

FIRST CLASS RATES

MINIMUM OF 500 PIECES TO PRESORT

LETTER SIZE MAIL

Min. L/H Ratio=1.3
Max. L/H Ratio=2.5

SINGLE CARDS & ENVELOPES

Max. Weight=3.0 oz.
Max. Height=6 1/8"
Max. Length=11 1/2"

POSTCARDS

Min. Thickness=.009"
Max. Thickness=.016"
Min. Size=3.5" x 5"
Max. Size=6" x 9"

	Post Cards	Up to 1 oz. Letter	Up to 2 oz. Letter
NON AUTOMATED			
Single Piece	\$0.400	\$0.53	\$0.73
Presorted	\$0.335	\$0.580	\$0.580
AUTOMATED			
5-Digit	\$0.306	\$0.426	\$0.426
AADC	\$0.318	\$0.461	\$0.461
Mixed AADC	\$0.326	\$0.485	\$0.485

NON-LETTER SIZE MAIL

Max. Weight=13 oz.
Max. Height=12"
Max. Length=15"

	Flat	Up to 1 oz. Flat	Up to 2 oz. Flat
Single Piece	\$1.160	\$1.360	\$1.360
Presorted	\$1.000	\$1.200	\$1.200
AUTOMATED			
5-Digit	\$0.555	\$0.755	\$0.755
3-Digit	\$0.730	\$0.930	\$0.930
ADC	\$0.783	\$0.983	\$0.983
Mixed ADC	\$0.891	\$1.091	\$1.091

MARKETING MAIL STANDARD (A) RATES

MINIMUM OF 200 PIECES TO PRESORT

LETTER SIZE MAIL

Min. L/H Ratio=1.3
Max. L/H Ratio=2.5

SINGLE CARDS & ENVELOPES

Max. Weight=3.5 oz.
Max. Height=6 1/8"
Max. Length=11 1/2"

BOOKLETS & FOLDED SELF-MAILERS

Max. Weight=3.0 oz.
Max. Height=6"
Max. Length=10 1/2"

	None	DNDC Entry	DSCF Entry
MACHINABLE			
AADC	\$0.323	\$0.302	\$0.296
Mixed AADC	\$0.336	\$0.315	N/A
AUTOMATED			
5-Digit	\$0.277	\$0.256	\$0.250
AADC	\$0.309	\$0.288	\$0.282
Mixed AADC	\$0.330	\$0.309	N/A
ENHANCED CARRIER ROUTE			
Saturation	\$0.197	\$0.176	\$0.172
High Density Plus	\$0.210	\$0.189	\$0.185
High Density	\$0.239	\$0.218	\$0.214
Basic	\$0.332	\$0.311	\$0.308

STANDARD FLAT SIZE MAIL - PIECE RATE

Mail pieces weighing less than 4.0 oz.
Max. Weight=16 oz.
Max. Height=12"
Max. Length=15"

	None	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED				
5-Digit	\$0.573	\$0.504	\$0.494	N/A
3-Digit	\$0.697	\$0.628	\$0.618	N/A
ADC	\$0.759	\$0.690	\$0.680	N/A
Mixed ADC	\$0.825	\$0.756	N/A	N/A
AUTOMATED				
5-Digit	\$0.482	\$0.413	\$0.403	N/A
3-Digit	\$0.640	\$0.571	\$0.561	N/A
ADC	\$0.729	\$0.660	\$0.650	N/A
Mixed ADC	\$0.798	\$0.729	N/A	N/A
ENHANCED CARRIER ROUTE				
Saturation	\$0.234	\$0.195	\$0.188	\$0.167
High Density Plus	\$0.241	\$0.202	\$0.195	\$0.174
High Density	\$0.289	\$0.250	\$0.243	\$0.222
Basic	\$0.353	\$0.309	\$0.297	\$0.289

MARKETING MAIL NON-PROFIT STANDARD (A) RATES

LETTER SIZE MAIL

Min. L/H Ratio=1.3
Max. L/H Ratio=2.5

SINGLE CARDS & ENVELOPES

Max. Weight=3.50 oz.
Max. Height=6 1/8"
Max. Length=11 1/2"

BOOKLETS & FOLDED SELF-MAILERS

Max. Weight=3.0 oz.
Max. Height=6"
Max. Length=10 1/2"

	None	DNDC Entry	DSCF Entry
MACHINABLE			
AADC	\$0.192	\$0.171	\$0.165
Mixed AADC	\$0.205	\$0.184	N/A
AUTOMATED			
5-Digit	\$0.146	\$0.125	\$0.119
AADC	\$0.178	\$0.157	\$0.151
Mixed AADC	\$0.199	\$0.178	N/A
ENHANCED CARRIER ROUTE			
Saturation	\$0.117	\$0.096	\$0.092
High Density Plus	\$0.125	\$0.104	\$0.100
High Density	\$0.153	\$0.132	\$0.128
Basic	\$0.246	\$0.225	\$0.222

NON-PROFIT FLAT SIZE MAIL - PIECE RATE

Mail pieces weighing less than 4.0 oz.
Max. Weight=16 oz.
Max. Height=12"
Max. Length=15"

	None	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED				
5-Digit	\$0.369	\$0.300	\$0.290	N/A
3-Digit	\$0.493	\$0.424	\$0.414	N/A
ADC	\$0.555	\$0.486	\$0.476	N/A
Mixed ADC	\$0.621	\$0.552	N/A	N/A
AUTOMATED				
5-Digit	\$0.278	\$0.209	\$0.199	N/A
3-Digit	\$0.436	\$0.367	\$0.357	N/A
ADC	\$0.525	\$0.456	\$0.446	N/A
Mixed ADC	\$0.594	\$0.525	N/A	N/A
ENHANCED CARRIER ROUTE				
Saturation	\$0.146	\$0.107	\$0.100	\$0.079
High Density Plus	\$0.153	\$0.114	\$0.107	\$0.086
High Density	\$0.201	\$0.162	\$0.155	\$0.134
Basic	\$0.265	\$0.221	\$0.209	\$0.201

MARKETING MAIL FLAT SIZE PIECE + POUND RATE

Mail pieces weighing more than 4.0 oz.
**Each piece is subject to a piece AND pound rate

POUND RATE (add to Piece Rate)

	None	Entry	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED	\$1.052	\$0.776	\$0.776	\$0.734	N/A
AUTOMATED	\$1.052	\$0.776	\$0.776	\$0.734	N/A
ENHANCED CARRIER ROUTE					
Saturation	\$0.630	\$0.474	\$0.447	\$0.447	\$0.365
High Density Plus	\$0.630	\$0.474	\$0.447	\$0.447	\$0.365
High Density	\$0.630	\$0.474	\$0.447	\$0.447	\$0.365
Basic	\$0.822	\$0.647	\$0.598	\$0.566	

PIECE RATE (add to Pound Rate)

	None	Entry	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED					
5-Digit	\$0.310	\$0.310	\$0.310	N/A	N/A
3-Digit	\$0.434	\$0.434	\$0.434	N/A	N/A
ADC	\$0.496	\$0.496	\$0.496	N/A	N/A
Mixed ADC	\$0.562	\$0.562	N/A	N/A	N/A
AUTOMATION					
5-Digit	\$0.219	\$0.219	\$0.219	N/A	N/A
3-Digit	\$0.377	\$0.377	\$0.377	N/A	N/A
ADC	\$0.466	\$0.466	\$0.466	N/A	N/A
Mixed ADC	\$0.535	\$0.535	N/A	N/A	N/A
ENHANCED CARRIER ROUTE					
Saturation	\$0.076	\$0.076	\$0.076	\$0.076	
High Density Plus	\$0.083	\$0.083	\$0.083	\$0.083	
High Density	\$0.131	\$0.131	\$0.131	\$0.131	
Basic	\$0.147	\$0.147	\$0.147	\$0.147	

NON-PROFIT FLAT SIZE MAIL PIECE + POUND RATE

Mail pieces weighing more than 4.0 oz.
**Each piece is subject to a piece AND pound rate

POUND RATE (add to Piece Rate)

	None	Entry	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED	\$0.900	\$0.624	\$0.624	\$0.582	N/A
AUTOMATED	\$0.900	\$0.624	\$0.624	\$0.582	N/A
ENHANCED CARRIER ROUTE					
Saturation	\$0.458	\$0.302	\$0.275	\$0.193	
High Density Plus	\$0.458	\$0.302	\$0.275	\$0.193	
High Density	\$0.458	\$0.302	\$0.275	\$0.193	
Basic	\$0.654	\$0.479	\$0.430	\$0.398	

PIECE RATE (add to Pound Rate)

	None	Entry	DNDC Entry	DSCF Entry	DDU Entry
NON AUTOMATED					
5-Digit	\$0.144	\$0.144	\$0.144	N/A	N/A
3-Digit	\$0.268	\$0.268	\$0.268	N/A	N/A
ADC	\$0.330	\$0.330	\$0.330	N/A	N/A
Mixed ADC	\$0.396	\$0.396	N/A	N/A	N/A
AUTOMATION					
5-Digit	\$0.053	\$0.053	\$0.053	N/A	N/A
3-Digit	\$0.211	\$0.211	\$0.211	N/A	N/A
ADC	\$0.300	\$0.300	\$0.300	N/A	N/A
Mixed ADC	\$0.369	\$0.369	N/A	N/A	N/A
ENHANCED CARRIER ROUTE					
Saturation	\$0.031	\$0.031	\$0.031	\$0.031	
High Density Plus	\$0.038	\$0.038	\$0.038	\$0.038	
High Density	\$0.086	\$0.086	\$0.086	\$0.086	
Basic	\$0.101	\$0.101	\$0.101	\$0.101	

2022 USPS PROMOTIONS CALENDAR

USPS Promotions encourage marketers, printers, and mailers to try out new technology and print techniques that drive higher customer engagement and response rates and increase return on investment in mail. By incentivizing the use of these technologies through discounts, the Postal Service is helping to increase the value of direct mail and ensuring its continued place in the modern communications and marketing landscape.

For 2022, USPS is offering the Promotions detailed at right.



TACTILE, SENSORY AND INTERACTIVE MAILPIECE ENGAGEMENT

Encourages mailers to enhance customer engagement through innovations in paper and stock, substrates, inks, interactive elements, and finishing techniques.

- **ELIGIBILITY** Marketing Mail letters and flats; First-Class Mail letters, cards, and flats
- **DISCOUNT** 4%



EMERGING AND ADVANCED TECHNOLOGY

Encourages mailers to incorporate emerging technologies such as Enhanced AR, VR/AR, NFC, Video in Print, multichannel mail integration with voice assistants.

- **ELIGIBILITY** Marketing Mail letters and flats; First-Class Mail letters, cards, and flats
- **DISCOUNT** 2%-3%



EARNED VALUE REPLY MAIL

Encourages mailers to distribute Business Reply Mail (BRM), Courtesy Reply Mail (CRM), and Share Mail envelopes and cards by providing a financial benefit when customers put those pieces back into the mailstream.

- **ELIGIBILITY** Credits may be applied to postage for qualifying First-Class and Marketing Mail letters & flats, and must be used by December 31, 2022.
- **DISCOUNT** \$0.02 credit per counted reply and/or share mail piece



PERSONALIZED COLOR TRANSPROMO

Enhances the value of First-Class Mail by encouraging mailers of bills and statements to incorporate color marketing messaging to improve connection to and response from customers.

- **ELIGIBILITY** Qualifying First-Class Mail presort and automation letters (bills and statements)
- **DISCOUNT** 3%



INFORMED DELIVERY

Encourages mailers to use USPS' Informed Delivery omni-channel feature. Participants must create Informed Delivery campaigns through the Portal or submit elements through eDoc submission and develop campaigns that meet best-practice requirements.

- **ELIGIBILITY** Qualifying automation Marketing Mail letters and flats; qualifying automation First-Class Mail letters, cards, and flats
- **DISCOUNT** 4%



MOBILE SHOPPING

Encourages mailers to integrate mobile technologies that facilitate convenient, seamless online shopping experiences. Many new mobile technologies can be leveraged to qualify for this promotion.

- **ELIGIBILITY** Qualifying Marketing Mail letters and flats
- **DISCOUNT** 2%

PROMOTION AND REGISTRATION DATES

PROMOTIONS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC
TACTILE, SENSORY AND INTERACTIVE MAILPIECE ENGAGEMENT		DEC 15					JUL 31					
EMERGING AND ADVANCED TECHNOLOGY								AUG 31				
EARNED VALUE REPLY MAIL			FEB 15	APR 1								
PERSONALIZED COLOR TRANSPROMO					MAY 15							DEC 31
INFORMED DELIVERY												DEC 31
MOBILE SHOPPING												DEC 31

Registration Period Promotion Period

For more information, visit: postalpro.usps.com/promotions