## Price Change 2018

October 2017

## Agenda

- Overview Market Dominant
$>$ First-Class Mail ${ }{ }^{\circ}$
> USPS Marketing Mail ${ }^{\text {º }}$
$>$ Periodicals ${ }^{\oplus}$
> Package Services
> Extra Services
> Overview Competitive
- Time Line
$>$ PRC Decision expected Nov 5 for Competitive
$>$ PRC Decision expected Nov 9 for Market Dominant
> Implementation Sunday, January 21, 2018

CPI-U Moving Average for January 2018 Price Change


Strategy - use 95\% of available cap

## First-Class Mail - ~1.9\% overall increase <br> - First-Class stamp price moves to $\mathbf{5 0}$ cents

| Product | CPI Percent <br> Change |
| :--- | :---: |
| Single-piece Letters \& Cards | $2.1 \%$ |
| Single-piece Metered | $2.2 \%$ |
| Flats | $0.4 \%$ |
| Parcels* | N/A |
| Presort Letters \& Cards | $1.6 \%$ |
| First-Class Mail International** <br> (includes letters, cards, and flats) | $0.0 \%$ |



* Moved to Competitive 9/3/2017
** Does not include International Inbound


## 2018 Price Change

| Key First-Class Mail Single- <br> Piece Prices | Current <br> Price | New <br> Price | Percent <br> Change |
| :--- | :---: | :---: | :---: |
| Stamp Price 1 Oz. | 0.49 | 0.50 | $2.0 \%$ |
| Single Piece Additional Ounce | 0.21 | 0.21 | $0.0 \%$ |
| Meter Price 1 Oz. | 0.46 | 0.47 | $2.2 \%$ |
| Single-Piece Flats 1 Oz. | 0.98 | 1.00 | $2.0 \%$ |
| Single-Piece Cards | 0.34 | 0.35 | $2.9 \%$ |

## 2018 Price Change

| Key First-Class Mail Bulk Prices | Current <br> Price | New <br> Price | Percent <br> Change |
| :--- | :--- | :--- | :--- |
| Mixed AADC Automation Letters | 0.423 | 0.424 | $0.2 \%$ |
| AADC Automation Letters | 0.403 | 0.408 | $1.2 \%$ |
| 5-Digit Automation Letters | 0.373 | 0.378 | $1.3 \%$ |
| Mixed ADC Automation Flats | 0.750 | 0.705 | $-6.0 \%$ |
| 3-Digit Automation Flats | 0.630 | 0.593 | $-5.9 \%$ |
| 5-Digit Automation Flats | 0.446 | 0.474 | $6.3 \%$ |

Note: IMb discount remains at $\mathbf{\$ 0 . 0 0 3}$.

## USPS Marketing Mail

~1.9\% overall increase

| Product | CPI Percent <br> Change |
| :--- | :---: |
| Letters | $2.0 \%$ |
| Flats | $2.1 \%$ |
| Carrier Route Letters, Flats, and Parcels | $2.0 \%$ |
| High Density / Saturation Letters | $2.4 \%$ |
| High Density / Saturation Flats and Parcels | $1.1 \%$ |
| Parcels | $2.8 \%$ |
| EDDM-Retail | $0.6 \%$ |

Note: IMb discount remains at $\$ 0.001$. Incent Pure CR Pallets by prioritizing pure pallets during preparation

## 2018 Price Change

## Key USPS Marketing Mail Commercial Origin Prices

## Current Price

\$0.251
\$0.251
0.00\%
(5-Digit Auto entered at Origin)
Flats
(5-Digit Auto Flat entered at Origin)
Carrier Route
(Flat entered at Origin)
High Density/Saturation Letters (Saturation Letter entered at Origin)

High Density/Saturation Flats
(Saturation Flat entered at Origin)

EDDM-Retail
\$0.177
\$0.178
0.56\%

## 2018 Price Change

## USPS Marketing Mail Nonprofit Origin Prices

Letters
(5-Digit Auto entered at Origin)

Flats
(5-Digit Auto Flat entered at Origin)
Carrier Route
(Flat entered at Origin)

High Density/Saturation Letters
(Saturation Letter entered at Origin)
$\$ 0.244$
$\$ 0.227$
-6.97\%
$\$ 0.209$
$\$ 0.213$
1.9\%

High Density/Saturation Flats
(Saturation Flat entered at Origin)
$\$ 0.136$
$\$ 0.136$
0.00\%

## 2018 Price Change

| Marketing Mail Comm. Auto Letters |  | Current Price | New <br> Price | \$ <br> Difference | $\begin{gathered} \text { \% } \\ \text { Difference } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Mixed Origin |  | \$0.288 | \$0.287 | -\$0.001 | -0.35\% |
| 5-Digit Origin | \$0.026 | $\$ 0.251$ | \$0.251 | \$0.000 | 0.00\% |
| 5-Digit DNDC | \$0.008 | $\$ 0.225$ | \$0.227 | \$0.002 | 0.89\% |
| 5-Digit DSCF |  | \$0.217 | \$0.220 | \$0.003 | 1.38\% |
| HD DSCF* |  | \$0.168 | \$0.172 | \$0.004 | 2.38\% |
| Saturation Origin | \$0.024 | ${ }^{\$ 0.186}$ | \$0.186 | \$0.000 | 0.00\% |
| Saturation DNDC | \$0.007 | $\$ 0.162$ | \$0.164 | \$0.002 | 1.23\% |
| Saturation DSCF |  | \$0.155 | \$0.158 | \$0.003 | 1.94\% |

## 2018 Price Change

| Marketing Mail Nonprofit Auto Letters | Current Price | New Price | \$ <br> Difference | $\begin{gathered} \text { \% } \\ \text { Difference } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: |
| Mixed Origin | \$0.171 | \$0.172 | \$0.001 | 0.58\% |
| 5-Digit Origin \$0.026 | $\begin{aligned} & \$ 0.134 \\ & \$ 0.024 \end{aligned}$ | \$0.136 | \$0.002 | 1.49\% |
| 5-Digit DNDC $\$ 0.008$ | $\begin{array}{r} \$ 0.108 \\ \$ 0.007 \end{array}$ | \$0.112 | \$0.004 | 3.70\% |
| 5-Digit DSCF | \$0.100 | \$0.105 | \$0.005 | 5.00\% |
| HD DSCF* | \$0.087 | \$0.090 | \$0.003 | 3.45\% |
| Saturation Origin ${ }^{\text {\$0.024 }}$ | $\begin{aligned} & \$ 0.111 \\ & \$ 0.022 \end{aligned}$ | \$0.111 | \$0.000 | 0.00\% |
| Saturation DNDC | \$0.087 | \$0.089 | \$0.002 | 2.30\% |
| Saturation DSCF ${ }^{\text {\$0.007 }}$ | \$0.080 ${ }^{\text {\$0.006 }}$ | \$0.083 | \$0.003 | 3.75\% |

## 2018 Price Change

| Marketing Mail Comm. <br> Auto Flats | Current <br> Price | New <br> Price | $\$$ <br> Difference | Difference |
| :--- | :--- | :--- | :--- | :--- |

UNITEDSTATES POSTAL SERVICE

## 2018 Price Change

| Marketing Mail Pound-Rate <br> Commercial Flats <br> Rev/Pc - 8 oz. Auto Flats | Current <br> Rev/Pc* | New <br> Rev/Pc* | $\$$ <br> Difference | $\%$ <br> Difference |
| :--- | :---: | :---: | :---: | :---: |
| 5-Digit DSCF | $\$ 0.508$ | $\$ 0.511$ | $\$ 0.003$ | $0.59 \%$ |
| C-R Basic DSCF | $\$ 0.394$ | $\$ 0.393$ | $-\$ 0.001$ | $-0.25 \%$ |
| Pure C-R DSCF | $\$ 0.374$ | $\$ 0.374$ | $\$ 0.000$ | $0.00 \%$ |
| Pure C-R DDU | $\$ 0.352$ | $\$ 0.352$ | $\$ 0.000$ | $0.00 \%$ |
| HD DSCF | $\$ 0.294$ | $\$ 0.293$ | $-\$ 0.001$ | $-0.34 \%$ |
| HD+ DSCF | $\$ 0.274$ | $\$ 0.272$ | $-\$ 0.002$ | $-0.73 \%$ |
| Saturation DSCF | $\$ 0.264$ | $\$ 0.264$ | $\$ 0.000$ | $0.00 \%$ |
| Saturation DDU | $\$ 0.246$ | $\$ 0.246$ | $\$ 0.000$ | $0.00 \%$ |
| *Current and New Revenue per piece rounded to 3 decimal points |  |  |  |  |

## Periodicals

## Outside County

## Inside County

## CPI Percent Change

> The majority of the large circulation publications will pay between 1.0 and 1.9 percent more in postage from this price change.
> On average, heavier weight mailers will also see their postage increase by less than CPI.
$>$ On average, large Nonprofit mailers will see changes in their prices from 1.3 percent increases to declines of 1.4 percent.
> On average, smaller, low circulation publications (less than 150 thousand per issue) will see above average increases due to small circulation, lighter weight pieces and a higher percentage of non-machinable pieces.
$>$ Ride Along Prices changed by $\$ 0.001$ or $0.6 \%$

## Package Services - ~2.0\% overall increase

| Product | CPI Percent Change |
| :---: | :---: |
| Media Mail/Library Mail | $1.99 \%$ |
| Alaska Bypass | $1.31 \%$ |
| Bound Printed Matter |  |
| Flats- Overall | $2.09 \%$ |
| Origin - Carrier Route | $-1.98 \%$ |
| DSCF - Carrier Route | $3.83 \%$ |
| DDU - Carrier Route | $6.35 \%$ |
| Parcels - Overall | $1.92 \%$ |
| Origin - Basic Presort | $-3.04 \%$ |
| DSCF - Basic Presort | $2.33 \%$ |
| DDU - Basic Presort | $4.66 \%$ |

[^0]
## Extra Services - ~2.0\% overall increase

| Product | CPI Percent Change |
| :--- | :---: |
| PO Boxes $^{\text {M }}$ | $1.9 \%$ |
| Certified Mail $^{\ominus}$ | $3.0 \%$ |
| Return Receipt | $0.7 \%$ |
| Certificate of Mailing | $3.2 \%$ |
| Address Correction Service | $2.5 \%$ |
| All Other | $1.7 \%$ |


| Competitive Prices | Jan. 2018 |
| :--- | :---: |
| Products | \%.8\% Retail |
| Priority Mail | $6.2 \%$ Com. Base** <br> $6.1 \%$ Com. Plus |
| Priority Mail Express | $3.9 \%$ |
| Parcel Select Heavyweight | $3.9 \%$ |
| Parcel Select Lightweight (PSLW) | $4.9 \%$ |
| First-Class Package Service (FCPS) | $7.0 \%$ |
| Retail Ground | $3.9 \%$ |
| Parcel Return Service (PRS) | $3.9 \%$ |
| International | $4.9 \%$ |
| FCM Retail Parcels | $3.9 \%$ |

** Reduces Commercial Base discount to $9.4 \%$ off Retail \& Commercial Plus discount to $12.7 \%$ off Retail.

## Resources

Online
> Postal Explorer - pe.usps.com

- Current and new prices
- Including downloadable price files in excel and CSV formats
- Federal Register notices
- Domestic Mail Manual \& International Mail Manual

DMM ${ }^{\circledR}$ Advisory - posted on Postal Explorer, also special e-mail updates



[^0]:    Note: Will allow co-mail up to 24 ounces with existing Periodical and Marketing Mail co-mail pools.

