

Price Change January 2021

Agenda

Overview Market Dominant

- First-Class Mail[®]
- USPS Marketing Mail[®]
- Periodicals[®]
- Package Services
- Special Services
- Promotions

Overview Competitive

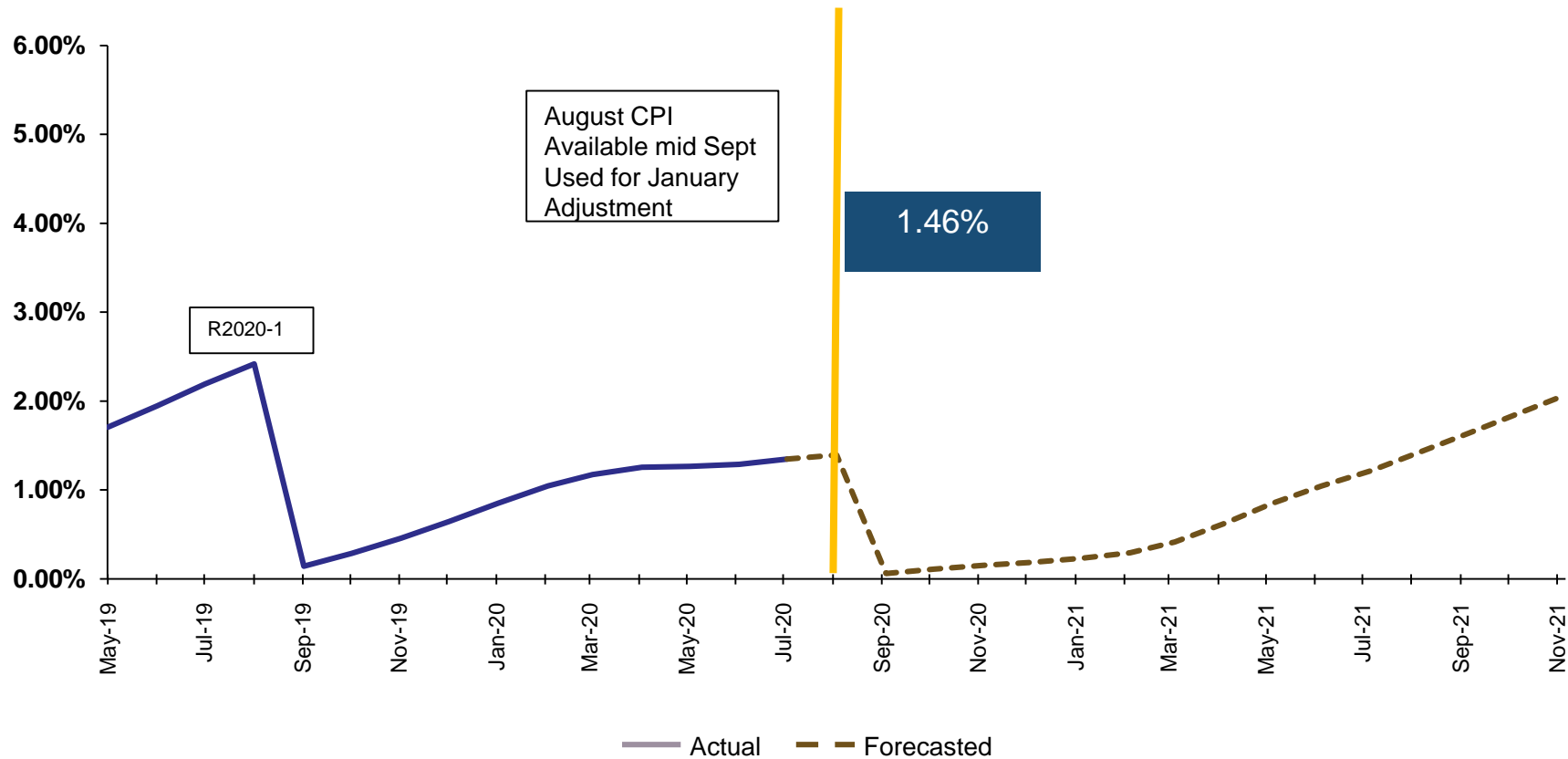
Overview Seamless Incentive

Market Dominant Price Change

Cannot exceed change in Consumer Price Index – Urban (CPI-U)

Market Dominant price increases are capped at CLASS LEVEL

Uses previous 4 quarters of volume to calculate price change



First-Class Mail – 2021 Price Change

1.8% overall increase

- One-ounce letter price unchanged at 55 cents
- Additional-ounce price for Single-piece Letters* increases to 20 cents

Product	Percent Change
Single-Piece Letters & Cards	1.4%
Flats	1.3%
Presorted Letters & Cards	2.2%
First-Class Mail International (outbound letters, cards, and flats)	0.0%



* Additional ounce for Flats remains at 20 cents.

First-Class Mail – 2021 Price Change

First-Class Mail Single-Piece Prices	Current Price	New Price	Percent Change
Stamp Price 1 Oz.	0.55	0.55	0.0%
Stamp Price 2 Oz.	0.70	0.75	6.7%
Meter Price 1 Oz.	0.50	0.51	2.0%
Single-Piece Additional Ounce - Flats	0.20	0.20	0.0%
Single-Piece Flats 1 Oz.	1.00	1.00	0.0%
Single-Piece Cards	0.35	0.36	2.9%
Share Mail Letters	0.60	0.51	-15%
Share Mail Cards	0.45	0.36	-20%

First-Class Mail – 2021 Price Change

First-Class Mail Commercial Prices	Current Price	New Price	Percent Change
Mixed AADC Automation Letters	0.439	0.450	2.5%
AADC Automation Letters	0.419	0.428	2.1%
5-Digit Automation Letters	0.389	0.398	2.3%
Mixed ADC Automation Flats 2 oz.	0.916	0.974	6.3%
3-Digit Automation Flats 2 oz.	0.777	0.818	5.3%
5-Digit Automation Flats 2 oz.	0.630	0.660	4.8%

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Marketing Mail – 2021 Price Change

1.5% overall increase

Product	Percent Change
Letters	0.8%
High Density Letters	5.4%
Saturation Letters	0.0%
Flats	3.6%
Carrier Route Flats	3.5%
High Density Flats	3.6%
Saturation Flats	0.0%
EDDM-Retail	0.5%
Parcels	16.8%

Notes:

Full Service IMb incentive remains at \$0.003.

New: Seamless Incentive at \$0.001. to eDoc submitter

Marketing Mail – 2021 Price Change

Marketing Mail Auto Commercial Letters	Current Price	New Price	\$ Difference	% Difference
Mixed Origin	\$0.299	\$0.304	\$0.005	1.67%
5-Digit Origin	\$0.259	\$0.259	\$0.000	0.00%
5-Digit DNDC	\$0.239	\$0.239	\$0.000	0.00%
5-Digit DSCF	\$0.233	\$0.235	\$0.002	0.86%
HD DSCF	\$0.186	\$0.196	\$0.010	5.38%
Saturation Origin	\$0.191	\$0.191	\$0.000	0.00%
Saturation DNDC	\$0.172	\$0.172	\$0.000	0.00%
Saturation DSCF	\$0.168	\$0.168	\$0.000	0.00%

Marketing Mail – 2021 Price Change

Marketing Mail Auto Commercial Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.364	\$0.372	\$0.008	2.20%
C-R Basic DSCF	\$0.265	\$0.274	\$0.009	3.40%
C-R on 5-Digit DSCF Pallets	\$0.246	\$0.253	\$0.007	2.85%
C-R on 5-Digit DDU Pallets	\$0.235	\$0.246	\$0.011	4.68%
HD DSCF (125 pieces)	\$0.205	\$0.213	\$0.008	3.90%
HD+ DSCF (300 pieces)	\$0.187	\$0.187	\$0.000	0.00%
Saturation DSCF (90%)	\$0.179	\$0.179	\$0.000	0.00%
Saturation DDU (90%)	\$0.163	\$0.163	\$0.000	0.00%
Saturation DDU with DML	\$0.213	\$0.223	\$0.010	4.69%

Detached Address Label (DAL) – price increased from \$0.045 to \$0.055

Detached Marketing Label (DML) - price increased from \$0.05 to \$0.06

Marketing Mail – 2021 Price Change

Marketing Mail Pound-Rate Flats Rev/Pc – 8 oz. Auto Commercial Flats	Current Rev/Pc	New Rev/Pc	\$ Difference	% Difference
5-Digit DSCF	\$0.544	\$0.545	\$0.001	0.18%
C-R Basic DSCF	\$0.403	\$0.417	\$0.014	3.35%
C-R on 5-Digit DSCF Pallets	\$0.384	\$0.396	\$0.012	2.99%
C-R on 5-Digit DDU Pallets	\$0.363	\$0.382	\$0.019	5.24%
HD DSCF	\$0.311	\$0.319	\$0.008	2.57%
HD+ DSCF	\$0.293	\$0.293	\$0.000	0.00%
Saturation DSCF	\$0.285	\$0.285	\$0.000	0.00%
Saturation DDU	\$0.255	\$0.255	\$0.000	0.00%

Periodicals – 2021 Price Change

1.5% overall increase

Product	Percent Change
Outside County	1.47%
Inside County	1.20%

- Introduced separate price for tubs below sack prices
- Most larger-circulation publications will pay 0.4% to 0.6% more in postage.
- Postage for larger Nonprofit publications will increase 0.8% to 1.2%.
- Smaller-circulation publications may see above-average increases due to less presorting, lighter-weight pieces, and a higher percentage of nonmachinable pieces.

Package Services – 2021 Price Change

1.46% overall increase

Product	Percent Change
Alaska Bypass	1.43%
Media Mail and Library Mail	3.58%
Bound Printed Matter	
Flats – Overall	0.00%
Parcels – Overall	0.00%

Special Services – 2021 Price Change

1.46% overall increase

Product	Percent Change
PO Boxes™	0.89%
Certified Mail®	1.41%
Return Receipt	0.91%
Certificate of Mailing	2.76%
Address Correction Service	2.29%
Address Management Services (overall)	6.49%
Computerized Delivery Sequence	8.33%
AIS Viewer	5.16%
ZIP Move	8.33%
AIS Unlimited License	10.00%

Promotions

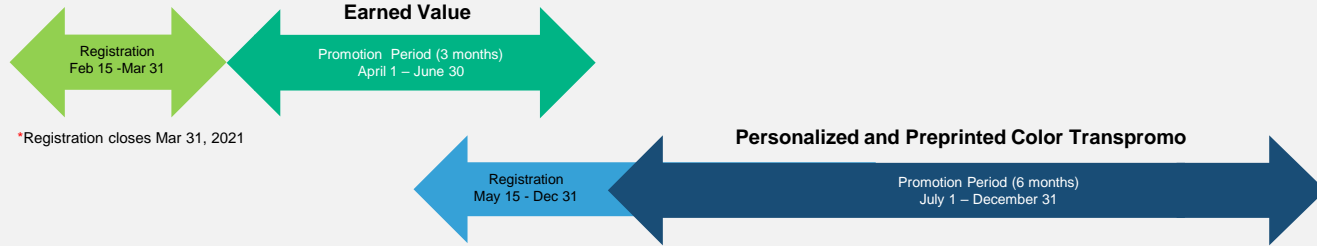
JAN – FEB – MAR

APRIL – MAY – JUNE

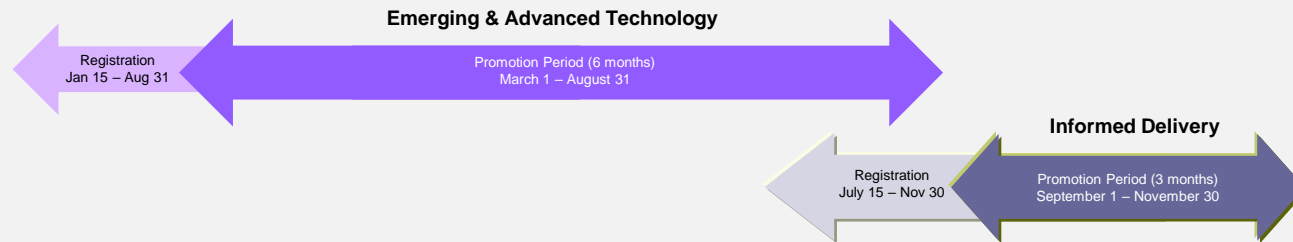
JUL – AUG – SEP

OCT – NOV – DEC

FIRST-CLASS MAIL



MARKETING MAIL AND FIRST-CLASS MAIL



MARKETING MAIL



Earned Value promotion will no longer have a mailer-specific volume threshold

International Competitive – 2021 Price Change

Product	Percent Change
Priority Mail International (PMI)	5.1%
First-Class Pkg. Int'l. Service (FCPIS)	4.8%
Priority Mail Express International (PMEI)	3.6%

- Country groups realigned based on volume, geography, and costs, for PMEI, PMI, FCPIS, International Priority Airlift (IPA) and International Surface Airlift (ISAL).
- The number of country groups increased as follows: PMEI from 17 to 20, PMI from 17 to 20, FCPIS from 9 to 20, and for IPA and ISAL from 19 to 20.
 - 9 single country rate groups: Canada, Mexico, United Kingdom, Japan, Germany, France, Brazil, China, & Russia
 - 2 two-country rate groups: Australia + New Zealand & Korea + Hong Kong
 - Several additional multi-country country groups

Competitive Products 2021 Price Change

Competitive Prices	Jan. 2021
Product	% Change
Priority Mail	
Priority Mail Commercial	4.2%
Priority Mail Retail	3.0%
Priority Mail Express	
Priority Mail Express Commercial	2.5%
Priority Mail Express Retail	1.0%
First-Class Package Service	
First-Class Package Service Commercial	6.5%
First-Class Package Service Retail	4.8%
USPS Retail Ground	3.0%

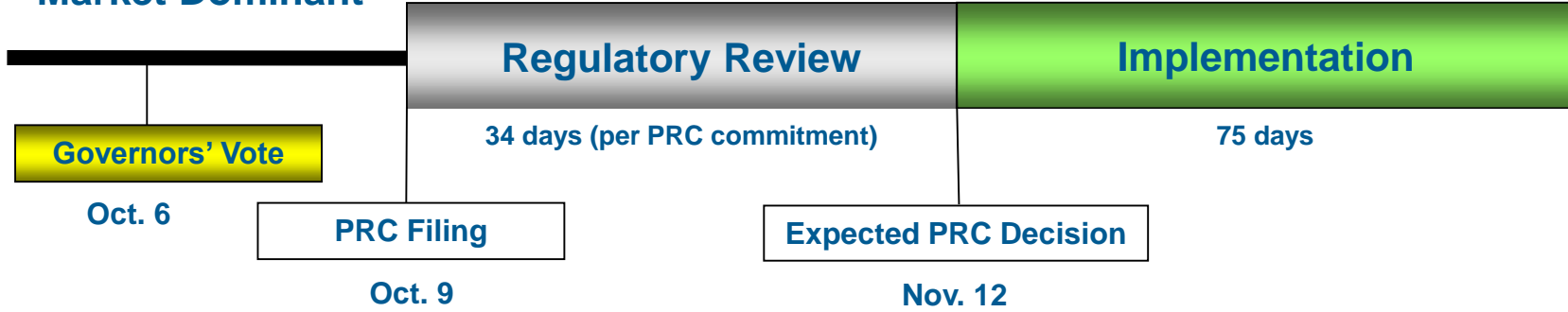
Competitive Products 2021 Price Change

Competitive Prices	Jan. 2021
Product	% Change
Parcel Select (Non-Lightweight)	
DDU	4.9%
DSCF	10.7%
DNDC	9.7%
Parcel Select Ground (End-to-End)	1.3%
Parcel Select Lightweight (PSLW)	20.0%
Parcel Return Service (PRS)	4.9%

- Continuing DIM weight pricing for Parcel Select over 1 cubic foot, using a divisor of 166.

Timeline

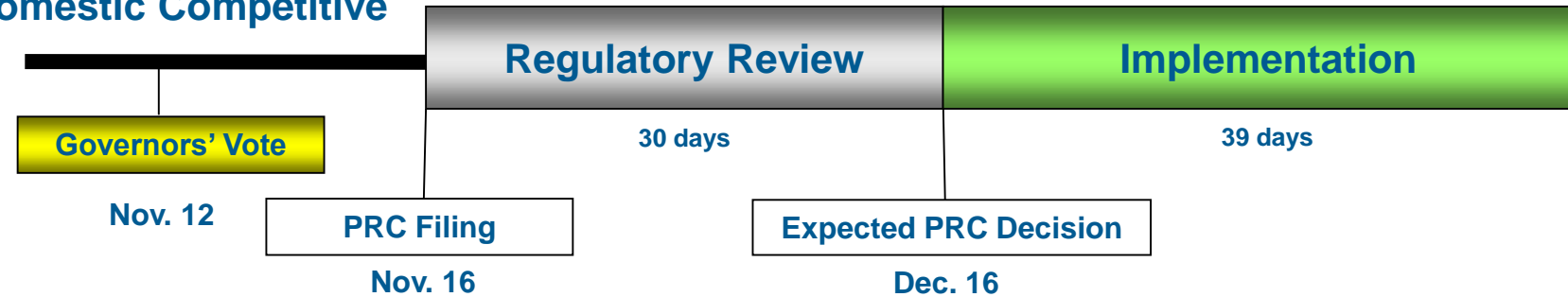
Market Dominant



International Competitive

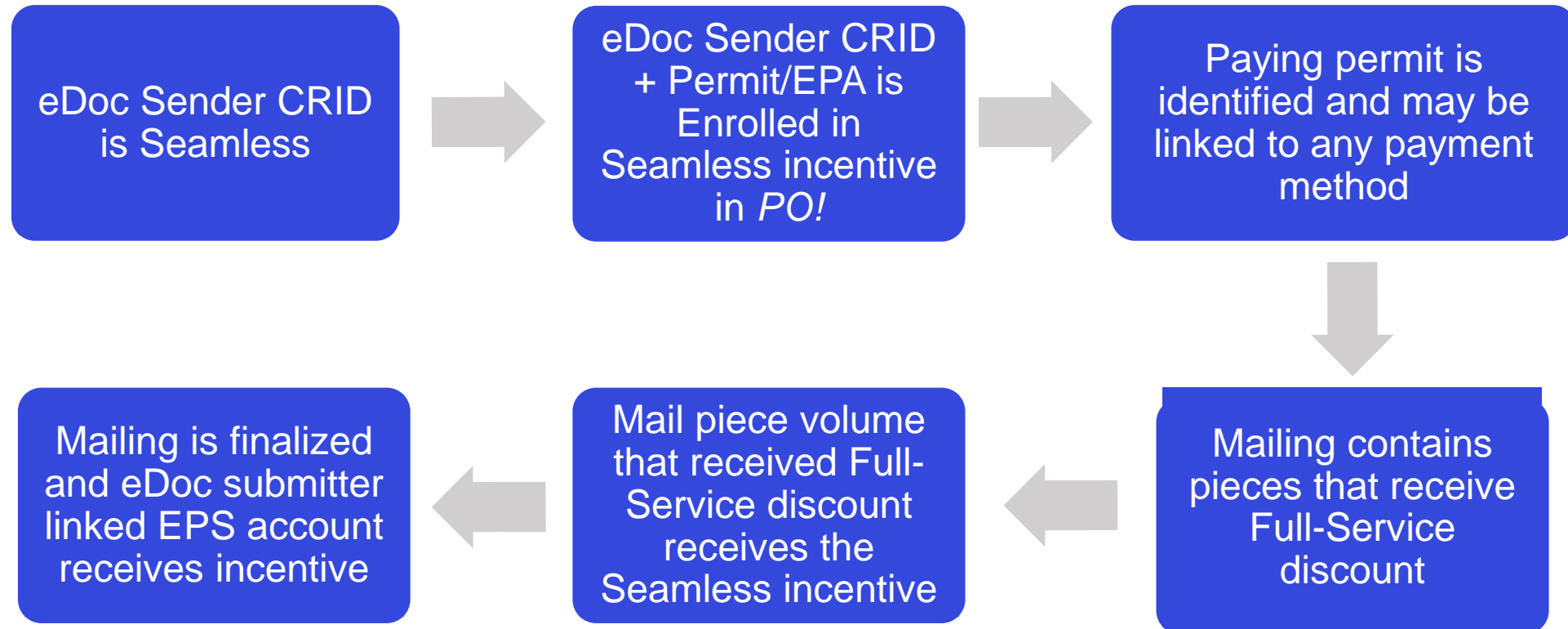


Domestic Competitive



Prices Change
Jan 24, 2021

Seamless Incentive



Seamless Incentive

Available to all eDoc submitters with a(n):

- Seamless Acceptance CRID
- Enterprise Payment account (ACH Debit or Trust)
- Enrollment in Incentive in *PostalOne!*

The incentive is deposited to Enterprise Payment account that corresponds with the permit enrolled for incentive

- Trust accounts credited upon postage statement finalization
- ACH debit accounts as a daily aggregate

eDoc Sender CRID

- Mail.dat: Segment Record's (.seg) "eDoc Sender CRID"
- Mail.XML: OpenMailingGroupRequest > MailingGroupData > MailingFacility
- Postal Wizard: the mailing agent

Minimum Incentive must amount to at least \$1.00 (or 1,000 mailpieces) per mailing to receive an EPS credit

Frequently Asked Questions



- **Which CRID is the Seamless Incentive applied to?**

The eDoc submitter CRID receives the incentive. The CRID selected by the eDoc submitter receives the incentive.
- **Where are the refunds sent to?**

Refunds are sent to the EPS account associated with the eDoc submitter's selected CRID permit. Permit must be linked to CRID, and permit must be linked to an EPS account.

Note: Permit can be any permit that can be linked to an EPS account (e.g., PI, MT, PC, or PD)
- **Does the paying postage permit have to be linked to an EPS account?**

No, postage can be paid with any payment method.
- **Can the EPS account be Debit or Trust?**

Yes, it can be either debit or trust.
- **How can the incentive funds be used?**

There are no restrictions on how the funds can be used.
- **Can the funds be withdrawn from the EPS account or do they have to be applied to future mailings?**

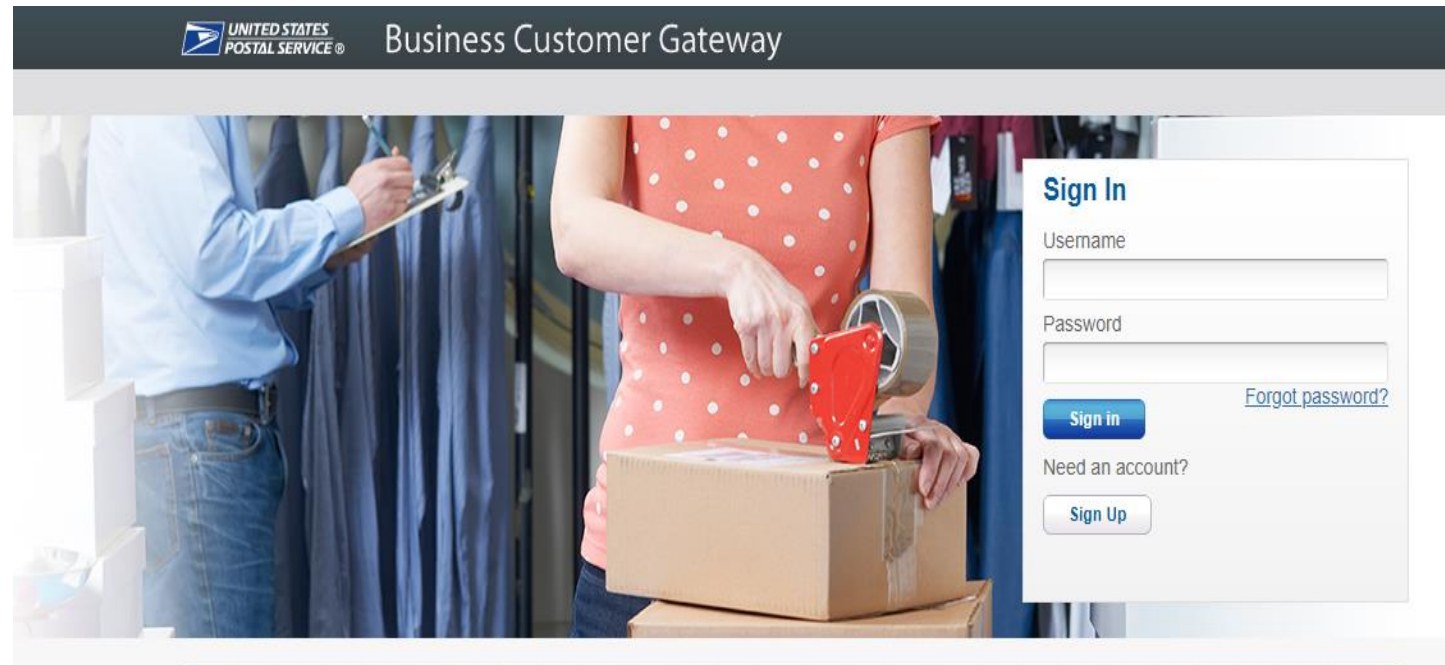
They may either be withdrawn or used to fund future mailings.
- **When does the incentive begin and end?**

The incentive is effective for postage statements that finalize on January 24, 2021 or later and does not currently have an end date. Enrollment, in *PostalOne!*, begins on January 10, 2021.
- **Is the Seamless Incentive Registration instantaneous?**

Yes, mailers will receive the incentive following their successful registration for any postage statements finalized after January 24, 2021

Seamless Incentive Enrollment Instructions

1. Log Into the Business Customer Gateway: <https://gateway.usps.com/eAdmin/view/signin>



Seamless Incentive Enrollment Instructions

2. Under Mailing Services, Go to the service called Manage Permits (BSA or Delegate Role Required for Manage Mailing Activities)

Mailing Services

Mailing services help you deliver letters and flat mail pieces.

Mailing online services will help you manage day-to-day activities from design and preparation of your mail to tracking your mailings in the mail stream. The services currently available are listed below. You may access services directly from here that you have been approved for and request access to those you do not.

Your Locations:

Automated Business Reply Mail more info >	GO TO SERVICE
Balance & Fees (PostalOne!) more info >	GO TO SERVICE
Customer Label Distribution System (CLDS) more info >	GO TO SERVICE
Customer/Supplier Agreements (CSAs) more info >	GO TO SERVICE
Dashboard (PostalOne!) more info >	GO TO SERVICE
Electronic Data Exchange (PostalOne!) more info >	GO TO SERVICE
Enhanced Barcode Diagnostics more info >	GET ACCESS
Every Door Direct Mail more info >	GO TO SERVICE
Incentive Programs more info >	GO TO SERVICE
Informed Visibility more info >	GO TO SERVICE
Intelligent Mail Small Business (IMsb) Tool more info >	GO TO SERVICE
Mailer ID more info >	GO TO SERVICE
Mailer Visibility more info >	GET ACCESS
Mailing Reports (PostalOne!) more info >	GO TO SERVICE
Manage Permits (PostalOne!) more info >	GO TO SERVICE

Seamless Incentive Enrollment Instructions

3. Click on Associated Business Location Link

(Mailer must have a permit linked to an EPS Account for which they are EPS Admin or EPS Payment Manager)

Associated Business Locations


The Manage Permits service allows you to view and/or manage permit data for your authorized PostalOne! locations.

Name	CRID	Address	City
TRANS TRAINS	22225411	10421 COLLINGHAM DR	FAIRFAX
GIRLS SCOUT COOKIES	22233643	10101 COMMONWEALTH BLVD	FAIRFAX
UNITED STATES	20480644	830 HINMAN AVE APT 3S	EVANSTON

4. Click on Select Seamless Incentive Permit Link

Business Location Information

View and manage business location profile information.

Name:	TRANS TRAINS		
CRID:	22225411		
Address:	10421 COLLINGHAM DR		
City:	FAIRFAX		
State/Province:	VA		
ZIP/Postal Code:	22032-2609		
Country:	UNITED STATES		
Mail Facility ID:	<input type="text" value="22737-2614"/>		
Discounts and Rebates:	<input checked="" type="checkbox"/>		
eVS Participant:	<input checked="" type="checkbox"/>		
PRS Participant:	<input type="checkbox"/>		
Web Service Enabled:	<input type="checkbox"/>		
Mail Service Provider:	<input type="checkbox"/>		
By/For Verification Threshold (%):	<input type="text" value="70"/>		
Seamless Account Option:	Seamless Acceptance Seamless Account Profile		
Seamless Incentive Permit:	None Select Seamless Incentive Permit 		

Seamless Incentive Enrollment Instructions

5. Select the permit that is associated to the EPS account where you would like your incentive deposited. You may search all fields or sort any column. All EPS accounts for which you are an EPS admin or payment manager are available.

Seamless Incentive Permit Selection

Name:	TRANS TRAINS
CRID:	22225411
Address:	10421 COLLINGHAM DR
City:	FAIRFAX
State/Province:	VA
ZIP/Postal Code:	22032-2609
Country:	UNITED STATES
Seamless Account Status:	Seamless Acceptance

Seamless Incentives are applicable for Mailers who opt-in for the Seamless Program. Mailers get a \$0.001 per mail piece refunded to the EPS account that is provided. Seamless Incentive Refunds are only eligible for:

- Permits linked to EPS Accounts
 - EPS account must be Active and in good standing
 - Permit must be Active and in good standing
 - Mailing has to be paid via any EPS account
 - Incentive is paid to the eDoc Submitter CRID listed in the eDoc (Mail.dat/Mail.XML file)
- Please click [here](#) for more details.

Show 10 entries

Search:

Seamless Incentive Permit	EPS Account Number	EPS Nickname	Permit Number	Permit Type	Post Office Of Permit
<input type="checkbox"/>	1000001013	Virginia EPS Account	123456	PI	Charlottesville VA 22906-9998
<input type="checkbox"/>	1000001332	Kansas EPS Account	32445463	PI	Charlottesville VA 22906-9998
<input type="checkbox"/>	1000001332	West Virginia EPS Account	245245566	PC	Charlottesville VA 22906-9998
<input type="checkbox"/>	1000001332	Maryland EPS Account	245245566	PC	Merrifield VA 22116-9998
<input type="checkbox"/>	1000001332	South California EPS Account	245245566	PC	Charlottesville VA 22906-9998
<input type="checkbox"/>	1000001356	North California EPS Account	245245556	PI	Merrifield VA 22116-9998
<input type="checkbox"/>	1000001359	Alabama EPS Account	12342456	PE	Merrifield VA 22116-9998
<input type="checkbox"/>	1000001350	Wisconsin EPS Account	123456	PI	Merrifield VA 22116-9998
<input type="checkbox"/>	1000001341	Maryland EPS Account	123456	PI	Merrifield VA 22116-9998
<input type="checkbox"/>	1000001410	South Dakota EPS Account	123456	PI	Charlottesville VA 22906-9998

Showing 1 to 10 of 57 entries

Previous 1 2 3 4 5 6 Next


Save Changes

Seamless Incentive Enrollment Instructions

6. Upon Returning to the Business Location Information page, the enrolled permit/EPA will appear. You may also change the enrolled permit by clicking the Update Seamless Incentive Permit link.

Business Location Information

View and manage business location profile information.

Name:	TRANS TRAINS		
CRID:	22225411		
Address:	10421 COLLINGHAM DR		
City:	FAIRFAX		
State/Province:	VA		
ZIP/Postal Code:	22032-2609		
Country:	UNITED STATES		
Mail Facility ID:	<input type="text" value="22737-2614"/>		
Discounts and Rebates:	<input checked="" type="checkbox"/>		
eVS Participant:	<input checked="" type="checkbox"/>		
PRS Participant:	<input type="checkbox"/>		
Web Service Enabled:	<input type="checkbox"/>		
Mail Service Provider:	<input type="checkbox"/>		
By/For Verification Threshold (%):	<input type="text" value="70"/>		
Seamless Account Option:	Seamless Acceptance Seamless Account Profile		
Seamless Incentive Permit:	EPA - 1000007874 [502, PI, Mattoon IL 61938-9998]		Update Seamless Incentive Permit 

Seamless Incentive – PostalOne! Reports

Seamless Acceptance Incentive Report

Today's Date: Dec 17, 2020

Seamless Acceptance Incentive Report Search

Statement Date From: CRID: [Search](#) Postage Statement #

Statement Date To: Account Number: [Search](#) eDoc Job ID:

DOWNLOAD: [CSV](#) [EXCEL](#) [PDF](#)

41 records found, displaying 28 to 41.

[\[First/Prev\]](#) 1, 2 [\[Next/Last\]](#)

CRID	Company Name	Account Number	Postage Statement #	eDoc Job ID	Volume	Amount	Statement Date	Mailing Date
20540873	STAR PRODUCTIONS	1000000881	208676328		20,000	\$20.00	2020-12-02 21:22:57	2020-12-02
20540873	STAR PRODUCTIONS	1000000881	208676323		20,000	\$20.00	2020-12-02 14:48:03	2020-12-02
20540873	STAR PRODUCTIONS	1000000881	208667185		20,000	\$20.00	2020-11-23 08:10:50	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665700		20,000	\$20.00	2020-11-20 12:44:17	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665163		20,000	\$20.00	2020-11-20 10:44:18	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665701		20,000	\$20.00	2020-11-20 12:44:18	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665705		20,000	\$20.00	2020-11-20 14:00:36	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665162		20,000	\$20.00	2020-11-20 10:44:17	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208667188		20,000	\$20.00	2020-11-23 08:10:51	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208665706		20,000	\$20.00	2020-11-20 14:00:37	2020-11-30
20540873	STAR PRODUCTIONS	1000000881	208664353	MMT1119e	2,009	\$1.00	2020-11-20 02:16:18	2020-11-20
20540873	STAR PRODUCTIONS	1000000881	208665712		9,999	\$10.00	2020-11-20 17:20:10	2020-11-20
20540873	STAR PRODUCTIONS	1000000881	208664376	HRT1119a	2,009	\$1.00	2020-11-19 14:42:31	2020-11-19
20540873	STAR PRODUCTIONS	1000000881	208664375	HRT1119a	1,037	\$1.01	2020-11-19 14:42:32	2020-11-19
		1000000881	208664383	HRT1119b	2,009	\$1.00	2020-11-19 14:53:23	2020-11-19
20540873	STAR PRODUCTIONS	1000000881	208664382	HRT1119b	1,037	\$1.01	2020-11-19 14:53:23	2020-11-19

[Logout](#)

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Resources

Online

Postal Explorer® — [Postal Explorer](#)

- 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

PostalPro

- Price Change
 - <https://postalpro.usps.com/january-2021-releases>
- Seamless Incentive
 - <https://postalpro.usps.com/seamless-incentive>