

# 2021/2020 RATE COMPARISON CHART

## Marketing Mail-LETTERS

NON-ENTRY				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.191	0.191	0.000	0.0%
CARRIER ROUTE: Basic	0.296	0.294	0.002	0.7%
AUTO: 5-DIGIT	0.259	0.259	0.000	0.0%
AUTO: AADC	0.285	0.284	0.001	0.4%
AUTO: Mixed AADC	0.304	0.299	0.005	1.7%
MACHINABLE: AADC	0.302	0.295	0.007	2.4%
MACHINABLE: Mixed AADC	0.311	0.305	0.006	2.0%

NDC RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.172	0.172	0.000	0.0%
CARRIER ROUTE: Basic	0.275	0.271	0.004	1.5%
AUTO: 5-DIGIT	0.239	0.239	0.000	0.0%
AUTO: AADC	0.265	0.264	0.001	0.4%
AUTO: Mixed AADC	0.284	0.279	0.005	1.8%
MACHINABLE: AADC	0.282	0.275	0.007	2.5%
MACHINABLE: Mixed AADC	0.291	0.285	0.006	2.1%

SCF RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.168	0.168	0.000	0.0%
CARRIER ROUTE: Basic	0.272	0.265	0.007	2.6%
AUTO: 5-DIGIT	0.235	0.233	0.002	0.9%
AUTO: AADC	0.261	0.258	0.003	1.2%
MACHINABLE: AADC	0.278	0.269	0.009	3.3%

## Marketing Mail-FLATS

NON-ENTRY				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.224	0.224	0.000	0.0%
CARRIER ROUTE: EDDM	0.225	0.225	0.000	0.0%
CARRIER ROUTE: Basic (5-DIGIT PALLET)	0.299	0.283	0.016	5.7%
CARRIER ROUTE: Basic (Other Pallet)	0.320	0.302	0.018	6.0%
AUTO: 5-DIGIT	0.450	0.418	0.032	7.7%
AUTO: 3-DIGIT	0.588	0.543	0.045	8.3%
AUTO: ADC	0.663	0.608	0.055	9.0%
AUTO: Mixed ADC	0.726	0.666	0.060	9.0%

NDC RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.186	0.186	0.000	0.0%
CARRIER ROUTE: EDDM	0.187	0.187	0.000	0.0%
CARRIER ROUTE: Basic (5-DIGIT PALLET)	0.264	0.252	0.012	4.8%
CARRIER ROUTE: Basic (Other Pallet)	0.285	0.271	0.014	5.2%
AUTO: 5-DIGIT	0.381	0.375	0.006	1.6%
AUTO: 3-DIGIT	0.519	0.500	0.019	3.8%
AUTO: ADC	0.594	0.565	0.029	5.1%
AUTO: Mixed ADC	0.657	0.623	0.034	5.5%

SCF RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.179	0.179	0.000	0.0%
CARRIER ROUTE: EDDM	0.180	0.180	0.000	0.0%
CARRIER ROUTE: Basic (5-DIGIT PALLET)	0.253	0.246	0.007	2.8%
CARRIER ROUTE: Basic (Other Pallet)	0.274	0.265	0.009	3.4%
AUTO: 5-DIGIT	0.372	0.364	0.008	2.2%
AUTO: 3-DIGIT	0.510	0.489	0.021	4.3%
AUTO: ADC	0.585	0.554	0.031	5.6%

## Nonprofit-LETTERS

NON-ENTRY				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.111	0.111	0.000	0.0%
CARRIER ROUTE: Basic	0.210	0.209	0.001	0.5%
AUTO: 5-DIGIT	0.138	0.138	0.000	0.0%
AUTO: AADC	0.164	0.163	0.001	0.6%
AUTO: Mixed AADC	0.183	0.178	0.005	2.8%
MACHINABLE: AADC	0.181	0.174	0.007	4.0%
MACHINABLE: Mixed AADC	0.190	0.184	0.006	3.3%

NDC RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.092	0.092	0.000	0.0%
CARRIER ROUTE: Basic	0.189	0.186	0.003	1.6%
AUTO: 5-DIGIT	0.118	0.118	0.000	0.0%
AUTO: AADC	0.144	0.143	0.001	0.7%
AUTO: Mixed AADC	0.118	0.158	-0.040	-25.3%
MACHINABLE: AADC	0.161	0.154	0.007	4.5%
MACHINABLE: Mixed AADC	0.170	0.164	0.006	3.7%

SCF RATES				
CATEGORY	2021	2020	+/-	%
CARRIER ROUTE: Saturation	0.088	0.088	0.000	0.0%
CARRIER ROUTE: Basic	0.186	0.180	0.006	3.3%
AUTO: 5-DIGIT	0.114	0.112	0.002	1.8%
AUTO: AADC	0.140	0.137	0.003	2.2%
MACHINABLE: AADC	0.157	0.148	0.009	6.1%

## FIRST CLASS

LETTERS				
CATEGORY	2021	2020	+/-	%
AUTO: 5-DIGIT	0.398	0.389	0.009	2.3%
AUTO: AADC	0.428	0.419	0.009	2.1%
AUTO: MIXED AADC	0.450	0.439	0.011	2.5%
MACHINABLE	0.460	0.460	0.000	0.0%
MACHINABLE: Meter	0.510	0.500	0.010	2.0%
MACHINABLE: Stamp	0.550	0.550	0.000	0.0%
MACHINABLE: Residual	0.560	0.560	0.000	0.0%



POSTCARDS				
CATEGORY	2021	2020	+/-	%
AUTO: 5-DIGIT	0.269	0.260	0.009	3.5%
AUTO: AADC	0.279	0.270	0.009	3.3%
AUTO: MIXED AADC	0.285	0.276	0.009	3.3%
MACHINABLE	0.293	0.285	0.008	2.8%
RESIDUAL	0.360	0.350	0.010	2.9%