



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

## Summary Guide to US Postal Rates as of 8/29/2021

When Salem One prepares the mail, you can use its permits and save \$530 first year and \$265 per year after first year.

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

First Class Presort <small>Under 13 oz. - 500 Piece Minimum</small>			Marketing Mail (Bulk) <small>Under 16 oz. - 200 Piece Minimum</small>			Non-Profit (Bulk) <small>Under 16 oz. - 200 Piece Minimum</small>																																																																																																																																																																																																																																																																												
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Flats</b>	<b>Letters</b>	<b>Flats</b>				<b>Nonautomated</b> (First Ounce)	<1oz.	<1oz.	<b>Regular</b>	<b>Letter</b>	<b>Flats</b>	Metered single piece	\$ .530	\$ 1.16	Nonmachineable Mixed AADC	\$ .825	\$ 2.088	Single piece	\$ .580	\$ 1.16	Nonmachineable AADC/NDC	\$ .759	\$ 1.712	Machinable Non Auto MAADC	\$ .494	\$ 1.00	Nonmachineable 3 Digit	\$ .697	N/A	Machinable Non Auto AADC	\$ .461	N/A	Nonmachineable 5 Digit	\$ .573	N/A	Non Machinable MAADC	\$ .794	N/A	Non Auto Mixed AADC	\$ .336	\$ .825	Non Machinable 3-Digit	\$ .684	N/A	Non Auto AADC	\$ .323	\$ .759	Non Machinable 5-Digit	\$ .586	N/A	Non Auto 3-digit	NA	\$ .697	<b>Automated</b> (First Ounce)			Non Auto 5 digit	NA	\$ .573	Mixed AADC	\$ .485	\$ .891	Auto Mixed AADC	\$ .330	\$ .798	AADC	\$ .461	\$ .783	Auto AADC	\$ .309	\$ .729	3 - Digit/Presorted/Prebarcoded	N/A	\$ .730	Auto 3 - Digit Prebarcoded	N/A	\$ .640	5 - Digit/Presorted/Prebarcoded	\$ .426	\$ .555	Auto 5 - Digit Prebarcoded	\$ .277	\$ .482	<b>Additional Ounces (Non Presort)</b>	\$ .200	\$ .200	<b>Every Door Direct Mail*- Retail</b>	N/A	\$ .200	<b>Additional Ounces Presorted</b>	N/A	\$ .200	<b>Enhanced Carrier Route</b> (under 4 oz auto)			<b>Presorted Ltrs—2nd &amp; 3rd oz. free</b>			Basic (Line of Travel)	\$ .332	\$ .353	<b>Rates for Flats will be used when mailpiece is not automation compatible or &gt; 3.5oz.</b>			High Density	\$ .239	\$ .241				Saturation	\$ .197	\$ .234				<b>Pound Rate: ECR</b>	\$ .752	\$ .609				<b>Pound Rate: Nonmachinable</b>	\$ 1.052	\$ 1.052				<b>Plus Per Piece:</b>			<b>Post Cards (First Class only)</b>			Non Auto/Non Mach Mixed AADC	\$ .562	\$ .562	<b>Nonautomated</b>	<b>Single</b>	<b>Double</b>	Non Auto/Non Mach ADC	\$ .496	\$ .496	Single piece	\$ .400	\$ .400	Non Auto/Non Mach 3 Digit	\$ .434	\$ .434	Presorted	\$ .335	\$ .335	Non Auto/Non Mach 5 Digit	\$ .310	\$ .310	<b>Automated</b>			Auto Mixed ADC	N/A	\$ .535	Mixed AADC	\$ .326	\$ .326	Auto ADC	N/A	\$ .466	AADC	\$ .318	\$ .318	Auto 3 Digit	N/A	\$ .377	5 - Digit/Presorted/Prebarcoded	\$ .306	\$ .306	Auto 5 Digit	N/A	\$ .219				ECR Basic	\$ .147	\$ .147	<table border="0"> <tr> <td><b>Non-Profit</b></td> <td><b>Letter</b></td> <td><b>Flat</b></td> </tr> <tr> <td>Nonmachineable Mixed AADC</td> <td>\$ .621</td> <td>\$ 1.924</td> </tr> <tr> <td>Nonmachineable AADC/NDC</td> <td>\$ .555</td> <td>\$ 1.548</td> </tr> <tr> <td>Nonmachineable 3 Digit</td> <td>\$ .493</td> <td>N/A</td> </tr> <tr> <td>Nonmachineable 5 Digit</td> <td>\$ .369</td> <td>N/A</td> </tr> <tr> <td>Non Auto Mixed AADC</td> <td>\$ .205</td> <td>\$ .621</td> </tr> <tr> <td>Non Auto AADC</td> <td>\$ .192</td> <td>\$ .555</td> </tr> <tr> <td>Non Auto 3-digit</td> <td>NA</td> <td>\$ .493</td> </tr> <tr> <td>Non Auto 5-digit</td> <td>NA</td> <td>\$ .369</td> </tr> <tr> <td>Auto Mixed AADC</td> <td>\$ .199</td> <td>\$ .594</td> </tr> <tr> <td>Auto AADC</td> <td>\$ .178</td> <td>\$ .525</td> </tr> <tr> <td>Auto 3 - Digit Prebarcoded</td> <td>N/A</td> <td>\$ .436</td> </tr> <tr> <td>Auto 5 - Digit Prebarcoded</td> <td>\$ .146</td> <td>\$ .278</td> </tr> <tr> <td><b>Enhanced Carrier Route</b> (under 4 oz auto)</td> <td></td> <td></td> </tr> <tr> <td>Basic (Line of Travel)</td> <td>\$ .246</td> <td>\$ .265</td> </tr> <tr> <td>High Density</td> <td>\$ .153</td> <td>\$ .153</td> </tr> <tr> <td>Saturation</td> <td>\$ .117</td> <td>\$ .146</td> </tr> <tr> <td><b>Pound Rate: ECR</b></td> <td>\$ .654</td> <td>\$ .654</td> </tr> <tr> <td><b>Pound Rate: Nonmachinable</b></td> <td>\$ .900</td> <td>\$ .900</td> </tr> <tr> <td><b>Plus Per Piece:</b></td> <td></td> <td></td> </tr> <tr> <td>Non Auto/Non Mach Mixed AADC</td> <td>\$ .396</td> <td>\$ .396</td> </tr> <tr> <td>Non Auto/Non Mach ADC</td> <td>\$ .330</td> <td>\$ .330</td> </tr> <tr> <td>Non Auto/Non Mach 3 Digit</td> <td>\$ .268</td> <td>\$ .268</td> </tr> <tr> <td>Non Auto/Non Mach 5 Digit</td> <td>\$ .144</td> <td>\$ .144</td> </tr> <tr> <td>Auto Mixed ADC</td> <td>N/A</td> <td>\$ .369</td> </tr> <tr> <td>Auto ADC</td> <td>N/A</td> <td>\$ .300</td> </tr> <tr> <td>Auto 3 Digit</td> <td>N/A</td> <td>\$ .211</td> </tr> <tr> <td>Auto 5 Digit</td> <td>N/A</td> <td>\$ .053</td> </tr> <tr> <td>ECR Basic</td> <td>\$ .101</td> <td>\$ .086</td> </tr> </table>	<b>Non-Profit</b>	<b>Letter</b>	<b>Flat</b>	Nonmachineable Mixed AADC	\$ .621	\$ 1.924	Nonmachineable AADC/NDC	\$ .555	\$ 1.548	Nonmachineable 3 Digit	\$ .493	N/A	Nonmachineable 5 Digit	\$ .369	N/A	Non Auto Mixed AADC	\$ .205	\$ .621	Non Auto AADC	\$ .192	\$ .555	Non Auto 3-digit	NA	\$ .493	Non Auto 5-digit	NA	\$ .369	Auto Mixed AADC	\$ .199	\$ .594	Auto AADC	\$ .178	\$ .525	Auto 3 - Digit Prebarcoded	N/A	\$ .436	Auto 5 - Digit Prebarcoded	\$ .146	\$ .278	<b>Enhanced Carrier Route</b> (under 4 oz auto)			Basic (Line of Travel)	\$ .246	\$ .265	High Density	\$ .153	\$ .153	Saturation	\$ .117	\$ .146	<b>Pound Rate: ECR</b>	\$ .654	\$ .654	<b>Pound Rate: Nonmachinable</b>	\$ .900	\$ .900	<b>Plus Per Piece:</b>			Non Auto/Non Mach Mixed AADC	\$ .396	\$ .396	Non Auto/Non Mach ADC	\$ .330	\$ .330	Non Auto/Non Mach 3 Digit	\$ .268	\$ .268	Non Auto/Non Mach 5 Digit	\$ .144	\$ .144	Auto Mixed ADC	N/A	\$ .369	Auto ADC	N/A	\$ .300	Auto 3 Digit	N/A	\$ .211	Auto 5 Digit	N/A	\$ .053	ECR Basic	\$ .101	\$ .086
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<p><b>Definition of a letter</b> 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. If height exceeds 4.25" minimum thickness must be 0.009". 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 &lt;=3.5 oz.</p> <p><b>Definition of a Post Card (First Class Only)</b> A Post Card may be no smaller than 3 1/2 x 5 inches and no larger than 6 X 9. Postcards <b>larger than 4.25 X 6, must be 0.009" thick.</b> Ratio requirements are the same as for letters. Standard rate and larger cards are considered to be letters.</p>	<p><b>Standard Class Drop Shipment Discounts</b> <b>Piece Rate Mail (Per Letter):</b> NDC: \$.021 SCF: \$.025 <b>Piece Rate Mail (Per Flat):</b> NDC: \$.069 SCF: \$.079 <b>Pound Rate Mail (Per Pound):</b> NDC: \$.276 SCF: \$.318 <b>* Every Door Direct Mail has special requirements</b></p> <p><b>Definition of a Flat</b> 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><b>Non-Profit Class Drop Shipment Discounts</b> <b>Piece Rate Mail (Per Letter):</b> NDC: \$.020 SCF: \$.026 <b>Piece Rate Mail (Per Flat):</b> NDC: \$.069 SCF: \$.079 <b>Pound Rate Mail (Per Pound):</b> NDC: \$.276 SCF: \$.318</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 <b>must</b> be automated for automation rates (even when not postage prepaid.)</p>																																																																																																																																																																																																																																																																																