

## Marketing Mail Saturation/High Density Flats Rates Effective August 29, 2021

### Standard Saturation/High Density Flats up to 4.0 ounces

|                                     |                |           | Current | Current (per 1,000) | New for August 2021 | New for August 2021 | Change |
|-------------------------------------|----------------|-----------|---------|---------------------|---------------------|---------------------|--------|
| High Density (if entered on pallet) |                |           |         |                     |                     |                     |        |
|                                     | DSCF           |           | \$0.213 | \$213.00            | \$0.233             | \$233.00            | 9.39%  |
|                                     | DDU            |           | \$0.197 | \$197.00            | \$0.212             | \$212.00            | 7.61%  |
| High Density Plus                   |                |           |         |                     |                     |                     |        |
|                                     | DSCF           |           | \$0.187 | \$187.00            | \$0.195             | \$195.00            | 4.28%  |
|                                     | DDU            |           | \$0.171 | \$171.00            | \$0.174             | \$174.00            | 1.75%  |
| Saturation                          |                |           |         |                     |                     |                     |        |
|                                     | DSCF           |           | \$0.179 | \$179.00            | \$0.188             | \$188.00            | 5.03%  |
|                                     | DDU            |           | \$0.163 | \$163.00            | \$0.167             | \$167.00            | 2.45%  |
| EDDM                                |                |           |         |                     |                     |                     |        |
|                                     | DSCF           |           | \$0.180 | \$180.00            | \$0.189             | \$189.00            | 5.00%  |
| Detached Address Labels             |                |           |         |                     |                     |                     |        |
|                                     | No advertising | Per piece | \$0.055 |                     | \$0.065             |                     | 18.18% |
|                                     | Advertising    | Per piece | \$0.060 |                     | \$0.070             |                     | 16.67% |

### Standard Saturation/High Density Flats Piece/Pound over 4.0 Ounces

|                                     |      |       | Current | Current (per 1,000) | New for August 2021 | New for August 2021 | Change |
|-------------------------------------|------|-------|---------|---------------------|---------------------|---------------------|--------|
| High Density (if entered on pallet) |      |       |         |                     |                     |                     |        |
|                                     | DSCF |       |         |                     |                     |                     |        |
|                                     |      | Piece | \$0.106 | \$106.00            | \$0.121             | \$121.00            | 14.15% |
|                                     |      | Pound | \$0.426 | \$426.00            | \$0.447             | \$447.00            | 4.93%  |
|                                     | DDU  |       |         |                     |                     |                     |        |
|                                     |      | Piece | \$0.106 | \$106.00            | \$0.121             | \$121.00            | 14.15% |
|                                     |      | Pound | \$0.365 | \$365.00            | \$0.365             | \$365.00            | 0.00%  |
| High Density Plus                   |      |       |         |                     |                     |                     |        |
|                                     | DSCF |       |         |                     |                     |                     |        |
|                                     |      | Piece | \$0.080 | \$80.00             | \$0.083             | \$83.00             | 3.75%  |
|                                     |      | Pound | \$0.426 | \$426.00            | \$0.447             | \$447.00            | 4.93%  |
|                                     | DDU  |       |         |                     |                     |                     |        |
|                                     |      | Piece | \$0.080 | \$80.00             | \$0.083             | \$83.00             | 3.75%  |
|                                     |      | Pound | \$0.365 | \$365.00            | \$0.365             | \$365.00            | 0.00%  |
| Saturation                          |      |       |         |                     |                     |                     |        |
|                                     | DSCF |       |         |                     |                     |                     |        |
|                                     |      | Piece | \$0.072 | \$72.00             | \$0.076             | \$76.00             | 5.56%  |
|                                     |      | Pound | \$0.426 | \$426.00            | \$0.447             | \$447.00            | 4.93%  |
|                                     | DDU  |       |         |                     |                     |                     |        |

|  |                          |         |          |         |          |        |
|--|--------------------------|---------|----------|---------|----------|--------|
|  | Piece                    | \$0.072 | \$72.00  | \$0.076 | \$76.00  | 5.56%  |
|  | Pound                    | \$0.365 | \$365.00 | \$0.365 | \$365.00 | 0.00%  |
|  | Detached Address Label   | \$0.055 | \$55.00  | \$0.065 | \$65.00  | 18.18% |
|  | Detached Marketing Label | \$0.060 | \$60.00  | \$0.070 | \$70.00  | 16.67% |

EDDM

|  |       |         |          |         |          |       |
|--|-------|---------|----------|---------|----------|-------|
|  | DDU   |         |          |         |          |       |
|  | Piece | \$0.073 | \$73.00  | \$0.077 | \$77.00  | 5.48% |
|  | Pound | \$0.365 | \$365.00 | \$0.365 | \$365.00 | 0.00% |

**Example: Standard Enhanced Carrier Route 6 ounce flat (per 1,000)**

|                   |      | Current  | New      | Change |
|-------------------|------|----------|----------|--------|
| High Density      | DSCF | \$265.75 | \$288.63 | 8.61%  |
|                   | DDU  | \$242.88 | \$257.88 | 6.18%  |
| High Density Plus | DSCF | \$239.75 | \$250.63 | 4.54%  |
|                   | DDU  | \$216.88 | \$219.88 | 1.38%  |
| Saturation        | DSCF | \$231.75 | \$243.63 | 5.12%  |
|                   | DDU  | \$208.88 | \$212.88 | 1.92%  |

**Periodicals Within County**

***In-County Automation***

|                           |         |       | Current | New     | Change |
|---------------------------|---------|-------|---------|---------|--------|
| Pound rates               | DDU     | pound | \$0.156 | \$0.156 | 0.00%  |
|                           | Non-DDU | pound | \$0.204 | \$0.204 | 0.00%  |
| Piece rates               |         |       |         |         |        |
| Automation barcoded flats | Basic   | piece | \$0.171 | \$0.200 | 16.96% |
|                           | 3-Digit | piece | \$0.156 | \$0.182 | 16.67% |
|                           | 5-Digit | piece | \$0.122 | \$0.140 | 14.75% |

***In-County Nonautomation***

Pound rates

|   |              |            |          |          |        |
|---|--------------|------------|----------|----------|--------|
|   | DDU          | pound      | \$0.156  | \$0.156  | 0.00%  |
|   | Non-DDU      | pound      | \$0.204  | \$0.204  | 0.00%  |
| Piece rates (letters, flats, parcels)                 |              |            |          |          |        |
| 5-Digit Nonbarcoded                                   |              | piece      | \$0.158  | \$0.158  | 0.00%  |
| Carrier Route   |              |            |          |          |        |
|   | Basic        | piece      | \$0.068  | \$0.076  | 11.76% |
|   | High-Density | piece      | \$0.051  | \$0.055  | 7.84%  |
|   | Saturation   | piece      | \$0.038  | \$0.039  | 2.63%  |
| DDU entry discount                                    |              | per piece  | -\$0.008 | -\$0.008 | 0.00%  |
| Ride-Along  |              | per piece  | \$0.180  | \$0.181  | 0.56%  |
| Full-service Intelligent Mail option                  |              | per piece  | -\$0.001 | -\$0.001 | 0.00%  |
| Seamless Acceptance incentive (Auto or CR flats only) |              | per piece  | -\$0.001 | -\$0.001 | 0.00%  |
| <b>Periodicals Outside County</b>                     |              |            |          |          |        |
| <b><i>Pound rate (advertising)</i></b>                |              |            |          |          |        |
|   | DSCF         | per pound  | \$0.176  | \$0.176  | 0.00%  |
|   | DDU          | per pound  | \$0.120  | \$0.120  | 0.00%  |
| <b><i>Pound rate (editorial)</i></b>                  |              |            |          |          |        |
|   | DSCF         | per pound  | \$0.132  | \$0.132  | 0.00%  |
|   | DDU          | per pound  | \$0.088  | \$0.088  | 0.00%  |
| <b><i>Piece/Container Rates</i></b>                   |              |            |          |          |        |
| Carrier Route pieces                                  |              |            |          |          |        |
|   | Basic        | per piece  | \$0.207  | \$0.218  | 5.31%  |
|   | High Density | per piece  | \$0.174  | \$0.185  | 6.32%  |
| Carrier Route/5-Digit sack                            |              |            |          |          |        |
|   | DSCF         | per sack   | \$2.241  | \$2.310  | 3.08%  |
|   | DDU          | per sack   | \$1.502  | \$1.549  | 3.13%  |
| Carrier Route/5-Digit tray                            |              |            |          |          |        |
|   | DSCF         | per tray   | \$2.129  | \$2.140  | 0.52%  |
|   | DDU          | per tray   | \$1.427  | \$1.434  | 0.49%  |
| Carrier Route pallet                                  |              |            |          |          |        |
|   | DSCF         | per pallet | \$28.456 | \$28.883 | 1.50%  |
|   | DDU          | per pallet | \$3.056  | \$3.062  | 0.20%  |

|  |           |            |            |       |
|--|-----------|------------|------------|-------|
| Editorial adjustment for each 1% editorial content | per piece | -\$0.00111 | -\$0.00112 | 0.90% |
| Ride-Along   | per piece | \$0.180    | \$0.181    | 0.56% |
| Full-service Intelligent Mail option               | per piece | -\$0.001   | -\$0.001   | 0.00% |
| Seamless Acceptance (Barcoded or CR flats)         | per piece | -\$0.001   | -\$0.001   | 0.00% |