

DYMO

Endicia

Understanding the USPS® April Price Change



Host:

Wendy Lac

Presenters:

Steven Tsao

Vivian Li

www.endicia.com

Price Change Overview



The Second Price Change of 2011

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Competitive vs. Non-competitive Rates

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- **Competitive Classes**

- Also Called: Expedited, Competitive or Shipping Mailing Classes
- Include:

Priority Mail, Express Mail, Priority Mail International, Express Mail International, Global Express Guaranteed, Parcel Select

- **Non-competitive Classes**

- Also Called: Non-competitive or Market Dominant Mailing Classes
- Include:

First Class Mail, Standard Mail, Media Mail, Library Mail, Parcel Post, First Class Mail International, Extra Services

Price Change Overview - 2009 to 2011 Domestic Single Piece Rates

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Mail Class	Mail Type	Retail change
First Class Mail	Letters and Cards	5.13%
First Class Mail	Flat	8.32%
First Class Mail	Parcel	10.41%
First Class Mail	Parcel, CB	3.8%
Media Mail	All	1.22%
Library Mail	All	1.29%
Parcel Post	All	0.31%

First-Class Mail Domestic Prices

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First-Class Mail Type 1 oz. Price	Current Price	New Price	Change
Post Card	\$0.28	\$0.29	\$0.01
Envelope	\$0.44	\$0.44	\$0.00
Flats	\$0.88	\$0.88	\$0.00

Additional Ounce Price Letters and Flats = \$0.20

Additional Ounce Price Parcels = \$0.17

First-Class Mail Parcel Changes



Weight	Current Price	New Retail Price	New CB Price	Change	Savings Over Retail
1 oz.	\$1.22	\$1.71	\$1.56	\$0.34	\$0.15
2 oz.	\$1.39	\$1.71	\$1.56	\$0.17	\$0.15
3 oz.	\$1.56	\$1.71	\$1.56	\$0.00	\$0.15
4 oz.	\$1.73	\$1.88	\$1.73	\$0.00	\$0.15
5 oz.	\$1.90	\$2.05	\$1.90	\$0.00	\$0.15
10 oz.	\$2.75	\$2.90	\$2.75	\$0.00	\$0.15
13 oz.	\$3.26	\$3.41	\$3.26	\$0.00	\$0.15

Media Mail Prices



Weight Not Over (pounds)	Large Envelopes & Parcels (2011 Price)	Large Envelopes & Parcels (2010 Price)	Change
1	\$2.41	\$2.38	\$0.03
2	\$2.82	\$2.77	\$0.05
3	\$3.23	\$3.16	\$0.07
5	\$4.05	\$3.94	\$0.11
10	\$6.04	\$5.89	\$0.15

Average increase for Media Mail is 1.22%

Library Mail Prices



Weight Not Over (pounds)	Large Envelopes & Parcels (2011 Price)	Large Envelopes & Parcels (2010 Price)	Change
1	\$2.29	\$2.26	\$0.03
2	\$2.68	\$2.63	\$0.05
3	\$3.07	\$3.00	\$0.07
5	\$3.85	\$3.74	\$0.11
10	\$5.74	\$5.59	\$0.15

Average increase for Library Mail is 1.29%

Parcel Post Pricing



Pricing For April 17 Price Change

Service	Lb.	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
Parcel Select	1	\$5.07	\$5.12	\$5.22	\$5.27	\$5.32	\$5.38	\$5.46
	2	\$5.17	\$5.52	\$6.17	\$7.44	\$7.99	\$8.49	\$9.32
	5	\$7.39	\$8.71	\$9.62	\$10.53	\$11.44	\$12.35	\$13.25
	10	\$10.32	\$11.79	\$12.72	\$13.65	\$14.58	\$15.50	\$17.40
Parcel Post	1	\$5.10	\$5.15	\$5.25	\$5.30	\$5.34	\$5.38	\$5.41
	2	\$5.15	\$5.38	\$5.89	\$7.35	\$7.65	\$7.96	\$8.67
	5	\$7.23	\$8.28	\$9.02	\$10.12	\$10.82	\$11.39	\$12.29
	10	\$9.18	\$11.03	\$11.61	\$12.92	\$14.16	\$15.21	\$16.77

Price Change Overview - 2010 to 2011 International First Class Rates

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Mail Class	Mail Type	Retail change
First-Class Mail International	Letters	4.67%
First-Class Mail International	Flat	4.25%
First-Class Mail International	Parcel	10.08%

First-Class Mail International Prices and Changes

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First-Class Mail Intl. 1 oz. by Type	Letters and Postcards	Large Envelopes	Parcels
Canada (2011)	\$0.80	\$1.08	\$1.72
Change from 2009	\$0.05	\$0.05	\$0.49
Mexico (2011)	\$0.80	\$1.08	\$1.72
Change from 2009	\$0.01	\$0.05	\$0.49
Price Groups 3-5 (2011)	\$0.98	\$1.30	\$1.72
Change from 2009	\$0.00	\$0.06	\$0.28
Price Groups 6-9 (2011)	\$0.98	\$1.30	\$1.72
Change from 2009	\$0.00	\$0.06	\$0.28

Changes to Extra Services



Highlights:

Signature Confirmation		2010 Price	2011 Price	Change
First-Class Mail Parcel, Package Services, and Priority Mail	Retail	\$ 2.35	\$ 2.45	\$ 0.10
	Electronic	\$ 1.95	\$ 2.05	\$ 0.10

Note: Delivery Confirmation rates will remain the same for 2011.

USPS Insurance Pricing



Amount of Insurance Desired	USPS Insurance 2010 Price	USPS Insurance 2011 Price	Change	DYMO Endicia Ins. w/ Premium and Mac	Savings with Premium and Mac	DYMO Endicia Ins. w/ Pro.*	Savings with Pro
\$0.01 to \$50.00	\$1.75	\$1.80	\$0.05	\$0.80	\$1.00	\$0.75	\$1.05
\$50.01 to \$100	\$2.25	\$2.30	\$0.05	\$0.80	\$1.50	\$0.75	\$1.55
\$100.01 to \$200	\$2.75	\$2.85	\$0.10	\$1.60	\$1.25	\$1.50	\$1.35
\$200.01 to \$300	\$4.70	\$4.75	\$0.05	\$2.40	\$2.35	\$2.25	\$2.50
\$300.01 to \$5000	+ \$1.00	+\$1.05	+\$0.05	+\$0.80	\$0.25	+\$0.75	\$0.30

*The Professional Rate is also available with our Label Server and Platinum service levels.

- DYMO Endicia software will be updated with the new prices before the price change. On Sunday, April 17th the software will automatically transition to the new prices.
- The USPS will continue to review prices annually. As part of any DYMO Endicia Service Plan, your software will be automatically updated with any changes, at no additional cost.

Contact Us

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- Phone
 - 800-576-3279
 - Support - Ext 130
 - Sales - Ext 140
 - 6am - 6pm Pacific Time
- Email
 - Support@endicia.com
 - Sales@endicia.com
- Web
 - www.endicia.com/pricechange
 - www.usps.com/prices
- Social Media
 - www.twitter.com/DYMO_Endicia
 - www.facebook.com/dymo.endicia



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Thank you!

DYMO Endicia
385 Sherman Ave.
Palo Alto, CA 94306
800-576-3279 x140
sales@endicia.com
www.endicia.com