



## Upcoming Smartmail Marketing and Commercial Mail changes

Posted on October 27, 2023

On January 8, 2024, we will be increasing prices for the Smartmail Marketing™ and Commercial Mail services listed below.

These adjustments reflect the rising costs of processing and delivery, as we work to increase our capacity to better meet our customers' changing needs and serve the growing number of addresses across Canada.

We are working hard to be the best delivery partner possible – the partner that can elevate your business and that you and your customers can count on every day. We are committed to ensuring our pricing remains competitive and consistent with past adjustments, and that you continue to receive the best possible customer experience.

The price increases will affect the following services:

Smartmail Marketing (SMM)	Commercial Mail
<ul style="list-style-type: none"><li>• Neighbourhood Mail™</li><li>• Personalized Mail™</li><li>• Postal Code Targeting</li></ul>	<ul style="list-style-type: none"><li>• Publications Mail™</li><li>• Business Reply Mail™ (domestic and international)</li></ul>

Price sheets containing the new rates are available at [canadapost.ca/notice](https://canadapost.ca/notice).

Note: There will be no price changes to Lettermail, Incentive Lettermail, U.S.A. and International Letter-post, or International Incentive Letter-post in January 2024.

### Changes to Options and Surcharges

#### Neighbourhood Mail

- The fee for the Specified Delivery Start Date surcharge for Standard items will be reinstated. It was originally paused during the pandemic. Additionally, the surcharge will now also apply to Oversize items.
- Transportation fees will increase from \$0.0115 to \$0.012 per item

#### Publications Mail

- The annual fee will increase by \$10 from \$235 to \$245.

#### Business Reply Mail

- The annual fee will increase by \$25 from \$865 to \$890.

#### Domestic Registered Mail

- Additional liability coverage will increase from \$2.50 to \$2.75.



## **Change to Consumers' Choice program regarding community newspapers**

Canada Post respects Canadians' choices when it comes to receiving unaddressed advertising mail delivered by their postal service. That's why our Consumers' Choice program offers a simple way for Canadians to stop receiving it.

Community newspapers are currently exempted from the Consumers' Choice program. However, to respect Canadians' choices, we are updating our approach to the delivery of community newspapers that contain commercial inserts. Effective January 8, 2024, community newspapers with commercial inserts or enclosures will no longer be delivered to addresses that are signed up for the Consumers' Choice program.

We will continue to deliver public interest materials to all addresses. This includes community newspapers (and community newspapers with inserts of a public interest nature). It also includes mailings from elected representatives, political parties, government departments and agencies at the federal, provincial, territorial and municipal levels, as well as band councils. Visit [canadapost.ca/consumerschoice](https://canadapost.ca/consumerschoice) to learn more.

*Consumers' Choice Acknowledgement Notice (33-086-558)* will be updated to reflect this change.

## **Important notice: Removing plastic from Neighbourhood Mail**

As part of our commitment to the greener good, one of our goals is to eliminate the use of plastic packaging in unaddressed mail. We continue to work with the Direct Mail industry to reduce the use of plastic in Neighbourhood Mail items. As part of this ongoing effort, we are informing all industry partners that, starting in mid-2025, we will no longer be accepting Neighbourhood Mail wrapped in plastic. Canada Post will share further information about this initiative to help customers with the transition.

## **Additional information**

Full details on all recent and upcoming improvements to our Smartmail Marketing and Commercial Mail services are available at [canadapost.ca/notice](https://canadapost.ca/notice).

We recognize that any price adjustment has an impact on the customers we proudly serve. We don't take that lightly and do our best to minimize the impact of price increases.

We truly appreciate your business and value the trust you place in us. Thank you for choosing Canada Post.

# Personalized Mail™ prices



This price sheet forms part of the Personalized Mail™ Agreement.

All prices are per item.

## Machineable Category

TYPE OF PAYMENT	STANDARD UP TO 50 G	OVERSIZE UP TO 500 G
Postal indicia	\$0.538	\$0.811 + \$0.0037 per g over 50 g
Phantom price <sup>1</sup>	\$0.53	\$0.81

TYPE OF PAYMENT	STANDARD UP TO 50 G	OVERSIZE UP TO 50 G	OVERSIZE OVER 50 G UP TO 500 G
Postage meter	\$0.53	\$0.81	N/A
Phantom price <sup>1</sup>	\$0.53	\$0.81	N/A

N/A = Not Applicable

## Special Handling Category

TYPE OF PAYMENT	STANDARD		OVERSIZE		DIMENSIONAL	
	UP TO 50 G	OVER 50 G UP TO 100 G	UP TO 500 G	OVER 500 G UP TO 1.36 KG	UP TO 500 G	OVER 500 G UP TO 1.36 KG
Postal indicia	\$0.627	\$0.670	\$0.780 + \$0.0037 per g over 50 g	\$3.05 + \$0.0043 per g over 500 g	\$1.73 + \$0.0021 per g over 50 g	\$3.33 + \$0.0043 per g over 500 g
Phantom price <sup>1</sup>	\$0.36	\$0.36	\$0.36	\$0.36	\$0.75	\$0.75

TYPE OF PAYMENT	STANDARD		OVERSIZE	
	UP TO 50 G	OVER 50 G UP TO 100 G	UP TO 50 G	OVER 50 G UP TO 500 G
Postage meter	\$0.62	\$0.67	\$0.78	\$3.05
Phantom price <sup>1</sup>	\$0.36	\$0.36	\$0.36	\$0.36

## Machineable mini-catalogue Category

TYPE OF PAYMENT	STANDARD UP TO 50 G
Postal indicia	\$0.517
Phantom price <sup>1</sup>	\$0.510

OPTION	
Return to Sender <sup>2</sup>	Included in all above categories when selected at the time the Order is created and item bears the Return Postage Guaranteed (RPG) postal indicia.

1. Additional postage payable for the difference between the actual volume and the minimum volume of a mailing that does not meet the minimum volume requirement.
2. Return to Sender is not available for Dimensional Personalized Mail™ items. These items will be treated as undeliverable.

Qualifying customers may have access to lower prices by signing an agreement. For further details contact the Commercial Service Network. All prices are subject to any applicable rebates, discounts, fees, surcharges, adjustments and taxes.

For further details visit [canadapost.ca/cppmguides](http://canadapost.ca/cppmguides).

### How to reach us

Commercial Service Network: **1-866-757-5480**

Payment and account information: **1-800-267-7651** or e-mail [cmg@canadapost.ca](mailto:cmg@canadapost.ca)

EST (Electronic Shipping Tools) information/registration: [canadapost.ca/newuser](http://canadapost.ca/newuser)

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# Postal Code Targeting prices



This price sheet forms part of the Postal Code Targeting Agreement.

All prices are per item.

CATEGORY	STANDARD UP TO 50 G
Machineable (min. volume 100)	\$0.364
Phantom price <sup>1</sup>	\$0.360

CATEGORY	STANDARD		OVERSIZE	
	UP TO 50 G	OVER 50 G UP TO 100 G	UP TO 500 G	OVER 500 G UP TO 1.36 KG
Special Handling (min. volume 1,000)	\$0.413	\$0.476	\$0.603 + \$0.0030 per g over 50 g	\$2.745 + \$0.0038 per g over 500 g
Phantom price <sup>1</sup>	\$0.410	\$0.410	\$0.600	\$0.600

1. Additional postage payable for the difference between the actual volume and the minimum volume of a mailing that does not meet the minimum volume requirement.

Qualifying customers may have access to lower prices by signing an agreement. For further details contact the Commercial Service Network. All prices are subject to any applicable rebates, discounts, fees, surcharges, adjustments and taxes.

For further details please visit our website at [canadapost.ca/pctguides](https://canadapost.ca/pctguides).

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# Neighbourhood Mail™ prices



This price sheet forms part of the Neighbourhood Mail™ Agreement.

All prices are per item.

WEIGHT	STANDARD	OVERSIZE
Up to 50 g	18.0¢	19.4¢
Over 50 g up to 100 g	20.5¢	22.2¢
Over 100 g	31.0¢ + 0.27¢ per g over 100 g	32.4¢ + 0.27¢ per g over 100 g

OPTIONS	STANDARD	OVERSIZE
Transportation	1.20¢	1.20¢
Specified Delivery Start Date	1.0¢	1.0¢

Qualifying Customers may have access to lower prices by signing an agreement.  
For further details contact the Commercial Service Network.

All prices are subject to any applicable rebates, discounts, fees, surcharges, adjustments and taxes.

For further details visit our website at [canadapost.ca/cpnmguides](https://canadapost.ca/cpnmguides).

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# Lettermail™ prices



This price sheet forms part of the Lettermail™ Agreement and/or Incentive Lettermail Agreement.

## Lettermail

Prices are per item.

TYPE OF PAYMENT	STANDARD		OTHER (NON-STANDARD AND OVERSIZE)				
	UP TO 30 G	OVER 30 G UP TO 50 G	UP TO 100 G	OVER 100 G UP TO 200 G	OVER 200 G UP TO 300 G	OVER 300 G UP TO 400 G	OVER 400 G UP TO 500 G
Single stamp(s)	\$1.07	\$1.30	\$1.94	\$3.19	\$4.44	\$5.09	\$5.47
Stamps in booklets/coils/panes <sup>1</sup>	\$0.92	\$1.30	\$1.94	N/A	N/A	N/A	N/A
Postal indicia	\$0.92	\$1.30	\$1.94	\$3.19	\$4.44	\$5.09	\$5.47
Postage meter	\$0.92	\$1.30	\$1.94	\$3.19	\$4.44	\$5.09	\$5.47

### OPTIONS

Do Not Forward	\$0.02 per item <sup>2</sup>
Registered Mail™	\$9.75 plus applicable Lettermail postage
Signature Hard Copy*	After mailing: \$7.25
Additional Liability Coverage <sup>3</sup>	\$2.75 per \$100 (up to a maximum of \$5,000)

N/A = Not available \*Advice of receipt

## Incentive Lettermail<sup>4</sup>

Prices are per item.

CATEGORY	STANDARD		OVERSIZE	
	UP TO 30 G	OVER 30 G UP TO 50 G	UP TO 100 G	OVER 100 G UP TO 500 G
Machineable	\$0.91	\$1.19	\$1.91	\$1.91 + \$0.0079 per g over 100 g

### OPTIONS

Do Not Forward	\$0.02 per item <sup>2</sup>
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## Prepaid Registered Mail

SERVICE	STANDARD UP TO 50 G	OTHER LETTER UP TO 200 G
Prepaid Registered Mail / Government Secure Registered Mail	\$11.00	\$13.00

1. With the exception of the single stamp(s), all stamps for items up to 30 g are issued as Permanent™ (some exceptions may apply).
2. Applicable to each item in the mailing bearing the Do Not Forward endorsement regardless of the items being returned.
3. Some conditions and exceptions apply.
4. Use of the Electronic Shipping Tools (EST) to prepare, transmit and submit an Order (Statement of Mailing) is mandatory to access Incentive Lettermail prices. Incentive Lettermail items accompanied by a manually prepared order will be priced at the applicable Lettermail meter or postal indicia prices.

All prices are subject to any applicable rebates, discounts, fees, surcharges, adjustments and taxes.

For further details visit [canadapost.ca/ilmguides](http://canadapost.ca/ilmguides).

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# Business Reply Mail™ prices



This price sheet forms part of the Business Reply Mail™ Agreement.

Prices are per item returned.

DESTINATIONS	ANNUAL FEE (NON-REFUNDABLE)	MACHINEABLE STANDARD	NON-MACHINEABLE OTHER (NON-STANDARD AND OVERSIZE)		
		UP TO 50 G	UP TO 100 G	OVER 100 G UP TO 200 G	OVER 200 G UP TO 500 G
Domestic	\$865.00	\$1.00	\$2.50	\$3.23	\$4.42
International	\$865.00	\$2.44	N/A	N/A	N/A

N/A = Not available

All prices are subject to any applicable rebates, discounts, fees, surcharges, adjustments and taxes.

For further details, visit [canadapost.ca/brmguides](https://canadapost.ca/brmguides).

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