



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

**PRESORTED STANDARD  
U.S. POSTAGE PAID  
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### Summary Guide to US Postal Rates as of 1/22/23

When Salem One prepares the mail, you can use its permits and save \$580 first year and \$290 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				
<b>Letters &amp; Flats</b> <b>Nonautomated</b> (First Ounce) Metered single piece \$ .600 Single piece \$ .630 Machinable Non Auto MAADC \$ .546 Machinable Non Auto AADC \$ .513 Non Machinable MAADC \$ .825 Non Machinable 3-Digit \$ .702 Non Machinable 5-Digit \$ .593 <b>Automated</b> (First Ounce) Mixed AADC \$ .531 AADC \$ .507 3 - Digit/Presorted/Prebarcoded N/A 5 - Digit/Presorted/Prebarcoded \$ .471  <b>Non Machineable Surcharge (Ltrs)</b> \$0.40 <b>Additional Ounces (Non Presort)</b> \$ .240 <b>Additional Ounces Presorted</b> N/A <b>Presorted Ltrs—2nd &amp; 3rd oz. free</b> <b>Rates for Flats will be used when mailpiece is not automation compatible or &gt; 3.5oz.</b>  <b>Post Cards (First Class only, up to 6 x 9)</b> <b>Nonautomated</b> Single piece \$ .480 Presorted \$ .394 <b>Automated</b> Mixed AADC \$ .381 AADC \$ .370 5 - Digit/Presorted/Prebarcoded \$ .352	<b>Letters</b> <1oz. <1oz. \$ .600 \$1.26 \$ .630 \$1.26 \$ .546 \$1.185 \$ .513 N/A \$ .825 N/A \$ .702 N/A \$ .593 N/A \$ .531 \$1.068 \$ .507 \$ .955 N/A \$ .896 \$ .471 \$ .689 \$0.40 \$ .240 \$ .240 N/A \$ .240 free not up to 6 x 9 Single \$ .480 \$ .394 \$ .381 \$ .370 \$ .352	<b>Regular</b> Nonmachineable Mixed AADC \$ .923 Nonmachineable AADC/NDC \$ .842 Nonmachineable 3 Digit \$ .778 Nonmachineable 5 Digit \$ .653 Non Auto Mixed AADC \$ .366 Non Auto AADC \$ .346 Non Auto 3-digit NA Non Auto 5 digit NA Auto Mixed AADC \$ .360 Auto AADC \$ .339 Auto 3 - Digit Prebarcoded N/A Auto 5 - Digit Prebarcoded \$ .305 <b>Every Door Direct Mail*- Retail</b> N/A <b>Enhanced Carrier Route</b> (under 4 oz auto) High Density \$ .290 High Density Plus \$ .240 Saturation \$ .213 <b>Pound Rate:</b> ECR \$ .683 <b>Pound Rate:</b> Auto \$1.101 <b>Plus Per Piece:</b> Non Auto/Non Mach Mixed AADC \$ .648 Non Auto/Non Mach ADC \$ .567 Non Auto/Non Mach 3 Digit \$ .503 Non Auto/Non Mach 5 Digit \$ .378 Auto Mixed ADC N/A Auto ADC N/A Auto 3 Digit N/A Auto 5 Digit N/A High Density \$ .185	<b>Letter</b> \$3.017 \$2.539 N/A N/A \$ .923 \$ .842 \$ .778 \$ .653 \$ .366 \$ .346 NA NA \$ .360 \$ .339 N/A \$ .305 N/A \$ .290 \$ .240 \$ .213 \$ .683 \$1.101 \$ .648 \$ .567 \$ .503 \$ .378 N/A N/A N/A N/A \$ .297 \$ .185	<b>Non-Profit</b> Nonmachineable Mixed AADC \$ .708 Nonmachineable AADC/NDC \$ .627 Nonmachineable 3 Digit \$ .563 Nonmachineable 5 Digit \$ .438 Non Auto Mixed AADC \$ .216 Non Auto AADC \$ .199 Non Auto 3-digit NA Non Auto 5-digit NA Auto Mixed AADC \$ .213 Auto AADC \$ .192 Auto 3 - Digit Prebarcoded N/A Auto 5 - Digit Prebarcoded \$ .158 <b>Every Door Direct Mail*- Retail</b> N/A <b>Enhanced Carrier Route</b> (under 4 oz auto) High Density \$ .157 High Density Plus \$ .150 Saturation \$ .132 <b>Pound Rate:</b> ECR \$ .511 <b>Pound Rate:</b> Auto \$ .941 <b>Plus Per Piece:</b> Non Auto/Non Mach Mixed AADC \$ .473 Non Auto/Non Mach ADC \$ .392 Non Auto/Non Mach 3 Digit \$ .328 Non Auto/Non Mach 5 Digit \$ .203 Auto Mixed ADC N/A Auto ADC N/A Auto 3 Digit N/A Auto 5 Digit N/A High Density \$ .137	<b>Letter</b> \$2.851 \$2.373 N/A N/A \$ .708 \$ .627 NA NA \$ .681 \$ .609 \$ .511 \$ .357 \$ .174 \$ .265 \$ .194 \$ .173 \$ .511 \$ .941 \$ .473 \$ .392 \$ .328 \$ .203 \$ .446 \$ .374 \$ .276 \$ .122 \$ .137	<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 <=3.5 oz. <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 larger than 4.25 X 6, must be 0.009" thick. Ratio requirements are the same as for letters. Standard rate and larger cards are considered to be letters.	<b>Standard Class Drop Shipment Discounts</b> <b>Piece Rate Mail (Per Letter):</b> NDC: \$.023 SCF: \$.030 <b>Piece Rate Mail (Per Flat):</b> NDC: \$.069 SCF: \$.091 <b>Pound Rate Mail (Per Pound):</b> NDC: \$.276 SCF: \$.359 <b>* Every Door Direct Mail has special requirements</b> <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.	<b>Non-Profit Class Drop Shipment Discounts</b> <b>Piece Rate Mail (Per Letter):</b> NDC: \$.023 SCF: \$.030 <b>Piece Rate Mail (Per Flat):</b> NDC: \$.069 SCF: \$.091 <b>Pound Rate Mail (Per Pound):</b> NDC: \$.276 SCF: \$.359 Permit Numbers (indicias) do not require a box, but the font must be at least 4 point or greater. Return envelopes <b>must</b> be automated for automation rates (even when not postage prepaid.)