

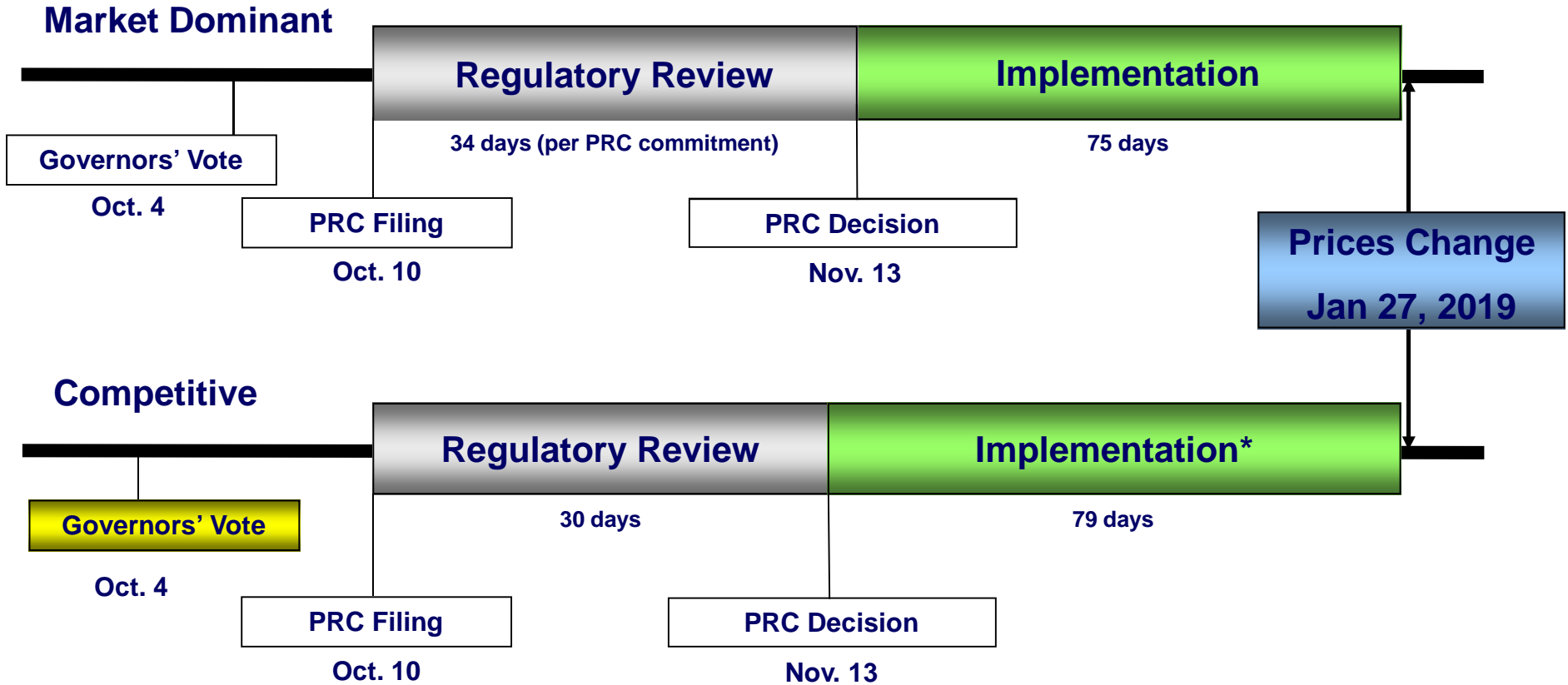


Price Change 2019

January 2019

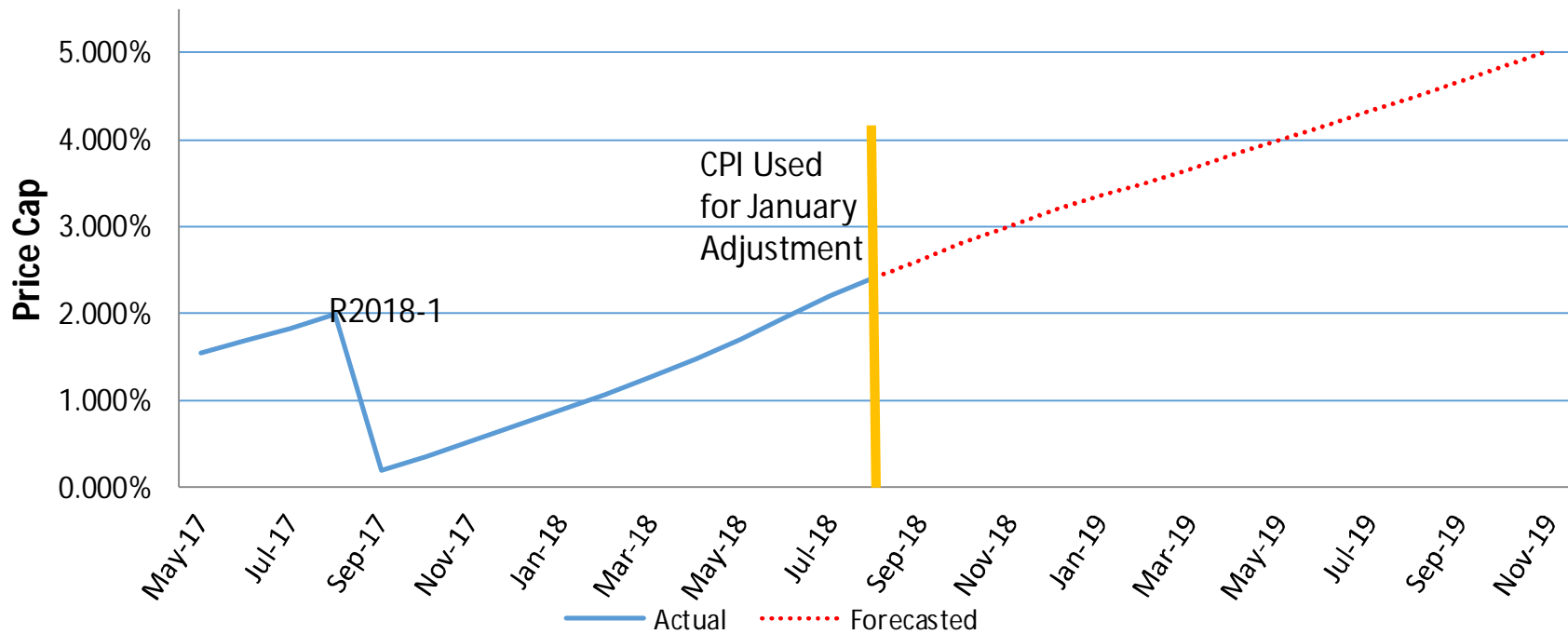
Agenda

- Overview Market Dominant
 - Promotions
 - First-Class Mail®
 - USPS Marketing Mail®
 - Periodicals®
 - Package Services
 - Extra Services
- Overview Competitive



* Changes to dimensional weight pricing will take effect in June.

CPI Authority for January 2019 Price Change





2019 MAILING PROMOTIONS CALENDAR

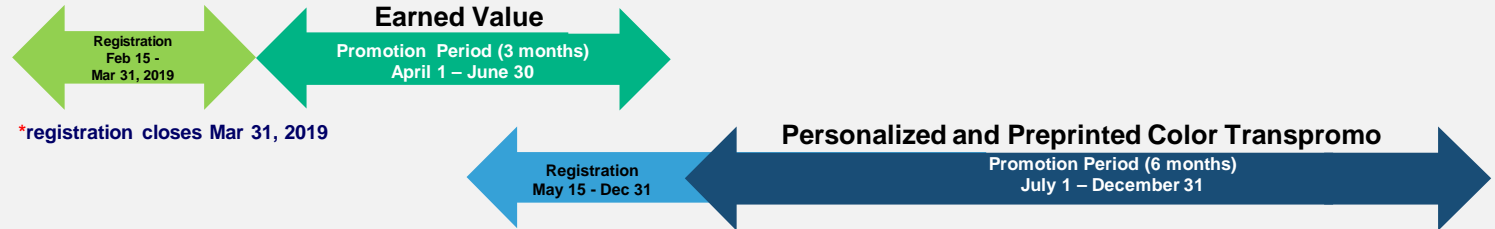
JAN – FEB – MARCH

APRIL – MAY – JUNE

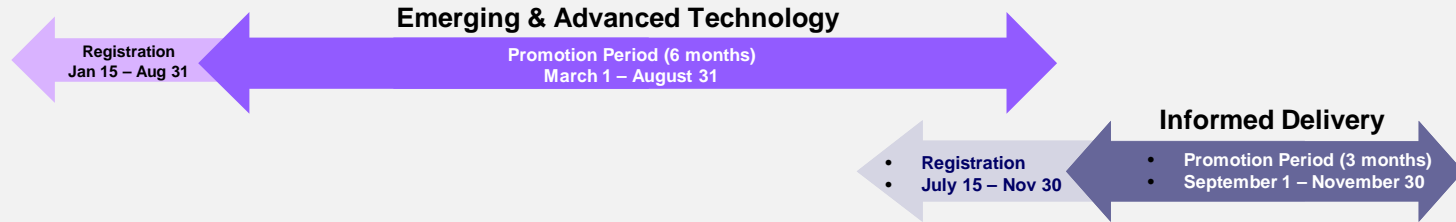
JULY – AUG – SEPT

OCT – NOV – DEC

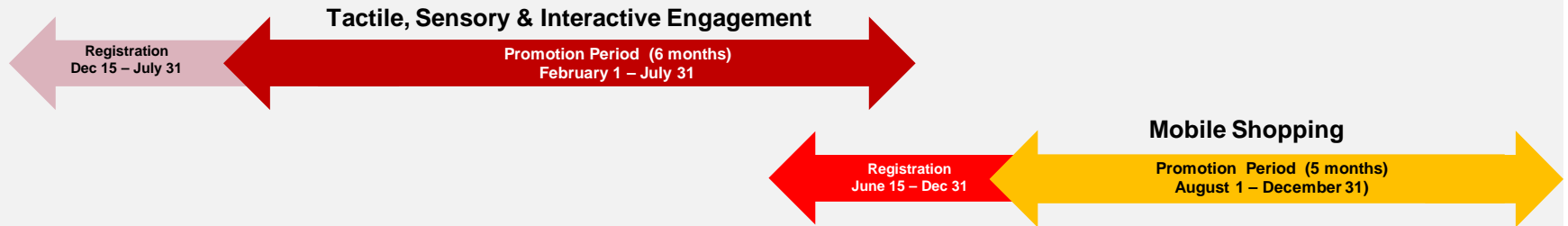
FIRST-CLASS MAIL



MARKETING MAIL AND FIRST-CLASS MAIL



MARKETING MAIL



First-Class Mail: 2.5% overall increase

- One-ounce letter price increases to 55 cents
- Additional-ounce price decreases to 15 cents

Product	Percent Change
Single-Piece Letters & Cards	7.5%
Flats	-11.0%
Presorted Letters & Cards	1.0%
First-Class Mail International (outbound letters, cards, and flats)	0.0%



First-Class Mail Single-Piece Prices	Current Price	New Price	Percent Change
Stamp Price 1 Oz.	0.50	0.55	10.0%
Single-Piece Additional Ounce	0.21	0.15	-28.6%
Meter Price 1 Oz.	0.47	0.50	6.4%
Single-Piece Flats 1 Oz.	1.00	1.00	0.0%
Single-Piece Cards	0.35	0.35	0.0%

First-Class Mail Commercial Prices	Current Price	New Price	Percent Change
Mixed AADC Automation Letters	0.424	0.428	0.9%
AADC Automation Letters	0.408	0.412	1.0%
5-Digit Automation Letters	0.378	0.383	1.3%
Mixed ADC Automation Flats*	0.705	0.727	3.1%
3-Digit Automation Flats*	0.593	0.605	2.0%
5-Digit Automation Flats*	0.474	0.486	2.5%

***Including the price reduction for extra ounces, Flats prices will decrease an average of 11.0%.**

Note: Full Service IMb incentive remains at \$0.003.

USPS Marketing Mail

2.5% overall increase

Product	Percent Change
Letters	2.4%
Flats	2.6%
Carrier Route Letters, Flats, and Parcels	0.7%
High Density/Saturation Letters	3.8%
High Density/Saturation Flats and Parcels	3.6%
Parcels	2.7%
EDDM-Retail	5.1%

Note: Full Service IMb incentive increases to \$0.003.



2019 Price Change

USPS Marketing Mail Origin Prices	Current Price	New Price	Percent Change
Letters (5-Digit Auto Letters entered at Origin)	\$0.251	\$0.256	1.99%
Flats (5-Digit Auto Flats entered at Origin)	\$0.393	\$0.405	3.05%
Carrier Route (Flats entered at Origin)	\$0.295	\$0.300	1.69%
High Density/Saturation Letters (Saturation Letters entered at Origin)	\$0.186	\$0.190	2.15%
High Density/Saturation Flats (Saturation Flats entered at Origin)	\$0.219	\$0.224	2.28%
EDDM-Retail	\$0.178	\$0.187	5.06%



2019 Price Change

USPS Marketing Mail Nonprofit Origin Prices	Current Price	New Price	Percent Change
Letters (5-Digit Auto Letters entered at Origin)	\$0.136	\$0.138	1.47%
Flats (5-Digit Auto Flats entered at Origin)	\$0.227	\$0.231	1.76%
Carrier Route (Flats entered at Origin)	\$0.213	\$0.216	1.41%
High Density/Saturation Letters (Saturation Letters entered at Origin)	\$0.111	\$0.111	0.00%
High Density/Saturation Flats (Saturation Flats entered at Origin)	\$0.136	\$0.136	0.00%



2019 Price Change

Marketing Mail Auto Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.287	\$0.291	\$0.004	1.39%
5-Digit Origin	\$0.251	\$0.256	\$0.005	1.99%
5-Digit DNDC	\$0.227	\$0.234	\$0.007	3.08%
5-Digit DSCF	\$0.220	\$0.228	\$0.008	3.64%
HD DSCF	\$0.172	\$0.184	\$0.012	6.98%
Saturation Origin	\$0.186	\$0.190	\$0.004	2.15%
Saturation DNDC	\$0.164	\$0.170	\$0.006	3.66%
Saturation DSCF	\$0.158	\$0.165	\$0.007	4.43%

Marketing Mail Nonprofit Auto Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.172	\$0.173	\$0.001	0.58%
5-Digit Origin	\$0.136	\$0.138	\$0.002	1.47%
5-Digit DNDC	\$0.112	\$0.116	\$0.004	3.57%
5-Digit DSCF	\$0.105	\$0.110	\$0.005	4.76%
HD DSCF	\$0.090	\$0.099	\$0.009	10.00%
Saturation Origin	\$0.111	\$0.111	\$0.000	0.00%
Saturation DNDC	\$0.089	\$0.091	\$0.002	2.25%
Saturation DSCF	\$0.083	\$0.086	\$0.003	3.61%

Marketing Mail Auto Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.340	\$0.352	\$0.012	3.53%
C-R Basic DSCF	\$0.257	\$0.262	\$0.005	1.95%
C-R on 5-Digit DSCF Pallets	\$0.238	\$0.241	\$0.003	1.26%
C-R on 5-Digit DDU Pallets	\$0.227	\$0.232	\$0.005	2.20%
HD DSCF (125 pieces)	\$0.194	\$0.205	\$0.011	5.67%
HD+ DSCF (300 pieces)	\$0.173	\$0.187	\$0.014	8.09%
Saturation DSCF (90%)	\$0.165	\$0.179	\$0.014	8.48%
Saturation DDU (90%)	\$0.156	\$0.161	\$0.005	3.21%

Annotations for price changes:
 - Blue brackets indicate a net increase of \$0.083 from 5-Digit DSCF to C-R Basic DSCF.
 - Red brackets indicate a net decrease of \$0.019 from C-R Basic DSCF to C-R on 5-Digit DSCF Pallets.
 - A blue bracket indicates a net increase of \$0.090 from 5-Digit DSCF to C-R on 5-Digit DSCF Pallets.
 - A red bracket indicates a net decrease of \$0.021 from C-R on 5-Digit DSCF Pallets to C-R on 5-Digit DDU Pallets.
 - A blue bracket indicates a net increase of \$0.011 from C-R on 5-Digit DDU Pallets to HD DSCF (125 pieces).
 - A red bracket indicates a net decrease of \$0.009 from HD DSCF (125 pieces) to C-R on 5-Digit DDU Pallets.



2019 Price Change

Marketing Mail Pound-Rate Flats Rev/Pc – 8 oz. Auto Flats	Current Rev/Pc*	New Rev/Pc*	\$ Difference	% Difference
5-Digit DSCF	\$0.511	\$0.525	\$0.014	2.84%
C-R Basic DSCF	\$0.393	\$0.400	\$0.007	1.65%
C-R on 5-Digit DSCF Pallets	\$0.374	\$0.379	\$0.005	1.20%
C-R on 5-Digit DDU Pallets	\$0.352	\$0.360	\$0.008	2.13%
HD DSCF	\$0.293	\$0.311	\$0.018	6.32%
HD+ DSCF	\$0.272	\$0.293	\$0.021	7.92%
Saturation DSCF	\$0.264	\$0.285	\$0.021	8.16%
Saturation DDU	\$0.246	\$0.251	\$0.005	2.04%

*Rounded to 3 decimal points.

Periodicals	Percent Change
Outside County	2.54%
Inside County	2.02%

- Most larger-circulation publications will pay 2% to 3% more in postage.
- Postage for larger Nonprofit publications will increase 1.3% to 2.8%.
- Smaller-circulation publications may see above-average increases due to less presorting, lighter-weight pieces, and a higher percentage of nonmachinable pieces.

Package Services - 2.5% overall increase

Product	Percent Change
Media Mail and Library Mail	2.95%
Bound Printed Matter	
Flats – Overall	2.47%
Carrier Route Origin	0.81%
Carrier Route DSCF	3.11%
Carrier Route DDU	0.74%
Parcels – Overall	2.22%
Basic Presort Origin	1.51%
Basic Presort DSCF	3.22%
Basic Presort DDU	2.12%

Extra Services - 2.5% overall increase

Product	Percent Change
PO Boxes™	4.0%
Certified Mail®	1.5%
Return Receipt	2.9%
Certificate of Mailing	3.1%
Address Correction Service	1.5%
All Other	2.8%



2019 Price Change

Competitive Prices	Jan. 2019
Product	% Change
Priority Mail	5.9%
Priority Mail Express	3.9%
First-Class Package Service	12.3%
Retail Ground	3.9%
International	5.1%

- New First-Class Package Service prices are based on weight and zone.
- Eliminating balloon pricing for Priority Mail zones 1 to 4.
- Adding DIM weight pricing for all entries and zones for PM and PME, using a divisor of 166. (Effective June 23, 2019.)



2019 Price Change

Competitive Prices	Jan. 2019
Product	% Change
Parcel Select (destination entered)	9.3%
Parcel Select Ground	-1.3%
Parcel Select Lightweight (PSLW)	12.3%
Parcel Return Service (PRS)	6.8%

- Eliminating balloon pricing for Parcel Select.
- Adding DIM weight pricing for Parcel Select over 1 cubic foot, using a divisor of 166. (Effective June 23, 2019.)

Resources

Online

- Postal Explorer® – pe.usps.com
 - Current and new prices, in Excel and CSV formats, and draft Notice 123 (Pricelist)
 - *Federal Register* notices detailing the price and classification changes
 - *Domestic Mail Manual & International Mail Manual*

DMM® Advisory – on Postal Explorer, also special e-mail updates



Questions?