



# Understanding the USPS Rate Case

July 2024 Rate Case

# INTRODUCTIONS

YOUR BCC SOFTWARE  
WEBINAR TEAM



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# DISCLAIMER

⦿ Current as of 6/25/2024

Much of the information on the following slides is based on information found in documentation, and from conversations with USPS officials about intent of the changes.

They may not reflect the final state of the requirements as they have not all been published at the time of the presentation.

BCC Software will accommodate changes to the requirements as they are made available.

# TOP THINGS YOU NEED TO KNOW ABOUT THIS RATE CASE

1. Rate Changes, Mail.dat and Mail.XML new versions and erratas
2. Structural Changes
  - Election Mail Ballot/Non-Ballot Separation
  - Pricing structure changes for Marketing Mail flats/heavy letters
3. Mailing Promotions and Incentive Changes
  - Marketing Mail and BPM Catalog Incentive
4. Additional Regulatory
  - Zone 10 no longer included
  - Elimination of Simple Samples
  - Ground Advantage Retail Oversized and Dimensional
  - Nomenclature updates for the Network Redesign



# POSTALONE! RELEASE AND IMPLEMENTATION DATES

- ⦿ **PostalOne!** releases changes to support the January Rate Case on Sunday, June 30<sup>th</sup>.
- ⦿ The implementation date is Sunday, July 14<sup>th</sup>.
- ⦿ Versions of Mail.dat and Mail.XML to be updated with June 30<sup>th</sup> release of **PostalOne!**

## Mail.dat

Versions	Prior to Deployment Date	Deployment Date to Price Change Effective Date	Price Change Effective Date and After
23-1	Supported	Supported	Supported
24-1	Supported	Supported	Supported

## Mail.XML

Versions	Prior to Deployment Date	Deployment Date to Price Change Effective Date	Price Change Effective Date and After
25.3 <sup>1</sup>	Supported	Supported	Supported – for updates only
25.4 <sup>1</sup>	Supported	Supported	Supported – for updates only
26.1 <sup>1</sup>	Supported	Supported	Supported – for updates only
26.2	Supported	Supported	Supported

Versions	Prior to Deployment Date	Deployment Date to Price Change Effective Date	Price Change Effective Date and After
26.3 <sup>2</sup>	-	Supported <sup>2</sup>	Supported
27.0 <sup>2</sup>	-	Supported <sup>2</sup>	Supported

*1 – Versions no longer supported for new mailings on and after July 14, 2024.*

*2 – New version to be supported for mailing dates on and after July 14, 2024.*

**Notes:**

*Versions 25.2 and 26.0 will not be supported after June 30, 2024.*

*Final version(s) of Mail.XML to be supported will be determined based on discussion with DTAC.*

*New Mail.XML WSDLs will be posted on PostalPro at <https://postalpro.usps.com/> as they become available.*

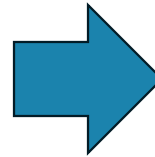
# ELECTION MAIL BALLOT/NON-BALLOT SEPARATION

- ⦿ Election Mail split
  - Election Mail: Ballots
  - Election Mail: Non-Ballots
- ⦿ Political Mail is unchanged

- ⦿ New Postage Statement checkboxes
- ⦿ New values for Mail.dat and Mail.XML

United States Postal Service  
**Postage Statement—First-Class Mail and USPS Ground Advantage**  
 Use this form for First-Class Mail and USPS Ground Advantage

<b>Mailer</b>	Permit Holder Name, Address, Email, Telephone		Mailing Agent (If other than permit holder) Name, Address, Telephone			
	EPS Cust. Ref. No. _____ CRID _____		CRID _____			
<b>Mailing</b>	Post Office of Mailing		Mailer's Mailing Date	Federal Agency Cost Code	Statement Seq. No.	
	Type of Postage <input type="checkbox"/> Permit Imprint <input type="checkbox"/> Precanceled Stamps <input type="checkbox"/> Metered	Processing Category <input type="checkbox"/> Letters <input type="checkbox"/> Flats <input type="checkbox"/> Parcels	For Mail Enclosed within Another Class <input type="checkbox"/> Marketing Mail <input type="checkbox"/> Bound Printed Matter <input type="checkbox"/> Library Mail <input type="checkbox"/> Periodicals <input type="checkbox"/> Media Mail	Weight of a Single Piece _____*_____*_____* pounds	SSF Transaction ID#	
	Move Update Method <input type="checkbox"/> Ancillary Service Endorsement <input type="checkbox"/> NCOA <sup>Link</sup> <input type="checkbox"/> ACS		Letter or flat-size mailpieces contain: <input type="checkbox"/> Round Trip ONLY: One DVD/CD or other disk.		Total Pieces	Total Weight
	<input type="checkbox"/> Alternative Method <input type="checkbox"/> Multiple <input type="checkbox"/> OneCode ACS <input type="checkbox"/> n/a Alternative Address Format		Combined Mailing <input type="checkbox"/> Single Class		This is a Political Campaign Mailing <input type="checkbox"/> Yes <input type="checkbox"/> No	
					This is Official Election Mail <input type="checkbox"/> Yes <input type="checkbox"/> No	



United States Postal Service  
**Postage Statement—First-Class Mail and USPS Ground Advantage**  
 Use this form for First-Class Mail and USPS Ground Advantage

<b>Mailer</b>	Permit Holder Name, Address, Email, Telephone		Mailing Agent (If other than permit holder) Name, Address, Telephone			
	EPS Cust. Ref. No. _____ CRID _____		CRID _____			
<b>Mailing</b>	Post Office of Mailing		Mailer's Mailing Date	Federal Agency Cost Code	Statement Seq. No.	
	Type of Postage <input type="checkbox"/> Permit Imprint <input type="checkbox"/> Precanceled Stamps <input type="checkbox"/> Metered	Processing Category <input type="checkbox"/> Letters <input type="checkbox"/> Flats <input type="checkbox"/> Parcels	For Mail Enclosed within Another Class <input type="checkbox"/> Marketing Mail <input type="checkbox"/> Bound Printed Matter <input type="checkbox"/> Library Mail <input type="checkbox"/> Periodicals <input type="checkbox"/> Media Mail	Weight of a Single Piece _____*_____*_____* pounds	SSF Transaction ID#	
	Move Update Method <input type="checkbox"/> Ancillary Service Endorsement <input type="checkbox"/> NCOA <sup>Link</sup> <input type="checkbox"/> ACS		Letter or flat-size mailpieces contain: <input type="checkbox"/> Round Trip ONLY: One DVD/CD or other disk.		Total Pieces	Total Weight
	<input type="checkbox"/> Alternative Method <input type="checkbox"/> Multiple <input type="checkbox"/> OneCode ACS <input type="checkbox"/> n/a Alternative Address Format		Combined Mailing <input type="checkbox"/> Single Class		Political Campaign Mailing <input type="checkbox"/> Yes <input type="checkbox"/> No	
					Election Mail - Official Ballots <input type="checkbox"/> Yes <input type="checkbox"/> No	
					Election Mail - Non-Ballot Materials <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	

# PRICING STRUCTURE CHANGES FOR MARKETING MAIL FLATS/HEAVY LETTERS AND FCM FLATS

## Marketing Mail Flats Restructure

January 2023

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Flats weighing 4.0 oz. or less per piece price	None	0.265	0.266	0.288	0.356	0.426
	DNDC	0.219	0.220	0.242	0.310	0.358
	DSCF	0.207	0.208	0.230	0.298	0.352
	DDU	0.187	0.188	0.210	0.278	0.351
More than 4 oz Per Pound Price +	None	0.683	0.683	0.683	0.683	0.937
	DNDC	0.500	0.500	0.500	0.500	0.665
	DSCF	0.450	0.450	0.450	0.450	0.641
	DDU	0.370	0.370	0.370	0.370	0.637
Per Piece Price		0.094	0.095	0.117	0.117	0.192



January 2024

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Per Piece Price (All Pieces)	None	0.305	0.306	0.334	0.407	0.485
	DNDC	0.234	0.235	0.263	0.336	0.414
	DSCF	0.214	0.215	0.243	0.316	0.394
	DDU	0.201	0.202	0.230	0.303	0.381
Plus Per Pound Price (Piece more than 4oz) (first 4oz free)	None	0.640	0.640	0.640	0.776	0.776
	DNDC	0.640	0.640	0.640	0.776	0.776
	DSCF	0.640	0.640	0.640	0.776	0.776
	DDU	0.640	0.640	0.640	0.776	0.776



July 2024

	Entry Discount	Carrier Route				
		Saturation	EDDM	High Density Plus	High Density	Basic
Flats weighing 4.0 oz. or less per piece price	None	0.299	0.300	0.342	0.419	0.502
	DNDC	0.233	0.234	0.276	0.353	0.436
	DSCF	0.229	0.230	0.272	0.349	0.432
	DDU	0.218	0.219	0.261	0.338	0.421
More than 4 oz Per Pound Price +	None	1.040	1.040	1.040	1.167	1.183
	DNDC	0.592	0.592	0.592	0.719	0.735
	DSCF	0.562	0.562	0.562	0.689	0.705
	DDU	0.489	0.489	0.489	0.616	0.632
Per Piece Price		0.096	0.097	0.139	0.184	0.263

- Marketing Mail Flat-shaped products rate structure is revised align with the structure last seen in January 2023.
- Pieces up to 4oz will pay a per piece price
- Pieces over 4oz will pay the per piece and the per pound price, which applies to the full mail piece weight
- This allows for separate pricing for Lightweight and Heavyweight pieces based on their unique volume and weight profiles



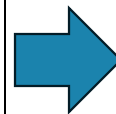
# MARKETING MAIL AND BPM CATALOG INCENTIVE

- ◎ Catalogs provide a \$0.001 discount per piece (\$1 per 1000 pieces) in Marketing Mail and BPM

## Previous Definition:

“A catalog is a bound **flat-sized** mailpiece with at least **16 pages**, meeting the criteria in 4.0.

Catalogs provide a listing of products offered for sale arranged systematically and includes images, photographs or illustrations of the products, descriptive details, and prices. Catalogs must contain an order form, a phone number, or a web address to place orders and provides shipping options for the products offered for sale.”



## New Definition:

“A catalog is a bound (*stapled, stitched, glued or fastened together along one edge*) mailpiece with **at least 12 pages**, providing an organized listing of products or services offered for sale. A catalog mailpiece may be **letter-shaped, flat-shaped or parcel-shaped**, and is mailed at USPS Marketing Mail or Bound Printed Matter rates.

The product listing must include images, photographs or illustrations of the products or services, descriptive details, fulfillment information and prices or contain an alternate method for the reader to determine prices. Catalogs must contain enough information to allow an order to be placed, *e.g.*, an order form, a phone number, a web address, or the means to access a web address. Catalogs will also enable fulfillment options for the products or services offered for sale.”



# VOLUME GROWTH INCENTIVES

- ⦿ Reminder: first credit payout coming in July!
- ⦿ Starting in 2024, when you surpass your volume from the previous year, you can earn 30% credits that can be redeemed for mailings in the same class.
  - Mail volume in 2023 must be greater than 1 million pieces within the class
  - Credits to be assessed and distributed June, September, December/Early 2024
- ⦿ Both First Class Mail and Marketing Mail
  - FCM Eligible
    - Flats, Letters, and Cards
  - Mkt Eligible
    - Letters, including HD/Saturation
    - Flats, including HD/Saturation
    - Carrier Route products
    - Parcels, including HD/Saturation
- ⦿ BCC Software products will primarily support claiming these credits via the Mail.dat or Mail.XML values.

# ADDITIONAL REGULATORY

- ⦿ Zone 10 removed from the July Rate Case
  - Future date for implementation unknown
- ⦿ Simple Samples removed from Marketing Mail
  - USPS now suggests using Parcel Select or USPS Ground Advantage for mailing samples
- ⦿ Oversized and Dimensional Pricing added to Ground Advantage
- ⦿ Added language to the DMM for new facility
  - RPDC, LPC, and S&DC added to existing Facilities
    - NDC/RPDC
    - ASF/NDC/RPDC
    - ADC/RPDC
    - SCF/RPDC
    - SCF/LPC
    - DDU/S&DC

# HOW CAN WE HELP?

- ① Visit the BCC Software website: <https://bccsoftware.com/>
- ① Make the most of Mailing Promotions and Incentives
  - See BCC's USPS 2024 postal promotions resources at: <https://bccsoftware.com/do-something/usps-promotions/>
- ① Keep up with the Network changes coming in the Delivering for America plan. See the BCC Software Webinar to get started:
  - <https://bccsoftware.com/event/navigating-the-new-network-from-software-to-delivery/>
- ① If you have questions or want to explore other BCC Software solutions, contact us!
  - Support: (800) 624-5234 or [support@bccsoftware.com](mailto:support@bccsoftware.com)
  - Sales: (800) 337-0442 or [sales@bccsoftware.com](mailto:sales@bccsoftware.com)

# FOR MORE INFORMATION

- ⦿ USPS Overview document: <https://postalpro.usps.com/july-2024-release-overview>
- ⦿ USPS Release notes for **PostalOne!**: <https://postalpro.usps.com/july-2024-release-notes>
- ⦿ Rates and Postage Statements: <https://pe.usps.com/PriceChange/Index>
- ⦿ Mailing Volume Growth Incentive: <https://postalpro.usps.com/growth-incentive-faqs>