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# How the Postal Service™ Can Help Boost Your Business



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# Post Office™ Overview



# Mail Classes

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## Express Mail®

- Overnight Guaranteed
- No Surcharges
- Free Pickup
- No Dimensional Weighting
- 365 Day Delivery
- Saturday Pickup and delivery
- Mailbox access
- Delivery with regular mail
- Online Discounts Available

## Priority Mail®

- 1-3 Day Delivery (>90% 1-2 day)
- No Surcharges
- Free Pickup
- Dimensional Weighting only >1 cubic foot
- Flat Rate options
- Online Discounts
- Free Eco Supplies
- Online Discounts Available

## First Class Mail®

- 1-5 Day Delivery
- Free forwarding and return
- Ounce-based pricing
- Presort discounts available
- Delivery and Signature Confirmation
- No hidden surcharges
- Payment Options

## Parcel Post®

- 2-7 Day Delivery
- Delivery Confirmation
- Delivery to every address in the United States-including PO Boxes and military addresses.
- Parcel Post packages can weigh up to 70 pounds and measure up to 130 inches in combined length and distance around the thickest part
- Rates are based on weight, distance, and shape.

Additional Domestic Classes: Media Mail®, Library Mail, Parcel Select®

# Available Discounts



Price Tiers	Express Mail	Priority Mail	Availability
<i>Retail</i>	Yes	Yes	Everyone who uses the Post Office, meters and stamps
<i>Commercial Base</i>	Yes Average 5% Discount From Retail	Yes Average 5.7% Discount From Retail	Available to users of approved internet postage providers, IBI Meter, manifest with Parcel Routing Barcode
<i>Commercial Plus</i>	Yes Average 14.5% Discount From Retail	Yes Average 9.6% Discount From Retail	Minimum volume requirements apply and a customer agreement is required. PM Minimum 100k/yr EM Minimum 6k/yr
<i>Cubic (Priority Mail)</i>	No	Yes 5 Tiers based on Cube Max .5 cubic foot/20 lbs	Volume requirements apply and a customer agreement is required PM Minimum 250k/yr
<i>Negotiated Service Agreement</i>	Yes	Yes	A customer contract is required (Minimum \$2M/yr)

# Global Shipping Options & Discounts

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- Global Express Guaranteed (GXG) - 1-3 business days
  - Online Postage Discount – 10%
- Express Mail International (EMI) – 3-5 business days
  - Discounts start at 8%
- Priority Mail International (PMI) – 6-10 business days
  - Discounts start at 5%
- First Class International – 1-4 pounds
- Commercial Based Pricing – EMI & PMI
  - Additional discounts through agreements

## Delivery Confirmation™ and Signature Confirmation™

- Confirm delivery status of packages
- Fast, easy online access to information
- No charge for Electronic Delivery Confirmation with Priority Mail®; \$0.19 on First Class parcels, Parcel Select parcels, and Standard Mail NFM's and parcels
- Signature Confirmation = \$1.95 (electronically available) on First Class parcels, Priority Mail, Package Services parcels and Parcel Select

## Does your business mail over 5000 pieces\* a year?

- The USPS® offers discounts for customers who automate and then sort their mail prior to sending.
- Discounts vary based on mail class, shape and weight

Download Presort Mail 101 for Small Business to learn more: <http://www.endicia.com/Support/Webinars/>  
(Select Past Webinars Tab)

\*In batches of same weight and class, minimum volume for one Presort mailing:

- 200 piece minimum for Standard Mail®
- 500 piece minimum for First-Class Mail®



# The Post Office™ in the Shipping Landscape



# USPS vs. Other Carriers

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- Save with USPS Price Advantages
  - Priority Mail, free packaging
    - Flat rate boxes
  - Priority Mail International, Express Mail International
    - Flat rate envelopes & boxes
  - First Class parcels
  - No hidden charges, such as:
    - Residential, rural (extended area), address correction
    - Fuel surcharge
- Unmatched B2C Delivery Network
  - Free carrier pickup & weekend delivery

# Fees & Surcharges



Surcharges	Private Carrier	U.S. Postal Service®
<i>Residential Surcharge</i>	\$2.20	N/A
<i>Extended Delivery Area Surcharge</i>	\$2.75	N/A
<i>Ground Fuel Surcharge</i>	4%	N/A
<i>Address Correction</i>	\$10.00	N/A

# Priority Mail over UPS Ground



1lb Package, 8 Zones	UPS Ground	Priority Mail® Commercial Base
<i>Base Rate</i>	\$8.42	\$5.44
<i>Residential Surcharge</i>	\$2.20	\$0.00
<i>Fuel Surcharge (6%)</i>	\$0.64	\$0.00
<b>Total</b>	<b>\$11.26</b>	<b>\$5.44</b>

*Information based on published rate information from UPS Ground service and U.S. Postal Service® websites.*

# Domestic Tracking



## USPS

Package shipped Priority from Broomfield CO to Saginaw MI, tracking results as displayed on USPS.com.

- **Delivered**, August 31, 2009, 10:39 am, SAGINAW, MI 48601
- **Out for Delivery** or Available at PO Box, August 31, 2009, 8:30 am, SAGINAW, MI 48601
- **Sorting Complete**, August 31, 2009, 8:00 am, SAGINAW, MI 48601
- **Arrival at Post Office**, August 31, 2009, 5:29 am, SAGINAW, MI 48601
- **Processed through Sort Facility**, August 30, 2009, 6:19 pm, ROMULUS, MI 48174
- **Shipment Accepted**; August 28, 2009, 4:08 pm, BROOMFIELD, CO 80020
- **Electronic Shipping Info Received**, August 28, 2009

## Private Carrier

Ground from Florida to Portage MI  
Package Progress

Location	Date	Local Time	Description
OSHTEMO, MI, US	09/17/2008	3:02 P.M.	DELIVERY
	09/17/2008	6:37 A.M.	OUT FOR DELIVERY
	09/17/2008	5:49 A.M.	DESTINATION SCAN
	09/17/2008	5:43 A.M.	ARRIVAL
MAUMEE, OH, US	09/16/2008	5:55 P.M.	DEPARTURE SCAN
	09/16/2008	12:39 P.M.	ARRIVAL
SHARONVILLE, OH, US	09/16/2008	8:37 A.M.	DEPARTURE SCAN
	09/16/2008	3:02 A.M.	ARRIVAL
JACKSONVILLE, FL, US	09/15/2008	7:35 A.M.	DEPARTURE SCAN
JACKSONVILLE, FL, US	09/13/2008	4:00 A.M.	ARRIVAL
US	09/12/2008	5:14 P.M.	BILLING INFORMATION RECEIVED

- FCMI mail is not tracked or scanned.
- PMI is normally tracked and *many* countries return a delivery scan event.
- EMI is always tracked and *most* countries return a delivery scan event.
- GXG is tracked through the FedEx network and delivery scan events are *always* provided.
- Endicia will provide an acceptance scan for FCMI, PMI and EMI through our SCAN process.

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In the News



# Response to Financial Concerns

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- Facing 10-year, \$238 billion cumulative deficit
- Pursuing opportunities in these critical areas:
  - Legislative and regulatory oversight
  - Restructuring prepayment of retiree health benefits
  - Pricing and product freedom and flexibility
  - Expanding access to products and services
  - Delivery frequency



# Response to Financial Concerns



Revenue and volume decrease, but costs increase

2000	2009	2020
5 pieces per delivery	4 pieces per delivery	3 pieces per delivery
\$1.80 daily revenue generated per delivery	\$1.40 daily revenue generated per delivery	\$1.00 daily revenue generated per delivery

# Business Plan: Proposed Actions



	Cumulative value 2010 - 2020
Actions w/in USPS control	\$80 - 123B
+ Retiree Health Benefits	\$0 - 50B
+ Delivery Frequency	\$0 - 40B
+ Expanded Access	\$0 - 10B
+ Workforce	TBD
+ Revenue (Pricing & Products)	\$0 - 158B
Remaining gap (from \$238B)	\$0B

## Five-Day Proposed Operations Plan

- Post Offices will be open on Saturdays
- Saturday mail delivery to P.O. Boxes continues
- No street delivery or collections, except Express Mail on Saturday
- Mail accepted at offices on Saturday, processed Monday
- Network mail processing and transportation will continue 365 days per year

## Five-Day Proposed Operations Plan

- Remittance mail remains available seven days a week
- Bulk mail and drop shipments will continue to be accepted
- Plan for timely delivery of mail on Monday or after 3-day holiday weekend
  - Postal Service already delivers mail in a timely manner after holiday weekends, at least 5 times a year
- Continue processing and transportation mail over the weekend to support Monday delivery

Wrap Up



- If you haven't done so already, please take this time to submit questions to our speakers using the Q&A chat window on your console.
- This presentation will soon be available for download at:

<http://www.endicia.com/Support/Webinars/>

- For general or account questions:
  - Email: [sales@endicia.com](mailto:sales@endicia.com)
  - Phone: (800) 576-3279 x140
- For software or printer issues:
  - Email: [support@endicia.com](mailto:support@endicia.com)
  - Phone: (800) 576-3279 x130
- For anything:
  - Twitter: [www.twitter.com/endicia](http://www.twitter.com/endicia)
  - Facebook: [www.facebook.com/dymo.endicia](http://www.facebook.com/dymo.endicia)
  - Google Buzz: [www.google.com/profiles/dymoendicia](http://www.google.com/profiles/dymoendicia)

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Thank you!

