

2016 USPS

Postal Decrease!!!

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——— Driving Local Revenue for Newspapers ———

Background

- Postal increases are supposed to be tied to the CPI
- Unless there are exigent circumstances
- In 2014, the USPS convinced the powers that be that the recession qualified and were granted an increase that greatly exceeded CPI
- It was supposed to expire last year
- Is now said to be expiring on 4/10, average of 4.3%
- USPS is not happy
- Do you think we could do this?

DDU- HD						
			2016			
	Flat	Piece Rate	Pound rate	Postage/M	Increase	
< 3.3 oz	\$183.00				4.19%	
3.4		\$108.00	\$77.14	\$185.14	4.24%	
3.5		\$108.00	\$79.41	\$187.41	4.23%	\$2.27
3.6		\$108.00	\$81.68	\$189.68	4.23%	\$2.27
3.7		\$108.00	\$83.94	\$191.94	4.23%	\$2.27
3.8		\$108.00	\$86.21	\$194.21	4.22%	\$2.27
3.9		\$108.00	\$88.48	\$196.48	4.22%	\$2.27
4		\$108.00	\$90.75	\$198.75	4.22%	\$2.27
4.1		\$108.00	\$93.02	\$201.02	4.21%	\$2.27
4.2		\$108.00	\$95.29	\$203.29	4.21%	\$2.27
4.3		\$108.00	\$97.56	\$205.56	4.21%	\$2.27
4.4		\$108.00	\$99.83	\$207.83	4.21%	\$2.27
4.5		\$108.00	\$102.09	\$210.09	4.20%	\$2.27
4.6		\$108.00	\$104.36	\$212.36	4.20%	\$2.27
4.7		\$108.00	\$106.63	\$214.63	4.20%	\$2.27
4.8		\$108.00	\$108.90	\$216.90	4.20%	\$2.27
4.9		\$108.00	\$111.17	\$219.17	4.19%	\$2.27
5		\$108.00	\$113.44	\$221.44	4.19%	\$2.27
5.1		\$108.00	\$115.71	\$223.71	4.19%	\$2.27
5.2		\$108.00	\$117.98	\$225.98	4.19%	\$2.27

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DDU- HD						
	HD+		2016			
	Flat	Piece Rate	Pound rate	Postage/M	Increase	
< 3.3 oz	\$178.00				4.30%	
3.4		\$84.00	\$77.14	\$161.14	4.27%	
3.5		\$84.00	\$79.41	\$163.41	4.27%	\$2.27
3.6		\$84.00	\$81.68	\$165.68	4.26%	\$2.27
3.7		\$84.00	\$83.94	\$167.94	4.26%	\$2.27
3.8		\$84.00	\$86.21	\$170.21	4.25%	\$2.27
3.9		\$84.00	\$88.48	\$172.48	4.25%	\$2.27
4		\$84.00	\$90.75	\$174.75	4.25%	\$2.27
4.1		\$84.00	\$93.02	\$177.02	4.24%	\$2.27
4.2		\$84.00	\$95.29	\$179.29	4.24%	\$2.27
4.3		\$84.00	\$97.56	\$181.56	4.24%	\$2.27
4.4		\$84.00	\$99.83	\$183.83	4.23%	\$2.27
4.5		\$84.00	\$102.09	\$186.09	4.23%	\$2.27
4.6		\$84.00	\$104.36	\$188.36	4.23%	\$2.27
4.7		\$84.00	\$106.63	\$190.63	4.22%	\$2.27
4.8		\$84.00	\$108.90	\$192.90	4.22%	\$2.27
4.9		\$84.00	\$111.17	\$195.17	4.22%	\$2.27
5		\$84.00	\$113.44	\$197.44	4.21%	\$2.27
5.1		\$84.00	\$115.71	\$199.71	4.21%	\$2.27
5.2		\$84.00	\$117.98	\$201.98	4.21%	\$2.27

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The 'discount' for going
overweight on HD+ is
nearly 10%

DDU- SAT						
			2016			
	Flat	Piece Rate	Pound rate	Postage/M	Increase	
< 3.3 oz	\$153.00				3.77%	
3.4		\$78.00	\$77.14	\$155.14	3.24%	
3.5		\$78.00	\$79.41	\$157.41	3.25%	\$2.27
3.6		\$78.00	\$81.68	\$159.68	3.26%	\$2.27
3.7		\$78.00	\$83.94	\$161.94	3.27%	\$2.27
3.8		\$78.00	\$86.21	\$164.21	3.28%	\$2.27
3.9		\$78.00	\$88.48	\$166.48	3.29%	\$2.27
4		\$78.00	\$90.75	\$168.75	3.30%	\$2.27
4.1		\$78.00	\$93.02	\$171.02	3.30%	\$2.27
4.2		\$78.00	\$95.29	\$173.29	3.31%	\$2.27
4.3		\$78.00	\$97.56	\$175.56	3.32%	\$2.27
4.4		\$78.00	\$99.83	\$177.83	3.33%	\$2.27
4.5		\$78.00	\$102.09	\$180.09	3.34%	\$2.27
4.6		\$78.00	\$104.36	\$182.36	3.35%	\$2.27
4.7		\$78.00	\$106.63	\$184.63	3.35%	\$2.27
4.8		\$78.00	\$108.90	\$186.90	3.36%	\$2.27
4.9		\$78.00	\$111.17	\$189.17	3.37%	\$2.27
5		\$78.00	\$113.44	\$191.44	3.38%	\$2.27
5.1		\$78.00	\$115.71	\$193.71	3.38%	\$2.27
5.2		\$78.00	\$117.98	\$195.98	3.39%	\$2.27

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Discount on incremental
postage is 3.8%.

Typical Blend

- 10% HD -4.2%
- 40% HD+ -4.25%
- 50% Saturation -3.25%
- Blended 3.8% at base*
- If you're mostly underweight, closer to 4% and you should be looking for other work
- Seriously