



USPS Rate Changes & Industry Updates

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GrayHair Software

Agenda:

- July 2025 Price Change
- 2025 Promotions
- July 2025 Structural Changes
- January 2026 Postage Forecast
- 2026 Promotions
- January 2026 Structural Changes



Six-Year History 2019 - 2025



Six-Year prior 2013-2018 First-Class cumulative increase as total 8.7%

	Periodicals	Marketing Mail Avg.	Marketing Mail Letters	Marketing Mail Flats	First-Class	BPM Parcels	BPM Flats	Media / Library
January 27, 2019	2.52%	2.48%	2.38%	2.62%	2.49%	2.22%	2.47%	2.95%
January 26, 2020	1.90%	1.89%	1.96%	3.91%	1.92%	1.74%	1.98%	1.99%
January 24, 2021	1.46%	1.51%	0.77%	3.55%	1.84%	0.00%	0.00%	3.58%
*August 29, 2021	8.81%	6.82%	6.58%	8.82%	6.82%	6.67%	7.45%	10.87%
July 10, 2022	8.50%	6.50%	6.15%	8.50%	6.50%	10.50%	4.16%	8.90%
January 22, 2023	3.45%	4.20%	3.29%	6.25%	4.20%	4.64%	2.53%	4.38%
July 9, 2023	8.12%	5.38%	5.20%	7.38%	5.38%	3.47%	3.54%	7.38%
January 21, 2024	1.96%	1.96%	1.33%	3.97%	1.97%	0%	0.10%	3.98%
July 14, 2024	9.75%	7.76%	6.96%	11.71%	7.76%	5.81%	5.70%	9.87%
July 13, 2025	9.39%	7.39%	8.51%	9.61%	7.39%	12.41%	30.77%	-2.51%
Total	55.86%	45.88%	43.12%	66.31%	46.26%	47.45%	58.68%	51.38%
Cumulative Total	71.33%	56.22%	52.07%	89.34%	56.80%	57.84%	71.76%	63.91%

July 2025 Prices - [R2025-1](#)



For Market Dominant prices USPS has statutory restrictions on the amount of price increases.


Available Factors	Percentage
Density Factor	2.165%
Retirement Factor	2.305%
CPI-U	2.915%
Total for Compensatory Classes	7.385%
Non-Compensatory Surcharges	2%
Total for Non-Compensatory Classes	9.385%

Effective Price Increase in July 2025 - R2025-1



- This price cap methodology is commonly applied for promotions, container discounts, and incentives for marriage mail and catalogs.
- Through the 2024 Mail Growth Incentive Program (MGI) customers earned an effective 0.6% (\$153M) First-Class Mail and 2.2% (\$381M) Marketing Mail (\$534M total) price reduction in the form of postage credits
 - This created an additional 0.715% of cap space for First-Class Mail and 3.015% for Marketing Mail.

Base Postage Increase vs. All In Net Increase

 The cap space available to USPS is 7.385%, and that is the NET increase of revenue expected for Marketing Mail and First-Class Mail when mailers avail themselves to the promotions and incentives.

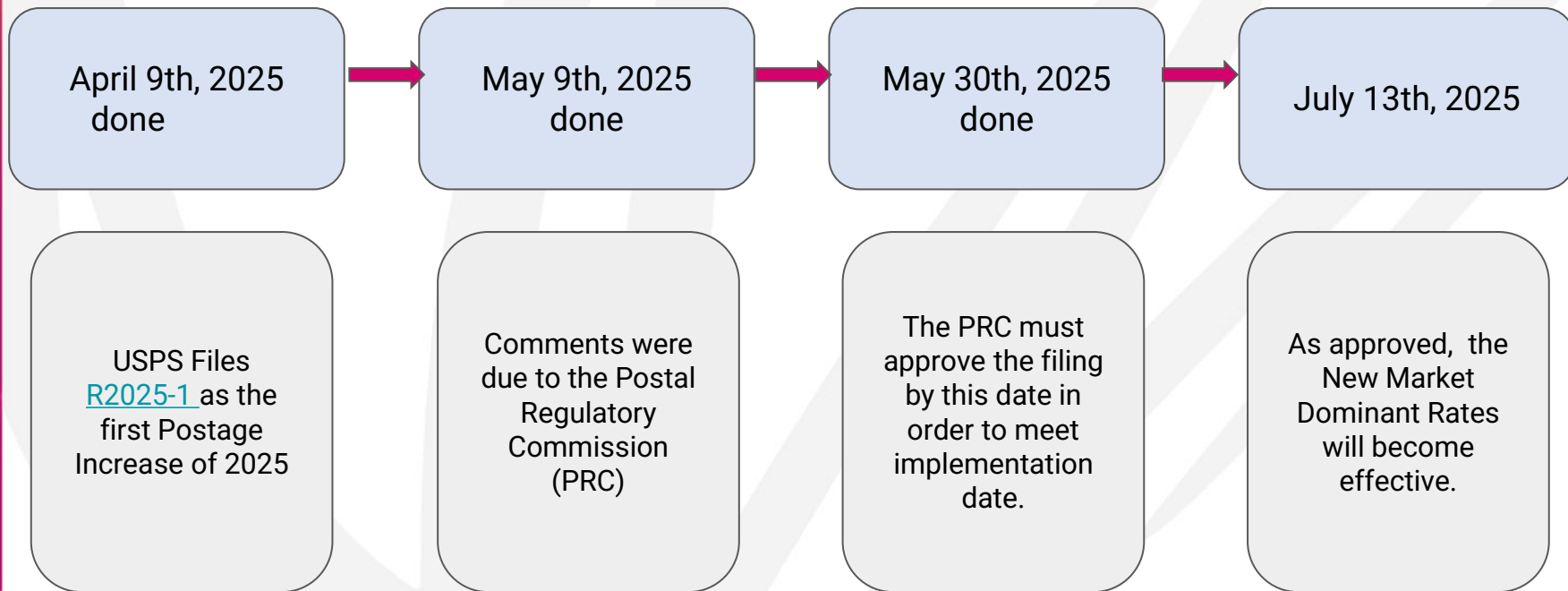
The price cell rates will be the higher percentage shown below, (pre-discount/incentive)

Class	Available Factors	Non-Compensatory Factors	Additional Claimed Cap Space	Base Postage before Promotions & Incentives
First-Class	7.385%	-	0.715%	8.1%
Marketing Mail	7.385%	-	3.015%	10.4%
Periodicals	7.385%	+2.0%	-	9.385%
Package Services	7.385%	-	-	7.385%

Timing: How it Works



Key Filing Timeline: 90 days minimum before the rate change takes effect. The PRC then has up to 45 days to review and approve or reject the proposed changes.



NEW!!

First-Class:

All-In Price is the expected increase in revenue after mailers take Incentives and Promotions.

Product on SCF Pallet	Incentive
Letters	\$0.004
Cards	\$0.002
Flats	\$0.018

Product	% Price Change Base	% Price Change All-In
Single-Piece Letters & Cards	7.0%	7.0%
Presorted Letters & Cards	8.7%	7.6%
Flats	7.7%	7.3%
Total	8.1%	7.4%
Key Products of FCM	Current \$	New \$ and % of Change
Auto 5-Digit Letter	\$0.545	\$0.593 +8.8%
Auto 5-Digit Card	\$0.384	\$0.422 +9.9%



Marketing Mail

All-In Price is expected increase in revenue after mailers take Incentives and Promotions.

Product	% of Price Change	% Price Change All-In
Letters	10.9%	8.5%
Saturation/HD Letters	9.1%	5.7%
Flats	13.3%	9.6%
Carrier Route Flats	6.1%	-1.1%
Saturation/HD Flats	9.6%	6.8%
Total	10.4%	7.4%
Key Product of Marketing Mail	Current \$	New \$ and % of change
Auto 5-Digit DSCF Letters	\$0.318	\$0.355 +11.6%

Marketing Mail Nonprofit : 8.2% Increase

Product	Current Price	Proposed Price	Percent Change
Rate Authority			7.4%
Letters	\$0.152*	\$0.165*	8.3%
High Density Letters	\$0.142*	\$0.156*	9.9%
High Density Plus Letters	\$0.139*	\$0.152*	9.4%
Saturation Letters	\$0.120*	\$0.137*	14.1%
Flats	\$0.529*	\$0.581*	9.8%
Carrier Route	\$0.355*	\$0.366*	3.0%
High Density Flats	\$0.251*	\$0.276*	9.7%
High Density Plus Flats	\$0.155*	\$0.164*	5.6%
Saturation & EDDM Flats	\$0.123*	\$0.136*	10.6%
EDDM-Retail			
DAL	\$0.080	\$0.080	0.0%
Plus One	\$0.110	\$0.120	9.1%
Parcels	\$4.235*	\$4.747*	12.1%

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



Marketing Mail Drop Ship Discount Change

Entry Discount Level	P/1000 pieces Current	P/1000 pieces July 2025	Proposed Change \$	Proposed Change %
DNDC Letters	\$24	N/A	N/A	N/A
DSCF Letters	\$27	\$17	-\$10	-37%
DNDC Flats <4oz	\$66	N/A	N/A	N/A
DSCF Flats <4oz	\$70	\$38	-\$32	-45.7%
DDU Flats <4oz	\$81	\$49	-\$36	-44.4%
Entry Discount Level	P/100 pounds Current	P/100 pounds July 2025	Proposed Change \$	Proposed Change %
DNDC Flats >4oz	\$44.80	N/A	N/A	N/A
DSCF Flats >4oz	\$47.80	\$31.20	-\$16.60	-34.7%
DDU Flats >4oz	\$55.10	\$40.30	-\$14.80	-26.8%

Periodicals



- Periodicals are considered a 'protected class of mail' under U.S. Postal Service regulations.
- This is due to their important role in the dissemination of news, information, and educational content.
- On average their postage is about 35% below Marketing Mail commercial rates.
- Periodicals do not cover their costs so USPS can add a 2% surcharge once annually.

Product	% Change
Outside County	9.352%
Inside County	9.763%
Overall	9.385%

The pound rate was not increased, the piece rate increased 12.7%, the pallet rates increased by 2.5% - these brought the average to 9.385%

Back Half of 2025 Promotions

- The 10% Catalog Insights promotion starts on October 1st, 2025

Registration Period
 Promotion Period



Must meet definition/characteristics of a catalog

Add-Ons | Additional discount to a promotion. Available all year long.

INFORMED DELIVERY + 1% to mailer
+ 0.5% credit to eDoc submitter

SUSTAINABILITY + 1%



Catalog Insights Promotion

OVERVIEW

Designed for catalogers to expand and grow circulations and allow Postal Service to evaluate catalog elasticity.



10% DISCOUNT

REGISTRATION PERIOD

Aug 15, 2025 – Jun 30, 2026

PROMOTION PERIOD

Oct 1, 2025 – Jun 30, 2026

ELIGIBLE MAIL:

- At least 12 pages
- Bound
- Include a list of product/services offered to allow an order to be placed

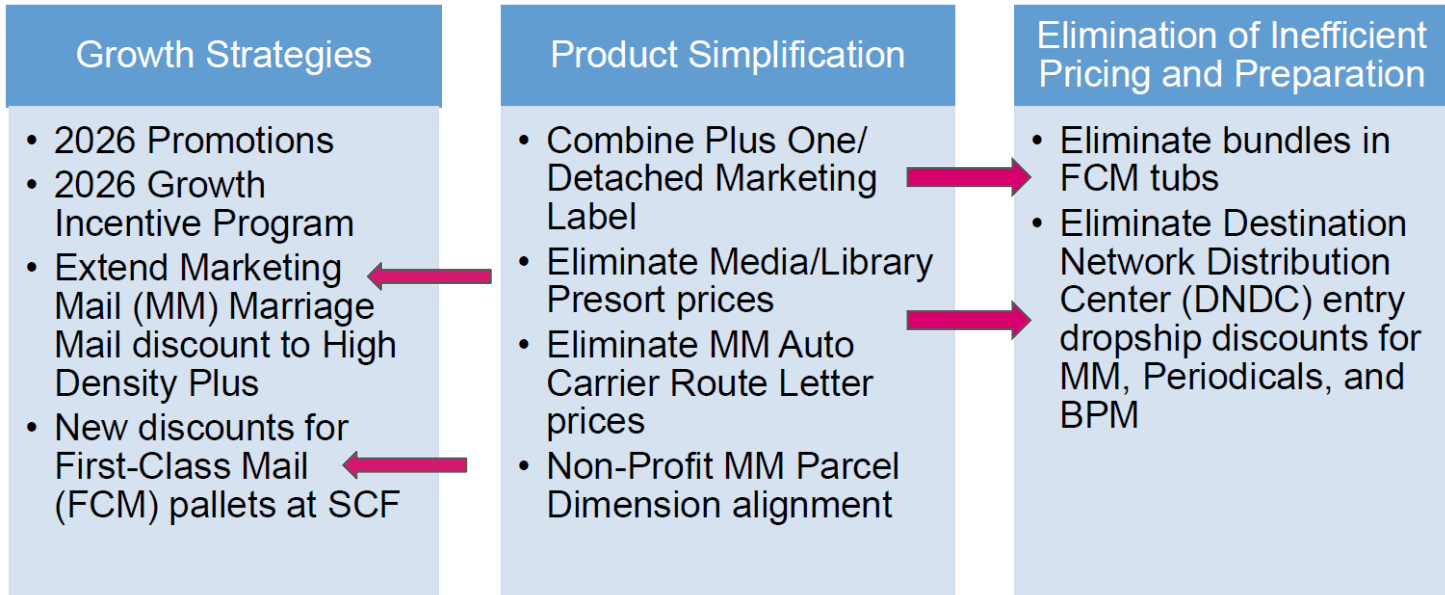
You must meet the Domestic Mail Manual (DMM) definition of a [catalog](#).

Catalog Insights [FAQ](#)

Catalog Insights USPS [Webinar](#) June 26th, 2025

Structural Changes July 2025

- The new SCF pallet discount for FCM is for containerization, it is not new drop ship for FCM.
- FCM flats in tubs will not be required to bundle.
- Elimination of NDC entry will result in additional low volume SCF pallets, or Origin Mixed Mail.





NDC Elimination: What Does it Mean?

- There will no longer be a NDC presort for containers (pallets) and handling units.
- All mail previously presorted as Mixed NDC, NDC, or Mixed SCF will now be MXD WKG.
- MXD WKG letter trays, flat tubs and sacks will be processed at the origin site.
- MXD WKG flat bundles will be moved by USPS to specific sites (14) to process.
- To dropship mail mailers must qualify to containerize at the SCF level and be entered at SCF.
- SCF label list currently includes 211 separations.
- Many mailers will need to lower their pallet minimums to make a SCF pallet.
- Origin Entry NONE discounted mail is expected to increase 20 +%.
- These changes may move more mail to Comingle and CoMail.



Flat Bundle Requirements as of July 1st, 2025

Final Rule published to Federal Register Wednesday March 23, 2025.

What requirements are in the final rule:

- Non-polywrapped bundles will require cross-strapping except for:
 - Newspaper bundles for exceptional dispatch and must be in a flat trays,
 - Polywrapped bundle will still require one band, but we recommend two.
- Strings and rubber bands are not allowed except for:
 - First-Class bundles place in flat tubs/trays.
- Individual mailings under 500 pieces may still be prepared loose in flat trays.
- Providing First-Class Mail flats in flat trays the same optional pallet prep as Periodicals and Marking Mail flats.
 - May nest flat trays without lids on the pallet as long is it is securely shrink-wrapped to prevent it from falling over or may use lids secured with two straps.

USPS is considering additional rule changes to further help with bundle breakage. Possible changes include:

Requiring two cross-strapped bands regardless of shrink wrap

Bundle maximums not to exceed 4.5 inches in height.

Flat Bundle Requirement Change, Why?

- USPS reports a FY24 national average from broken bundles at 7% or 12.7 million bundles.
- Bundles require additional handling by plants.
- Additional costs is estimated at \$70 million, or a rate of \$3.30 per bundle in work hours.

Quarter	Broken Bundles	Unbroken Bundles	Total Bundles	% Unbroken Bundles
Q1	3,850,481	48,349,529	52,200,010	92.62%
Q2	2,869,790	41,729,905	44,599,695	93.57%
Q3	2,634,564	35,787,649	38,422,213	93.14%
Q4	3,386,159	41,129,283	44,515,442	92.39%
FY24	12,740,994	166,996,366	179,737,360	92.91%

Forecasted January 2026 Postage

Future Rate Authority Estimates With Current Regulations

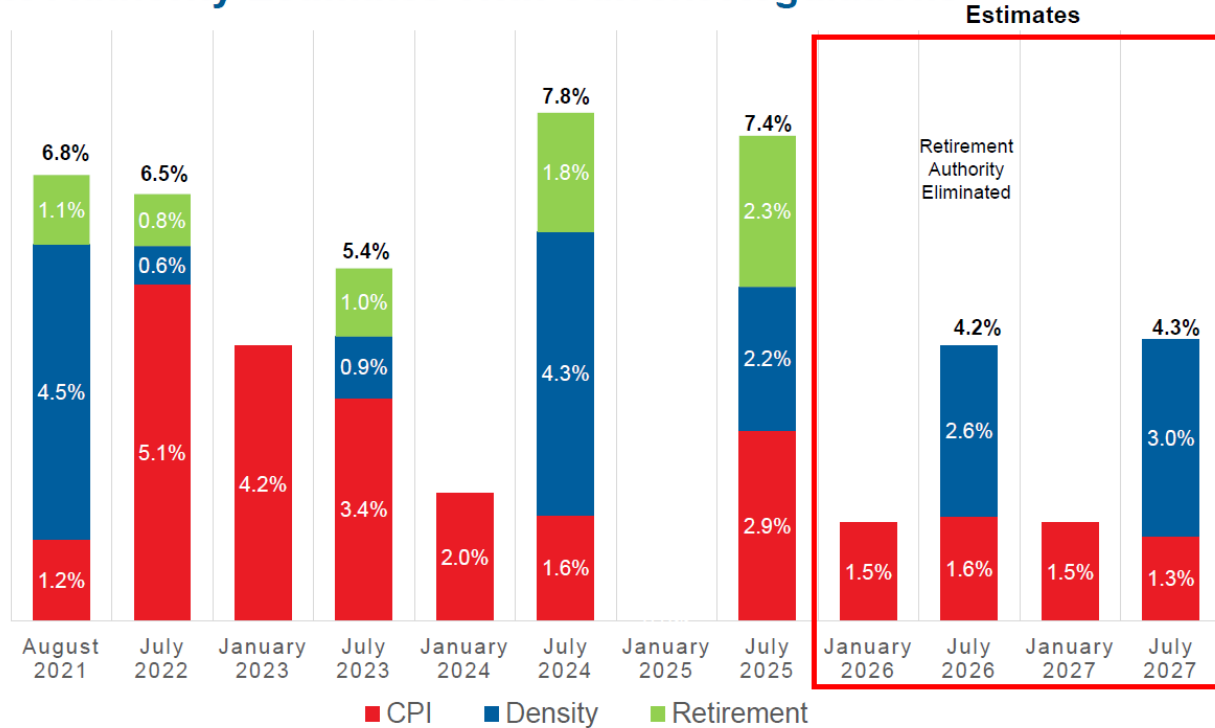
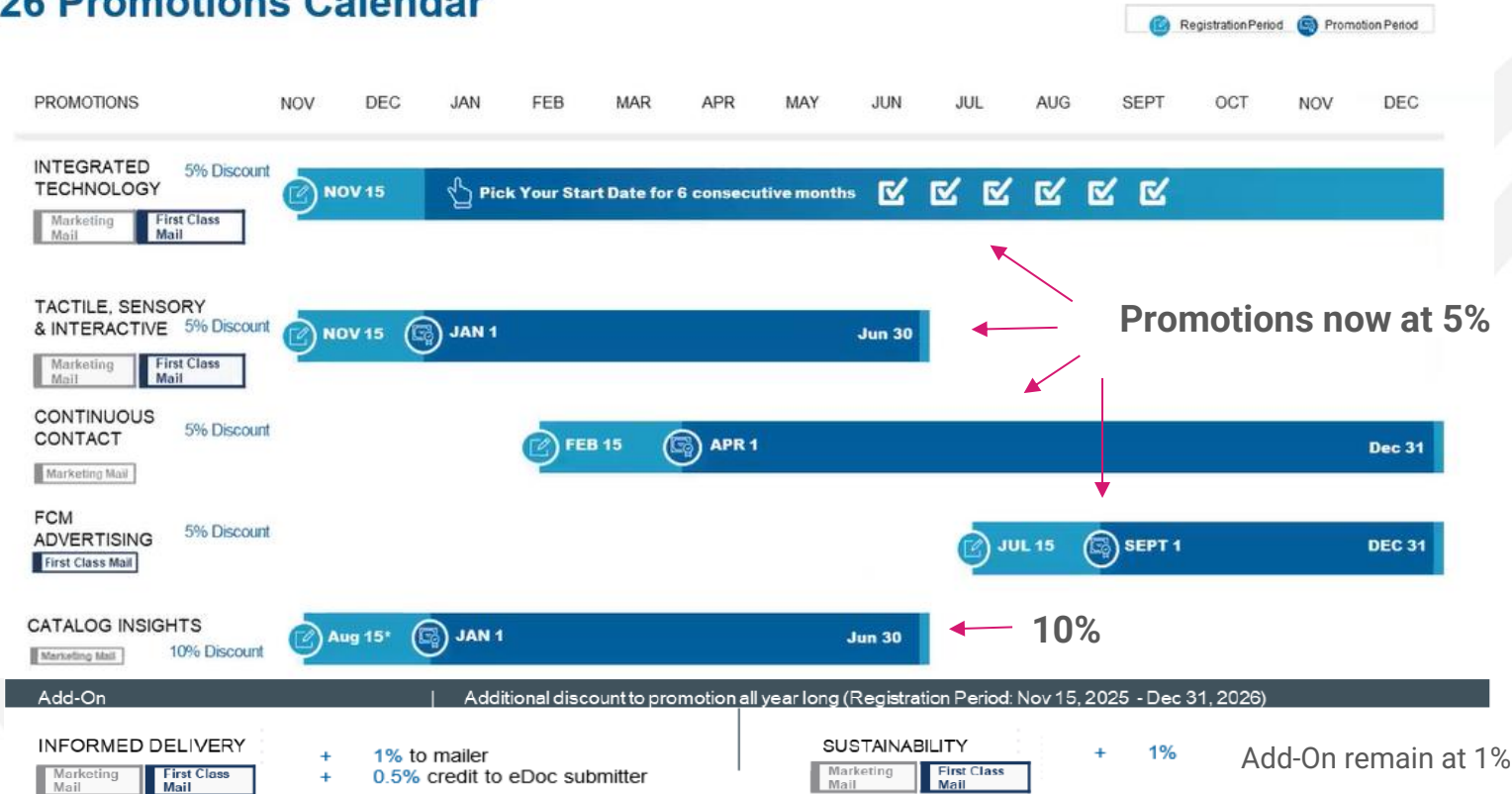


Chart Estimate Sources:
 CPI: S&P Global Market Intelligence (formerly IHS Markit)
 Density: Static Assumptions, Jan 2025

Promotions - 2026

- The 10% Catalog Insights promotion starts on October 1st, 2025
- Reply Mail IMbA promotion retired for 2026

2026 Promotions Calendar



Mail Growth Incentive

Only change to the Mail Growth Incentive is now using calendar year for base and growth measurement.

2026 Mail Growth Incentives

USPS is pursuing two 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.

The incentives will continue each year, using previous calendar year as the baseline and current calendar year as the performance period, until the Postal Service decides to end the initiative

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 2026)

Incentive Details (for 2026)

Credit for Mail Volume in Excess of CY25 Volume

Mailers will receive a credit for any volume in excess of CY25 baseline volume. Incremental volume above one million pieces and this baseline will be eligible for a **30% credit** that will be issued quarterly (CY26 Q2, Q3, and end of CY26).

Baseline Period: January 2025 – December 2025 (CY 2025)

Registration Period: February 2026 – May 2026

Incentive Performance Period: January-December 2026

Earned Credit to Customer Account Upon Request of Customer:

- July 2026
- October 2026
- January / February 2027

*Every Door Direct Mail - Retail is not included

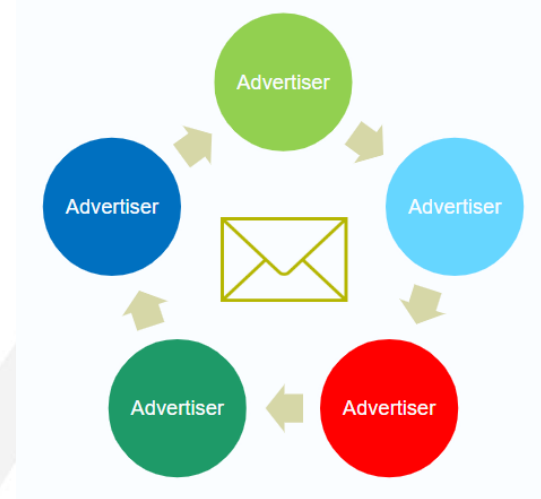
Marriage Mail Incentive

Continues in 2026, also includes High Density Plus

Discount: 10% off postage
Saturation Marketing Mail Letters and Flats,
including BMEU EDDM
Registration: None, self identification in postage
statement.
Incentive Period began July 2023, continues
through 2025

Requirements:

Must use electronic documentation to pay
postage (eDoc)
Must mail ten or more times per year
Mail piece must be under 2oz.
Mailing must include four or more advertisements
from multiple companies.



Marriage Mailings may also participate in other promotions



January 2026 Structural Changes

January 2026 Structural Changes

Elimination of Area Distribution Center Rates: There is no value associated with presorting mail at the ADC level, therefore Labeling Lists for ADC and SCF preparation will align soon. Rates will be eliminated in First-Class Mail, Marketing Mail, and Periodicals.

Elimination of Network Distribution Center Presort Rates: With the completion of the NDC unwind initiative, there is no value to presorting mail for NDC facilities. Rates will be eliminated in the Marketing Mail Parcels rate structure.

Introduce Zone-Based Pricing: Introduce a zone-based price structure for Marketing Mail and Periodicals Origin-entered mail. These zones will be defined based on Leg 2 service standard bands. Prices for DSCF and DDU-entered mail will continue but origin presorted prices will be segregated into 4 zones (and mixed a flat rate price).

Simplify and Align Periodicals Price Structure: The current Periodicals rate structure is unique and complex, requiring the application of multiple rates for a single mail piece. Periodicals rates will be aligned to resemble the Marketing Mail rate structure to streamline and simplify postage calculation. Rates for Advertising/Editorial, as an example, will remain.

Expansion of Marketing Mail to Support BPM: Expand Marketing Mail Flats weights to 20 ounces and 24 ounces for Carrier Route. Expand Marketing Mail Parcel weight to 15 pounds and introduce new Heavy Printed Matter rate category. Extend Marketing Mail Flats containerization discounts to Heavy Printed Matter.

January 2026 Structural Changes



CURRENT STATE

CONSOLIDATED RATE STRUCTURE

The current rate structure offers uniform prices for entry location types regardless for how far the mail must be transported within the network.

OVERSTATED DISCOUNTS

Dropship discounts are mostly overstated for short distances: it reflects average cost of non-dropshipped pieces, and the discount widens as more mail is dropshipped further distances



JANUARY 2026 PROPOSAL

RETAIN DROPSHIP INCENTIVES

Retain dropship incentives and prices for DSCF and DDU entry. Change discount for DDU to be based on the transportation avoided from DSCF, not Origin. DSCF discount will be priced cheaper than Origin.

ZONED ORIGIN PRESORT PRICES

Introduce 4 zone-based origin entry prices. Prices reflect distance from origin RPDC entry to destination LPC. Prices more aligned to actual mileage and better reflect value of service provided.

FLAT RATE PRICE FOR MIXED MAIL

Provide a simple, flat-rate price for origin-entered mixed mail, simplifying mail preparation.

Proposed Mail Zone Structure

- A. Origin RPDC less than 7 hours from DLPC (Proposed 2-day service for FCM)
- B. Origin RPDC between 7-24 hours from DLPC (Proposed 3-day service for FCM)
- C. Origin RPDC between 24-45 hours from DLPC (Proposed 4-day service for FCM)
- D. Origin RPDC greater than 45 hours from DLPC (Proposed 5-day service for FCM)



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As provided by USPS June 3rd, 2025 Central Area Aim.

Questions



Resources:

[Price Files](#)

[PRC Filing](#)

[2025 Promotions](#) - 2026 to post at a later date

USPS Price Change [recorded webinar](#)

Promotion questions: mailingpromotions@usps.gov

Promotion enrollment or technical assistance

MSSC@USPS.gov or 1-877-672-0007

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Deborah Damore is a dedicated professional with a distinguished career in the mailing and logistics industry, known for driving innovation and success across the third-party mailing market. She brings extensive experience working with mailers in sectors such as financial services, insurance, direct marketing, publishing, cataloging, and nonprofits.

As Head of Postal Affairs at GrayHair Software, Deborah leverages the company's processing of over 125 billion postal data points annually to deliver technology-driven solutions to clients.

Her commitment to the industry is evident through her leadership roles in various Mailers Technical Advisory Committee (MTAC) workgroups and user groups. She currently serves as the Industry Vice Chair and remains actively involved in local Postal Customer Councils (PCCs) and Area AIM meetings. Deborah also serves on the boards of several industry trade associations, advocating for the interests of mailers.



Appendix



January 2026 Periodical Rate Structure Changes

- Requires a reclassification filing and approval with the PRC
- Include piece and pound prices, with discounts for efficient container prep, dropship and presort.
- Continue to include Science of Agriculture, Classroom, Non-Profit, Editorial and Advertising price structure.

Pound Rates (per pound or fraction)

Entry Level	Regular		Science of Agriculture	
	Advertising	Editorial	Advertising	Editorial
DDU				
DSCF				
Zone A				
Zone B				
Zone C				
Zone D				
Mixed				

Ride-Along	XXX
Firm bundle (per addressed piece)	XXX
Nonadvertising adjustment factor	XXX

Piece Rates (per addressed piece)

Bundle Level	Letters		Machinable Flats		Parcels
	Barcoded	Nonbarcoded	Barcoded	Nonbarcoded	
CR Saturation					
CR High Density					
CR Basic					
5-Digit Scheme					
3-Digit Scheme					
Mixed					

Containerization Discounts

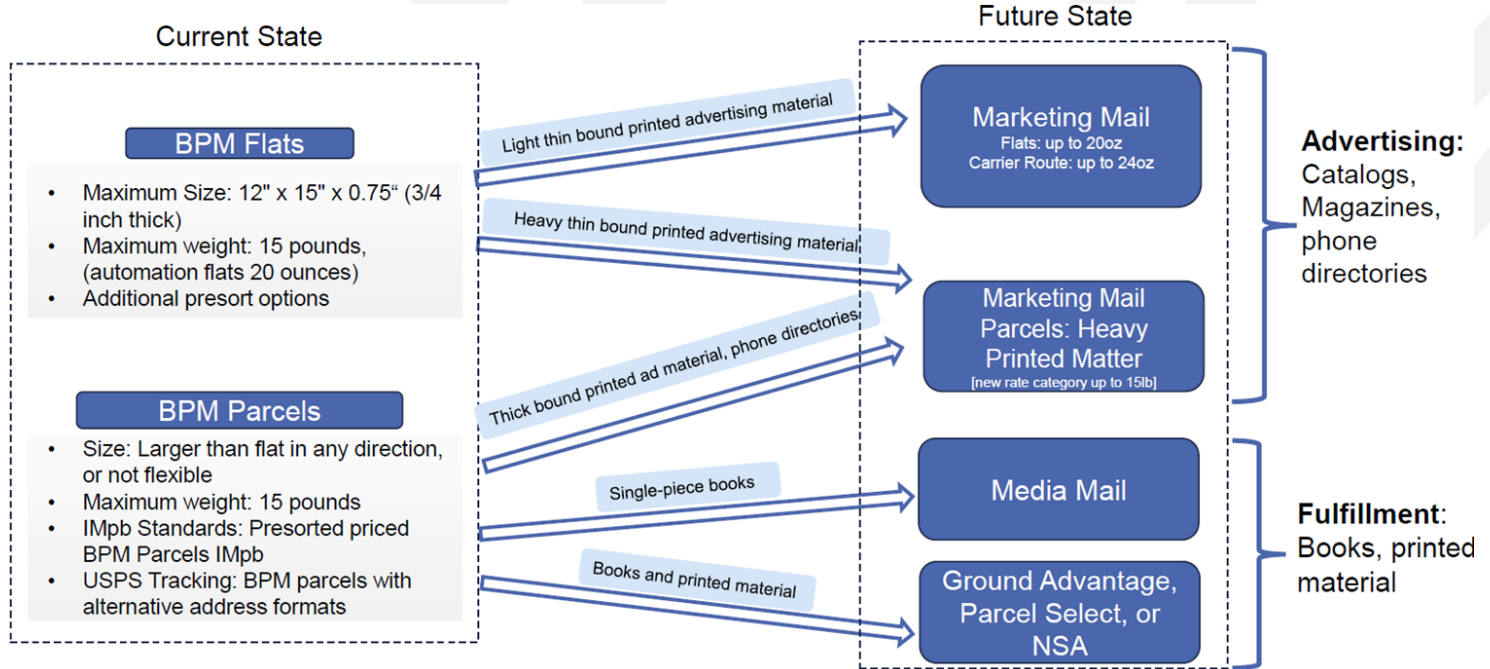
SCF Pallets Discount	
3D Flats	
5D Flats	
CR Flats	
HD Flats	
Saturation Flats	
Firm	
Delivery Sort Container Discount	
CR Flats	
HD Flats	
Saturation Flats	
Firm	

FS IM Incentive
Seamless

Elimination of BPM & Expansion of Marketing Mail

Current BPM would migrate based on content and weight.

- Marketing material flats would increase to 20 oz and 24 oz for Carrier Route.
- Marketing material with weights up to 15 lbs they would move to new Marketing Mail Heavy Printed Matter.
- Fulfillment product pieces could mail single piece Media Mail, or move to USPS competitive products.





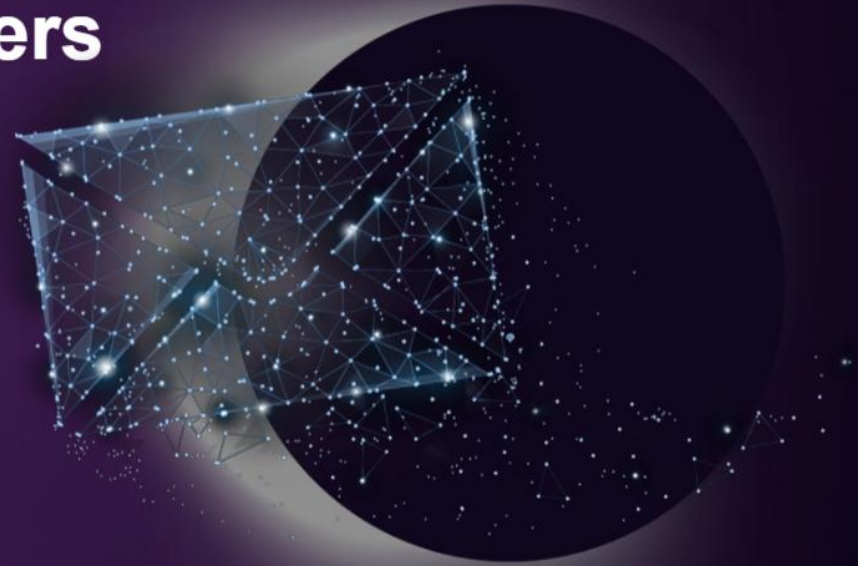
Order yours right now~ This is great!

Irresistible Mail®: Innovation that Delivers

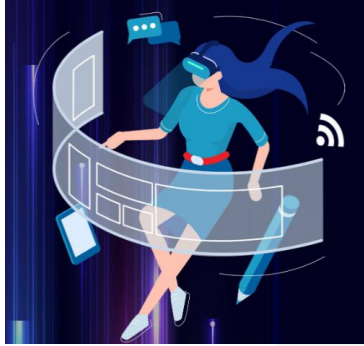
Discover the art of what's possible
in our book, *Irresistible Mail:
Innovation that Delivers*, where you'll
explore the advancements, dynamism
and digital capabilities that can set your
business apart from all others.



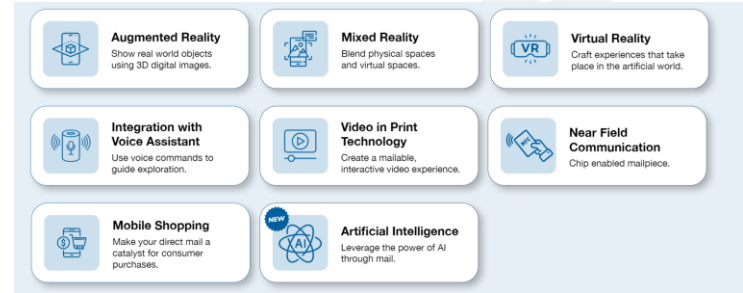
Scan the QR Code® on the screen or visit
www.irresistiblemail.com to receive your free
copy today.



Integrated Technology



Promotion remains for 2026, but with a **5% discount**
New guidebooks expected by October, may have changes



Use the latest digital technologies in mailpiece to create exciting customer experiences

Registration: November 20th, 2025 – Dec. 31st, 2026
Promotion Runs: Mailers choose their own six-month period – start date begins on first mail date claiming the discount and runs then for six consecutive months.
Eligible: First-Class, & Marketing Mail letters & flats
Discount level: 5%

Important Reminder: Mail Owner must register in BCG
[2025 Guidebook](#)



Introduced in 2025



Option 1: Mailpiece copy generated using AI tools

This can include AI-generated:

- Call to action / Directional copy
- Supporting text (minimum one complete sentence)



Option 2: Mailpiece images generated using AI tools

- Minimum of one AI-generated image
- Image(s) must be clearly related to mailpiece messaging

Promotion remains for 2026, but **with a 5% discount**, New guidebooks expected by October, may have changes

Tactile, Sensory & Integrated



Registration: December 15th, 2025
Promotion Runs: Feb 1st – July 31st
Eligible: Marketing Mail, First-Class Letters, Cards & Flats
Discount level: 5%

[2025 Guidebook](#)

USPS is opening the preapproval up November 15th



Designed to encourage marketers to use innovative techniques and treatments on their mailpieces to drive response.

The three featured categories in the promotion are:

- Specialty inks (sheens, reactive colors, special effects)
- Sensory Treatments (texture, scent, visual)
- Interactive elements (pop-ups, infinite folds, dimensional treatments)

Newer techniques incorporated:

- Zip strips
- Clean release cards
- Holographic stickers
- Paper that incorporates sound chips or speakers
- Paper that incorporates edible components

The mailpiece can incorporate one or more of the treatments on the outside of the envelope, on the actual mailpiece, or both.

INELIGIBLE

Treatments that do not:

- Appear to be both visible and distinguishable
- Enhance the engagement and value of the marketing message and mailpiece
- Blow in cards, inserts, order forms or reply envelopes

Continuous Contact



Registration: February 15th
Promotion Runs: April 1st – December
Eligible: Marketing Mail letters & flats
Discount level: 5%

[2025 Guidebook](#)

Mailings must not be duplicative, instead they must be iterative or complementary.



Promotion remains for 2026, but with a 5% discount
New guidebooks expected by October, may have changes

Increase touchpoints with customers and prospects

Plan campaigns with a series of follow-up mailings that deliver targeted information to the same address to increase spend or conversion.

- The first mailing must identify the title with a CCR as content type and be in the promotion period.
 - That mailing cannot take promotion discounts.
- All following mailings will use the CCR in the incentive type.
- New and Follow up names must be presented separately.



Source: Polaris Industries

First-Class Mail Advertising



Promotion remains for 2026, but **with a 5% discount**
New guidebooks expected by October, may have changes

Designed to highlight marketing in First-Class mail.

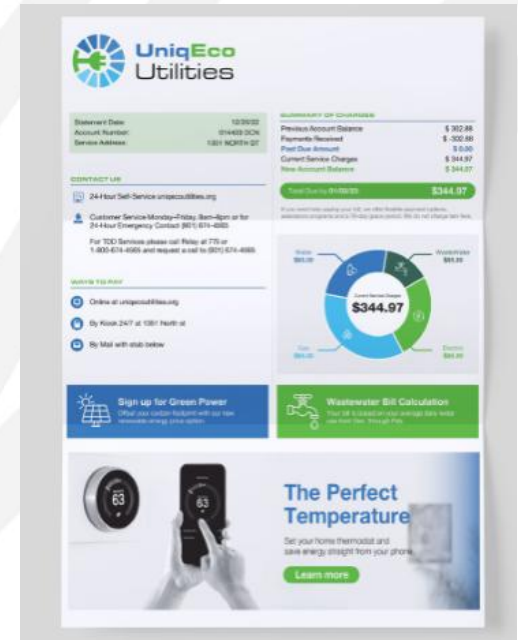
Must include a marketing message within a First-Class mail piece
Or
Standalone advertisements using First-Class mail piece

Registration: July 15th
Promotion runs: Sept 1 – December 31

Eligible Mail Options: First-Class presort and automation letters, postcards and flats

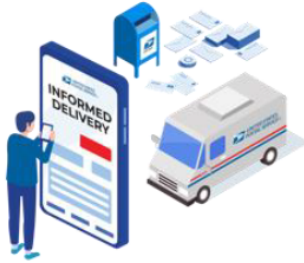
Discount: 5%

2025 [Guidebook](#)



Back for 2026 – Add On's

Promotions remains for 2026 same discount



INFORMED DELIVERY®

- Enhance your mailings with USPS' omni-channel feature to give your mailpiece a digital element when using Informed Delivery® campaigns.

DISCOUNT MAILERS: 1%

eDoc SUBMITTER: 0.5%



SUSTAINABILITY

- Enhance your campaigns with environmentally conscious materials by demonstrating the paper used in the mailing came from a certifiable, responsible source.

DISCOUNT: 1%



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Informed Delivery Add On



Registration: November 20th, 2025
Promotion Runs: Jan 1st– Dec 31st
Includes: Automation Marketing Mail Letters & Flats and First-Class Automation Letters, Cards & Flats including USPS Marketing Mail DDU entered Carrier Route Saturation Flats

Discount level: 1% & 0.5% incentive for eDoc submitter

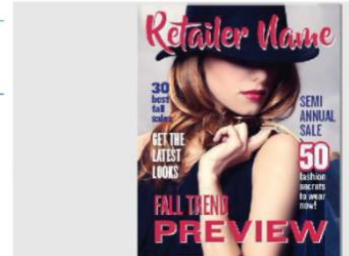
Promotions remains for 2026 same 1% discount
New guidebooks to come in October, may have some changes

Can only be taken when mailing is using another promotion.
Can be stacked with Sustainability Add On

Steps to promotion:

- Register for Informed Delivery
- Pre-Approval using the Mailing Promotions Portal (MPP)
- Create campaign in Mailer Campaign Portal (MCP)
- Load target URL, Representative Image, and Ride Along Image
- File updates of serial number range, MID, campaign start/end date, ID code

Color image of the mailpiece
Look and feel match the Ride-along image



Sustainability Add On



Registration: Nov 20th, 2025
Promotion Runs: Jan 1st– Dec 31st
Includes: First Class and Marketing
Mail Letters, Cards & Flats

Discount level: 1%

Promotions remains for 2026 same 1% discount
New guidebooks to come in October, may have some changes

Steps to promotion:

Requires registration on Business Customer Gateway.
Requires the certification be presented through Mailing Promotions Portal
If not SFC or FSI provide the Certification and URL for review.

Notes:

Does not require the certification logo be printed on the mail piece.
Does not require both the envelope and mail piece be certified.





Sustainability Approved Organizations

The Postal Services has identified five organizations that have certifications which will qualify for the sustainability 1% add on discount.

This is not an all-comprehensive list; others may still qualify as well.

Forest Stewardship Council – FSC Certification and/or Chain of Custody

<https://FSC.org/en>

Sustainable Forestry Initiative – SFI Certification and/or Chain of Custody

<https://forests.org>

Program for the Endorsement of Forest Certification – PEFC Certification and/or Chain of Custody

<https://pefc.org>

Bureau Veritas - Certification and/or Chain of Custody

<https://group.bureauvertias.com>

SCS Global Services - Certification and/or Chain of Custody

<https://www.scsglobalservices.com>

Sustainability Promo Add On

If providing the appropriate certification, you will not be required to print the log on the mail piece.

Sustainability – Certification provided, no logo on piece

FSC CERTIFICATION RECORD



License Code:	FSC-C023838
Certificate Code:	TT-COC-002292
Old certificate code:	N/A
Primary Certificate Holder	
Company Name:	A Edmonds & Co Ltd
Local Name:	A Edmonds & Co Ltd
Address:	91 Constitution Hill-B19 3JY United Kingdom- West Midlands
Website:	www.edmonds.uk.com
Certification status:	Valid
Date of first issue:	Feb 19, 2007
Last status update:	Mar 26, 2022
Expiry date:	Mar 25, 2027
Certified Forest Area:	N/A
Standards assessed:	FSC-STD-40-004 V3-1
Due diligence system for FSC controlled wood:	No

Produce

Products, Species, and product category details

PRODUCT CATEGORY:

W5 Solid wood (sawn, chipped, peeled)



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Sustainability Promo Add On

If using paper with qualified certifications you may print the logo without uploading the certificate.

Sustainability – No certification, but logo is present on piece



Additional Rate Categories for Marketing Mail

Marketing Mail Commercial — 7.3% Increase

Product	Current Price	Proposed Price	Percent Change
Rate Authority			7.4%
Letters	\$0.317*	\$0.344*	8.5%
High Density Letters	\$0.309*	\$0.347*	12.0%
High Density Plus Letters	\$0.236*	\$0.257*	8.9%
Saturation Letters	\$0.205*	\$0.222*	8.1%
Flats	\$0.749*	\$0.820*	9.5%
Carrier Route	\$0.417*	\$0.411*	-1.5%
High Density Flats	\$0.351*	\$0.371*	5.9%
High Density Plus Flats	\$0.262*	\$0.292*	11.3%
Saturation & EDDM Flats	\$0.208*	\$0.227*	9.0%
EDDM-Retail	\$0.223	\$0.247	10.8%
DAL	\$0.080	\$0.080	0.0%
Plus One	\$0.110	\$0.120	9.1%
Parcels	\$3.333*	\$3.746*	12.4%

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

First-Class Single Piece

First-Class Mail Stamp price is still one of the lowest in the world

Product	Current Price	Proposed Price	Percent Change
Stamp Price	\$0.73	\$0.78	6.8%
Meter Price	\$0.69	\$0.74	7.2%
Single-Piece Cards	\$0.56	\$0.62	10.7%
Single-Piece Flats 1oz	\$1.50	\$1.63	8.7%
Additional ounce rate Letters	\$0.28	\$0.29	3.6%
Rate Authority			7.385%

Incentives and Permit Fees

No changes to incentives, permit fees within cap.

	Current	Proposed	% of Change
First-Class & Marketing Mail Full-Service incentive	\$0.005	\$0.005	0%
Periodical & Package Services Full-Service incentive	\$0.001	\$0.001	0%
First-Class & Marketing Mail Seamless incentive	\$0.002	\$0.002	0%
Periodical & Package Services Seamless incentive	\$0.001	\$0.001	0%
FC & MM Permit Application Fee	\$350.00	\$370.00	5.7%
Periodical Application Fee	\$1,040.00	\$1,115.00	7.2%



Ancillary & Special Services

Used by First-Class Customers most often

Special Services	Proposed Change
Certified Mail	9.2%
Post Office Boxes	5.8%
Money Orders	7.8%
Registered Mail Services	6.4%
Certificate of Mailing	8.1%
Caller Service	7.6%
Address Correction Services	2.33%
Address Management licence fees	7.3%

Marketing Mail Container Discounts - Flats

No changes to SCF pallet incentives for Marketing Mail Letters

Type of worksharing	Discount p/1000 pieces current	Discount p/1000 pieces July 2025	Proposed \$ Change	Proposed % Change
ADC, 3D, 5D on SCF plt	\$26	\$32	\$6	+23%
Carrier Route on SCF plt	\$21	\$26	+\$4	+19%
HD on SCF plt	\$15	\$18	+\$3	+20%
HD+ on SCF plt	\$14	\$17	+\$3	+21.4%
Saturation on SCF plt	\$5	\$6	+\$1	+20%
Carrier Route on 5D plt	\$31	\$34	+\$3	+9.6%
HD on 5D plt	\$27	\$33	+\$6	+22.2%
HD+ on 5D plt	\$22	\$27	+\$5	+22.7%
Saturation on 5D plt	\$17	\$21	+\$4	+23.5%

Bound Printed Matter

- There is an open docket to remove Bound Printed Matter as a subclass of Package Services.
- These prices are based on the PRC not approving that request prior to July implementation.
- NDC entry and DNDC discount also removed from BPM.

Product	Current Price	Proposed Price	Percent Change
BPM Flat	\$0.95*	\$1.24*	30.8%
BPM Parcel	\$1.53*	\$1.72*	12.4%

- Average revenue per piece

Price increases applied to BPM to correct underpricing and irrational rate relationships with Marketing Mail

Media / Library Mail

- USPS is removing presort rates Media / Library Mail.
- Products include as example: books, CDs, DVDs, printed music, test materials, playscripts, manuscripts and educational reference materials.
- New price structure should result in a **2.515%** price reduction in 2026.

Eliminate Media and Library Mail Presort: Elimination of 5-Digit and Basic rates due to low use and to simplify product offering to Single-Piece rates only.

Media Mail

Commercial—Flats (Large Envelopes) / Parcels

Weight Not Over (lbs.)	5-Digit Presort	Basic Presort	Weight Over
1	X	X	
2	X	X	
3	X	X	
4	X	X	

Library Mail

Commercial—Flats (Large Envelopes) / Parcels

Weight Not Over (lbs.)	5-Digit Presort	Basic Presort	Weight Over
1	X	X	
2	X	X	
3	X	X	
4	X	X	



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Volume Stat's

The class is showing a % of Market Dominant Mail, the products are showing as a % of that mail class.

	Volume	Percentage
Marketing Mail	58,632,018,080	54.50% of MD
Letters	44,334,999,717	75.6%
Flats	14,297,018,333	24.4%
Total Commercial	47,736,666,242	81.4%
Total Non-Profit	10,877,351,808	18.6%

	Volume	Percentage
Periodicals	2,747,906,000	2.60% of MD
Outside County	2,264,350,000	82.40%
Inside County	483,556,000	17.60%

	Volume	Percentage
First-Class	44,467,113,000	42.13% of MD
Single Piece Ltr	10,346,119,000	23.27%
Single Piece Card	325,862,000	0.73%
Presort Ltr	30,307,352,000	68.16%
Presort Card	2,451,732,000	5.51%
Flats	881,390,000	1.98%

	Volume	Percentage
Bound Printed Matter	342,898,000	0.32% of MD
BPM Flat	119,055,000	34.72%
BPM Parcel	223,843,000	65.28%