



New Prices
Effective Jan. 22, 2012

GPPCC
January 2012
Mailing Services
and
Shipping Services
Price Change

Presented by:
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Agenda

- **Mailing Services**
- **Shipping Services**
- **Resources**

Competitive vs Market Dominant

Competitive Mail Classes

- Express Mail
- Priority Mail
- Parcel Select
- First Class Package Service
- Priority Mail International
- Express Mail International
- Global Express Guaranteed

Competitive vs Market Dominant

Market Dominant Mail Class

- First Class Mail
- Standard Mail
- Media Mail
- Library Mail
- Parcel Post
- First Class Mail International

The Price Cap

- **Based on Consumer Price Index**
- **PRC formula a moving average of CPI data**
- **Current calculation of cap is 2.133%**

First-Class Mail

- **2.1% overall increase**
- **44-cent stamp price increases to \$0.45**
 - **First change since May 2009**

Product	% Change
Single-piece Letters & Cards	2.5
Flats	1.6
Parcels	10.9
Presort Letters & Cards	1.6
First-Class Mail International (includes letters, cards, flats, and extra services)	4.7



First-Class Mail Single-Piece

- **Letters**
 - Additional ounce stays at \$0.20
 - International letters & postcards
 - to Canada and Mexico increases by 5 cents to \$0.85
 - to rest of world increases by 7 cents to \$1.05
- **Postcards**
 - Postcards increase by 3 cents to \$0.32
- **Flats**
 - One-ounce price increases by 2 cents to \$0.90
- **Parcels**
 - Higher than average to improve cost coverage (Retail)

First-Class Mail Presort

- **Letters**
 - Most 1-ounce prices increase by 0.6 cents to 1.4 cents
 - **New!** Letters up to 2 ounces charged the 1-ounce price
 - **New!** Same price for AADC and 3 Digit
- **Parcels**
 - Commercial parcels now part of **Shipping Services**; prices announced Nov. 22, 2011

Standard Mail

- **2.1% overall increase**

Product	% Change
Letters	1.9
Flats	2.2
Carrier Route Letters, Flats, and Parcels	2.4
High Density / Saturation Letters	2.3
High Density / Saturation Flats and Parcels	2.9

} Catalogs

Periodicals

- 2.1 % overall increase
- **New!** Mixed ADC pallet prices
- Encourage efficiency
 - Above average increase for Origin Pallets
- Maintain 9.8-cent differential between 5D – CR

Product	% Change
Outside County	2.1
Inside County	2.1

Package Services

- **2.1% overall increase**
- **New! 3-cent barcode discount discontinued**
- **New! Free local forwarding is discontinued**

Product	% Change
Single-piece Parcel Post	2.5
BPM Flats	0.5
BPM Parcels	1.9
Media Mail/Library Mail	2.6

Extra Services

- **0.7 % overall decrease**

Product	% Change
PO Boxes	2.4
Certified Mail	3.5
Return Receipt	2.1
Registered Mail	1.4
Insurance	2.6

Extra Services

- **New!** 3-month rental option for PO Boxes
- **New!** Waived permit fees for Full Service IMb mailers

Shipping Services

- **Express Mail**
- **Priority Mail**
- **First-Class Package Service**
- **Parcel Select**
- **Global Express Guaranteed (GXG)**
- **Express Mail International**
- **Priority Mail International**

Shipping Services Highlights

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

Shipping Services Innovations

- **New!** Express Mail Flat Rate Box
- **New!** Priority Mail Regional Rate Box C*
- **New!** Expanded options for Priority Mail Open and Distribute
- **New!** First-Class Package Service

* 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 – 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

E	\$17.75 US POSTAGE EXPRESS MAIL Jan 28 2012 Mailed from ZIP 94301 Express Mail Flat Rate Envelope Commercial Base Pricing 071800633789	
	USPS EXPRESS MAIL	
Endicia Antine Khachiké 247 High Street PALO ALTO CA 94301-1041 (609) 321-2640		
SHIP TO: Micronite, Inc. 7282 Lyne Bay Drive ROSEVILLE CA 95747-5962		
USPS EXPRESS MAIL		
		
EO 802 167 610 US		
POSTAL USE ONLY		
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

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 postage purchased at Retail

▶ **Commercial plus mailers also qualify**



Regional Rate Box 'C'



Top Loading Only

- **Dimensions:**
 - Inside: 14.75 x 11.75 x 11.5
 - Outside: 15 x 12 x 12
- **Cube: 1.250**
- **Maximum Weight: 25 lbs**

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



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%**

Parcel Select

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

***Formerly Barcoded Nonpresort**

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**
 - **New!** 3-month payment option

International Shipping Services

- **Global Express Guaranteed (GXG)**
- **Express Mail International**
- **Priority Mail International**

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

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%



Other International Mail Changes

Product	Average Overall Increase
Airmail M-Bag	3.4%
International Priority Airmail (IPA)	1.0%
International Surface Air Lift (ISAL)	13.7%
International Extra Services <ul style="list-style-type: none">▶ International Postal Money Orders▶ Express Mail International Insurance▶ Priority Mail International Insurance▶ Certificate of mailing▶ Registered Mail service▶ Return receipt service▶ Pickup On Demand service	5.0%



Search USPS.com or Track Packages

ALERT: Customers be aware of fraudulent package delivery messages sent by email or phone. Read more »

Quick Tools

Always a Click Away
Roll over the tools menu across the site to access quick, handy tools.

- Track & Confirm
- Find Locations
- Calculate a Price
- Look Up a ZIP Code™

Ship a Package Send Mail Manage Your Mail Shop Business Solutions

Heading Out?

We'll hold your mail while you're gone.

SCHEDULE HOLD MAIL NOW

Print a Shipping Label

What you need:

- A standard printer
- Regular paper
- An envelope or package

What to do:

- Choose a shipping service.
- Add extra services.
- Print the label.
- Attach it to your mail.

Get Started

New Prices
January 22, 2012
Learn More >

Return your "returns" from home.
Learn more >

Village Post Office
We've expanded access to our products & services >

LEGAL

- Privacy Policy >
- Terms of Use >
- FOIA >
- No FEAR Act EEO Data >

ON USPS.COM

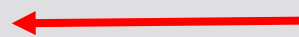
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OTHER USPS SITES

- Business Customer Gateway >
- Postal Inspectors >
- Inspector General >
- Postal Explorer >



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CALCULATORS:

- Postage Prices:
 - Domestic
 - International
 - Business
- Customs Forms Indicator
- Zone Charts
- APO/FPO/DPO
- Restrictions

**NEW* Jan. 22, 2012
Price Change Info**

- Excel MD Final
Updated 01/05/12
- Excel SS Final
Updated 12/29/11
- Downloadable MD Final
Updated 01/05/12
- Downloadable SS Final
Updated 12/29/11
- Federal Register Notices
- Postage Stmtnts - Final
Updated 01/09/12
- Post Stmtnt Chg Docs
Updated 01/05/12

Address Quality

- Business Customer Gateway
- Business Mail 101
- CASS
- Federal Register Notices
- Mailpiece Design
- Merlin
- PAVE
- PCSC
- Postage Statements
- Postal Bulletins
- Postal Links
- Postal Locator
- RIBBS
- Standard Mail Eligibility

Postal Explorer

NEW: First-Class Mail Stamp Prices

The First-Class Mail Stamp price will increase to \$0.45 on January 22, 2012

Select publication(s) to search

[Search >](#)

DMM Advisory (01/04/2012)

[Go >](#)

▶ Domestic Mail

- Domestic Mail Manual (DMM)
- DMM Subject Index
- DMM Summary of Changes
- Quick Service Guides (Pub 95)
- Customer Support Rulings
- Price List (Notice 123)
- Postal Addressing Standards (Pub 28)
- Nonprofit Standard Mail Eligibility (Pub 417)
- Hazardous, Restricted, and Perishable Mail (Pub 52)
- A Customer's Guide to Mailing (DMM 100)

▶ International Mail

- International Mail Manual (IMM)
- IMM Subject Index
- Individual Country Listings
- Country Price Groups and Weight Limits

Additional Links

- ▶ [Download DMM, QSGs, and IMM](#)
- ▶ [DMM Archive](#)
- ▶ [IMM Archive](#)
- ▶ [Labeling Lists](#)
- ▶ [Additional Publications](#)



Current Price of a First-Class Mail Stamp \$0.44

Resources

- **Postal Explorer — 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**
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New Prices Effective Jan. 22, 2012



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