

Structural Changes Under Consideration for the Next Price Change

March, 2018

- Transparency
- No unintended consequences
- Simplification
- Growth

Significant rate relationships

- Letters - How has volume migrated? What is appropriate pass-through?
 - First-Class Mail Single-Piece vs Meter
 - AADC vs. 5 Digit letter discount (FCM and MM)
 - Marketing Mail Origin letters vs. DNDC vs. DSCF
 - 5-Digit vs. High Density, HD+, Saturation
- Flats- How has volume migrated? What is appropriate pass-through?
 - 5-Digit vs. Carrier Route vs. High Density, HD+, Saturation
 - Has volume CR moved to direct pallets in non-FSS zones?

- **2018 and 2019 Mailing Promotions**
- **Remittance Mail Redirect**
- **Extended Forwarding Service for First-Class Mail**
- **Automated Accounting for BRM Flats and Letters**
- **Address Business Reply Mail/Qualified Business Reply Mail Postage Anomaly**
- **Simplify FC Residual**
- **Zoned Pricing – FC Presort Letters and Flats**

- **Set Minimum Size Dimensions for First-Class Package International**
- **Eliminate Weight Steps Above 13 ounces for First-Class Mail International**

- **2018 and 2019 Mailing Promotions**
- **EDDM Letters**
- **Simplify the pricing structure for Picture Permit**
- **Merge Flats, Carrier Route and HD into one product**
- **Zoned Pricing – MM Letters and Flats**

- **Further Incent Dropship pallets (non FSS)**
- **Incent Trays**

- **Evaluate Barcode / Full Service Incentives**
- **Permit Simplification**



Questions?