

# Price Change 2020

January 2020

Presented by Manager, Business Mail Entry Adriana Sallows and Mailing Standards Specialist Bruce Russo Jr.

## First-Class Mail: 1.9% overall increase

- One-ounce letter price unchanged at 55 cents
- Additional-ounce price for Flats increases to 20 cents

Product	Percent Change
<b>Single-Piece Letters &amp; Cards</b>	<b>0.0%</b>
<b>Flats</b>	<b>9.4%</b>
<b>Presorted Letters &amp; Cards</b>	<b>1.6%</b>
<b>First-Class Mail International (outbound letters, cards, and flats)</b>	<b>4.6%</b>



## USPS Marketing Mail

1.9% overall increase

Product	Percent Change
Letters	1.9%
Flats	3.9%
Carrier Route Letters, Flats, and Parcels	1.1%
High Density/Saturation Letters	1.3%
High Density/Saturation Flats and Parcels	0.9%
Parcels	3.9%
EDDM-Retail	2.1%

<b>Marketing Mail Flats</b>	<b>Current Price</b>	<b>New Price</b>	<b>% Difference</b>
<b>EDDM Retail</b>	\$0.187	\$0.191	2.14%
<b>EDDM – DDU</b>	\$0.162	\$0.164	1.23%
<b>EDDM – DSCF</b>	\$0.180	\$0.180	0.00%
<b>EDDM – None</b>	\$0.225	\$0.225	0.00%

## Separation of Traditional and Marketing Detached Address Labels (DALs)

<b>Detached Address Label</b>	<b>→</b>	<b>4.5 cents</b>
<b>Detached Marketing Label</b>	<b>→</b>	<b>5 cents</b>

The USPS will implement separate pricing for marketing and traditional DALs.

This will align with the ability to differentiate between a Detached Address Label (DAL) and a Detached Marketing Label (DML).

DALs may only carry a public service announcement for Missing Children;

DMLs may have other messages including advertising which makes them a Detached Marketing Label (DML) for which a mailer will be paying a slightly higher price.

## Extra Services – 1.905% overall increase

Product	Percent Change
PO Boxes™	2.30%
Certified Mail®	1.43%
Return Receipt	3.04%
Certificate of Mailing	4.11%
Address Correction Service	2.50%

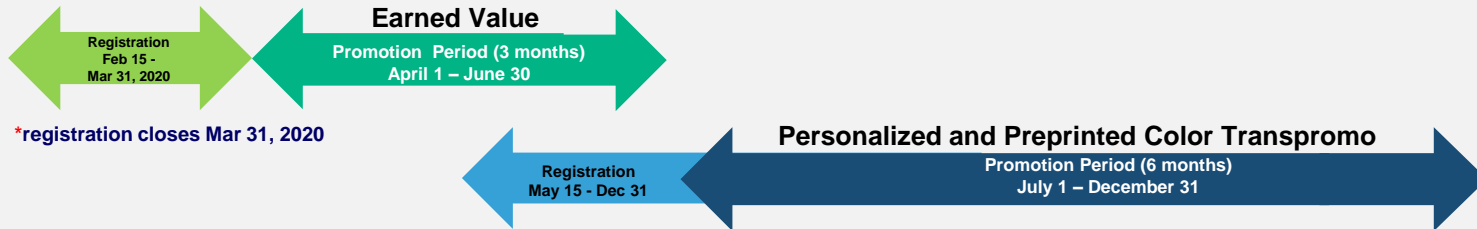
JAN – FEB – MARCH

APRIL – MAY – JUNE

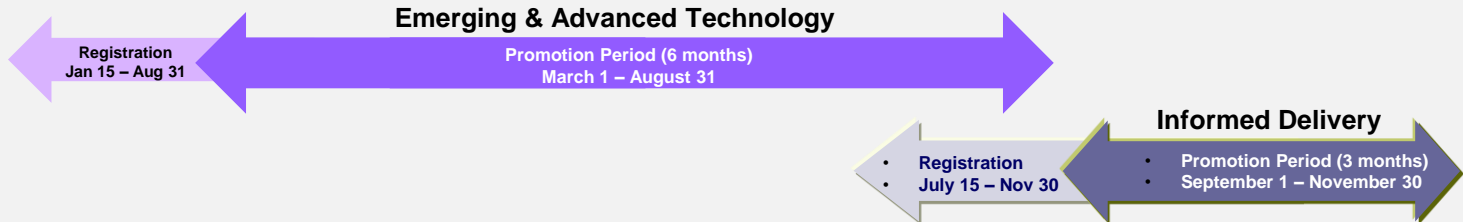
JULY – AUG – SEPT

OCT – NOV – DEC

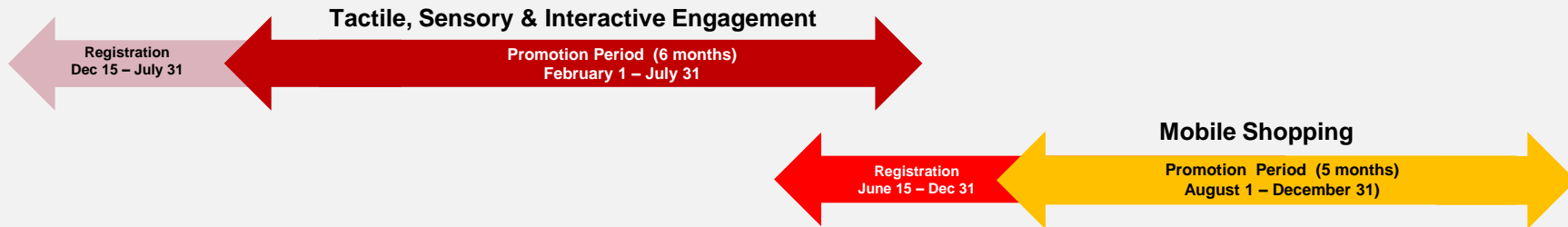
## FIRST-CLASS MAIL



## MARKETING MAIL AND FIRST-CLASS MAIL



## MARKETING MAIL



- **Eliminating balloon pricing for Retail Ground**
- **Adding DIM weight pricing for Retail Ground to align with our other parcel offerings**
- **Continuing DIM weight pricing for Parcel Select over 1 cubic foot, using a divisor of 166**
- **Adding a \$0.20 fee for Unmanifested eVS Parcels**



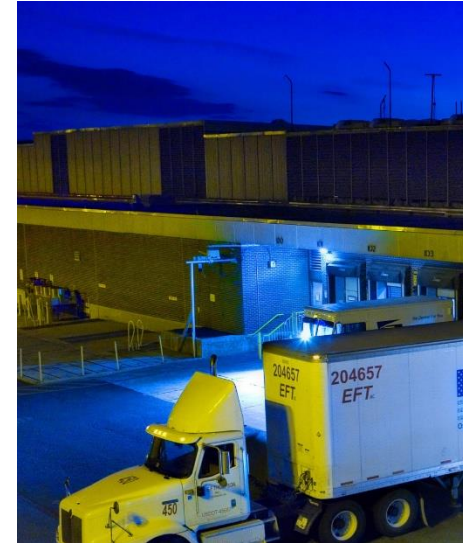


**Plant-verified drop shipment (PVDS) mailings will be verified and accepted as follows:**

- **Current Prices — PVDS mailings verified and paid for on or before January 26, 2020, using current prices, will be accepted at destination entry postal facilities through Monday, February 10, 2020, when presented using eInduction® or eVS® processes or with appropriate verification and payment documentation (PS Form 8125 or PS Form 8017)**
- **New Prices — PVDS mailings may be verified and paid for beginning January 12, 2020, using new prices, provided the shipments, when presented using eInduction or eVS processes, or with appropriate verification and payment documentation (PS Form 8125 or PS Form 8017), are not deposited at destination entry postal facilities before January 26, 2020.**

**Note: For mailings with electronic documentation, mailers must enter a Mail Arrival Date that is on or after January 26, 2020.**

**Note: For mailings with hard copy postage statements, USPS acceptance employees must enter a Mail Arrival Date that is on or after January 26, 2020.**



## Annual Presort Fees Are Deferred When:

- Permit Used in Seamless Mailing
- Mailing Submitted by a Seamless Mailer
- No Checks on any Permits Associated With That Mailing Irrespective Of Permit Ownership



- ⇒ When a permit is used in a Seamless mailing, fees are deferred.
- ⇒ When same permit is used in a non-seamless mailing, fees will be due when applicable.

**Note: Permit Imprint Application Fee Still Applicable**

## Current State

- Mailer must present 90% eligible presort volume as Full-Service to have fee waived

Mail more than or equal to




**90%**

**Full-Service  
Volume**

## Future State

- At least 75% of total mail volume is eligible for Full-Service
- 90% of the eligible Full-Service mail volume must be presented as Full-Service to have fee waived

Of Total Mail Volume



**75%**

**Is Full-Service  
Eligible**

Of Full-Service Eligible  
Volume



**+ 90%**

**Presented as  
Full-Service**

## Resources

### Online

- Postal Explorer® — [pe.usps.com](https://pe.usps.com)
  - Current and new prices, in Excel and CSV formats, and draft Notice 123 (Pricelist)
  - *Federal Register* notices detailing the price and classification changes
  - *Domestic Mail Manual & International Mail Manual*

*DMM® Advisory* — on Postal Explorer, also special e-mail updates



**Questions?**