the Letters product to the Flats product in the price cap calculation.

Second, the volume of pieces submitted via Seamless Acceptance during the Hybrid Year has been used to weight the \$0.001 Seamless Acceptance incentive in the percentage change in rates calculation.

²⁰ To the extent that some passthrough ratios may remain below 100 percent, particularly within products and rate categories that cover less than 100 percent of attributable costs, that circumstance would be consistent with the break-even constraint established in the economic literature on the efficient component pricing rule. Moreover, any purported deviation from an ideal of productive efficiency (Objective 1) should, in this instance, bear less weight than the more firmly established statutory objectives of allocative efficiency (Objective 1, Factor 2) and retaining contribution to institutional costs (Objective 5). These points are discussed more fully in section III.C.2 below.

C. Periodicals

1. Summary of Price Changes

Prices for the two Periodicals products will increase as follows:

Table 10
Periodicals Price Changes

Product	Percent Change
Outside County	1.469
Within County	1.202
Overall	1.456

Due to the lack of adequate pricing flexibility at the class level (which undercuts Objective 4 and Factor 7), the Postal Service is unable to raise Periodicals revenue above attributable costs. This, in turn, impedes the achievement of allocative efficiency (Objective 1 and Factors 2 and 14, in conjunction with 39 U.S.C. § 101(d)), financial stability (Objective 5), and a just, reasonable, and equitable rate schedule (Objective 8 and Factor 14, in conjunction with 39 U.S.C. § 404(b)). Given the limited tools currently available to improve cost coverage, the Postal Service is making the following changes:

- above-average increases for trays, sacks, pallets, and bundles, to boost their cost coverage (Objective 5, Factor 2);
- separation of sack and tray prices and higher increases for trays and sacks than for pallets and bundles, to encourage more efficient mail preparation (Objective 1, Factors 5, 7, and 12);
- increasing the price differential between basic Carrier Route and Machinable Automation 5-Digit Flats, to encourage the preparation of Carrier Route pieces (Objective 1, Factors 5, 7, and 12); and

- increasing piece prices to bring all workshare discount passthroughs down to 100 percent or below (Objectives 1 and 8, Factor 1).²¹

2. Workshare Discounts

As of this price adjustment, no Periodicals workshare discounts exceed avoided costs.

It must be acknowledged that many Periodicals workshare discounts now have passthrough ratios below 100 percent, in many cases substantially so. Several Outside County passthrough ratios have fallen farther below 100 percent than when they were measured in the FY 2019 ACD or Docket No. R2020-1. In other circumstances, this situation might appear to run counter to a narrow version of efficient component pricing (ECP) theory, whereunder 100 percent passthrough of the Postal Service's avoided costs to the workshare mailer may be justifiable as promoting productive efficiency. Indeed, last year, the Commission praised increases in below-100-percent Periodicals passthroughs as "minimiz[ing] negative contribution and maximiz[ing] cost savings in accordance with Objective 1," implying that maintaining or lowering below-100-percent passthroughs in Periodicals would have the opposite effects. Order No. 5321 at 59. That assessment is incorrect, however.

As firmly attested in the relevant economic literature, ECP assumes an incumbent firm offering products that cover their economic (i.e., attributable) costs in the

²¹ Given the limitations of the CPI cap, the above-mentioned changes can be achieved only by keeping pound prices constant.

first instance.²² But here, workshared products, such as those in the Periodicals class, do not cover their attributable costs. In such a situation, any concern about the productive efficiency of workshare passthroughs must be balanced against the allocative-efficiency²³ concerns arising from the product's underwater status, as well as the underwater product's role in the Postal Service's overall financial instability.

The statutory framework that governs the market-dominant ratemaking system dictates how that balance should be struck. Section 3622(e)'s workshare provisions prohibit workshare discounts only from exceeding avoided costs. Although the Commission has read ECP into Objective 1, Order No. 4257 at 31, 36, 130-31, 135, none of Section 3622's statutory objectives and factors expressly call for a floor on

²² *E.g.*, Alfred E. Kahn & William E. Taylor, *The Pricing of Inputs Sold to Competitors: A Comment*, 11 YALE J. REG. 225, 227-28 (1994) (specifying, as an essential condition for the doctrine's predicted social benefit, that the operator's "retail charges must recover both [the] access or interconnection charge and the incremental cost of its own retail operations"); Nicholas Economides & Lawrence J. White, *Access & Interconnection Pricing: How Efficient Is the Efficient Component Pricing Rule?*, 40 ANTITRUST BULL. 557, 559-60 (1995) (citing Jean-Jacques Laffront & Jean Tirole, *Access Pricing & Competition*, 38 EURO. ECON. REV. 1673 (1994), for the "well[-]established" proposition that efficient component pricing "holds as a first-best pricing principle only if a stringent set of assumptions holds," including that the incumbent's price "has been based on a marginal-cost pricing rule"); J. Gregory Sidak & Daniel F. Spulber, *The Tragedy of the Telecommons: Government Pricing of Unbundled Network Elements Under the Telecommunications Act of 1996*, 97 COLUM. L. REV. 1081, 1113 (1997) (citing Mark Armstrong et al., *The Access Pricing Problem: A Synthesis*, 44 J. INDUS. ECON. 131 (1996), as applying "the standard break-even constraint"); accord Response of United States Postal Service Witness Bernstein to Newspaper Association of America Interrogatory NAA/USPS-T31-21(a), PRC Docket No. R97-1 (Aug. 19, 1997) ("If marginal cost pricing is not a viable option, as in the case of the Postal Service, then ECP is not necessarily economically efficient.").

²³ "Allocative efficiency" is a technical term encompassing, among other things, the rationale for ensuring that each product's prices cover at least the product's attributable costs and thus do not encourage an inefficient level of overconsumption. See, e.g., Op. & Rec. Decision, PRC Docket No. MC95-1 (Jan. 26, 1996), at ¶ 4257 ("Prices set below marginal cost understate the costs that society incurs, causing excessive consumption of postal services and waste of society's resources[.] . . . These losses in social welfare that arise when prices deviate from marginal cost are 'allocative efficiency' losses because they misallocate resources among the goods and services that society consumes.") (citation omitted). It should be noted that most of the discussion surrounding the merits of ECP in rate and classification cases from the late 1990s and early 2000s either occurred in the abstract or else focused on (above-water) First-Class Mail; none appears to have specially discussed the potential effects of ECP's application to underwater products.

workshare passthroughs.²⁴ By contrast, not only is allocative efficiency another implied aspect of Objective 1, *id.* at 131-32, 135, 139-40, Congress expressly set positive class-level cost coverage as a criterion for any market-dominant ratemaking system, using language that elevates it above the other “factors.” 39 U.S.C. § 3622(c)(2); see Order No. 4257 at 49; Reply Comments of the United States Postal Service in Response to Order No. 26, PRC Docket No. RM2007-1 (Oct. 9, 2007), at 46-47.²⁵ Financial stability, retained earnings, and reasonable rates are also explicit objectives for the ratemaking system. 39 U.S.C. § 3622(b)(5), (b)(8); see Order No. 4257 at 147, 149. These objectives are frustrated by underwater products, which “threaten the financial integrity of the Postal Service.” Order No. 4258 at 73 (citing Order No. 4257 at 234-35). At a minimum, any implied passthrough floor must be balanced against these various other elements of the statutory ratemaking criteria.²⁶ Moreover, the statute’s relative explicitness regarding organization-wide financial stability and allocative efficiency

²⁴ The Commission has previously contrasted the statutory cap on workshare discount passthroughs, as one of “the PAEA’s few objective pricing standards,” with other, qualitative criteria like Objective 1, which are left to the Commission’s discretion, See Order No. 536, Order Adopting Analytical Principles Regarding Workshare Discount Methodology, PRC Docket No. RM2009-3 (Sept. 14, 2010), at 19.

²⁵ Similarly, 39 U.S.C. § 101(d) casts as mandatory the establishment of “fair and equitable” apportionment of costs among mailers. See Order No. 4257 at 21 (citing 39 U.S.C. § 101(d) as a statute relevant to market-dominant ratemaking via Factor 14). This provision has been established to be actionable as to market-dominant products only in “extreme” cases. *U.S. Postal Serv. v. Postal Regulatory Comm’n*, 676 F.3d 1105, 1107-08 (D.C. Cir. 2012); see also Order No. 1427, Order on Remand, PRC Docket No. ACR2010-R (Aug. 9, 2012).

²⁶ Indeed, Commission practice has long been to eschew rigid adherence to theoretically efficient pricing doctrines, in the interest of balancing competing statutory criteria. See Op. & Rec. Decision, PRC Docket No. R2000-1 (Nov. 13, 2000), at ¶ 4042 (“Economic efficiency is neither the exclusive nor even the paramount ratemaking objective under the [Postal Reorganization] Act. . . . Under the Act, the Commission, exercising its informed judgment, must balance the competing ratemaking criteria of the Act. Application of a Ramsey pricing formula . . . would be contrary to the policies of the Act as it would elevate one factor to the exclusion of all others.”) (citing *Direct Marketing Ass’n, Inc. v. United States Postal Service*, 778 F.2d 96, 103-04 (D.C. Cir. 1985)). This practice has continued since the PAEA. See 39 U.S.C. § 3622(b) (requiring each statutory objective to “be applied in conjunction with the others”); Order No. 4257 at 16-17 & nn.30-31 (quoting earlier post-PAEA Commission orders and determinations).

indicates that those aims should be given priority over a merely inferred workshare-passthrough floor: a conclusion consistent with the break-even constraints in the economic literature on ECP.²⁷

Contrary to the depiction in Order No. 5321, whatever the effect of increasing workshare passthroughs on “maximiz[ing] cost savings,” doing so does not necessarily “minimize negative contribution.” If anything, the opposite seems more likely. Where a product is above water and demand elasticity is more than zero, ECP theory holds that offering a discount to match avoided costs will benefit the Postal Service, other things equal: the Postal Service would earn the same unit contribution on mail that migrates to the discounted rate, and the effective price reduction will induce some additional workshared volume with the same level of positive unit contribution. But the picture is inverted where a product is underwater. Then, passing through 100 percent of avoided costs ensures that workshared volume will lose the same amount of money per piece as the benchmark rate category, and any induced volume will likewise generate negative contribution.

In that instance, the prevailing economic-welfare concern should be the undue consumer surplus at the expense of the producer (as expressed in Objectives 5 and 8) and the unfair allocation of costs among users of different products (as expressed in

²⁷ No less staunch an ECP advocate than Pitney Bowes has recognized that adapting the doctrine into the market-dominant ratemaking framework calls for a “soft floor” with exceptions to “help achieve multiple statutory objectives and factors without unduly conflicting with or affecting the others.” Comments of Pitney Bowes Inc., PRC Docket No. RM2017-3 (Mar. 20, 2017), at 16.

Factor 2 and 39 U.S.C. § 101(d)). ECP addresses neither concern.²⁸ Only once balance is restored should the inquiry proceed to whether producer and consumer surpluses are properly allocated in relation to specific aspects of product costs. Bluntly put, when the Postal Service is losing money to each customer of a product, there is little point in haggling over whether the Postal Service should have to lose even more to some customers than to others, particularly when the Postal Service's supposed reward is even more money-losing pieces.

To be absolutely clear, the point here is not that correcting a negative-contribution problem overrides all other statutory objectives and factors. Striving to do so in the short term could, in some cases, have countervailing effects on financial stability and allocative efficiency, as well as on the product's own longer-term contribution. Nor is the point that ECP is necessarily incompatible with allocative efficiency in all instances. There may be situations where the Postal Service judges it prudent and productive to increase below-100-percent passthroughs in an underwater product; indeed, it has done so in multiple instances here. But such cases should not be confused with an ironclad rule. Rather, the immediate point is that regulatory focus on economic-pricing problems should proceed from the general to the specific: first

²⁸ Kahn & Taylor, *Pricing of Inputs*, 11 YALE J. REG. at 233 (however "necessary" efficient component pricing may be "to avoid technical or productive inefficiency, . . . it preserves [i.e., does not remedy] the allocative inefficiency inherent in the preexisting price structure"); accord Initial Comments of John C. Panzar on Behalf of Pitney Bowes Inc. in Response to Advance Notice of Proposed Rulemaking on Regulations Establishing A System of Ratemaking, PRC Docket No. RM2007-1 (Apr. 6, 2007), at 10 ("[Besides] promoting the overall productive efficiency of the postal sector, taken as a whole[,] . . . there are two other aspects of postal sector efficiency that ECPR, by itself, does not directly address: the productive efficiency of the Postal Service itself and the allocative (Ramsey) efficiency of retail postal rates." (italics omitted)); Direct Testimony of Peter Bernstein on Behalf of the United States Postal Service, USPS-T-41, PRC Docket No. R2000-1 (Jan. 12, 2000), at 79 ("As such, a tradeoff can exist between technical efficiency (having the lowest cost agent perform the worksharing activity) and allocative efficiency (raising net revenues in a way that minimizes the burden on mailers). . . . Ramsey pricing dominates ECP in terms of overall efficiency.").

eliminate class- and product-level cross-subsidies, then fine-tune specific access prices. So long as the broader problem is outstanding, it could only be counterproductive to insist or expect that the Postal Service garner more money-losing volume and, in many cases, shift even more contribution toward workshare mailers. Once again, this prioritization of aims is consistent with the constraints that the economic literature imposes on ECP.

Far from “minimiz[ing] negative contribution and maximiz[ing] cost savings in accordance with Objective 1,” Order No. 5321 at 59, deepening workshare discounts in an underwater product could worsen negative contribution. It would thus run contrary to the economic foundations for ECP and sacrifice the explicit statutory aims of allocative efficiency and financial stability for a theoretical, narrow gain in the merely implied objective of productive efficiency. Therefore, to help the market-dominant ratemaking system to achieve the statutory objectives, taking into account the statutory factors, any consideration of below-100-percent passthrough ratios in this price adjustment (and elsewhere) should acknowledge the overriding importance of financial stability and allocative efficiency where a product is underwater.

3. Adjustments to Billing Determinants

The volume of pieces submitted via Seamless Acceptance during the Hybrid Year has been used to weight the \$0.001 Seamless Acceptance incentive in the percentage change in rates calculation.

D. Package Services

1. Summary of Price Changes

The prices for the Package Services products will be adjusted as follows:

Table 11
Package Services Price Changes

Product	Percent Change
Alaska Bypass Service	1.429
Bound Printed Matter Flats	-0.001
Bound Printed Matter Parcels	0.000
Media Mail and Library Mail	3.579
Overall	1.460

As a part of its pricing strategy, the Postal Service again is applying above-average increases to the Media/Library Mail products to improve cost coverage for those products (Objectives 1, 5, and 8; Factors 2 and 13 (in conjunction with 39 U.S.C. § 101(d)). Even after these increases, however, Media Mail and Library Mail pieces will still be priced below other ground parcel products, which reflects the Postal Service's consideration for their educational, cultural, scientific, and informational value (Factor 11).

The Postal Service balances the above-average increases to Media/Library Mail with no adjustment to the nominal prices for Bound Printed Matter Flats and Parcels (Objective 4).²⁹

The Postal Service is applying a nearly class average rate increase to Alaska Bypass.

2. Workshare Discounts

All Package Services workshare discounts are equal to or below their avoided costs.

²⁹ The overall average price paid for BPM Flats will decrease by 0.001 percent due to the Seamless Acceptance incentive's impact to the price cap.

3. Adjustments to Billing Determinants

The volume of pieces submitted via Seamless Acceptance during the Hybrid Year has been used to weight the \$0.001 Seamless Acceptance incentive in the percentage change in rates calculation.

E. Special Services

1. Summary of Price Changes

The prices for Special Services will increase as follows:

Table 12
Special Services Product Price Changes

Product	Percent Change
Ancillary Services	1.419
International Ancillary Services	1.902
Address Management Services	6.493
Caller Service and Reserve Numbers	1.312
Credit Card Authentication	0.000
International BRM Service	2.601
Money Orders	3.215
Post Office Box Service	0.892
Stamp Fulfillment Services	1.293
Overall	1.458

Prices for some products within Special Services are increasing above the class average, while prices for other products are receiving a below average increase or no increase at all. Within products, the Postal Service is increasing most prices within a range of 0 to 5 percent. Prices that are increasing outside that range or are otherwise noteworthy are discussed below.

The rate for USPS Tracking for Marketing Mail Parcels is increasing from 20 cents to 22 cents. While this is technically a 10 percent increase, it is only a 2-cent increase to an add-on service, meaning that the overall effect on customers will not be outsized or overly burdensome; nor is it expected to discourage mail volume. It

therefore reasonably balances Objective 5 and Factor 3, and in addition is consistent with Objectives 4 and 8 and Factor 7.

The overall price increase for Address Management Services is 6.493 percent. The majority of the percent increase stems from changes to the additional copy factor pricing table (MCS section 1515.2, AMS Price Table for Single Issues or Additional Copies). This factor pricing table multiplies the base price of a product by a factor to determine the price for a particular volume of additional copies of that product. The factors in this table have not been revised since its inception. Changes to these factors reflect the value that these products offer to mailers (Factors 1 and 8).

Separate from the changes to the additional copy factors and the subsequent multiplication of base prices, the following products have price increases greater than 5 percent: AIS Viewer is increasing by 5.2 percent; ZIP Move is increasing by 8.3 percent; AIS Unlimited License is increasing by 10.0 percent; Computerized Delivery Sequence (CDS) is increasing by 8.3 percent. This exercise of pricing flexibility helps to promote financial stability and to maintain a just and reasonable schedule for rates and classifications (Objectives 4, 5, and 8, Factor 7). The price adjustments reflect the relative value and desirability of the various services to customers (Factors 1 and 8).

2. Workshare Discounts

There are no Special Services workshare discounts.

3. Adjustments to Billing Determinants

The addition of three-month PO Box Service rental volume and revenue to the quarterly billing determinants in FY 2020 will improve the cap usage calculations. A distribution key for three-month PO Box Service rentals was developed to estimate the

FY 2019 Quarter 4 three-month volume. The three quarters of existing data and this distribution key for a single quarter replace the annual distribution key for three-month rental volume used in previous filings. The three-month rental volume for Quarter 4 of FY 2019 is calculated using the average of the available three quarters of FY 2020 data; this amount is then subtracted from the previously reported total volume to more accurately estimate the six-month volume. The three-month rental revenue is calculated by multiplying the estimated three-month volume by the price in effect in Quarter 4 of FY 2019. The six-month revenue is then recalculated for these quarters based on the estimated volume multiplied by the price in effect in Quarter 4 of FY 2019. This calculation is shown in the FY 2019 Q4 – FY 2020 Q3 Hybrid Year Billing Determinants, tab 'F-4 PO Boxes.'

Additional copy volumes for certain Address Information Systems products under the Address Management Services were available beginning in FY 2020. Volumes at the factor level were made available for Quarter 4 of FY 2019 for the purposes of cap-usage calculations. These newly available volumes are included as hardcoded values in the Hybrid Year billing determinants. Footnotes on the applicable sheets in the Hybrid Year and Cap Calculation files identify in detail the relationship of the new data to the previously filed FY 2019 billing determinants. This change improves the cap-usage calculation for the base product price and its effect on the price of additional copies. This update also captures the price-cap calculation impact of any changes made to the factor multiples, which apply to many products.

Of particular note is an update to the additional copy volumes in Quarter 4 of FY 2019 of the ZIP+4 product due to a notational error. Instead of indicating ten sets of

additional copies of the By State product purchased in a single transaction as a purchase of ten separate items, the transaction was incorrectly reported as a single-item purchase, resulting in a volume difference of nine. The previously reported revenue is consistent with the Quarter 4 FY 2019 revenue total reported in the FY 2019 Q4 – FY 2020 Q3 Hybrid Year billing determinants. The corrected volumes are used for the cap-usage calculations.

F. Promotions

The Postal Service is offering six promotional discounts in Calendar Year 2021: Earned Value Reply Mail; Emerging & Advanced Technology; Informed Delivery; Mobile Shopping; Personalized Color Transpromo; and Tactile, Sensory, and Interactive Engagement. Three of the promotions (i.e., Earned Value Reply Mail, Emerging & Advanced Technology, and Informed Delivery) apply to both First-Class Mail and Marketing Mail pieces. The Personalized Color Transpromo promotion applies only to First-Class Mail pieces, and the Mobile Shopping and Tactile, Sensory, and Interactive Engagement promotions apply only to Marketing Mail pieces.

All six promotions were also offered in Calendar Year 2020. The price cap calculations take both calendar years' promotions into account. The end of Calendar Year 2020 promotions is reflected in the calculations at current prices, while initiation of the Calendar Year 2021 promotions is incorporated into the revenue calculations at planned prices.

Overall, the promotions generate a small amount of cap space in First-Class Mail (\$2.5 million or 0.010 percent) for one reason: the Earned Value promotion will no longer have a mailer-specific volume threshold, so the Postal Service will be awarding

more credits if the same volumes materialize in 2021 as 2020. The promotions also generate a small amount of cap space in USPS Marketing Mail (\$0.7 million or 0.005 percent). The workpapers for both First-Class Mail and Marketing Mail include the calculations underlying the price cap figures. Classification changes associated with the promotions are shown in Attachment A. The 2021 Promotions Calendar is at Attachment D.

1. Earned Value Reply Mail

The Earned Value Reply Mail promotion encourages mailers to distribute Business Reply Mail (BRM), Courtesy Reply Mail (CRM), and Share Mail pieces. Flats, Permit Reply mail, and ballot mail are excluded from this promotion. Mailers who register their Mailer ID information and use eligible Intelligent Mail barcodes on their BRM, CRM, and Share Mail pieces may qualify for a \$0.02 postage credit for each mailpiece that is placed in the mailstream by the recipient and scanned during the promotion period. The promotion period is from April 1 through June 30, 2021. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats. The credit must be used by December 31, 2021.

The Postal Service has updated this promotion for Calendar Year 2021 by removing the mailer-specific volume threshold requirement. Accordingly, the Calendar Year 2021 promotion will apply a \$0.02 credit to all qualifying mail pieces regardless of a mailer's volume history.

2. Emerging & Advanced Technology

The Emerging and Advanced Technology promotion encourages mailers to incorporate mobile and other technologies into their mailpieces. Specifically, First-Class Mail letters, cards, and flats and Marketing Mail letters and flats that incorporate technologies such as “Enhanced” Augmented Reality, Virtual Reality, and Video in Print (ViP) will be eligible for an upfront 2 percent postage discount during the promotion period. The promotion period runs from March 1 through August 31, 2021.

The Postal Service has not updated this promotion from Calendar Year 2020.

3. Informed Delivery

The Informed Delivery Promotion seeks to continue increasing the adoption rate of the Postal Service’s Informed Delivery platform, by offering an upfront 2 percent discount for mailings that incorporate best practices and techniques in their Informed Delivery campaigns. First-Class Mail automation letters, cards, and flats and Marketing Mail automation letters and flats that meet the promotion’s requirements are eligible. The Postal Service plans to offer the promotion from September 1 through November 30, 2021.

The Postal Service has not updated this promotion from Calendar Year 2020.

4. Mobile Shopping

The Mobile Shopping promotion is aimed at businesses and mailers offering products for sale, especially during the holiday season. The Postal Service designed the promotion to encourage mailers to integrate their direct mail pieces with mobile technologies (e.g., Quick Response Codes, Snap Tags, Watermarks, etc.) that facilitate a convenient online shopping experience for consumers during the holiday season.

Marketing Mail letters and flats that contain a barcode, printed command or other technology that allows the user to engage in a mobile shopping experience and meet the promotion's other requirements are eligible for an upfront 2 percent discount during the promotion period from August 1 to December 31, 2021.

The Postal Service has updated this promotion for Calendar Year 2021 by adding voice assistant technology as one of the qualifying mobile technologies.

5. Personalized Color Transpromo

The Personalized Color Transpromo promotion enhances the value of First-Class Mail by encouraging mailers of bills and statements to incorporate color marketing messaging in order to foster a better connection and response from their customers. The promotion is intended to increase the value of First-Class Mail and encourage mailers to invest in color print technology. The Postal Service will provide an upfront 2 percent postage discount to mailers who use dynamic and variable color print for personalized, transpromotional marketing messages on their bills and statements.

Only First-Class Mail presort and automation letters containing bills and statements are eligible for this promotion. Because First-Class Mail is sealed against inspection, mailers seeking to qualify for the promotion must submit samples for pre-approval prior to mailing. The Postal Service will offer this promotion from July 1 through December 31, 2021.

The Postal Service has not updated this promotion from Calendar Year 2020.

6. Tactile, Sensory and Interactive Engagement

The Tactile, Sensory and Interactive Engagement promotion encourages mailers to drive customer engagement with the mail through the use of advanced print

innovations in paper and stock, substrates, inks, interactive elements, and finishing techniques. By incorporating these print elements in a mail campaign, mailers may increase brand recognition and message recall by creating a multi-sensory experience for customers. Marketing Mail letters and flats that meet the promotion requirements are eligible for an upfront 2 percent discount off postage during the promotion period from February 1 to July 31, 2021.

The Postal Service has not updated this promotion from Calendar Year 2020.

G. Seamless Acceptance Incentive

The Postal Service is introducing a \$0.001 per piece rate incentive for Seamless Acceptance. A rate incentive is “a discount that is not a workshare discount and that is designed to increase or retain volume, improve the value of mail for mailers, or improve the operations of the Postal Service.” 39 C.F.R. § 3030.523(a)(3).

Seamless Acceptance automates the Postal Service’s manual mail verification process. Specifically, Seamless Acceptance provides mailers an automated, streamlined mail acceptance process that offers transparency and trend-based reporting over a calendar month so mailers can improve their mail preparation efficiency. Seamless Acceptance does this by leveraging electronic postage statements (eDocs) and the Intelligent Mail® barcodes (IMbs) on all containers, handling units, and mailpieces required under Full-Service. Mailers submit mailings to the Postal Service via eDocs, and mailers and the Postal Service monitor mail quality through the Mailer Scorecard.

Prior to Seamless Acceptance, the Postal Service performed only manual verification of the mail, which can be an arduous, time-intensive process. Seamless

Acceptance enables the Postal Service to perform automated verifications of Seamless mailings by reconciling eDocs with barcode scans recorded on mail processing equipment and via handheld scanners, thereby improving operational efficiency when compared to the verification of mail inducted manually. Mailers benefit from the enhanced visibility and near real-time feedback through the Mailer Scorecard, as well as automated finalization which decreases cycle times. The Postal Service also benefits from the enhanced visibility, which allows for more accurate postage calculation and for the Postal Service to more easily identify and correct issues with mailings. Further, automating the manual mail verification process replaces much of the manual sampling of mail performed by USPS clerks with census data from mail processing equipment, resulting in a larger and more consistent data set.

The Postal Service designed the Seamless Acceptance incentive to encourage the adoption of Seamless Acceptance by mailers, thereby improving both the value of mail for mailers and the operations of the Postal Service. For each qualifying mail piece entered via Seamless Acceptance, a \$0.001 incentive will be applied to the account entering the mail. To be eligible for the incentive, mailers must be enrolled in the Seamless Acceptance program under Domestic Mail Manual, *Mailing Standards of the United States Postal Service* ("DMM") § 705.22 and meet the criteria set forth in 705.22.3.1(a)-(e) for Seamless participation. The incentive will be available to all pieces eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option per DMM § 705.23: First-Class Mail cards, letters, and flats; Periodicals; Marketing Mail letters and flats; and Bound Printed Matter flats.

The Seamless Acceptance rate incentive will be available to all mailers equally on the same terms and conditions. 39 C.F.R. § 3030.512(b)(9)(ii). The Postal Service avers that the Seamless Acceptance is not designed to benefit a particular mailer, nor is it “only available upon the written agreement of both the Postal Service and a mailer, group of mailers, or foreign postal operator.” 39 C.F.R. § 3030.512(b)(9)(iii).

In accordance with Rule 3030.512(b)(9)(i), the Postal Service notes that the Seamless Acceptance incentive is being included in the percentage change in rates calculations for each of the four classes for which the incentive will be available under Rule 3030.523(e)(2). The \$0.001 incentive is accounted for in the calculations using the Full-Service volumes submitted by Seamless Acceptance mailers during the Hybrid Year for each class.³⁰

H. Preferential Rates

Section 3626 sets forth pricing requirements for certain preferred categories of mail. The Postal Service has complied with these requirements in this rate case, as explained below.

First, Section 3626(a)(3) requires that the prices for Within County Periodicals “reflect [the product’s] preferred status,” as compared to the prices for regular rate Periodicals. The Postal Service continues to recognize the preferential status of Within County Periodicals by keeping its prices below those of regular Outside County Periodicals.

³⁰ As the Postal Service has noted before, an absolute prohibition on forecasting mailer behavior results in manifestly unreasonable price cap calculations. Here, the entire purpose of the Seamless Acceptance incentive is to encourage increased Seamless volumes; for cap calculation purposes, however, the Postal Service is forced to accept the legal fiction that no mail will convert to Seamless, or in other words that the incentive will fail completely.

Second, Section 3626(a)(4)(A) requires that Nonprofit and Classroom Periodicals receive, as nearly as practicable, a 5 percent discount from regular rate postage, except for advertising pounds. Consistent with past practice, the Postal Service maintains this rate preference by giving Nonprofit and Classroom pieces a 5 percent discount on all components of postage, except for advertising pounds and ride-along postage.

Third, Section 3626(a)(5) requires that Science of Agriculture Periodicals be given preferential treatment for their advertising pounds. Consistent with past practice, the Postal Service continues to grant these publications advertising pound rates for Destination Delivery Unit, Destination Sectional Center Facility, Destination Area Distribution Center, and Zones 1 & 2 that are 75 percent of the advertising pound rates applicable to regular Outside County Periodicals.

Fourth, Section 3626(a)(6) requires that Nonprofit USPS Marketing Mail prices be set to achieve an average revenue per piece that is, as nearly as practicable, 60 percent of the commercial average revenue per piece. The prices set forth in this Notice achieve a revenue per piece ratio of 60.19 percent.³¹ The Postal Service is also keeping nonprofit discounts equal to the comparable commercial discounts.³²

Fifth, Section 3626(a)(7) requires that the prices for Library Mail be equal, as nearly as practicable, to 95 percent of the prices for Media Mail. This is achieved by setting each Library Mail rate element equal to 95 percent of the corresponding Media

³¹ Details of the nonprofit-commercial revenue per piece ratio are contained in USPS-LR-R2021-1-2. Consistent with past practice, the Postal Service has calculated this ratio at the class level.

³² In all of the USPS Marketing Mail tabs of Attachment B, the Postal Service has added an additional column reflecting the Nonprofit discounts next to the calculation of Commercial discounts.

Mail rate element. The Postal Service has followed this approach in setting its new prices.

Finally, Section 3626(g)(4) requires that preferential treatment be accorded to the Outside County pieces of a Periodicals publication having fewer than 5,000 Outside County pieces and at least one Within County piece. In conformance with this requirement, the Postal Service is maintaining the “limited circulation” discount that gives these mailers a discount equivalent to the Nonprofit and Classroom Periodicals discount.

In addition to a discussion of Section 3626, Rule 3010.12(b)(8) also requires the Postal Service to discuss how its planned prices are consistent with Sections 3627 and 3629. Neither section is implicated by this rate case, because the Postal Service is not altering the free rates and is not changing the eligibility requirements for nonprofit prices.

IV. MCS Changes

Rule 3030.512(b)(11) requires that this Notice be accompanied by a schedule identifying every change to the MCS that will be necessary to implement the planned rate changes. Attachment A shows the new rates and related product description changes incorporated into a revised draft of the market-dominant section of the MCS.³³ The substantive classification changes and minor corrections that are necessary for or otherwise contained in this filing include the following:

³³ Attachment A is based on the July 1, 2020, MCS draft published by the Commission at <https://www.prc.gov/mail-classification-schedule>. The classification changes planned in this filing are shown in legislative format.

- All letter-shaped pieces within USPS Marketing Mail that currently pay flats prices and are reported with flats products in the price cap calculation, RPW, and CRA have been moved to their respective flats products in Attachment A; Nonautomation Nonmachinable letter-shaped pieces above 4 ounces have been removed from the Letters product and moved to the Flats product; Nonautomation Saturation and High Density Letters (both lightweight and heavyweight) have been removed from the Saturation, High Density, and High Density Letters product and moved to the Saturation, High Density, and High Density Plus Flats/Parcels product.
- The Promotions language is updated to reflect the planned Promotions Calendar for 2021.
- The Seamless Acceptance Incentive is added to all applicable product classifications.

V. Library References

The Postal Service is filing seven public and one nonpublic library reference to support this case. Brief descriptions of the library references are contained in the accompanying notices filed with the Commission today.³⁴ Each library reference contains a preface that explains its contents in more detail.

³⁴ See USPS Notice of Filing Public Library References (Oct. 9, 2020); USPS Notice of Filing USPS–LR–R2021–1–NP1 (Oct. 9, 2020).

ATTACHMENT A

CHANGES TO MAIL CLASSIFICATION SCHEDULE

CHANGES TO MAIL CLASSIFICATION SCHEDULE

(New text is underlined, and deleted text is struck through. “* * * *” indicates material that has been omitted because it contains no changes. All prices are listed in price tables, whether or not they are changing.)

PART A

MARKET DOMINANT PRODUCTS

* * * * *

1100 First-Class Mail

1100.1.1 Class Description

* * * * *

1100.2 Products Included in Class

* * * * *

1105 Single-Piece Letters/Postcards

* * * * *

1105.5 Prices

Single-Piece Machinable Stamped Letters^{1, 2, 3}

Maximum Weight (ounces)	Machinable Letters (\$)
1	0.55
2	0.75
3	0.95
3.5	1.15

Notes

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.
2. The price for a Forever additional ounce stamp is the difference between the 2-ounce price and the 1-ounce price.
3. 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.

Single-Piece Machinable Metered Letters

Maximum Weight (ounces)	Machinable Letters (\$)
1	0.51
2	0.71
3	0.91
3.5	1.11

Single-Piece Nonmachinable Stamped Letters¹

Maximum Weight (ounces)	Nonmachinable Letters (\$)
1	0.75
2	0.95
3	1.15
3.5	1.35

Notes

1. The prices for single-piece, first-ounce nonmachinable letters also applies to sales of Forever nonmachinable stamps and Forever Print-on-Demand indicia at the time of purchase.

Single-Piece Nonmachinable Metered Letters

Maximum Weight (ounces)	Nonmachinable Letters (\$)
1	0.71
2	0.91
3	1.11
3.5	1.31

Single-Piece QBRM Letters

Maximum Weight (ounces)	QBRM Letters (\$)
1	0.532
2	0.732

Single-Piece Residual Machinable Letters

Maximum Weight (ounces)	Residual Machinable Letters (\$)
1	0.56 ¹
2	0.56 ¹
3	0.56 ¹
3.5	0.56 ¹

Notes

1. 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.

Single-Piece Postcards^{1, 2}

Maximum Weight (ounces)	Postcards (\$)	Single-Piece Double Card (\$)
not applicable	0.36	0.72

Notes

1. 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.
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. Such inbound direct entry mail cannot include Single-Piece Double Cards.

Single-Piece QBRM Postcards

Maximum Weight (ounces)	QBRM Postcards (\$)
not applicable	0.342

Share Mail Letters and Postcards^{1, 2}

Maximum Weight (ounces)	Share Mail Letters (\$)	Share Mail Postcards (\$)
1	0.51	0.36

Notes

1. To qualify for Share Mail, customers must meet and comply with all eligibility requirements of the program. Share Mail allows a qualifying customer to distribute pre-approved mailpieces that contain an Intelligent Mail barcode (IMb) and that can be mailed without prepayment of postage. Postage is collected when a pre-approved mailpiece is placed in the mailstream and scanned during processing.
2. Customers that are party to a current Alternate Postage Marketing Agreement (Marketing Agreement) as of December 31, 2016 may continue to distribute Alternate Postage mailpieces for the duration of that agreement, per its terms. For all Marketing Agreements, the term "prevailing Alternate Postage rate" shall be synonymous with the prevailing Share Mail rate most recently approved by the Postal Regulatory Commission.

1110 Presorted Letters/Postcards

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1110.4 Optional Features

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

- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certified Mail (1505.5)
 - Certificate of Mailing (1505.6)
 - Collect on Delivery (1505.7)
 - Insurance (1505.9)
 - Return Receipt (1505.13)
 - Special Handling (1505.18)
- Competitive Ancillary Services (2645)
 - Package Intercept Service (2645.2)
- Full-service Intelligent Mail Option: Automation Letters and Automation Postcards Only
- Picture Permit Imprint Indicia
- Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Personalized Color Transpromo Promotion (July 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1110.5 Prices

Automation Letters

Maximum Weight (ounces)	5-Digit (\$)	AADC (\$)	Mixed AADC (\$)
1	0.398	0.428	0.450
2	0.398	0.428	0.450
3	0.398	0.428	0.450
3.5	0.398	0.428	0.450

Nonautomation Presorted Machinable Letters

Maximum Weight (ounces)	Presorted (\$)
1	0.460
2	0.460
3	0.460
3.5	0.460

Nonmachinable Letters

Maximum Weight (ounces)	Presorted (\$)
1	0.660
2	0.660
3	0.660
3.5	0.660

Automation Postcards

Maximum Weight (ounces)	5-Digit (\$)	AADC (\$)	Mixed AADC (\$)
not applicable	0.269	0.279	0.285

Nonautomation Presorted Machinable Postcards

Maximum Weight (ounces)	Presorted (\$)
not applicable	0.293

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Letter Round-Trip Mailer

- a. Letter Round-Trip Mailer service allows a mailer to send a letter-shaped mailpiece to a subscriber at the applicable Presorted Letters/Postcards price and pay postage for the return of the contents of that mailpiece at the Single Piece Machinable Letters price.
- b. A mailer may either prepay postage for the return mailpiece by using Permit Reply Mail or only pay for mailpieces actually returned by using Business Reply Mail.
- c. Qualifying pieces must contain a standard 12 cm or smaller optical disc.
- d. Qualifying pieces must weigh no more than one (1) ounce.
- e. Returned pieces must be picked up by the mailer at designated Postal Service facilities.
- f. Letter Round-Trip Mailers are not subject to prices for:
 - (i) the Nonmachinable Letters price category of Presorted Letters/Postcards, or
 - (ii) the Single-Piece Nonmachinable Letters price category of Single-Piece Letters/Postcards.

Full-service Intelligent Mail Option

Subtract \$0.003 for each automation letter or automation postcard that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.01 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion (March 1, 2020 2021 to August 31, 2020 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion (April 1, 2020 2021 to June 30, 2020 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold.~~ Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.

Personalized Color Transpromo Promotion (July 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)

Provide a 2 percent discount on qualifying postage for First-Class Mail presort and automation letters sent ~~as part of a full-service IMb mailing~~ during the established program period. All mailpieces must contain bills or statements with dynamic variable color (four-color-process) messaging. In addition, in mailpieces sent by a prior year's participant the color messaging must be personalized to the recipient. The color messaging must be on the bill or statement and be for marketing or consumer information purposes. To receive the discount, mailers must comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1115 Flats

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1115.4 Optional Features

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

- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Business Reply Mail (1505.3)
 - Certified Mail (1505.5)
 - Certificate of Mailing (1505.6)
 - Collect on Delivery (1505.7)
 - Insurance (1505.9)
 - Registered Mail (1505.12)
 - Return Receipt (1505.13)
 - Special Handling (1505.18)
- Competitive Ancillary Services (2645)
 - Package Intercept Service (2645.2)
- Full-service Intelligent Mail option: Automation Flats Only
- Picture Permit Imprint Indicia
- Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1115.5 Prices

Automation Flats

Maximum Weight (ounces)	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
1	0.460	0.618	0.666	0.774
2	0.660	0.818	0.866	0.974
3	0.860	1.018	1.066	1.174
4	1.060	1.218	1.266	1.374

*First-Class Mail
Flats*

5	1.260	1.418	1.466	1.574
6	1.460	1.618	1.666	1.774
7	1.660	1.818	1.866	1.974
8	1.860	2.018	2.066	2.174
9	2.060	2.218	2.266	2.374
10	2.260	2.418	2.466	2.574
11	2.460	2.618	2.666	2.774
12	2.660	2.818	2.866	2.974
13	2.860	3.018	3.066	3.174

Presorted Flats

Maximum Weight (ounces)	Presorted (\$)
1	0.870
2	1.070
3	1.270
4	1.470
5	1.670
6	1.870
7	2.070
8	2.270
9	2.470
10	2.670
11	2.870
12	3.070
13	3.270

Single-Piece Flats¹

Maximum Weight (ounces)	Single-Piece (\$)
1	1.00
2	1.20
3	1.40
4	1.60
5	1.80
6	2.00
7	2.20
8	2.40
9	2.60
10	2.80
11	3.00
12	3.20
13	3.40

Notes

1. 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.

Keys and Identification Devices

Maximum Weight (ounces)	Keys and Identification Devices (\$)
1	3.70
2	3.90
3	4.10
4	4.30
5	4.50
6	4.70
7	4.90

8	5.10
9	5.30
10	5.50
11	5.70
12	5.90
13	6.10
1 (pound)	Priority Mail Retail Zone 4 postage plus 0.85 <u>0.86</u>
2 (pounds)	Priority Mail Retail Zone 4 postage plus 0.85 <u>0.86</u>

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Flat Round-Trip Mailer

- a. Flat Round-Trip Mailer service allows a mailer to send a flat-shaped mailpiece to a subscriber at the applicable one (1) ounce Machinable Letter price and pay postage for the return of the contents of that mailpiece at the one (1) ounce Single-Piece Machinable Letter price.
- b. A mailer may either prepay postage for the return mailpiece by using Permit Reply Mail or only pay for mailpieces actually returned by using Business Reply Mail.
- c. Qualifying pieces must contain a standard 12 cm or smaller optical disc.
- d. Pieces weighing no more than two (2) ounces qualify for the one (1) ounce price.
- e. Returned pieces must be picked up by the mailer at designated Postal Service facilities.
- f. Flat Round-Trip Mailers are not subject to prices for:
 - (i) the Nonmachinable Letters price category of Presorted Letters/Postcards, or
 - (ii) the Single-Piece Nonmachinable Letters price category of Single-Piece Letters/Postcards.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Full-service Intelligent Mail Option

Subtract \$0.003 for each automation flat that complies with the requirements for the Full-service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.01 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion (March 1, 2020 2021 to August 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in a technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion (April 1, 2020 2021 to June 30, ~~2020~~ 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold. Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future~~

mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

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1125 Outbound Single-Piece First-Class Mail International

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1125.6 Prices

Machinable Letters¹

Maximum Weight (ounces)	Country Price Group								
	1 (\$)	2 (\$)	3 (\$)	4 (\$)	5 (\$)	6 (\$)	7 (\$)	8 (\$)	9 (\$)
1	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20	1.20
2	1.20	1.81	2.24	2.24	2.24	2.08	2.08	2.08	2.08
3	1.69	2.40	3.28	3.28	3.28	2.95	2.95	2.95	2.95
3.5	2.18	3.00	4.32	4.32	4.32	3.82	3.82	3.82	3.82

Notes

1. International Forever stamps are sold at the price of a single-piece First-Class Mail International first ounce machinable letter and have a postage value equivalent to the price of a single-piece First-Class Mail International first ounce machinable letter in effect at the time of use.

Nonmachinable Letters

Maximum Weight (ounces)	Country Price Group								
	1 (\$)	2 (\$)	3 (\$)	4 (\$)	5 (\$)	6 (\$)	7 (\$)	8 (\$)	9 (\$)
1	1.41	1.41	1.41	1.41	1.41	1.41	1.41	1.41	1.41
2	1.41	2.02	2.45	2.45	2.45	2.29	2.29	2.29	2.29
3	1.90	2.61	3.49	3.49	3.49	3.16	3.16	3.16	3.16
3.5	2.39	3.21	4.53	4.53	4.53	4.03	4.03	4.03	4.03

Postcards

Maximum Weight (ounces)	Canada (\$)	Mexico (\$)	All Other Countries (\$)
not applicable	1.20	1.20	1.20

Large Envelopes (Flats)

Maximum Weight (ounces)	Country Price Group								
	1 (\$)	2 (\$)	3 (\$)	4 (\$)	5 (\$)	6 (\$)	7 (\$)	8 (\$)	9 (\$)
1	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40	2.40
2	2.63	3.12	3.39	3.39	3.39	3.34	3.34	3.34	3.34
3	2.85	3.82	4.37	4.37	4.37	4.26	4.26	4.26	4.26
4	3.06	4.54	5.36	5.36	5.36	5.19	5.19	5.19	5.19
5	3.28	5.25	6.34	6.34	6.34	6.12	6.12	6.12	6.12
6	3.50	5.95	7.32	7.32	7.32	7.05	7.05	7.05	7.05
7	3.72	6.67	8.31	8.31	8.31	7.98	7.98	7.98	7.98
8	3.94	7.38	9.29	9.29	9.29	8.90	8.90	8.90	8.90
12	5.03	8.90	11.26	11.26	11.26	10.83	10.83	10.83	10.83
15.994	6.12	10.44	13.23	13.23	13.23	12.74	12.74	12.74	12.74

Fee for Return of Undeliverable as Addressed Outbound U.S. Origin Mail Posted through a Foreign Postal Administration or Operator

A fee is charged for the return of an undeliverable-as-addressed Outbound Single-Piece First-Class Mail International item bearing a U.S. return address which was originally posted to an international addressee through a foreign postal administration, consolidator, or operator. The fee for each returned item is equal to the First-Class Mail International postage which would have been charged if the item had been posted through the Postal Service as First-Class Mail International. The fee is charged to the return addressee.

1130 Inbound Letter Post

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1200 USPS Marketing Mail (Commercial and Nonprofit)

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1205 High Density and Saturation Letters

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1205.4 Price Categories

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

- Saturation
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- High Density Plus
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- High Density
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- ~~Saturation, High Density Plus, and High Density Nonautomation~~
Regular
None, DSCF, and DNDC
- ~~Saturation, High Density Plus, and High Density Nonautomation~~
Nonprofit
None, DSCF, and DNDC
- Move Update Noncompliance Charge
- Move Update Assessment Charge

1205.5 Optional Features

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

- Forwarding-and-Return Service
- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certificate of Mailing (1505.6)
- Full-service Intelligent Mail Option

- Seamless Incentive
- Picture Permit Imprint Indicia
- Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1205.6 Prices

Saturation Letters (3.5 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.191	0.111
DNDC	0.172	0.092
DSCF	0.168	0.088

High Density Plus Letters (3.5 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.201	0.116
DNDC	0.182	0.097
DSCF	0.178	0.093

High Density Letters (3.5 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.219	0.133
DNDC	0.200	0.114
DSCF	0.196	0.110

Saturation, High Density Plus, and High Density Nonautomation Letters (4.0 ounces or less) Commercial

Entry Point	Saturation (\$)	High Density Plus (\$)	High Density (\$)
None	0.224	0.232	0.250
DNDC	0.186	0.194	0.212
DSCF	0.179	0.187	0.205

Saturation, High Density Plus, and High Density Nonautomation Letters (4.0 ounces or less) Nonprofit

Entry Point	Saturation (\$)	High Density Plus (\$)	High Density (\$)
None	0.136	0.144	0.166
DNDC	0.098	0.106	0.128
DSCF	0.091	0.099	0.121

Saturation, High Density Plus, and High Density Nonautomation Letters (more than 4.0 ounces) Commercial and Nonprofit

Saturation, High Density Plus, and High Density letter shaped pieces that weigh more than 4.0 ounces must pay the piece and pound prices shown in the applicable Saturation, High Density Plus, and High Density Flats (Commercial and Nonprofit) price tables (1210.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Move Update Noncompliance Charge

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

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Forwarding-and-Return Service

If Forwarding Service is used in conjunction with electronic or automated Address Correction Service, forwarded letters pay ~~\$0.46~~ \$0.49 per piece. All other letters requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail price for the piece multiplied by a factor of 2.472.

Full-service Intelligent Mail Option

Subtract \$0.003 for each letter that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.021 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of~~

~~those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold. Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.~~

Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats which include, inside or on the mailpiece, a mobile barcode or other qualifying technology that facilitates a mobile optimized shopping experience. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats that incorporate scent, sound, visual, textural, dimensional, or other qualifying enhancements. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1210 High Density and Saturation Flats/Parcels

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1210.4 Price Categories

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

- Saturation Flats
DDU, DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- Saturation Parcels
Volume Tiers, with Handling Fees for DNDC/DSCF entry levels
Commercial and Nonprofit eligible
- High Density Plus Flats
DDU, DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- High Density Flats
DDU, DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- Saturation, High Density Plus, and High Density Nonautomation Letters Commercial and Nonprofit Origin, DSCF, and DNDC
- Move Update Noncompliance Charge
- Move Update Assessment Charge

1210.5 Optional Features

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

- Detached Address Labels: except for Simplified Address flats and Letters
- Forwarding-and-Return Service
- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certificate of Mailing (1505.6)
 - USPS Tracking: parcels only (1505.8)
 - Bulk Insurance: parcels only (1505.9)

- Full-service Intelligent Mail Option: High Density and High Density Plus Flats Only
- Seamless Incentive: High Density and High Density Plus Flats Only
- Picture Permit Imprint Indicia: Flats and Letters Only
- Emerging and Advanced Technology Promotion: Flats Only (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion: Flats Only (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Mobile Shopping Promotion: Flats Only (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Tactile, Sensory, and Interactive Mailpiece Engagement Promotion: Flats Only (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1210.6 Prices

Saturation Flats (4.0 ounces or less)

Entry Point	Commercial (\$)		Nonprofit (\$)	
	EDDM	Other	EDDM	Other
Origin	0.225	0.224	0.137	0.136
DNDC	0.187	0.186	0.099	0.098
DSCF	0.180	0.179	0.092	0.091
DDU	0.164	0.163	0.076	0.075

Saturation Flats (greater than 4.0 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 (\$)	
	EDDM	Other	EDDM	Other
Per Piece	0.073	0.072	0.028	0.027

b. Per Pound

Entry Point	Commercial (\$)		Nonprofit (\$)	
	EDDM	Other	EDDM	Other
Origin	0.609	0.609	0.437	0.437
DNDC	0.454	0.454	0.282	0.282
DSCF	0.426	0.426	0.254	0.254
DDU	0.365	0.365	0.193	0.193

Saturation Parcels

a. Per Piece

Mailing Volume Tier	Commercial		Nonprofit	
	Small (\$)	Large (\$)	Small (\$)	Large (\$)
0-200,000	0.332	0.382	0.249	0.287
200,001 and above	0.319	0.370	0.240	0.278

b. Handling Fees for DNDC/DSCF Entry

Entry Point/ Presort	Commercial (\$)	Nonprofit (\$)
	Pallet	Pallet
DNDC – 3-Digit	58.132	46.505
DNDC – 5-Digit	94.520	75.616
DSCF – 5-Digit	44.285	35.554
Pallet Presort	Carton/Sack	Carton/Sack
3-Digit	7.916	6.450

High Density Plus Flats (4.0 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.232	0.144
DNDC	0.194	0.106
DSCF	0.187	0.099
DDU	0.171	0.083

High Density Plus Flats (greater than 4.0 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 (\$)
Per Piece	0.080	0.035

b. Per Pound

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.609	0.437
DNDC	0.454	0.282
DSCF	0.426	0.254
DDU	0.365	0.193

High Density Flats (4.0 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.258	0.168
DNDC	0.220	0.130
DSCF	0.213	0.123
DDU	0.197	0.107

High Density Flats (greater than 4.0 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 (\$)
Per Piece	0.106	0.059

b. Per Pound

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.609	0.437
DNDC	0.454	0.282
DSCF	0.426	0.254
DDU	0.365	0.193

Saturation, High Density Plus, and High Density Nonautomation Letters (4.0 ounces or less) Commercial and Nonprofit

Saturation, High Density Plus, and High Density letter-shaped pieces that weigh 4.0 ounces or less must pay the piece prices shown in the applicable Saturation (Other prices, not EDDM prices), High Density Plus, and High Density Flats (Commercial and Nonprofit) price tables (1210.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Saturation, High Density Plus, and High Density Nonautomation Letters (more than 4.0 ounces) Commercial and Nonprofit

Saturation, High Density Plus, and High Density letter-shaped pieces that weigh more than 4.0 ounces must pay the piece and pound prices shown in the applicable Saturation (Other prices, not EDDM prices), High Density Plus, and High Density Flats (Commercial and Nonprofit) price tables (1210.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Move Update Noncompliance Charge

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

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Flat-shaped pieces including a Detached Address Label

Add ~~\$0.045~~ \$0.055 for each piece addressed using a Detached Address Label with no advertising, and ~~\$0.050~~ \$0.060 for each piece using a Detached Address Label containing advertising (Detached Marketing Label).

Forwarding-and-Return Service

If Forwarding Service is used in conjunction with electronic Address Correction Service, forwarded flats pay ~~\$1.53~~ \$1.60 per piece and forwarded parcels pay ~~\$4.63~~ \$4.99 per piece. All other pieces requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail or First-Class Package Service price for the piece multiplied by a factor of 2.472.

Full-service Intelligent Mail Option

Subtract \$0.003 for each high density flat that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia: Flats Only

Add \$0.021 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion: Flats Only (March 1, 2020 ~~2021~~ to August 31, 2020 ~~2021~~)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion: Flats Only (April 1, 2020 ~~2021~~ to June 30, 2020 ~~2021~~)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold.~~ Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.

Mobile Shopping Promotion: Flats Only (August 1, 2020 ~~2021~~ to December 31, 2020 ~~2021~~)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats which include, inside or on the mailpiece, a mobile barcode or other qualifying technology that facilitates a mobile optimized shopping experience. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Tactile, Sensory, and Interactive Mailpiece Engagement Promotion: Flats Only (February 1, 2020 ~~2021~~ to July 31, 2020 ~~2021~~)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats that incorporate scent, sound, visual,

textural, dimensional, or other qualifying enhancements. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, 2020 2021 to November 30, 2020 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1215 Carrier Route

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1215.5 Optional Features

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

- Forwarding-and-Return Services
- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certificate of Mailing (1505.6)
 - USPS Tracking: parcels only (1505.8)
 - Bulk Insurance: parcels only (1505.9)
- Full-service Intelligent Mail Option: Letters and Flats Only
- Seamless Incentive: Letters and Flats Only
- Picture Permit Imprint Indicia: Letters and Flats Only
- Emerging and Advanced Technology Promotion: Letters and Flats Only (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion: Letters and Flats Only (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Mobile Shopping Promotion: Letters and Flats Only (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Tactile, Sensory, and Interactive Mailpiece Engagement Promotion: Letters and Flats Only (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1215.6 Prices

Carrier Route Letters (3.5 ounces or less)

Entry Point	Commercial (\$)	Nonprofit (\$)
Origin	0.296	0.210
DNDC	0.275	0.189
DSCF	0.272	0.186

Carrier Route Letters weighing greater than 3.5 ounces, but not more than 4.0 ounces

Carrier Route letter-shaped pieces that weigh more than 3.5 ounces, but not more than 4.0 ounces, must pay the prices shown in the “Carrier Route Flats (4.0 ounces or less)” price tables (1215.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Carrier Route Letters weighing greater than 4.0 ounces

Carrier Route letter-shaped pieces that weigh more than 4.0 ounces must pay the per piece and per pound prices shown in the “Carrier Route Flats (greater than 4.0 ounces)” price tables (1215.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Carrier Route Flats (4.0 ounces or less)

Entry Point	Commercial (\$)		Nonprofit (\$)	
	5-Digit Pallet	Other	5-Digit Pallet	Other
Origin	0.299	0.320	0.209	0.230
DNDC	0.264	0.285	0.174	0.195
DSCF	0.253	0.274	0.163	0.184
DDU	0.246	0.267	0.156	0.177

Carrier Route Flats (greater than 4.0 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

Entry Point	Commercial (\$)		Nonprofit (\$)	
	5-Digit Pallets	Other	5-Digit Pallets	Other
Origin	0.111	0.132	0.065	0.086
DNDC	0.111	0.132	0.065	0.086

DSCF	0.111	0.132	0.065	0.086	
DDU	0.111	0.132	0.065	0.086	

b. Per Pound

Entry Point	Commercial (\$)		Nonprofit (\$)		
	5-Digit Pallets	Other	5-Digit Pallets	Other	
Origin	0.752	0.752	0.576	0.576	
DNDC	0.612	0.612	0.436	0.436	
DSCF	0.569	0.569	0.393	0.393	
DDU	0.541	0.541	0.365	0.365	

Carrier Route Parcels

a. Per Piece

Mailing Volume Tier	Commercial		Nonprofit	
	Small (\$)	Large (\$)	Small (\$)	Large (\$)
0-200,000	0.460	0.509	0.344	0.382
200,001 and above	0.446	0.496	0.336	0.373

b. Handling Fees for DNDC/DSCF Entry

	Commercial (\$)	Nonprofit (\$)
Entry Point/ Presort	Pallet	Pallet
DNDC – 3-Digit	58.132	46.505
DNDC – 5-Digit	94.520	75.616
DSCF – 5-Digit	44.285	35.554
Pallet Presort	Carton/Sack	Carton/Sack
3-Digit	7.916	6.450

Move Update Noncompliance Charge

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

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Forwarding-and-Return Service

If Forwarding Service is used in conjunction with electronic or automated Address Correction Service, forwarded letters pay ~~\$0.46~~ \$0.49 per piece, forwarded flats pay ~~\$1.53~~ \$1.60 per piece, and forwarded parcels pay ~~\$4.63~~ \$4.99 per piece. All other pieces requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail or First-Class Package Service price for the piece multiplied by a factor of 2.472.

Full-service Intelligent Mail Option: Letter and Flats Only

Subtract \$0.003 for each carrier route letter or flat that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.021 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion: Letters and Flats Only (March 1, 2020 2021 to August 31, 2020 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To

receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion: Letters and Flats Only (April 1, 2020 2021 to June 30, 2020 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold.~~ Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.

Mobile Shopping Promotion: Letters and Flats Only (August 1, 2020 2021 to December 31, 2020 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats which include, inside or on the mailpiece, a mobile barcode or other qualifying technology that facilitates a mobile optimized shopping experience. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Tactile, Sensory, and Interactive Mailpiece Engagement Promotion: Letters and Flats Only (February 1, 2020 2021 to July 31, 2020 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats that incorporate scent, sound, visual, textural, dimensional, or other qualifying enhancements. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1220 Letters

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1220.4 Price Categories

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

- Automation
 - 5-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - AADC
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - Mixed AADC
DNDC and Origin entry levels
Commercial and Nonprofit eligible
- Machinable
 - AADC
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - Mixed AADC
DNDC and Origin entry levels
Commercial and Nonprofit eligible
- Nonmachinable
 - ~~5-Digit~~
~~DSCF, DNDC, and Origin entry levels~~
~~Commercial and Nonprofit eligible~~
 - ~~3-Digit~~
~~DSCF, DNDC, and Origin entry levels~~
~~Commercial and Nonprofit eligible~~
 - ~~ADG~~
~~DSCF, DNDC, and Origin entry levels~~
~~Commercial and Nonprofit eligible~~
 - ~~Mixed ADG~~
~~DNDC and Origin entry levels~~
~~Commercial and Nonprofit eligible~~
- Move Update Noncompliance Charge
- Move Update Assessment Charge

1220.5 Optional Features

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

- Forwarding-and-Return Services
- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certificate of Mailing (1505.6)
- Full-service Intelligent Mail Option: Automation Letters Only
- Seamless Incentive: Automation Letters Only
- Picture Permit Imprint Indicia
- Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1220.6 Prices

Automation Letters (3.5 ounces or less)

Entry Point	Commercial			Nonprofit		
	5-Digit (\$)	AADC (\$)	Mixed AADC (\$)	5-Digit (\$)	AADC (\$)	Mixed AADC (\$)
Origin	0.259	0.285	0.304	0.138	0.164	0.183
DNDC	0.239	0.265	0.284	0.118	0.144	0.163
DSCF	0.235	0.261	n/a	0.114	0.140	n/a

Machinable Letters (3.5 ounces or less)

Entry Point	Commercial		Nonprofit	
	AADC (\$)	Mixed AADC (\$)	AADC (\$)	Mixed AADC (\$)

Origin	0.302	0.311	0.181	0.190
DNDC	0.282	0.291	0.161	0.170
DSCF	0.278	n/a	0.157	n/a

Nonmachinable Letters (4.0 ounces or less)

Entry Point	Commercial				Nonprofit			
	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.539	0.607	0.629	0.702	0.418	0.486	0.508	0.584
DNDC	0.519	0.587	0.609	0.682	0.398	0.466	0.488	0.564
DSCF	0.513	0.584	0.603	n/a	0.392	0.460	0.482	n/a

Pieces weighing greater than 4.0 ounces

Letters pieces that weigh more than 4.0 ounces must pay the prices shown in the “Nonautomation Flats (greater than 4.0 ounces)” price tables (1225.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Move Update Noncompliance Charge

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

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Forwarding-and-Return Service

If Forwarding Service is used in conjunction with electronic or automated Address Correction Service, forwarded letters pay \$0.49 per piece. All other letters requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail price for the piece multiplied by a factor of 2.472.

Full-service Intelligent Mail Option: Automation Letters Only

Subtract \$0.003 for each automation letter that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.021 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion (March 1, 2020 2021 to August 31, ~~2019~~ 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion (April 1, 2020 2021 to June 30, ~~2020~~ 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold. Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future~~

mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.

Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats which include, inside or on the mailpiece, a mobile barcode or other qualifying technology that facilitates a mobile optimized shopping experience. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats that incorporate scent, sound, visual, textural, dimensional, or other qualifying enhancements. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1225 Flats

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1225.2 Size and Weight Limitations

Automation and Nonautomation Flats

	Length	Height	Thickness	Weight
Minimum	5 inches	3.5 inches	0.007 inch	none
and at least one dimension exceeds	11.5 inches	6.125 inches	0.25 inch	
Maximum	15 inches	12 inches	0.75 inch	<16 ounces

Nonautomation Letters

	<u>Length</u>	<u>Height</u>	<u>Thickness</u>	<u>Weight</u>
<u>Minimum</u>	<u>5 inches</u>	<u>3.5 inches</u>	<u>0.007 inch</u>	<u>none</u>
<u>Maximum</u>	<u>11.5 inches</u>	<u>6.125 inches</u>	<u>0.25 inch</u>	<u><16 ounces</u>

Customized MarketMail

	Length	Height	Thickness	Weight
Minimum ¹	5 inches	3.5 inches	0.007 inch	none
Maximum	15 inches	12 inches	0.75 inch	3.3 ounces

Notes

1. Measured for nonrectangular shapes as specified in the Domestic Mail Manual.

1225.3 Minimum Volume Requirements

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1225.4 Price Categories

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

- Automation
 - 5-Digit DSCF, DNDC, and Origin entry levels

- Commercial and Nonprofit eligible
- 3-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- ADC
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
- Mixed ADC
DNDC and Origin entry levels
Commercial and Nonprofit eligible
- Nonautomation
 - Commercial and Nonprofit eligible 5-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - 3-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - ADC
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - Mixed ADC
DNDC and Origin entry levels
Commercial and Nonprofit eligible
- Nonmachinable Letters
 - 5-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - 3-Digit
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - ADC
DSCF, DNDC, and Origin entry levels
Commercial and Nonprofit eligible
 - Mixed ADC
DNDC and Origin entry levels
Commercial and Nonprofit eligible
- Customized MarketMail
- Move Update Noncompliance Charge
- Move Update Assessment Charge

1225.5 Optional Features

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

- Forwarding-and-Return Services
- Ancillary Services (1505)
 - Address Correction Service (1505.1)
 - Certificate of Mailing (1505.6)
- Full-service Intelligent Mail Option: Automation Flats Only
- Seamless Incentive: Automation Flats Only
- Picture Permit Imprint Indicia
- Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)
- Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)
- Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)
- Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)
- Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

1225.6 Prices

Automation Flats (4.0 ounces or less)

Commercial				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.450	0.588	0.663	0.726
DNDC	0.381	0.519	0.594	0.657
DSCF	0.372	0.510	0.585	n/a
Nonprofit				

Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.256	0.394	0.469	0.532
DNDC	0.187	0.325	0.400	0.463
DSCF	0.178	0.316	0.391	n/a

Automation Flats (greater than 4.0 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

Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.200	0.338	0.413	0.476
DNDC	0.200	0.338	0.413	0.476
DSCF	0.200	0.338	0.413	n/a

Nonprofit

Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.039	0.177	0.252	0.315
DNDC	0.039	0.177	0.252	0.315
DSCF	0.039	0.177	0.252	n/a

b. Per Pound

Commercial				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	1.000	1.000	1.000	1.000
DNDC	0.724	0.724	0.724	0.724
DSCF	0.689	0.689	0.689	n/a

Nonprofit				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.866	0.866	0.866	0.866
DNDC	0.590	0.590	0.590	0.590
DSCF	0.555	0.555	0.555	n/a

Nonautomation Flats (4.0 ounces or less)

Commercial				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.538	0.640	0.691	0.748
DNDC	0.469	0.571	0.622	0.679
DSCF	0.460	0.562	0.613	n/a

Nonprofit				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.344	0.446	0.497	0.554
DNDC	0.275	0.377	0.428	0.485
DSCF	0.266	0.368	0.419	n/a

Nonautomation Flats (greater than 4.0 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				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.288	0.390	0.441	0.498
DNDC	0.288	0.390	0.441	0.498
DSCF	0.288	0.390	0.441	n/a

Nonprofit				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.127	0.229	0.280	0.337
DNDC	0.127	0.229	0.280	0.337
DSCF	0.127	0.229	0.280	n/a

b. Per Pound

Commercial				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	1.000	1.000	1.000	1.000
DNDC	0.724	0.724	0.724	0.724
DSCF	0.689	0.689	0.689	n/a

Nonprofit				
Entry Point	5-Digit (\$)	3-Digit (\$)	ADC (\$)	Mixed ADC (\$)
Origin	0.866	0.866	0.866	0.866
DNDC	0.590	0.590	0.590	0.590
DSCF	0.555	0.555	0.555	n/a

Nonmachinable Letters Commercial and Nonprofit (4.0 ounces or less)

Nonmachinable Letters pieces that weigh 4.0 ounces or less must pay the prices shown in the “Nonautomation Flats (4.0 ounces or less)” price tables (1225.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Nonmachinable Letters Commercial and Nonprofit (greater than 4.0 ounces)

Nonmachinable Letters pieces that weigh more than 4.0 ounces must pay the prices shown in the “Nonautomation Flats (greater than 4.0 ounces)” price tables (1225.6). These pieces cannot be entered at a DDU and must be prepared as letters.

Customized MarketMail Prices

	Commercial (\$)	Nonprofit (\$)
Per Piece	0.495	0.365

Move Update Noncompliance Charge

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

Move Update Assessment Charge

Add \$0.08 per assessed piece, for mailpieces that fail Move Update verification under the Address Quality Census Measurement and Assessment Process, with more than 0.5 percent for mailpieces submitted by a mailer in a calendar month having COA errors, and which cannot demonstrate compliance with Move Update requirements.

Forwarding-and-Return Service

If Forwarding Service is used in conjunction with electronic Address Correction Service, forwarded flats pay \$1.60 per piece. All other flats requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Mail price for the piece multiplied by a factor of 2.472.

Full-service Intelligent Mail Option: Automation Flats Only

Subtract \$0.003 for each automation flat that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Picture Permit Imprint Indicia

Add \$0.021 for each piece that includes Picture Permit Imprint Indicia.

Emerging and Advanced Technology Promotion (March 1, ~~2020~~ 2021 to August 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for First-Class Mail ~~presort or automation~~ letters, postcards, and flats, and USPS Marketing Mail letters and flats that are sent during the established program period, and which either include affixed or embedded technology that allows the recipient to engage in technological experience, or were automatically generated by the recipient's applicable online activities. To receive the discount, mailers must comply with the eligibility requirements of the program.

Earned Value Reply Mail Promotion (April 1, ~~2020~~ 2021 to June 30, ~~2020~~ 2021)

Provide a \$0.02 per piece rebate for each qualifying Business Reply Mail, Courtesy Reply Mail, and Share Mail piece. ~~when the 2020 volume of those pieces for a registered mailer meets or exceeds 93 percent of the mailer's comparable volume count for the same period during 2019, for those mailers that were registered for the 2019 Earned Value promotion. Provide an additional \$0.02 per piece rebate (for a total per piece rebate of \$0.04) for a mailer that was registered for the 2019 Earned Value promotion and whose 2020 volume exceeds 100 percent of the mailer's comparable volume count for the same period during 2019. For~~

~~customers who did not participate in the 2019 promotion, provide a \$0.02 per piece rebate without a threshold. Qualifying mailpieces must meet program requirements and be placed in the mailstream by the recipient and scanned during the program period. To receive the rebate, registered customers must have distributed a Business Reply Mail, Courtesy Reply Mail, or Share Mail card or envelope, and must comply with all other eligibility requirements of the program. Mailers who have satisfied the Earned Value promotion requirements may apply the credit toward future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats.~~

Mobile Shopping Promotion (August 1, ~~2020~~ 2021 to December 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats which include, inside or on the mailpiece, a mobile barcode or other qualifying technology that facilitates a mobile optimized shopping experience. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Tactile, Sensory, and Interactive Mailpiece Engagement Promotion (February 1, ~~2020~~ 2021 to July 31, ~~2020~~ 2021)

Provide a two percent discount on the qualifying postage for USPS Marketing Mail letters and flats that incorporate scent, sound, visual, textural, dimensional, or other qualifying enhancements. To receive the discount, the qualifying mail must be sent during the established program period by mailers that comply with the eligibility requirements of the program.

Informed Delivery Promotion (September 1, ~~2020~~ 2021 to November 30, ~~2020~~ 2021)

Provide a 2 percent discount on the qualifying postage for First-Class Mail ~~presort~~ or automation letters, postcards, and flats, and USPS Marketing Mail automation letters and flats that are sent during the established program period, and which incorporate Informed Delivery campaigns as a component of their mailings. To receive the discount, mailers must comply with the eligibility requirements of the program.

1230 Parcels

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1230.6 Prices

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	1.447	1.921	n/a	n/a	1.310	1.784
DNDC	0.988	1.170	1.396	n/a	0.851	1.033	1.259	n/a
DSCF	0.925	1.107	n/a	n/a	0.788	0.970	n/a	n/a
DDU	0.846	n/a	n/a	n/a	0.709	n/a	n/a	n/a

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	0.752	0.934	1.160	1.634	0.658	0.840	1.066	1.540

b. Per Pound

Entry Point	Commercial				Nonprofit			
	5-Digit	SCF	NDC	Mixed NDC	5-Digit	SCF	NDC	Mixed NDC
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Origin	n/a	n/a	1.391	1.391	n/a	n/a	1.183	1.183
DNDC	1.143	1.143	1.143	n/a	0.935	0.935	0.935	n/a
DSCF	0.838	0.838	n/a	n/a	0.630	0.630	n/a	n/a
DDU	0.454	n/a	n/a	n/a	0.246	n/a	n/a	n/a

Nonprofit Machinable Parcels Prices (3.5 ounces or more)

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

	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)
Per Piece	0.804	1.230	1.655

b. Per Pound

Entry Point	5-Digit (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	1.272	1.272
DNDC	1.028	1.028	n/a
DSCF	0.618	n/a	n/a
DDU	0.323	n/a	n/a

Nonprofit Irregular Parcels (3.3 ounces or less)

Entry Point	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	n/a	1.778	2.028
DNDC	1.016	1.326	1.728	n/a
DSCF	0.931	1.241	n/a	n/a
DDU	0.871	n/a	n/a	n/a

Nonprofit Irregular 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

Entry Point	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Per Piece	0.804	1.114	1.516	1.766

b. Per Pound

Entry Point	5-Digit (\$)	SCF (\$)	NDC (\$)	Mixed NDC (\$)
Origin	n/a	n/a	1.272	1.272
DNDC	1.028	1.028	1.028	n/a
DSCF	0.618	0.618	n/a	n/a
DDU	0.323	n/a	n/a	n/a

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

If Forwarding Service is used in conjunction with electronic Address Correction Service, forwarded parcels pay ~~\$4.63~~ \$4.99 per piece. All other parcels requesting Forwarding-and-Return Service that are returned are charged the appropriate First-Class Package Service or Priority Mail price for the piece multiplied by a factor of 2.472.

Non-barcoded Parcels Surcharge

For non-barcoded parcels, add ~~\$0.0549~~ \$0.041 per piece. The surcharge does not apply to pieces sorted to 5-Digit ZIP Codes.

1235 *Every Door Direct Mail—Retail*

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1235.6 Prices

Saturation Flats (3.3 ounces or less)

Entry Point	(\$)
DDU	0.192

1300 Periodicals

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1305 *In-County Periodicals*

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1305.5 Optional Features

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

- Ride-Along
- Full-service Intelligent Mail Option: Automation or Carrier Route Letters and Flats Only
- Seamless Incentive: Automation or Carrier Route Letters and Flats Only

1305.6 Prices

In-County Automation

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. Pound Prices (per pound or fraction thereof)

Entry Point	Price (\$)
DDU	0.156
Non-DDU	0.204

b. Piece Prices (per addressed piece)

Presort Level	Letters (\$)	Flats (\$)
5-Digit	0.057	0.122
3-Digit	0.075	0.156
Basic	0.075	0.171

In-County Nonautomation

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. Pound Prices (per pound or fraction thereof)

Entry Point	Price (\$)
DDU	0.156
Non-DDU	0.204

b. Piece Prices (per addressed piece)

Presort Level	Letters, Flats, and Parcels (\$)
Carrier Route Saturation	0.038
Carrier Route High Density	0.051
Carrier Route Basic	0.068
5-Digit	0.158
3-Digit	0.194
Basic	0.218

Worksharing Discount for DDU

Each DDU entered piece receives a discount of \$0.008.

In-County Periodicals including a Ride-Along piece

Add \$0.180 for a Ride-Along item enclosed with or attached to an In-County Periodical.

Full-service Intelligent Mail Option

Subtract \$0.001 for each automation or Carrier Route letter or flat that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

1310 Outside County Periodicals

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1310.4 Price Categories

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Container Price

The container price applies to all Outside County mail prepared in trays, sacks, pallets, or other containers. For containers containing both Periodicals and USPS Marketing Mail pieces, the container price is multiplied by the proportion of weight on the container contributed by the Periodicals pieces. The following price categories are available for the product specified in this section:

- a. Pallet Container Price
 - Carrier Route
DDU, DSCF, DADC, DNDC, Origin entry levels
 - 5-Digit
DSCF, DADC, DNDC, Origin entry levels
 - 3-Digit/SCF
DSCF, DADC, DNDC, Origin entry levels
 - ADC
DADC, DNDC, Origin entry levels
 - Mixed ADC
Origin entry level
- b. Sack ~~and Tray~~ Container Price
 - Carrier Route/5-Digit
DDU, DSCF, DADC, DNDC, Origin entry levels
 - 3-Digit/SCF
DSCF, DADC, DNDC, Origin entry levels
 - ADC
DADC, DNDC, Origin entry levels
 - Mixed ADC
Origin entry level

c. Tray Container Price

- Carrier Route/5-Digit
DDU, DSCF, DADC, DNDC, Origin entry levels
- 3-Digit/SCF
DSCF, DADC, DNDC, Origin entry levels
- ADC
DADC, DNDC, Origin entry levels
- Mixed ADC
Origin entry level

1310.5 Optional Features

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

- Ride-Along
- Full-service Intelligent Mail Option: Barcoded or Carrier Route Letters and Flats Only
- Seamless Incentive: Barcoded or Carrier Route Letters and Flats Only

1310.6 Prices

Charges are computed by adding the appropriate per-piece charge, per-bundle charge, per-sack charge, per-tray charge and per-pallet charge to the sum of the editorial (nonadvertising) pound portion and the advertising pound portion, as applicable.

Pound Prices (per pound or fraction thereof)

Entry Level or Zone	Regular		Science of Agriculture	
	Advertising (\$)	Editorial (\$)	Advertising (\$)	Editorial (\$)
DDU	0.120	0.088	0.090	0.088
DSCF	0.176	0.132	0.132	0.132
DADC	0.188	0.141	0.141	0.141
Zones 1 & 2	0.212	0.157	0.159	0.157
Zone 3	0.230	0.157	0.230	0.157
Zone 4	0.291	0.157	0.291	0.157
Zone 5	0.364	0.157	0.364	0.157

Zone 6	0.445	0.157	0.445	0.157
Zone 7	0.539	0.157	0.539	0.157
Zone 8	0.623	0.157	0.623	0.157
Zone 9	0.623	0.157	0.623	0.157

Piece Price (per addressed piece)

a. Carrier Route Letters, Flats, and Parcels

Bundle Level	Letters, Flats, and Parcels (\$)
Saturation	0.159
High Density	0.174
Basic	0.207

b. Barcoded Letters

Bundle Level	Barcoded Letters (\$)
5-Digit	0.308
3-Digit/SCF	0.329
ADC	0.329
Mixed ADC	0.345

c. Machinable Flats and Nonbarcoded Letters

Bundle Level	Barcoded Flats (\$)	Nonbarcoded Flats (\$)	Nonbarcoded Letters (\$)
5-Digit	0.329	0.353	0.353
3-Digit/SCF	0.433	0.467	0.467
ADC	0.481	0.520	0.520
Mixed ADC	0.535	0.586	0.586

d. Nonmachinable Flats and Parcels

Bundle Level	Barcoded Flats (\$)	Nonbarcoded Flats (\$)	Parcels (\$)
5-Digit	0.486	0.490	0.490
3-Digit/SCF	0.573	0.577	0.577
ADC	0.614	0.621	0.621
Mixed ADC	0.722	0.722	0.722

e. Editorial Adjustment

A per-piece editorial adjustment is provided by subtracting ~~\$0.00111~~ \$0.00112 for each 1 percent of editorial (nonadvertising) content from the applicable piece price.

f. Firm Bundle Piece Price

Firm bundles are charged a single-piece price of \$0.210.

Bundle Prices (per bundle)

Bundle Level	Container Level				
	Carrier Route (\$)	5-Digit (\$)	3-Digit/SCF (\$)	ADC (\$)	Mixed ADC (\$)
Firm	0.146	0.146	0.378	0.418	0.592
Carrier Route	0.189	0.189	0.665	0.862	1.094
5-Digit		0.382	0.448	0.550	0.810
3-Digit/SFC			0.391	0.502	0.766
ADC				0.400	0.654
Mixed ADC					0.215

Container Prices (per pallet, tray, or sack)

a. Pallet Container

Entry Point	Carrier Route (\$)	5-Digit (\$)	3-Digit/SCF (\$)	ADC (\$)	Mixed ADC (\$)
DDU	3.056				
DSCF	28.456	44.456	27.865		
DADC	52.593	68.593	53.226	28.357	
DNDC	53.172	69.172	53.528	51.656	
Origin	75.235	91.235	73.966	73.449	12.941

b. ~~Tray~~ Sack Container

Entry Point	Carrier Route/ 5-Digit (\$)	3-Digit/SCF (\$)	ADC (\$)	Mixed ADC (\$)
DDU	1.502			
DSCF	2.241	1.306		
DADC	2.835	2.171	1.258	
DNDC	3.063	2.266	2.210	
Origin	4.158	3.283	3.301	1.125

c. Tray Container

Entry Point	Carrier Route/ 5-Digit (\$)	3-Digit/SCF (\$)	ADC (\$)	Mixed ADC (\$)
DDU	1.427			
DSCF	2.129	1.241		
DADC	2.835	2.171	1.258	
DNDC	3.063	2.266	2.210	
Origin	4.158	3.283	3.301	1.125

Outside County Periodicals including a Ride-Along piece

Add ~~\$0.179~~ \$0.180 for a Ride-Along item enclosed with or attached to an Outside County Periodical.

Full-service Intelligent Mail Option

Subtract \$0.001 for each barcoded or Carrier Route letter or flat that complies with the requirements for the Full-service Intelligent Mail option.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

Publications eligible for Nonprofit and Classroom price categories

Publications qualified as Nonprofit, Classroom, and Limited Circulation receive a 5 percent discount on all components of postage except advertising pounds.

The 5 percent discount does not apply to commingled nonsubscriber, nonrequestor, complimentary, and sample copies in excess of the 10 percent allowance, or to Science of Agriculture mail.

The advertising pound price is not applicable to qualifying Nonprofit and Classroom publications containing 10 percent or less advertising content.

1400 Package Services

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1405 *Alaska Bypass Service*

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1405.6 Prices

Alaska Bypass

Prices are calculated by dividing the total weight of the shipment by 70 (subject to the maximum weight restriction) and multiplying the result (rounded to the nearest one-hundredth) by the appropriate Alaska Bypass price for the zone to which the parcel is addressed.

Maximum Weight (pounds)	Zones 1 & 2 (\$)	
70	26.97	

1415 Bound Printed Matter Flats

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1415.6 Prices

Carrier Route

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.

1. Destination Entry

	DDU	DSCF	DNDC Zones 1 & 2	DNDC Zone 3	DNDC Zone 4	DNDC Zone 5
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	0.394	0.575	1.029	1.029	1.029	1.029
Per Pound	0.022	0.036	0.064	0.099	0.130	0.232

2. Other Than Destination Entry

	Zones Local 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zones 8 & 9
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	1.128	1.128	1.128	1.128	1.128	1.128	1.128
Per Pound	0.138	0.149	0.202	0.257	0.329	0.372	0.500

Presorted

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.

1. Destination Entry¹

	DDU	DSCF	DNDC Zones 1 & 2	DNDC Zone 3	DNDC Zone 4	DNDC Zone 5
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	0.540	0.721	1.175	1.175	1.175	1.175
Per Pound	0.022	0.036	0.064	0.099	0.130	0.232

2. Other Than Destination Entry

	Zones Local 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zones 8 & 9
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	1.274	1.274	1.274	1.274	1.274	1.274	1.274
Per Pound	0.138	0.149	0.202	0.257	0.329	0.372	0.500

Notes

- DDU price is not available for presorted flats that weigh 1 pound or less.

Nonpresorted

Maximum Weight (pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zones 8 & 9 (\$)
1.0	2.00	2.05	2.11	2.20	2.30	2.36	2.56
1.5	2.01	2.06	2.12	2.21	2.31	2.37	2.57
2.0	2.09	2.15	2.23	2.35	2.49	2.57	2.85
2.5	2.18	2.26	2.36	2.51	2.68	2.78	3.13
3.0	2.29	2.38	2.50	2.68	2.89	3.01	3.42
3.5	2.39	2.50	2.64	2.87	3.13	3.27	3.76
4.0	2.48	2.60	2.76	3.02	3.32	3.48	4.03
4.5	2.58	2.72	2.90	3.19	3.52	3.70	4.33
5.0	2.69	2.84	3.06	3.38	3.75	3.97	4.68
6.0	2.87	3.05	3.31	3.69	4.13	4.39	5.23
7.0	3.08	3.31	3.61	4.06	4.58	4.88	5.87

8.0	3.26	3.52	3.86	4.37	4.98	5.32	6.44
9.0	3.46	3.75	4.14	4.73	5.41	5.80	7.08
10.0	3.65	3.97	4.40	5.06	5.82	6.25	7.66
11.0	3.86	4.22	4.69	5.41	6.24	6.71	8.26
12.0	4.04	4.43	4.94	5.72	6.62	7.13	8.81
13.0	4.24	4.66	5.21	6.05	7.02	7.57	9.38
14.0	4.43	4.88	5.47	6.37	7.42	8.01	9.95
15.0	4.64	5.13	5.79	6.78	7.92	8.58	10.70

Full-service Intelligent Mail Option

Subtract \$0.001 for each presorted or Carrier Route barcoded flat that complies with the requirements for the Full-service Intelligent Mail option.

Forwarding-and-Return-Service

If Forwarding Service is used in conjunction with electronic Address Correction Service, forwarded flats pay \$3.27 per piece. All other pieces requesting Forwarding-and-Return Service that are returned are charged the appropriate Bound Printed Matter Flats Nonpresorted price for the piece.

Seamless Incentive

Subtract \$0.001 for each piece eligible for Seamless Acceptance and prepared under the Full-Service Intelligent Mail option.

1420 Bound Printed Matter Parcels

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1420.6 Prices

Carrier Route

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. Destination Entry

	DDU	DSCF	DNDC Zones 1 & 2	DNDC Zone 3	DNDC Zone 4	DNDC Zone 5
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	0.644	0.826	1.283	1.283	1.283	1.283
Per Pound	0.043	0.074	0.102	0.134	0.182	0.253

b. Other Than Destination Entry

	Zones Local 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zones 8 & 9
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	1.386	1.386	1.386	1.386	1.386	1.386	1.386
Per Pound	0.190	0.226	0.275	0.340	0.415	0.479	0.626

Presorted

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. Destination Entry

	DDU	DSCF	DNDC Zones 1 & 2	DNDC Zone 3	DNDC Zone 4	DNDC Zone 5
	(\$)	(\$)	(\$)	(\$)	(\$)	(\$)
Per Piece	0.789	0.971	1.428	1.428	1.428	1.428
Per Pound	0.043	0.074	0.102	0.134	0.182	0.253

b. Other Than Destination Entry

	Zones Local 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zones 8 & 9 (\$)
Per Piece	1.531	1.531	1.531	1.531	1.531	1.531	1.531
Per Pound	0.190	0.226	0.275	0.340	0.415	0.479	0.626

Nonpresorted

Maximum Weight (pounds)	Zones 1 & 2 (\$)	Zone 3 (\$)	Zone 4 (\$)	Zone 5 (\$)	Zone 6 (\$)	Zone 7 (\$)	Zones 8 & 9 (\$)
1.0	2.71	2.77	2.83	2.92	3.04	3.10	3.31
1.5	2.76	2.83	2.89	2.98	3.10	3.17	3.38
2.0	2.84	2.92	3.00	3.12	3.28	3.36	3.66
2.5	2.96	3.06	3.16	3.31	3.52	3.62	3.99
3.0	3.09	3.21	3.33	3.51	3.76	3.88	4.33
3.5	3.24	3.38	3.52	3.74	4.04	4.18	4.71
4.0	3.36	3.52	3.68	3.93	4.27	4.43	5.04
4.5	3.48	3.66	3.84	4.13	4.51	4.69	5.37
5.0	3.61	3.82	4.03	4.35	4.77	4.98	5.73
6.0	3.87	4.13	4.39	4.78	5.29	5.55	6.45
7.0	4.14	4.44	4.74	5.19	5.80	6.10	7.15
8.0	4.39	4.73	5.07	5.59	6.28	6.62	7.82
9.0	4.65	5.04	5.43	6.02	6.80	7.19	8.55
10.0	4.90	5.33	5.76	6.41	7.27	7.70	9.20
11.0	5.18	5.66	6.14	6.86	7.82	8.30	9.97
12.0	5.42	5.94	6.46	7.24	8.28	8.80	10.62
13.0	5.68	6.24	6.80	7.64	8.76	9.32	11.28
14.0	5.95	6.56	7.17	8.08	9.28	9.89	12.01
15.0	6.21	6.86	7.51	8.48	9.79	10.44	12.72

Pickup On Demand Service

Add \$24.00 for each Pickup On Demand stop.

1425 Media Mail/Library Mail

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1425.6 Prices

Media Mail

Maximum Weight (pounds)	5-Digit (\$)	Basic (\$)	Single-Piece (\$)
1	1.76	2.67	2.89
2	2.32	3.23	3.45
3	2.88	3.79	4.01
4	3.44	4.35	4.57
5	4.00	4.91	5.13
6	4.56	5.47	5.69
7	5.12	6.03	6.25
8	5.68	6.59	6.81
9	6.24	7.15	7.37
10	6.80	7.71	7.93
11	7.36	8.27	8.49
12	7.92	8.83	9.05
13	8.48	9.39	9.61
14	9.04	9.95	10.17
15	9.60	10.51	10.73
16	10.16	11.07	11.29
17	10.72	11.63	11.85
18	11.28	12.19	12.41
19	11.84	12.75	12.97
20	12.40	13.31	13.53
21	12.96	13.87	14.09
22	13.52	14.43	14.65
23	14.08	14.99	15.21
24	14.64	15.55	15.77
25	15.20	16.11	16.33
26	15.76	16.67	16.89
27	16.32	17.23	17.45
28	16.88	17.79	18.01
29	17.44	18.35	18.57
30	18.00	18.91	19.13
31	18.56	19.47	19.69
32	19.12	20.03	20.25
33	19.68	20.59	20.81
34	20.24	21.15	21.37

35	20.80	21.71	21.93
36	21.36	22.27	22.49
37	21.92	22.83	23.05
38	22.48	23.39	23.61
39	23.04	23.95	24.17
40	23.60	24.51	24.73
41	24.16	25.07	25.29
42	24.72	25.63	25.85
43	25.28	26.19	26.41
44	25.84	26.75	26.97
45	26.40	27.31	27.53
46	26.96	27.87	28.09
47	27.52	28.43	28.65
48	28.08	28.99	29.21
49	28.64	29.55	29.77
50	29.20	30.11	30.33
51	29.76	30.67	30.89
52	30.32	31.23	31.45
53	30.88	31.79	32.01
54	31.44	32.35	32.57
55	32.00	32.91	33.13
56	32.56	33.47	33.69
57	33.12	34.03	34.25
58	33.68	34.59	34.81
59	34.24	35.15	35.37
60	34.80	35.71	35.93
61	35.36	36.27	36.49
62	35.92	36.83	37.05
63	36.48	37.39	37.61
64	37.04	37.95	38.17
65	37.60	38.51	38.73
66	38.16	39.07	39.29
67	38.72	39.63	39.85
68	39.28	40.19	40.41
69	39.84	40.75	40.97
70	40.40	41.31	41.53

Library Mail

Maximum Weight (pounds)	5-Digit (\$)	Basic (\$)	Single-Piece (\$)
1	1.67	2.54	2.75
2	2.20	3.07	3.28
3	2.73	3.60	3.81
4	3.26	4.13	4.34
5	3.79	4.66	4.87
6	4.32	5.19	5.40
7	4.85	5.72	5.93
8	5.38	6.25	6.46
9	5.91	6.78	6.99
10	6.44	7.31	7.52
11	6.97	7.84	8.05
12	7.50	8.37	8.58
13	8.03	8.90	9.11
14	8.56	9.43	9.64
15	9.09	9.96	10.17
16	9.62	10.49	10.70
17	10.15	11.02	11.23
18	10.68	11.55	11.76
19	11.21	12.08	12.29
20	11.74	12.61	12.82
21	12.27	13.14	13.35
22	12.80	13.67	13.88
23	13.33	14.20	14.41
24	13.86	14.73	14.94
25	14.39	15.26	15.47
26	14.92	15.79	16.00
27	15.45	16.32	16.53
28	15.98	16.85	17.06
29	16.51	17.38	17.59
30	17.04	17.91	18.12
31	17.57	18.44	18.65
32	18.10	18.97	19.18
33	18.63	19.50	19.71
34	19.16	20.03	20.24
35	19.69	20.56	20.77
36	20.22	21.09	21.30
37	20.75	21.62	21.83
38	21.28	22.15	22.36
39	21.81	22.68	22.89
40	22.34	23.21	23.42

41	22.87	23.74	23.95
42	23.40	24.27	24.48
43	23.93	24.80	25.01
44	24.46	25.33	25.54
45	24.99	25.86	26.07
46	25.52	26.39	26.60
47	26.05	26.92	27.13
48	26.58	27.45	27.66
49	27.11	27.98	28.19
50	27.64	28.51	28.72
51	28.17	29.04	29.25
52	28.70	29.57	29.78
53	29.23	30.10	30.31
54	29.76	30.63	30.84
55	30.29	31.16	31.37
56	30.82	31.69	31.90
57	31.35	32.22	32.43
58	31.88	32.75	32.96
59	32.41	33.28	33.49
60	32.94	33.81	34.02
61	33.47	34.34	34.55
62	34.00	34.87	35.08
63	34.53	35.40	35.61
64	35.06	35.93	36.14
65	35.59	36.46	36.67
66	36.12	36.99	37.20
67	36.65	37.52	37.73
68	37.18	38.05	38.26
69	37.71	38.58	38.79
70	38.24	39.11	39.32

Pickup On Demand Service

Add \$24.00 for each Pickup On Demand stop.

Overweight Item Charge

Add \$100.00 for each piece found in the postal network that exceeds the 70-pound maximum weight limitation. Such items are nonmailable and will not be delivered. As described in the Domestic Mail Manual, this charge is payable before release of the item, unless the item is picked up at the same facility where it was entered.

1500 Special Services

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1505 Ancillary Services

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1505.1.2 Prices

	(\$)
Manual correction, each	
First-Class Mail or First-Class Package Service piece, on-piece correction only	0.00
Other	0.63
Electronic correction, each	
First-Class Mail or First-Class Package Service piece	0.15
Other	0.33
Automated correction (Letters Only)	
First-Class Mail piece	
First two notices, for a given address change, each	0.09
Additional notices, for a given address change, each	0.16
USPS Marketing Mail piece	
First two notices, for a given address change, each	0.12
Additional notices, for a given address change, each	0.29
Full-service correction, each	0.00

1505.2 Applications and Mailing Permits

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1505.2.2 Prices

	(\$)
First-Class Mail Presort Mailing Fee (per year)	245.00
USPS Marketing Mail Mailing Fee (per year)	245.00
Periodicals Application Fees (one-time only for each)	
A. Original Entry	755.00
B. Re-entry	95.00
C. Registration for News Agents	95.00
Bound Printed Matter: Destination Entry Mailing Fee (per year) ¹	245.00
Application to Use Permit Imprint (one-time only)	245.00

Notes

1. Fee does not apply in circumstances described in 1505.2.1.

1505.3 Business Reply Mail

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1505.3.2 Prices

	(\$)
Permit (All categories)	245.00 ¹
Regular (no account maintenance fee)	
Per-piece charge	0.860
Regular (with account maintenance fee)	
Account maintenance (per year)	740.00
Per-piece charge	0.096
Qualified Business Reply Mail, low-volume	
Account maintenance (per year)	740.00
Per-piece charge	0.072
Qualified Business Reply Mail, high-volume	
Account maintenance (per year)	740.00
Quarterly	2,460.00
Per-piece charge	0.014
Bulk Weight Averaged (Non-letters only)	
Account maintenance (per year)	740.00
Per-piece charge	0.021
Monthly maintenance	1,225.00

Notes

1. Fee does not apply to permit holder who receives (1) only Qualified Business Reply Mail, or (2) only parcel-shaped Business Reply Mail.

1505.4 Bulk Parcel Return Service

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1505.4.2 Prices

	(\$)
Per-piece charge	3.65

1505.5 Certified Mail

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1505.5.2 Prices

(Per piece)	(\$)
Certified Mail	3.60
Certified Mail with Restricted Delivery and/or Adult Signature	9.15

1505.6 Certificate of Mailing

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1505.6.2 Prices

Individual Piece Prices

	(\$)
Original Certificate of Mailing, Form 3817, individual article presented at retail	1.55
Three or more pieces individually listed on Form 3665-Firm or USPS approved customer provided manifest (per piece listed)	0.44
Each additional copy of original Certificate of Mailing, or original mailing receipt (Form 3877) for Registered Mail, insured mail, Certified Mail, and COD mail (each copy)	1.55

Quantity of Pieces

	(\$)
Up to 1,000 identical-weight pieces (one Form 3606 for total number)	8.80
Each additional 1,000 identical-weight pieces or fraction thereof	1.10
Each additional copy of the original Form 3606	1.55

1505.7 Collect on Delivery

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1505.7.2 Prices

(\$)	(\$)	(\$)
Amount to be collected, or insurance coverage desired, whichever is higher:		
0.01	to 50.00	8.00
50.01	to 100.00	9.95
100.01	to 200.00	12.10
200.01	to 300.00	14.25
300.01	to 400.00	16.40
400.01	to 500.00	18.55
500.01	to 600.00	20.70
600.01	to 700.00	22.85
700.01	to 800.00	25.00
800.01	to 900.00	27.15
900.01	to 1,000.00	29.30
Additional Fees for Optional Features:		
COD Restricted Delivery		5.40

1505.8 USPS Tracking

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1505.8.2 Prices

	(\$)
USPS Marketing Mail Parcels	
Electronic	0.22

1505.9 Insurance

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1505.9.2 Prices

Merchandise Coverage^{1, 2, 3}

(\$)		(\$)	(\$)
0.01	to	50.00	2.30
50.01	to	100.00	2.95
100.01	to	200.00	3.60
200.01	to	300.00	4.75
300.01	to	400.00	6.00
400.01	to	500.00	7.20
500.01	to	600.00	9.70
600.01	to	5,000.00	9.70 plus 1.45 for each 100.00 or fraction thereof over 600.00
Additional Fee for Optional Feature			
Insurance Restricted Delivery			5.40

Notes

1. Up to \$50.00 of Insurance coverage is included at no additional cost in the price of Priority Mail pieces that bear an Intelligent Mail package barcode or retail tracking barcode. This does not apply to Priority Mail pieces sent using Priority Mail Open and Distribute, or Premium Forwarding Service, or as non-prepaid returns.
2. Up to \$100.00 of Insurance coverage is included at no additional cost in the price of Priority Mail pieces that bear an Intelligent Mail package barcode and for which the mailer pays Commercial Plus prices or uses ePostage, Electronic Verification System, Hardcopy Manifest, or an approved Manifest Mailing System. This does not apply to Priority Mail pieces sent using Priority Mail Open and Distribute, or Premium Forwarding Service, or as non-prepaid returns.
3. For Priority Mail Express pieces, Insurance coverage for merchandise is included at no additional cost in the price of Priority Mail Express, up to \$100.00 per piece.

Bulk Insurance

Subtract \$0.80 per piece from the applicable price for Merchandise Coverage.

1505.11 Parcel Airlift (PAL)

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1505.11.2 Prices

	(\$)
For pieces weighing:	
Not more than 2 pounds	0.85
Over 2 but not more than 3 pounds	1.50
Over 3 but not more than 4 pounds	2.00
Over 4 but not more than 30 pounds	2.70

1505.12 Registered Mail

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1505.12.2 Prices

	(\$)		(\$)		(\$)
Declared Value:					
	0.00				12.90
	0.01	to	100.00		13.50
	100.01	to	500.00		15.50
	500.01	to	1,000.00		17.25
	1,000.01	to	2,000.00		19.00
	2,000.01	to	3,000.00		20.75
	3,000.01	to	4,000.00		22.50
	4,000.01	to	5,000.00		24.25
	5,000.01	to	15,000,000.00		24.25 plus 1.75 for each 1000.00 or fraction thereof over 5,000.00
	Greater than		15,000,000.00		26,265.50 plus amount determined by the Postal Service based on weight, space, and value
Additional Fees for Optional Features:					
	Registered Mail Restricted Delivery				5.40
	Registered COD				6.15

1505.13 Return Receipt

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1505.13.2 Prices

	(\$)
Original signature (hardcopy)	2.85
Copy of signature (electronic)	1.75

1505.16 Shipper-Paid Forwarding/Return

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1505.16.2 Prices

	(\$)
Account Maintenance Fee (per year)	740.00

1505.17 Signature Confirmation

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1505.17.2 Prices

	(\$)
Electronic	2.70
Retail	3.20
Additional Fee for Optional Feature:	
Signature Confirmation Restricted Delivery	5.40

1505.18 Special Handling

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1505.18.2 Prices

	(\$)
Fragile	11.35

1505.19 Stamped Envelopes

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1505.19.2 Prices

	(\$)
Plain stamped envelopes	
Basic, size 6-3/4, each	0.14
Basic, size 6-3/4, 500	18.40
Basic, over size 6-3/4, each	0.14
Basic, over size 6-3/4, 500	20.95
Personalized stamped envelopes	
Basic, size 6-3/4, 50	6.10
Basic, size 6-3/4, 500	28.20
Basic, over size 6-3/4, 50	6.10
Basic, over size 6-3/4, 500	31.95
Additional Charges for premium options, per 50 envelopes	
Pressure-sensitive sealing	5.50
Font size, font style, and/or ink color (for one, two, or all three)	1.10
Window	1.10
Additional Charges for premium options, per 500 envelopes	
Pressure-sensitive sealing	16.20
Font size, font style, and/or ink color (for one, two, or all three)	2.30
Window	2.30

	(\$)
Shipping—Boxes of 50	
1 box	5.65
2 boxes	6.95
3 boxes	8.20
4 boxes	9.30
5 boxes	11.45
6 boxes	12.30
7 boxes	13.65
8 boxes	15.00
9 or more boxes	17.05
Shipping—Boxes of 500	
1 box	10.45
2 or more boxes	17.05

1505.20 Stamped Cards

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1505.20.2 Prices

	(\$)
Single card	0.04
Double reply-paid card	0.08
Sheet of 40 cards (uncut)	1.60
Pack of 10 sheets of 4 cards each	1.70
Premium Options (Additional Charge)	(\$)
Per order of 250 cards	
Printing of return address	20.25
Font size, font style, and/or ink color (for one, two, or all three)	1.05
Monogram	1.05
4-Color logo – first 250 cards	82.00
4-Color logo – additional 250 cards	5.10
Per Order of 1,000 cards	
Printing of return address	50.50
Font size, font style, and/or ink color (for one, two, or all three)	2.05
Monogram	2.05
4-Color logo – first 1,000 cards	87.00
4-Color logo – additional 1,000 cards	10.25

1505.21 Premium Stamped Stationery

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1505.21.2 Prices

Per Unit	(\$)
Minimum	2 times the First-Class Mail price imprinted on the stationery
Maximum	3 times the First-Class Mail price imprinted on the stationery

1505.22 Premium Stamped Cards

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1505.22.2 Prices

Per Card	(\$)
Minimum	1 times the First-Class Mail price imprinted on the card
Maximum	3 times the First-Class Mail price imprinted on the card

1510 International Ancillary Services

1510.1 International Certificate of Mailing

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1510.1.2 Prices

Individual Piece Prices

	(\$)
Original certificate of mailing for listed pieces of ordinary Single-Piece First-Class Mail International items	1.55
Three or more pieces individually listed in a firm mailing book or an approved customer provided manifest (per piece)	0.44
Each additional copy of original certificate of mailing or firm mailing bills (each copy)	1.55

Multiple Piece Prices

	(\$)
Up to 1,000 identical-weight pieces (one certificate for total number)	8.80
Each additional 1,000 identical-weight pieces or fraction thereof	1.10
Duplicate copy	1.55

1510.2 International Registered Mail

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1510.2.2 Prices

Outbound International Registered Mail Prices

	(\$)
Per Piece	16.30

Inbound International Registered Mail Prices

Payment is made in accordance with Part III of the Universal Postal Convention. This information is available in the Letter Post Manual at www.upu.int.

1510.3 International Return Receipt

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1510.3.2 Prices

Outbound International Return Receipt Prices

	(\$)
Per Piece	4.25

Inbound International Return Receipt Prices

No additional payment.

1510.4 Customs Clearance and Delivery Fee

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1510.4.2 Prices

	(\$)
Per Dutiable Item	6.65

1515 Address Management Services

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Labeling Lists

Labeling Lists contain destination ZIP Code numbers with the corresponding Postal Service facility destination information. Copying is allowed for an additional fee.

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Official National Zone Charts

The Official National Zone Charts identify the appropriate distance code assigned to each originating and destination pairing for every ZIP Code in the nation. Copying is allowed for an additional fee.

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ZIPMove

The ZIPMove data file assists address-matching software in providing up-to-date, accurate ZIP + 4 codes. Copying is allowed for an additional fee.

1515.2 Prices

	(\$)
Address Sequencing	
Per correction (removal of each undeliverable address, or addition of each missing or new address)	0.49
Insertion of blanks	0.00
AEC II Service	
1-100 records resolved, minimum fee	36.00
Additional records resolved, per record	0.36
AIS (Address Information System) Viewer (per year, per site)	
City State Delivery Type Retrieval Annual Subscription	85.00
County Name Retrieval Annual Subscription	85.00
Delivery Statistic Retrieval Annual Subscription	110.00

ZIP + 4 Retrieval Annual Subscription	85.00
CRIS Route (per year)	
Per state (annual subscription)	60.00*
All States (annual subscription)	1000.00*
CASS Certification	
Cycle Testing: (for next cycle) August-January	200.00
Cycle Testing: February, March	500.00
Cycle Testing: April	600.00
Cycle Testing: May	700.00
Cycle Testing: June	800.00
Cycle Testing: July	900.00
Cycle Testing: (for current cycle) After July 31 st	1000.00
Change-of-Address Information for Election Boards and Registration Commissions	
Per change of address	0.49
Change-of-Address Customer Notification Letter Reprint	56.00
City State (per year)	
All States (annual subscription)	420.00*
CDS (per address, per year)	0.013
Minimum (per year)	65.00
Correction of Address Lists	
Per submitted address	0.49
Minimum charge per list (30 items)	14.70
Delivery Statistics (per year)	
All States (annual subscription)	425.00*
DMM Labeling Lists	66.00*
DPV System (per year) ³	12,300.00
DSF ² Service (per year) ⁴	123,000.00
Each additional location per year	61,500.00
Each additional platform per location per year	61,500.00
eLOT Service (per year)	
Per state (annual subscription)	60.00
All States (annual subscription)	1000.00*

Five-Digit ZIP (per year)	
All States (annual subscription)	605.00*
<hr/>	
LACSLink5	
Interface Developer (first year)	1,225.00 ⁶
Interface Developer (each one-year extension)	370.00 ⁶
Interface Distributor (per year)	1,425.00 ⁷
Data Distributor (per year)	370.00
End User (per year)	370.00 ⁸
<hr/>	
MASS Certification	
MASS Manufacturers (MLOCR)	
Cycle Testing: (for next cycle) November – June	500.00 ⁹
Cycle Testing: July	1000.00 ⁹
Cycle Testing: (for current cycle) After July 31 st	1500.00 ¹⁰
MASS End-Users (MLOCR)	
Cycle Testing: (for next cycle) March – June	500.00 ⁹
Cycle Testing: July	1,000.00 ⁹
Cycle Testing: (current cycle) After July 31 st	1,500.00 ¹⁰
MASS Manufacturers (Encoder)	
Cycle Testing: (for next cycle) November – June	300.00 ⁹
Cycle Testing: July	750.00 ⁹
Cycle Testing: (for current cycle) After July 31 st	1,000.00 ¹⁰
MASS End-Users (Encoder)	
Cycle Testing: (for next cycle) March – June	300.00 ⁹
Cycle Testing: July	750.00 ⁹
Cycle Testing: After July 31 st	1,000.00 ¹⁰
MASS IMb Quality Testing	300.00
<hr/>	
NCOALink Service ¹¹	
Initial Interface Developer (first year fee)	6,800.00
Interface Developer (per each one year extension)	1,350.00
Interface Distributor (per year)	32,750.00
Full Service Provider (per year)	230,000.00
Full Service Provider Each Additional Site (per year)	113,000.00
Limited Service Provider (per year)	19,200.00

Limited Service Provider (per each one year extension)	
One Site only	19,200.00
Each additional site	9,600.00
ANKLink Service Option (per year)	
First Site	4,500.00
Each Additional Site	2,100.00
End User/MPE (first year)	9,600.00
End User/MPE (each renewal year)	
One site (each site for MPE)	9,600.00
Each additional site (End User only)	4,500.00
ANK ^{Link} Service Option (per year)	980.00
NCOA ^{Link} Test, Audit (each)	1,350.00
<hr/>	
Official National Zone Charts (per year)	
Matrix	65.00*
<hr/>	
RDI Service (per year) ¹	385.00*
<hr/>	
Z4 Change (per year)	
All States	3,650.00*
<hr/>	
ZIP + 4 Service (per year)	
Per state (annual subscription)	60.00*
All States (annual subscription)	1000.00*
<hr/>	
ZIP Code Sortation of Address Lists	
Per 1,000 addresses, or fraction	155.00
<hr/>	
ZIP Move (per year)	
All States (annual subscription)	130.00*
<hr/>	
99 Percent Accurate Method (per 1,000 addresses per year)	1.25
Minimum (per year)	125.00

Notes

- *. See AMS Price Table for Single Issues or Additional Copies appearing below.
- 11. When rural routes have been consolidated or changed to another Post Office, no charge will be made for correction if the list contains only names of persons residing on the routes involved.
- 11. Note number not to be used.
- 11. Fees are prorated for first year based on the month the agreement is executed.

11. Initial fee is prorated for first year based on the month the agreement is executed. There is no proration for additional locations or platforms.
5. Fees are prorated for first year for LACS^{Link} Interface Distributor, Data Distributor, and End User based on month the Postal Service certifies system. Interface Developer test fees are waived if part of CASS certification; otherwise, CASS test fees apply for stand-alone testing.
6. Interface Developer fees are waived for certified CASS and NCOA^{Link} Full Service Provider distributors fulfilling requirement to provide users access to LACS^{Link}.
7. Interface Distributor fee are waived for certified CASS distributor who provides End Users of LACS^{Link} Distributor products with access to LACS^{Link} System.
8. End User fee is waived for certified NCOA^{Link} Full Service Providers who fulfill requirement to offer LACS^{Link} as component of its products and services.
9. MASS fees are prorated at 50 percent of regular fee for new, transferred, or upgraded MLOCR/Encoder systems during testing cycle.
10. MASS fees are pro prorated at 50 percent of regular fee for new, transferred, or upgraded MLOCR/Encoder systems outside of testing cycle.
11. NCOA^{Link} fees (excluding Interface Developer) prorated for first year based on month Postal Service certifies system. No proration for fees for additional sites.

AMS Price Table for Single Issues or Additional Copies

Address Management Services with an asterisk allow copying for an additional fee, and provide a single issue instead of an annual subscription for a reduced fee. The fee is calculated by multiplying the list price by a factor based on a single issue or the total number of copies to be made, as shown below.

Price* (per year, from above) x Factor corresponding to single issue or number of copies (far right column below) = \$ Total Price (per year)

Number of Copies	*Price (from above)	Multiply by	Factor
Single Issue	*Price	x	0.75
1-100	*Price	x	2.0
101-200	*Price	x	4.0
201-300	*Price	x	6.0

Special Services
Address Management Services

301-400	*Price	x	8.0
401-500	*Price	x	10.0
501-600	*Price	x	12.0
601-700	*Price	x	14.0
701-800	*Price	x	16.0
801-900	*Price	x	18.0
901-1000	*Price	x	20.0
1001-10,000	*Price	x	25.0
10,001 – 20,000	*Price	x	30.0
20,001 – 30,000	*Price	x	35.0
30,001 and over	*Price	x	40.0
Unlimited quantity of any of the following: Five-Digit ZIP, City State, CRIS, Delivery Statistics, eLot, RDI Service, Z4Change, ZIPMove, ZIP + 4, <u>DMM Labeling Lists, Official National Zone Charts</u>	\$10,000.00 <u>\$11,000.00</u>	n/a	n/a

1520 Caller Service

* * * * *

1520.2 Prices

	(\$)
Groups based on Post Office location (Semi-Annual):	
Group 1	830.00
Group 2	765.00
Group 3	705.00
Group 4	660.00
Group 5	630.00
Group 6	585.00
Group 7	560.00
Call Number Reservation (Annual ¹)	56.00

Notes

1. For customers using the Enterprise PO Box Online system, the semi-annual and annual fees may be prorated one time to align payment periods for multiple caller service numbers. The prorated fee for each such caller service number will be based on the number of months between the expiration of the current fee and the month of the payment alignment.

1525 Credit Card Authentication

* * * * *

1525.2 Prices

	(\$)
Per credit card authentication	1.05

1535 International Reply Coupon Service

* * * * *

1535.2 Prices

* * * * *

1540 International Business Reply Mail Service

* * * * *

1540.2 Size and Weight Limitations

* * * * *

1540.3 Prices

Outbound International Business Reply Mail Service Prices

	(\$)
Card	1.55
Envelope	2.05

Inbound International Business Reply Mail Service Prices

Payment is made in accordance with Universal Postal Convention Article 13. This information is available in the Letter Post Manual at www.upu.int.

1545 Money Orders

* * * * *

1545.2 Prices

	(\$)		(\$)	(\$)
Domestic	0.01	to	500.00	1.30
Domestic	500.01	to	1,000.00	1.75
APO/FPO/DPO	0.01	to	1,000.00	0.45
Inquiry, including a copy of paid money order				6.25

1550 Post Office Box Service

* * * * *

1550.4 Prices

Regular and No Fee

Box Size	Semi-annual Fees ¹ (Groups based on Post Office location) (\$)							
	1	2	3	4	5	6	7	E ²
1	58.00	46.00	38.00	32.00	28.00	24.00	22.00	0.00
2	85.00	70.00	57.00	46.00	38.00	33.00	29.00	0.00
3	148.00	119.00	98.00	75.00	61.00	48.00	43.00	0.00
4	270.00	223.00	181.00	139.00	106.00	78.00	64.00	0.00
5	422.00	349.00	285.00	239.00	171.00	136.00	112.00	0.00

Box Size	3-Month Fees (Groups based on Post Office location) (\$)						
	1	2	3	4	5	6	7
1	35.00	27.00	24.00	20.00	17.00	14.00	13.00
2	51.00	42.00	34.00	28.00	23.00	20.00	18.00
3	88.00	71.00	59.00	46.00	36.00	29.00	27.00
4	160.00	133.00	108.00	83.00	63.00	47.00	38.00
5	250.00	206.00	169.00	142.00	101.00	80.00	65.00

Notes

1. For customers using the Enterprise PO Box Online system, the semi-annual fees may be prorated one time to align payment periods for multiple boxes. The prorated fee for each such box will be based on the number of months between the expiration of the current fee and the month of the payment alignment.
2. When the Postal Service determines not to provide carrier delivery to a customer's physical address or business location that constitutes a potential carrier delivery point, as defined by the Postal Service, that customer becomes eligible for one Post Office Box at the Group E fee.

Postal Facilities Primarily Serving Academic Institutions or Their Students

Period of box use (days)	Price
95 or less	½ semiannual price
96 to 140	¾ semiannual price
141 to 190	Semiannual price
191 to 230	1 ¼ semiannual price
231 to 270	1 ½ semiannual price
271 to full year	Two times semiannual price

Ancillary Post Office Box Services

	(\$)
Key duplication or replacement	8.00
Lock replacement ¹	23.00
Key deposit	4.00

Notes

1. The lock replacement fee may also be charged as a late payment fee, regardless of whether the lock is changed.

1555 Customized Postage

1555.1 Description

- a. ~~The Customized Postage program authorizes vendors to provide their customers with Postal Service authorized postage consisting of customer selected images aligned with Postal Service approved indicia of postage payment. As a condition of participation, a vendor must comply with all Postal Service requirements, including the content of submitted images and specifications for postage indicia printing. The vendor must also allow Postal Service inspection to ensure compliance.~~
- b. ~~A vendor's annual participation fee allows the vendor to print at two facilities. Additional print sites may be added at a reduced fee. The Postal Service does not control the price that the vendor charges its customers, beyond the applicable price for postage. The face amount of the postage is remitted to the Postal Service by the vendor.~~

1555.2 Prices

	(\$)
Annual Participation Fee (up to two printing facilities)	345,000.00
Additional Printing Sites (3-50 sites, each site)	58,000.00
Over 50 Printing Sites (each site)	5,800.00

1560 Stamp Fulfillment Services

* * * * *

1560.2 Prices

Orders mailed to domestic United States destinations	(\$)
Orders up to \$50.00	1.30 ¹ ; add 2.35 ² for custom orders
Orders over \$50.00	1.85 ¹ ; add 2.35 ² for custom orders
Orders mailed to destinations outside of domestic United States	(\$)
Orders up to \$50.00	6.95 add 2.35 ² for custom orders
Orders over \$50.00	7.50 add 2.35 ² for custom orders

Notes

1. Fee does not apply if the comparable fee from the Philatelic Sales pricing section is being charged for the shipment of a combined order of stamps and philatelic items. Fee also does not apply for orders consisting solely of stamped cards with a printed return address, or stamps sent as part of a subscription, in which the customer agrees to purchase a series of items of a specified type, and establishes a means of payment in advance. If a customer requests expedited shipping, then the order will be shipped using Priority Mail Express, with actual postage charged instead of the listed fees.

2. A custom order is a stamp order in configurations other than those listed for each item in the USA Philatelic catalog.

PART C

GLOSSARY OF TERMS AND CONDITIONS

3000 GLOSSARY OF TERMS AND CONDITIONS

3001 Numeric

3-Digit

3-Digit mail refers to mail presorted to single or multiple three-digit ZIP Code destinations.

5-Digit

5-Digit mail refers to mail presorted to single or multiple five-digit ZIP Code destinations.

3002 A

Advertising

Advertising includes all material for the publication of which a valuable consideration is paid, accepted, or promised, that calls attention to something for the purpose of getting people to buy it, sell it, seek it, or support it. If an advertising price is charged for the publication of reading matter or other material, such material shall be deemed to be advertising. Articles, items, and notices in the form of reading matter inserted in accordance with a custom or understanding that textual matter is to be inserted for the advertiser or its products or services, in the publication in which a display advertisement appears, are deemed to be advertising. If a publisher advertises his own services or publications, or any other business of the publisher, whether in the form of display advertising or editorial or reading matter, this is deemed to be advertising.

ADC (Area Distribution Center)

ADC mail refers to mail presorted to area distribution center destinations.

APO/FPO/DPO (Army Post Office/Fleet Post Office/Diplomatic Post Office)

Army Post Offices, Fleet Post Offices, and Diplomatic Post Offices are branches of U.S. civil post offices designations operated by the Army, Navy, Air Force, or Marine Corps to serve military and diplomatic personnel overseas or aboard ships.

Aspect Ratio

Aspect ratio is the ratio of length to height.

AADC (Automated Area Distribution Center)

AADC mail refers to letter-size mail presorted to automated area distribution center destinations.

Automation

Term used to describe when machinery is used to move away from manual processes of sorting, processing and delivering mail.

3003

B

Balloon Price

A price charged for Priority Mail and USPS Retail Ground items that weigh less than 20 pounds and measure more than 84 inches but no more than 108 inches in combined length and girth.

Basic

Basic mail refers to residual In-County Periodicals mail after it has been sorted to the 5-Digit and 3-Digit ZIP Code destinations and to residual Library/Media Mail after a mailing has been sorted to the 5-Digit ZIP Code destinations.

Basic Carrier Route

The basic carrier route category applies to USPS Marketing Mail sorted by carrier route and presented in sequenced order.

Bills and Statements of Account

A bill is a request for payment of a definite sum of money claimed to be owing by the addressee either to the sender or to a third party. The mere assertion of an indebtedness in a definite sum combined with a demand for payment is sufficient to make the message a bill.

A statement of account is the assertion of the existence of a debt in a definite amount but which does not necessarily contain a request or a demand for payment. The amount may be immediately due or may become due after a certain time or upon demand or billing at a later date.

A bill or statement of account must present the particulars of an indebtedness with sufficient definiteness to inform the debtor of the amount necessary for acquittal of the debt. However, neither a bill nor a statement of account need state the precise amount if it contains sufficient information to enable the debtor to determine the exact amount of the claim asserted.

A bill or statement of account is no less a bill or statement of account merely because the amount claimed is not in fact owing or may not be legally collectible.

Bundle

A bundle is a group of addressed pieces secured together as a unit. The term bundle does not apply to pieces grouped or prepared loose in trays.

3004

C

Carrier Route

Carrier Route category applies to mail sorted by carrier route and presented in sequence order.

Commercial Mail Receiving Agents

Mail may be delivered to a commercial mail receiving agency on behalf of another person. In consideration of delivery of mail to the commercial agent, the addressee and the agent are considered to agree that no Change-of-Address order will be filed with the post office when the agency relationship is terminated; and when remailed by the commercial agency, the mail is subject to payment of new postage.

Customized MarketMail (CMM)

A customized mailpiece, typically used in advertising, which may be nonrectangular in shape, and mailed as USPS Marketing Mail. CMM is provided as an exception to the general requirement for all mailpieces to be rectangular in shape.

3005

D

Delivery

The Postal Service provides delivery of mail as addressed unless the Postal Service is instructed otherwise by the addressee, the sender, or their agent. The addressee may refuse to accept a piece of mail under the conditions and procedures specified in the Domestic Mail Manual. The Postal Service effects delivery by carrier delivery service or general delivery service, as specified in the Domestic Mail Manual, or by Caller service, Post Office Box service, or Parcel Return Service, as described in this Schedule and specified in the Domestic Mail Manual. Mail addressed to several persons may be delivered to any one of them. When two or more persons make conflicting orders for delivery for the same mail, the mail shall be delivered as determined by the Postal Service. Mail addressed to governmental units, private organizations, corporations, unincorporated firms or partnerships, persons at institutions (including but not limited to hospitals and prisons), or persons in the military is delivered as addressed or to an authorized agent. If a signed receipt is required, mail will be delivered to the addressee (or competent member of his family), to persons who customarily receive the mail or to one authorized in writing to receive the addressee's mail.

DADC (Destination Area Distribution Center)

A destination area distribution center or equivalent facility.

DNDC (Destination Network Distribution Center)

A destination network distribution center or equivalent facility.

DDU (Destination Delivery Unit)

A destination delivery unit or equivalent facility.

DSCF (Destination Processing and Distribution Center)

A destination processing and distribution center (previously called “destination sectional center facility”) or equivalent facility.

Detached Address Label (DAL)

Paper or cardboard stock used to carry address information separate from a host mailpiece when preparing a mailing of unaddressed host Periodicals flats, USPS Marketing Mail flats or merchandise samples, or Bound Printed Matter.

Dimensional Weight

A price based on the dimensions and weight of low density parcels.

Double Card

A double postcard consisting of two attached cards, one of which may be detached by the receiver and returned by mail as a single postcard.

3006

E

Editorial

Editorial content in Periodicals mail means all content that is not advertising, as defined above, including photographs, cartoons, charts, pictures, and other non-textual content.

3007

F

Firm Bundle

Two or more copies of Periodicals mail for the same address placed in one bundle. If each copy has a delivery address, each may be claimed as a separate piece for presort and on the postage statement, or the firm bundle may be claimed as one addressed piece. A firm bundle claimed as one addressed piece must be physically separate from other bundles and may only be used to satisfy a six-piece bundle requirement to a presort destination for In-County rates.

Forever postage

Items imprinted with Forever postage are sold at the prevailing price for postage on the underlying mail item. Once purchased, the Forever postage may be used for postage equal to the prevailing price, at the time of use, for the underlying mail item.

Forever stamps/indicia

Forever stamps and Forever Print-on-Demand indicia are sold at the prevailing price for single-piece one-ounce, two-ounce, three-ounce, additional ounce, and nonmachinable surcharge letter stamps or single-piece postcard stamps, in First-Class Mail, as specified by the Postal Service. Once purchased, Forever stamps and Forever Print-on-Demand indicia may be used for postage equal to the prevailing price, at the time of use, for single-piece one-ounce, two-ounce, three-ounce, additional ounce, and nonmachinable surcharge letter stamps or single-piece postcard stamps, in First-Class Mail, as specified by the Postal Service. Forever stamps and Forever Print-on-Demand indicia are intended for the prepayment of postage for First-Class Mail single-piece letter or postcard mail, and otherwise may be used for the prepayment of postage. Forever Print-on-Demand indicium is a form of postage offered by the Postal Service, consisting of images aligned with indicia of postage payment.

International Forever stamps are sold at the price of a single-piece First-Class Mail International first ounce machinable letter and have a postage value equivalent to the price of a single-piece First-Class Mail International first ounce machinable letter in effect at the time of use. International Forever stamps are intended for the prepayment of postage for the first ounce of First-Class Mail International single-piece machinable letter mail, and otherwise may be used for the prepayment of postage.

Forwarding

Forwarding is the transfer of undeliverable-as-addressed mail, pursuant to a change of address order submitted by the addressee or authorized agent to an address other than the one originally placed on the mailpiece. All post offices will honor change-of-address orders for a specified period of time. When mail is forwarded due to Postal Service adjustments (such as, but not limited to, the discontinuance of the post office of original address, establishment of rural carrier service, conversion to city delivery service from rural, readjustment of delivery districts, or renumbering of houses and renaming of streets), it is forwarded without charge for a specified period of time. Mail will be forwarded internationally only if it meets the conditions for international mailing and only as provided in the International Mail Manual.

3008

G

Girth

Girth is the measurement around a piece of mail at its thickest part, perpendicular to the length.

3009 H

Held Mail

Mail will be held at the office of delivery for a specified period of time upon request of the addressee, unless the mail has contrary retention instructions, is perishable, or is Registered Mail, COD mail, insured mail, Certified Mail, or Priority Mail Express for which the normal retention period expires before the end of the specified holding period.

High Density

High Density mail is geographically targeted mail presented in walk sequence order and meeting specific high density requirements.

3010 I

Inbound International

Inbound International refers to mail that originates outside of the United States or its territories and has a destination inside the United States or its territories.

ISC Drop Shipment (International Service Center Drop Shipment)

Mail prepared for designated International Service Centers and Processing and Distribution Centers.

Irregular Parcels

A mail processing category for a parcel that does not meet the dimensional criteria of a machinable parcel and cannot be processed by parcel sorters.

3011 J

3012 **K**

Keys and Identification Devices

Keys, identification cards, identification tags, or similar identification devices that are mailed without cover, and bear, contain, or have securely attached the name and address information, of a person, organization, or concern, with instructions to return to the address and a statement guaranteeing the payment of postage due on delivery. Keys and Identification Devices is provided as an exception to the general requirement for all mailpieces to be rectangular in shape.

3013 **L**

3014 **M**

M-Bag

A special direct sack for international mail which is used to send printed matter to single addressees.

Machinable

The ability of a mailpiece to be sorted by processing equipment often due to size, shape, or weight. Compare with non-machinable.

Mailable Matter

Domestic mailable matter is matter that is not: mailed in contravention of 39 U.S.C. Chapter 30, or of 17 U.S.C. 109; likely to become damaged while in the custody of the Postal Service, to damage other pieces of mail, to cause injury to Postal Service employees, or to damage Postal Service property; or mailed contrary to any special conditions or limitations placed on transportation or movement of certain articles, when imposed under law by the U.S. Department of the Treasury; U.S. Department of Agriculture; U.S. Department of Commerce; U.S. Department of Health and Human Services, U.S. Department of Transportation; U.S. Department of Homeland Security; and any other Federal department or agency having legal jurisdiction. Except as otherwise authorized, matter that is nonmailable domestically is nonmailable internationally. Except as otherwise authorized, international mailable matter also excludes matter that is prohibited in international mails by the Acts of the Universal Postal Union, and matter that is prohibited in international mail by the country to which such international mail is sent.

Minimum Size Standards

All items must be at least 0.007 inch thick; and all items, other than keys and identification devices, which are 0.25 inch thick or less must be rectangular in shape (except for Customized MarketMail); at least 3.5 inches in height; and at least 5 inches in length.

Mixed ADC (Mixed Area Distribution Center)

Mixed ADC mail refers to residual mail in a mailing after pieces have been sorted to the 5-Digit, 3-Digit or ADC level.

Mixed AADC (Mixed Automation Area Distribution Center)

Mixed AADC mail refers to automation and machinable letter-size residual mail in a mailing after piece have been sorted to the 5-Digit, 3-Digit or AADC level.

3015 **N**

Nonmachinable

The inability of a mailpiece to be sorted on mail processing equipment because of size, shape, content, or address legibility. Such mail must be processed manually and could be subject to a surcharge.

Nonprofit Organizations and Associations

Nonprofit organizations or associations are organizations or associations that meet the eligibility criteria set forth in the relevant portions of the Domestic Mail Manual.

3016 **O**

Outbound International

Outbound International refers to mail that originates inside the United States or its territories and has a destination outside the United States or its territories.

Oversized Parcel

Parcel of combined length and girth between 108 inches and 130 inches.

3017 **P**

Permit Holder

An entity having a permit for the particular service referred to.

Permit Imprints

Permit imprints are printed indicia indicating postage has been paid by the sender under the identified permit. A one-time permit application fee must be paid.

Pickup On Demand Service

A service which allows customers to schedule pickup of specified postage-paid items from a home or business. Pickups may be regularly scheduled by agreement or provided on request through USPS.com. The price is per trip, regardless of the number of items scheduled for pickup.

Postage and Fee Payment

Postage and fees must be fully prepaid on all domestic mail at the time of mailing, except as authorized by law or this Schedule. Except as authorized by law or this Schedule, domestic mail deposited without prepayment of sufficient postage shall be delivered to the addressee subject to payment of deficient postage, returned to the sender, or otherwise disposed of as specified in the Domestic Mail Manual. Parcel Return Service mail may be retrieved by the permit holder prior to payment of postage, as specified in the Domestic Mail Manual. Matter authorized for mailing without prepayment of postage must bear markings identifying the class of mail service. Matter not so marked, or ineligible for the service marked, will be billed at the applicable price of postage for First-Class Mail or Priority Mail, depending on weight. Mail deposited without any postage affixed will be returned to the sender without any attempt at delivery. When postage is paid by a customer with an authorized Postal Service account, postage payment may be deferred until the mail is verified in the mailstream. If the postage due cannot be determined, the customer will be charged a per-piece (or per-container) rate equal to the average of postage previously paid.

Postage Calculation

When a price schedule contains per-piece and per-pound prices, the postage shall be the sum of the charges produced by those prices. When a price schedule contains a minimum per-piece price and a pound price, the postage shall be the greater of the two. When the computation of postage yields a fraction of a cent in the charge, the next higher whole cent must be paid.

Preferred Prices

Preferred prices are the reduced prices established pursuant to 39 U.S.C. § 3626.

Prices

All prices, rates, and fees shown are in U.S. dollars.

3018

Q

Qualified Business Reply Mail (QBRM)

Letter or postcard shaped Business Reply Mail provided to senders by the recipient (an advance deposit account Business Reply Mail permit holder) for return to the recipient, and approved in advance by the Postal Service as eligible to be returned at QBRM prices. The mailpiece bears the recipient's preprinted machine-readable return address, a barcode, and a Facing Identification Mark, and must be approved in advance by the Postal Service for compliance with machinability, addressing, barcoding, marking, and preparation requirements.

3019

R

Refund of Postage

When postage and special service fees have been paid on mail for which no service is rendered for the postage or fees paid, or collected in excess of the lawful price, a refund may be made. There shall be no refund for Registered Mail, COD, and general insurance fees, or postage on items subject to the Overweight Item Charge, when the article is withdrawn by the mailer after acceptance.

Repositionable Notes

Self-adhesive note that may be attached to the exterior of automation letters and flats.

Return

Return is the delivery of undeliverable-as-addressed mail to the sender.

RNDC (Return Network Distribution Center)

A network distribution center designated for merchants utilizing Parcel Return Service to retrieve returned parcels.

RDU (Return Delivery Unit)

A delivery unit designated for merchants utilizing Parcel Return Service to retrieve returned parcels.

Ride-Along Mailpiece

USPS Marketing Mail material paid at the Periodicals Ride-Along price that is attached to or enclosed with Periodicals mail. All Periodicals products may enclose eligible material at the Ride-Along price. Only one Ride-Along piece may be attached to or enclosed with an individual copy of Periodicals mail.

3020

S

Saturation

Saturation mail is geographically targeted mail presented in walk sequence order that meets specific saturation density requirements.

Single-Piece

A piece of mail for which postage is payable at a single-piece price, rather than at a presorted price.

USPS Marketing Mail Forwarding-and-Return Service

Mailers of USPS Marketing Mail have the option of requesting that undeliverable-as-addressed mail, except Customized MarketMail, be forwarded or returned. This is separate from Shipper-Paid Forwarding, an Ancillary Special Service. Mailpieces requesting Forwarding-and-Return Service must meet specified preparation and payment requirements and bear endorsements. When Forwarding-and-Return Service is used in conjunction with electronic or automated Address Correction Service, returned pieces pay the applicable First-Class Mail price and forwarded pieces pay prices based on the shape. When Forwarding-and-Return Service is not used in conjunction with electronic or automated Address Correction Service, then returned pieces are charged the appropriate First-Class Mail price for the piece plus the price multiplied by a designated factor. Separate Address Correction Service fees apply when used in conjunction with Forwarding-and-Return Service.

3021 **T**

3022 **U**

3023 **V**

3024 **W**

3025 **X**

3026 **Y**

3027 **Z**

Zone

A number that expresses the distance that a zone-priced mailpiece must travel from point of entry to point of delivery. It is based on the air mileage along a great circle line between three-digit ZIP Code prefix areas of dispatch and receipt. This mileage range is converted to a zone number. The Postal Service uses eight numbered postal zones and one local zone for computing postage on some types of mail.

ZIP Code (Zone Improvement Plan Code)

The system of 5-Digit codes that identifies the individual post office or metropolitan area delivery station associated with an address. The first three digits identify the delivery area of a sectional center facility or a major-city post office serving the delivery address area. The next two (the fourth and fifth) digits identify the delivery area of an associate post office, post office branch, or post office station. All post offices are assigned at least one unique 5-Digit code.

ZIP + 4 (Zone Improvement Plan Plus Four)

ZIP+4 is an enhanced code consisting of the 5-Digit ZIP Code and four additional digits that identify a specific range of delivery addresses. The first two additional digits designate the sector (a geographic area) and the last two digits designate the segment (a building, floor, etc.).

ATTACHMENT B

WORKSHARE DISCOUNTS AND PASSTHROUGHS

Please see Attachment_B_R2021-1.xls, which has been filed alongside this Notice on the PRC docketing website.

ATTACHMENT C

PRICE CAP CALCULATION

ATTACHMENT C: PRICE CAP CALCULATION

Calculation of amount of applicable change in CPI-U and Price Cap

	CPI ^[1]	Last 12 Months Point-to-Point ^[2]	12-Month Total ^[3]	12-Month Total Divided by 12 ^[4]	Base Average ^[5]	12-Month Moving Average ^[6]
Jan-18	247.867	2.1%	2946.5	245.539	240.501	2.095%
Feb-18	248.991	2.2%	2951.9	245.988	241.042	2.052%
Mar-18	249.554	2.4%	2957.6	246.467	241.514	2.051%
Apr-18	250.546	2.5%	2963.6	246.969	241.953	2.073%
May-18	251.588	2.8%	2970.5	247.540	242.328	2.151%
Jun-18	251.989	2.9%	2977.5	248.126	242.656	2.254%
Jul-18	252.006	2.9%	2984.7	248.728	243.003	2.356%
Aug-18	252.146	2.7%	2991.4	249.280	243.392	2.419%
Sep-18	252.439	2.3%	2997.0	249.749	243.841	2.423%
Oct-18	252.885	2.5%	3003.2	250.267	244.252	2.463%
Nov-18	252.038	2.2%	3008.6	250.714	244.695	2.460%
Dec-18	251.233	1.9%	3013.3	251.107	245.120	2.443%
Jan-19	251.712	1.6%	3017.1	251.427	245.539	2.398%
Feb-19	252.776	1.5%	3020.9	251.743	245.988	2.340%
Mar-19	254.202	1.9%	3025.6	252.130	246.467	2.298%
Apr-19	255.548	2.0%	3030.6	252.547	246.969	2.259%
May-19	256.092	1.8%	3035.1	252.922	247.540	2.174%
Jun-19	256.143	1.6%	3039.2	253.268	248.126	2.072%
Jul-19	256.571	1.8%	3043.8	253.649	248.728	1.978%
Aug-19	256.558	1.7%	3048.2	254.016	249.280	1.900%
Sep-19	256.759	1.7%	3052.5	254.376	249.749	1.853%
Oct-19	257.346	1.8%	3057.0	254.748	250.267	1.791%
Nov-19	257.208	2.1%	3062.1	255.179	250.714	1.781%
Dec-19	256.974	2.3%	3067.9	255.657	251.107	1.812%
Jan-20	257.971	2.5%	3074.1	256.179	251.427	1.890%
Feb-20	258.678	2.3%	3080.1	256.671	251.743	1.958%
Mar-20	258.115	1.5%	3084.0	256.997	252.130	1.930%
Apr-20	256.389	0.3%	3084.8	257.067	252.547	1.790%
May-20	256.394	0.1%	3085.1	257.092	252.922	1.649%
Jun-20	257.797	0.6%	3086.8	257.230	253.268	1.564%
Jul-20	259.101	1.0%	3089.3	257.441	253.649	1.495%
Aug-20	259.918	1.3%	3092.7	257.721	254.016	[7] 1.458%

[1] Consumer Price Index -- All Urban Consumers, U.S. All Items (the "CUUR0000SA0" series)

[2] The current month CPI [Column 1] divided by CPI for same month, previous year

[3] Sum of the most recent 12 months CPI measurements in Column [1]

[4] Column [3] / 12

[5] The 12-month average of [1] from the 12 months prior to [4]. Only necessary to calculate cap when more than 12 months have passed.

[6] (The current month value in Column [4] / value from same month, previous year) - 1

[7] Exactly 12 CPI-U months have passed since the previous price adjustment for all Market Dominant mail classes so the price cap is the 12-month moving average (Column 6) or 1.458%.

ATTACHMENT D

2021 PROMOTIONS CALENDAR

2021 Promotions Calendar

Overview:

Building upon the success of prior Promotions Calendars, the Postal Service has developed a Promotions Calendar for Calendar Year (CY) 2021. The general purpose of the CY 2021 Promotions is to encourage marketers, printers, and mailers to utilize new technology and print techniques that enhance the traditional benefits of a physical mailpiece. This, in turn, will drive engagement and higher response rates and increase the overall return on the mailer's investment in mail. By encouraging the use of technologies integrated in mail, the Postal Service expects to increase the value of direct mail and retain the volumes of transactional mail, thereby ensuring long-term product growth. The promotion periods will range between 3 to 6 months in duration, starting as early as February 1, 2021. Ultimately, the Postal Service decided to focus the CY 2021 Promotions on the following areas: USPS Informed Delivery; Augmented/Virtual/Mixed Reality; Near Field Communication; Voice Assistant Integration; Video in Print; Digital to Direct Mail; Mobile Shopping; Tactile, Sensory and Interactive Print; and Transpromotional Messaging.

The promotions developed for CY 2021 are:

- **Tactile, Sensory and Interactive Mailpiece Engagement Promotion**
- **Emerging and Advanced Technology Promotion**
- **Earned Value Reply Mail Promotion**
- **Personalized Color Transpromo Promotion**
- **Mobile Shopping Promotion**
- **Informed Delivery Promotion**

Tactile, Sensory and Interactive Mailpiece Engagement Promotion

The print industry continues to develop innovations in papers/stocks, substrates, finishing techniques and inks. New print elements can be incorporated in a mail campaign to engage a multi-sensory experience through special visual effects, sound, scent, texture/tactile treatments, and even taste. In addition, interactive mailpiece features (such as pop-ups, infinite folds, or other dimensional treatments) can help drive customer engagement. Neuroscience and neuromarketing research suggests that marketing materials that engage tactile experiences and/or other senses lead to potentially significant impacts on brand recognition and message recall. By leveraging advances in print and finishing technology, marketers and mailers can enhance the way consumers interact and engage with mail to drive customer engagement and response rates.

Eligible Mail: USPS Marketing Mail letters and flats

Discount: 2 percent off eligible mailpieces

Registration Period: December 15, 2020 – July 31, 2021

Promotion Period: February 1, 2021 – July 31, 2021

Mailpiece Requirements: Mailpieces must be pre-verified by the Program Office in advance of any mailing submissions to qualify for the promotion discount. Mailpieces must contain at least one element from one of the three following categories:

1. Specialty Inks (including but not limited to: Conductive inks, Leuco Dyes/Thermochromic, Photochromics, Optically Variable Ink, Metallic Ink, piezochromatic ink, and hydro chromic ink)

2. Specialty Papers that make use of at least one of the following features (use of these features must be connected to the marketing message of the mailpiece):
 - Scent: Paper infused with scent, or microencapsulated
 - Sound: Paper that incorporates sound chip/speakers
 - Taste: Paper that incorporates edible components
 - Visual: Paper that incorporates special effects (e.g., filters, holographic effects, lenticular effects)
 - Textural: Paper that incorporates certain textural treatments such as sandpaper, soft/velvet touch, and UV finishes

3. Interactive mailpieces that make use of dynamic folds that the user can twist, spin, dial or bend and other dimensional enhancements (such as 3-dimensional features and pop-ups)

Enrollment	Participants and/or Mail Service Providers (MSPs) should register on the Business Customer Gateway (BCG) via the Incentive Programs (gateway.usps.com). Promotion participants should complete their registration (including agreeing to the promotion terms) at least 2 hours prior to presenting the first qualifying mailing and specify which permits and CRIDs will be participating in the promotion.
Mailing Date and Mail Preparation	<p>Mail must be tendered for acceptance during the promotion period, February 1 – July 31, 2021. All promotion eligible mailings must be finalized in PostalOne! no earlier than February 1, 2021 and no later than July 31, 2021 (the last day of the promotion).</p> <p>Plant-Verified Drop Shipment (PVDS) mailings that are verified and paid for during the promotion period and that qualify for the promotion, will be accepted at destination entry postal facilities through August 15, 2021 (at the discounted rate), when presented with appropriate verification and payment documentation (PS Form 8125).</p>
Postage Payment	Postage must be paid using a Permit Imprint or Precanceled Stamp Permit. OMAS and “Official Government Mail” mailings are eligible for the promotion. Select meter permit mailings may qualify. Every Door Direct Mail (EDDM) deposited at a Business Mail Entry Unit may qualify, but EDDM Retail mailings taken to local Post Office retail units are ineligible to participate.
eDoc	Mailings must be submitted electronically via Postal Wizard, Mail.dat or Mail.XML. The eDoc must identify the mail owner and mail preparer in the By/For fields by Customer Registration ID (CRID) and/or Mailer ID (MID).
Commingled Mail	The promotion discount can be applied to qualifying pieces within a combined or commingled mailing, but the qualifying pieces must be submitted on separate postage statements or by mailpiece version.
Pre-Verification and Mailpiece Samples	Mailers must submit a hard copy sample to the program office for pre-verification prior to mailing to ensure that program requirements are met. Participants must provide a hard copy mailpiece claiming the promotion discount to the Business Mail Entry Unit (BMEU)/acceptance clerk at the time of mailing. If a mailing agent submits promotional mailings from multiple mailers, a hard copy of each mailer's mailpiece must be presented to the BMEU.

Emerging and Advanced Technology Promotion

As mobile and other print technologies evolve, mail has the potential to offer greater value by engaging customers in new and exciting ways. In order to ensure that direct mail continues to be a relevant part of the marketing mix, the Postal Service is offering another promotion encouraging customers to incorporate technologies such as “Enhanced” Augmented Reality, Virtual Reality and Mixed Reality, Near Field Communication (NFC), Video in Print (ViP) featuring Shoppable Video, and Integration with Digital Assistants.

Eligible Mail: First-Class Mail letters, cards, and flats, USPS Marketing Mail letters and flats

Discount: 2 percent off eligible mailpieces

Registration Period: January 15, 2021 – August 31, 2021

Promotion Period: March 1, 2021 – August 31, 2021

Mailpiece Requirements: To be eligible for the promotion, the mailpiece must incorporate any of the following elements:

1. Interactive NFC technology (examples include the ability to create calendar events; toggle on and off device features; or trigger messaging services, video, or other device features).
2. Digital to Direct Mail (Automated Direct Mail): Digital to Direct Mail encourages mailers to produce First-Class Mail mailpieces that create a greater connection and elicit a higher response from consumers by using dynamically printed, targeted messaging that is automatically triggered based on a digital interaction. Unlike other options in this promotion, Digital to Direct Mail starts with digital behavior to dynamically create a customized/targeted mailpiece instead of the physical mailpiece launching a digital experience. Additional reporting on mailings is required for this technique.
3. “Enhanced” Augmented Reality: must include two or more of the following elements:
 - 3D elements or modules;
 - Animation;
 - Interplay between the physical mailpiece and the digital world that actively uses the viewer’s perspective.

Enhanced AR also includes “print and visual search integration” which allows the recipient to scan an image from the mailpiece using image recognition software and interact with the 3D image of the item on their mobile device.

4. Virtual Reality (VR): the mailpiece must provide a link to immersive VR experiences, and can either provide a low-cost paper/cardboard version of a VR viewing device, OR may link users to specific VR experiences from the mailpiece, leveraging the recipient’s own viewing device.
5. Mixed Reality: Mixed Reality combines both augmented and virtual experiences through a combined immersive technology that can include sight, sound, and touch. Mixed Reality can include different experiences but some of the most common include blending physical and virtual experiences via a head-set. For purposes of the promotion, the direct mailpiece must have a trigger leading to a Mixed Reality experience, similar to the requirement for augmented reality and VR.
6. Video in Print (ViP) Technology: ViP is video advertising that integrated into a printed piece that is featured in print catalogs and/or mailpieces. Simply linking to video content (i.e., a

YouTube video) is not adequate to meet the criteria for ViP. ViP can be integrated into a printed piece in several ways including:

- Integrated video screen within a printed, mailable piece;
- Integrated Video/Picture utilizing translucent paper;
- Personalized Interactive Video; and
- Shoppable Video.

7. Integration with Voice Assistants: A physical mailpiece must provide specific directional copy that instructs the recipient on how to interact with the voice assistants, such as Siri or Alexa, to accomplish qualified business tasks that are part of the mailer's audio branding.

Enrollment	Participants and/or Mail Service Providers (MSPs) should register on the Business Customer Gateway (BCG) via the Incentive Programs (gateway.usps.com). Promotion participants should complete their registration (including agreeing to the promotion terms) at least 2 hours prior to presenting the first qualifying mailing and specify which permits and CRIDs will be participating in the promotion.
Mailing Dates and Mail Preparation	Mail must be tendered for acceptance during the promotion period, March 1 – August 31, 2021. All promotion eligible mailings must be finalized in PostalOne! no earlier than March 1, 2021 and no later than August 31, 2021 (the last day of the promotion). Plant-Verified Drop Shipment (PVDS) mailings that are verified and paid for during the promotion period and that qualify for the promotion, will be accepted at destination entry postal facilities through September 15, 2021 (at the discounted rate), when presented with appropriate verification and payment documentation (PS Form 8125).
Postage Payment	Postage must be paid using a Permit Imprint or Precanceled Stamp Permit. OMAS and "Official Government Mail" mailings are eligible for the promotion. Select Meter Permit mailings may qualify. Every Door Direct Mail (EDDM) deposited at a Business Mail Entry Unit may qualify, but EDDM Retail mailings taken to local Post Office retail units are ineligible to participate.
eDoc	Mailings must be submitted electronically via Mail.dat and Mail.XML or Postal Wizard. Mailings that are prepared and entered by an entity other than the mail owner must indicate the owner's identity in the electronic documentation ("eDoc"). The eDoc must identify the mail owner and mail preparer in the By/For fields by Customer Registration ID (CRID) and/or Mailer ID (MID).
Commingled Mail	The promotion discount can be applied to qualifying pieces within a combined or commingled mailing, but the qualifying pieces must be submitted on separate postage statements or by mailpiece version.
Pre-Verification and Mailpiece Samples	Mailpieces must be reviewed by the program office prior to mailing to ensure that promotion requirements are met. Participants must provide a hard copy mailpiece sample at the time of mail entry, unless other sample submission options specified in the promotion requirements are applicable.

Earned Value Reply Mail Promotion

The 2021 Earned Value Reply Mail Promotion encourages mailers to continue distributing Business Reply Mail (BRM), Courtesy Reply Mail (CRM) and Share Mail pieces. Mailers who register their Mailer ID (MID) information and use eligible Intelligent Mail barcodes on their BRM, CRM and Share Mail pieces may receive a postage credit for each mailpiece that is placed in the mailstream by the recipient and scanned during the promotion period.

The Earned Value Reply Mail Promotion will run from April 1, 2021 through June 30, 2021 during which time, eligible reply pieces will be counted. At the end of the promotion, the eligible BRM, CRM, and Share Mail pieces will be totaled and the earned postage credit applied to the customer permit accounts. The mailer can apply earned value credits towards future mailings of First-Class Mail cards, letters, and flats and USPS Marketing Mail letters and flats. Earned Value credits will expire on December 31, 2021.

Eligible Mail: BRM, CRM, and Share Mail (Permit Reply Mail is excluded)

Credit Amount: All Participants: \$0.02 credit for each BRM, CRM, and/or Share Mail piece counted

Registration Period: February 15, 2021 – March 31, 2021

Promotion Period: April 1, 2021 – June 30, 2021

Credit Redemption Period: July 1, 2021 – December 31, 2021

Credit Expiration: December 31, 2021

Mailpiece Requirements: BRM, CRM, and Share Mail mailpieces must contain an IMb with the registered MID encoded to qualify. BRM must be barcoded with a valid and properly used ZIP+4 code on the mailpiece, and the same ZIP+4 code must be encoded within the IMb. The IMb on all BRM, CRM, and Share Mail pieces must contain the barcode ID, qualifying service type ID, and correct ZIP+4 routing code. (Qualifying service type IDs include: 708, 052, 703, 050, 030, 733, 734, 070, 030, 072, and 032.)

Enrollment	Mailers must register their permits and MIDs no later than March 31, 2021 and select the Permit Imprint account to which future earned credits will be applied.
Tracking	All mailpiece counts for BRM, CRM, and Share Mail pieces with qualifying barcodes that contain the registered MID(s) will be counted in the mailstream during the promotion period.
Credit Calculation/Application	At the end of the promotion, the applicable credit amount will be multiplied by the total BRM, CRM, and Share Mail pieces counted, for each enrolled CRID. Once credits are accepted, they will be applied to the Permit accounts.
Acceptance Period for Credits:	Credits will be released, beginning on July 1 st , when the mailer agrees to their piece counts, after the promotion ends. Agreement on piece counts must be reached by September 15, 2021; otherwise the credits will be forfeited.

2021 Personalized Color Transpromo Promotion

This promotion encourages mailers of bills and statements to use color messaging in order to create a greater connection to and response from consumers. The Promotion is intended to increase the value of First-Class Mail, and encourage mailers to invest in color print technology. An upfront postage discount is provided to mailers who use dynamic/variable color print for personalized transpromotional marketing messages on their bills and statements. For companies who have participated in this promotion in prior years, the mailer will be required to incorporate both dynamically printed color and personalized messaging in the mailpieces. For companies/mail owners who have not previously participated, only the dynamic color messaging requirement must be satisfied in their first year of participation to help facilitate the process of getting on board with the technology.

- **Eligible Mail:** First-Class Mail® presort and automation letters
- **Discount:** 2 percent off eligible mailpieces
- **Registration Period:** May 15, 2021 – December 31, 2021
- **Promotion Period:** July 1, 2021 – December 31, 2021
- **Mailpiece Content Restriction:** Bills and statements only

Enrollment	Participants and/or Mail Service Providers (MSPs) should register on the Business Customer Gateway (BCG) via the Incentive Programs (gateway.usps.com). Promotion participants should complete their registration (including agreeing to the promotion terms) at least 2 hours prior to presenting the first qualifying mailing and specify which permits and CRIDs will be participating in the promotion.
Mail Preparation	Letters must be prepared according to First-Class Mail standards
Mailing Date	Mail must be tendered for acceptance during the promotion period, July 1, 2021 – December 31, 2021. All promotion eligible mailings must be finalized in PostalOne! no earlier than July 1, 2021 and no later than December 31, 2021 (the last day of the promotion).
Postage Payment	Postage must be paid using a Permit Imprint or Precanceled Stamp Permit. Select Meter Permit mailings may qualify.
eDoc	Mailings must be submitted electronically via Postal Wizard, Mail.dat or Mail.XML. The eDoc must identify the mail owner and mail preparer in the By/For fields by Customer Registration ID (CRID) and/or Mailer ID (MID).
Commingled Mail	The promotion discount can be applied to qualifying pieces within a combined or commingled mailing, but the qualifying mail must be submitted on separate postage statements or by mailpiece version.
Pre-Verification and Mailpiece Samples	Mailpieces must be reviewed by the program office prior to mailing to ensure that promotion requirements are met. Participants must provide a hard copy mailpiece sample at the time of mail entry, unless other sample submission options specified in the promotion requirements are applicable.

Mobile Shopping Promotion

This promotion is aimed at businesses and mailers offering products for sale, especially during the 2021 holiday shopping season. The CY 2021 Mobile Shopping Promotion encourages mailers to use techniques that help reduce friction from moving the recipient from a hard copy mailpiece to a mobile online shopping experience.

Eligible Mail: USPS Marketing Mail letters and flats

Discount: 2 percent off eligible mailpieces

Registration Period: June 15, 2021 – December 31, 2021

Promotion Period: August 1, 2021 – December 31, 2021

Mailpiece Requirements: All qualifying mail must contain a barcode, printed command, or other technology that allows the user to engage in a mobile shopping experience. Qualifying technologies include, but are not limited to: open-sourced barcodes (such as a QR Code or Datamatrix code); a proprietary barcode or tag (such as SnapTags); an image embedded with a digital watermark; and intelligent print image recognition.

In addition, the print/mobile technology must lead to a mobile optimized shopping site or a social media web page with a click to shop feature, or an app enabled barcode payment.

Enrollment	Participants and/or Mail Service Providers (MSPs) should register on the Business Customer Gateway (BCG) via the Incentive Programs (gateway.usps.com). Promotion participants should complete their registration (including agreeing to the promotion terms) at least 2 hours prior to presenting the first qualifying mailing and specify which permits and CRIDs will be participating in the promotion.
Mailing Date and Mail Preparation	All promotion eligible mailings must be finalized in PostalOne! during the promotion period, August 1, 2021 – December 31, 2021. PVDS mailings that are verified and paid for during the promotion period and that qualify for the promotion, will be accepted at destination entry postal facilities through January 15, 2022 (at the discounted rate), when presented with appropriate verification and payment documentation (PS Form 8125).
Postage Payment	Postage must be paid using a Permit Imprint or Precanceled Stamp Permit. OMAS and “Official Government Mail” mailings are eligible for the promotion. Select meter permit mailings may qualify. EDDM deposited at a Business Mail Entry Unit may qualify, but EDDM Retail mailings taken to local Post Office retail units are ineligible to participate.
eDoc	Mailings must be submitted electronically via Postal Wizard, Mail.dat or Mail.XML. The eDoc must identify the mail owner and mail preparer in the By/For fields by Customer Registration ID (CRID) and/or Mailer ID (MID).
Commingled Mail	The promotion discount can be applied to qualifying pieces within a combined or commingled mailing, but the qualifying pieces must be submitted on separate postage statements or by mailpiece version.
Pre-Verification & Mailpiece Samples	Mailpieces must be reviewed by the program office prior to mailing to ensure that promotion requirements are met. Participants must provide a hard copy mailpiece sample at the time of mail entry, unless other sample submission options specified in the promotion requirements are applicable.

2021 Informed Delivery Promotion

The Postal Service has created its own omni-channel tool for mail through the development of the Informed Delivery platform. In an effort to help mailers improve the results of their Informed Delivery campaigns, the Postal Service is offering a 2 percent discount off postage for mailings that use best practices and techniques in their Informed Delivery campaigns. Mailers who seek to qualify for this promotion by using Informed Delivery must:

- Create an Informed Delivery campaign through the Informed Delivery Portal or through eDoc submission;
- Ensure the dates of the Informed Delivery campaign coincide with the physical mailing claiming the promotion;
- Ensure the serial number range for that campaign is sufficient to include all the volumes in the mailing; and
- Supply the Program Office with an image sample of the campaign ride-a-long image prior to mailing submission; The ride-a-long image must include a call-to-action and meet best practice requirements.

Eligible Mail*: First-Class Mail automation letters, cards, and flats, and USPS Marketing Mail automation letters and flats. (First-Class Mail or USPS Marketing Mail automation letters and flats that do not generate an informed delivery image are excluded: examples may include mailings to business addresses, Saturation, EDDM or DDU entry.)

Discount: 2 percent off eligible mailpieces

Registration Period: July 15, 2021 – November 30, 2021

Promotion Period: September 1, 2021 – November 30, 2021

Mailpiece Requirements: To be eligible for the promotion, the mailpiece must incorporate an Informed Delivery campaign with their mailings.

*As of October 2020, images are only provided for letter-sized mailpieces that are processed on the Postal Service's automated equipment. As the Informed Delivery development timeline supports additional mailpiece shapes and sizes, mailers may be able to participate in the promotion with these mailpiece types as the capabilities are enabled.

Enrollment	Participants and/or Mail Service Providers (MSPs) should register on the Business Customer Gateway (BCG) via the Incentive Programs (gateway.usps.com). Promotion participants should complete their registration (including agreeing to the promotion terms) at least 2 hours prior to presenting the first qualifying mailing and specify which permits and CRIDs will be participating in the promotion.
Mailing Dates and Mail Preparation	Mail must be tendered for acceptance during the promotion period, September 1, 2021 – November 30, 2021. All promotion eligible mailings must be finalized in PostalOne!! no earlier than September 1, 2021 and no later than November 30, 2021 (the last day of the promotion). Plant-Verified Drop Shipment (PVDS) mailings that are verified and paid for during the promotion period and qualify for the promotion will be accepted at destination entry postal facilities through December 15, 2021 (at the discounted rate), when presented with appropriate verification and payment documentation (PS Form 8125).

Postage Payment	Postage must be paid using a Permit Imprint or Precanceled Stamp Permit. OMAS and "Official Government Mail" mailings are eligible for the promotion. Some Meter Permit mailings may qualify.
eDoc	Mailings must be submitted electronically via Mail.dat and Mail.XML or Postal Wizard. Mailings that are prepared and entered by an entity other than the mail owner must indicate the owner's identity in the electronic documentation ("eDoc"). The eDoc must identify the mail owner and mail preparer in the By/For fields by Customer Registration ID (CRID) and/or Mailer ID (MID).
Commingled Mail	The promotion discount can be applied to qualifying pieces within a combined or commingled mailing, but the qualifying mail must be submitted on separate postage statements or by mailpiece version.
Pre-Verification and Mailpiece Samples	Mailpieces and accompanying digital images must be reviewed by the program office prior to mailing to ensure that promotion requirements are met. Participants must provide a hard copy mailpiece sample at the time of mail entry, unless other sample submission options specified in the promotion requirements are applicable.