

Here is your 2012 Postal Rate Chart.

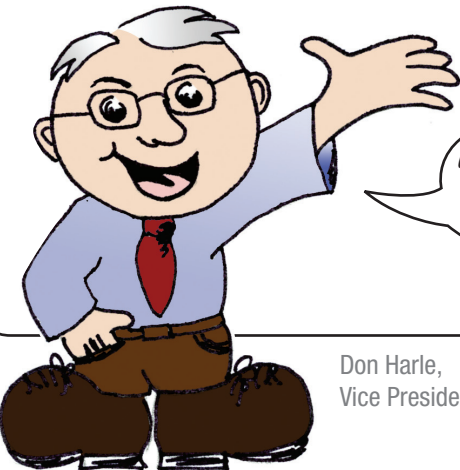
There have been many changes! If you have questions, please contact your account representative.

USPS-APPROVED RATES EFFECTIVE JANUARY 22, 2012

FIRST-CLASS MAIL (\$)

SINGLE-PIECE

Cards, each	0.320
Qualified BRM, each	0.298
Letters - First oz./fraction	
Machinable	0.450
Non Machinable	0.650
Qualified BRM, each	0.428
Flats - First oz./fraction	0.900
All Categories - Each add'l. oz./fraction	0.200



*Note the changes
in this year's
Postal Rates*

Don Harle,
Vice President of Postal Affairs

Tips from Don Harle on this year's USPS changes:

1. Be sure to check the footnote under the First-Class rate list for letters weighing more than two ounces.
2. The USPS's planned Network Optimization program will close about 250 processing facilities (major plants) starting this May and continuing for several months. As you might expect, there will be some significant changes in service standards. Elimination of overnight delivery for First Class Mail is a key one. There are also likely to be some service delays during the changeover process. We highly recommend that you use the DiamondView Mail Tracking Module to track deliveries for indications of temporary or permanent changes in your delivery patterns.
3. At the end of 2011, over 20% of the mail still carried a Postnet barcode. If you haven't converted to the IMb (either Basic or Full-Service), you should do it soon. Eventually, the USPS will make the Postnet code obsolete.
4. These First-Class and Standard Mail rate charts show the categories business mailers use most. [Click on the link to see all of the rates that changed on January 22, 2012.](#)
[MFSA_2012_rate_charts_1-17_rv1.pdf](#)

PRESORTED

Cards, each	0.280
Letters - First 2 ounces**	
Machinable	0.424
Non-Machinable	0.624
Each add'l. oz./fraction**	0.125
Flats - First oz./fraction	0.762
Flats - Each add'l. oz./fraction	0.170

AUTOMATION*

Cards, each	
Mixed AADC	0.255
AADC	0.244
3-digit	0.243
5-digit	0.229
Letters - First 2 ounces**	
Mixed AADC	0.404
AADC	0.374
3-digit	0.374
5-digit	0.350
Each add'l. oz./fraction**	0.125
Flats - First oz./fraction	
Mixed ADC	0.730
ADC	0.630
3-digit	0.574
5-digit	0.400
Each add'l. oz./fraction	0.170

* An additional .003 discount applies for each automation card, letter, or flat that meets the standards for the Intelligent Mail Full-Service option.

** There is no additional-ounce charge for presorted or automation rate pieces weighing over one ounce and up to two ounces. However, for presorted and automation pieces weighing over two ounces, the additional-ounce charge applies to the second ounce as well as to subsequent ounces.



DIAMOND MARKETING
SOLUTIONS

DIRECT MARKETING, CRITICAL MAIL, AND FULFILLMENT SERVICES
For more information, visit us at,
or call 630-523-5351.



STANDARD MAIL - REGULAR RATES (\$) ¹

LETTERS					FLATS				FLATS					
For pieces weighing 3.3 ounces (0.2063 lb.) or less					For pieces weighing 3.3 ounces (0.2063 lb.) or less				For pieces weighing more than 3.3 ounces (0.2063 lb.)					
Destination Entry Rates					Destination Entry Rates				Destination Entry Rates					
Origin Entry	NDC	SCF	DDU		Origin Entry	NDC	SCF	DDU	per pc.+	Origin Entry per lb.	NDC per lb.	SCF per lb.	DDU per lb.	
ENHANCED CARRIER ROUTE:														
Basic ²	0.271	0.238	0.228	N/A	0.271	0.238	0.228	0.219	0.127	0.700	0.539	0.491	0.448	
High-Density ²	0.199	0.166	0.156	N/A	0.224	0.191	0.181	0.172	0.098	0.609	0.488	0.400	0.357	
Saturation ²	0.185	0.152	0.142	N/A	0.197	0.164	0.154	0.145	0.071	0.609	0.448	0.400	0.357	
AUTOMATION:														
Mixed AADC	0.278	0.245	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
AADC	0.262	0.229	0.219	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Mixed ADC	N/A	N/A	N/A	N/A	0.504	0.471	N/A	N/A	0.351	0.744	0.583	N/A	N/A	
ADC	N/A	N/A	N/A	N/A	0.494	0.461	0.451	N/A	0.341	0.744	0.583	0.535	N/A	
3-Digit	0.260	0.227	0.217	N/A	0.438	0.405	0.395	N/A	0.285	0.744	0.583	0.535	N/A	
5-Digit	0.242	0.209	0.199	N/A	0.353	0.320	0.310	N/A	0.200	0.744	0.583	0.535	N/A	
NON-AUTOMATION:														
Mixed AADC	0.281	0.248	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
AADC	0.265	0.232	0.222	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Mixed ADC ³	0.621	0.588	N/A	N/A	0.561	0.528	N/A	N/A	0.408	0.744	0.583	N/A	N/A	
ADC ³	0.524	0.491	0.481	N/A	0.528	0.495	0.485	N/A	0.375	0.744	0.583	0.535	N/A	
3-Digit ³	0.485	0.452	0.442	N/A	0.470	0.437	0.427	N/A	0.317	0.744	0.583	0.535	N/A	
5-Digit ³	0.392	0.359	0.349	N/A	0.388	0.355	0.345	N/A	0.235	0.744	0.583	0.535	N/A	

STANDARD MAIL - NONPROFIT RATES (\$) ¹

LETTERS					FLATS				FLATS					
For pieces weighing 3.3 ounces (0.2063 lb.) or less					For pieces weighing 3.3 ounces (0.2063 lb.) or less				For pieces weighing more than 3.3 ounces (0.2063 lb.)					
Destination Entry Rates					Destination Entry Rates				Destination Entry Rates					
Origin Entry	NDC	SCF	DDU		Origin Entry	NDC	SCF	DDU	per pc.+	Origin Entry per lb.	NDC per lb.	SCF per lb.	DDU per lb.	
NONPROFIT ENHANCED CARRIER ROUTE:														
Basic ²	0.194	0.161	0.151	N/A	0.194	0.161	0.151	0.142	0.085	0.530	0.369	0.321	0.278	
High-Density ²	0.125	0.092	0.082	N/A	0.149	0.116	0.106	0.097	0.058	0.439	0.278	0.230	0.187	
Saturation ²	0.111	0.078	0.068	N/A	0.122	0.089	0.079	0.070	0.031	0.439	0.278	0.230	0.187	
AUTOMATION:														
Mixed AADC	0.166	0.133	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
AADC	0.150	0.117	0.107	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Mixed ADC	N/A	N/A	N/A	N/A	0.356	0.323	N/A	N/A	0.224	0.639	0.478	N/A	N/A	
ADC	N/A	N/A	N/A	N/A	0.346	0.313	0.303	N/A	0.214	0.639	0.478	0.423	N/A	
3-Digit	0.148	0.115	0.105	N/A	0.290	0.257	0.247	N/A	0.158	0.639	0.478	0.423	N/A	
5-Digit	0.130	0.097	0.087	N/A	0.214	0.181	0.171	N/A	0.082	0.639	0.478	0.423	N/A	
NON-AUTOMATION:														
Mixed AADC	0.172	0.139	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
AADC	0.156	0.123	0.113	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	
Mixed ADC ³	0.509	0.476	N/A	N/A	0.413	0.380	N/A	N/A	0.281	0.639	0.478	N/A	N/A	
ADC ³	0.412	0.379	0.369	N/A	0.380	0.347	0.337	N/A	0.248	0.639	0.478	0.423	N/A	
3-Digit ³	0.373	0.340	0.330	N/A	0.332	0.299	0.289	N/A	0.200	0.639	0.478	0.423	N/A	
5-Digit ³	0.280	0.247	0.237	N/A	0.251	0.218	0.208	N/A	0.119	0.639	0.478	0.423	N/A	

1. A .001 discount applies for each automation letter or flat that meets the standards for the Intelligent Mail Full-Service option.

2. Higher rates apply for letters that do not meet automation standards.

3. These rates are for non-machinable pieces.