## PCC National Educational Session - USPS Price Changes

Samie Rehman, Director, Mail and Services Pricing and

Lisa Arcari, Director, Domestic Package Pricing

January 3, 2022

## Htousekeeping



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

$\square$ Density Authority accounts for declining volumes and growing delivery points
$\square$ Depends on market dominant or total mail volume trends (total volume declined from 129.2B to 128.9B)
$\square$ Depends on change in delivery points (increased from 141.4M to 143.1M)
$\square$ Depends on percent of institutional costs (41.02\% in FY21)
$\square$ Estimate is $0.583 \%$
$\square$ Percent decline in density $=$ (volume/delivery points ${ }_{2021}$ ) divided by (volume/delivery points ${ }_{2020}$ ) -1 $(128.9 \mathrm{~B} / 143.1 \mathrm{M}) /(129.2 \mathrm{~B} / 141.4 \mathrm{M})=(900,673 / 913,657)-1=-1.42 \%$
$\square$ Density rate authority $=$-Percent of institutional cost * percent decline in density

$$
\text { (41.02\% * 1.42\%) }=0.583 \%
$$

$\square$ 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)
$\square$ Depends on the amortization payment amounts provided by OPM
$\square$ Depends on total revenue
Rate Authority 2022 $^{20}=\left(1+\frac{\text { Amortization payments }_{2021}}{\text { Total Revenue }} 2021 \text { Compounded prevsious authority }\right)^{1 /(5-\text {-years compounded })}-1$
Compounded previous rate authority $=1-(1+0.0106)^{1-1}=1.050 \%$
$\square$ Rough estimate is $\left(1+\frac{4,166 M}{77,068 M}-0.0105\right)^{1 / 4}-1=1.071 \%$
$\square$ Rough Estimate of Total Authority for First-Class Mail, Marketing Mail, and Special Services is $\sim 6.409 \%$
$\square$ 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

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\% |

## Priority Mail Retail Prices - 4.5\% Overall Price Increase

Change from Jan. 2021 Prices
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 |


|  | 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

## 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 | $\$ 8.50$ | $\$ 8.90$ | $\$ 9.25$ | $\$ 9.80$ | $\$ 10.00$ | $\$ 10.15$ | $\$ 10.25$ |
| 2 | $\$ 9.05$ | $\$ 9.70$ | $\$ 10.50$ | $\$ 10.85$ | $\$ 10.95$ | $\$ 12.00$ | $\$ 13.95$ |
| 3 | $\$ 9.70$ | $\$ 10.45$ | $\$ 11.55$ | $\$ 11.90$ | $\$ 12.00$ | $\$ 13.85$ | $\$ 17.90$ |
| 4 | $\$ 10.35$ | $\$ 11.20$ | $\$ 12.25$ | $\$ 12.55$ | $\$ 14.95$ | $\$ 16.40$ | $\$ 19.75$ |
| 5 | $\$ 11.05$ | $\$ 12.00$ | $\$ 12.95$ | $\$ 13.25$ | $\$ 16.65$ | $\$ 18.75$ | $\$ 22.80$ |
| 6 | $\$ 11.45$ | $\$ 12.40$ | $\$ 13.70$ | $\$ 13.80$ | $\$ 18.55$ | $\$ 20.90$ | $\$ 25.70$ |
| 7 | $\$ 11.95$ | $\$ 12.85$ | $\$ 14.55$ | $\$ 14.90$ | $\$ 19.60$ | $\$ 23.10$ | $\$ 28.65$ |
| 8 | $\$ 12.45$ | $\$ 13.50$ | $\$ 14.90$ | $\$ 15.70$ | $\$ 21.00$ | $\$ 26.25$ | $\$ 32.65$ |
| 9 | $\$ 12.70$ | $\$ 13.90$ | $\$ 15.30$ | $\$ 16.80$ | $\$ 22.55$ | $\$ 28.00$ | $\$ 34.95$ |
| 10 | $\$ 13.90$ | $\$ 14.85$ | $\$ 16.55$ | $\$ 19.00$ | $\$ 24.35$ | $\$ 30.40$ | $\$ 38.95$ |
| 11 | $\$ 14.90$ | $\$ 15.65$ | $\$ 17.60$ | $\$ 19.50$ | $\$ 26.30$ | $\$ 33.10$ | $\$ 41.30$ |
| 12 | $\$ 15.55$ | $\$ 16.35$ | $\$ 18.20$ | $\$ 20.50$ | $\$ 27.85$ | $\$ 36.05$ | $\$ 44.95$ |
| 13 | $\$ 16.15$ | $\$ 17.05$ | $\$ 18.85$ | $\$ 21.00$ | $\$ 29.25$ | $\$ 39.37$ | $\$ 48.97$ |
| 14 | $\$ 16.85$ | $\$ 17.80$ | $\$ 19.55$ | $\$ 22.15$ | $\$ 31.25$ | $\$ 43.05$ | $\$ 53.35$ |
| 15 | $\$ 17.55$ | $\$ 18.55$ | $\$ 20.20$ | $\$ 24.25$ | $\$ 32.00$ | $\$ 43.65$ | $\$ 54.40$ |
| 16 | $\$ 18.30$ | $\$ 19.55$ | $\$ 21.25$ | $\$ 25.25$ | $\$ 33.55$ | $\$ 46.05$ | $\$ 57.45$ |
| 17 | $\$ 19.10$ | $\$ 20.60$ | $\$ 22.35$ | $\$ 26.25$ | $\$ 35.45$ | $\$ 48.55$ | $\$ 60.50$ |
| 18 | $\$ 19.95$ | $\$ 21.65$ | $\$ 23.50$ | $\$ 26.60$ | $\$ 36.95$ | $\$ 50.95$ | $\$ 63.65$ |
| 19 | $\$ 20.85$ | $\$ 22.80$ | $\$ 24.65$ | $\$ 27.65$ | $\$ 37.85$ | $\$ 51.75$ | $\$ 64.60$ |
| 20 | $\$ 21.75$ | $\$ 24.00$ | $\$ 25.95$ | $\$ 28.55$ | $\$ 39.50$ | $\$ 53.40$ | $\$ 65.00$ |


| 182 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zones 8 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| $10.4 \%$ | $9.9 \%$ | $12.1 \%$ | $16.7 \%$ | $14.9 \%$ | $13.4 \%$ | $7.3 \%$ |
| $5.8 \%$ | $9.6 \%$ | $4.0 \%$ | $-0.9 \%$ | $-6.8 \%$ | $-5.9 \%$ | $1.1 \%$ |
| $7.2 \%$ | $5.6 \%$ | $4.1 \%$ | $-5.6 \%$ | $-9.8 \%$ | $-10.9 \%$ | $1.7 \%$ |
| $8.4 \%$ | $4.2 \%$ | $4.3 \%$ | $-4.9 \%$ | $-5.4 \%$ | $-10.6 \%$ | $-5.7 \%$ |
| $4.2 \%$ | $4.3 \%$ | $3.6 \%$ | $-4.7 \%$ | $-4.0 \%$ | $-10.1 \%$ | $-6.4 \%$ |
| $0.4 \%$ | $3.3 \%$ | $3.0 \%$ | $-14.0 \%$ | $-7.7 \%$ | $-13.5 \%$ | $-8.7 \%$ |
| $-3.6 \%$ | $-5.5 \%$ | $-9.1 \%$ | $-17.5 \%$ | $-12.9 \%$ | $-14.3 \%$ | $-8.9 \%$ |
| $-2.7 \%$ | $-10.3 \%$ | $-16.1 \%$ | $-24.7 \%$ | $-18.1 \%$ | $-13.5 \%$ | $-7.1 \%$ |
| $-4.5 \%$ | $-14.5 \%$ | $-22.3 \%$ | $-29.4 \%$ | $-22.1 \%$ | $-17.9 \%$ | $-10.8 \%$ |
| $-1.8 \%$ | $-14.9 \%$ | $-21.9 \%$ | $-25.2 \%$ | $-21.0 \%$ | $-16.0 \%$ | $-6.1 \%$ |
| $-4.2 \%$ | $-18.5 \%$ | $-24.8 \%$ | $-28.3 \%$ | $-20.7 \%$ | $-15.5 \%$ | $-8.6 \%$ |
| $-8.0 \%$ | $-20.6 \%$ | $-27.6 \%$ | $-29.7 \%$ | $-21.7 \%$ | $-14.4 \%$ | $-7.3 \%$ |
| $-9.8 \%$ | $-21.6 \%$ | $-29.0 \%$ | $-31.9 \%$ | $-20.9 \%$ | $-9.0 \%$ | $-0.8 \%$ |
| $-11.3 \%$ | $-23.3 \%$ | $-30.8 \%$ | $-32.3 \%$ | $-20.0 \%$ | $-5.4 \%$ | $3.0 \%$ |
| $-10.9 \%$ | $-24.3 \%$ | $-32.3 \%$ | $-30.0 \%$ | $-21.7 \%$ | $-7.3 \%$ | $2.3 \%$ |
| $-10.1 \%$ | $-24.4 \%$ | $-32.5 \%$ | $-30.9 \%$ | $-22.2 \%$ | $-7.3 \%$ | $2.1 \%$ |
| $-10.3 \%$ | $-24.3 \%$ | $-32.6 \%$ | $-31.7 \%$ | $-21.9 \%$ | $-7.1 \%$ | $2.3 \%$ |
| $-7.9 \%$ | $-23.1 \%$ | $-31.9 \%$ | $-34.2 \%$ | $-22.5 \%$ | $-7.2 \%$ | $2.3 \%$ |
| $-6.5 \%$ | $-21.0 \%$ | $-30.1 \%$ | $-33.2 \%$ | $-22.3 \%$ | $-7.6 \%$ | $2.0 \%$ |
| $-6.3 \%$ | $-17.8 \%$ | $-27.6 \%$ | $-32.4 \%$ | $-21.6 \%$ | $-8.6 \%$ | $-2.3 \%$ |

## 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.


## Connect Regional/Parcel Select Destination Entry - 11.1\% Overall Price Decrease



## 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

| Connect Local | Rate |
| :---: | :---: |
| Flat Rate Bag - Small Flat Rate Bag - Large Flat Rate Box | $\begin{aligned} & \$ 4.15 \\ & \$ 4.95 \\ & \$ 4.95 \end{aligned}$ |
| 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 | \$0.25 |
| Sunday Delivery Fee | \$1.95 |
| Length Exceeding 22" | \$2.00 |
| Length Exceeding 30" | \$7.50 |
| Cube fee > 2 cub. feet | \$15.00 |
| Pickup on Demand | \$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

Change from Jan. 2021 Prices

| Weight <br> (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

Change from Jan. 2021 Prices

| $\begin{aligned} & \text { Weight } \\ & \text { (ozs) } \end{aligned}$ | L, 1 \&2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$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 | 00 |
| 3 | \$4.50 | \$4.60 | \$4.65 | \$4.70 | \$4.75 | \$4.80 | \$5.00 |
|  | \$4.50 | \$4.60 | \$4.65 | \$4.70 | \$4.75 | \$4.80 | \$5.00 |
|  | \$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 |
|  | \$5.10 | \$5.15 | \$5.20 | \$5.25 | \$5.30 | \$5.40 | \$5.50 |
|  | \$5.10 | \$5.15 | \$5.20 | \$5.25 | \$5.30 | \$5.40 | \$5.50 |
|  | \$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 |  | \$7.25 |  |  |  |  |


| 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 |  |  | SCF |  | NDC |  | Mixed NDC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Ounces) | DDU | DSCF | DNDC | DSCF | DNDC | DNDC | None | None |
| 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 |

Change from Jan. 2021 Prices

| Weight | 5-Digit |  |  | SCF |  | NDC |  | Mixed NDC |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Ounces) | DDU | DSCF | DNDC | DSCF | DNDC | DNDC | None | None |
| 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 | $\$ 57.45$ | $\$ 91.20$ | $\$ 106.65$ | $\$ 120.55$ | $\$ 125.00$ | $\$ 132.30$ | $\$ 138.70$ |

## Change from Jan. 2021 Prices

|  |  |  |  | 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

Change from Jan. 2021 Prices

|  | 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 | $\$ 65.45$ | $\$ 10195$ | $\$ 123.75$ | $\$ 142.15$ | $\$ 147.75$ | $\$ 156.40$ | $\$ 162.15$ |


|  | L, 1 \& 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | $2.3 \%$ | $2.3 \%$ | $2.3 \%$ | $4.1 \%$ | $4.5 \%$ | $4.8 \%$ | $5.0 \%$ |
| 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

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| RDU - M | RSCF - M | RDU - NM | RSCF - NM |
| :---: | :---: | :---: | :---: |
| $\$ 3.37$ | $\$ 4.22$ | $\$ 3.37$ | $\$ 7.36$ |
| 3.46 | 4.77 | 3.46 | 7.92 |
| 3.55 | 5.12 | 3.55 | 8.27 |
| 3.66 | 5.51 | 3.66 | 8.65 |
| 3.74 | 5.93 | 3.74 | 9.07 |
| 3.86 | 6.5 | 3.86 | 9.65 |
| 3.94 | 6.95 | 3.94 | 10.1 |
| 4.03 | 7.54 | 4.03 | 10.69 |
| 4.14 | 8.06 | 4.14 | 11.2 |
| 4.23 | 8.61 | 4.23 | 11.76 |
| 4.34 | 9.12 | 4.34 | 12.26 |
| 4.43 | 9.76 | 4.43 | 12.9 |
| 4.54 | 10.2 | 4.54 | 13.34 |
| 4.63 | 10.55 | 4.63 | 13.7 |
| 4.71 | 10.93 | 4.71 | 14.08 |
| 4.83 | 11.3 | 4.83 | 14.44 |
| 4.91 | 11.72 | 4.91 | 14.86 |
| 5.02 | 12.04 | 5.02 | 15.19 |
| 5.11 | 12.36 | 5.11 | 15.5 |
| 5.22 | 12.78 | 5.22 | 15.92 |

Change from Jan. 2021 Prices

| RDU - M | RSCF - M | RDU - NM | RSCF - NM |
| :---: | :---: | :---: | :---: |
| $5.0 \%$ | $5.0 \%$ | $5.0 \%$ | $4.8 \%$ |
| $4.8 \%$ | $4.8 \%$ | $4.8 \%$ | $4.9 \%$ |
| $5.0 \%$ | $4.9 \%$ | $5.0 \%$ | $4.9 \%$ |
| $4.9 \%$ | $5.0 \%$ | $4.9 \%$ | $4.8 \%$ |
| $4.8 \%$ | $5.0 \%$ | $4.8 \%$ | $4.9 \%$ |
| $4.9 \%$ | $4.8 \%$ | $4.9 \%$ | $4.9 \%$ |
| $4.8 \%$ | $4.8 \%$ | $4.8 \%$ | $4.9 \%$ |
| $4.9 \%$ | $4.9 \%$ | $4.9 \%$ | $4.9 \%$ |
| $4.8 \%$ | $4.9 \%$ | $4.8 \%$ | $4.9 \%$ |
| $5.0 \%$ | $4.9 \%$ | $5.0 \%$ | $4.9 \%$ |
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| $4.8 \%$ | $4.9 \%$ | $4.8 \%$ | $4.9 \%$ |
| $4.9 \%$ | $4.9 \%$ | $4.9 \%$ | $4.9 \%$ |
| $4.8 \%$ | $4.9 \%$ | $4.8 \%$ | $4.9 \%$ |

## 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 $\mathbf{\$ 1 . 5 0}$.


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

1. Length Fee will vary by entry point


| Entry Point | $>22^{\prime \prime}$ | $>30 "$ |
| :--- | :--- | :--- |
| 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 $>22^{\prime \prime}$ 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

|  | Zones 1-4 |  |  |  | Zones 5-8 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Representative Parcel to Zone 3 (150-300 miles) |  |  |  | Representative Parcel to Zone 8 (1,800+ miles) |  |  |  |
| Weight Step USPS Product | Sample Parcel Weight | Current <br> 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 Ibs. 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

|  | Zones 1-4 |  |  |  | Zones 5-8 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Representative Parcel to Zone 3 (150-300 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 <br> 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 Ibs. 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!


