PCC National Educational Session - USPS Price Changes

Samie Rehman, Director, Mail and Services Pricing and

Lisa Arcari, Director, Domestic Package Pricing

January 3, 2022



Housekeeping



Please utilize the chat box to ask questions or voice any comments or concerns.

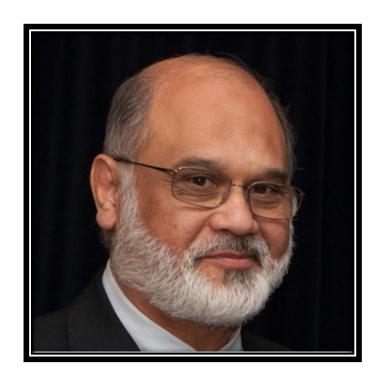


PPT presentation along with the recording will be posted in PostalPro.



Please note: All phones and videos will be muted due to the large volume of participants that we are expecting on today's call.





Samie Rehman Director, Mail and Services Pricing USPS



Lisa Arcari Director, Domestic Package Pricing USPS



Pricing Update

Postal Customer Council (PCC) National Educational Session

Samie Rehman, Director, Market Dominant and Special Services Pricing

January 3, 2022



Future Price Change Timeline

□ Market Dominant products prices will **not** change in January 2022
 □ Next Market Dominant products price change expected in July 2022
 □ Starting in 2023 Market Dominant products prices expected to change in January and July each year
 □ Competitive Product prices are changing for a limited time in October 2021 through December 2021
 □ New Competitive Product prices will go into effect January 9, 2022

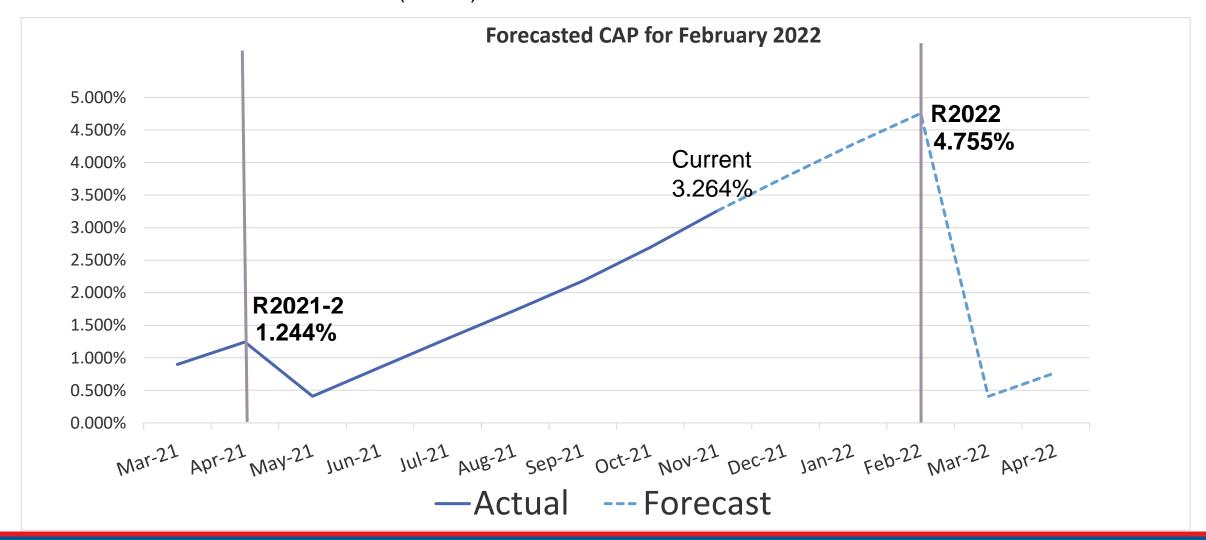
Forward Guidance

☐ The Postal Service intends to be judicious in the use of available pricing authority, but anticipates the prospect that, given our current financial condition, the price change for each Market Dominant class may be required to apply most or all pricing authority. July 2022 rate authority will include ten months of CPI plus retirement, density, and non-compensatory class authorities as determined by the Postal Regulatory Commission. The January rate authority will include six months of CPI, plus any unused rate authority. Subsequent July prices will include six months of CPI plus the retirement, density, and non-compensatory class authorities.



Expected CPI Authority - July 2022

☐ Consumer Price Index – Urban (CPI-U) 4.8%



Projected Density-Based and Retirement-Based Rate Authorities - July 2022

☐ Density Authority accounts for declining volumes and growing delivery points □ Depends on market dominant or total mail volume trends (total volume declined from 129.2B to 128.9B) □ Depends on change in delivery points (increased from 141.4M to 143.1M) ☐ Depends on percent of institutional costs (41.02% in FY21) ☐ Estimate is 0.583% \square Percent decline in density = (volume/delivery points₂₀₂₁) divided by (volume/delivery points₂₀₂₀) -1 (128.9B/143.1M) / (129.2B/141.4M) = (900,673/913,657) -1 = -1.42%□ Density rate authority = -Percent of institutional cost * percent decline in density \Box (41.02% * 1.42%) = 0.583% ☐ Retirement Authority must be used for payment of liabilities and if not taken each year will not be available for future price changes (Revenue due to this authority must be remitted to OPM the following year) ■ Depends on the amortization payment amounts provided by OPM ☐ Depends on total revenue $\square \ \ \textit{Rate Authority}_{2022} = (1 + \frac{\textit{Amortization payments}_{2021}}{\textit{Total Revenue}_{2021}} - \textit{Compounded prevsious authority})^{1/(5-\textit{years compounded})} - 1$ \square Compounded previous rate authority = $1-(1+0.0106)^{-1} = 1.050\%$ □ Rough estimate is $(1 + \frac{4,166M}{77.068M} - 0.0105)^{1/4} - 1 = 1.071\%$ □ Rough Estimate of Total Authority for First-Class Mail, Marketing Mail, and Special Services is ~6.409% □ Periodicals and Package Services allowed additional 2% since currently underwater

January 2022 Price Change

Postal Customer Council (PCC) National Educational Session

Lisa Arcari, Director Domestic Package Pricing

January 3, 2022



2022 Prices

	FY2022 Commercial + Retail Price Changes	Commercial % Change	Retail % Change
Priority Mail	+3.1%	+1.2%	+4.5%
Parcel Select Ground	-12.1%	-12.1%	
Retail Ground	-7.4%		-7.4%
First-Class Package Service	+8.8%	+8.8%	+9.0%
Parcel Select Lightweight	+7.4%	+7.4%	
Priority Mail Express	+3.1%	+4.3%	+2.9%
Parcel Return Service	+4.9%	+4.9%	
Parcel Select Destination Entry DDU DSCF DNDC	-11.1% +6.1% -10.4% -23.1%	-11.1% +6.1% -10.4% -23.1%	
Competitive Special Services	+12.9%		
Outbound International	+4.0%	+4.3%	+3.8%
Total	~ +4.5%		



Priority Mail Commercial Prices – 1.2% Overall Price Increase

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	7.37	7.68	7.90	8.12	8.59	9.16	9.68
2	8.02	8.20	8.49	9.12	10.96	11.62	12.66
3	8.24	8.60	8.98	9.93	13.34	15.03	17.74
4	8.34	8.84	9.49	11.54	15.54	18.03	20.77
5	8.45	8.89	9.82	12.71	17.03	20.81	24.01
6	8.56	9.25	10.25	13.63	18.53	23.78	27.43
7	9.04	10.21	10.82	14.50	20.02	25.80	29.82
8	9.18	10.71	12.07	15.38	21.53	27.81	32.21
9	9.79	11.08	12.57	16.64	23.03	29.83	34.59
10	10.29	11.55	12.92	17.74	24.52	31.84	36.77
11	11.75	12.46	13.64	18.84	26.02	33.80	38.93
12	12.21	12.99	14.32	19.92	27.51	35.63	41.10
13	12.46	13.36	15.02	21.00	28.99	37.46	43.27
14	12.77	13.95	15.71	22.07	30.36	39.29	45.44
15	12.89	14.55	16.40	23.14	31.71	41.13	47.62
16	13.40	15.14	17.09	24.21	33.08	42.96	49.78
17	13.91	15.73	17.78	25.27	34.43	44.80	51.95
18	14.43	16.32	18.47	26.34	35.79	46.62	54.12
19	14.94	16.92	19.15	27.40	37.16	48.46	56.28
20	15.45	17.51	19.84	28.46	38.51	50.29	58.46

Change from Jan. 2021 Prices

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	3%	3%	3%	3%	3%	7%	10%
2	3%	3%	3%	3%	5%	6%	8%
3	3%	3%	3%	3%	5%	7%	8%
4	3%	3%	3%	11%	5%	7%	10%
5	3%	3%	3%	9%	1%	8%	9%
6	3%	7%	6%	-5%	-4%	6%	7%
7	4%	1%	7%	-12%	-7%	2%	3%
8	4%	1%	1%	-15%	-9%	-1%	-1%
9	1%	1%	1%	-14%	-10%	-2%	-4%
10	1%	0%	2%	-16%	-12%	-5%	-7%
11	-3%	-14%	-13%	-22%	-19%	-13%	-15%
12	-5%	-16%	-21%	-23%	-21%	-16%	-16%
13	-8%	-18%	-21%	-23%	-23%	-15%	-15%
14	-11%	-19%	-22%	-24%	-23%	-15%	-15%
15	-13%	-20%	-22%	-24%	-23%	-13%	-13%
16	-13%	-22%	-23%	-25%	-25%	-15%	-15%
17	-13%	-22%	-24%	-25%	-25%	-16%	-16%
18	-11%	-22%	-25%	-26%	-26%	-16%	-16%
19	-10%	-21%	-23%	-25%	-27%	-17%	-17%
20	-11%	-19%	-22%	-23%	-26%	-17%	-17%

Legend

Price Reduced Significantly

Price Reduced

Price Increased



Priority Mail Retail Prices – 4.5% Overall Price Increase

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	8.70	9.10	9.45	9.85	10.15	10.90	11.60
2	9.25	9.90	10.70	11.75	12.65	14.75	16.10
3	9.90	10.65	11.75	13.70	15.40	17.90	21.20
4	10.55	11.40	12.45	14.95	18.30	21.60	24.05
5	11.25	12.20	13.15	15.75	20.35	24.80	27.75
6	11.65	12.60	13.90	16.85	22.75	27.70	31.25
7	12.15	13.05	14.75	18.50	24.45	30.95	35.15
8	12.65	13.70	15.10	19.45	26.00	34.45	39.30
9	12.90	14.10	15.50	20.95	28.25	37.35	42.65
10	14.10	15.05	16.75	22.20	30.50	40.50	46.30
11	15.10	15.85	17.80	23.10	32.90	43.95	50.25
12	15.75	16.55	18.40	24.40	34.90	47.65	54.50
13	16.35	17.25	19.05	25.80	36.75	51.70	59.15
14	17.05	18.00	19.75	27.20	39.20	56.10	64.15
15	17.75	18.75	20.40	28.75	40.40	57.45	65.80
16	18.50	19.75	21.45	30.60	42.35	60.55	69.45
17	19.30	20.80	22.55	32.60	44.70	63.75	73.10
18	20.15	21.85	23.70	34.70	46.65	66.85	76.85
19	21.05	23.00	24.85	36.95	48.00	68.35	78.45
20	21.95	24.20	26.15	39.35	50.10	70.75	82.10

Change from Jan. 2021 Prices

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	13%	12%	15%	16%	15%	20%	17%
2	8%	12%	6%	6%	6%	6%	6%
3	9%	8%	6%	7%	14%	4%	4%
4	10%	6%	6%	5%	4%	2%	2%
5	6%	6%	5%	8%	2%	2%	2%
6	2%	5%	5%	3%	-1%	2%	2%
7	-2%	-4%	-8%	-6%	-4%	2%	2%
8	-1%	-9%	-15%	-17%	-10%	2%	2%
9	-3%	-13%	-21%	-22%	-10%	3%	-1%
10	0%	-14%	-21%	-23%	-10%	1%	-1%
11	-3%	-17%	-24%	-26%	-14%	-5%	-7%
12	-7%	-20%	-27%	-29%	-16%	-5%	-5%
13	-9%	-21%	-28%	-29%	-17%	-1%	-1%
14	-10%	-22%	-30%	-30%	-17%	2%	2%
15	-10%	-23%	-32%	-30%	-18%	2%	2%
16	-9%	-24%	-32%	-29%	-18%	2%	2%
17	-9%	-24%	-32%	-28%	-18%	2%	2%
18	-7%	-22%	-31%	-27%	-18%	2%	2%
19	-6%	-20%	-30%	-25%	-18%	2%	2%
20	-5%	-17%	-27%	-21%	-16%	2%	2%

Legend

Price Reduced Significantly

Price Reduced

Price Increased



Retail Ground Prices – 7.4% Overall Price Decrease

Change from Jan. 2021 Prices

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8		1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zones 8
1	\$8.50	\$8.90	\$9.25	\$9.80	\$10.00	\$10.15	\$10.25	1	10.4%	9.9%	12.1%	16.7%	14.9%	13.4%	7.3%
2	\$9.05	\$9.70	\$10.50	\$10.85	\$10.95	\$12.00	\$13.95	2	5.8%	9.6%	4.0%	-0.9%	-6.8%	-5.9%	1.1%
3		\$10.45	\$11.55	\$11.90	\$12.00	\$13.85	\$17.90	3	7.2%	5.6%	4.1%	-5.6%	-9.8%	-10.9%	1.7%
4	\$10.35	\$11.20	\$12.25	\$12.55	\$14.95	\$16.40	\$19.75	4	8.4%	4.2%	4.3%	-4.9%	-5.4%	-10.6%	-5.7%
5	\$11.05	\$12.00	\$12.95	\$13.25	\$16.65	\$18.75	\$22.80	5	4.2%	4.3%	3.6%	-4.7%	-4.0%	-10.1%	-6.4%
6	\$11.45	\$12.40	\$13.70	\$13.80	\$18.55	\$20.90	\$25.70	6	0.4%	3.3%	3.0%	-14.0%	-7.7%	-13.5%	-8.7%
7	\$11.95	\$12.85	\$14.55	\$14.90	\$19.60	\$23.10	\$28.65	7	-3.6%	-5.5%	-9.1%	-17.5%	-12.9%	-14.3%	-8.9%
8	\$12.45	\$13.50	\$14.90	\$15.70	\$21.00	\$26.25	\$32.65	8	-2.7%	-10.3%	-16.1%	-24.7%	-18.1%	-13.5%	-7.1%
9	\$12.70	\$13.90	\$15.30	\$16.80	\$22.55	\$28.00	\$34.95	9	-4.5%	-14.5%	-22.3%	-29.4%	-22.1%	-17.9%	-10.8%
10	\$13.90	\$14.85	\$16.55	\$19.00	\$24.35	\$30.40	\$38.95	10	-1.8%	-14.9%	-21.9%	-25.2%	-21.0%	-16.0%	-6.1%
11	\$14.90	\$15.65	\$17.60	\$19.50	\$26.30	\$33.10	\$41.30	11	-4.2%	-18.5%	-24.8%	-28.3%	-20.7%	-15.5%	-8.6%
12	\$15.55	\$16.35	\$18.20	\$20.50	\$27.85	\$36.05	\$44.95	12	-8.0%	-20.6%	-27.6%	-29.7%	-21.7%	-14.4%	-7.3%
13	\$16.15	\$17.05	\$18.85	\$21.00	\$29.25	\$39.37	\$48.97	13	-9.8%	-21.6%	-29.0%	-31.9%	-20.9%	-9.0%	-0.8%
14	\$16.85	\$17.80	\$19.55	\$22.15	\$31.25	\$43.05	\$53.35	14	-11.3%	-23.3%	-30.8%	-32.3%	-20.0%	-5.4%	3.0%
15	\$17.55	\$18.55	\$20.20	\$24.25	\$32.00	\$43.65	\$54.40	15	-10.9%	-24.3%	-32.3%	-30.0%	-21.7%	-7.3%	2.3%
16	\$18.30	\$19.55	\$21.25	\$25.25	\$33.55	\$46.05	\$57.45	16	-10.1%	-24.4%	-32.5%	-30.9%	-22.2%	-7.3%	2.1%
17	\$19.10	\$20.60	\$22.35	\$26.25	\$35.45	\$48.55	\$60.50	17	-10.3%	-24.3%	-32.6%	-31.7%	-21.9%	-7.1%	2.3%
18	\$19.95	\$21.65	\$23.50	\$26.60	\$36.95	\$50.95	\$63.65	18	-7.9%	-23.1%	-31.9%	-34.2%	-22.5%	-7.2%	2.3%
19	\$20.85	\$22.80	\$24.65	\$27.65	\$37.85	\$51.75	\$64.60	19	-6.5%	-21.0%	-30.1%	-33.2%	-22.3%	-7.6%	2.0%
20	\$21.75	\$24.00	\$25.95	\$28.55	\$39.50	\$53.40	\$65.00	20	-6.3%	-17.8%	-27.6%	-32.4%	-21.6%	-8.6%	-2.3%

Legend

Price Reduced Significantly

Price Reduced

Price Increased



Connect Regional Pricing Strategy (Parcel Select Destination Entry)

- Parcel Select Destination Entry some rate cells higher than our full network products.
- Resetting Parcel Select Destination Entry prices to make them competitive in the marketplace to support the launch of Connect Regional.
 - DDU prices will increase by 6.1% ¹
 - DSCF prices will **decrease** 10.4%
 - DNDC prices will decrease 23.1%
 - Will also be introducing a new price point, DSCF Unsorted.

1. Destination Delivery Unit (DDU) is not part of Connect Regional



Connect Regional/Parcel Select Destination Entry – 11.1% Overall Price Decrease

Weight to:				DNDC	DNDC	DNDC	DNDC	Weight to:				DNDC	DNDC	DNDC	DNDC
rroigni to:		DSCF	DSCF	Zones	5.150	51150	5.1.50				<u>DSCF</u>				
(Pounds)	DDU	<u>5D</u>	<u>Unsorted</u>	1 & 2	Zone 3	Zone 4	Zone 5	(Pounds)	<u>DDU</u>	DSCF 5D	<u>Unsorted</u>	Zones 1 & 2	Zone 3	Zone 4	<u>Zone 5</u>
1	\$3.50	\$3.77	\$4.77	\$4.84	\$4.91	\$4.99	\$5.15	1	6.1%	-22.1%	N/A	-29.3%	-35.9%	-42.2%	-48.5%
2	\$3.63	\$4.10	\$5.10	\$5.31	\$5.42	\$5.56	\$5.82	2	6.1%	-18.3%	N/A	-24.6%	-32.7%	-39.4%	-45.0%
3	\$3.76	\$4.40	\$5.40	\$5.73	\$5.88	\$6.07	\$6.43	3	6.2%	-15.4%	N/A	-20.7%	-30.4%	-37.6%	-42.6%
4	\$3.88	\$4.67	\$5.67	\$6.12	\$6.30	\$6.54	\$6.98	4	6.0%	-13.2%	N/A	-17.5%	-28.9%	-36.4%	-41.2%
5	\$3.95	\$4.88	\$5.88	\$6.43	\$6.66	\$6.93	\$7.46	5	4.5%	-12.2%	N/A	-15.5%	-28.2%	-36.2%	-40.6%
6	\$4.14	\$5.21	\$6.21	\$6.86	\$7.11	\$7.43	\$8.03	6	6.2%	-9.2%	N/A	-12.3%	-26.5%	-34.9%	-39.4%
7	\$4.27	\$5.47	\$6.47	\$7.21	\$7.49	\$7.85	\$8.52	7	6.2%	-7.8%	N/A	-10.4%	-25.8%	-34.4%	-38.8%
8	\$4.39	\$5.71	\$6.71	\$7.54	\$7.85	\$8.24	\$8.99	8	6.0%	-6.7%	N/A	-9.2%	-25.5%	-34.2%	-38.4%
9	\$4.53	\$5.97	\$6.97	\$7.89	\$8.23	\$8.65	\$9.46	9	6.1%	-5.4%	N/A	-7.9%	-25.2%	-34.1%	-38.0%
10	\$4.67	\$6.22	\$7.22	\$8.22	\$8.59	\$9.05	\$9.92	10	6.1%	-4.3%	N/A	-7.2%	-25.2%	-34.0%	-37.7%
11	\$4.81	\$6.47	\$7.47	\$8.56	\$8.95	\$9.44	\$10.38	11	6.2%	-3.3%	N/A	-6.4%	-25.2%	-34.0%	-37.5%
12	\$4.94	\$6.71	\$7.71	\$8.87	\$9.29	\$9.82	\$10.81	12	6.0%	-2.3%	N/A	-6.0%	-25.4%	-34.0%	-37.4%
13	\$5.08	\$6.96	\$7.96	\$9.19	\$9.64	\$10.19	\$11.25	13	6.1%	-1.4%	N/A	-5.5%	-25.4%	-34.1%	-37.4%
14	\$5.22	\$7.20	\$8.20	\$9.51	\$9.98	\$10.57	\$11.68								
15	\$5.36	\$7.44	\$8.44	\$9.83	\$10.32	\$10.93	\$12.10	14	6.1%	-0.7%	N/A	-5.1%	-25.6%	-34.1%	-37.2%
16	\$5.50	\$7.68	\$8.68	\$10.14	\$10.65	\$11.29	\$12.52	15	6.1%	0.0%	N/A	-4.7%	-25.7%	-34.3%	-37.2%
17	\$5.63	\$7.90	\$8.90	\$10.14	\$10.03	\$11.64	\$12.92	16	6.2%	0.7%	N/A	-4.3%	-25.9%	-34.3%	-37.2%
18	\$5.03 \$5.77	\$8.14	\$9.14	\$10.43	\$10.97	\$12.00	\$13.33	17	6.0%	1.0%	N/A	-4.2%	-26.1%	-34.2%	-37.2%
19	\$5.77 \$5.91	\$8.37	\$9.14	\$10.74	\$11.62	\$12.00	\$13.73	18	6.1%	1.6%	N/A	-3.9%	-26.3%	-34.0%	-37.1%
								19	6.1%	2.1%	N/A	-3.7%	-26.5%	-33.8%	-37.0%
20	\$6.05	\$8.60	\$9.60	\$11.33	\$11.94	\$12.69	\$14.13	20	6.1%	2.5%	N/A	-3.7%	-26.7%	-33.6%	-36.7%



Connect Local Pricing

- Ease of use is a primary objective for the Connect Local pricing strategy
 - 3 new Flat Rate products will be introduced: a small bag, a large bag, and a large box
 - Weight-based pricing will be banded at 5pound increments; maximum weight allowed is 25 pounds
- Other added value for Connect Local:
 - Line-of-travel pickup included in the price
 - Sunday delivery available for a \$1.95 fee per package
 - Pickup On Demand will be available for purchase using existing fee

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Connect Local	Rate
Flat Rate Bag - Small Flat Rate Bag - Large Flat Rate Box	\$4.15 \$4.95 \$4.95
Weight	
1 – 5 lbs.	\$3.95
6 – 10 lbs.	\$4.70
11 – 15 lbs.	\$5.45
16 - 20 lbs.	\$6.20
21 – 25 lbs.	\$6.95
Oversize	\$20.00
IMPB Non-Compliant / EVS Fee Sunday Delivery Fee Length Exceeding 22" Length Exceeding 30" Cube fee > 2 cub. feet Pickup on Demand	\$0.25 \$1.95 \$2.00 \$7.50 \$15.00 \$25.00



Additional Pricing Highlights (First-Class Package Service, Parcel Select Lightweight, Priority Mail Express, Parcel Return Service)

Omnibus price change for other products:

- First-Class Package Service (FCPS) will perpetuate TLPC (\$0.30), and:
 - First-Class Package Service Retail will increase an additional 5% to close gap between 13 oz price and Priority Mail Retail 1 pound price.
 - Rate cells 4 oz or less will increase by more than time limited price change to close gap between 4 and 5 oz price.
- Parcel Select Lightweight (PSLW) will increase by 7.4%.
- Priority Mail Express (PME) will see modest increase for retail (2.9%) with a slightly higher increase for commercial prices (4.3%).
- Parcel Return Service (PRS) will increase 4.9%.

First-Class Package Service Commercial Prices – 8.8% Overall Price Increase

Weight								
(ozs)	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	
1	\$3.37	\$3.39	\$3.42	\$3.48	\$3.58	\$3.72	\$3.86	
2	\$3.37	\$3.39	\$3.42	\$3.48	\$3.58	\$3.72	\$3.86	
3	\$3.37	\$3.39	\$3.42	\$3.48	\$3.58	\$3.72	\$3.86	
4	\$3.37	\$3.39	\$3.42	\$3.48	\$3.58	\$3.72	\$3.86	
5	\$3.76	\$3.79	\$3.81	\$3.87	\$3.88	\$3.99	\$4.15	
6	\$3.76	\$3.79	\$3.81	\$3.87	\$3.88	\$3.99	\$4.15	
7	\$3.76	\$3.79	\$3.81	\$3.87	\$3.88	\$3.99	\$4.15	
8	\$3.76	\$3.79	\$3.81	\$3.87	\$3.88	\$3.99	\$4.15	
9	\$4.34	\$4.39	\$4.42	\$4.50	\$4.68	\$4.83	\$4.98	
10	\$4.34	\$4.39	\$4.42	\$4.50	\$4.68	\$4.83	\$4.98	
11	\$4.34	\$4.39	\$4.42	\$4.50	\$4.68	\$4.83	\$4.98	
12	\$4.34	\$4.39	\$4.42	\$4.50	\$4.68	\$4.83	\$4.98	
13	\$5.49	\$5.53	\$5.57	\$5.72	\$5.96	\$6.11	\$6.28	
14	\$5.49	\$5.53	\$5.57	\$5.72	\$5.96	\$6.11	\$6.28	
15	\$5.49	\$5.53	\$5.57	\$5.72	\$5.96	\$6.11	\$6.28	
15.999	\$5.49	\$5.53	\$5.57	\$5.72	\$5.96	\$6.11	\$6.28	

Ounces	1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	11.97%	11.90%	11.80%	11.62%	11.32%	10.96%	10.60%
2	11.97%	11.90%	11.80%	11.62%	11.32%	10.96%	10.60%
3	11.97%	11.90%	11.80%	11.62%	11.32%	10.96%	10.60%
4	11.97%	11.90%	11.80%	11.62%	11.32%	10.96%	10.60%
5	8.67%	8.60%	8.55%	8.40%	8.38%	8.13%	7.79%
6	8.67%	8.60%	8.55%	8.40%	8.38%	8.13%	7.79%
7	8.67%	8.60%	8.55%	8.40%	8.38%	8.13%	7.79%
8	8.67%	8.60%	8.55%	8.40%	8.38%	8.13%	7.79%
9	7.43%	7.33%	7.28%	7.14%	6.85%	6.62%	6.41%
10	7.43%	7.33%	7.28%	7.14%	6.85%	6.62%	6.41%
11	7.43%	7.33%	7.28%	7.14%	6.85%	6.62%	6.41%
12	7.43%	7.33%	7.28%	7.14%	6.85%	6.62%	6.41%
13	5.78%	5.74%	5.69%	5.54%	5.30%	5.16%	5.02%
14	5.78%	5.74%	5.69%	5.54%	5.30%	5.16%	5.02%
15	5.78%	5.74%	5.69%	5.54%	5.30%	5.16%	5.02%
15.99	5.78%	5.74%	5.69%	5.54%	5.30%	5.16%	5.02%

First-Class Package Service Retail Prices – 9.0% Overall Price Increase

Weight							
(ozs)	L, 1 &2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	\$4.50	\$4.60	\$4.65	\$4.70	\$4.75	\$4.80	\$5.00
2	\$4.50	\$4.60	\$4.65	\$4.70	\$4.75	\$4.80	\$5.00
3	\$4.50	\$4.60	\$4.65	\$4.70	\$4.75	\$4.80	\$5.00
4	\$4.50	\$4.60	\$4.65	\$4.70	\$4.75	\$4.80	\$5.00
5	\$5.10	\$5.15	\$5.20	\$5.25	\$5.30	\$5.40	\$5.50
6	\$5.10	\$5.15	\$5.20	\$5.25	\$5.30	\$5.40	\$5.50
7	\$5.10	\$5.15	\$5.20	\$5.25	\$5.30	\$5.40	\$5.50
8	\$5.10	\$5.15	\$5.20	\$5.25	\$5.30	\$5.40	\$5.50
9	\$5.80	\$5.85	\$5.90	\$5.95	\$6.00	\$6.15	\$6.25
10	\$5.80	\$5.85	\$5.90	\$5.95	\$6.00	\$6.15	\$6.25
11	\$5.80	\$5.85	\$5.90	\$5.95	\$6.00	\$6.15	\$6.25
12	\$5.80	\$5.85	\$5.90	\$5.95	\$6.00	\$6.15	\$6.25
13	\$7.05	\$7.10	\$7.25	\$7.30	\$7.40	\$7.55	\$7.65

Ounces	1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	12.50%	12.20%	12.05%	11.90%	11.76%	11.63%	12.36%
2	12.50%	12.20%	12.05%	11.90%	11.76%	11.63%	12.36%
3	12.50%	12.20%	12.05%	11.90%	11.76%	11.63%	12.36%
4	12.50%	12.20%	12.05%	11.90%	11.76%	11.63%	12.36%
5	6.25%	6.19%	6.12%	6.06%	6.00%	5.88%	5.77%
6	6.25%	6.19%	6.12%	6.06%	6.00%	5.88%	5.77%
7	6.25%	6.19%	6.12%	6.06%	6.00%	5.88%	5.77%
8	6.25%	6.19%	6.12%	6.06%	6.00%	5.88%	5.77%
9	5.45%	5.41%	5.36%	5.31%	5.26%	5.13%	5.04%
10	5.45%	5.41%	5.36%	5.31%	5.26%	5.13%	5.04%
11	5.45%	5.41%	5.36%	5.31%	5.26%	5.13%	5.04%
12	5.45%	5.41%	5.36%	5.31%	5.26%	5.13%	5.04%
13	12.80%	12.70%	13.28%	12.31%	12.98%	13.53%	13.33%

Parcel Select Lightweight Prices – 7.4% Overall Price Increase

Weight	5-Digit		s	CF	NE	Mixed NDC		
(Ounces)	<u>DDU</u>	DSCF	<u>DNDC</u>	DSCF	DNDC	DNDC	<u>None</u>	<u>None</u>
1	\$2.32	\$2.72	\$3.02	\$3.22	\$3.45	\$3.87	\$4.30	\$4.62
2	\$2.32	\$2.72	\$3.02	\$3.22	\$3.45	\$3.87	\$4.30	\$4.62
3	\$2.32	\$2.72	\$3.02	\$3.22	\$3.45	\$3.87	\$4.30	\$4.62
4	\$2.32	\$2.72	\$3.02	\$3.22	\$3.45	\$3.87	\$4.30	\$4.62
5	\$2.34	\$2.77	\$3.12	\$3.33	\$3.67	\$4.10	\$4.60	\$4.97
6	\$2.34	\$2.77	\$3.12	\$3.33	\$3.67	\$4.10	\$4.60	\$4.97
7	\$2.34	\$2.77	\$3.12	\$3.33	\$3.67	\$4.10	\$4.60	\$4.97
8	\$2.34	\$2.77	\$3.12	\$3.33	\$3.67	\$4.10	\$4.60	\$4.97
9	\$2.50	\$3.02	\$3.46	\$3.69	\$4.13	\$4.61	\$5.18	\$5.61
10	\$2.50	\$3.02	\$3.46	\$3.69	\$4.13	\$4.61	\$5.18	\$5.61
11	\$2.50	\$3.02	\$3.46	\$3.69	\$4.13	\$4.61	\$5.18	\$5.61
12	\$2.50	\$3.02	\$3.46	\$3.69	\$4.13	\$4.61	\$5.18	\$5.61
13	\$2.68	\$3.29	\$3.82	\$4.20	\$4.62	\$5.16	\$5.80	\$6.29
14	\$2.68	\$3.29	\$3.82	\$4.20	\$4.62	\$5.16	\$5.80	\$6.29
15	\$2.68	\$3.29	\$3.82	\$4.20	\$4.62	\$5.16	\$5.80	\$6.29
15.999	\$2.68	\$3.29	\$3.82	\$4.20	\$4.62	\$5.16	\$5.80	\$6.29

Weight		5-Digit		SCF	=	NE	Mixed NDC	
(Ounces)	<u>DDU</u>	<u>DSCF</u>	<u>DNDC</u>	<u>DSCF</u>	<u>DNDC</u>	<u>DNDC</u>	<u>None</u>	<u>None</u>
1	7.9%	6.7%	6.0%	5.6%	5.2%	4.6%	4.1%	3.8%
2	7.9%	6.7%	6.0%	5.6%	5.2%	4.6%	4.1%	3.8%
3	7.9%	6.7%	6.0%	5.6%	5.2%	4.6%	4.1%	3.8%
4	7.9%	6.7%	6.0%	5.6%	5.2%	4.6%	4.1%	3.8%
5	7.8%	6.5%	5.8%	5.4%	4.9%	4.3%	3.8%	3.5%
6	7.8%	6.5%	5.8%	5.4%	4.9%	4.3%	3.8%	3.5%
7	7.8%	6.5%	5.8%	5.4%	4.9%	4.3%	3.8%	3.5%
8	7.8%	6.5%	5.8%	5.4%	4.9%	4.3%	3.8%	3.5%
9	7.8%	6.3%	5.5%	5.1%	4.6%	4.1%	3.6%	3.3%
10	7.8%	6.3%	5.5%	5.1%	4.6%	4.1%	3.6%	3.3%
11	7.8%	6.3%	5.5%	5.1%	4.6%	4.1%	3.6%	3.3%
12	7.8%	6.3%	5.5%	5.1%	4.6%	4.1%	3.6%	3.3%
13	7.6%	6.1%	5.2%	4.7%	4.3%	3.8%	3.4%	3.1%
14	7.6%	6.1%	5.2%	4.7%	4.3%	3.8%	3.4%	3.1%
15	7.6%	6.1%	5.2%	4.7%	4.3%	3.8%	3.4%	3.1%
15.999	7.6%	6.1%	5.2%	4.7%	4.3%	3.8%	3.4%	3.1%



Priority Mail Express Commercial Prices – 4.3% Overall Price Increase

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
FRE	\$23.50	\$23.50	\$23.50	\$23.50	\$23.50	\$23.50	\$23.50
0.5	\$23.50	\$24.05	\$24.80	\$27.65	\$29.70	\$31.70	\$34.35
1	\$23.75	\$26.00	\$28.35	\$32.70	\$35.35	\$37.60	\$40.25
2	\$24.05	\$28.00	\$31.95	\$37.75	\$41.05	\$43.50	\$46.15
3	\$24.30	\$29.95	\$35.50	\$42.85	\$46.70	\$49.35	\$52.05
4	\$24.60	\$31.95	\$39.10	\$47.90	\$52.40	\$55.25	\$57.95
5	\$24.85	\$33.90	\$42.65	\$52.95	\$58.05	\$61.15	\$63.85
6	\$27.40	\$37.25	\$47.40	\$58.25	\$63.50	\$67.05	\$70.00
7	\$29.95	\$40.65	\$52.10	\$63.55	\$68.95	\$72.95	\$76.15
8	\$32.50	\$44.00	\$56.85	\$68.80	\$74.45	\$78.90	\$82.25
9	\$35.05	\$47.40	\$61.55	\$74.10	\$79.90	\$84.80	\$88.40
10	\$37.60	\$50.75	\$66.30	\$79.40	\$85.35	\$90.70	\$94.55
11	\$39.60	\$54.80	\$70.35	\$83.50	\$89.30	\$94.85	\$98.95
12	\$41.55	\$58.85	\$74.35	\$87.65	\$93.30	\$99.00	\$103.40
13	\$43.55	\$62.90	\$78.40	\$91.75	\$97.25	\$103.20	\$107.80
14	\$45.55	\$66.95	\$82.45	\$95.85	\$101.20	\$107.35	\$112.20
15	\$47.50	\$71.00	\$86.45	\$99.95	\$105.20	\$111.50	\$116.65
16	\$49.50	\$75.00	\$90.50	\$104.10	\$109.15	\$115.65	\$121.05
17	\$51.50	\$79.05	\$94.55	\$108.20	\$113.10	\$119.80	\$125.45
18	\$53.50	\$83.10	\$98.60	\$112.30	\$117.05	\$124.00	\$129.85
19	\$55.45	\$87.15	\$102.60	\$116.45	\$121.05	\$128.15	\$134.30
20	\$57.45	\$91.20	\$106.65	\$120.55	\$125.00	\$132.30	\$138.70

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
0.5	3.3%	3.2%	3.1%	4.9%	5.1%	5.5%	5.9%	6.0%
1	3.3%	3.2%	3.3%	4.8%	5.1%	5.5%	5.8%	6.0%
2	3.4%	3.5%	3.4%	4.9%	5.1%	5.6%	5.8%	6.0%
3	3.4%	3.5%	3.5%	4.9%	5.2%	5.4%	5.8%	6.0%
4	3.6%	3.7%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
5	3.5%	3.7%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
6	3.6%	3.6%	3.7%	4.9%	5.1%	5.5%	5.8%	6.0%
7	3.6%	3.7%	3.6%	4.9%	5.1%	5.5%	5.8%	6.0%
8	3.5%	3.5%	3.6%	4.9%	5.2%	5.6%	5.8%	6.0%
9	3.5%	3.6%	3.5%	4.9%	5.2%	5.5%	5.8%	6.0%
10	3.6%	3.6%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
11	3.7%	3.6%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
12	3.6%	3.6%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
13	3.6%	3.6%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
14	3.6%	3.6%	3.6%	4.9%	5.2%	5.5%	5.8%	6.0%
15	3.6%	3.6%	3.6%	4.9%	5.2%	5.5%	5.9%	6.0%
16	3.7%	3.7%	3.7%	4.9%	5.2%	5.5%	5.8%	6.0%
17	3.7%	3.7%	3.7%	4.9%	5.2%	5.5%	5.8%	6.0%
18	3.7%	3.7%	3.7%	4.9%	5.2%	5.5%	5.8%	6.0%
19	3.6%	3.7%	3.7%	4.9%	5.2%	5.5%	5.8%	6.0%
20	3.7%	3.7%	3.7%	4.9%	5.2%	5.5%	5.8%	6.0%



Priority Mail Express Retail Prices – 2.9% Overall Price Increase

	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
FRE	\$26.95	\$26.95	\$26.95	\$26.95	\$26.95	\$26.95	\$26.95
0.5	\$26.95	\$27.20	\$29.20	\$33.25	\$35.70	\$38.10	\$40.90
1	\$27.40	\$29.60	\$33.55	\$39.75	\$43.05	\$45.70	\$48.45
2	\$27.85	\$32.00	\$37.90	\$46.30	\$50.35	\$53.30	\$56.00
3	\$28.35	\$34.35	\$42.30	\$52.80	\$57.70	\$60.95	\$63.50
4	\$28.80	\$36.75	\$46.65	\$59.35	\$65.00	\$68.55	\$71.05
5	\$29.25	\$39.15	\$51.00	\$65.85	\$72.35	\$76.15	\$78.60
6	\$32.20	\$43.00	\$56.60	\$72.35	\$79.05	\$83.40	\$86.05
7	\$35.20	\$46.85	\$62.25	\$78.80	\$85.75	\$90.65	\$93.50
8	\$38.15	\$50.65	\$67.85	\$85.30	\$92.45	\$97.85	\$100.95
9	\$41.15	\$54.50	\$73.50	\$91.75	\$99.15	\$105.10	\$108.40
10	\$44.10	\$58.35	\$79.10	\$98.25	\$105.85	\$112.35	\$115.85
11	\$46.25	\$62.70	\$83.55	\$102.65	\$110.05	\$116.75	\$120.50
12	\$48.35	\$67.05	\$88.05	\$107.05	\$114.25	\$121.15	\$125.10
13	\$50.50	\$71.45	\$92.50	\$111.40	\$118.40	\$125.55	\$129.75
14	\$52.65	\$75.80	\$96.95	\$115.80	\$122.60	\$129.95	\$134.35
15	\$54.75	\$80.15	\$101.45	\$120.20	\$126.80	\$134.40	\$139.00
16	\$56.90	\$84.50	\$105.90	\$124.60	\$131.00	\$138.80	\$143.65
17	\$59.05	\$88.85	\$110.35	\$129.00	\$135.20	\$143.20	\$148.25
18	\$61.20	\$93.25	\$114.80	\$133.35	\$139.35	\$147.60	\$152.90
19	\$63.30	\$97.60	\$119.30	\$137.75	\$143.55	\$152.00	\$157.50
20	\$65.45	\$101.95	\$123.75	\$142.15	\$147.75	\$156.40	\$162.15

_	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
0.5	2.3%	2.3%	2.3%	4.1%	4.5%	4.8%	5.0%
1	2.4%	2.6%	2.4%	4.1%	4.6%	4.8%	5.0%
2	2.6%	2.7%	2.7%	4.0%	4.5%	4.8%	5.1%
3	2.9%	2.8%	2.9%	4.0%	4.5%	4.8%	5.0%
4	3.0%	2.9%	3.1%	4.0%	4.4%	4.8%	5.0%
5	3.2%	3.2%	3.1%	4.0%	4.5%	4.8%	5.0%
6	3.2%	3.2%	3.2%	4.0%	4.5%	4.8%	5.0%
7	3.2%	3.3%	3.2%	4.0%	4.5%	4.9%	5.0%
8	3.2%	3.2%	3.3%	4.0%	4.5%	4.8%	5.0%
9	3.3%	3.2%	3.3%	4.0%	4.5%	4.8%	5.0%
10	3.3%	3.3%	3.3%	4.0%	4.5%	4.8%	5.0%
11	3.4%	3.3%	3.3%	4.0%	4.5%	4.8%	5.0%
12	3.3%	3.3%	3.3%	4.0%	4.5%	4.8%	5.0%
13	3.3%	3.3%	3.4%	4.0%	4.5%	4.8%	5.0%
14	3.3%	3.3%	3.4%	4.0%	4.5%	4.8%	5.0%
15	3.3%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%
16	3.4%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%
17	3.4%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%
18	3.4%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%
19	3.3%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%
20	3.4%	3.4%	3.4%	4.0%	4.5%	4.8%	5.0%

Parcel Return Service Prices – 4.9% Overall Price Increase

	RDU - M	RSCF - M	RDU - NM	RSCF - NM		RDU - M	RSCF - M	RDU - NM	RSCF - NM
1	\$3.37	\$4.22	\$3.37	\$7.36	1	5.0%	5.0%	5.0%	4.8%
2	3.46	4.77	3.46	7.92	2	4.8%	4.8%	4.8%	4.9%
3	3.55	5.12	3.55	8.27	3	5.0%	4.9%	5.0%	4.9%
4	3.66	5.51	3.66	8.65	4	4.9%	5.0%	4.9%	4.8%
5	3.74	5.93	3.74	9.07	5	4.8%	5.0%	4.8%	4.9%
6	3.86	6.5	3.86	9.65	6	4.9%	4.8%	4.9%	4.9%
7	3.94	6.95	3.94	10.1	7	4.8%	4.8%	4.8%	4.9%
8	4.03	7.54	4.03	10.69	8	4.9%	4.9%	4.9%	4.9%
9	4.14	8.06	4.14	11.2	9	4.8%	4.9%	4.8%	4.9%
10	4.23	8.61	4.23	11.76	10	5.0%	4.9%	5.0%	4.9%
11	4.34	9.12	4.34	12.26	11	4.8%	4.9%	4.8%	4.9%
12	4.43	9.76	4.43	12.9	12	5.0%	4.9%	5.0%	4.9%
13	4.54	10.2	4.54	13.34	13	4.8%	4.9%	4.8%	4.9%
14	4.63	10.55	4.63	13.7	14	5.0%	4.9%	5.0%	4.9%
15	4.71	10.93	4.71	14.08	15	4.9%	4.9%	4.9%	4.9%
16	4.83	11.3	4.83	14.44	16	5.0%	4.9%	5.0%	4.9%
17	4.91	11.72	4.91	14.86	17	4.9%	4.9%	4.9%	4.9%
18	5.02	12.04	5.02	15.19	18	4.8%	4.9%	4.8%	4.9%
19	5.11	12.36	5.11	15.5	19	4.9%	4.9%	4.9%	4.9%
20	5.22	12.78	5.22	15.92	20	4.8%	4.9%	4.8%	4.9%

Non-Standard Fee and Dimensional Noncompliance Fee – Implementation Delayed until 4/3/22

- Nonstandard Fee levies additional charges on packages exceeding dimension thresholds.
 - Length fee will apply to items with longest dimension > 22"
 - Cube fee will apply to items greater than 2 cubic feet.
 - The proposal will preserve ease of use for most customers by only adding new dimensional requirements when length > 22" and size under 1 cubic foot.
- Dimensional noncompliance fee will be established to ensure mailers provide accurate dimensions when required.
 - Dimensions will be required on packages with a length greater than 22" or with a volume greater than 1 cubic foot. Customer will be charged a noncompliance fee if dimensions are omitted or inaccurate.
 - Fee amount is \$1.50.



Non-Standard Fee* and Dimensional Noncompliance Fee* Prices – Implementation Delayed until 4/3/22

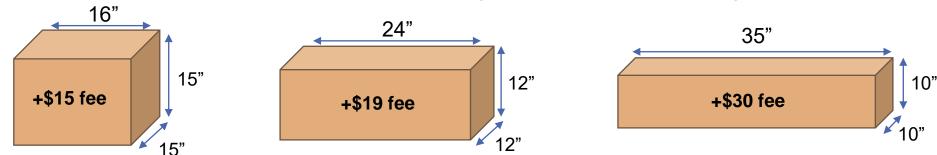
1. Length Fee will vary by entry point



Entry Point	>22"	>30"
Full Network	\$4.00	\$15.00
DSCF or DNDC	\$3.00	\$11.25
DDU	\$2.00	\$ 7.50

2. Cube Fee of \$15 for items greater than 2 cubic feet

Note: These fees are additive; if a full network package is > 2 cubic feet and length > 30", the total fee will be \$30



- 3. Dimensional noncompliance fee = \$1.50
 - Fee will be levied on packages > 1 cubic ft. or with a length > 22" if the customer did not provide dimensions or provided inaccurate dimensions



^{*}Excludes Flat Rate packaging supplied by the Postal Service and returns.

Appendix



Summary Price Comparisons – Commercial

			Zon	es 1-4		Zones 5-8			
		Representative	e Parcel to	Zone 3 (15	0 - 300 miles)	Representative Parcel to Zone 8 (1,800+ miles)			
Weight Step	USPS Product	Sample Parcel Weight	Current Price	Proposed New Price	% Change	Sample Parcel Weight	Current Price	Proposed New Price	% Change
1 lb.	Priority Commercial	1 lb.	\$7.46	\$7.68	2.9%	1 lb.	\$8.80	\$9.68	10.0%
	Parcel Select Ground	1 lb.	\$7.31	\$7.53	3.0%	1 lb.	\$8.15	\$9.03	10.8%
	FCPS Commercial	15.999 oz.	\$5.23	\$5.53	5.7%	15.999 oz.	\$5.98	\$6.28	5.0%
2 - 6 lbs.	Priority Commercial	4 lbs.	\$8.58	\$8.84	3.0%	4 lbs.	\$18.96	\$20.77	9.5%
	Parcel Select Ground	4 lbs.	\$8.33	\$7.98	-4.2%	4 lbs.	\$17.56	\$13.17	-25.0%
7 - 25 lbs	. Priority Commercial	15 lbs.	\$18.17	\$14.55	-19.9%	15 lbs.	\$54.87	\$47.62	-13.2%
	Parcel Select Ground	15 lbs.	\$17.67	\$13.58	-23.1%	15 lbs.	\$50.80	\$24.75	-51.3%



Summary Price Comparisons – Retail

			Zon	es 1-4		Zones 5-8			
		Representativ	e Parcel to	Zone 3 (15	0 - 300 miles)	Representative Parcel to Zone 8 (1,800+ miles)			
Weight Step	USPS Product	Sample Parcel Weight	Current Price	Proposed New Price	% Change	Sample Parcel Weight	Current Price	Proposed New Price	% Change
1 lb.	Priority Retail	1 lb.	\$8.10	\$9.10	12.3%	1 lb.	\$9.90	\$11.60	17.2%
	Retail Ground	1 lb.	\$8.10	\$8.90	9.0%	1 lb.	\$9.55	\$10.25	7.3%
	FCPS Retail	13 oz.	\$6.30	\$7.10	12.7%	13 oz.	\$6.75	\$7.65	13.3%
2 - 6 lbs.	Priority Retail	4 lbs.	\$10.75	\$11.40	6.0%	4 lbs.	\$23.60	\$24.05	1.9%
	Retail Ground	4 lbs.	\$10.75	\$11.20	4.2%	4 lbs.	\$20.95	\$19.75	-5.7%
7 - 25 lbs	. Priority Retail	15 lbs.	\$24.50	\$18.75	-23.5%	15 lbs.	\$64.50	\$65.80	2.0%
	Retail Ground	15 lbs.	\$24.50	\$18.55	-24.3%	15 lbs.	\$53.20	\$54.40	2.3%



Questions









Thank You



Many Thanks For All that You Do!

