



# Our Guide to the July 2026 USPS® Rate Change

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**Mail Equipment  
and Postage**



**Home and Small  
Office Mail**



**USPS®  
Permit Accounts**



**Outsourced  
Mail Services**



**Expedited Document  
and Parcel Shipping**

## Background and Experience

### Speaker: Adam Lewenberg

President/CEO of Postal Advocate Inc.

- The only mail audit and recovery firm in the US and Canada
- Manage a portfolio of over 185,000 pieces of mailing equipment and over 110,000 online postage users for the largest US companies.
- Speak and teach nationally on mail savings and industry trends.

Former Industry Co Chair- Boston Postal Customer Council and Mail Systems Management Association. CMDSS and MDC Certifications.

Featured Writer for Mailing Systems Technology Magazine.

Worked for one of the largest mailing vendors for over 17 years

- Director of national sales for presort, tabletop inserters, addressing hardware/software and green offerings.
- Was one of the top 5 account managers nationally working with some of the nations' largest accounts.



## What We'll Cover:

- What rates are changing
- How this impacts you
- What you need to do
- Savings tips
- USPS Thoughts



**New rates take effect Sunday July 12, 2026**

\*We will focus on the most common rate structures. For more detail on other mail classes and services go to USPS Postal Explorer at <http://pe.usps.gov/PriceChange/Index>

# Why USPS Rates Keep Going Up

## USPS Volume Changes by Year

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	15 Yr % Change from 2010-2025	5 Yr % Change from 2020-2025
First-Class Mail®	78,514	73,738	69,617	66,620	64,639	63,455	62,271	59,733	57,466	55,626	52,940	50,850	49,128	46,152	44,467	42,182	-46.3%	-20.3%
First-Class Mail® % Change		-6.1%	-5.6%	-4.3%	-3.0%	-1.8%	-1.9%	-4.1%	-3.8%	-3.2%	-4.8%	-3.9%	-3.4%	-6.1%	-3.7%	-5.1%		
Marketing Mail®	81,841	83,957	79,496	80,878	80,374	80,090	80,930	78,370	77,306	75,690	64,180	66,234	67,121	59,435	57,524	56,767	-30.6%	-11.6%
% Change		2.6%	-5.3%	1.7%	-0.6%	-0.4%	1.0%	-3.2%	-1.4%	-2.1%	-15.2%	3.2%	1.3%	-11.5%	-3.2%	-1.3%		
Shipping	3,057	3,258	3,501	3,711	3,403	3,959	4,496	5,104	5,658	5,672	7,128	7,263	6,847	6,750	6,943	6,543	114.0%	-8.2%
% Change		6.6%	7.5%	6.0%	-8.3%	16.3%	13.6%	13.5%	10.9%	0.2%	25.7%	1.9%	-5.7%	-1.4%	2.9%	-5.8%		
Periodicals	7,269	7,077	6,741	6,359	6,045	5,838	5,586	5,301	4,994	4,635	4,006	3,679	3,400	2,992	2,748	2,443	-66.4%	-39.0%
% Change		-2.6%	-4.7%	-5.7%	-4.9%	-3.4%	-4.3%	-5.1%	-5.8%	-7.2%	-13.6%	-8.2%	-7.6%	-12.0%	-8.2%	-11.1%		
<b>Total</b>	<b>170,681</b>	<b>168,030</b>	<b>159,355</b>	<b>157,568</b>	<b>154,461</b>	<b>153,342</b>	<b>153,283</b>	<b>148,508</b>	<b>145,424</b>	<b>141,623</b>	<b>128,254</b>	<b>128,026</b>	<b>126,496</b>	<b>115,329</b>	<b>111,682</b>	<b>107,935</b>	<b>-36.8%</b>	<b>-15.8%</b>

# Mail Volume Change Detail

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	15 Yr % Change from 2010-2025	5 Yr % Change from 2020-2025
<b>First-Class Mail®</b>																		
Letters	27,437	24,722	22,735	21,452	20,860	19,887	18,928	17,832	16,861	15,948	14,687	13,436	12,437	11,395	10,346	9,309	-66.1%	-36.6%
% Change		-9.9%	-8.0%	-5.6%	-2.8%	-4.7%	-4.8%	-5.8%	-5.4%	-5.4%	-7.9%	-8.5%	-7.4%	-8.4%	-9.2%	-10.0%		
Cards	1,447	1,312	1,157	1,049	923	855	796	671	632	563	486	435	413	369	326	313	-78.4%	-35.6%
% Change		-9.3%	-11.8%	-9.3%	-12.0%	-7.4%	-6.9%	-15.7%	-5.8%	-10.9%	-13.7%	-10.5%	-5.1%	-10.7%	-11.7%	-4.0%		
Flats	2,481	2,218	2,048	1,894	1,758	1,683	1,572	1,448	1,385	1,295	1,204	1,172	1,094	972	881	834	-66.4%	-30.7%
% Change		-10.6%	-7.7%	-7.5%	-7.2%	-4.3%	-6.6%	-7.9%	-4.4%	-6.5%	-7.0%	-2.7%	-6.7%	-11.2%	-9.4%	-5.3%		
Presort	46,225	44,269	42,524	41,144	40,193	40,174	39,943	38,795	37,833	37,131	36,246	35,621	34,996	33,244	32,759	31,593	-31.7%	-12.8%
% Change		-4.2%	-3.9%	-3.2%	-2.3%	0.0%	-0.6%	-2.9%	-2.5%	-1.9%	-2.4%	-1.7%	-1.8%	-5.0%	-1.5%	-3.6%		
<b>Total Pieces</b>	<b>77,590</b>	<b>72,521</b>	<b>68,464</b>	<b>65,539</b>	<b>63,734</b>	<b>62,599</b>	<b>61,239</b>	<b>58,746</b>	<b>56,711</b>	<b>54,937</b>	<b>52,623</b>	<b>50,664</b>	<b>48,940</b>	<b>45,980</b>	<b>44,312</b>	<b>42,049</b>	<b>-45.8%</b>	<b>-20.1%</b>
% Change		-6.5%	-5.6%	-4.3%	-2.8%	-1.8%	-2.2%	-4.1%	-3.5%	-3.1%	-4.2%	-3.7%	-3.4%	-6.0%	-3.6%	-5.1%		
<b>Competitive Products</b>																		
Priority Mail®	779	790	824	871	897	974	1,005	1,023	1,070	1,085	1,261	1,394	1,183	1,058	699	528	-32.2%	-58.1%
% Change		1.4%	4.3%	5.7%	3.0%	8.6%	3.2%	1.8%	4.6%	1.4%	16.2%	10.5%	-15.1%	-10.6%	-33.9%	-24.5%		
Priority Mail® Express	43	40	40	39	36	36	33	30	28	26	24	29	27	24	21	19	-55.8%	-20.8%
% Change		-7.0%	0.0%	-2.5%	-7.7%	0.0%	-8.3%	-9.1%	-6.7%	-7.1%	-7.7%	20.8%	-6.9%	-11.1%	-12.5%	-9.5%		
Ground Advantage™	0	129	411	544	612	732	773	960	1,279	1,398	1,848	2,055	1,960	1,811	2,313	2,930		58.5%
% Change			218.6%	32.4%	12.5%	19.6%	5.6%	24.2%	33.2%	9.3%	32.2%	11.2%	-4.6%	-7.6%	27.7%	26.7%		
<b>Total Pieces</b>	<b>822</b>	<b>959</b>	<b>1,275</b>	<b>1,454</b>	<b>1,545</b>	<b>1,742</b>	<b>1,811</b>	<b>2,013</b>	<b>2,377</b>	<b>2,509</b>	<b>3,133</b>	<b>3,478</b>	<b>3,170</b>	<b>2,893</b>	<b>3,033</b>	<b>3,477</b>	<b>323.0%</b>	<b>11.0%</b>
% Change		16.7%	33.0%	14.0%	6.3%	12.8%	4.0%	11.2%	18.1%	5.6%	24.9%	11.0%	-8.9%	-8.7%	4.8%	14.6%		

# 42-79% increases in past 5 years!

Date	First-Class Mail® Retail Letters	First-Class Mail® Metered Letters	First-Class Mail® Flats	First-Class Mail® Auto Letters	First-Class Mail® Auto Flats	Marketing-Mail® Letters	Marketing-Mail® Flats
<b>7/12/2026</b>	5.1%	5.4%	3.7%	4.9%	4.8%	7.0%	3.9%
7/13/2025	6.8%	7.2%	8.7%	8.3%	9.9%	7.5%	13.4%
7/14/2024	7.4%	7.8%	10.3%	8.3%	7.6%	4.4%	5.5%
1/21/2024	3.0%	1.6%	3.0%	1.8%	1.2%	1.1%	3.8%
7/9/2023	4.8%	5.0%	5.0%	5.8%	16.7%	6.4%	8.0%
1/22/2023	5.0%	5.3%	4.0%	3.3%	8.0%	3.2%	6.1%
7/10/2022	4.2%	8.1%	10.9%	6.5%	13.0%	6.3%	7.8%
8/29/2021	5.5%	3.9%	16.0%	7.5%	17.3%	8.0%	9.0%
<b>Last 5 Year Increase</b>	<b>41.8%</b>	<b>44.3%</b>	<b>61.6%</b>	<b>46.4%</b>	<b>78.5%</b>	<b>43.9%</b>	<b>57.5%</b>
1/24/2021	0%	2%	0%	2%	7%	1%	9%
1/26/2020	0%	0%	0%	2%	-4%	2%	4%
1/27/2019	10%	6%	0%	1%	2%	2%	5%
1/21/2018	2%	2%	2%	1%	-2%	0%	5%
1/22/2017	4%	-1%	4%	0%	0%	-1%	2%
4/10/2016	-4%	-4%	-4%	-4%	-5%	-4%	-4%
<b>Previous 5 Year Increase</b>	<b>12%</b>	<b>5%</b>	<b>2%</b>	<b>1%</b>	<b>-1%</b>	<b>0%</b>	<b>21%</b>

Letter volume dropping fast!

Making up for volume declines with rate changes

Increased number of drop off points with fewer pieces per stop.

Volumes seldom go up after a major correction.

# First-Class Mail® Single Piece

First-Class Mail® Retail						
	Letters			Flats		
Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
1	\$0.78	\$0.82	5.1%	\$1.63	\$1.69	3.7%
2	\$1.07	\$1.11	3.7%	\$1.90	\$1.98	4.2%
3	\$1.36	\$1.40	2.9%	\$2.17	\$2.27	4.6%
6	N/A	N/A		\$3.00	\$3.14	4.7%
13	N/A	N/A		\$5.04	\$5.24	4.0%
Post Card	\$0.61	\$0.65	6.6%			

- 5.1% Increase on 1 Oz Letters
- 1 Oz Flats increase from \$1.63 to \$1.69
- Postcards increase by 6.6%
- Additional ounce rate stays the same at \$.29 for Letters and increases \$0-.02 more for Flats (Based on weight)

# First-Class Mail<sup>®</sup> Metered Letters

Metered mail (including Online Postage) will save \$.04 per piece over stamps purchased from the Post Office (5%)

Savings over First-Class Mail<sup>®</sup> Retail  
@ \$.82 each vs \$.78 Metered

Metered Letters			
	Letters		
Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase
1	\$0.740	\$0.780	5.4%
2	\$1.030	\$1.070	3.9%
3	\$1.320	\$1.360	3.0%

First-Class <sup>®</sup> Mail Metered Savings		
Annual Postage	# of Pieces @ \$.78 each	Savings @ \$.04 Each
\$1,000	1,282	\$51.28
\$2,000	2,564	\$102.56
\$10,000	12,821	\$512.82
\$100,000	128,205	\$5,128.21
\$1,000,000	1,282,051	\$51,282.05

# First-Class Mail<sup>®</sup> Commercial

- 5% increase for automation letters
- Flats increase by up to 2.3-6.5%
- Postcards increasing up to 7.9%
- No longer have an Automation AADC rate and it is changing to 3 Digit.
- Seamless Acceptance savings stays the same at \$.002
- Full Service IMB savings stays the same at \$.005
- SCF Pallet Discount savings is reduced from \$.004 to \$.003 for letters, stays the same at \$.002 for Post Cards and is reduced from \$.018 to \$.017 for Flats.

Commercial First-Class Mail <sup>®</sup>										
		Letters			Flats*			Post Cards		
	Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Automation 5 Digit	1	\$0.593	\$0.621	4.7%	\$0.970	\$1.025	5.7%	\$0.420	\$0.453	7.9%
Automation 3 Digit			\$0.672	4.8%	\$1.235	\$1.264	2.3%		\$0.478	7.4%
Automation AADC	1	\$0.641			\$1.331			\$0.445		
Automation Mixed AADC	1	\$0.672	\$0.707	5.2%	\$1.488	\$1.585	6.5%	\$0.462	\$0.495	7.1%
Presorted (Non Automation)	1				\$1.540	\$1.590	3.2%			

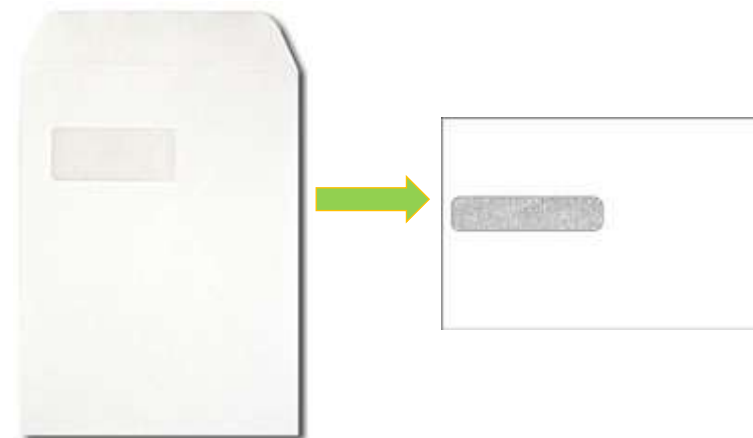
# Convert Flats to Letters

## Savings Strategies

- Fold flats to #10 and 6" x 9.5" where possible 53-73% savings! (Up to 15 sheets into a 6" X 9.5" envelope)
- Use presort services or automate internally to get up to 3.5 ounces for letters at the 1-ounce rate.
- Consider paper reduction strategies – Duplexing, smaller fonts, or links to web content vs. printing.

	Flat Envelope	Letter Envelope - Example 6 x 9 or #10			
Sheets	First Class Mail® Flat - Large Envelope	First Class Mail® Letter - 6X9 Envelope (Metered)	Typical Presort Service - First-Class Mail® Letter	First-Class Mail® - Automation Letter	Savings
1-2	\$1.69	\$0.78	\$0.707	\$.621-.707	<b>54-63%</b>
3-4	\$1.98	\$0.78	\$0.707	\$.621-.707	<b>61-69%</b>
6-10	\$2.27	\$1.07	\$0.707	\$.621-.707	<b>53-73%</b>

Weight Assumptions - Paper = .16 Ounces, Flat = .6 Ounces, 6 x 9 Envelope = .3 Ounces



# First-Class Mail<sup>®</sup> Savings Options

- Use Meters or Online Postage to save \$.04 on letters.
- Consider presort services if you run over 500 pieces per day or have one-time mailings over 1000 pieces.
- Automating your mailings in house or through a outside print/mailer can have drastic postage savings.
- Presort and automation levels go up to 3.5 ounces for the same rate.
- Flats and post cards can have the same automation rates as letters.
- Consider moving generic content mail from First Class to Marketing Mail

Mail Piece Examples	Single Piece Rates		Typical Presort Service - First-Class Mail <sup>®</sup>	Automation Mail with Barcodes		
	First-Class Mail <sup>®</sup> Retail Single Piece	First-Class Mail <sup>®</sup> Metered Single Piece		First-Class Mail <sup>®</sup> - Automation	Marketing Mail <sup>®</sup> - Automation	Marketing Mail <sup>®</sup> Non Profit-Automation
1 Ounce #10 Envelope	\$0.82	\$0.78	\$0.707	.621-.707	\$.395-.467	\$.185-.257
3 Ounce Newsletter (6X9)	\$1.40	\$1.36	\$0.707	.621-.707	\$.395-.467	\$.185-.257
8 Ounce Flat (9X12)	\$3.72	\$3.72	\$0.362	\$3.055-3.615	\$1.033-1.51	\$.742-1.23
Post Card	\$0.65	\$0.65	\$0.495	.453-.495	N/A	N/A

# Marketing Mail<sup>®</sup>

Marketing Mail <sup>®</sup>							
		Letters			Flats		
	Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Automation 5 Digit	≤3.5	\$0.372	\$0.395	6.2%	\$0.770	\$0.783	1.7%
Automation 3 Digit	≤4		\$0.435	6.9%	\$0.986	\$1.021	3.5%
Automation AADC/ADC	≤3.5	\$0.407			\$1.101		
Automation Mixed AADC/ADC-Origin	≤3.5	\$0.433	\$0.467	7.9%	\$1.185	\$1.260	6.3%
Marketing Mail <sup>®</sup> Nonprofit							
		Letters			Flats		
	Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Automation 5 Digit	≤3.5	\$0.178	\$0.185	3.9%	\$0.503	\$0.516	2.6%
Automation 3 Digit	≤4		\$0.225	5.6%	\$0.719	\$0.754	4.9%
Automation AADC/ADC	≤3.5	\$0.213			\$0.834		
Automation Mixed AADC/ADC-Origin	≤3.5	\$0.239	\$0.257	7.5%	\$0.918	\$0.993	8.2%

Marketing Mail <sup>®</sup> Commercial Flats > 4 Oz							
		Per Piece			Per Pound		
	Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Automation 5 Digit	>4	\$0.624	\$0.634	1.6%	\$0.745	\$0.797	7.0%
Automation 3 Digit	>4	\$0.840	\$0.872	3.8%	\$0.745	\$0.797	7.0%
Automation AADC/ADC	>4	\$0.955			\$0.745		
Automation Mixed AADC/ADC-Origin	>4	\$1.039	\$1.111	6.9%	\$0.745	\$0.797	7.0%
Marketing Mail <sup>®</sup> Nonprofit Flats > 4 Oz							
		Per Piece			Per Pound		
	Weight Ounces	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Automation 5 Digit	>4	\$0.371	\$0.381	2.7%	\$0.690	\$0.742	7.5%
Automation 3 Digit	>4	\$0.587	\$0.619	5.5%	\$0.690	\$0.742	7.5%
Automation AADC/ADC	>4	\$0.702			\$0.690		
Automation Mixed AADC/ADC-Origin	>4	\$0.786	\$0.858	9.2%	\$0.690	\$0.742	7.5%

USPS Marketing Mail <sup>®</sup> Commercial Flats				
Weight (OZ)	% Change			
	5-Digit	3-Digit	ADC	Mixed
1	2%	4%		6%
2	2%	4%		6%
3	2%	4%		6%
4	2%	4%		6%
5	3%	4%		7%
6	3%	5%		7%
7	3%	5%		7%
8	4%	5%		7%
9	4%	5%		7%
10	4%	5%		7%
11	4%	5%		7%
12	4%	5%		7%
13	4%	5%		7%
14	4%	5%		7%
15	4%	5%		7%
15.99	5%	5%		7%

USPS Marketing Mail <sup>®</sup> NonProfit Commercial Flats				
Weight (OZ)	% Change			
	5-Digit	3-Digit	ADC	Mixed
1	3%	5%		8%
2	3%	5%		8%
3	3%	5%		8%
4	3%	5%		8%
5	4%	6%		9%
6	5%	6%		9%
7	5%	6%		9%
8	5%	6%		9%
9	5%	6%		9%
10	5%	6%		9%
11	5%	6%		9%
12	6%	6%		9%
13	6%	6%		8%
14	6%	7%		8%
15	6%	7%		8%
15.99	6%	7%		8%

- 6-8% increase for letters (4-8% for Non-Profit)
- Flats increase 2-7% (3-8% for Non-Profit)
- Elimination of AADC Rate

# Marketing Mail<sup>®</sup>

## Savings Programs

### Entry Discounts

- DSCF – Letters – 24% savings increase, Flats – 8-17% reduction

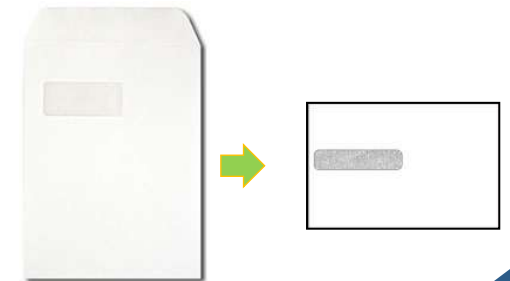
Destination Entry Discounts for Marketing Mail <sup>®</sup>									
	Letters			Flats <4 Ounces			Flats >4 Ounces (Off LB Rate)		
	Prior to 07/12/26	New Rates 07/12/26	% Change	Prior to 07/12/26	New Rates 07/12/26	% Change	Prior to 07/12/26	New Rates 07/12/26	% Change
DSCF	\$0.017	\$0.021	23.5%	\$0.038	\$0.041	7.9%	\$0.312	\$0.364	16.7%

### Additional Savings Options

- Subtract \$0.005 for the Full-Service Intelligent Mail option.
- Subtract \$0.002 the Seamless Acceptance option requirements.
- Subtract \$.003 for the SCF Pallet discount.

### Convert Flats to Letters wherever possible

- Lower rates - \$.178-.467 for up to 3.5 ounces vs. flats that are \$.475-1.26 for up to 4 ounces.
- Lower rate increases



# Impact of Entry Discounts

- Letters – 5 % Savings (9-11% for Non-Profit).
- Flats <4 Ounces – 4-5% Savings (5-8% for Non-Profit)
- Flats >4 Ounces – 10-25% Savings (13-32% for Non-Profit)

USPS Marketing Mail®

Weight (OZ)	5-Digit	3-Digit	5-Digit	3-Digit	5-Digit	3-Digit
1-3.5 OZ Letter	0.395	0.435	0.374	0.414	-5%	-5%
Flats						
1	\$0.783	\$1.021	\$0.742	\$0.980	-5%	-4%
2	\$0.783	\$1.021	\$0.742	\$0.980	-5%	-4%
3	\$0.783	\$1.021	\$0.742	\$0.980	-5%	-4%
4	\$0.783	\$1.021	\$0.742	\$0.980	-5%	-4%
5	\$0.883	\$1.121	\$0.769	\$1.007	-13%	-10%
6	\$0.933	\$1.171	\$0.796	\$1.034	-15%	-12%
7	\$0.983	\$1.221	\$0.823	\$1.061	-16%	-13%
8	\$1.033	\$1.271	\$0.851	\$1.089	-18%	-14%
9	\$1.082	\$1.320	\$0.878	\$1.116	-19%	-16%
10	\$1.132	\$1.370	\$0.905	\$1.143	-20%	-17%
11	\$1.182	\$1.420	\$0.932	\$1.170	-21%	-18%
12	\$1.232	\$1.470	\$0.959	\$1.197	-22%	-19%
13	\$1.282	\$1.520	\$0.986	\$1.224	-23%	-19%
14	\$1.331	\$1.569	\$1.013	\$1.251	-24%	-20%
15	\$1.381	\$1.619	\$1.040	\$1.278	-25%	-21%
15.99	\$1.431	\$1.669	\$1.067	\$1.305	-25%	-22%

USPS Marketing Mail® NonProfit

Weight (OZ)	5-Digit	3-Digit	5-Digit	3-Digit	5-Digit	3-Digit
1-3.5 OZ Letter	0.185	0.225	0.164	0.204	-11%	-9%
Flats						
1	\$0.516	\$0.754	\$0.475	\$0.713	-8%	-5%
2	\$0.516	\$0.754	\$0.475	\$0.713	-8%	-5%
3	\$0.516	\$0.754	\$0.475	\$0.713	-8%	-5%
4	\$0.516	\$0.754	\$0.475	\$0.713	-8%	-5%
5	\$0.613	\$0.851	\$0.499	\$0.737	-19%	-13%
6	\$0.659	\$0.897	\$0.523	\$0.761	-21%	-15%
7	\$0.706	\$0.944	\$0.546	\$0.784	-23%	-17%
8	\$0.752	\$0.990	\$0.570	\$0.808	-24%	-18%
9	\$0.798	\$1.036	\$0.594	\$0.832	-26%	-20%
10	\$0.845	\$1.083	\$0.617	\$0.855	-27%	-21%
11	\$0.891	\$1.129	\$0.641	\$0.879	-28%	-22%
12	\$0.938	\$1.176	\$0.665	\$0.903	-29%	-23%
13	\$0.984	\$1.222	\$0.688	\$0.926	-30%	-24%
14	\$1.030	\$1.268	\$0.712	\$0.950	-31%	-25%
15	\$1.077	\$1.315	\$0.735	\$0.973	-32%	-26%
15.99	\$1.123	\$1.361	\$0.759	\$0.997	-32%	-27%

# Priority Mail®

## Highlights

- 8% Increase
- Marketed as a Fuel Surcharge
- Went into effect on April 26, 2026

**Most popular USPS® package service**  
 13 ounce to 70LB items 1-3 day delivery throughout the US  
 9 primary zones based on distance.



USPS Priority Mail®		
Average % Increase	Retail	Commercial Base
Flat Rate	8%	8%
1-5LB	8%	8%
6-10LB	8%	8%
11-25LB	8%	8%
Over 25LB	8%	8%

USPS Priority Mail®	
Average % Increase	Commercial Savings over Retail
Flat Rate	12%
1-5LB	14%
6-10LB	17%
11-25LB	21%
Over 25LB	12%

# Priority Mail<sup>®</sup> Express

Up to 70LB items 1 day Guaranteed Delivery  
9 primary zones based on distance.

## Highlights

- 8% Increase
- Marketed as a Fuel Surcharge
- Went into effect on April 26, 2026



USPS Priority Mail <sup>®</sup> Express		
Average % Increase	Retail	Commercial Base
Flat Rate	8%	8%
1-5LB	8%	8%
6-10LB	8%	8%
11-25LB	8%	8%
Over 25LB	8%	8%

USPS Priority Mail <sup>®</sup> Express	
Average % Increase	Commercial Savings over Retail
Flat Rate	13%
1-5LB	12%
6-10LB	13%
11-25LB	10%
Over 25LB	9%

# USPS Ground Advantage™

- Fastest growth service at the USPS!
- 2-5 day delivery service throughout US
- 4 ounce – 70LB in weight – One standard service regardless of weight
- Replaces the following services:
  - USPS First-Class Package Service® - Same rates as current
  - USPS Parcel Select Ground® Service
  - USPS Retail Ground® Service
- \$100 of insurance included – can be expanded up to \$5,000
- Customers can use USPS Ground Advantage™ Return service
- Up to 74% savings over Priority Mail® – Average 32% savings for items 10LB and less
- Retail and Commercial versions – 14-31% savings for Commercial 10LB and less.

- 8% Increase
- Marketed as a Fuel Surcharge
- Went into effect on April 26, 2026

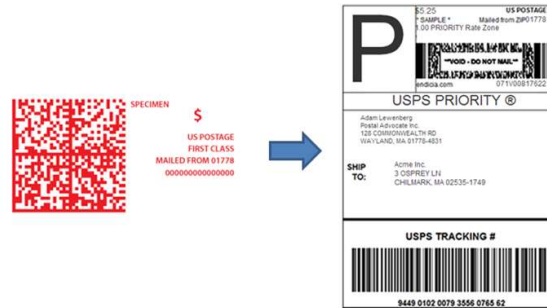
USPS Ground Advantage™		
Average % Increase	Retail	Commercial Base
<1LB	8%	26%
1-5LB	8%	8%
6-10LB	8%	8%
11-25LB	8%	8%
Over 25LB	8%	8%

USPS Ground Advantage™	
Average % Increase	Commercial Savings over Retail
<1LB	21%
1-5LB	25%
6-10LB	28%
11-25LB	31%
Over 25LB	14%

**Additional July Change – Eliminated the 4, 8, and 12-ounce rates and combined them to one rate.**

# Savings Tip - Move to Commercial Rates

- Huge discounts over retail rates.
- Free tracking on usps.com.
- Need to process through a Online Postage solution to get the discounts. (Click-N-Ship from the USPS does not allow for Commercial Rates – Only Retail)
- Multiple vendor options to process packages
- Requires the operator to enter the address and submit to the USPS electronically and create a shipping label vs. meter tape.



Online Postage starts at around \$15 per month!

USPS Priority Mail®	
Average % Increase	Commercial Savings over Retail
Flat Rate	12%
1-5LB	14%
6-10LB	17%
11-25LB	21%
Over 25LB	12%
USPS Priority Mail® Express	
Average % Increase	Commercial Savings over Retail
Flat Rate	13%
1-5LB	12%
6-10LB	13%
11-25LB	10%
Over 25LB	9%
USPS Ground Advantage™	
Average % Increase	Commercial Savings over Retail
<1LB	21%
1-5LB	25%
6-10LB	28%
11-25LB	31%
Over 25LB	14%

**Some online platforms have negotiated USPS discounts that can save an additional 10-40%!**

## Savings Tips – Compare your packaging vs. Flat Rate Envelopes and Boxes

- Your package is less expensive for local zones (Less than 600 miles)
- Flat price regardless of where it is going.
- Bigger discounts the farther away the item is going.
- Free packaging
- Available for Priority and Express Mail

### Priority Mail® Commercial Example

	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
Flat Rate Envelope	\$11.12	\$11.12	\$11.12	\$11.12	\$11.12	\$11.12	\$11.12	\$11.12	\$11.12
1LB	\$9.04	\$9.32	\$9.71	\$10.40	\$12.97	\$14.47	\$15.08	\$15.22	\$32.48
% Savings	-23%	-19%	-15%	-7%	14%	23%	26%	27%	66%
Small Flat Rate Box	\$12.10	\$12.10	\$12.10	\$12.10	\$12.10	\$12.10	\$12.10	\$12.10	\$12.10
2LB	\$9.10	\$9.39	\$9.78	\$10.79	\$13.17	\$15.34	\$16.31	\$16.37	\$34.94
% Savings	-33%	-29%	-24%	-12%	8%	21%	26%	26%	65%
Medium Flat Rate Boxes	\$21.17	\$21.17	\$21.17	\$21.17	\$21.17	\$21.17	\$21.17	\$21.17	\$21.17
10LB	\$14.50	\$14.63	\$16.66	\$19.62	\$27.78	\$33.74	\$38.57	\$41.28	\$88.10
% Savings	-46%	-45%	-27%	-8%	24%	37%	45%	49%	76%
Large Flat Rate Boxes	\$31.00	\$31.00	\$31.00	\$31.00	\$31.00	\$31.00	\$31.00	\$31.00	\$31.00
20LB	\$20.56	\$20.69	\$23.54	\$28.29	\$44.81	\$53.02	\$62.83	\$68.06	\$145.25
% Savings	-51%	-50%	-32%	-10%	31%	42%	51%	54%	79%



# Savings Tip: Convert Priority Mail<sup>®</sup> to Ground Advantage<sup>™</sup>

## Highlights

Consistent service for all weights

Delivery is 2-5 days vs. 1-3 days for Priority but at a significant savings

Fastest Growing USPS Service  
with 27% volume increase in  
2025!

USPS Ground Advantage <sup>™</sup> Savings over Priority Mail <sup>®</sup>	
Weight Group	Commercial Savings over Retail
<1LB	33%
1-5LB	25%
6-10LB	31%
11-25LB	30%
Over 25LB	16%



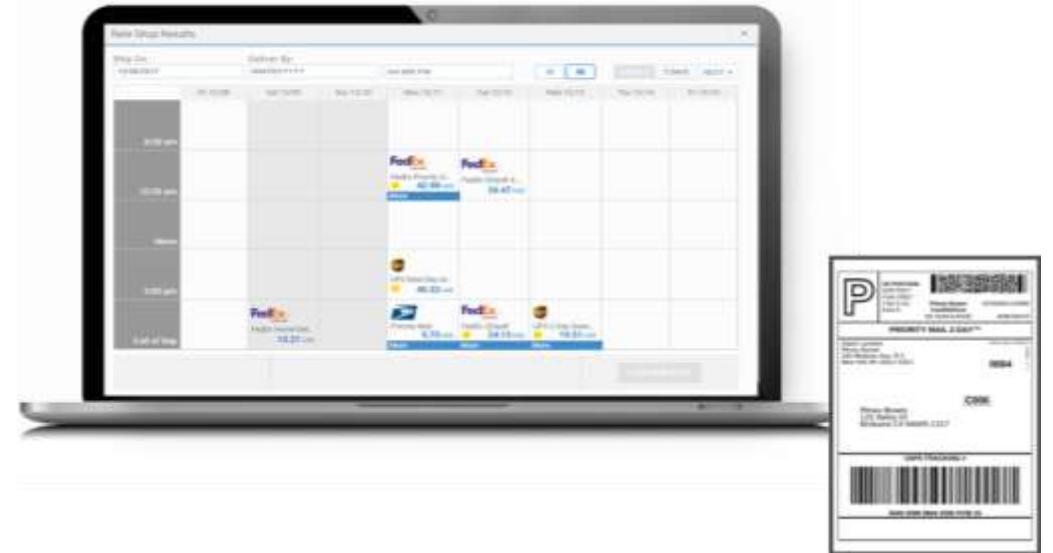
**Best Savings Opportunity**  
Less than 1 LB parcels where USPS delivers to every household 6 days per week.

# Carrier Comparison

Weight	Overnight	2 Day	3 Day	Ground	USPS Priority Mail®	USPS Ground Advantage™
<b>Zone 2 - Local within 250 miles (Delivery Time Days)</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>1</b>	<b>1-2</b>	<b>2-5</b>
1 LB	\$41.00	\$27.00	\$17.00	<b>\$12.00</b>	<b>\$9.32 (\$9.34 - .1 Cubic )</b>	<b>\$6.94 (\$7.51 - .1 Cubic)</b>
5 LB	\$53.00	\$30.00	\$22.00	<b>\$14.00</b>	<b>\$11.56 (\$9.71 - .3 Cubic)</b>	<b>\$9.76 (\$8.45 - .3 Cubic)</b>
10 LB	\$61.00	\$36.00	\$28.00	<b>\$16.00</b>	<b>\$14.63 (\$11.29 - .4 Cubic)</b>	<b>\$12.26 (\$9.13 - .4 Cubic)</b>
<b>Zone 5 - Half way across country (Delivery Time Days)</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>3-4</b>	<b>2-3</b>	<b>2-5</b>
1 LB	\$84.00	\$36.00	\$27.00	<b>\$14.00</b>	<b>\$12.97 (\$13.02 - .1 Cubic)</b>	<b>\$7.69 (\$8.49 - .1 Cubic)</b>
5 LB	\$125.00	\$55.00	\$41.00	<b>\$19.00</b>	<b>\$21.52 (\$16.56 - .3 Cubic)</b>	<b>\$13.48 (\$10.96 - .3 Cubic)</b>
10 LB	\$163.00	\$81.00	\$55.00	<b>\$20.00</b>	<b>\$27.78 (\$20.23 - .4 Cubic)</b>	<b>\$16.67 (\$14.67 - .4 Cubic)</b>
<b>Zone 8 - Coast to Coast</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>5</b>	<b>2-3</b>	<b>2-5</b>
1 LB	\$103.00	\$47.00	\$41.00	<b>\$15.00</b>	<b>\$15.22 (\$15.51 - .1 Cubic)</b>	<b>\$8.40 (\$10.13 - .1 Cubic)</b>
5 LB	\$145.00	\$83.00	\$67.00	<b>\$22.00</b>	<b>\$29.18 (\$20.57 - .3 Cubic)</b>	<b>\$19.19 (\$14.67 - .3 Cubic)</b>
10 LB	\$196.00	\$129.00	\$100.00	<b>\$26.00</b>	<b>\$41.28 (\$27.30 - .4 Cubic)</b>	<b>\$25.34 (\$17.29 - .4 Cubic)</b>
<b>Other Charges</b>						
Fuel Surcharge	28%	28%	28%	27%	Included	Included
Residential Fee	\$7.00	\$7.00	\$7.00	\$6.50	\$0	\$0
Delivery Area Surcharges	\$4.50-8.85	\$4.50-8.85	\$4.50-8.85	\$4.50-8.85	\$0	\$0
Address Correction Fee	\$25.25	\$25.25	\$25.25	\$25.25	\$0	\$0
Discounts	Varies by Client	Varies by Client	Varies by Client	Varies by Client		
<b>Minimum Service Fees</b>	<b>Varies by Client</b>	<b>Varies by Client</b>	<b>Varies by Client</b>	<b>Varies by Client</b>		

# Reasons to Rate Shop USPS® against UPS® and FedEx®

- UPS® and FedEx® provide “Free Systems” that default to higher priced air services when Ground services in local zones can arrive at the same or faster times.
- USPS has Priority® Mail 1-3 day service and Ground Advantage™ 2-5 day service that could be compared to 2D, 3D and Ground Service.
- USPS has great rates for items less than 1LB.
- Access to negotiated USPS® discounts that average 25% savings but can be as high as 89%!
- UPS® and FedEx® charge for items that the USPS does not:
  - Fuel Surcharges – 27%
  - Residential Fees - \$6.50-7.00
  - Delivery Area Surcharges - \$4.50-8.85
  - Dimensional Rating for items under a cubic foot
  - USPS has Cubic pricing giving discounts for items under .5 cubic feet.



# Parcel Savings Recommendations



- Prices are going to keep going up at faster rates with the growth in the shipping space and limited number of suppliers.
- There are too many factors in calculating a shipping price to rely only on free carrier provided solutions.
- Need ways to compare rates side by side to make the best decisions.
- More and more people will be working remotely in the future.
- Cloud-based tools are needed to support their mail and shipping needs.
- Multi-carrier tools are available to rate shop for the lowest costs to send.
- Some of these tools can generate postage stamps from the same platform.
- Enterprise versions are available to manage all users on a single platform.
- All of these solutions create efficiencies and savings.
- 80% of all postage meters in the US process less than \$300 in spend and be these online platforms can be significantly less expenses.

# Other Rates

First-Class Mail International®									
	1 Ounce			2 Ounce			Post Cards		
Group	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase	Prior to 07/12/26	New Rates 07/12/26	% Increase
Canada	\$1.70	\$1.75	2.9%	\$2.00	\$2.35	17.5%	\$1.70	\$1.75	2.9%
Mexico (Group 2)	\$1.70	\$1.75	2.9%	\$2.55	\$2.60	2.0%	\$1.70	\$1.75	2.9%
Group 3-5	\$1.70	\$1.75	2.9%	\$3.40	\$3.50	2.9%	\$1.70	\$1.75	2.9%
Group 6-9	\$1.70	\$1.75	2.9%	\$3.40	\$3.50	2.9%	\$1.70	\$1.75	2.9%

Library Mail			
	Single Piece		
Weight LB's	Prior to 07/12/26	New Rates 07/12/26	% Increase
1	\$4.25	\$4.17	-1.9%
2	\$4.96	\$4.87	-1.8%
5	\$7.10	\$6.97	-1.8%
10	\$10.66	\$10.47	-1.8%

Media Mail			
	Single Piece		
Weight LB's	Prior to 07/12/26	New Rates 07/12/26	% Increase
1	\$4.47	\$4.39	-1.8%
2	\$5.22	\$5.13	-1.7%
5	\$7.47	\$7.34	-1.7%
10	\$11.22	\$11.02	-1.8%

# Special Services

Special Services	Retail			Electronic		
	Prior to 07/12/26	New Rates 07/12/26	% Increase	New Rates 07/12/26	New Rates 07/12/26	% Increase
Certificate of Mailing	\$2.40	\$2.45	2.1%			
Registered™ without Insurance	\$19.70	\$20.90	6.1%			
Certified Mail™	\$5.30	\$5.55	4.7%			
Return Receipt	\$4.40	\$4.65	5.7%	\$2.82	\$2.91	3.2%
Insurance \$100	\$3.40	\$3.50	2.9%			
Insurance \$500	\$7.45	\$7.55	1.3%			
Marketing Mail® parcels Tracking				\$0.34	\$0.36	5.9%
Signature Confirmation	\$4.95	\$5.15	4.0%	\$3.95	\$4.15	5.1%
Annual Permit Fees	\$370.00	\$390.00	5.4%			
<b>Business Reply Mail</b>						
Permit Fee	\$370.00	\$390.00	5.4%			
Account Maintenance Fee	\$1,080.00	\$1,130.00	4.6%			
Quarterly Fee	\$3,670	\$3,850	4.9%			
Basic	\$1.23	\$1.31	6.5%			
High Volume	\$0.154	\$0.164	6.5%			
IMbA	\$0.022	\$0.023	4.5%			
QBRM Postage	\$0.755	\$0.794	5.2%			
QBRM Basic	\$0.054	\$0.058	7.4%			
QBRM High Volume	\$0.033	\$0.036	9.1%			

- 1 OZ Letter with Certified Mail with Return Receipt
- With Retail Green Card - \$10.98
  - With Electronic Return Receipt - \$9.24
  - Savings - \$1.74 (Up from \$1.58 prior to rate change)

# Budget Calculator

Free download at  
<https://postaladvocate.com/rate-change-tools/>

Class	Weight	% Of Class	% Change	Estimated Current Spend	Estimated New Spend	Difference
<b>First-Class Mail® Metered Letters</b>	1	85%	5.4%			
	2	10%	3.9%			
	3	5%	3.0%			
<b>Total</b>			<b>5.1%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>First-Class Mail® Flats</b>			<b>4.2%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>First-Class Mail® Automation Letters</b>			<b>4.9%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>First-Class Mail® Automation Flats</b>			<b>4.8%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Certified with Return Receipt</b>			<b>5.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Priority Mail® Express Retail</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Priority Mail® Express Commercial</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Priority Mail® Retail</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Priority Mail® Commercial</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Ground Advantage® Retail</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Ground Advantage® Commercial</b>			<b>8.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Marketing Mail®</b>						
Letters			<b>7.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
Flats			<b>3.9%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Other Misc Mail</b>			<b>5.0%</b>		<b>\$0.00</b>	<b>\$0.00</b>
<b>Total</b>				<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>

# What you need to do:

If you have a mail machine, make sure you **download the new rates before July 12, 2026**

Here are links to the different meter vendors:

**FP:**

<http://www.fp-usa.com/ratechange/>

**Quadient:**

<https://www.quadient.com/resources/postal-rate-information>

**Pitney Bowes:**

<http://www.pitneybowes.com/us/postal-information/rate-change-info.html>

**Stamps.com:**

<https://blog.stamps.com/>

**Go to the USPS Postal Explorer website for more information:**

<http://pe.usps.gov/PriceChange/Index>



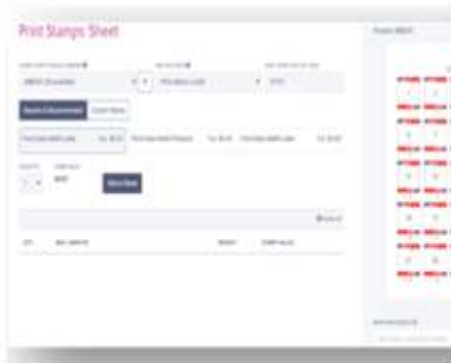
**Download the Postal  
Advocate Rate Comparison  
Guide –  
[www.postaladvocate.com](http://www.postaladvocate.com)**

# OUR SERVICES

## How Postal Advocate can Optimize your Enterprise Mail and Shipping Spends



### MAIL EQUIPMENT MANAGEMENT



- Implement web-based enterprise postage.
- Remove low volume meters and right size mid/high volume offices.
- Consolidate postage accounts and refund postage from returned meters.
- Support all locations including work from home and offices without current access.
- Vendor and category management assistance.



### ENTERPRISE ONLINE POSTAGE ADMINISTRATION



- Implement enterprise shipping platform.
- Real time rate shopping across all carriers.
- 25-70% discounted USPS® rates.
- Compare air to guaranteed next day Ground services in real time rate shopping.
- Eliminate free carrier provided systems and internal staff management.
- Train users on platform and best practices.
- Drive major savings initiatives around parcel optimization.
- Vendor and category management assistance.



### OUTSOURCED PRINT & MAIL



- Gain visibility to every invoice and contract to standardize charges in enterpriseAdvocate.
- Negotiate national service agreements with select premier suppliers.
- Assist with what mail is produced inside vs. outside.
- Contract compliance to terms, rebates, service level guarantees, and expansions.
- Vendor and category management assistance.



### USPS® MANAGEMENT



- Consolidate and optimize USPS® Accounts.
- Postage savings optimizing USPS® programs and discounts including:
  - 2024 USPS® Growth Incentive.
  - Entry level discounts.
  - Presort services.
  - Automation rates.
  - Reduce USPS® account fees.
- Offset the 29-56% USPS® increases that occurred over the last 29 months.
- Vendor and category management assistance.

# Manage 100% of Your Organization's Mail Spends

**enterpriseAdvocate™** is the only platform designed to manage every type of mail that could run through your organization. This is more important than ever because the only way to optimize your mail is to be able to control what is happening today.



## Data Inputs

The key to the **enterpriseAdvocate™** platform is the way the Postal Advocate team collects and updates the system with your mail spends. The reason that mail data has been so difficult to control is the data is fragmented, without a single owner, across multiple vendors, and with mail done inside and outside of the organization. There are no automatic feeds of data and everything we enter is requested, pulled, formatted and imported. These are the data sources we maintain today:

- **Postage Transactions** – From vendors and USPS® websites
- **Postage Account Balances** – From vendor and USPS® websites
- **Equipment Inventory** – From vendor population reports and online portals
- **Fees and Overcharges** – From online portals and vendor invoices
- **Vendor Invoices** – From vendor websites and client provided
- **Activity History** – Postal Advocate notes from locations and vendors on applications and equipment changes
- **Customer Service** – Details of every case including stage and resolution
- **Client Locations and Contacts** – Data is initially imported and then Postal Advocate maintained

## Data Access

We can provide access to your mail spends at multiple different levels based on your needs. This includes enterprise, division, region or location. This way, access can be controlled to only see the spend that is required.

## Data to Drive Savings

The **enterpriseAdvocate™** system is our backbone for savings. By having this data controlled by the top experts in the industry, and updated on regular monthly intervals, we can find savings areas that would have otherwise been missed. The savings come in every area of mail, and we have yet to find an organization that was fully optimized prior to using our platform.

# WE REPRESENT LEADING MULTI-LOCATION COMPANIES IN THESE INDUSTRIES



**Banking**  
8 of Top 15



**Commercial Real Estate**  
2 of Top 30



**Small Package Delivery**  
1 of Top 2



**Long Term Care**  
2 of Top 10



**Uniforms**  
3 of Top 4



**Accounting Services**  
1 of Top 3



**Scientific Instrument MFG**  
3 of Top 10



**Cable Providers**  
2 of Top 5



**Insurance**  
3 of Top 10



**Telecommunications**  
3 of Top 10



**Kidney Dialysis Centers**  
1 of Top 2



**Higher Education**  
1 of Top 3



**Pharmacy**  
1 of Top 2



**Health Clubs**  
1 of Top 3




**Document Destruction**  
1 of Top 3



**Pest Control**  
1 of Top 3



**Dairy**  
1 of Top 2



**Engineering Services**  
1 of Top 3



**Outdoor Advertising**  
1 of Top 3



**Paper Products**  
1 of Top 3



**Utilities**  
2 of Top 10



**TV Networks**  
1 of Top 5



**Food Manufacturing**  
1 of Top 2



**Title Insurance**  
1 of Top 2



**Radio**  
1 of Top 3



**Auto Auctions**  
1 of Top 2



**Business Services**  
1 of Top 5



**Mutual Funds**  
1 of Top 5

**74%**

Average Client Savings

**OVER \$111,000,000 IN CLIENT SAVINGS**

visit [www.postaladvocate.com](http://www.postaladvocate.com) or call (888)977-MAIL(6245)

Recovered over  
**\$23,000,000**

in lost postage, vendor overcharges and fees

# No Cost or Obligation Mail Assessment

- Create an inventory of all mailing equipment throughout the US.
- Provide visibility to USPS accounts (Permits, PO Boxes, BRM Etc), outsource print and mail services, presort services and production mail spends.
- Compare USPS, FedEx, UPS and DHL with rate shopping and parcel optimization.
- Develop a mail optimization plan that includes the following:
- Timeframe to complete – 30 days
- Client Requirements
  - Sign our letter of authority letting us review your mailing equipment spend.
  - Provide any mail reports (If available)
  - Run an accounts payable search for the last 12 months of the main mailing vendors: Pitney Bowes, Quadient (Neopost, Hasler, Mail Finance), FP, Stamps.com. (Include any known print, mail and presort vendor names)
  - Provide a small sample of requested invoice copies.
  - Meet with us to review the results.



Vendor	Possible Vendor Names
Pitney Bowes Names	Pitney Bowes
	Purchase Power
	Reserve Account
Quadient Names	Quadient
	Neopost
	Hasler
	Neofunds
	Total Funds
Francotyp-Postalia Names	Mailfinance
	Francotyp-Postalia
	Postalia
Stamps.com Names	FP
	Stamps.com
	Endicia
United States Postal Service Names	United States Postal Service
	US Postal Service
	USPS
	Postmaster
	Post Office
	CMRS



# THANK YOU QUESTIONS?



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