



JULY 2023 POSTAL RATE CHART - USPS PRICING VARIANCE REFERENCE

Effective Date: July 9, 2023

FIRST-CLASS MAIL

| NON-AUTOMATION (Under 1 oz.) | JULY 2023 PRICING | | | JANUARY 2023 PRICING | | | PRICING VARIANCE | | |
|--|-------------------|---------|---------|----------------------|---------|---------|------------------|-----------|-----------|
| | LETTERS | CARDS | FLATS | LETTERS | CARDS | FLATS | LETTERS | CARDS | FLATS |
| Single Piece | \$0.660 | \$0.510 | \$1.350 | \$0.630 | \$0.480 | \$1.260 | ▲ \$0.030 | ▲ \$0.030 | ▲ \$0.090 |
| Additional Ounce* | \$0.240 | \$ - | \$0.240 | \$0.240 | \$ - | \$0.240 | ▬ \$ - | ▬ \$ - | ▬ \$ - |
| * - 3 cent discount for metered mail up to 3.5 ounces. | | | | | | | | | |
| PRESORTED | LETTERS | CARDS | FLATS | LETTERS | CARDS | FLATS | LETTERS | CARDS | FLATS |
| Machineable Presorted | \$0.576 | \$0.404 | \$1.270 | \$0.546 | \$0.394 | \$1.185 | ▲ \$0.030 | ▲ \$0.010 | ▲ \$0.085 |
| Mixed AADC | \$0.561 | \$0.388 | \$1.234 | \$0.531 | \$0.381 | \$1.068 | ▲ \$0.030 | ▬ \$0.007 | ▲ \$0.166 |
| AADC | \$0.537 | \$0.376 | \$1.098 | \$0.507 | \$0.370 | \$0.955 | ▲ \$0.030 | ▬ \$0.006 | ▲ \$0.143 |
| 3-Digit (Flats only) | \$ - | \$ - | \$1.037 | \$ - | \$ - | \$0.896 | ▬ \$ - | ▬ \$ - | ▲ \$0.141 |
| 5-Digit | \$0.498 | \$0.355 | \$0.831 | \$0.471 | \$0.352 | \$0.689 | ▲ \$0.027 | ▬ \$0.003 | ▲ \$0.142 |
| Additional Ounce* | \$ - | \$ - | \$0.240 | \$ - | \$ - | \$0.240 | ▬ \$ - | ▬ \$ - | ▬ \$ - |
| * - Letter mail pricing is up to 3.5 ounces. More than 3.5 ounces is a flat. | | | | | | | | | |

MARKETING / STANDARD MAIL

| AUTOMATION RATES | JULY 2023 PRICING | | | | | | | | JANUARY 2023 PRICING | | | | | | | | PRICING VARIANCE | | | | | | | |
|--|-------------------|---------|---------|---------|----------------------|---------|---------|---------|----------------------|---------|---------|---------|----------------------|---------|---------|---------|------------------|-----------|-----------|--------|----------------------|-----------|-----------|-----------|
| | LETTERS | | | | FLATS (4 oz or less) | | | | LETTERS | | | | FLATS (4 oz or less) | | | | LETTERS | | | | FLATS (4 oz or less) | | | |
| Entry Point | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU |
| Mixed AADC | \$0.381 | \$0.354 | \$ - | \$ - | \$0.976 | \$0.905 | \$ - | \$ - | \$0.360 | \$0.337 | \$ - | \$ - | \$0.896 | \$0.827 | \$ - | \$ - | ▲ \$0.021 | ▲ \$0.017 | ▬ \$ - | ▬ \$ - | ▲ \$0.080 | ▲ \$0.078 | ▬ \$ - | ▬ \$ - |
| AADC | \$0.361 | \$0.334 | \$0.326 | \$ - | \$0.893 | \$0.822 | \$0.802 | \$ - | \$0.339 | \$0.316 | \$0.309 | \$ - | \$0.824 | \$0.755 | \$0.735 | \$ - | ▲ \$0.022 | ▲ \$0.018 | ▲ \$0.017 | ▬ \$ - | ▲ \$0.069 | ▲ \$0.067 | ▲ \$0.067 | ▬ \$ - |
| 3-Digit | \$ - | \$ - | \$ - | \$ - | \$0.786 | \$0.715 | \$0.695 | \$ - | \$ - | \$ - | \$ - | \$ - | \$0.726 | \$0.657 | \$0.637 | \$ - | ▬ \$ - | ▬ \$ - | ▬ \$ - | ▬ \$ - | ▲ \$0.060 | ▲ \$0.058 | ▲ \$0.058 | ▬ \$ - |
| 5-Digit | \$0.326 | \$0.299 | \$0.291 | \$ - | \$0.609 | \$0.538 | \$0.518 | \$ - | \$0.305 | \$0.282 | \$0.275 | \$ - | \$0.572 | \$0.503 | \$0.483 | \$ - | ▲ \$0.021 | ▲ \$0.017 | ▲ \$0.016 | ▬ \$ - | ▲ \$0.037 | ▲ \$0.035 | ▲ \$0.035 | ▬ \$ - |
| ECR Basic | \$0.505 | \$0.478 | \$0.470 | \$0.363 | \$0.467 | \$0.396 | \$0.376 | \$0.363 | \$0.446 | \$0.423 | \$0.416 | \$0.351 | \$0.426 | \$0.358 | \$0.352 | \$0.351 | ▲ \$0.059 | ▲ \$0.055 | ▲ \$0.054 | ▬ \$ - | ▲ \$0.041 | ▲ \$0.038 | ▲ \$0.024 | ▲ \$0.012 |
| ECR High Density (>= 125 addresses) | \$0.317 | \$0.290 | \$0.282 | \$0.285 | \$0.389 | \$0.318 | \$0.298 | \$0.285 | \$0.290 | \$0.267 | \$0.260 | \$0.278 | \$0.356 | \$0.310 | \$0.298 | \$0.278 | ▲ \$0.027 | ▲ \$0.023 | ▲ \$0.022 | ▬ \$ - | ▲ \$0.033 | ▬ \$0.008 | ▬ \$ - | ▬ \$0.007 |
| ECR High Density Plus (>= 300 addresses) | \$0.258 | \$0.231 | \$0.223 | \$0.225 | \$0.329 | \$0.258 | \$0.238 | \$0.225 | \$0.240 | \$0.217 | \$0.210 | \$0.210 | \$0.288 | \$0.242 | \$0.230 | \$0.210 | ▲ \$0.018 | ▲ \$0.014 | ▲ \$0.013 | ▬ \$ - | ▲ \$0.041 | ▲ \$0.016 | ▬ \$0.008 | ▲ \$0.015 |
| ECR Saturation (>= 90% active residential addresses) | \$0.228 | \$0.201 | \$0.193 | \$0.196 | \$0.300 | \$0.229 | \$0.209 | \$0.196 | \$0.213 | \$0.190 | \$0.183 | \$0.187 | \$0.265 | \$0.219 | \$0.207 | \$0.187 | ▲ \$0.015 | ▲ \$0.011 | ▲ \$0.010 | ▬ \$ - | ▲ \$0.035 | ▲ \$0.010 | ▬ \$0.002 | ▬ \$0.009 |

MARKETING / STANDARD MAIL (NON-PROFIT)

| AUTOMATION RATES | JULY 2023 PRICING | | | | | | | | JANUARY 2023 PRICING | | | | | | | | PRICING VARIANCE | | | | | | | |
|--|-------------------|---------|---------|---------|----------------------|---------|---------|---------|----------------------|---------|---------|---------|----------------------|---------|---------|---------|------------------|-----------|-----------|--------|----------------------|-----------|-----------|-----------|
| | LETTERS | | | | FLATS (4 oz or less) | | | | LETTERS | | | | FLATS (4 oz or less) | | | | LETTERS | | | | FLATS (4 oz or less) | | | |
| Entry Point | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU | ORIGIN | NDC | SCF | DDU |
| Mixed AADC | \$0.226 | \$0.199 | \$ - | \$ - | \$0.751 | \$0.680 | \$ - | \$ - | \$0.213 | \$0.190 | \$ - | \$ - | \$0.681 | \$0.612 | \$ - | \$ - | ▲ \$0.013 | ▬ \$0.009 | ▬ \$ - | ▬ \$ - | ▲ \$0.070 | ▲ \$0.068 | ▬ \$ - | ▬ \$ - |
| AADC | \$0.206 | \$0.179 | \$0.171 | \$ - | \$0.668 | \$0.597 | \$0.577 | \$ - | \$0.192 | \$0.169 | \$0.162 | \$ - | \$0.609 | \$0.540 | \$0.520 | \$ - | ▲ \$0.014 | ▬ \$0.010 | ▬ \$0.009 | ▬ \$ - | ▲ \$0.059 | ▲ \$0.057 | ▲ \$0.057 | ▬ \$ - |
| 3-Digit | \$ - | \$ - | \$ - | \$ - | \$0.561 | \$0.490 | \$0.470 | \$ - | \$ - | \$ - | \$ - | \$ - | \$0.511 | \$0.442 | \$0.422 | \$ - | ▬ \$ - | ▬ \$ - | ▬ \$ - | ▬ \$ - | ▲ \$0.050 | ▲ \$0.048 | ▲ \$0.048 | ▬ \$ - |
| 5-Digit | \$0.171 | \$0.144 | \$0.136 | \$ - | \$0.384 | \$0.313 | \$0.293 | \$ - | \$0.158 | \$0.135 | \$0.128 | \$ - | \$0.357 | \$0.288 | \$0.268 | \$ - | ▲ \$0.013 | ▬ \$0.009 | ▬ \$0.008 | ▬ \$ - | ▲ \$0.027 | ▲ \$0.025 | ▲ \$0.025 | ▬ \$ - |
| ECR Basic | \$0.357 | \$0.330 | \$0.322 | \$0.274 | \$0.378 | \$0.307 | \$0.287 | \$0.274 | \$0.313 | \$0.290 | \$0.283 | \$0.260 | \$0.335 | \$0.267 | \$0.261 | \$0.260 | ▲ \$0.044 | ▲ \$0.040 | ▲ \$0.039 | ▬ \$ - | ▲ \$0.043 | ▲ \$0.040 | ▲ \$0.026 | ▲ \$0.014 |
| ECR High Density (>= 125 addresses) | \$0.169 | \$0.142 | \$0.134 | \$0.196 | \$0.300 | \$0.229 | \$0.209 | \$0.196 | \$0.157 | \$0.134 | \$0.127 | \$0.187 | \$0.265 | \$0.219 | \$0.207 | \$0.187 | ▲ \$0.012 | ▬ \$0.008 | ▬ \$0.007 | ▬ \$ - | ▲ \$0.035 | ▲ \$0.010 | ▬ \$0.002 | ▬ \$0.009 |
| ECR High Density Plus (>= 300 addresses) | \$0.167 | \$0.140 | \$0.132 | \$0.133 | \$0.237 | \$0.166 | \$0.146 | \$0.133 | \$0.150 | \$0.127 | \$0.120 | \$0.116 | \$0.194 | \$0.148 | \$0.136 | \$0.116 | ▲ \$0.017 | ▲ \$0.013 | ▲ \$0.012 | ▬ \$ - | ▲ \$0.043 | ▲ \$0.018 | ▬ \$0.010 | ▲ \$0.017 |
| ECR Saturation (>= 90% active residential addresses) | \$0.143 | \$0.116 | \$0.108 | \$0.106 | \$0.210 | \$0.139 | \$0.119 | \$0.106 | \$0.132 | \$0.109 | \$0.102 | \$0.095 | \$0.173 | \$0.127 | \$0.115 | \$0.095 | ▲ \$0.011 | ▬ \$0.007 | ▬ \$0.006 | ▬ \$ - | ▲ \$0.037 | ▲ \$0.012 | ▬ \$0.004 | ▲ \$0.011 |