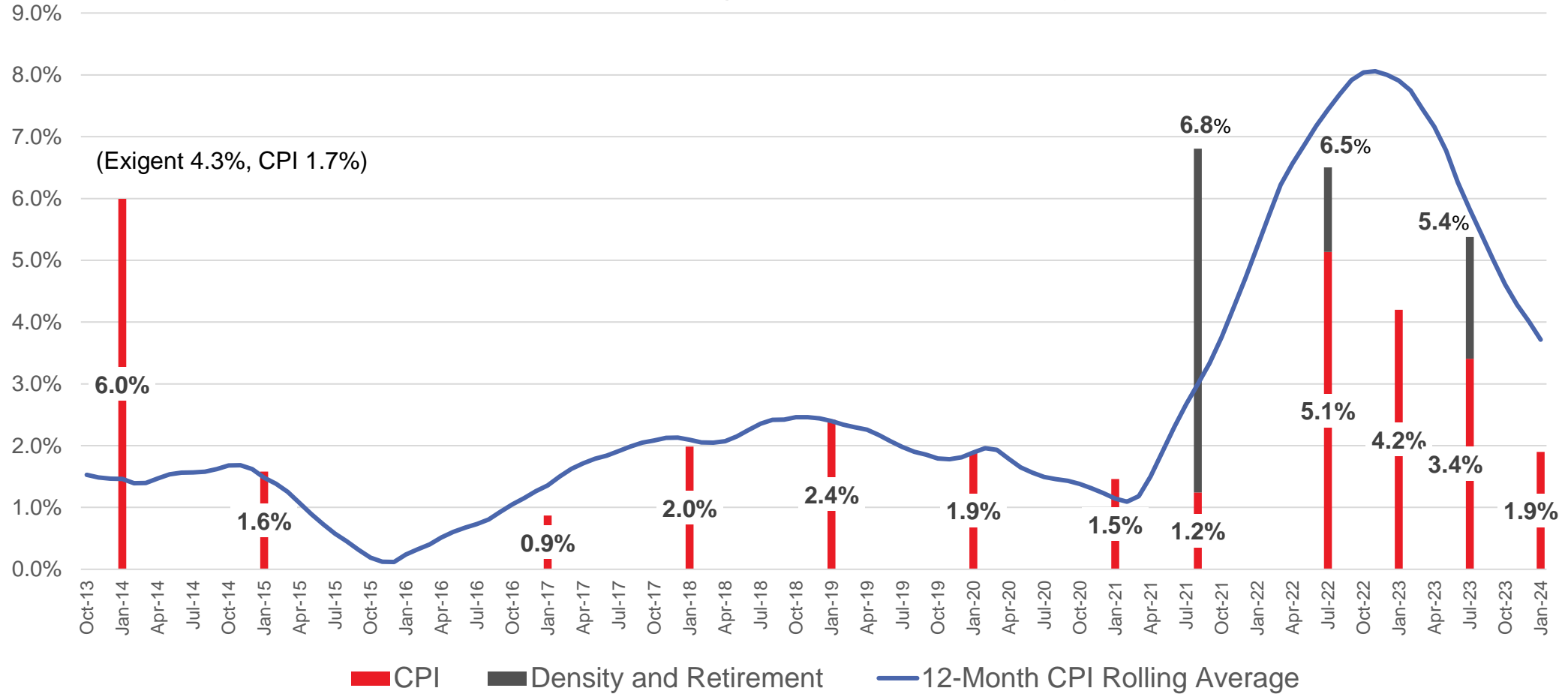


Price Adjustments January 2024

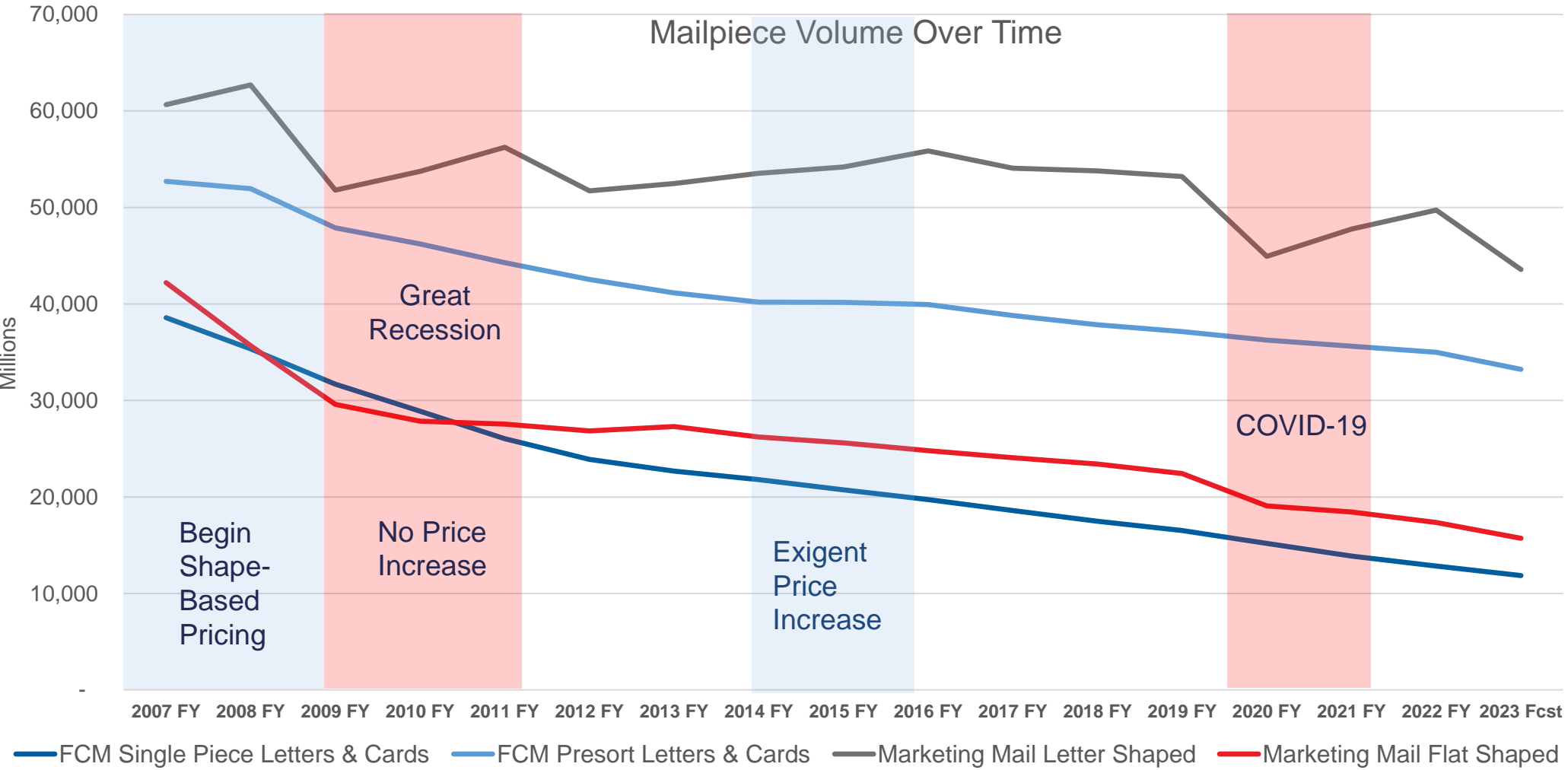
Market Dominant

CPI and Price Cap Authority Available for Price Increases

Historic and Long Term Price Cap Authority



Volume Trends – Influenced by Factors Other than Price Changes



Note: Data includes Political & Election Mail

Marketing Mail Letter-Shaped
CAGR -2.0%
FY23 Aug YTD -11.6%

First-Class Mail Presort
CAGR -2.8%
FY23 Aug YTD -5.0%

Marketing Mail Flat-Shaped
CAGR -5.7%
FY23 Aug YTD -8.1%

First-Class Mail Single-Piece
CAGR -7.1%
FY23 Aug YTD -8.7%

Chart Source: USPS Annual RPW, FY 2007-2022 and FY23 Fcst

Full-Service and Seamless Incentives and Permit Fees

	Current Incentive/Fee	Proposed Incentive/Fee	Percent Change
Full Service IMb			
First-Class Mail	\$0.003	\$0.003	0.0%
Marketing Mail	\$0.003	\$0.003	0.0%
Periodicals	\$0.001	\$0.001	0.0%
Package Services	\$0.001	\$0.001	0.0%
Seamless Incentive	\$0.001	\$0.001	0.0%
Permit Fee	\$290.00	\$310.00	6.9%
Periodicals Application Original Entry Fee	\$890.00	\$930.00	4.5%

2024 Mail Growth Incentives

USPS is pursuing two new mail incentives to grow volume. Both First-Class Mail and Marketing Mail Growth Incentives will provide eligible mailers a credit on additional mail volume in excess of their baseline volume.

Eligibility Criteria

1

Products Eligible for Each Growth Incentive

Products that are eligible for the **First-Class Mail Growth Incentive** include:

- First-Class Mail Presort Letters
- First-Class Mail Presort Cards
- First-Class Mail Presort Flats

Products that are eligible for the **Marketing Mail Growth Incentive*** includes:

- Marketing Mail Letters and HD/Saturation Letters
- Marketing Mail Flats and HD/Saturation Flats
- Marketing Mail Carrier Route
- Marketing Mail Parcels and Saturation Parcels

2

Volume Requirement

To qualify for any credits, mailers must have had a **minimum volume of 1 million pieces** mailed during the incentive period (Jan-Dec 2024)

*Every Door Direct Mail - Retail is not included

Incentive Details

Credit for Mail Volume in Excess of FY23 Volume

Mailers will receive a credit for any volume in excess of FY23 baseline volume. Incremental volume above one million pieces and this baseline will be eligible for a **30% credit** that will be issued quarterly (CY24 Q2, Q3, and end of CY24).

Baseline Period: October 2022-September 2023 (FY2023)

Registration Period: November 2023 – June 2024

Incentive Performance Period: January-December 2024

Earned Credit to Customer Account:

- July 2024
- October 2024
- February 2025

First-Class Mail

Product	Current Price	Proposed Price	Percent Change
Rate Authority			2.0%
Stamp Price	66¢	68¢	3.0%
Meter Price	63¢	64¢	1.6%
Single-Piece Cards	51¢	53¢	3.9%
Single-Piece Flats - 1 ounce	\$1.35	\$1.39	3.0%
Additional ounce rate Letters & Flats	24¢	24¢	0.0%
Nonmachinable surcharge – letters	40¢	44¢	10.0%
Presorted Letters (Auto & Nonauto)	51¢*	52¢*	1.8%
Presorted Cards (Auto & Nonauto)	36¢*	37¢*	0.5%
Presorted Flats (Auto & Nonauto)	\$1.51*	\$1.52*	0.7%
First-Class Mail International Outbound	\$1.50**	\$1.55**	3.3%

*Average revenue per piece

** First Class Mail International Letters and Cards 1 ounce price. Inbound prices set by UPU, expected increase 5.8%.



Ansel Adams Forever Stamps 2024

First-Class Mail

	Current Price	Proposed Price	\$ Difference	% Difference
1 oz. SP Metered	\$0.63	\$0.64	\$0.01	1.6%
1 oz. Auto Mixed AADC Letters	\$0.561	\$0.571	\$0.010	1.8%
1 oz. Auto AADC Letters	\$0.537	\$0.547	\$0.010	1.9%
1 oz. Auto 5-Digit Letters	\$0.498	\$0.507	\$0.009	1.8%
Shared Mail Letters	\$0.70	\$0.72	\$0.02	2.9%
Nonautomation Presort Cards	\$0.404	\$0.406	\$0.002	0.5%
Mixed AADC Automation Card	\$0.388	\$0.390	\$0.002	0.5%
AADC Automation Card	\$0.376	\$0.378	\$0.002	0.5%
Automation 5-Digit Card	\$0.355	\$0.357	\$0.002	0.5%

- Widened incentive to presort
- \$1 more per 1000 to sort to 5-Digit from AADC Letters

Marketing Mail

Product	Current Price	Proposed Price	Percent Change
Rate Authority			2.0%
Letters	\$0.267*	\$0.270*	1.3%
High Density Letters	\$0.273*	\$0.275*	1.1%
High Density Plus Letters	\$0.215*	\$0.220*	2.2%
Saturation Letters	\$0.178*	\$0.179*	0.3%
Flats	\$0.587*	\$0.611*	4.0%
Carrier Route	\$0.372*	\$0.387*	4.0%
High Density Flats	\$0.298*	\$0.312*	4.8%
High Density Plus Flats	\$0.225*	\$0.227*	1.0%
Saturation & EDDM Flats	\$0.192*	\$0.194*	1.4%
EDDM-Retail	\$0.198	\$0.203	2.5%
DAL	\$0.075	\$0.075	0.0%
DML	\$0.095	\$0.100	5.3%
Parcels	\$2.841*	\$3.410*	20.0%

* Average revenue per piece – percent change is calculated on actual numbers rather than rounded shown

Marketing Mail

Marketing Mail Auto Letters		Current Price		Proposed Price	\$ Difference	% Difference
5-Digit Origin	\$0.027	\$0.326	\$0.027	\$0.330	\$0.004	1.2%
5-Digit DNDC	\$0.008	\$0.299	\$0.008	\$0.303	\$0.004	1.3%
5-Digit DSCF		\$0.291		\$0.295	\$0.004	1.4%
HD DSCF	\$0.009	\$0.282	\$0.009	\$0.286	\$0.004	1.4%
HD Plus DSCF		\$0.223		\$0.229	\$0.006	2.7%
Saturation Origin	\$0.027	\$0.228	\$0.027	\$0.229	\$0.001	0.4%
Saturation DNDC		\$0.201		\$0.202	\$0.001	0.5%
Saturation DSCF	\$0.008	\$0.193	\$0.008	\$0.194	\$0.001	0.5%

Marketing Mail Automation Commercial Letters Prices Letters Product get below average price increase

Marketing Mail Piece-Rate Commercial Flats Prices

Marketing Mail Auto Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.518	\$0.548	\$0.030	5.8%
C-R Basic DSCF	\$0.376	\$0.394	\$0.018	4.8%
HD DSCF (125 pieces)	\$0.298	\$0.316	\$0.018	6.0%
HD+ DSCF (300 pieces)	\$0.238	\$0.243	\$0.005	2.1%
Saturation DSCF (90%)	\$0.209	\$0.214	\$0.005	2.4%
Saturation DDU (90%)	\$0.196	\$0.201	\$0.005	2.6%

- Widened incentive to presort
- \$12 more per 1000 to sort to CR entered at DSCF

Marketing Mail Containerization Discounts

Delivery Sort Container Discount

Flat-Shaped	Current Discount	New Discount	\$ Difference	% Difference
Basic CR Flats	\$0.024	\$0.027	\$0.003	12.5%
HD Flats	\$0.018	\$0.022	\$0.004	22.2%
HD Plus Flats	\$0.015	\$0.018	\$0.003	20.0%
Saturation/EDDM Flats	\$0.011	\$0.014	\$0.003	27.3%

Widened incentive to presort

Delivery Sort Container

- \$3 more per 1000 for CR flats, HD Plus and Saturation/EDDM flats;
- \$4 more per 1000 for HD flat

SCF Pallet Discount

Flat-Shaped	Current Discount	New Discount	\$ Difference	% Difference
Qualifying ADC, 3D and 5D	\$0.017	\$0.021	\$0.004	23.5%
Basic CR Flats	\$0.014	\$0.017	\$0.003	21.4%
HD Flats	\$0.010	\$0.012	\$0.002	20.0%
HD Plus Flats	\$0.009	\$0.011	\$0.002	22.2%
Saturation/EDDM Flats	\$0.003	\$0.004	\$0.001	33.3%

SCF Pallet

- \$4 more per 1000 for qualifying ADC, 3D and 5D flats
- \$3 more per 1000 for CR flats
- \$2 more per 1000 for HD flats and HD Plus flats
- \$1 more per 1000 for Saturation/EDDM flats

Discount for letter-shaped pieces on SCF or Finer Presort Pallet

Presort Level	Current Discount	New Discount	\$ Difference	% Difference
Qualifying ADC, AADC, 3-Digit & 5-Digit Letters	\$0.003	\$0.003	\$0.000	0.0%
Auto and Nonauto CR, HD, HD+, Saturation & EDDM Letters	\$0.002	\$0.003	\$0.001	50.0%

Widened incentive to containerize

SCF Pallet

\$1 more per 1000 for CR, HD and HD Plus, Saturation/EDDM Letters

Marketing Mail Automation Nonprofit Letters Prices

Letters Product get below average price increase

Marketing Mail Auto Letters	Current Price	Proposed Price	\$ Difference	% Difference
5-Digit Origin	\$0.171	\$0.173	\$0.002	1.2%
5-Digit DNDC	\$0.144	\$0.146	\$0.002	1.4%
5-Digit DSCF	\$0.136	\$0.138	\$0.002	1.5%
HD DSCF	\$0.134	\$0.135	\$0.001	0.7%
HD Plus DSCF	\$0.132	\$0.133	\$0.001	0.8%
Saturation Origin	\$0.143	\$0.147	\$0.004	2.8%
Saturation DNDC	\$0.116	\$0.120	\$0.004	3.4%
Saturation DSCF	\$0.108	\$0.112	\$0.004	3.7%

\$1 more per 1000 from 5D to HD at DSCF

Operationally there is no difference between 5-Digit and finer sortation levels for letters.

Marketing Mail Piece-Rate Nonprofit Flats Prices

Marketing Mail Auto Flats	Current Price	New Price	\$ Difference	% Difference
5-Digit DSCF	\$0.293	\$0.309	\$0.016	5.5%
C-R Basic DSCF	\$0.287 <small>\$0.006</small>	\$0.293 <small>\$0.016</small>	\$0.006	2.1%
HD DSCF (125 pieces)	\$0.209	\$0.215	\$0.006	2.9%
HD+ DSCF (300 pieces)	\$0.146	\$0.149	\$0.003	2.1%
Saturation DSCF (90%)	\$0.119	\$0.123	\$0.004	3.4%
Saturation DDU (90%)	\$0.106	\$0.110	\$0.004	3.8%

Widened incentive to presort

\$10 more per 1000 to sort to CR entered at DSCF