



Understanding the 2014

U.S. Postal Service Price Change

At least once per year, the U.S. Postal Service® (USPS®) changes rates across their various mail classes and extra services. This document will help explain these changes for Commercial Base shippers such as Endicia customers, and how they will be affected.



The Basics

What is the USPS Price Change?

- Rates change for mail classes
- New features or services introduced
- New rules or regulations go into effect

When will it happen?

- January 26, 2014



What's New in 2014

- Reduced minimum volume requirement for Priority Mail high volume discounts (CPP and CPP Cubic)
- New Zone 9 created for the Freely Associated States of Micronesia, Marshall Islands, and Palau
- No Commercial price increase for First-Class Package International Service
- Electronic Delivery Confirmation International Service expanding to additional countries
- New \$0.01 discount for First-Class Mail Letters (up to 3.5 oz.) when PC Postage or Meters are used

Changes for Domestic Shipping and Mailing

Priority Mail Express

Priority Mail Express is perfect for packages that need to be delivered very quickly, with overnight delivery to most locations and second day delivery in outlying areas. Priority Mail Express includes FREE USPS Tracking and \$100 of USPS insurance coverage at no additional charge.

Highlights:

- **NEW: USPS is offering a 10:30AM delivery option for an additional \$5.00**
 - Availability depends on origin and destination ZIP Codes
 - Packages must be received by USPS by specific times to meet delivery guaranteed
- **NEW: Introducing Zone 9 for the Freely Associated States of Micronesia, Marshall Islands and Palau**
- **Overall, Priority Mail Express Commercial Base prices for Zones 1 - 8 increase an average of 15.8%, but most of this increase affects heavyweight packages**



- For packages weighing 5 pounds or less, Commercial Base rates are increasing by an average of just +2.7% or +\$0.64 per package
- There's no change to the Commercial Base price for any Priority Mail Express Flat Rate Envelope, but the Priority Mail Express Flat Rate Box is increasing +\$5.00 to \$44.95

Did you know?

By creating a new Zone 9 for the eight ZIP Codes in Micronesia, Marshall Islands and Palau, the USPS was able to keep increases for Zones 1-8 lower and minimize the effect on shippers!

Priority Mail

Priority Mail is an excellent option for businesses shipping to residential addresses that want quick delivery at an economical price. Priority Mail includes free USPS Tracking and Commercial Base shippers get \$50 of USPS insurance coverage at no charge.

Highlights:

- **NEW: The minimum volume threshold for Priority Mail high volume discounts is being reduced**
 - Commercial Plus threshold is now 50,000 pieces per year
 - Commercial Plus Cubic threshold is also down to 50,000 pieces per year
- **NEW: Zone 9 for the Freely Associated States of Micronesia, Marshall Islands and Palau keeps Zone 8 rate increases low**
- Overall, Priority Mail Commercial Base prices for Zones 1 - 8 increase an average of 0.6% or +\$0.34 per package
- For packages weighing 5 pounds or less, Commercial Base rates are decreasing by an average of -\$0.08 per package

Priority Mail Flat Rate: Commercial Base Pricing

Package Type	2014 Price	Change vs. 2013
Flat Rate Envelope	\$5.05	NO CHANGE
Legal Flat Rate Envelope	\$5.25	NO CHANGE
Padded Flat Rate Envelope	5.70	NO CHANGE
Small Flat Rate Box	\$5.25	+\$0.10
Medium Flat Rate Box	\$11.30	NO CHANGE
Large Flat Rate Box	\$15.80	+\$0.50
APO/FPO Large Flat Rate Box	\$13.80	+\$0.50





Priority Mail Regional Rate: Commercial Base Pricing

Package Type	Average 2014 Change: Zones 1-8
Regional Rate Box A	+0.6% or +\$0.04
Regional Rate Box B	-0.8% or -\$0.08
Regional Rate Box C	+0.9% or +\$0.28

Parcel Select

Parcel Select is a ground service that is geared toward items that do not require expedited delivery. USPS Tracking is FREE for Parcel Select.

Highlights:

- Overall, Parcel Select rates are increasing an average of 41.6% versus 2013
- Most of the increase impacts packages weighing more than 7 pounds
- For packages weighing 5 pounds or less, the increase averages just 3.9% or +\$0.33 per package

Did you know?

In 2014, Priority Mail Commercial Base prices are more economical than Parcel Select for all 1 pound packages and most packages going to Zones 1 through 4!

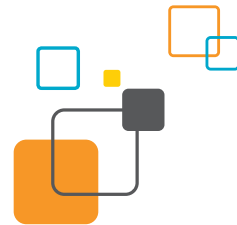
If you ship with Parcel Select, you may want to compare those rates with the new Priority Mail prices. You could save even more money and get packages delivered in just 1 to 3 days!

First-Class Package Service (FCPS)

FCPS is used for items that weigh 13 ounces or less, are more than $\frac{3}{4}$ of an inch thick (or $\frac{1}{4}$ " thick, if rigid) and 108" or less in length + height + width. It's great for small, low-value items like product samples or swatches, single t-shirts, or small stuffed animals. USPS Tracking is FREE for FCPS.

Highlights:

- Commercial Base prices increase an average of 5.0% versus 2013
- Most of the increase impacts packages weighing 1 to 3 ounces
- Commercial Plus prices for 14 to 15.999 ounces are not changing



FCPS: Commercial Base Pricing

Weight	2014 Price	Change vs. 2013
1 oz.	\$1.93	+\$0.24
2 oz.	\$1.93	+\$0.24
3 oz.	\$1.93	+\$0.24
4 oz.	\$2.01	+\$0.15
5 oz.	\$2.09	+\$0.05
6 oz.	\$2.25	+\$0.04
7 oz.	\$2.42	+\$0.03
8 oz.	\$2.59	+\$0.04
9 oz.	\$2.76	+\$0.03
10 oz.	\$2.93	+\$0.03
11 oz.	\$3.11	+\$0.03
12 oz.	\$3.29	+\$0.06
13 oz.	\$3.47	+\$0.09

Media Mail

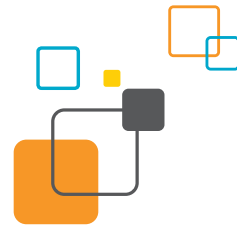
Media Mail is a ground service. Package contents are restricted to items such as books, sound recordings, recorded video tapes and printed music.

Highlights:

- **Media Mail prices increase an average of 6.8% versus 2013**
- **For packages weighing 5 pounds or less, the increase comes to an average additional \$0.22 per package**

Did you know?

Media Mail cannot include advertising of any kind, except for incidental book announcements.



First-Class Mail

First-Class Mail is used to send postcards, letters and flats that do not require expedited delivery. Items can weigh up to 13 ounces and must fall within size and thickness restrictions.

Highlights:

- **NEW: PC Postage and meter users will receive a \$0.01 discount when printing postage for 1 to 3.5 ounce letters**
- **Overall, prices for First-Class Mail are increasing by an average of 7.4%**
- **Flats will increase by an average of 5.8% or +\$0.12 per piece**

First-Class Mail Letters and Postcards		
Piece Type	2014 Price	Change vs. 2013
1 oz. Letter: Retail	\$0.49	+\$0.03
1 oz. Letter: PC Postage	\$0.48	+\$0.02
Additional Ounce: Letters	\$0.21	+\$0.01
Non-Machinable Surcharge: Letters	\$0.21	+\$0.01
Postcards	\$0.34	+\$0.01

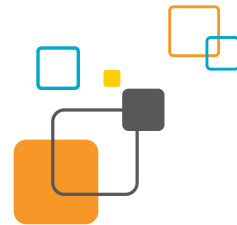
Changes for International Shipping and Mailing

Priority Mail Express International

Priority Mail Express International offers shippers expedited international delivery to most countries, with date-specific service to select major market countries (i.e. Australia, China, Great Britain). Priority Mail Express International includes \$200 of USPS Insurance coverage, free tracking and a money-back guarantee in certain countries.

Highlights:

- **NEW: Commercial Base and Commercial Plus shippers will pay less than Retail rates for all Priority Mail Express International Flat Rate packages**
- **NEW: The maximum weight for packages to Mexico has been increased from 44 lbs. to 70 lbs.**
- **Overall, Commercial Base for country group, weight-based package prices increase an average of just +0.8%, though lightweight packages see an increase slightly higher than this average**
- **For packages weighing 5 pounds or less, Commercial Base rates are increasing by an average of +2.0% or +\$1.06 per package**



Priority Mail Express International Flat Rate: Commercial Base Pricing

To Canada	2014 Price	Change vs. 2013
Flat Rate Envelopes	\$33.00	-\$1.95
Flat Rate Box	\$61.60	-\$3.35
To All Other Countries	2014 Price	Change vs. 2013
Flat Rate Envelopes	\$42.75	-\$2.20
Flat Rate Box	\$78.25	-\$1.70

Priority Mail International

Priority Mail International is a reliable and affordable way to ship non-time sensitive packages up to 70 lbs. to international locations. Track and Confirm is free for most Priority Mail International packages, with the exception of the Small Flat Rate Boxes and Flat Rate Envelopes. However, electronic Delivery Confirmation International Service is available and free for those types of Priority Mail International packages going to select destinations.

Highlights:

- **NEW: Commercial Base and Commercial Plus shippers will pay less than Retail rates for all Priority Mail Express International Flat Rate packages**
- **NEW: The maximum weight for packages to Mexico has been increased from 44 lbs. to 70 lbs.**
- **NEW: Electronic Delivery Confirmation International Service for the Small Flat Rate Boxes and Flat Rate Envelopes is expanding to Estonia, Finland, Gibraltar, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malaysia, Malta, Portugal and Singapore**
- **Overall, Commercial Base for country group, weight-based package prices decrease an average of -1.8% versus 2013 prices**
- **For packages weighing 5 pounds or less, Commercial Base rates are decreasing by an average of -1.0% or -\$0.42 per package**





Priority Mail International Flat Rate: Commercial Base Pricing

To Canada	2014 Price	Change vs. 2013
Flat Rate Envelopes	\$19.50	-\$0.45
Small Flat Rate Priced Boxes	\$19.50	-\$0.45
Medium Flat Rate Boxes	\$40.15	-\$0.80
Large Flat Rate Boxes	\$52.95	-\$1.00
To All Other Countries	2014 Price	Change vs. 2013
Flat Rate Envelopes	\$23.50	-\$0.45
Small Flat Rate Priced Boxes	\$23.50	-\$0.45
Medium Flat Rate Boxes	\$58.65	-\$1.30
Large Flat Rate Boxes	\$76.50	-\$1.45

First-Class Package International Service

First-Class Package International Service (FCPIS) is the most economical way to ship packages to other countries that are more than ¾" thick and do not require time-sensitive delivery. Electronic Delivery Confirmation International Service is FREE with FCPIS to select destinations.

Highlights:

- **GREAT NEWS!** Commercial Base and Commercial Plus prices are not changing for FCPIS
- **NEW:** Electronic Delivery Confirmation International Service for the Small Flat Rate Boxes and Flat Rate Envelopes is expanding to Estonia, Finland, Gibraltar, Hungary, Italy, Latvia, Lithuania, Luxembourg, Malaysia, Malta, Portugal and Singapore

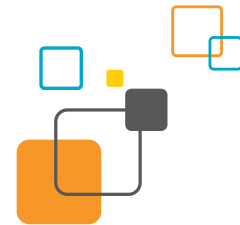
Did you know?

While domestic First-Class Package Service only supports weights up to 13 ounces, First-Class Package International Service shipments can weigh up to 4 lbs.

First-Class Mail International

First-Class Mail International (FCMI) is used to send letters, postcards and flats (large envelopes) internationally that do not require expedited delivery or tracking information. Items can weigh up to 4 lbs. and must fall within size and thickness restrictions.

- **Overall, prices for First-Class Mail International are increasing by an average of +9.7%**
- **Letters will increase an average of +4.4% or +\$0.07**
- **Postcards will increase an average of +4.5% or +\$0.05**
- **Flats will increase an average of +5.8% or +\$0.12**



Global Express Guaranteed

Global Express Guaranteed (GXG) is perfect for the international shipment of items or documents that require fast, guaranteed delivery with advanced end-to-end tracking. Final delivery for GXG is made by FedEx, allowing for full shipment visibility. GXG also includes \$100 of USPS Insurance coverage at no additional charge.

- **Overall, Commercial Base prices for GXG are increasing by an average of +2.0%**
- **For packages weighing 5 lbs. or less, Commercial Base prices are increasing by an average of +3.1% or +\$2.83 per piece**

New International Restrictions

The following new international shipping restrictions will be enforced by customs authorities in the listed country.

- **Canada: E-cigarette vendors will need pre-authorization in order to gain customs clearance for e-cig packages**
- **Venezuela: Now blocking all merchandise from the U.S. (any package eligible for duties and taxes)**
- **Belarus: Pro-forma invoices must be included in the package for any good bought online**
- **Laos: No cameras, computers or lithium batteries will clear customs**

Additional Changes

USPS Additional Services

Prices for USPS Tracking, formerly Delivery Confirmation, as well as for Signature Confirmation are increasing in 2014.

USPS Tracking and Signature Confirmation		
Service	2014 Price	Change vs. 2013
USPS Tracking: Retail	\$1.05	+\$0.15
USPS Tracking: Electronic	\$0.23	+\$0.03
Signature Confirmation: Retail	\$2.90	+\$0.20
Signature Confirmation: Electronic	\$2.35	+\$0.15
Adult Signature Required	\$5.20	+\$0.25
Adult Signature Restricted	\$5.45	+\$0.30

Did you know?

USPS Tracking continues to be FREE for Endicia customers shipping Priority Mail Express, Priority Mail, Parcel Select and First-Class Package Service.

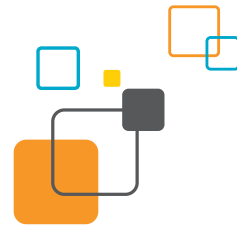


USPS Insurance

- Overall, USPS regular insurance rates are increasing by an average of +7.7%.
- Priority Mail continues to include the first \$50 of USPS insurance coverage at no charge
- USPS insurance for Priority Mail Express are also changing, with the first \$100 continuing to be free, but the remaining levels increasing by an average of +8.6%
- There are no changes to the rates for Endicia Parcel Insurance

USPS Regular Insurance		
Coverage Value	2014 Price	Change vs. 2013
\$0.01-\$50.00	\$2.10	+\$0.15
\$50.01-\$100.00	\$2.60	+\$0.15
\$100.01-\$200.00	\$3.30	+\$0.25
\$200.01-\$300.00	\$5.50	+\$0.40
Per each additional \$100	\$1.25	+\$0.10

USPS Priority Mail Express Insurance		
Coverage Value	2014 Price	Change vs. 2013
\$0.01-\$100.00	\$0.00	NO CHANGE
\$100.01-\$200.00	\$1.00	+\$0.10
\$200.01-\$300.00	\$2.60	+\$0.20
Per each additional \$100	\$1.65	+\$0.10



Filing a USPS Claim

- **NEW: USPS claims may no longer be filed at the Post Office**
- **Options to file claims:**
 - Online at www.usps.com/domestic-claims
 - By mail
- **Timeframes for when claims can be filed have also changed**

Mail Type or Service	When to File (from Mailing Date)	
	No Sooner Than	No Later Than
Priority Mail Express	7 Days	60 Days
Priority Mail Express COD	15 Days	60 Days
Registered Mail	15 Days	60 Days
Registered Mail COD	15 Days	60 Days
Insured Mail (including Priority Mail)	15 Days	60 Days
COD	15 Days	60 Days
APO/FPO Priority Mail Express Military Service	21 Days	180 Days
APO/FPO/DPO Insured Mail and Registered Mail (Priority Mail, First-Class Mail, SAM or PAL)	45 Days	1 Year
APO/FPO/DPO Insured Mail (Surface Only)	75 Days	1 Year