



2020 Postal Rate Changes

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National Postal Forum Registration

Come join us at the Orlando World Center Marriott for the 2020 National Postal Forum

April 26 – 29, 2020 in Orlando, Florida

Visit NPF online registration and login to your existing account or create a new profile to register. After you have logged into your profile, follow the steps to choose a registration type, apply any discounts you may qualify for, select optional events or Professional Certification programs, reserve a hotel room and make payment.

**** Opportunity to Save! ****

To receive 10% off of your 2020 NPF registration, be sure to check the box labeled “I have a different discount code” and enter the code **Mark2020** into the discount code box and then click “Apply”.

To learn more about registration options and opportunities to save visit WWW.NPF.ORG for details.

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National Postal Forum Exhibit Hall

Come join us at the Orlando World Center Marriott for the 2020 National Postal Forum
April 26 – 29, 2020 in Orlando, Florida

For three days this coming May you will have the opportunity to exhibit at the country's preeminent trade show devoted to the mailing industry and make your 2020 NPF Connections in Orlando.

Don't miss out on the premier marketing event for mailing professionals and USPS business customers. Exhibit where you can reach your target customer more effectively and efficiently. Initial booth assignments will be made in 2020 for the National Postal Forum in Orlando, Florida. Booth spaces are assigned on a first come-first served basis – so act quickly!

Go to the NPF website for the latest information -- WWW.NPF.ORG.

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Overview

- **Rates effective - January 26, 2020**
- **Shipping Services**
- **Market Dominant Products**
- **PRC Ruling**
- **DIM Weight Delay**
- **Postage Statements**
- **2019 Mailing Promotions**
- **Implementation Checklist**

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January 26, 2020

- **Rates go up on Sunday, January 26**
- **Mail is now 24 x 7, 365 days a year**
- **Opportunity to test meters, software**

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Shipping Services

- **Priority Mail Express**
- **Priority Mail**
- **Parcel Select**
- **Parcel Return Service**
- **First-Class Package Service**
- **First-Class Mail Retail Parcels**
- **Retail Ground**
- **International**

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Shipping Services: Priority Mail Express

Retail Pricing

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|---------------------------|---------------|-----------|------------------|----------|
| Flat Rate Envelope | \$ 25.50 | \$ 26.35 | \$ 0.85 | 3.3% |
| Legal FR Envelope | \$ 25.70 | \$ 26.50 | \$ 0.80 | 3.1% |
| Padded FR Envelope | \$ 26.20 | \$ 26.95 | \$ 0.75 | 2.9% |
| Up to 0.5 Lb (Zone 1 & 2) | \$ 25.50 | \$ 26.35 | \$ 0.85 | 3.3% |

Commercial Base

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|---------------------------|---------------|-----------|------------------|----------|
| Flat Rate Envelope | \$ 22.68 | \$ 22.75 | \$ 0.07 | 0.3% |
| Legal FR Envelope | \$ 22.80 | \$ 22.95 | \$ 0.15 | 0.7% |
| Padded FR Envelope | \$ 23.18 | \$ 23.25 | \$ 0.07 | 0.3% |
| Up to 0.5 Lb (Zone 1 & 2) | \$ 22.68 | \$ 22.75 | \$ 0.07 | 0.3% |

Additional Fees:

Sunday Delivery –\$12.50

10:30am Delivery - \$5.00

Commercial

Non=IMpb Comply - \$0.20

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Shipping Services: Priority Mail Retail

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|-------------------------|---------------|-----------|------------------|----------|
| Flat Rate Envelope | \$ 7.35 | \$ 7.75 | \$ 0.40 | 5.4% |
| Legal FR Envelope | \$ 7.65 | \$ 8.05 | \$ 0.40 | 5.2% |
| Padded FR Envelope | \$ 8.00 | \$ 8.40 | \$ 0.40 | 5.0% |
| Small FR Box | \$ 7.90 | \$ 8.30 | \$ 0.40 | 5.1% |
| Medium FR Box | \$ 14.35 | \$ 15.05 | \$ 0.70 | 4.9% |
| Large FR Box | \$ 19.95 | \$ 21.10 | \$ 1.15 | 5.8% |
| APO/FPO/DPO | | | | |
| Large Flat Rate Box | \$ 18.45 | \$ 19.60 | \$ 1.15 | 6.2% |
| Up to 1 Lb (Zone 1 & 2) | \$ 7.35 | \$ 7.50 | \$ 0.15 | 2.0% |

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Shipping Services: Priority Mail Commercial Base

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|-------------------------|---------------|-----------|------------------|----------|
| Flat Rate Envelope | \$ 6.95 | \$ 7.15 | \$ 0.20 | 2.9% |
| Legal FR Envelope | \$ 7.25 | \$ 7.45 | \$ 0.20 | 2.8% |
| Padded FR Envelope | \$ 7.55 | \$ 7.75 | \$ 0.20 | 2.6% |
| Small FR Box | \$ 7.50 | \$ 7.65 | \$ 0.15 | 2.0% |
| Medium FR Box | \$ 12.80 | \$ 13.20 | \$ 0.40 | 3.1% |
| Large FR Box | \$ 17.60 | \$ 18.30 | \$ 0.70 | 4.0% |
| APO/FPO/DPO | | | | |
| Large Flat Rate Box | \$ 16.10 | \$ 16.80 | \$ 0.70 | 4.3% |
| Up to 1 Lb (Zone 1 & 2) | \$ 6.95 | \$ 7.02 | \$ 0.07 | 1.0% |

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Shipping Services: Priority Mail Commercial Plus

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|-------------------------|---------------|-----------|------------------|----------|
| Flat Rate Envelope | \$ 6.95 | \$ 7.15 | \$ 0.20 | 2.9% |
| Legal FR Envelope | \$ 7.25 | \$ 7.45 | \$ 0.20 | 2.8% |
| Padded FR Envelope | \$ 7.55 | \$ 7.75 | \$ 0.20 | 2.6% |
| Small FR Box | \$ 7.50 | \$ 7.65 | \$ 0.15 | 2.0% |
| Medium FR Box | \$ 12.80 | \$ 13.20 | \$ 0.40 | 3.1% |
| Large FR Box | \$ 17.60 | \$ 18.30 | \$ 0.70 | 4.0% |
| APO/FPO/DPO | | | | |
| Large Flat Rate Box | \$ 16.10 | \$ 16.80 | \$ 0.70 | 4.3% |
| Up to 1 Lb (Zone 1 & 2) | \$ 6.95 | \$ 7.02 | \$ 0.07 | 1.0% |

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Market Dominant

- **First-Class Mail**
- **USPS Marketing Mail**
- **Periodicals**
- **Package Services**
- **Extra Services**

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Market Dominant: First Class Mail Retail

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|---------------------|---------------|-----------|------------------|----------|
| Retail Single Piece | \$ 0.55 | \$ 0.55 | \$ - | 0.0% |
| Second Ounce | \$ 0.15 | \$ 0.15 | \$ - | 0.0% |
| Flats - One Ounce | \$ 1.00 | \$ 1.00 | \$ - | 0.0% |
| Postcards | \$ 0.35 | \$ 0.35 | \$ - | 0.0% |

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Market Dominant: First Class Mail Commercial

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|----------------------|---------------|-----------|------------------|----------|
| Retail Single Piece | \$ 0.550 | \$ 0.550 | \$ - | 0.0% |
| Metered Single Piece | \$ 0.500 | \$ 0.500 | \$ - | 0.0% |
| Mixed AADC LTR | \$ 0.428 | \$ 0.439 | \$ 0.011 | 2.6% |
| AADC LTR | \$ 0.412 | \$ 0.419 | \$ 0.007 | 1.7% |
| 5-Digit LTR | \$ 0.383 | \$ 0.389 | \$ 0.006 | 1.6% |
| Mixed AADC Flat | \$ 0.877 | \$ 0.916 | \$ 0.039 | 4.4% |
| 3-Digit Flat | \$ 0.755 | \$ 0.777 | \$ 0.022 | 2.9% |
| 5-Digit Flat | \$ 0.636 | \$ 0.630 | \$ (0.006) | -0.9% |

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Market Dominant: USPS Marketing Mail Commercial Letters

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|-------------------|---------------|-----------|------------------|----------|
| Mixed AADC Origin | \$ 0.291 | \$ 0.299 | \$ 0.008 | 2.7% |
| 5-Digit Origin | \$ 0.256 | \$ 0.259 | \$ 0.003 | 1.2% |
| 5-Digit DNDC | \$ 0.234 | \$ 0.239 | \$ 0.005 | 2.1% |
| 5-Digit DSCF | \$ 0.228 | \$ 0.233 | \$ 0.005 | 2.2% |
| HD DSCF | \$ 0.184 | \$ 0.186 | \$ 0.002 | 1.1% |
| Saturation Origin | \$ 0.190 | \$ 0.191 | \$ 0.001 | 0.5% |
| Saturation DNDC | \$ 0.170 | \$ 0.172 | \$ 0.002 | 1.2% |
| Saturation DSCF | \$ 0.165 | \$ 0.168 | \$ 0.003 | 1.8% |

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Market Dominant: USPS Marketing Mail Commercial Flats - Auto

| Type | Current Rates | New Rates | Per Piece Change | % Change |
|----------------|---------------|-----------|------------------|----------|
| 3-Digit Origin | \$ 0.523 | \$ 0.543 | \$ 0.020 | 3.8% |
| 3-Digit DNDC | \$ 0.480 | \$ 0.500 | \$ 0.020 | 4.2% |
| 3-Digit DSCF | \$ 0.470 | \$ 0.489 | \$ 0.019 | 4.0% |
| 5-Digit Origin | \$ 0.405 | \$ 0.418 | \$ 0.013 | 3.2% |
| 5-Digit DNDC | \$ 0.362 | \$ 0.375 | \$ 0.013 | 3.6% |
| 5-Digit DSCF | \$ 0.352 | \$ 0.364 | \$ 0.012 | 3.4% |

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Market Dominant: Periodicals

- **Outside County – 1.924% increase**
- **Inside County – 1.46% increase**
- **Smaller, low volume, lightweight pubs will see larger average increase**
- **Larger circulation publications will see increases ranging from 1% to 4%**

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Market Dominant: Extra Services

- **Average increase of 1.905%**
- **PO Boxes – 2.30%**
- **Certified Mail – 1.43%**
- **Return Receipt – 3.04%**
- **Address Correction Service – 2.5%**
- **Certificate of Mailing – 4.11%**

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What About the PRC Proposed Rulemaking?

- **Published December 5, 2019**
- **Public comments until February 3, 2020**
- **Potential changes for additional rate authority
& increases based on:**
 - **Density / Retirement**
 - **Performance and service standards**
 - **Non-compensatory products & classes**

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USPS Statements Changes

- **First-Class Mail® PS Form 3600 FCM**
- **Package Services, PS Form 3605-R**
- **Priority Mail, PS Form 3600-PM**
- **International Mail PS Form 3700**
- **Electronic Verification System Permit Imprint, PS Form 3560**

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USPS Promotions

- **Tactile, Sensory and Interactive Mailpiece Engagement Promotion**
- **Emerging and Advanced Technology Promotion**
- **Earned Value Reply Mail Promotion**
- **Personalized Color Transpromo Promotion**
- **Mobile Shopping Promotion**
- **Informed Delivery Promotion**

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Implementation Checklist

Complete as soon as possible:

- Announcement to customers (internal/external)
 - Explanation on impact to business
 - Plan to mitigate rate increase
- Meet with local postal representatives
- Meet with meter/software vendors
 - Dates for update release
 - Testing plans
- Meet with mail center employees
 - Provide training on new rates and forms
 - Review schedule for updates and transition

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Implementation Checklist

Complete end-of-day, January 24 or 25, 2020

Upload updates for meters and software

- Test all updates
- Post reminders of new rates
- Replace all printed/electronic forms

Complete on January 26 and 27, 2020:

- Announcement to customers (internal/external)
- Meet with mail center employees
- Test meters and forms
- Implement quality checks throughout day
- Have manager/supervisor accompany mail to USPS

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USPS Resources

- **Postal Explorer (pe.usps.com)**
- **PostalPro (postalpro.usps.com)**
- **Federal Register notices**
- **DMM Advisory
(dmmadvisory@usps.com)**
- **PCC Insider (pccinsider@usps.com)**

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Success – Today & Tomorrow

- **Know Your Mail**
 - **Content**
 - **Characteristics**
 - **Categories and quantity**
- **Continuous review**
 - **Weekly**
 - **Monthly**
 - **Quarterly**
- **USPS – Use your local resources**

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Questions?



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Tweet: [@MarkMFallon](https://twitter.com/MarkMFallon)

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