



**PRESORTED
FIRST-CLASS MAIL
U.S. POSTAGE PAID
Greensboro, NC
Permit No. 393**

**PRESORTED STANDARD
U.S. POSTAGE PAID
Greensboro, NC
Permit No. 393**

Summary Guide to US Postal Rates as of 1/27/2019

When Salem One prepares the mail, you can use its permits and save \$470 first year and \$235 per year after first year.

First Class Presort Under 13 oz. - 500 Piece Minimum	Marketing Mail (Bulk) Under 16 oz. - 200 Piece Minimum	Non-Profit (Bulk) Under 16 oz. - 200 Piece Minimum
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<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:60%;"></th> <th style="width:20%;">Letters</th> <th style="width:20%;">Flats</th> </tr> </thead> <tbody> <tr> <td>Letters & Flats</td> <td></td> <td></td> </tr> <tr> <td>Nonautomated (First Ounce)</td> <td><1oz.</td> <td><1oz.</td> </tr> <tr> <td>Metered single piece</td> <td>\$.500</td> <td>\$ 1.00</td> </tr> <tr> <td>Single piece</td> <td>\$.550</td> <td>\$ 1.00</td> </tr> <tr> <td>Machinable</td> <td>\$.459</td> <td>\$.799</td> </tr> <tr> <td>Non machinable Presorted</td> <td>\$.609</td> <td>NA</td> </tr> <tr> <td>Automated (First Ounce)</td> <td></td> <td></td> </tr> <tr> <td>Mixed AADC</td> <td>\$.428</td> <td>\$.727</td> </tr> <tr> <td>AADC</td> <td>\$.412</td> <td>\$.644</td> </tr> <tr> <td>3 - Digit/Presorted/Prebarcoded</td> <td>N/A</td> <td>\$.605</td> </tr> <tr> <td>5 - Digit/Presorted/Prebarcoded</td> <td>\$.383</td> <td>\$.486</td> </tr> <tr> <td>Every Door Direct Mail*—Retail</td> <td>NA</td> <td>\$.187</td> </tr> <tr> <td>Additional Ounces (Non Presort)</td> <td>\$.150</td> <td>\$.150</td> </tr> <tr> <td>Additional Ounces Presorted</td> <td>N/A</td> <td>\$.150</td> </tr> <tr> <td>Presorted Ltrs—2nd & 3rd oz. free</td> <td></td> <td></td> </tr> <tr> <td colspan="3">Rates for Flats will be used when mailpiece is not automation compatible or > 3.5oz.</td> </tr> <tr> <td>Post Cards (First Class only)</td> <td></td> <td></td> </tr> <tr> <td>Nonautomated</td> <td>Single</td> <td>Double</td> </tr> <tr> <td>Single piece</td> <td>\$.350</td> <td>\$.350</td> </tr> <tr> <td>Presorted</td> <td>\$.280</td> <td>\$.280</td> </tr> <tr> <td>Automated</td> <td></td> <td></td> </tr> <tr> <td>Mixed AADC</td> <td>\$.274</td> <td>\$.274</td> </tr> <tr> <td>AADC</td> <td>\$.268</td> <td>\$.268</td> </tr> <tr> <td>5 - Digit/Presorted/Prebarcoded</td> <td>\$.257</td> <td>\$.257</td> </tr> <tr> <td>Permit (each type—\$225+ initial)</td> <td colspan="2">\$ 235/year</td> </tr> <tr> <td>Address Correction Service</td> <td colspan="2">\$.61/each</td> </tr> <tr> <td>Business Reply Letter (+ postage)</td> <td colspan="2">\$.83/each +</td> </tr> </tbody> </table>		Letters	Flats	Letters & Flats			Nonautomated (First Ounce)	<1oz.	<1oz.	Metered single piece	\$.500	\$ 1.00	Single piece	\$.550	\$ 1.00	Machinable	\$.459	\$.799	Non machinable Presorted	\$.609	NA	Automated (First Ounce)			Mixed AADC	\$.428	\$.727	AADC	\$.412	\$.644	3 - Digit/Presorted/Prebarcoded	N/A	\$.605	5 - Digit/Presorted/Prebarcoded	\$.383	\$.486	Every Door Direct Mail*—Retail	NA	\$.187	Additional Ounces (Non Presort)	\$.150	\$.150	Additional Ounces Presorted	N/A	\$.150	Presorted Ltrs—2nd & 3rd oz. free			Rates for Flats will be used when mailpiece is not automation compatible or > 3.5oz.			Post Cards (First Class only)			Nonautomated	Single	Double	Single piece	\$.350	\$.350	Presorted	\$.280	\$.280	Automated			Mixed AADC	\$.274	\$.274	AADC	\$.268	\$.268	5 - Digit/Presorted/Prebarcoded	\$.257	\$.257	Permit (each type—\$225+ initial)	\$ 235/year		Address Correction Service	\$.61/each		Business Reply Letter (+ postage)	\$.83/each +		<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:60%;"></th> <th style="width:20%;">Letter</th> <th style="width:20%;">Flats</th> </tr> </thead> <tbody> <tr> <td>Regular</td> <td></td> <td></td> </tr> <tr> <td>Nonmachineable Mixed AADC</td> <td>\$.668</td> <td>\$ 1.604</td> </tr> <tr> <td>Nonmachineable AADC/NDC</td> <td>\$.595</td> <td>\$ 1.270</td> </tr> <tr> <td>Nonmachineable 3 Digit</td> <td>\$.573</td> <td>N/A</td> </tr> <tr> <td>Nonmachineable 5 Digit</td> <td>\$.505</td> <td>N/A</td> </tr> <tr> <td>Non Auto Mixed AADC</td> <td>\$.302</td> <td>\$.652</td> </tr> <tr> <td>Non Auto AADC</td> <td>\$.292</td> <td>\$.617</td> </tr> <tr> <td>Non Auto 3-digit</td> <td>NA</td> <td>\$.561</td> </tr> <tr> <td>Non Auto 5 digit</td> <td>NA</td> <td>\$.469</td> </tr> <tr> <td>Auto Mixed AADC</td> <td>\$.291</td> <td>\$.632</td> </tr> <tr> <td>Auto AADC</td> <td>\$.281</td> <td>\$.597</td> </tr> <tr> <td>Auto 3 - Digit Prebarcoded</td> <td>N/A</td> <td>\$.523</td> </tr> <tr> <td>Auto 5 - Digit Prebarcoded</td> <td>\$.256</td> <td>\$.405</td> </tr> <tr> <td>Every Door Direct Mail*— Retail</td> <td>NA</td> <td>\$.225</td> </tr> <tr> <td>Enhanced Carrier Route (under 4 oz auto)</td> <td></td> <td></td> </tr> <tr> <td>Basic (Line of Travel)</td> <td>\$.294</td> <td>\$.300</td> </tr> <tr> <td>Saturation</td> <td>\$.190</td> <td>\$.224</td> </tr> <tr> <td>Pound Rate: ECR</td> <td>\$.609</td> <td>\$.609</td> </tr> <tr> <td>Pound Rate: Nonmachinable</td> <td>\$.907</td> <td>\$.907</td> </tr> <tr> <td>Plus Per Piece:</td> <td></td> <td></td> </tr> <tr> <td>Non Auto/Non Mach Mixed AADC</td> <td>\$.425</td> <td>\$.425</td> </tr> <tr> <td>Non Auto/Non Mach ADC</td> <td>\$.390</td> <td>\$.390</td> </tr> <tr> <td>Non Auto/Non Mach 3 Digit</td> <td>\$.334</td> <td>\$.334</td> </tr> <tr> <td>Non Auto/Non Mach 5 Digit</td> <td>\$.242</td> <td>\$.242</td> </tr> <tr> <td>Auto Mixed ADC</td> <td>N/A</td> <td>\$.405</td> </tr> <tr> <td>Auto ADC</td> <td>N/A</td> <td>\$.370</td> </tr> <tr> <td>Auto 3 Digit</td> <td>N/A</td> <td>\$.296</td> </tr> <tr> <td>Auto 5 Digit</td> <td>N/A</td> <td>\$.178</td> </tr> <tr> <td>ECR Basic</td> <td>\$.125</td> <td>\$.125</td> </tr> </tbody> </table>		Letter	Flats	Regular			Nonmachineable Mixed AADC	\$.668	\$ 1.604	Nonmachineable AADC/NDC	\$.595	\$ 1.270	Nonmachineable 3 Digit	\$.573	N/A	Nonmachineable 5 Digit	\$.505	N/A	Non Auto Mixed AADC	\$.302	\$.652	Non Auto AADC	\$.292	\$.617	Non Auto 3-digit	NA	\$.561	Non Auto 5 digit	NA	\$.469	Auto Mixed AADC	\$.291	\$.632	Auto AADC	\$.281	\$.597	Auto 3 - Digit Prebarcoded	N/A	\$.523	Auto 5 - Digit Prebarcoded	\$.256	\$.405	Every Door Direct Mail*— Retail	NA	\$.225	Enhanced Carrier Route (under 4 oz auto)			Basic (Line of Travel)	\$.294	\$.300	Saturation	\$.190	\$.224	Pound Rate: ECR	\$.609	\$.609	Pound Rate: Nonmachinable	\$.907	\$.907	Plus Per Piece:			Non Auto/Non Mach Mixed AADC	\$.425	\$.425	Non Auto/Non Mach ADC	\$.390	\$.390	Non Auto/Non Mach 3 Digit	\$.334	\$.334	Non Auto/Non Mach 5 Digit	\$.242	\$.242	Auto Mixed ADC	N/A	\$.405	Auto ADC	N/A	\$.370	Auto 3 Digit	N/A	\$.296	Auto 5 Digit	N/A	\$.178	ECR Basic	\$.125	\$.125	<table border="1" style="width:100%; 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Non Auto/Non Mach Mixed AADC	\$.284	\$.284																																																																																																																																																																																																																																																																								
Non Auto/Non Mach ADC	\$.249	\$.249																																																																																																																																																																																																																																																																								
Non Auto/Non Mach 3 Digit	\$.193	\$.193																																																																																																																																																																																																																																																																								
Non Auto/Non Mach 5 Digit	\$.101	\$.101																																																																																																																																																																																																																																																																								
Auto Mixed ADC	N/A	\$.264																																																																																																																																																																																																																																																																								
Auto ADC	N/A	\$.229																																																																																																																																																																																																																																																																								
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Auto 5 Digit	N/A	\$.037																																																																																																																																																																																																																																																																								
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<p style="text-align:center;">Definition of a letter</p> <p>A Letter is between 5 and 11 1/2 inches long, 3 1/2 and 6 1/8 inches high, and .007 and 1/4 inches thick. To be automation compatible, the ratio of the length divided by the height must range from 1.3 to 2.5 and it must weigh <=3.5 oz.</p> <p style="text-align:center;">Definition of a Post Card (First Class Only)</p> <p>A Post Card may be no smaller than 3 1/2 x 5 inches and no larger than 4 1/4 x 6. Ratio requirements are the same as for letters. Standard rate and larger cards are considered to be letters.</p>	<p style="text-align:center;">Standard Class Drop Shipment Discounts</p> <p>Piece Rate Mail (Per Letter): NDC: \$.022 SCF: \$.028 Piece Rate Mail (Per Flat): NDC: \$.043 SCF: \$.053 Pound Rate Mail (Per Pound): NDC: \$.171 SCF: \$.213</p> <p style="text-align:center;">* Every Door Direct Mail has special requirements</p> <p style="text-align:center;">Definition of a Flat</p> <p>A Flat exceeds one or more of the letter specifications, and is between 6 and 15 inches in length, 6 and 12 inches in height, and no more than 3/4 inches in thickness. Length for a flat is the longest edge. Length is parallel to the address for a letter.</p>	<p style="text-align:center;">Non-Profit Class Drop Shipment Discounts</p> <p>Piece Rate Mail (Per Letter): NDC: \$.022 SCF: \$.028 Piece Rate Mail (Per Flat): NDC: \$.043 SCF: \$.053 Pound Rate Mail (Per Pound): NDC: \$.171SCF: \$.213</p> <p>Permit Numbers (indicias) do not require a box, but the font must be at least 4 point or greater.</p> <p>Return envelopes must be automated for automation rates (even when not postage prepaid.)</p>
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