

Commercial postal rates can have a big impact on your marketing budget. Rates changed July 10, 2022 and are listed below.

**Not sure what these terms mean?**  
Check out our helpful definitions on the next page.

### FIRST-CLASS MAIL

Delivery in 1-3 business days (not guaranteed)

#### LETTERS: UP TO 3.5 OZ

SERVICE	PRIOR \$	AS OF 7/10/22
Automation 5 Digit (1 oz)	.426	.455
Automation AADC	.461	.491
Automation Mixed AADC	*.485	*.515
Presorted (Machinable)	.494	.526
Single Piece Retail	.580	.60

#### FLATS: UP TO 1 OZ

SERVICE	PRIOR \$	AS OF 7/10/22
Automation 5 Digit (1 oz)	.555	.555
Automation 3 Digit	.730	.762
Automation AADC	.783	.821
Automation Mixed AADC	*.891	*.934
Single Piece Retail	1.16	1.20

Additional ounce: .20

#### POSTCARDS: UP TO 1 OZ

SERVICE	PRIOR \$	AS OF 7/10/22
Automation 5 Digit (1 oz)	.306	.33
Automation AADC	.318	.348
Automation Mixed AADC	*.326	*.359
Presorted (Machinable)	.335	.372
Single Piece Retail	.400	.44

Shawmut Communications Group

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### MAIL FORMATS DEFINED

#### LETTER

	MIN.	MAX.
LENGTH	5"	11 1/2"
HEIGHT	3 1/2"	6 1/8"
THICKNESS	.007"	1/4"

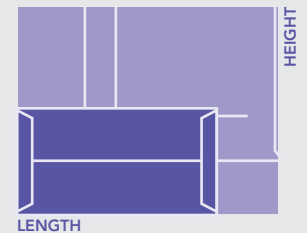


\*\*Thickness must be .009" or more if more than 6" long, 4 1/4" high, or both.

Max weight for letters is 3.5 oz.

#### FLAT

	MIN.*	MAX.
LENGTH	11 1/2"	15"
HEIGHT	6 1/8"	12"
THICKNESS	1/4"	3/4"



\*Flats exceed at least one of these dimensions.

Max weight for flats is 13 oz.

Flats are subject to flexibility standards. Can not be too flexible or too rigid. Flat-size mail pieces must be uniformly thick so that any bumps, protrusions, or other irregularities do not cause more than 1/4-inch variance in thickness.

#### POSTCARD

	MIN.*	MAX.
LENGTH	5"	9"
HEIGHT	3 1/2"	6"
THICKNESS	.007"	.016"



## LOOKING FOR WAYS TO SAVE ON YOUR DIRECT MAIL PROGRAMS?

Talk with one of our mailing experts today.

# MARKETING MAIL

## LETTERS: UP TO 3.5 OZ

SERVICE	PRIOR \$	7/10/22
Automation 5 Digit	-.277	.296
Automation AADC/ADC	-.309	.328
Automation Mixed AADC/ADC	*.330	*.349
Non-Automation AADC/ADC	-.323	.339
Non-Automation Mixed AADC/ADC	-.336	.355

## FLATS: 4 OZ OR LESS

SERVICE	PRIOR \$	7/10/22
Automation 5 Digit	-.482	.530
Automation 3 Digit	-.640	.684
Automation AADC/ADC	-.729	.782
Automation Mixed AADC/ADC	*.798	*.854
Non-Automation 5 Digit	-.573	.611
Non-Automation 3 Digit	-.697	.736
Non-Automation AADC/ADC	-.759	.800
Non-Automation Mixed AADC/ADC	-.825	.881

Must have at least 200 pieces or 50 lbs of mail to qualify for Marketing Mail discounts. Delivery in 2–9 business days (not guaranteed). The max weight is 16 oz. Additional discounts may be available based on the mail entry point (DNDC, DSCF, DDU). Please contact us for more information.

Pricing with an \* should be used in the estimating process.

# MARKETING MAIL NONPROFIT

## LETTERS: UP TO 3.5 OZ

SERVICE	PRIOR \$	7/10/22
Automation 5 Digit	-.146	.154
Automation AADC/ADC	-.178	.186
Automation Mixed AADC/ADC	*.199	*.207
Non-Automation AADC/ADC	-.192	.197
Non-Automation Mixed AADC/ADC	-.205	.213

## FLATS: 4 OZ OR LESS

SERVICE	PRIOR \$	7/10/22
Automation 5 Digit	-.278	.324
Automation 3 Digit	-.436	.478
Automation AADC/ADC	-.525	.576
Automation Mixed AADC/ADC	*.594	*.648
Non-Automation 5 Digit	-.369	.405
Non-Automation 3 Digit	-.493	.530
Non-Automation AADC/ADC	-.555	.594
Non-Automation Mixed AADC/ADC	-.624	.675

## COMMERCIAL MAILING SERVICES DEFINED

**AADC/ADC:** An Automated Area Distribution Center (AADC) or an Area Distribution Center (ADC) sorts and sends mail for the same service area to the destination delivery unit (the local post office) where mail is put into delivery sequence for each carrier. The difference between an AADC and ADC is the volume of mail that goes through each center.

**Mixed AADC/ADC:** Mixed AADC/ADC means that the tray or sack has mail for multiple AADC or ADCs in an area. That means the USPS has to sort it and ship to the individual AADC or ADCs. This adds time and expense to the process.

**Automation:** Mail that is prepared in such a way that allows the USPS to utilize their equipment to read and distribute mail using a barcode, which includes the delivery ZIP code.

**Presort:** The sorting of outgoing mail by delivery ZIP code in order to take advantage of a cheaper rate of postage.

**5 Digit:** The delivery address ZIP code on all pieces is the same 5 digit ZIP code.

**3 Digit:** The delivery address ZIP code on all pieces begins with the same three digits.

**Presorted (Non-Automation):** Mail sorted by ZIP code which meets USPS labeling standards but does not meet postal automation criteria.