

## ... for flats and parcel processing

Because shrinking volumes of First Class letters have caused reduced revenues in many areas, presort bureaus are looking for ways to diversify their service offerings. If you're a consolidator looking for another revenue source, take a look at what flat and parcel processing can do for you...using MAX-M from ID Mail Systems.

### first class flats

Consider: A 500 piece mailing of 1 ounce First Class flats

Qualification Level	Discount vs Presort Postage	Per Piece Revenue
ADC	\$78.50	\$.157
3 digit	\$124.00	\$.248
5 digit	\$181.50	<b>\$.363</b>

Compared to a 500 piece mailing of 1 ounce First Class letters

Qualification Level	Discount vs Presort Postage	Letters Per Piece Revenue	Revenue Increase - Flats vs Letters
AADC	\$21.50	\$.043	\$57.00
3 digit	\$24.00	\$.048	\$100.00
5 digit	\$35.00	\$.07	\$146.50

**Conclusion:** First Class Flats earn more revenue per piece than letters when sorted to the ADC, 3 digit or 5 digit qualification levels.

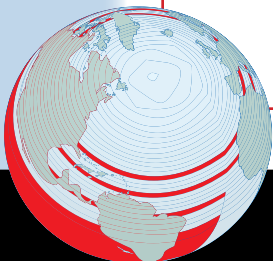
### bound printed matter flats

Compare: A local 300 piece mailing of 2 pound Bound Printed Matter flats to the 500 First Class flats

Discount Type	Discount vs Single-Piece	Per Piece Revenue	Per Piece Revenue Increase vs First Class Flats 5 digit Rate
Presort	\$136.50	\$.455	\$.455 - <b>\$.363</b> = \$.092
Presort + Drop Ship	\$240.30	\$.801	\$.801 - <b>\$.363</b> = <b>\$.438</b>

**Conclusion:** Bound Printed Matter flats provide a per piece revenue advantage vs First Class flats. With Drop Ship discounts the per piece revenue advantage increases substantially to 43.8¢.

Note: 2008 pricing is used in all examples



## ... for bound printed matter parcels

With MAX-M's opportunities for increasing your revenues and competitive advantages, it provides a powerful tool for processing both flats and parcels.

**Consider: A 300 piece mailing of 4 pound Bound Printed Matter parcels to a local (Zone 1) destination.**

**From:** Single-piece rate = \$786.00

**To:** Presort rate = \$588.30

**Equals:** Discount \$197.70 (\$.659 per piece)

**Plus:** BMC destination entry rate = \$460.50

**Equals:** Additional discount = \$127.80 (\$.426)

**Total Discount:** \$325.50 (\$1.085 per piece)

**Conclusion:** At \$1.085 revenue per piece, you should consider offering parcel processing to your customers if you are not already doing it!

Note: 2008 pricing is used in all examples.

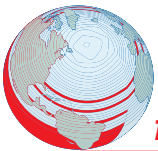
MAX-M processes all of these USPS classes and processing categories.

- First Class flats – Bundle and Tray-based rules
- Standard Class flats
- Standard Class Not Flat-Machinable
- Bound Printed Matter flats and machinable parcels
- Media Mail flats and machinable parcels
- Library Mail flats and machinable parcels
- Priority Mail
- Destination Entry support provided for all parcels as well as Priority Mail



### about ID Mail

ID Mail provides a range of hardware and software for complete mail processing solutions including accountable mail tracking and semi-automated parcel handling systems.



for more information contact us at

1-888-IDMAIL9 • e-mail: [sales@idmailsystems.com](mailto:sales@idmailsystems.com) • web: [www.idmailsystems.com](http://www.idmailsystems.com)  
180 Johnson St, 2nd Floor, Middletown, CT 06457