



## 2021 USPS RATE CHART

### FIRST CLASS RATES

#### MINIMUM OF 500 PIECES TO PRESORT LETTER SIZE MAIL

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

<b>SINGLE CARDS &amp; ENVELOPES</b>	<b>POSTCARDS</b>
Max. Weight=3.0 oz.	Min. Thickness=.009"
Max. Height=6 1/8"	Max. Thickness=.016"
Max. Length=11 1/2"	Min. Size=3.5" x 5"
	Max. Size=6" x 9"

	Post Cards	Up to 1 oz. Letter	Up to 2 oz. Letter
<b>NON AUTOMATED</b>			
Single Piece	\$0.400	\$0.53	\$0.73
Presorted	\$0.335	\$0.580	\$0.580
<b>AUTOMATED</b>			
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.	Up to 1 oz.	Up to 2 oz.
Max. Height=12"	Flat	Flat
Max. Length=15"		
Single Piece	\$1.160	\$1.360
Presorted	\$1.000	\$1.200
<b>AUTOMATED</b>		
5-Digit	\$0.555	\$0.755
3-Digit	\$0.730	\$0.930
ADC	\$0.783	\$0.983
Mixed ADC	\$0.891	\$1.091

**320-251-7611**  
**NAHAN.COM**

**7000 SAUKVIEW DRIVE**  
**ST. CLOUD, MN 56303**

### 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

<b>SINGLE CARDS &amp; ENVELOPES</b>
Max. Weight=3.5 oz.
Max. Height=6 1/8"
Max. Length=11 1/2"

<b>BOOKLETS &amp; FOLDED SELF-MAILERS</b>
Max. Weight=3.0 oz.
Max. Height=6"
Max. Length=10 1/2"

	None	DNDC Entry	DSCF Entry
<b>MACHINABLE</b>			
AADC	\$0.323	\$0.302	\$0.296
Mixed AADC	\$0.336	\$0.315	N/A
<b>AUTOMATED</b>			
5-Digit	\$0.277	\$0.256	\$0.250
AADC	\$0.309	\$0.288	\$0.282
Mixed AADC	\$0.330	\$0.309	N/A

<b>ENHANCED CARRIER ROUTE</b>			
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
<b>NON AUTOMATED</b>				
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
<b>AUTOMATED</b>				
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
<b>ENHANCED CARRIER ROUTE</b>				
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

<b>SINGLE CARDS &amp; ENVELOPES</b>
Max. Weight=3.50 oz.
Max. Height=6 1/8"
Max. Length=11 1/2"

<b>BOOKLETS &amp; FOLDED SELF-MAILERS</b>
Max. Weight=3.0 oz.
Max. Height=6"
Max. Length=10 1/2"

	None	DNDC Entry	DSCF Entry
<b>MACHINABLE</b>			
AADC	\$0.192	\$0.171	\$0.165
Mixed AADC	\$0.205	\$0.184	N/A
<b>AUTOMATED</b>			
5-Digit	\$0.146	\$0.125	\$0.119
AADC	\$0.178	\$0.157	\$0.151
Mixed AADC	\$0.199	\$0.178	N/A
<b>ENHANCED CARRIER ROUTE</b>			
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
<b>NON AUTOMATED</b>				
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
<b>AUTOMATED</b>				
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
<b>ENHANCED CARRIER ROUTE</b>				
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

	None	DNDC Entry	DSCF Entry	DDU Entry
<b>POUND RATE (add to Piece Rate)</b>				
<b>NON AUTOMATED</b>	\$1.052	\$0.776	\$0.734	N/A
<b>AUTOMATED</b>	\$1.052	\$0.776	\$0.734	N/A
<b>ENHANCED CARRIER ROUTE</b>				
Saturation	\$0.630	\$0.474	\$0.447	\$0.365
High Density Plus	\$0.630	\$0.474	\$0.447	\$0.365
High Density	\$0.630	\$0.474	\$0.447	\$0.365
Basic	\$0.822	\$0.647	\$0.598	\$0.566

#### PIECE RATE (add to Pound Rate)

	None	DNDC Entry	DSCF Entry	DDU Entry
<b>NON AUTOMATED</b>				
5-Digit	\$0.310	\$0.310	\$0.310	N/A
3-Digit	\$0.434	\$0.434	\$0.434	N/A
ADC	\$0.496	\$0.496	\$0.496	N/A
Mixed ADC	\$0.562	\$0.562	N/A	N/A
<b>AUTOMATION</b>				
5-Digit	\$0.219	\$0.219	\$0.219	N/A
3-Digit	\$0.377	\$0.377	\$0.377	N/A
ADC	\$0.466	\$0.466	\$0.466	N/A
Mixed ADC	\$0.535	\$0.535	N/A	N/A
<b>ENHANCED CARRIER ROUTE</b>				
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

	None	DNDC Entry	DSCF Entry	DDU Entry
<b>POUND RATE (add to Piece Rate)</b>				
<b>NON AUTOMATED</b>	\$0.900	\$0.624	\$0.582	N/A
<b>AUTOMATED</b>	\$0.900	\$0.624	\$0.582	N/A
<b>ENHANCED CARRIER ROUTE</b>				
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
<b>PIECE RATE (add to Pound Rate)</b>				
<b>NON AUTOMATED</b>				
5-Digit	\$0.144	\$0.144	\$0.144	N/A
3-Digit	\$0.268	\$0.268	\$0.268	N/A
ADC	\$0.330	\$0.330	\$0.330	N/A
Mixed ADC	\$0.396	\$0.396	N/A	N/A
<b>AUTOMATION</b>				
5-Digit	\$0.053	\$0.053	\$0.053	N/A
3-Digit	\$0.211	\$0.211	\$0.211	N/A
ADC	\$0.300	\$0.300	\$0.300	N/A
Mixed ADC	\$0.369	\$0.369	N/A	N/A
<b>ENHANCED CARRIER ROUTE</b>				
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



JAN – FEB – MARCH    APRIL – MAY – JUNE – JULY – AUG – SEPT    OCT – NOV – DEC

### FIRST-CLASS MAIL®



**Personalized Color Transpromo**  
Promotion Period (6 months)  
July 1 – December 31

### MARKETING MAIL® AND FIRST-CLASS MAIL



**Informed Delivery**  
Promotion Period (3 months)  
September 1 – November 30

### MARKETING MAIL



**Mobile Shopping**  
Promotion Period (5 months)  
August 1 – December 31



## 2021 MAILING PROMOTIONS CALENDAR

### ***Tactile, Sensory and Interactive Mailpiece Engagement Promotion:***

Encourages mailers to enhance customer engagement with the mail through the use of advanced print innovations in paper and stock, substrates, inks, interactive elements, and finishing techniques. Regular and nonprofit Marketing Mail letters and flats that meet the promotion requirements will be eligible for an upfront 2% postage discount during the promotion period.

### ***Emerging and Advanced Technology Promotion:***

Encourages mailers to incorporate emerging technologies such as AR, VR/MR, NFC, Video in Print, multichannel mail integration with digital assistants/smart speakers into their direct mailpieces. Regular and nonprofit Marketing Mail letters and flats, and First-Class Mail letters, cards, and flats that meet the promotion requirements will be eligible for an upfront 2% postage discount during the promotion period.

### ***Earned Value Reply Mail Promotion:***

Encourages mailers to continue to distribute Business Reply Mail (BRM), Courtesy Reply Mail (CRM) and Share Mail envelopes and cards by providing a financial benefit when their customer puts those pieces back into the mailstream. All participants will earn a \$0.02 credit per counted reply and Share mail pieces between April-June of 2021. Credits may be applied to postage for First-Class and Marketing Mail letters & flats, and must be used by December 31, 2021.

### ***Personalized Color Transpromo Promotion:***

Enhances the value of First-Class Mail by encouraging mailers of bills and statements to incorporate color marketing messaging in order to foster a better connection and response from their customers. First-Class Mail presort and automation letters—bills and statements—that meet the updated dynamic print and personalization requirements will be eligible for an upfront 2% postage discount during the promotion period. First-time participants must meet only the dynamic color print messaging requirements.

### ***Mobile Shopping Promotion:***

Encourages mailers to integrate their direct mail pieces with mobile technologies that facilitate a convenient online shopping experience for consumers during the holiday season. There are many new mobile technologies that can be leveraged to qualify for this promotion to facilitate a seamless shopping and purchasing experience. Regular and nonprofit Marketing Mail letters and flats that meet the promotion requirements will be eligible for an upfront 2% postage discount during the promotion period.

### ***Informed Delivery Promotion:***

Encourages mailers to continue to adopt use of the USPS' omni-channel feature, Informed Delivery. Participants may create Informed Delivery campaigns through the Portal or submit elements through their eDoc submission, and develop campaigns that meet best-practice requirements. Regular and nonprofit Marketing Mail letters and flats, and First-Class Mail presort or automation letters, cards, and flats that meet the promotion requirements will be eligible for an upfront 2% postage discount during the promotion.