



# Shipping Services Price Change Effective Jan. 22, 2012

## Shipping Services Price Change

**Effective  
January 22, 2012**

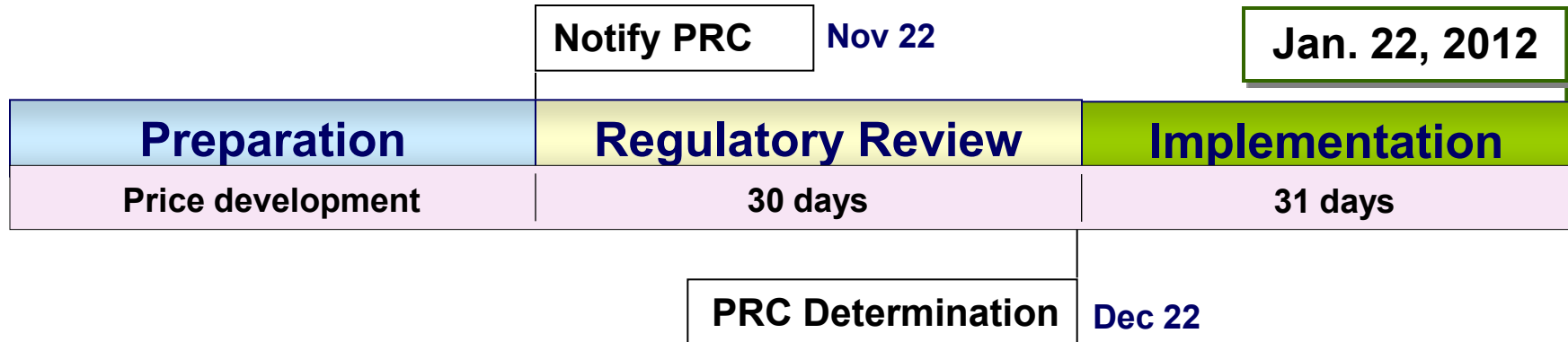


# Shipping Services Price Change Effective Jan. 22, 2012

## Shipping Services

- Express Mail
- Priority Mail
- Global Express Guaranteed (GXG)
- Express Mail International
- Priority Mail International
- International Priority Airmail (IPA)
- International Surface Air Lift (ISAL)
- M-Bags
- First-Class Package Service
- Parcel Select
- Parcel Return Service
- Extra Services

## Timeline





# Shipping Services Price Change Effective Jan. 22, 2012

## Shipping Services Highlights

- **4.6% overall average increase**
- **Drive profitability**
- **Meet customer needs and increase business**
- **Postal Service still the best value in shipping**



# Shipping Services Price Change Effective Jan. 22, 2012

## Shipping Services Innovations

- **New!** Express Mail Flat Rate Box
- **New!** Priority Mail Regional Rate Box size C\*
- **New!** Expanded options for Priority Mail Open and Distribute
- **New!** First-Class Package Service
- **New!** Parcel Select Lightweight
- **New!** P.O. Box payment option

\* Domestic Use Only

## Domestic Shipping Services

Product	Overall Average Increase
Express Mail	3.4%
Priority Mail	3.1%
Parcel Select	8.5%
Parcel Return Service	4.6%



## Express Mail – Retail Prices

**Average Retail Increase – 4.4%**

- 1/2 pound price **\$12.95 (30¢ decrease)**
- Flat Rate Envelope **\$18.95**
- **New!** Flat Rate Box **\$39.95**





# Shipping Services Price Change Effective Jan. 22, 2012

## Express Mail – Commercial Base Prices

- Prices decrease on average by 3.9%
- Flat Rate Envelope price – \$17.75
- **New!** Flat Rate Box – \$39.95
- Approved payment method required

<b>E</b>	\$17.75 US POSTAGE EXPRESS MAIL Jan 28 2012 Mailed from ZIP 94301 Express Mail Flat Rate Envelope Commercial Base Pricing 071802633769	
	<b>USPS EXPRESS MAIL</b> (855) 321-2640	
Endicia Ariane Khachiké 247 High Street PALO ALTO CA 94301-1041		
SHIP TO: Micronite, Inc. 7282 Lyne Bay Drive ROSEVILLE CA 95747-5962		
<b>USPS EXPRESS MAIL</b>  EO 802 167 610 US		
<b>POSTAL USE ONLY</b>		
Date In: <input type="checkbox"/> Mo. <input type="checkbox"/> Day <input type="checkbox"/> Year	Time In: <input type="checkbox"/> AM <input type="checkbox"/> PM	
Day of Delivery: <input type="checkbox"/> Next <input type="checkbox"/> Second <input type="checkbox"/> 12 Noon <input type="checkbox"/> 3 PM		
<input type="checkbox"/> Return Receipt	<input type="checkbox"/> COD	<input type="checkbox"/> Additional Insurance



## Express Mail – Commercial Plus Prices

- No overall increase, but prices vary
- Flat Rate Envelope price – \$12.72
- **New!** Flat Rate Box – \$39.95
- Approved payment method required





# Shipping Services Price Change Effective Jan. 22, 2012

## Priority Mail – Retail Prices

**Average Retail Increase – 3.2%**

- **Flat Rate Envelopes**
  - **Regular** \$ **5.15**
  - **Padded and Legal** \$ **5.30**
- **Small Flat Rate Box** \$ **5.35**
- **Medium Flat Rate Box** \$ **11.35**
- **Large Flat Rate Box** \$ **15.45**
- **Large Flat Rate Box APO/FPO/DPO** \$ **13.45**



# Shipping Services Price Change Effective Jan. 22, 2012

## Priority Mail – Commercial Base Prices

- Average 6.8% lower than Retail prices
- Approved payment method required
- Flat Rate Envelope\* **\$4.90**
- Legal and Padded Flat Rate Envelopes **\$5.10**
- Flat Rate Box prices start at: **\$5.15**

\* Includes Regular Flat Rate Envelope, Small Flat Rate Envelope, Window Flat Rate Envelope and Gift Card Flat Rate Envelope

## Priority Mail – Commercial Base Prices

- **Regional Rate Box**
  - **Approved payment methods required**
  - **Price based on box and zone**
    - **Regional Rate Box A**
      - 15-pound maximum, starts at \$5.04
    - **Regional Rate Box B**
      - 20-pound maximum, starts at \$5.90
    - **New!** Regional Rate Box C
      - 25-pound maximum, starts at \$14.44
  - **New!** \$0.75 additional when deposited at Retail
  - **Commercial plus mailers also qualify**





## Priority Mail – Commercial Plus Prices

- **Average 12.5% below Retail prices**
  - **Prices start at \$4.39**
- **Account volume thresholds apply**
- **Approved payment methods required**
- **Regional Rate Box also available**
  - **Annual account volume thresholds do not apply**
  - **Postage paid at commercial base prices**



# Shipping Services Price Change Effective Jan. 22, 2012

## Priority Mail – Commercial Plus Cubic Prices

- Price based on cubic measurement and zone
  - Five price tiers starting at \$4.39
- Approved payment method required
  - Permit imprint (with requirements) or PC Postage
- **New!** Cubic soft pack measurement
- **New!** Threshold lowered from 250,000 to 150,000

## Priority Mail – Open and Distribute

- Half tray box
- Full tray box
- Extended managed mail (EMM) tray box
- **New!** Flat tub tray box
- **New!** Commercial Plus Price based on tray box used and zone





# Shipping Services Price Change Effective Jan. 22, 2012

## **First-Class Package Service** (new as of Oct 2011)

- **Formerly First-Class Mail commercial parcels**
  - Majority of volume in the 1- to 5-ounce weight range
- **Overall average increase is 3.7%**
- **Commercial base and commercial plus pricing**
- **Hold For Pickup is available**





# Shipping Services Price Change Effective Jan. 22, 2012

## Parcel Select

<b>Overall Average Increase</b>	
<b>8.5%</b>	
<b>Destination Entry</b>	<b>Average Increase</b>
<b>DDU</b>	<b>7.6%</b>
<b>DSCF</b>	<b>7.8%</b>
<b>DNDC</b>	<b>6.8%</b>
<b>Nondestination Entry</b>	<b>Average Increase</b>
<b>Regional Ground</b>	<b>No Change</b>
<b>Parcel Select Nonpresort*</b>	<b>0.8%</b>
<b>ONDC Presort</b>	<b>1.5%</b>
<b>NDC Presort</b>	<b>0.9%</b>

**\*Formerly Barcoded Nonpresort**

## Parcel Select

- **New! Parcel Select Lightweight**
  - **Formerly Standard Mail Commercial Parcels**
    - Weighs less than one pound
    - Used for fulfillment
    - Excludes Nonprofit parcels
  - **Prices are ounce-based and vary by presort and destination entry**
    - Machinable and irregular pricing options
  - **Increases 8.9%**

## Parcel Return Service

- **New!** Return Sectional Center Facility (RSCF) pricing
  - Aligns pricing with network
  - Provides more package retrieval flexibility

Overall Average Increase	
4.6%	
Average Increase by Category	
Return Network Distribution Center (RNDC)	No Change
Return Delivery Unit (RDU)	8.9%

## Other Competitive Offerings

- **Premium Forwarding Service**
  - **3.0% average overall increase**
    - Weekly reshipment price increases to \$15.25
    - Enrollment fee stays at \$15.00
  - **New!** Online application
- **P.O. Boxes**
  - Additional PO Boxes in retail PO locations moved to competitive (Shipping Services) product list
  - **New!** 3-month payment option



# Shipping Services Price Change Effective Jan. 22, 2012

## **International Shipping Services**

- **Global Express Guaranteed (GXG)**
- **Express Mail International**
- **Priority Mail International**
- **International Priority Airmail (IPA)**
- **International Surface Air Lift (ISAL)**
- **Direct Sacks of Printed Matter to One Addressee (M-bags)**
- **International Extra Services**



## Global Express Guaranteed (GXG)

Average Overall Increase	Commercial Base Price
6.0%	Lower than Retail by <u>up to</u> 10%

- **New!** Commercial plus pricing
  - Annual revenue commitment required
  - Prices lower than Retail by up to 17%
- **New!** Legal-size GXG envelope
- **New!** Now available for Global Expedited Package Services (GEPS) contracts
  - Revenue thresholds & rev. increase commitment req'd



# Shipping Services Price Change Effective Jan. 22, 2012

## Express Mail International

Average Overall Increase	Commercial Base Price
11.6%	Lower than Retail by <u>up to</u> 8%

- **New!** Commercial plus pricing
  - Must tender at least \$100,000 per year of international expedited products
  - Prices lower than Retail by up to 15%
- **New!** Flat Rate Box
  - Two versions, same cubic measurement (1/3 cu.ft.)
  - 20-pound maximum weight
  - \$59.95 to Canada / \$74.95 to rest of the world

## Priority Mail International

Average Overall Increase	Commercial Base Price
8.7%	Lower than Retail by <u>up to</u> 5%

- **New!** Commercial plus pricing
  - Must tender at least \$100K per year of international expedited products
  - Prices lower than Retail by up to 10%







# Shipping Services Price Change Effective Jan. 22, 2012

## Other International Mail Changes

Product	Average Overall Increase
Airmail M-Bag	3.5%
International Priority Airmail (IPA)	1.0%
International Surface Air Lift (ISAL)	13.7%
<b>International Extra Services</b> <ul style="list-style-type: none"><li>▪ International Postal Money Orders</li><li>▪ Express Mail International Insurance</li><li>▪ Priority Mail International Insurance</li><li>▪ Certificate of mailing</li><li>▪ Registered Mail service</li><li>▪ Return receipt service</li><li>▪ Pickup On Demand service</li></ul>	5.0%

## Resources

- **Postal Explorer — [pe.usps.com](http://pe.usps.com)**
  - **Prices / downloadable price files / Federal Register notices / link to the *Postal Bulletin***
  - **Domestic Mail Manual (DMM) / International Mail Manual (IMM)**
  
- **DMM Advisory (for customers)**
  - **Subscribe via e-mail: [dmmadvisory@usps.com](mailto:dmmadvisory@usps.com)**
  
- **MailPro**
  - **View online and subscribe at [usps.com/mailpro](http://usps.com/mailpro)**