

OCs News & Notes

DIRECT MAIL FUND RAISING TOPICS & EMERGENCY SERVICES NOTES

Volume Number 7

www.ocsmail.com

June 2007

Postage Rates? May 14, 2007



Was there an increase? Yes and No. The US Postal Service is continuing to maneuver to be more and more fully automated. Yes, there were a number of price changes this

May 14th, most of them up, but not all. Most of the "local" post office mail "drop off" discounts have been eliminated. Drops to your closest bulk mail *center* (most of these centers are just not at convenient locations) will produce a unit discount that is actually a little better than prior to the recent mail rate changes. The reason for this is that these major mail centers have the automated equipment to handle the mail processing more effectively than the local community post offices.

There is also much more emphasis on the *shape and weight* of your mailing piece. The shape and size of the mailing piece's dimensions have always mattered, however now more so than before. Anything beyond certain parameters will produce an increased cost much higher than prior to May 14th. In addition, any "letter" type mail over 3.3 ounces will also produce a significant cost increase. For example: Non-Profit mailers could be hit with a \$0.30 to \$0.53 higher unit rate charge if the piece is over 3.3 ounces. Our Profit clients have the same scenario, but the range is a little higher, i.e. \$0.35 to \$0.59.



Overall, how has the rate change affected cost for the majority of the mail? That is mail under 3.3 ounces and regular size pieces, which is 95% of the mail our clients send out. For our Non-profit clients, if you have a standard pre-sorted letter that we can mail as *automation* in a 3 or 5-digit sort category (which is many of our pieces) and if it is dropped at a local post office the unit rate has gone up about a penny. However, if we were able to drop it at one of the regional bulk mail centers the unit rate went down about a half cent or so. For our Profit based clients, using the same criteria noted above, at the local post office the cost went up just a little over one cent (i.e.. \$0.012) and if dropped at the bulk mail center, then the same as our non-profits, i.e. unit rate just about half cent less than before.

Attached within this Newsletter there is a detailed *Summary Chart of Postage Costs* for Non-profit and Profit type mail, within various sort format categories. Just remove and keep for reference.

Dated Material

As the Post Office makes their upgrade towards greater automation, there have been noticed delays *recently* in some of our bulk mailings. It is normal for mailings to take from a couple of days up to two weeks to reach the homes, however several mailings have taken three to six weeks. This is definitely not usual and it appears things *are* getting a lot better. Any delays can be aggravating. However, it is important to keep this in mind when mailing things with **dated** information. If it must reach the homes before a certain date, try to get the information to us a week or two earlier than you normally do, to help avoid hitting the homes too late for your event, etc.

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Blow Your Own Horn!

by Don Stoetzer

For our many Fire & Rescue Service clients, but our other organizations can also benefit



So the fire truck is big and red or yellow or blue or whatever and you just know that everyone in the community knows who you are and obviously what you do. Right? But do they really? Do they know if you are *all volunteer* or *mainly volunteer*, or even what that means? This can go for new families to the community or residences or businesses that have been there for years.

Even being a staple fixture in your community for decades may not matter; reminding the people about your presence (especially when it is not an emergency or whatever) is important. I am sure you are aware of these ways to maintain community awareness, but it is always nice to review these factors ever so often:

1. HOA's, Associations, Clubs - Get invited to talk at general Homeowners meeting, Community Associations and Organized Clubs, e.g. Lions, Optimist, Kiwanis, etc. You are the best to explain who you are.
2. Community Events - Try to attend or be present at any special community function, i.e. Carnivals, celebrations such as 4th of July, Memorial Day, etc., political events and such.
3. Local Media - Maintain communications with your local newspaper contacts and also any possible regional radio stations. If a fundraiser is coming up maybe they can coordinate a public service announcement.
4. Website - Remember to keep your website up-to-date and if you have a younger set of members that are active with Blogs you could maintain a format that allows for a good exchange of information via your Blog network.

5. Sponsorship Support - Take part in or advertise in local community activities or events. Be a sponsor of a local baseball or football team. Be part of a positive force that is visible in the community.

I have geared this article to the emergency service industry, *but these points can apply to any organized non-profit*. I would like to add one more important product that can help to display your organization in a very positive light.

6. Newsletters - They remind people who you are and what you do and have done. You have complete control of what to present and how to portray your accomplishments. Those accomplishments are a major factor to any newsletter. When and where possible present positive experiences, supporters of your mission have had with your organization. Also any specific testimonials from individuals you have assisted are always good excerpts that can be added. Thus, where possible "blow your own horn". Tell people how they have helped you - help them and their community. You can mail regularly targeted newsletters to your base, i.e. core donors, on a very planned periodic basis or use them as a *list prospecting* type piece, as needed, to broaden your membership data base. There are many favorable factors to developing and maintaining a good organizational newsletter.

Habits take Time

When list prospecting to enlarge a membership data base, remember your "goal" at the beginning is to BUILD your mailing list of contributors. Thus, when preparing those fundraising letters be informative about your cause ... make your "ask" a more reasonable or small amount. You can think about and work on upgrading those members (new donors), once you have a habit of giving established. This is what we do for you.



If you know anyone else who might like to receive our newsletter, or you would like to make any comments or suggestions, please give us a call at 1-800-877-4627 and ask for... Don, Diana, Heather or Mary.

Blogs and Keeping it Local

by Don Stoetzer

In a previous Newsletter I brought up the topic of “Why Blog or For That Matter, What Is It”? Well many (well maybe not many, but at least some) of us now know and use Blogs to exchange ideas or respond to another’s diary of insights. Blogs are for the most part good open forums that allows one to verbalize their message. In that statement there is a key word, “their” message. Many **Blogs** are *personal* and *individual* in nature, whereas Websites are more *universal* and *organizational* with a *structured format*. Also most Blogs are very targeted to a topic, cause or group. I know most contain good and very useful information, I use them from time to time to help gather background information on a topic, etc. But just remember not to be lead down the “cow’s path”. You don’t want to read something and take it for gospel... take *some* things with a “little grain of salt”.

Well with that all said, I was *surfing* one of my several informational fundraising blogs recently, i.e. **Donor InSite Fundraising** and read an article on *10 Trends they feel will help shape our world in 2007*. There was a particular trend that hit a key note with me because it relates to one of my passions that I have a tendency to preach...**Keep It Local** or as they referred to it - Local Loyalty. Or another way of saying the same thing, keep the information or request you are making *relevant* to the reader. As the article stated, globalization is giving all of us a new perspective of our world and because of that many of us want to get back in touch with our roots. We want to be worldly but it is nice to have a place you can call home.

Many of your donors, members, etc. are now having greater tendencies to be loyal to local events, organizations and the such. This does not mean that they don’t and won’t support



national organizations and causes, it just means that local groups have a “hook”, that can help *them* gain the interest of prospects and core donors for one generalized reason and that is they are local and could have a direct impact on the person they are contacting. Thus, if you have the ability to focus on any “local” factors for an upcoming event or in preparing a message for a fundraising letter, do it.

Follow-Ups

Call us back....*please!*

As part of our overall services, we coordinate with our clients to keep their mailing or print job on schedule. Often times we can not proceed with the next step until we have a decision on addresses or an approval on a mock-up from our contact, so we call and leave a message and/or send an email. In order to help with this scheduling process, it is important that you respond to these calls in a timely manner. Delaying your call can hold up the production process and affect the final target date. Even if you are waiting for an answer to our questions before calling us back, let us know your situation so we can plan for any delay and reschedule accordingly. Make sure we have good contact phone numbers and email addresses, and please, call us back. *Thank you!*



Where did it go?

That’s right, just where did all of that stuff go? Whether you live in one of those snow belts or not, you saw it on the news last winter. We have many clients that had to put up with a lot of that stuff this past winter. Places like Oswego New York and others, with 8 to 12 feet of snow. Can you imagine not only shoveling the sidewalk and driveway, but *rooftops* as well? If you live in one of those areas, I’m sure you had your fill of snow for a while. But the one question we all have now is, where did it all go?



On the Road

A Memorable Field Trip

by Mary Woke



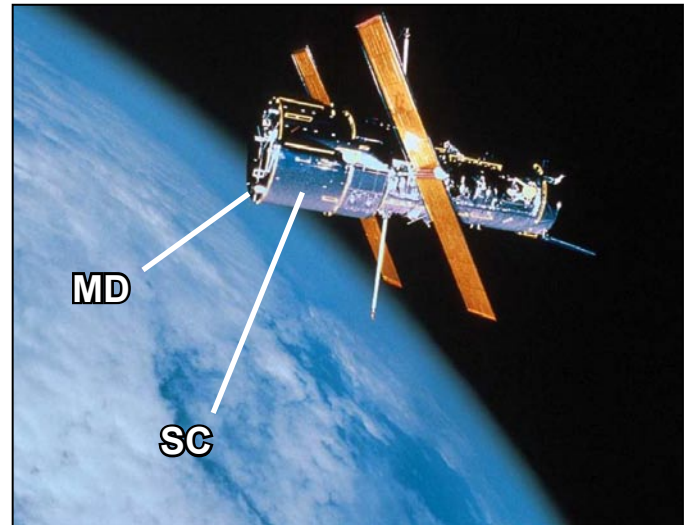
Recently, two of our customers and very good friends, John Dulina and Beth Stone (members at Middle River VFC - in Baltimore County, MD) invited Steven and me to ride our motorcycles along with the Red Knights and escort a very special bus to the National Fire Academy in Emmitsburg, PA. The bus is part of a program called "Everyone Goes Home" by the National Fallen Firefighters Foundation. Two American firefighters die in line-of-duty deaths every week. Many of these deaths are preventable and this nation-wide tour promotes firefighter life safety initiatives. The bus was wrapped with *names of fallen firefighters*, along with touching graphics. As we searched for names we knew, I realized how important this program was and felt proud to be there that day. If you would like to learn more about these life safety initiatives, visit the www.EveryoneGoesHome.com website and practice safety first.



On the Move

OCS in the Carolinas

No, we are not moving our main office and it is not a vacation we are talking about. Business in that area, along with others, has been growing over the past few years, so when Mary and Steven Woke decided to move to their vacation home in SC, it was only natural to ask Mary to open a **Carolina satellite office**.



Currently VP of Sales & Client Services, Mary, has worn many hats throughout her nearly twenty years with OCS. Most of our non-profit clients and some of our growing retail customer base have had the opportunity to work with Mary, many building lasting relationships. Mary has enjoyed helping clients with their fund drives and other projects and appreciates the opportunity to *continue* some of that after her move. Mary will be working in a consulting capacity as well as helping with various marketing and other projects and assisting with trade shows, along with Steven.

This is an exciting and positive step for OCS, allowing us to not only branch out more formally and geographically, but allowing us to have a stronger focus on some key issues, with a key person in place. The management team, along with our full support staff at our main home office location will still be able to assist you with that *personal* touch, like we have always done.

One Tasty Recipe

Tomato Based Chicken Baked Casserole



You will like this one. The dish preparation:
In a medium bowl, *pour* undrained tomatoes. *Add* garlic stuffing mix and some water; stir until stuffing mix is moist, now set aside. *Arrange* chicken in a baking dish, about 13" x 9". *Sprinkle* with basil and then with the mozzarella cheese. Now *top* evenly with the stuffing mixture. *Bake* at 400 degrees for 30 minutes.

The ingredients to be used:

- 14.5 oz can tomatoes (diced).
- 2 cloves garlic (minced).
- 1 pkg stuffing mix (chicken flavored).
- 1/2 C Water.
- 1 1/2 lbs boneless chicken breast - (cut the chicken into bite-sized pieces).
- 1 1/2 tsp basil.
- 1 C shredded mozzarella cheese.

This will serve about four people...

No - Not Now

Successful Fund Raising newsletter, August 2006 says, "when it comes to gift solicitations, remember that 'no' doesn't always mean 'no'." The donor may be saying "not now." Some veteran development pros espouse letting a prospect say "no" five times before giving up on a gift. Divide your lists into categories or code based on frequency and size of donations received.

Awards

Glyndon Honors Two of their Own



photo courtesy of The Maryland Fire Dispatch, 6/07

Glyndon Volunteer Fire Company, located in Baltimore County, Maryland has been a client of ours for over 23 years, that is long, but not near the record these two fine gentlemen have logged. Mr. Richard Stem, Sr. (left in the above photo) along with Mr. Calvin Reter, both were honored at an affair on March 25 of this year, as 60 year veterans with their Glyndon VFC - We wish you both Congratulations!

Shows

If you have stopped by our booth at past shows, thank you and it was great seeing you! We are glad when customers take time to stop by and say hello. Here is a list of some of the shows that are still on the schedule for this year .

SC State Firemen's Convention
Myrtle Beach, SC
July 19th – 21th

Firehouse Magazine Expo
Baltimore, MD (Booth #326)
July 27th – 28th

NJ State Firemen's Convention
Wildwood, NJ
September 14th – 15th

EMS EXPO - Firehouse Central 2007
Orlando, FL
October 11th – 13th



Just for Fun

My friend Ed was in trouble. He forgot his wedding anniversary. His wife was really angry. She told him, "Tomorrow morning, I expect to find a gift in the driveway that goes from 0 to 200 in 6 seconds AND IT BETTER BE THERE".

The next morning Ed got up early and left for work. When his wife woke up, she looked out the window and sure enough there was a small box gift-wrapped in the middle of the driveway. Confused, the wife put on her robe and ran out to the driveway, brought the box back in the house. She opened it and found a brand new bathroom scale.... Funeral services for Ed have been scheduled for this Friday.



Points to Ponder

1. Why did Kamikaze pilots wear helmets?
2. Why do they use sterilized needles for death by lethal injection?
3. Why do banks charge a fee on "insufficient funds" when they know that you do not have enough money?
4. If people evolved *from* apes, why are there still apes?
5. Rearrange the letters, what do you get?:

SLOT MACHINES - Cash Lost In Me

PRESBYTERIAN - Best In Prayer

DESPERATION - A Rope Ends It

ASTRONOMER - Moon Starer

DORMITORY - Dirty Room

THE MORSE CODE - Here Come Dots

THE EYES - They See

GEORGE BUSH - He Bugs Gore

SNOOZE ALARMS - Alas! No More Z's

ELEVEN PLUS TWO - Twelve Plus One

A DECIMAL POINT - I'm A Dot In Place



More Fun

The Lone Ranger and Tonto stopped in the desert for the night. After they got their tent all set up, both men fell sound asleep.



Some hours later, Tonto wakes the Lone Ranger and says, "Kemo Sabe, Look towards sky, what you see?"

The Lone Ranger replies, "I see millions of stars." "What that tell you?", asked Tonto.

The Lone Ranger ponders for a minute then says, "Astronomically speaking, it tells me there are millions of galaxies and potentially billions of planets. Astrologically, it tells me that Saturn is in Leo. Time wise, it appears to be approximately a quarter past three in the morning. Theologically, it's evident the Lord is all-powerful and we are small and insignificant. Meteorologically, it seems we will have a beautiful day tomorrow. What's it tell you, Tonto?"

Tonto is silent for a moment, then says, "Kemo Sabe, you dumber than Buffalo Doo Doo. It means someone stole tent."

For our Heath Concerned Friends -

The healthiest part of a donut is the hole. Unfortunately, you have to eat through the rest of the donut to get there.





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FUND RAISING - DIRECT MAIL - COMMERCIAL PRINTING - GRAPHIC DESIGN - SPECIALTIES

Important Tips and More!

It's hot...It's sunny...It's Summertime!

Make sure you take the time to catch some "rays".

Also check out our assortment of great promotional items
which will work great for thank you's and special events, etc.



Sunglasses

SG100

\$0.79ea for 500

Beach Ball

BB112

\$1.83ea for 500



Water Bottle

MG706

\$1.39ea for 500

6 Pack Cooler

LB103

\$4.98ea for 500



Check out our website: www.ocsmail.com
then click on "Promotional Items"

Presorting the Mail, Description of Mail Facilities & Mail Sort Classifications

Courtesy of:  Inc.
1-800-877-4627 • www.ocsmail.com

Why Do We Sort the Mail and How is it Done? - The US Post Office refers to the breaking down or grouping of the mail as Presorting. Presorted mail costs less because it requires less handling of the mail by the Post Office. The level of discounts, the various types of presort categories, the specific rules that the mailer MUST adhere to, are numerous. It is very important to take every advantage of these discounts. This is why it is wise to use a knowledgeable Mailing Agent and one that has various software packages and postal presort programs that assist in calculating the best approach for sorting a specific mailing. This will achieve a mailing that has most of its pieces qualifying as mailable and at the best postage rate possible. As of 5/14/07 one now needs to pay even greater attention to the size, shape and weight of the piece being mailed, for best rates. To insure addresses are post office acceptable and properly sorted for delivery, all of OCS's postal related software is C.A.S.S. and P.A.V.E. certified. What does that mean? C.A.S.S. is "Coding Accuracy Support System". The system sets minimum standards for deliverability and accuracy of addresses. There are various software packages available. At OCS we have a standard of excellence that requires that we maintain software that far exceeds the minimum. The quality of our product and the human initiative we perform on top of the computer-related tasks is significant! The "Presort Accuracy Validation Evaluation" function is known as P.A.V.E. Again, the Post Office has a minimum level that software must achieve for postal presorting. *At OCS our personal effort and higher quality software insures that all classes of mail will be sorted for the best price groupings possible!*

Bulk Mail Centers or Mail Distribution Facilities - The location where mail is dropped can have an impact on the discount received. The overall quantity or the way the mail has to be sorted, which is dictated by the type of mailing piece and to what various destinations the mail is being distributed, will regulate where the mailing is dropped and the final postage fee we can achieve....

Local Post Offices - These are the basic neighborhood Post Offices throughout the country that distribute mail to the local communities. These offices vary in size, some can accept bulk mail drops and others can not.

DDU (Destination Delivery Unit) - This is the Local Post Office that delivers the mail piece. Some mailings that are being directed to a local area, can be dropped at the specific area that the final mailing is to be disseminated. Qualifiable mail that is delivered to these related DDU's (i.e. local areas) can get the DDU Discount. If practical, drops to more than one DDU location, in an overall area for parts of the same bulk mailing is possible. (Note: As of 5/14/07 drops can still be made to the local area Post Office, BUT no longer does the client/mailer get a special discount for Letters and most Flats by making a drop at that location!)

DSCF (Destination Sectional Center Facility) - This facility serves as the processing and distribution center for Post Offices in a designated geographic area defined by the first three digits of the ZIP Codes of those offices. Some SCF's serve more than 3-digit ZIP Code ranges. The facility is used for presort, distribution, and dispatch of various classes of mail.

DBMC (Destination Bulk Mail Center) - These are highly mechanized mail processing plants; this is the main bulk mail hub. They are able to process parcel post, media mail, standard mail and periodicals in bulk form. These are very limited in number.

Mail Sort & Type Classifications - For mail to be grouped and dropped in a bulk format it MUST be sorted into certain categories and properly trayed or bagged. It should also be noted that there are different types of mail formats, i.e. std letter mail, periodicals or flats, and parcels. In addition, the bulk mailing discounts are determined by the respective company's postal permit status. All organizations can mail out as: First Class, or Regular Standard Bulk Mail. If the organization is non-profit, they have the capability to ☐

5-Digit, Automation - The mailing has categories or a number of pieces that can be sorted into the full/5-digit zip codes. (Automation indicates that the piece, i.e. the address, has a specific bar code located with the address, representing its zip code and part of the street number, i.e. delivery point bar code.)

3-Digit, Automation - Mailing is able to be sorted/grouped only by the first 3-digits of the zip.

Basic Letter, ECR/LOT - If automation was not possible, than a mailing piece could be grouped as Enhanced Carrier Route, which is basically in Line-Of-Travel. LOT sequence is not an exact Walk Sequence, but a sequence of ZIP+4 codes arranged in the order that the route is served by a carrier. (First the ZIP+4 groups are sequenced, then the addresses within each are identified as being in ascending or descending order.)

Basic Automation, ECR/LOT - The LOT and Automation can be used in conjunction to obtain a higher discount, at times.

AADC, Auto. - A higher volume of pieces going to a particular DBMC or DSCF, i.e. all pieces to one Destination Center. (The AADC stands for Automated Area Distribution Center.)

Mixed AADC, Automation - The least "sorted" of all mail. Low volume of pieces going to multiple Destination Centers.

Saturation - Qualifiable mail sorted in carrier WALK sequence, which includes at least 90% or better of active residential addresses in a certain carrier route. These addresses are very difficult to maintain and like all certifications they must be updated within 90 days prior to the mailing date.

First-Class Mail (Presort Permit Imprinted): Must have a minimum of 500 pieces.

Courtesy of: **OCS Inc.**
1-800-877-4627 www.ocsmail.com

Rates effective: 5/14/07

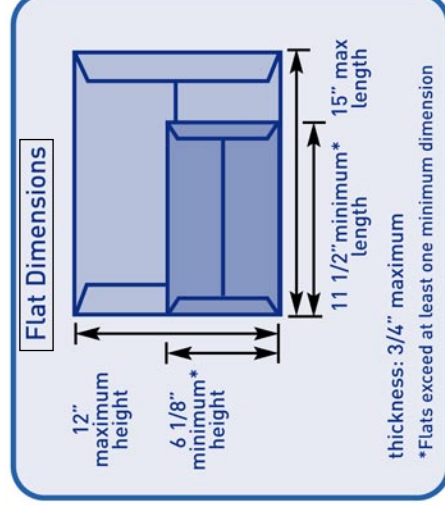
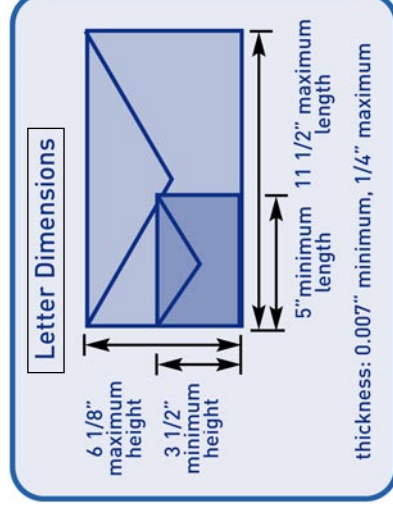
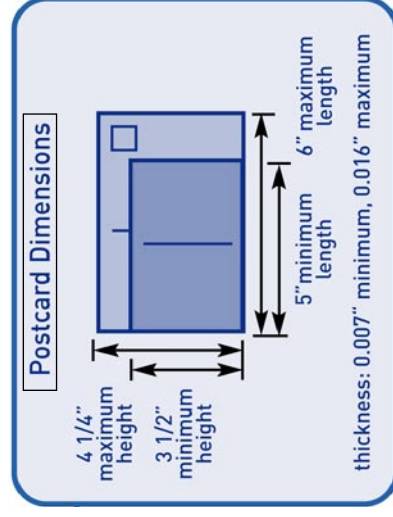
Letters	Non-Automation		Automation - Letters		
	Single-Pc	Presorted	Mixed AADC	AADC	3-Digit 5-Digit
1 ounce	\$0.410	\$0.373	\$0.360	\$0.341	\$0.334 \$0.312
2 ounce	0.580	0.543	0.485	0.466	0.459 0.437
3 ounce	0.750	0.713	0.610	0.591	0.584 0.562
Over 3.3 oz.	0.920	0.883	0.735	0.716	0.709 0.687

Post Card First-Class Mail: Max. card size is 4 1/4" x 6"- Min. size is 3 1/2" x 5" and a minimum of 500 pieces.

	Non-Automation		Automation - Card		
	Single-Pc	Presorted	Mixed AADC	AADC	3-Digit 5-Digit
Cards	\$0.26	\$0.241	\$0.22	\$0.208	\$0.204 \$0.191


Shape-Size Parameters for your Mailing Piece:

The basic overall shape of your mailing piece has always been important, but it is now (as of 5/14/07) playing an even larger role in both First Class and Standard type mail. Basically Letters have increased some for local drops, but for drops at *your* district facilities in the automation categories the price is a little less. Flats (your much larger type envelopes) have generally increased much more than letters, thus a reason to tailor pieces more to the letter size format. Overall shape/size has been considered more heavily in the new 5/14/07 Postal rate structure. Thus, if something is not compatible with USPS technology the mailer will definitely be assessed a significantly higher rate. Also, to maintain or achieve your best unit rate you will want to insure that your weight is not less than 1 ounce but not more than 3.3 ounces.



USPS Postage Shape-Based Rate Chart

Rates effective: 5/14/07

Courtesy of:  **OCS, Inc.**
1-800-877-4627 • www.ocsmail.com

NON-Profit Standard Mail (Automation/ERC-Letters): Must have a minimum of 200 pieces. Piece can be a maximum of 3.3 ounces.
Note: Pieces over 3.3 ozs can get an additional \$0.29 to \$0.53 assessed unit charge!!

Entry Disc.	Automation - Letters			Section (A) ECR/LOT		
	Mixed AADC	AADC	5-Digit	Basic	High Density	Saturation
None	\$0.161	\$0.147	\$0.142	\$0.127	\$0.117	\$0.108
DBMC	0.128	0.114	0.109	0.094	0.084	0.075
DSCF	---	0.105	0.100	0.085	0.075	0.066
DDU (n/a)	---	---	---	---	---	---

Just a comment on the assessed cost or extra expense for Non-Profit letters over the 3.3 oz weight category: For example for "None and DSCF" entry drop off points the cost for Automation 3-digit and 5-digit discounts would average ...
Entry 3-Digit 5-Digit
None \$0.678 \$0.623
DSCF \$0.435 \$0.420
As you can see costs are much higher for items over 3.3 ounces.

NON-Profit Standard Mail (Nonautomation-Letters):

Entry Disc.	Machinable (no +4)			Non-machinable (odd-shapes)		
	Mixed AADC	AADC	3-Digit	5-Digit	ADC	Mixed ADC
None	\$0.164	\$0.155	\$0.320	\$0.237	\$0.349	\$0.429
DBMC	0.131	0.122	0.287	0.204	0.316	0.396
DSCF	---	0.113	0.278	0.195	0.307	---

Regular Standard Mail (Automation/ERC-Letters): Must have a minimum of 200 pieces. Piece can be a maximum of 3.3 ounces.
Note: Pieces over 3.3 ozs can get an additional \$0.33 to \$0.59 assessed unit charge!!

Entry Disc.	Automation - Letters			Section (A) ECR/LOT		
	Mixed AADC	AADC	3-Digit	5-Digit	Basic	High Density
None	\$0.252	\$0.238	\$0.233	\$0.218	\$0.226	\$0.186
DBMC	0.219	0.205	0.200	0.185	0.193	0.153
DSCF	---	0.196	0.191	0.176	0.184	0.144
DDU (n/a)	---	---	---	---	---	---


Just a note on the assessed cost or extra expense for Regular letters over the 3.3 oz weight category: For example for "None and DSCF" entry drop off points the cost for Automation 3-digit and 5-digit discounts would average ...
Entry 3-Digit 5-Digit
None \$0.823 \$0.808
DSCF \$0.620 \$0.605
As you can see costs are much higher for items over 3.3 ounces.

Regular Standard Mail (Nonautomation-Letters):

Entry Disc.	Machinable (no +4)			Non-machinable (odd-shapes)		
	Mixed AADC	AADC	3-Digit	5-Digit	ADC	Mixed ADC
None	\$0.255	\$0.246	\$0.411	\$0.328	\$0.440	\$0.520
DBMC	0.222	0.213	0.378	0.295	0.407	0.487
DSCF	---	0.204	0.369	0.286	0.398	---

Reference descriptions and more information on back & other sheet

Rates effective: 5/14/07 **USPS Postage Shape-Based Rate Chart**

Courtesy of:  **OCS, Inc.**
1-800-877-4627 • www.ocsmail.com

NON-Profit Standard Mail - Discount Flats

Must have a minimum of 200 pieces.

	Entry Disc.	ECR			Automation				Non-Automation			
		Basic	High Density	Saturation	3-Digit	5-Digit	ADC	Mixed ADC	3-Digit	5-Digit	ADC	Mixed ADC
Flats weighting 3.3 oz. or less per <u>piece</u> rate	None	\$0.180	\$0.136	\$0.118	\$0.269	\$0.212	\$0.301	\$0.354	\$0.301	\$0.237	\$0.335	\$0.389
	DBMC	0.147	0.103	0.085	0.236	0.179	0.268	0.321	0.268	0.204	0.302	0.356
	DSCF	0.138	0.094	0.075	0.227	0.170	0.259	---	0.259	0.195	0.293	---
	DDU	0.129	0.085	0.067	---	---	---	---	---	---	---	---
Flats weighting more than 3.3 oz. per <u>pound</u> rate <small>Over 3.3 oz must add pound rate with pc rate</small>	None	\$0.432	\$0.432	\$0.432	\$0.622	\$0.622	\$0.622	\$0.622	\$0.622	\$0.622	\$0.622	\$0.622
	DBMC	0.273	0.273	0.273	0.463	0.463	0.463	0.463	0.463	0.463	0.463	0.463
	DSCF	0.229	0.229	0.229	0.419	0.419	0.419	---	0.419	0.419	0.419	---
	DDU	0.184	0.184	0.184	---	---	---	---	---	---	---	---
+ per <u>piece</u> rate		+	+	+	+	+	+	+	+	+	+	+
		0.091	0.047	0.029	0.143	0.086	0.175	0.228	0.175	0.111	0.209	0.263

Regular Standard Mail - Discount Flats

Must have a minimum of 200 pieces.

	Entry Disc.	ECR			Automation				Non-Automation			
		Basic	High Density	Saturation	3-Digit	5-Digit	ADC	Mixed ADC	3-Digit	5-Digit	ADC	Mixed ADC
Flats weighting 3.3 oz. or less per <u>piece</u> rate	None	\$0.249	\$0.205	\$0.187	\$0.392	\$0.335	\$0.424	\$0.477	\$0.427	\$0.363	\$0.461	\$0.515
	DBMC	0.216	0.172	0.154	0.359	0.302	0.391	0.444	0.394	0.330	0.428	0.482
	DSCF	0.207	0.163	0.145	0.350	0.293	0.382	---	0.385	0.321	0.419	---
	DDU	0.198	0.154	0.136	---	---	---	---	---	---	---	---
Flats weighting more than 3.3 oz. per <u>pound</u> rate Over 3.3 oz must add pound rate with pc rate	None	\$0.621	\$0.621	\$0.621	\$0.739	\$0.739	\$0.739	\$0.739	\$0.739	\$0.739	\$0.739	\$0.739
	DBMC	0.462	0.462	0.462	0.580	0.580	0.580	0.580	0.580	0.580	0.580	0.580
	DSCF	0.418	0.418	0.418	0.536	0.536	0.536	---	0.536	0.536	0.536	---
	DDU	0.373	0.373	0.373	---	---	---	---	---	---	---	---
+ per <u>piece</u> rate		+	+	+	+	+	+	+	+	+	+	+
		0.121	0.077	0.059	0.243	0.186	0.275	0.328	0.277	0.213	0.311	0.365

