



## Marketing Mail Rate Comparison

### LETTERS

#### NON-ENTRY

CATEGORY	2018	2019	+/-	%
AUTO: Saturation	0.186	0.190	0.004	2.2%
AUTO: Carrier Route Basic	0.292	0.294	0.002	0.7%
AUTO: 5-DIGIT	0.251	0.256	0.005	2.0%
AUTO: AADC	0.274	0.281	0.007	2.6%
AUTO: MIXED AADC	0.287	0.291	0.004	1.4%
MACHINABLE: AADC	0.287	0.292	0.005	1.7%
MACHINABLE: MIXED AADC	0.300	0.302	0.002	0.7%
NON MACHINEABLE				
5-DIGIT	0.479	0.505	0.026	5.4%
3-DIGIT	0.550	0.573	0.023	4.2%
ADC	0.573	0.595	0.022	3.8%
MIXED ADC	0.646	0.668	0.022	3.4%

#### DNDC

CATEGORY	2018	2019	+/-	%
AUTO: Saturation	0.164	0.170	0.006	3.7%
AUTO: Carrier Route Basic	0.265	0.269	0.004	1.5%
AUTO: 5-DIGIT	0.227	0.234	0.007	3.1%
AUTO: AADC	0.250	0.259	0.009	3.6%
AUTO: MIXED AADC	0.263	0.269	0.006	2.3%
MACHINABLE: AADC	0.263	0.270	0.007	2.7%
MACHINABLE: MIXED AADC	0.276	0.280	0.004	1.4%
NON MACHINEABLE				
5-DIGIT	0.455	0.483	0.028	6.2%
3-DIGIT	0.526	0.551	0.025	4.8%
ADC	0.549	0.573	0.024	4.4%
MIXED ADC	0.622	0.646	0.024	3.9%

#### DSCF

CATEGORY	2018	2019	+/-	%
AUTO: Saturation	0.164	0.165	0.001	0.6%
AUTO: Carrier Route Basic	0.265	0.262	-0.003	-1.1%
AUTO: 5-DIGIT	0.227	0.228	0.001	0.4%
AUTO: AADC	0.250	0.253	0.003	1.2%
MACHINABLE: AADC				
	0.263	0.264	0.001	0.4%
NON MACHINEABLE				
5-DIGIT	0.455	0.477	0.022	4.8%
3-DIGIT	0.526	0.545	0.019	3.6%
ADC	0.549	0.567	0.018	3.3%

### FLATS

#### NON-ENTRY

CATEGORY	2018	2019	+/-	%
EDDM: Saturation	0.220	0.225	0.005	2.3%
Carrier Route: Saturation	0.219	0.224	0.005	2.3%
Carrier Route: Basic-Pallet	0.276	0.279	0.003	1.1%
Carrier Route: Basic	0.295	0.300	0.005	1.7%
AUTO: 5-DIGIT	0.393	0.405	0.012	3.1%
AUTO: 3-DIGIT	0.500	0.523	0.023	4.6%
AUTO: ADC	0.567	0.597	0.030	5.3%
AUTO: MIXED AADC	0.598	0.632	0.034	5.7%
NON MACHINEABLE				
5-DIGIT	0.466	0.469	0.003	0.6%
3-DIGIT	0.550	0.561	0.011	2.0%
ADC	0.602	0.617	0.015	2.5%
MIXED ADC	0.634	0.652	0.018	2.8%

#### DNDC

CATEGORY	2018	2019	+/-	%
EDDM: Saturation	0.180	0.187	0.007	3.9%
Carrier Route: Saturation	0.179	0.186	0.007	3.9%
Carrier Route: Basic-Pallet	0.246	0.249	0.003	1.2%
Carrier Route: Basic	0.265	0.270	0.005	1.9%
AUTO: 5-DIGIT	0.352	0.362	0.010	2.8%
AUTO: 3-DIGIT	0.459	0.480	0.021	4.6%
AUTO: ADC	0.526	0.554	0.028	5.3%
AUTO: MIXED AADC	0.557	0.589	0.032	5.7%
NON MACHINEABLE				
5-DIGIT	0.425	0.426	0.001	0.2%
3-DIGIT	0.509	0.518	0.009	1.8%
ADC	0.561	0.574	0.013	2.3%
MIXED ADC	0.593	0.609	0.016	2.7%

#### DSCF

CATEGORY	2018	2019	+/-	%
EDDM: Saturation	0.166	0.180	0.014	8.4%
Carrier Route: Saturation	0.165	0.179	0.014	8.5%
Carrier Route: Basic-Pallet	0.238	0.241	0.003	1.3%
Carrier Route: Basic	0.257	0.262	0.005	1.9%
AUTO: 5-DIGIT	0.340	0.352	0.012	3.5%
AUTO: 3-DIGIT	0.447	0.470	0.023	5.1%
AUTO: ADC	0.514	0.544	0.03	5.8%
NON MACHINEABLE				
5-DIGIT	0.413	0.416	0.003	0.7%
3-DIGIT	0.497	0.508	0.011	2.2%
ADC	0.549	0.564	0.015	2.7%