

PRICE CHANGE

JANUARY 22, 2017



ALBANY DISTRICT BUSINESS MAIL ENTRY

January Release "At-A-Glance"

LOWER

Single-Piece
Metered Mail

Some
First-Class
Mail

MAJOR CHANGES

Rename Standard Mail
to USPS Marketing Mail

Eliminate Flats
Sequencing System
(FSS) pricing

HIGHER

Some
Extra
Services

Package Services

Some Standard Mail
Letters, Flats & Parcels

First-Class Mail Forever Stamp

\$0.49



Extra Services

Certified Mail – \$3.35

Return Receipt - \$2.75

Electronic RR – \$1.45

Fee Payments (Business Reply and Permit Imprint) - \$225.00

Annual Maintenance Fees: \$685.00

Extra Services

~2.5% overall increase

Product	CPI Percent Change
PO Boxes™	6.7%
Certified Mail®	1.5%
Return Receipt	2.9%
Registered Mail™	0.0%
Insurance	0.5%
COD	2.5%
All Other	1.5%



ALBANY DISTRICT BUSINESS MAIL ENTRY

First-Class Mail and EDDM - Retail					
LETTERS		FLATS		PARCELS	
Weight Not Over (ounces)		Weight Not Over (ounces)		Weight Not Over (ounces)	
1	0.49	1	0.98	1	2.67
2	0.70	2	1.19	2	2.67
3	0.91	3	1.40	3	2.67
3.5	1.12	-	-	-	-
		4	1.61	4	2.67
LETTERS - Metered		5	1.82	5	2.85
1	0.46	6	2.03	6	3.03
2	0.67	7	2.24	7	3.21
3	0.88	8	2.45	8	3.39
3.5	1.09	9	2.66	9	3.57
		10	2.87	10	3.75
		11	3.08	11	3.93
		12	3.29	12	4.11
		13	3.50	13	4.29
Postcards	0.34				
Single-Piece Additional Ounce Rate (Letters/Flats)					0.21
Nonmachinable Surcharge (Letters Only)					0.21
Single-Piece Additional Ounce Rate after 4 oz (Parcels)					0.18
EDDM - Retail (USPS Marketing Mail Saturation Flats accepted at Retail)					0.177

Priority Mail Express

Service	Before Jan 22	After Jan 22
Flat Rate Envelope	\$22.95	\$23.75
Legal Flat Rate Envelope	\$22.95	\$23.95
Padded Flat Rate Envelope	\$22.95	\$24.45

Priority Mail

Service	Before Jan 22	After Jan 22
Flat Rate Envelope	\$6.45	\$6.65
Legal Flat Rate Envelope	\$6.45	\$6.95
Padded Flat Rate Envelope	\$6.80	\$7.20
Small Flat Rate Box	\$6.80	\$7.15
Medium Flat Rate Box	\$13.45	\$13.60
Large Flat Rate Box	\$18.75	\$18.85
Large APO/FPO/DPO Flat Rate Box	\$16.75	\$17.35

First-Class Mail International

No increase at this time

Product	CPI Percent Change
Letters	0.0%
Flats	0.0%
Cards	0.0%

* Note: First-Class Mail International Global Forever Stamp remain \$1.15

First-Class Mail Price Changes



First-Class Mail One Ounce Letter Product	Price	
	Current	New
Single Piece First-Class Stamp	\$0.47	\$0.49
Metered Mail	\$0.465	\$0.46
Automation Presort		
Mixed AADC	\$0.419	\$0.423
AADC	\$0.399	\$0.403
5-Digit	\$0.376	\$0.373

***AADC to 5-digit discount expanded from \$0.023 to \$0.03 is now an 84% passthrough

First-Class & Standard Mail Letters

Increase max weight from 3.3oz to 3.5oz

- ☐ Increase First-Class Machinable Presort Letters max weight from “3.3oz. or less” to “3.5oz. or less”
- ☐ Increase Standard Mail Letters max weight from “3.3oz. or less” to “3.5oz. or less”

Letters 3.3oz. (0.2063 lbs.) or less



Letters 3.5oz. (0.2188 lbs.) or less

Automated Area Distribution Center

First-Class Mail PS Form 3600

Part A

Remove 3-Digit from
Postcards and Letters (A2
and A6)

Part D

Remove 3-Digit Letters (D2)

Standard Mail PS Form 3602

Part A

Remove 3-Digit from Letters
(A2, A5, A10)

NEW

First Class Mail			
Part A—Automation prices <input type="checkbox"/> Check box if prices are populated in			
Postcards (eligible for postcard price)			
	Price	No. of Pieces	Subtotal Postage
A1 5-Digit			
A2 AADC			
A3 Mixed AADC			
Letters			
	Price	No. of Pieces	Subtotal Postage
A4 5-Digit			
A5 AADC			
A6 Mixed AADC			

Part D—Round Trip	
<input type="checkbox"/> Check box if prices are populated in	
Automation Letters	
D1	5-Digit
D2	AADC
D3	Mixed AADC

NEW

USPS Marketing Mail			
Part A—Automation letters <input type="checkbox"/> Check box if prices are populated in			
Letters 3.5 oz. (0.2188 lbs.) or less			
	Entry	Price Category	Price
A1	None	5-Digit	\$0.251
A2	None	AADC	0.271
A3	None	Mixed AADC	0.288
A4	DNDC	5-Digit	0.225
A5	DNDC	AADC	0.245
A6	DNDC	Mixed AADC	0.262
A7	DSCF	5-Digit	0.217
A8	DSCF	AADC	0.237

Standard Mail

Rename “Standard Mail” to “Marketing Mail”

- ❑ Mailers have 18 months to adopt new “USPS Marketing Mail” abbreviations
- ❑ Indicia on mailpieces should continue to display current Standard Mail abbreviations until notified by the USPS

United States Postal Service
Postage Statement - Standard Mail



NEW

United States Postal Service
Postage Statement - USPS Marketing Mail

Key First-Class Mail Bulk Prices

	Current Price	New Price	Percent Change
Mixed AADC Automation Letters	0.419	0.423	1.0%
AADC Automation Letters	0.399	0.403	1.0%
5-Digit Automation Letters	0.376	0.373	-0.8%

* Note: AADC to 5D Discount expanded from 2.3 cents to 3.0 cents, now an 84% passthrough.



ALBANY DISTRICT BUSINESS MAIL ENTRY

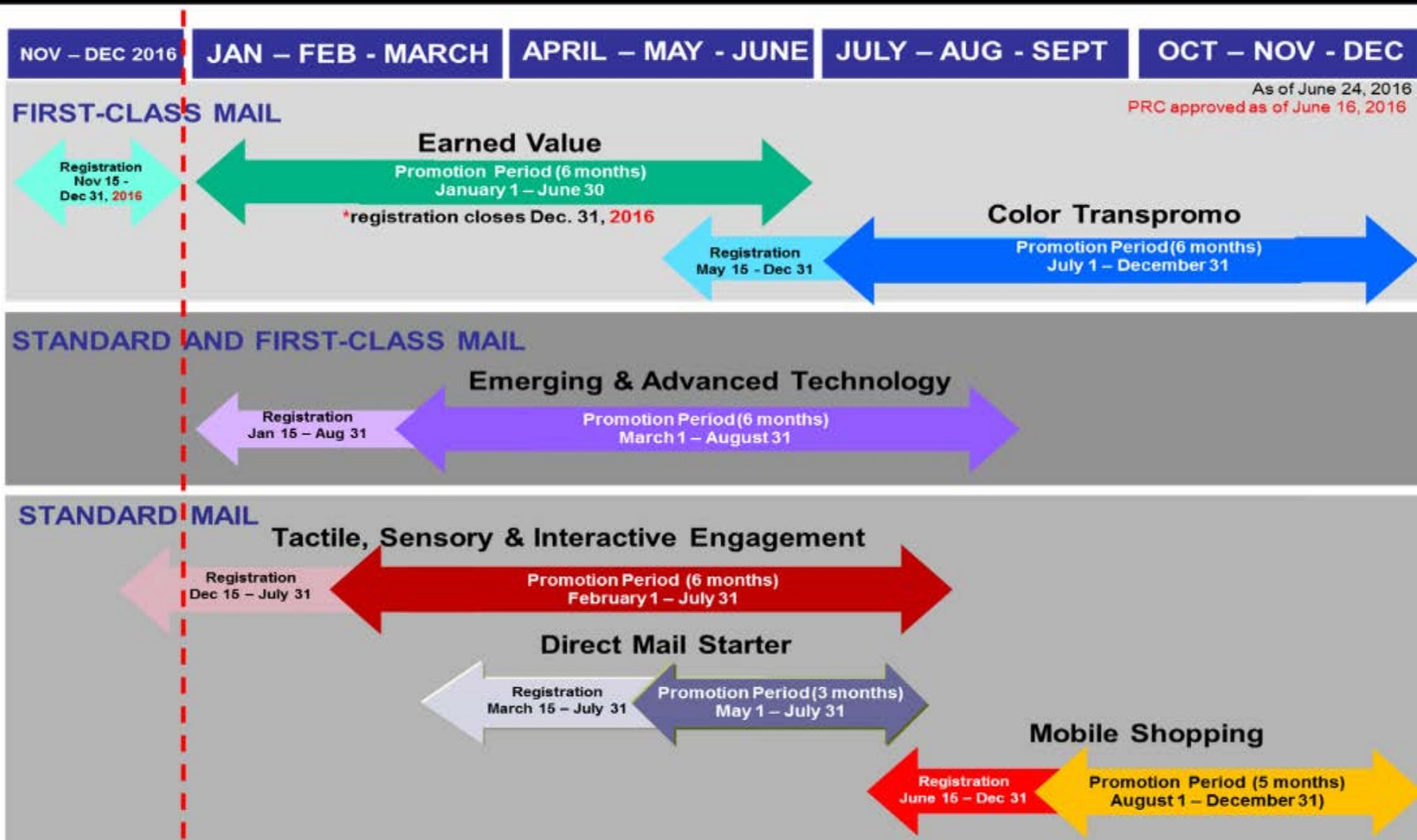
Key USPS Marketing Mail Commercial Origin Prices

	Current Price	New Price	Percent Change
Letters (5-Digit Auto entered at Origin)	0.255	0.251	-1.6%
Flats (5-Digit Auto Flat entered at Origin)	0.376	0.387	2.9%
Carrier Route (Flat entered at Origin)	0.288	0.290	0.7%
High Density/Saturation Letters (Saturation Letter entered at Origin)	0.194	0.186	-4.1%
High Density/Saturation Flats (Saturation Flat entered at Origin)	0.205	0.218	6.3%
EDDM-Retail	0.176	0.177	0.6%



ALBANY DISTRICT BUSINESS MAIL ENTRY

2017 Promotions and Incentives



2017 Promotions

Earned Value (First Class Mail)

5 cents per piece credit for all Business Reply Mail or Courtesy Reply Mail pieces received. Alternate Postage aka Share Mail also included in this year's promotion

Color Transpromo (First Class Mail)

A 2% discount provided for mail that uses variable color printing and personalized color messaging on bills and statements (New participants only need to meet the color criteria)

Tactile, Sensory & Interactive Mailpiece Engagement (Marketing Mail)

Receive a 2% discount when using specialty inks, sensory elements, textural papers, and or other dimensional interactive elements on the mailpiece

Review Program Requirements documents for complete participation instruction.

2017 Promotions

Emerging & Advance Technology (1C & Marketing Mail)

Get a 2% discount on mailpieces that use Near Field Communication (NFC), “enhanced” Augmented Reality, Video in Print & Beacon technology. Also, new this year, Virtual Reality, Digital to Direct Mail & other developing technologies may also qualify!

Direct Mail Starter – NEW (Marketing Mail)

This promotion offers a 5% discount to new mailers on up to 10,000 mailpieces that include , at a minimum a QR Code that leads to a mobile optimized website

Mobile Shopping (Marketing Mail)

Receive a 2% discount on Standard Mail mailpieces with a barcode or other mobile-enabled technology that leads to a mobile-optimized shopping website

Review Program Requirements documents for complete participation instruction.

- **Program Office contact:**

Email: mailingpromotions@usps.gov

Facsimile: 202-268-0238

Mail: US Postal Service
Post Office Box 23282
Washington, DC 20026-3282

- **Program Requirements & Documents**

<https://ribbs.usps.gov/index.cfm?page=mailingpromotions>

<https://www.usps.com/business/promotions-and-incentives.htm>

- **Registration**

<https://gateway.usps.com>

- **PostalOne Help Desk:**

(800) 522-9085 or postalone@email.usps.gov

- **Irresistible Mail:** Irresistiblemail.com

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[PE Tools](#) ▾ [Publications](#) ▾ [Business Solutions](#) ▾ [Archives](#) ▾ [Help](#) ▾

Domestic Mail

Domestic Mail Manual (DMM) [HTML](#) | [PDF](#)

DMM Subject Index [HTML](#) | [PDF](#)

DMM Summary of Changes [HTML](#) | [PDF](#)

Quick Service Guides (PUB 95) [HTML](#) | [PDF](#)

Customer Support Rulings [HTML](#)

Postal Addressing Standards (PUB 28) [HTML](#) | [PDF](#)

Nonprofit Standard Mail Eligibility (PUB 417) [HTML](#) | [PDF](#)

Hazardous, Restricted, and Perishable Mail (PUB 52) [HTML](#) | [PDF](#)

A Customer's Guide to Mailing (DMM 100) [HTML](#) | [PDF](#)

International Mail

International Mail Manual (IMM) [HTML](#) | [PDF](#)

IMM Subject Index [HTML](#) | [PDF](#)

Individual Country Listings [HTML](#) | [PDF](#)

Country Price Groups and Weight Limits [HTML](#) | [PDF](#)

Prices

Price List (Notice 123) [HTML](#) | [PDF](#)

January 2017 Price Change [Documents](#)

Price Change 2017: Resources

☐ 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

☐ BMA Page: <http://blue.usps.gov/bma/>

☐ PostalPro: <http://beta.postalpro.usps.com/>



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