

## 443 Prices and Eligibility

### Overview

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### 1.0 Prices and Fees for Standard Mail

#### 1.1 Standard Mail Price Application

Standard Mail prices are based on the weight of the pieces as follows:

- a. The appropriate minimum per piece price applies to any Standard Mail piece that weighs 3.3 ounces (0.2063 pound) or less.
- b. A price determined by adding the per piece charge and the corresponding per pound charge applies to any Standard Mail piece that weighs more than 3.3 ounces.

#### 1.2 Regular and Nonprofit Standard Mail—Marketing Parcel and Product Sample Prices

[1-27-13] For prices, see [Notice 123—Price List](#).

#### 1.3 Nonprofit Standard Mail—Machinable and Irregular Parcel Prices

For prices, see [Notice 123—Price List](#).

#### 1.4 Presort Mailing Fee

##### 1.4.1 Annual Mailing Fee

A mailing fee must be paid each 12-month period for each permit used to mail Standard Mail and/or Parcel Select Lightweight pieces, except for qualifying full-service automation mailings under [705.24.0](#) (see [Notice 123—Price List](#)).

##### 1.4.2 Weighted Fee

For return of pieces bearing the ancillary service markings “Address Service Requested” and “Forwarding Service Requested.” Weighted fee equals single-piece First-Class Mail or Priority Mail price multiplied by 2.472.

#### 1.5 Computing Postage for Standard Mail

##### 1.5.1 Weight

To compute the total weight of the addressed pieces in a mailing or mailing segment for:

- a. Identical-weight pieces, multiply the computed average weight of a single piece by the corresponding number of pieces; do not round the product.



- b. Nonidentical-weight pieces, add the actual weight of the individual pieces or weigh the entire mailing in bulk; do not round either result.

### 1.5.2 Determining Single-Piece Weight

To determine single-piece weight in a mailing of identical-weight pieces, weigh a sample group of at least 10 randomly selected pieces and divide the total sample weight by the number of pieces in the sample. To determine single-piece weight in a mailing of nonidentical-weight pieces, weigh each piece individually. Express all single-piece weights in decimal pounds, rounded off to four decimal places.

### 1.5.3 Net Postage

Postage is computed at the applicable prices on the entire mailing to be mailed at one time. The net postage price is either the applicable minimum per piece price or the piece/pound price, as adjusted for any discounts and surcharges.

### 1.5.4 Per Piece and Per Pound Charges

The per piece charge is computed based on the total number of addressed pieces for each price category claimed. The minimum price may apply to each piece as detailed in [1.1, Standard Mail Price Application](#). Otherwise, the per piece charge must be added to the per pound charge to determine total postage. Where applicable, the per pound charge is computed based on the total weight of the addressed pieces for each price category claimed, and is added to the per piece charge to determine total postage. For example, a quantity of pieces weighing 100.25 pounds is charged 100.25 times the applicable price per pound, based on the price claimed, plus one unit of the applicable per piece charge for each addressed piece.

### 1.5.5 Computing Affixed Postage

To compute postage to be affixed to each piece, multiply the weight of the piece (in pounds) by the applicable price per pound; add the applicable per piece charge and any surcharge; and round the sum up to the next tenth of a cent. The applicable minimum per piece charge must be affixed if it is more than the total computed per piece postage.

### 1.5.6 Permit Imprint

In any permit imprint mailing:

- a. For each price or price category, multiply the number of addressed pieces by the corresponding price per piece and (if applicable) multiply the *unrounded* total weight of the pieces by the corresponding price per pound; round off each product to four decimal places.
- b. Add the per piece and per pound charges and round off the total postage to the nearest whole cent.

## 2.0 Content Standards for Standard Mail Parcels

### 2.1 Definition and Weight

Standard Mail consists ofailable matter that is neither mailed or required to be mailed as First-Class Mail nor entered as Periodicals (unless permitted or required by standard) and that weighs less than 16 ounces.

**2.2 Personal Information**

Personal information may not be included in a Standard Mail mailpiece unless all of the following conditions are met:

- a. The mailpiece contains explicit advertising for a product or service for sale or lease or an explicit solicitation for a donation.
- b. All of the personal information is directly related to the advertising or solicitation.
- c. The exclusive reason for inclusion of all of the personal information is to support the advertising or solicitation in the mailpiece.

**2.3 Bills and Statements of Account**

Mail containing bills or statements of account as defined in [433.2.2](#) may not be entered as Standard Mail except under the conditions described in [2.5.2](#).

**2.4 Handwritten and Typewritten Matter**

Mail containing handwritten or typewritten matter may not be entered as Standard Mail except under the conditions described in [2.6](#).

**2.5 Attachments and Enclosures****2.5.1 Invoice**

An invoice, whether it also serves as a bill, may be placed either inside a Standard Mail piece or in an envelope marked "Invoice Enclosed" and attached to the outside of the piece if the invoice relates solely to the matter with which it is mailed. The invoice may show this information:

- a. Names and addresses of the sender and addressee.
- b. Names and quantities of the articles enclosed, descriptions of each (e.g., price, tax, style, stock number, size, and quality, and, if defective, nature of defects).
- c. Order or file number, date of order, date and manner of shipment, shipping weight, postage paid, and initials or name of packer or checker.

**2.5.2 Incidental First-Class Mail Attachments and Enclosures**

Incidental First-Class Mail matter may be enclosed in or attached to Standard Mail merchandise (including books but excluding merchandise samples) without payment of First-Class Mail postage. Incidental First-Class Mail matter may not be enclosed in or attached to matter mailed as Customized MarketMail under [705.1.0](#). An incidental First-Class Mail attachment or enclosure must be matter that, if mailed separately, would require First-Class Mail postage, is closely associated with but secondary to the host piece, and is prepared not to encumber postal processing. An incidental First-Class Mail attachment or enclosure may be a bill for the product or publication, a statement of account for past products or publications, or a personal message or greeting included with a product, publication, or parcel. Postage at the Standard Mail or Package Services price for the host piece is based on the combined weight of the host piece and the incidental First-Class Mail attachment or enclosure.

**2.5.3 Nonincidental First-Class Mail Enclosures**

Letters or other pieces of nonincidental First-Class Mail, subject to postage at First-Class Mail prices, may be enclosed with Standard Mail pieces (except matter mailed as Customized MarketMail under [705.1.0](#)). Postage for the First-Class Mail



enclosure must be placed on the outside of the piece. It may be affixed separately or added to the postage for the host piece. The endorsement “First-Class Mail Enclosed” must be placed on the piece, below the postage and above the address.

#### **2.5.4 Nonincidental First-Class Mail Attachments**

Letters or other pieces of nonincidental First-Class Mail may be placed in an envelope and securely attached to the address side of a Standard Mail piece (except matter mailed as Customized MarketMail under [705.1.0](#)), or of the principal piece, as applicable. Combination envelopes or containers with separate parts for the two classes of mail may be used. The names and addresses of the sender and addressee must be placed on both the principal piece and the attachment. Alternatively, the sender’s name and address must be placed on one part and the addressee’s name and address on the other. If the piece is a combination container with inseparable parts or compartments, the names and addresses may appear on only one part. The applicable Standard Mail postage for the Standard Mail matter must be prepaid and placed in the upper right corner of the address space. Postage at the applicable First-Class Mail price must be paid for and affixed to the First-Class Mail attachment, unless other payment methods are permitted by standard.

#### **2.5.5 Attachment of Other Standard Mail Matter**

Standard Mail pieces may bear an attachment that is eligible as Standard Mail matter if these additional conditions are met:

- a. The piece bearing the attachment is claimed as Customized MarketMail (CMM) under [705.1.0](#) or as Enhanced Carrier Route Standard Mail under [6.0](#).
- b. The face of the attachment may bear only the price markings and endorsements permitted for the price claimed for the host piece.
- c. At the time of mailing, the piece shows only one complete delivery address. If the attachment is a reply card, the address for returning the piece is not visible.
- d. Enhanced Carrier Route host pieces are larger than 6 by 11 inches. CMM host pieces are any size permitted under [705.1.1.3, Physical Standards](#).
- e. The attachment is not larger than the host piece and does not extend beyond the host piece. An attachment affixed to a CMM piece may not be greater than 1/4 inch thick at its thickest point.
- f. Each piece in the mailing bears the attachment, and the attachment is of identical size, weight, and positioning on the host piece. Different wording or designs may be used.
- g. The attachment does not interfere with processing or delivery. Folded or multipage attachments must be secured to prevent opening during handling.

### **2.6 Written Additions**

Markings that have the character of personal correspondence require, with certain exceptions, additional postage at the First-Class Mail prices. The following written additions and enclosures do not require additional First-Class Mail postage:

- a. The sender’s and the addressee’s names, occupations, and addresses, preceded by “From” or “To,” and directions for handling.

- b. Marks, numbers, names, or letters describing the contents.
- c. Words or phrases such as “Do Not Open Until Christmas” and “Happy Birthday, Mother.”
- d. Instructions and directions for the use of the item mailed.
- e. A manuscript dedication or inscription not having the nature of personal correspondence.
- f. Marks to call attention to words or passages in the text.
- g. Corrections of typographical errors in printed matter.
- h. Manuscripts accompanying related proof sheets and corrections of proof sheets including corrections of typographical and other errors, changes in the text, insertions of new text, marginal instructions to the printer, and corrective rewrites of parts.
- i. Handstamped imprints, unless the added material is in itself personal or converts the original matter to a personal communication.
- j. Matter mailable separately as Standard Mail printed on the wrapper, envelope, tag, or label.

## 3.0 Basic Standards for Standard Mail Parcels

### 3.1 Description of Service

#### 3.1.1 Service Objectives

Standard Mail may receive deferred handling. Service objectives for delivery are 2 to 9 days; however, delivery time is not guaranteed.

#### 3.1.2 Minimum Quantity

Standard Mail provides economical prices for mailings of 200 or more pieces or 50 or more pounds of mail.

### 3.2 Defining Characteristics

#### 3.2.1 Mailpiece Weight Limit

All Standard Mail pieces must weigh less than 16 ounces.

#### 3.2.2 Standard Mail Marketing Parcels

[1-27-13] All Standard Mail Marketing parcels (both regular and nonprofit) must bear an alternative addressing format (see [602.3.0](#)) and are subject to size restrictions in [401.2.4.2](#). All Marketing parcels prepared as Product Samples in the same mailing must additionally be identical in size and weight.

#### 3.2.3 Nonprofit Standard Mail Machinable and Irregular Parcels

Nonprofit Standard Mail parcels that do not qualify as Marketing parcels may be prepared and mailed as machinable or irregular parcels.

#### 3.2.4 Preparation Requirements

Standard Mail is subject to specific volume, marking, and preparation requirements.



### 3.2.5 Inspection of Contents

Standard Mail is not sealed against postal inspection.

### 3.2.6 Forwarding Service

The price of Standard Mail typically does not include forwarding service. Forwarding service is available under [507.1.5](#).

### 3.2.7 Return Service

The price of Standard Mail does not include return service. Return service is available under [507.1.5](#) for an additional fee.

### 3.2.8 Extra Services

Extra services available with Standard Mail are insured mail service (bulk insurance only), certificate of mailing service (bulk certificate of mailing only), return receipt for merchandise service, and USPS Tracking service (parcels only). See information regarding extra services in [503](#).

### 3.2.9 Periodicals

Authorized Periodicals may not be entered as Standard Mail unless permitted by standard.

### 3.2.10 Identical Pieces

The contents of printed matter in a Standard Mail mailing must be identical to a piece sent to at least one other addressee. Standard Mail may include the addressee's name and address but may not transmit personal information except as permitted under [2.2](#).

## 3.3 Additional Basic Standards for Standard Mail

Each Standard Mail mailing is subject to these general standards:

- a. All pieces in a mailing must be of the same processing category, except that irregular and machinable parcels may be combined in 5-digit scheme and 5-digit sacks or on 5-digit scheme and 5-digit pallets.
- b. Each mailing must contain at least 200 pieces or 50 pounds of pieces. See [3.6](#), [Residual Volume Requirement](#), for volume requirement eligibility unique to Presorted Standard price mailings. Other volume standards also can apply, based on the price claimed.
- c. All pieces in a mailing must be sorted together and marked under the standards for the price claimed.
- d. Each Marketing parcel must bear an alternative addressing format subject to [602.3.0](#). Nonprofit Standard Mail machinable or irregular parcels must bear the addressee's name and complete delivery address, or may use an alternative addressing format. Detached address labels may be used subject to [602.4.0](#).
- e. Postage must be paid under [444.1.0](#) through [444.3.0 in Postage Payment and Documentation](#) with precanceled stamps, meter stamps, or permit imprint.
- f. A postage statement, completed and signed by the mailer, using the correct USPS form or an approved facsimile, must be submitted with each mailing. In addition, mailings must be documented under [444.3.0](#).

- g. Any Intelligent Mail package barcode or postal routing barcode on a machinable parcel must be correct for the delivery address and must meet the standards in [708.5.0](#).
- h. Mailings must be deposited at a business mail entry unit of the Post Office where the postage permit or license is held and the annual mailing fee paid, unless deposit elsewhere is permitted by standard.

### 3.4 Presort Mailing Fees

An annual mailing fee must be paid once each 12-month period at each Post Office of mailing. For mail manifested using the Electronic Verification System (eVS) under [705.2.9](#), only one annual mailing fee, paid at the Post Office of account where the permit imprint account is held, is required regardless of the number of Post Offices of mailing. A mailer paying this fee may enter clients' mail as well as the mailer's own. The mailer whose permit imprint appears on pieces in a mailing paid with a permit imprint must show that permit number on the postage statement and must pay the annual mailing fee for that permit; this fee is in addition to the one-time fee for an application to use permit imprints. The fee may be paid in advance only for the next 12 months and only during the last 60 days of the current service period. The fee charged is that which is in effect on the date of payment.

### 3.5 Merging Similar Standard Mail Mailings

[\[1-27-13\]](#) Mailings are subject to the general definitions and conditions in [445.1.0](#). Generally, mailers may merge similar Standard Mail matter into a single mailing; however all parcels in a mailing of Product Samples must be identical in size and weight. Differences in text, address labels, and address lists or list key numbers do not prohibit the mailer from merging and sorting pieces together. Pieces with different methods of postage payment may be combined in the same mailing only if authorized by Business Mailer Support (BMS). Pieces of nonidentical weight, if merged in the same mailing, must bear the correct postage when mailed, unless otherwise authorized by BMS.

### 3.6 Residual Volume Requirement

Pieces in an Enhanced Carrier Route price mailing that has separately met a 200-piece or 50-pound minimum quantity requirement may be counted toward the minimum quantity requirement for a Presorted price mailing, provided that the Enhanced Carrier Route price mailing and the Presorted price mailing are part of the same mailing job. Likewise, pieces in an automation price mailing that has separately met a 200-piece or 50-pound minimum quantity requirement may be counted toward the minimum quantity requirement for a Presorted price mailing, provided that the automation price mailing and the Presorted mailing are part of the same mailing job. Pieces mailed at Presorted Standard Mail prices must not be counted toward the minimum volume requirements for an Enhanced Carrier Route price or an automation price mailing.

### 3.7 Residual Mail Subject to First-Class Mail or Priority Mail Prices

Pieces prepared as Standard Mail (i.e., that bear Standard Mail price markings, ACS codes, etc.) that do not qualify for Enhanced Carrier Route, automation, or Presorted Standard Mail prices are subject to the single-piece First-Class Mail or Priority Mail prices as applicable for the weight of the mailpiece. Metered pieces



weighing over 13 ounces but less than 16 ounces that do not qualify for Standard Mail prices and any pieces that do not qualify for Standard Mail prices for which First-Class Mail or Priority Mail service is desired must be re-enveloped or otherwise prepared so that they do not bear Standard Mail markings, endorsements, and ACS codes and must bear the proper First-Class Mail or Priority Mail price markings and ACS codes. Mailers who have pieces (other than metered pieces weighing over 13 ounces but less than 16 ounces) that do not qualify for Standard Mail prices but that are prepared as Standard Mail and who do not desire to receive First-Class Mail or Priority Mail service for those pieces may enter their mailpieces “as is” (i.e., bearing the Standard Mail markings and endorsements), provided the requirements in [444.1.0, Basic Standards for Postage Payment](#), are met.

### 3.8 ZIP Code Accuracy

The ZIP Code accuracy standard is a means of ensuring that the 5-digit ZIP Code in the delivery address correctly matches the delivery address information. For the purposes of this standard, *address* means a specific address associated with a specific 5-digit ZIP Code. Each address in a mailing at any Standard Mail parcel prices must meet the ZIP Code accuracy requirements in [602.6.0](#).

### 3.9 Move Update Standard

#### 3.9.1 Basic Standards

The Move Update standard requires the periodic matching of a mailer's address records with customer-filed change-of-address orders maintained by the USPS. For this standard, *address* is a specific address associated with a specific occupant name. Each address in a mailing at any Standard Mail parcel prices must meet the requirements in [602.5.0](#).

#### 3.9.2 Basis for Move Update Assessment Charges

Mailings are subject to a Move Update assessment charge if more than 30 percent of addresses with a change of address (COA) are not updated, based on the error rate found in USPS sampling at acceptance during Performance-Based Verification. Specifically, mailings for which the sample contains greater than 30 percent failed COAs out of the total COAs are subject to additional postage charges as follows:

- a. The percentage of the mailing paying the charge is based on the percentage of failed pieces above 30 percent.
- b. Each of the assessed pieces is subject to the \$0.07 per piece charge.
- c. As an example, if 40% of COAs in the sample are not updated, then the charge is applied to 10% (=40% - 30%) of the total mailing.
- d. Mailings for which the sample has five or fewer pieces that were not updated for a COA are not subject to the assessment, regardless of the failure percentage.



## 4.0 Price Eligibility for Standard Mail

### 4.1 General Information

[1-27-13] Standard Mail parcel prices are commercial prices that apply to mailings meeting the basic standards in 2.0 through 4.0 and the specific standards in 5.0 through 6.0. Destination entry discount prices are available under 446.2.0 through 446.5.0. Except for Product Samples, pieces are subject to either a single minimum per piece price or a combined piece/pound price, depending on the weight of the individual pieces in the mailing under 4.2 or 4.3. Prices for Product Samples are available under 6.0. Nonprofit prices are available for USPS-authorized organizations under 703.1.0.

### 4.2 Minimum Per Piece Prices

[1-27-13] The minimum per piece prices (i.e., the minimum postage that must be paid for each piece) apply as follows:

- a. Basic Requirement. Except for pieces mailed at Product Sample prices, pieces are subject to minimum per piece prices when they weigh no more than 3.3 ounces (0.2063 pound).
- b. Individual Prices. Except for Product Samples, there are separate minimum per piece prices for each product and, within each product, for the presort and destination entry levels within each mailing. There are also separate prices for Marketing parcels, Nonprofit machinable parcels, and Nonprofit irregular parcels. Under Marketing parcels, there are separate prices for Product Samples.

### 4.3 Piece/Pound Prices

[1-27-13] Except for Product Samples, pieces that exceed 3.3 ounces are subject to a two-part piece/pound price that includes a fixed charge per piece and a variable pound charge based on weight. There are separate per piece prices for each product, and within each product, for the type of mailing and the presort and destination entry levels within each mailing. There are separate per pound prices for each product.

### 4.4 Surcharge

[1-27-13] Unless prepared as Product Samples or in 5-digit/scheme containers, Standard Mail parcels are subject to a surcharge if:

- a. The pieces placed in containers other than 5-digit/scheme containers do not contain the appropriate barcodes in 4.4b through 4.4c.
- b. The Marketing parcels or the machinable parcels do not bear a GS1-128 routing barcode or Intelligent Mail package barcode, under 708.5.0, for the delivery address.
- c. The irregular parcels do not bear a GS1-128 routing barcode or an Intelligent Mail package barcode for the delivery address.

### 4.5 Extra Services for Standard Mail

#### 4.5.1 Available Services

Only the following extra services may be used with Standard Mail parcels, with restrictions as noted in 4.5.2:



### 443.4.5.2

- a. Bulk insurance.
- b. Return receipt for merchandise.
- c. USPS Tracking (electronic option only).
- d. Certificate of mailing, as provided in [503.4.0](#).

#### 4.5.2 Ineligible Matter

[1-27-13] Extra services (other than certificate of mailing service) may not be used for any of the following types of Standard Mail:

- a. Pieces entered as letters or flats.
- b. Machinable parcels mailed using Bulk Parcel Return Service.
- c. Pieces mailed with detached address labels under [602.4.0](#).
- d. Pieces mailed at Product Sample prices.
- e. Pieces mailed as Customized MarketMail.

#### 4.5.3 Additional Preparation Requirements

An eligible mailpiece with an extra service must bear a return address under [602.1.0](#), and an ancillary service endorsement under [507.1.0](#) under the following conditions:

- a. Pieces with bulk insurance or return receipt for merchandise must bear an endorsement that returns any undeliverable-as-addressed piece to the sender. Required endorsements are “Address Service Requested,” “Forwarding Service Requested,” or “Return Service Requested.”
- b. Except for Standard Mail Marketing parcels, pieces with USPS Tracking must bear one of the required endorsements in [4.5.3a](#) or “Change Service Requested.” Standard Mail Marketing parcels with required alternative address formats may be mailed with USPS Tracking, but must not bear an ancillary service endorsement (see [602.3.1.2](#)).

## 5.0 Additional Eligibility Standards for Presorted Standard Mail Pieces

### 5.1 Basic Standards

All pieces in a Regular Standard Mail or Nonprofit Standard Mail Presorted price mailing must:

- a. Meet the basic standards for Standard Mail in [2.0](#) through [4.0](#).
- b. Except as provided in [3.6](#), *Residual Volume Requirement*, be part of a single mailing of at least 200 addressed pieces or 50 pounds of pieces qualifying for Presorted Standard Mail. Regular and Nonprofit mailings must meet separate minimum volumes.
- c. Bear a delivery address that includes the correct ZIP Code or ZIP+4 code and that meets these address quality standards:
  - 1. The ZIP Code accuracy standard in [3.8](#).

2. If an alternative addressing format is used, the additional standards in [602.3.0](#).
3. If merchandise samples are prepared with detached address labels, the additional standards in [602.4.0](#).
- d. Be marked, sorted, and documented as specified in [445.5.0, \*Preparing Presorted Parcels\*](#), and [705.8.0, \*Preparing Pallets\*](#).

## 5.2 Price Application

**[1-27-13]** Prices for Standard Mail and Nonprofit Standard Mail apply separately to Marketing parcels (and within Marketing parcels, to Product Samples) that meet the eligibility standards in [2.0](#) through [4.0](#) and the applicable preparation standards in [445.5.0](#), [705.6.0](#), [705.8.0](#), or [705.22.0](#). Prices for Nonprofit parcels not qualifying as Marketing parcels apply separately to machinable parcels and irregular parcels. When parcels are combined (except for Product Samples, which cannot be combined with other parcels) under [445.5.0](#), [705.6.0](#), or [705.22.0](#), all pieces are eligible for the applicable prices when the combined total meets the eligibility standards.

## 5.3 Prices for Machinable Parcels

### 5.3.1 5-Digit Price

The 5-digit price applies to qualifying machinable parcels that are dropshipped to a DNDC (or ASF when claiming DNDC prices), DSCF, or DDU and presented:

- a. In a 5-digit/scheme ([L606](#)) sack containing at least 10 pounds of pieces.
- b. On a 5-digit/scheme ([L606](#)) pallet, according to standards in [705.8.10](#).
- c. As one or more parcels that mailers drop ship to a DDU under [446.5.2](#).
- d. In 5-digit/scheme containers prepared under [705.22.0](#).

### 5.3.2 NDC Price

The NDC price applies to qualifying machinable parcels as follows under either of the following conditions:

- a. When dropshipped to an ASF or NDC and presented:
  1. In an ASF or NDC sack containing at least 10 pounds of parcels, or
  2. On an ASF or NDC pallet, according to standards in [705.8.10](#), or
  3. In a NDC/ASF container prepared under [705.22.0](#).
- b. When presented at the origin acceptance office on an ASF or a NDC pallet containing at least 200 pounds of pieces.

### 5.3.3 Mixed NDC Price

The mixed NDC price applies to machinable parcels that are not eligible for 5-digit or NDC prices. Place machinable parcels at mixed NDC prices in origin NDC sacks or on origin NDC pallets, then in mixed NDC sacks or on mixed NDC pallets. See [445.5.3.2](#) and [705.8.10](#).



### 5.4 Prices for Irregular Parcels and Marketing Parcels

#### 5.4.1 5-Digit Price

5-digit prices apply to irregular parcels and to Marketing parcels that are dropshipped to a DNDC (or ASF when claiming DNDC prices), DSCF, or DDU and presented:

- a. In a 5-digit/scheme ([L606](#)) sack containing at least 10 pounds of pieces.
- b. On a 5-digit/scheme ([L606](#)) pallet, according to [705.8.10](#).
- c. As one or more parcels that mailers drop ship to a DDU under [446.5.2](#).
- d. In 5-digit/scheme containers prepared under [705.22.0](#).

#### 5.4.2 SCF Price

SCF prices apply to irregular parcels and to Marketing parcels that are dropshipped and presented to a DSCF or DNDC:

- a. In an SCF sack containing at least 10 pounds of parcels.
- b. On an SCF pallet, according to [705.8.10](#).
- c. In SCF containers prepared under [705.22.0](#).

#### 5.4.3 NDC Price

NDC prices apply to irregular parcels and to Marketing parcels as follows under either of the following conditions:

- a. When dropshipped to an ASF or NDC and presented:
  1. In an ASF or NDC sack containing at least 10 pounds of parcels, or
  2. On an ASF or NDC pallet, according to standards in [705.8.10](#), or
  3. In a NDC/ASF container prepared under [705.22.0](#).
- b. When presented at the origin acceptance office on an ASF or a NDC pallet containing at least 200 pounds of pieces.

#### 5.4.4 Mixed NDC Price

Mixed NDC prices apply to irregular parcels and to Marketing parcels in origin NDC or mixed NDC containers that are not eligible for 5-digit, SCF, or NDC prices. Place parcels at mixed NDC prices in origin NDC or mixed NDC sacks under [445.5.4.3](#) or on origin NDC or mixed NDC pallets under [705.8.10](#).

## 6.0 Additional Eligibility Standards for Marketing Parcels Mailed as Product Samples

### 6.1 General Product Sample Standards

#### 6.1.1 Basic Standards and Optional Preparation

[\[1-27-13\]](#) Product Samples are a type of Marketing parcels. See [401.2.4.2](#) for physical standards and [433.3.0](#) for basic standards. Preparation to qualify for any Product Sample price is optional and need not be performed for all carrier routes in a 5-digit area. A Product Sample mailing may include pieces mailed at targeted prices and pieces mailed at saturation (Every Door) prices, but all pieces in a mailing

must be identical in size and weight. All mailings of Product Samples must be entered under DNDC, DSCF, or DDU standards (see [446](#)). No origin office entry of Product Samples is allowed. See [705.18.0](#) for Priority Mail Express and Priority Mail Open and Distribute options.

### 6.1.2 Pricing for Product Samples

**[1-27-13]** See Notice 123-Price List for price tables. DALs for Product Samples must be sorted to carrier routes, including delivery routes and Post Office Box sections. Product Sample mailings are subject to per piece prices and, when not entered at a DDU, are subject to carton/sack and/or pallet prices. Piece prices are different for parcels sorted to the targeted level ([6.3](#)) than for parcels sorted to the saturation level ([6.4](#)). Within each sortation level, piece prices are different for small parcels than for large parcels (see [401.2.4.2](#)). Prices for cartons (or sacks) and pallets are subject to the following conditions:

- a. A pallet charge applies to each pallet of Product Samples entered at a DNDC or DSCF, except 3-digit pallets properly entered at a DSCF.
- b. A carton or sack charge applies to each carton or sack of Product Samples on a 3-digit pallet. Each carton must not exceed 40 pounds nor exceed a combined length and girth of 108 inches.

### 6.1.3 Basic Eligibility Standards

**[1-27-13]** All parcels (or DALs, when used) in a mailing of Product Samples must bear an alternative addressing format. Parcels mailed at targeted prices must have an occupant address format or an exceptional address format under [602.3.0](#). Parcels mailed at saturation prices must bear a simplified address under [602.3.2](#). In addition, all Product Sample parcels must meet these conditions:

- a. Meet the basic standards for Standard Mail in [2.0](#) through [4.0](#).
- b. Be part of a single mailing of at least 200 pieces or 50 pounds of parcels mailed at Product Sample prices. Regular and Nonprofit mailings must meet separate minimum volumes.
- c. DALs, when used, must be sorted to carrier routes and documented under [445.6.0](#) and [705.8.0](#), as applicable.
- d. DALs used with parcels mailed at targeted prices must bear a delivery address that includes the correct ZIP Code, ZIP+4 code, or numeric equivalent to the delivery point barcode and that meets the carrier route accuracy standard in [6.2](#).
- e. DALs must meet the applicable sequencing requirements in [6.3](#) through [6.5](#) and in [445.6.6](#).

## 6.2 Carrier Route Accuracy

### 6.2.1 Basic Standards

**[1-27-13]** The carrier route accuracy standard is a means of ensuring that the carrier route code correctly matches the delivery address information on detached address labels (DALs) used with Product Samples mailed at targeted prices. For the purposes of this standard, address means a specific address associated with a



specific carrier route code. This standard does not apply to pieces with simplified addresses. Addresses used on pieces subject to the carrier route accuracy standard must meet these requirements:

- a. Each address and associated carrier route code used on the pieces in a mailing must be updated within 90 days before the mailing date with one of the USPS-approved methods in [6.2.2](#).
- b. If the carrier route code of an address used on a piece in a carrier route mailing at one class of mail and price is updated with an approved method, the same address may be used during the following 90 days to meet the carrier route accuracy standard required for mailing at any other class of mail and price.

#### **6.2.2 USPS-Approved Methods**

**[1-27-13]** Carrier route coding must be performed using CASS-certified software and the current USPS Carrier Route Product or another Address Information System (AIS) product containing carrier route information subject to [509.1.0](#) and [708.3.0](#).

#### **6.2.3 Mailer Certification**

**[1-27-13]** The mailer's signature on the postage statement certifies that the carrier route accuracy standard has been met for each address in the corresponding mailing presented to the USPS.

### **6.3 Additional Standards for Targeted Product Samples**

#### **6.3.1 Sequencing**

**[1-27-13]** All parcels mailed at targeted prices must be accompanied with detached address labels (DALs) prepared in walk sequence (see [445.6.6](#)). The combined weight of the DAL and associated sample must be less than 1 pound; there are no additional fees for use of DALs with pieces mailed at targeted prices.

#### **6.3.2 Basic Preparation for Targeted Prices**

**[1-27-13]** Targeted prices apply to each parcel for a carrier route and prepared under [445.6.0](#). There are separate targeted prices for small parcels and for large parcels (see [401.2.4.2](#)). DALs must be in carrier route bundles and prepared under [445.6.0](#) and [602.4.0](#).

### **6.4 Additional Standards for Saturation (Every Door) Product Samples**

#### **6.4.1 Basic Eligibility Standards for Saturation Prices**

**[1-27-13]** All parcels in a mailing at saturation prices must bear simplified addresses (or be accompanied by DALs bearing simplified addresses), and the mailing must meet the saturation standards for simplified addressed pieces under [602.3.2](#). For DAL charges, see Notice 123 - Price List.

#### **6.4.2 Basic Preparation for Saturation Prices**

**[1-27-13]** Saturation prices apply to each parcel in a carrier route or 5-digit/L606 sack or carton of simplified addressed pieces, or as allowed in bundles on pallets under [445.6.0](#). If used, DALs must be in carrier route bundles and prepared under [445.6.0](#) and [602.4.0](#).

## **6.5 Saturation Enhanced Carrier Route Standards**

### **6.5.1 Basic Eligibility Standards for Saturation Prices**

All pieces mailed at saturation prices must:

- a. Be prepared in walk sequence according to schemes prescribed by the USPS (see [445.6.6, Delivery Sequence Documentation](#)).
- b. Meet the density requirement of at least 90% or more of the active residential addresses or 75% or more of the total number of active possible delivery addresses on each carrier route receiving this mail. Pieces bearing a simplified address must meet the coverage standards in [602.3.0, Use of Alternative Addressing](#). Multiple pieces per delivery address do not count toward this density standard.

### **6.5.2 Saturation Price for Marketing Parcels**

Saturation prices apply to each piece in a carrier route sack or carton containing at least 125 pieces or 15 pounds of pieces, or in a 5-digit carrier routes sack or carton. DALs must be in carrier route bundles of 10 or more pieces and prepared under [602.4.0](#).

