



# 2018 Postal Rate Changes

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## National Postal Forum Registration

Come join us at the Henry B. Gonzalez Convention Center for the 2018 National Postal Forum  
May 6-9, 2018 in San Antonio, Texas

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.

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To receive an 10% off of your 2018 NPF registration, be sure to check the box labeled "I have a different discount code" and enter the code **Mark2018** into the discount code box and then click "Apply".

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# National Postal Forum Exhibit Hall

Come join us at the Henry B. Gonzalez Convention Center for the 2018 National Postal Forum  
May 6-9, 2018 in San Antonio, Texas

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 2018 NPF Connections in San Antonio.

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 2018 for the National Postal Forum in San Antonio, TX. 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](http://WWW.NPF.ORG).

## Overview

- **Rates effective - January 21, 2018**
- **Shipping Services**
- **Market Dominant Products**
- **What About the PRC Finding?**
- **Implementation Checklist**

## January 21, 2018

- Rates go up on Sunday, January 21
- Mail is now 24 x 7, 365 days a year
- Opportunity to test meters, software

## Shipping Services

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

# Shipping Services: Priority Mail Express

## Retail Pricing

Type	Current Rates	New Rates	Per Piece Change	% Change
Flat Rate Envelope	\$ 23.75	\$ 24.70	\$ 0.95	4.0%
Legal FR Envelope	\$ 23.95	\$ 24.90	\$ 0.95	4.0%
Padded FR Envelope	\$ 24.45	\$ 25.40	\$ 0.95	3.9%
Up to 4 Lb (Zone 1)	\$ 23.75	\$ 24.70	\$ 0.95	4.0%

## Commercial Base / Commercial Plus

Type	Current Rates	New Rates	Per Piece Change	% Change
Flat Rate Envelope	\$ 21.18	\$ 21.98	\$ 0.80	3.8%
Legal FR Envelope	\$ 21.28	\$ 22.09	\$ 0.81	3.8%
Padded FR Envelope	\$ 21.64	\$ 22.46	\$ 0.82	3.8%
Up to 4 Lb (Zone 1)	\$ 21.18	\$ 21.98	\$ 0.80	3.8%

### Additional Fees:

**Sunday Delivery –\$12.50**

**10:30am Delivery - \$5.00**

**Non-IMPb Comp - \$0.20**

# Shipping Services: Priority Mail Retail

Type	Current Rates	New Rates	Per Piece Change	% Change
Flat Rate Envelope	\$ 6.65	\$ 6.70	\$ 0.05	0.8%
Legal FR Envelope	\$ 6.95	\$ 7.00	\$ 0.05	0.7%
Padded FR Envelope	\$ 7.20	\$ 7.25	\$ 0.05	0.7%
Small FR Box	\$ 7.15	\$ 7.20	\$ 0.05	0.7%
Medium FR Box	\$ 13.60	\$ 13.65	\$ 0.05	0.4%
Large FR Box	\$ 18.85	\$ 18.90	\$ 0.05	0.3%
APO/FPO/DPO				
Large Flat Rate Box	\$ 17.35	\$ 17.40	\$ 0.05	0.3%
Up to 1 Lb (Zone 1)	\$ 6.65	\$ 6.70	\$ 0.05	0.8%

## Shipping Services: Priority Mail Commercial Base

Type	Current Rates	New Rates	Per Piece Change	% Change
Flat Rate Envelope	\$ 5.95	\$ 6.55	\$ 0.60	10.1%
Legal FR Envelope	\$ 6.25	\$ 6.85	\$ 0.60	9.6%
Padded FR Envelope	\$ 6.50	\$ 7.10	\$ 0.60	9.2%
Small FR Box	\$ 6.45	\$ 7.05	\$ 0.60	9.3%
Medium FR Box	\$ 12.40	\$ 12.85	\$ 0.45	3.6%
Large FR Box	\$ 17.05	\$ 17.65	\$ 0.60	3.5%
APO/FPO/DPO				
Large Flat Rate Box	\$ 15.55	\$ 16.15	\$ 0.60	3.9%
Up to 1 Lb (Zone 1)	\$ 5.95	\$ 6.55	\$ 0.60	10.1%

## Shipping Services: Priority Mail Commercial Plus

Type	Current Rates	New Rates	Per Piece Change	% Change
Flat Rate Envelope	\$ 5.75	\$ 6.35	\$ 0.60	10.4%
Legal FR Envelope	\$ 6.05	\$ 6.65	\$ 0.60	9.9%
Padded FR Envelope	\$ 6.30	\$ 6.90	\$ 0.60	9.5%
Small FR Box	\$ 6.25	\$ 6.85	\$ 0.60	9.6%
Medium FR Box	\$ 12.05	\$ 12.45	\$ 0.40	3.3%
Large FR Box	\$ 16.55	\$ 17.10	\$ 0.55	3.3%
APO/FPO/DPO				
Large Flat Rate Box	\$ 15.05	\$ 15.60	\$ 0.55	3.7%
Up to 1 Lb (Zone 1)	\$ 5.75	\$ 6.35	\$ 0.60	10.4%

## Market Dominant

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

## Market Dominant: First Class Mail Retail

Type	Current Rates	New Rates	Per Piece Change	% Change
Retail Single Piece	\$ 0.49	\$ 0.50	\$ 0.01	2.0%
Additional Ounce	\$ 0.21	\$ 0.21	\$ -	0.0%
Flats - One Ounce	\$ 0.98	\$ 1.00	\$ 0.02	2.0%
Postcards	\$ 0.34	\$ 0.35	\$ 0.01	2.9%

## Market Dominant: First Class Mail Commercial

Type	Current Rates	New Rates	Per Piece Change	% Change
Retail Single Piece	\$ 0.490	\$ 0.500	\$ 0.010	2.0%
Metered Single Piece	\$ 0.460	\$ 0.470	\$ 0.010	2.2%
Mixed AADC LTR	\$ 0.423	\$ 0.424	\$ 0.001	0.2%
AADC LTR	\$ 0.403	\$ 0.408	\$ 0.005	1.2%
5-Digit LTR	\$ 0.373	\$ 0.378	\$ 0.005	1.3%
Mixed AADC Flat	\$ 0.750	\$ 0.705	\$ (0.045)	-6.0%
3-Digit Flat	\$ 0.630	\$ 0.593	\$ (0.037)	-5.9%
5-Digit Flat	\$ 0.446	\$ 0.474	\$ 0.028	6.3%

## Market Dominant: USPS Marketing Mail Commercial Letters

Type	Current Rates	New Rates	Per Piece Change	% Change
Mixed Origin	\$ 0.288	\$ 0.287	\$ (0.001)	-0.3%
5-Digit Origin	\$ 0.251	\$ 0.251	\$ -	0.0%
5-Digit DNDC	\$ 0.225	\$ 0.227	\$ 0.002	0.9%
5-Digit DSCF	\$ 0.217	\$ 0.220	\$ 0.003	1.4%
HD DSCF	\$ 0.168	\$ 0.172	\$ 0.004	2.4%
Saturation Origin	\$ 0.185	\$ 0.186	\$ 0.001	0.5%
Saturation DNDC	\$ 0.161	\$ 0.164	\$ 0.003	1.9%
Saturation DSCF	\$ 0.155	\$ 0.158	\$ 0.003	1.9%

## Market Dominant: USPS Marketing Mail Commercial Flats

Type	Current Rates	New Rates	Per Piece Change	% Change
5-Digit DSCF	\$ 0.335	\$ 0.340	\$ 0.005	1.5%
CR Basic DSCF	\$ 0.252	\$ 0.257	\$ 0.005	2.0%
Pure CR DSCF	\$ 0.232	\$ 0.238	\$ 0.006	2.6%
Pure CR DDU	\$ 0.221	\$ 0.227	\$ 0.006	2.7%
HD DSCF	\$ 0.194	\$ 0.194	\$ -	0.0%
HD + DSCF	\$ 0.174	\$ 0.173	\$ (0.001)	-0.6%
Saturation DSCF	\$ 0.164	\$ 0.165	\$ 0.001	0.6%
Saturation DDU	\$ 0.155	\$ 0.156	\$ 0.001	0.6%

## Market Dominant: Periodicals

- **Outside County – 1.93% increase**
- **Inside County – 1.84% increase**
- **Smaller, low volume pubs will see larger average increase**
- **Larger, heavier publications will see postage decline**

## Market Dominant: Extra Services

- Average increase of 2.0%
- PO Boxes – 1.9%
- Certified Mail – 3.0%
- Return Receipt – 0.7%
- Address Correction Service – 2.5%
- All Other – 1.7%

## What About the PRC Finding?

- Takes affect with the next rate case
- Public comments until March 1, 2018
- For next 5 years
  - Rate authority of CPI + 2%
  - Additional 1% authority if USPS meets service standards

# 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

# Implementation Checklist

## Complete end-of-day, January 19 or 20, 2018

Upload updates for meters and software

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

## Complete on January 22, 2018:

- 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

## USPS Resources

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

## Success – Today & Tomorrow

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

# Questions?



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

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