

Rate Change 2023: Opportunities to Manage Carrier Spend



GREATER BOSTON
POSTAL CUSTOMER COUNCIL

Welcome and Thank You for Joining Us

Tom Hazel, VP of Carrier Solutions, North America, knows everything there is to know about strategic shipping. In his 37 years with Pitney Bowes, Tom has built his multifaceted expertise from concrete work experience in equipment service, sales, carrier software solutions, logistics, operations, ecommerce shipping, and company leadership.

In his current role, Tom works with product development, engineering, user experience, and education teams to increase internal and external understanding of Pitney Bowes cloud-based shipping management solutions. Gathering and sharing knowledge is a recurring theme throughout his career, as evidenced by his annual rate change webinars, industry event appearances, and unfailing willingness to share his expertise on all things shipping

Tom conducts client educational webinars throughout the year on behalf of Pitney Bowes and also speaks at various NACUMS CUMSA & Postal Customer events. Council events on behalf of Pitney Bowes



TOM HAZEL

Vice President Sales Carrier Solutions,
NA Pitney Bowes

Today's Agenda



What's changing in 2023 in the small parcel market



Rate Increase Analysis and Major Changes for UPS®, FedEx® and USPS®



Strategies to mitigate and reduce the impact of the rate increase



Q & A

Average Shipping Price Increases Continue Recent Trends



Average increase

6.9%

Effective December 27, 2022



Average increase

6.9%

Effective January 3, 2023



Average increase

5.9%*

Effective January 22, 2023**

*3.6% increase for Priority Mail and Priority Mail Express. Other price changes vary by product.
**Requires approval of the Postal Regulatory Commission (PRC)



2023 Rate Changes

Effective December 27, 2022

There will be an average 6.9% general rate increase across base pricing and accessorial fees.

High level highlights*

- Package minimums are now (for the first time) above \$10
- Overall, 6.6% average increase for shipments going to Zones 4 or below
- Overall, 8.7% average increase for Zones 5+ [carrier doesn't want long distance deliveries]
- Ground residential surcharge up from \$4.85 to **\$5.25**
- Delivery Areas Surcharges for Residential Ground up from \$4.80 to **\$5.30**
- Address Corrections from \$18 to **\$19.50**
- 7+% increase for UPS Ground, UPS 3 Day Select, UPS 2nd Day Air, UPS Next Day Air Saver
- Additional Handling (Weight, Dimensions, Packaging) up from 13% to 23%
- Large package surcharge for zone 2 up from **\$135 to \$160**
- 13.3% increase for Over Maximum packages
- UPS Residential Surcharge up 8% *in addition* to delivery area surcharges (DAS)

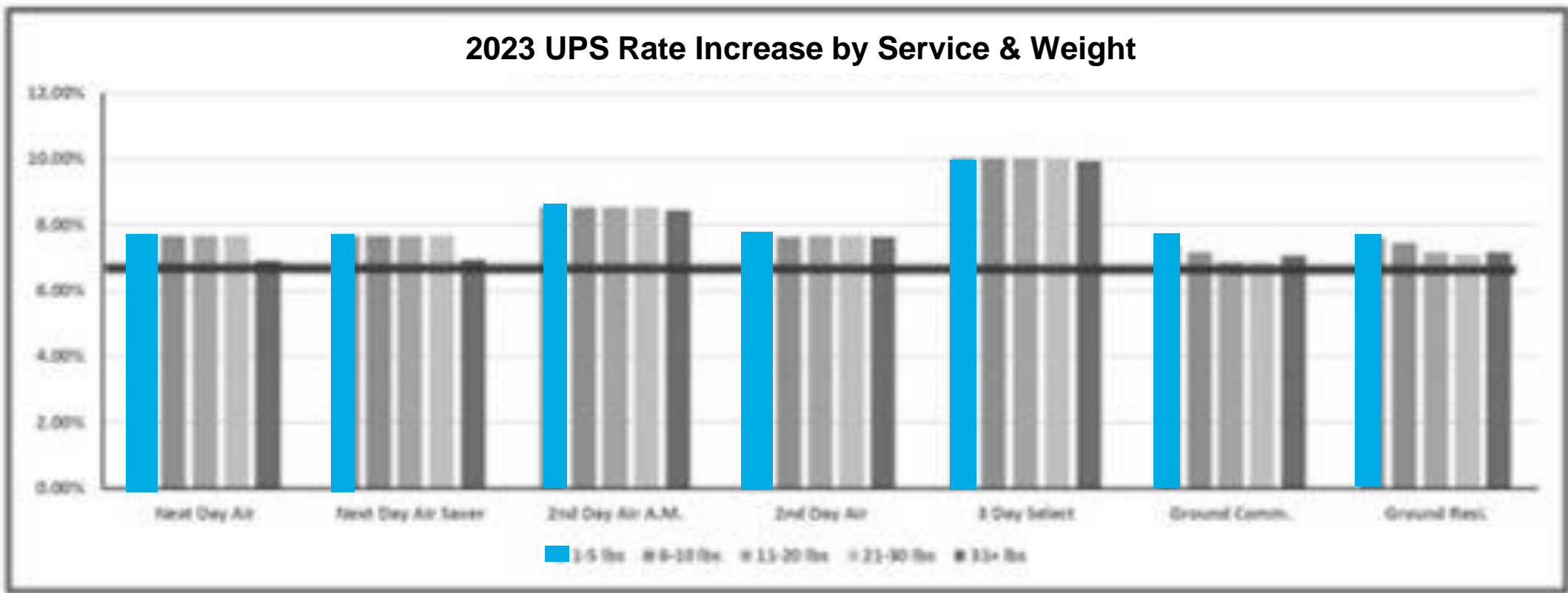
UPS Shippers with heavy-duty packages will be hit the hardest.

Large Package surcharges are up on average 20% for both residential and commercial services.

*Source: [Sifted.com](https://www.sifted.com)

UPS continues to raise rates on 3-Day Select

- UPS continues to hammer 3-Day Select with large increases.
- While not as popular with shippers as ground, two-day, and overnight services, the somewhat niche group of shippers who benefit from a 3-day guaranteed service, will once again be subject to the GRI's largest hikes.





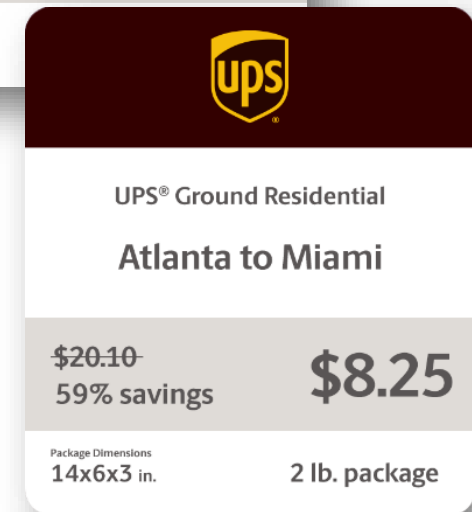
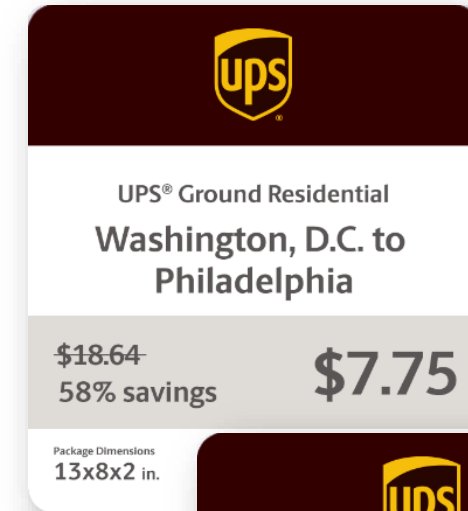
Savings Tip



The UPS Digital Access Program simplifies your shipping process and saves you money.

Pitney Bowes clients can access pre-negotiated UPS rates of up to 88% off* when creating a free UPS account in SendPro® Online/PitneyShip™. There are no monthly volume minimums and added benefits include:

- **Eliminated Peak and Fuel surcharges**
- Reduced daily pick up and one-time pick-up fees
- Reduced or eliminated delivery area surcharges
- Compare shipping rates online and print your own discounted UPS shipping labels
- Track UPS package deliveries in real-time
- No hidden fees – the price you see is the price you get



FedEx® 2023 Rate Changes

Effective January 3, 2023

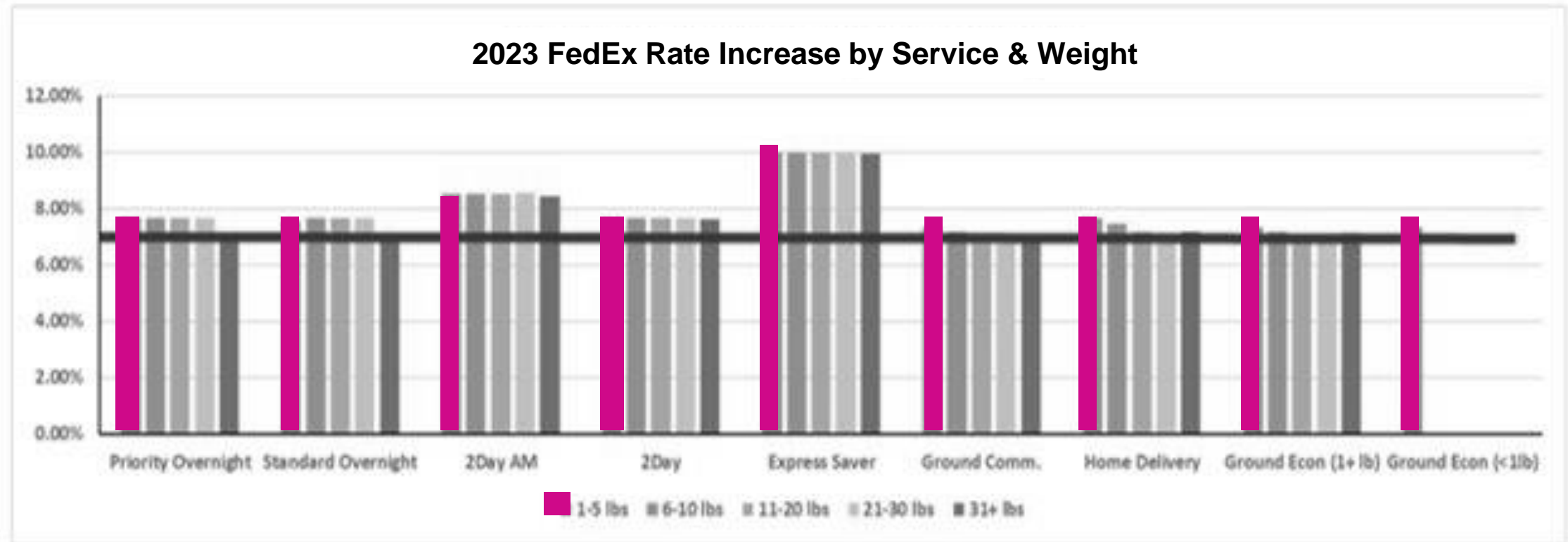
There will be an average 6.9% general rate increase across base pricing.

High Level Highlights*

- Minimums are over \$10 (for the first time)
- Additional Handling Surcharge for zone 3 is up nearly 19% from \$16 to \$19
- Oversize up 18% for Home Delivery with zone 2 increasing from \$135 to \$160.
- 16.4% average increase for shipments going to Zone 7+ across the board [carrier doesn't want long distance deliveries]
- Address Corrections up from \$19.50 to \$21
- Delivery Area Surcharge up 10% for US Express Residential, Ground Residential and Home Delivery – now all up from \$6.50 to **\$7.15**
- New in 2023 there will be a Remote Area Surcharge of **\$13.25**
 - **Important note: Since it's a brand-new surcharge, it is not within current negotiated contracts with their clients and therefore cannot be avoided.**
 - **UPS did the same last year with adding RDAS**

FedEx raises rates for longer zones

- This year, FedEx is increasing the rates for longer zones (6-8) more than for closer zones.
- The increase by weight ranges is consistent this year, unlike last year, when lighter weights had a much higher increase in comparison to heavier weights.



Did you know that US parcel volumes skyrocketed in 2021?



Parcel volume reached
21.5bn,
up from
20bn
in 2020



Every second,
683
parcels are shipped in
the US (up from **640** in
2020)



Every day
59mn
parcels were shipped

	2015	2016	2017	2018	2019	2020	2021
Parcel Volume	10bn	11bn	12b	13.3bn	14.8bn	20.2bn	21.5bn
Parcels per Person	31	34	37	41	45	61	65

Parcel shipping reaches 159bn in volume globally in 2021 and will most likely reach 256 billion by 2027

2023 Residential Surcharges

Select USPS to
avoid surcharges

Service	FedEx	UPS	USPS
Residential delivery surcharge	\$5.30	\$5.25	\$0
DAS Ground residential	\$5.55	\$5.30	\$0
DAS Ground extended residential	\$7.15	\$7.15	\$0
*Fuel surcharge	Approx. 17% on average of shipping costs including surcharges	Approx. 17% on average of shipping costs including surcharges	\$0
Address delivery correction fees	\$21.00	\$19.50	\$0
Dimensional rating	139	139	166 over a cubic foot
Package tracking detail	Yes	Yes	Yes
*Weight by ounce up to 16oz	No	No	Yes

*USPS First-Class Package Services charged by the ounce up to 15.99 ounces



Surcharge	Zones	2022 Rate	2023 Rate	Percentage Increase
Additional Handling				
Additional Handling, Weight	2	\$25.25	\$29.00	14.85%
Additional Handling, Weight	3-4	\$27.30	\$31.30	14.55%
Additional Handling, Weight	5+	\$30.30	\$34.00	11.48%
Additional Handling, Length/Width	2	\$15.75	\$18.30	17.46%
Additional Handling, Length/Width	3-4	\$17.30	\$20.30	17.14%
Additional Handling, Length/Width	5+	\$20.30	\$23.30	14.63%
Additional Handling, Packaging	2	\$14.00	\$16.30	17.86%
Additional Handling, Packaging	3-4	\$16.00	\$19.00	18.75%
Additional Handling, Packaging	5+	\$17.30	\$20.30	17.14%
Address Correction		\$18.00	\$19.50	8.33%
COO		\$17.50	\$18.00	2.86%
Dangerous Goods (Hazardous Materials)				
Hazardous Materials, Air, Accessible goods		\$130.00	\$145.00	11.54%
Hazardous Materials, Air, Inaccessible goods		\$61.50	\$68.50	11.38%
Hazardous Materials, Ground		\$44.00	\$48.00	9.09%
Delivery Area Surcharge				
Delivery Area Surcharge, Commercial Air		\$3.55	\$3.70	4.23%
Delivery Area Surcharge, Commercial Air Extended		\$4.25	\$4.50	5.88%
Delivery Area Surcharge, Commercial Ground		\$3.40	\$3.70	8.82%
Delivery Area Surcharge, Commercial Ground Extended		\$4.10	\$4.50	9.76%
Delivery Area Surcharge, Residential Ground		\$4.80	\$5.30	10.42%
Delivery Area Surcharge, Residential Ground Extended		\$6.30	\$7.15	10.00%
Delivery Area Surcharge, Residential Air		\$5.20	\$5.55	6.73%
Delivery Area Surcharge, Residential Air Extended		\$6.50	\$7.15	10.00%
Delivery Confirmation				
Delivery Confirmation Signature Required		\$5.90	\$6.35	7.63%
Delivery Confirmation Signature Required Adult		\$7.15	\$7.65	6.99%
Dry Ice		\$6.55	\$7.05	7.63%
Large Package Surcharge				
Large Package Surcharge, Commercial	2	\$110.00	\$135.00	22.73%
Large Package Surcharge, Commercial	3-4	\$120.00	\$145.00	20.83%
Large Package Surcharge, Commercial	5+	\$140.00	\$165.00	17.86%
Large Package Surcharge, Residential	2	\$135.00	\$160.00	18.52%
Large Package Surcharge, Residential	3-4	\$145.00	\$170.00	17.24%
Large Package Surcharge, Residential	5+	\$165.00	\$195.00	18.18%
International		\$145.00	\$170.00	17.24%
Over Maximum Limits		\$1,025.00	\$1,150.00	12.20%
Missing PLD fee		\$2.15	\$3.00	39.53%
Residential Surcharge				
Residential Surcharge, Ground		\$4.85	\$5.25	8.25%
Residential Surcharge, Air		\$5.35	\$5.85	9.35%
Daily Pickup				
Ground Weekly Pick Up (<\$75/week)		\$36.00	\$30.00	-16.67%
Ground Weekly Pick Up (>\$75/week)		\$19.50	\$30.00	53.85%
Late Payment Fee		6%	8%	33.33%



Surcharge Name	2022 Rate	2023 Rate	Percentage Increase
Address Correction	\$19.50	\$21.00	7.69%
Delivery Area Surcharge			
US Express	\$3.55	\$3.70	4.23%
US Express Residential	\$5.20	\$5.55	6.73%
Ground	\$3.40	\$3.70	8.82%
Ground Residential	\$4.80	\$5.30	10.42%
Home Delivery	\$4.80	\$5.30	10.42%
Ground Economy	\$3.60	\$3.60	0.00%
Late Fee	6%	8%	33.33%
Delivery Area Surcharge Extended			
US Express	\$4.25	\$4.50	5.88%
US Express Residential	\$6.50	\$7.15	10.00%
Ground	\$4.10	\$4.50	9.76%
Ground Residential	\$6.50	\$7.15	10.00%
Home Delivery	\$6.50	\$7.15	10.00%
Ground Economy	\$4.75	\$4.75	0.00%
Remote Delivery Surcharge		\$13.25	New for 2023
Non-Machinable, Ground Economy	\$5.10	\$5.70	11.76%
Oversize (US Express/Ground)			
Zone 2	\$110.00	\$135.00	22.73%
Zones 3-4	\$120.00	\$145.00	20.83%
Zones 5-6	\$135.00	\$160.00	18.52%
Zones 7+	\$145.00	\$170.00	17.24%
Oversize (Home Delivery)			
Zone 2	\$135.00	\$160.00	18.52%
Zones 3-4	\$145.00	\$170.00	17.24%
Zones 5-6	\$160.00	\$190.00	18.75%
Zones 7+	\$170.00	\$200.00	17.65%
Residential Surcharge, US Express	\$5.30	\$5.80	9.43%
Residential Surcharge, Ground	\$5.20	\$5.50	5.77%
Residential Surcharge, Home Delivery	\$4.75	\$5.15	8.42%
Ground Economy Delivery and Returns Surcharge	\$1.00	\$1.00	0.00%

USPS® Shipping Changes

Effective January 22, 2023



USPS® price changes will take effect Sunday, January 22nd.

- The Shipping Services (USPS Competitive Services) change affects products like Priority Mail, Priority Mail Express, First-Class Parcels, etc.
- The January rate change will also affect USPS Mailing prices (Market Dominant) like First-Class Letters, Postcards, and Marketing Mail.

Notable Changes:

- **Commercial and Commercial Plus** price categories will be consolidated into a **Commercial** pricing for Priority Mail and Priority Mail Express
- Zone Local, 1, and 2 will be split into Zone 1 and Zone 2.
- No more Priority Mail Regional Rate boxes

January							2023
Sun	Mon	Tue	Wed	Thu	Fri	Sat	
1 <small>New Year's Day</small>	2 <small>New Year's Day (observed)</small>	3	4	5	6	7	
8	9	10	11	12	13	14	
15	16	17	18	19	20	21	
22 <small>Martin Luther King Day</small>	23	24	25	26	27	28	
29	30	31					



Am I paying Retail or Commercial Rates?

Retail



Commercial





January 2023 Shipping Changes: Priority Mail®

Priority Mail Product	Current 2022 Retail	Jan 2023 Retail	Jan 2023 Commercial	Pitney Bowes Savings
Flat Rate Envelopes	\$9.00	\$9.65	\$8.05	\$1.60
Legal Flat Rate Envelope	\$10.20	\$9.95	\$8.35	\$1.60
Small Flat Rate Box	\$10.40	\$10.20	\$8.55	\$2.35
Medium Flat Rate Boxes	\$17.05	\$17.10	\$14.75	\$2.85
APO/FPO/DPO Large Flat Rate Box	\$20.95	\$21.20	\$18.35	\$2.30
1lb Zone 1	\$9.00	\$9.35	\$7.64	\$1.71
1lb Zone 4	\$9.75	\$10.20	\$8.24	\$1.96
2lb Zone 2	\$9.55	\$10.05	\$8.31	\$1.74
5lb Zone 4	\$13.45	\$14.05	\$10.27	\$3.78



Save an **average of 20.1% with Commercial Based Pricing** vs. Retail.



Print the IMpb label rather than a Meter Tape and pay less in 2023 for the same packages you sent Retail in 2022.



USPS® does not add any surcharges for fuel, residential delivery, or regular Saturday delivery.



2023* Priority Mail Commercial Base Pricing (CBP) vs. Retail

Weight not over (lbs)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
1	18%	19%	19%	19%	20%	18%	20%	20%	16%
2	16%	17%	20%	24%	25%	16%	23%	23%	18%
3	19%	20%	22%	26%	29%	16%	18%	18%	17%
4	23%	23%	25%	26%	24%	17%	19%	15%	14%
5	27%	27%	29%	27%	19%	19%	18%	15%	14%
6	28%	28%	28%	27%	20%	21%	16%	14%	12%
7	28%	29%	26%	28%	22%	20%	19%	17%	12%
8	27%	28%	25%	25%	20%	19%	21%	19%	12%
9	25%	25%	23%	22%	21%	21%	22%	20%	12%
10	27%	27%	23%	24%	21%	22%	23%	22%	12%

21%+ Savings

17% to 21% Savings

12% to 17% Savings

Print the **IMpb shipping label** rather than a Meter Tape to automatically save with **Commercial Base**

UNITED STATES POSTAL SERVICE®		www.pitneybowes.com	
P	US POSTAGE 10/22/2020 From 90049	VOID	
	Zone 6		Pitney Bowes ComPlsPrice Flat Rate Envelope
	02180050000249 9026497630		
PRIORITY MAIL 2-DAY™			
Michael Adams MA Corp Street 11695 San Vte Blvd Los Angeles CA 90049-5105		Estimated Delivery Date: 10/24/2020 0004	
JOHN Q PUBLIC SENDPRO CORP 3302 ANY WAY HUMBLE TX 77339-1101		R051	
TEST LABEL - DO NOT MAIL			
USPS TRACKING #			
9405 5092 0212 1000 0471 28			

*as of 1/22/2023

The USPS offers 3 pricing tiers for Priority Mail. Ship using the lowest rates available with Pitney Bowes.



Retail

The rate you pay at the Post Office or when using stamps or a meter tape.



Commercial

Discounted rates accessed by using shipping software to print the IMpb Shipping Label.



Priority Mail with Pitney Bowes

Special rates offered through a partnership agreement with the USPS offering lowest rates.



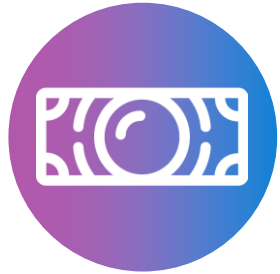
Priority Mail Cubic Pricing



Inexpensive way to send small packages that weigh up to 20lbs



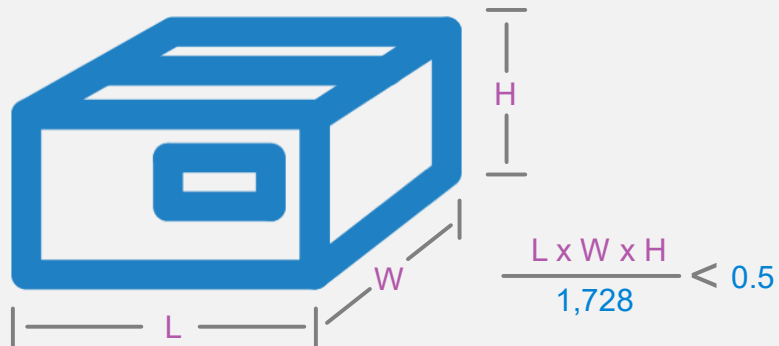
Fast Priority Mail delivery time frames (1 to 3 days)



Save up to 89% using PitneyShip vs. Retail rates



Includes \$100 USPS® insurance



Get Priority Mail Cubic Pricing automatically with PitneyShip™ and PitneyShip™ Pro

Get the best prices on Priority Mail with Pitney Bowes

Ex. Priority Mail, 7lb package going to Zone 5

\$19.50

Retail



\$15.30

Commercial



\$4.20 Savings

\$9.59

Pitney Bowes Rate

My Packaging
My Box
11 in x 6 in x 6 in
7 lbs 0.00 oz.



RATES AND SERVICES
Priority Mail®



TOTAL COST

\$9.59
~~\$19.50~~

Print Shipping Label

\$9.91 Savings

Savings Example: Priority Mail Flat Rate Envelope

\$9.00

Retail



\$8.50

Commercial



\$0.50 Savings

\$7.60

Pitney Bowes Rate

Priority Mail Packaging
Flat Rate Envelope



RATES AND SERVICES
Priority Mail®



TOTAL COST

\$7.60
\$9.90

Print Shipping Label

\$1.40 Savings



January 2023 Shipping Change: Priority Mail Express®

PME Product	Current 2022 Retail	Jan 2023 Retail	Jan 2023 Commercial	Pitney Bowes Savings
Flat Rate Envelope	\$28.75	\$28.75	\$24.90	\$3.85
Legal Flat Rate Envelope	\$10.20	\$28.95	\$25.15	\$3.80
Padded Flat Rate Envelope	\$10.40	\$29.45	\$25.35	\$4.10
0.5lb Zone 1	\$17.05	\$28.75	\$24.90	\$3.85
1lb Zone 1	\$20.95	\$29.20	\$25.25	\$3.95
0.5lb Zone 4	\$9.00	\$31.20	\$27.35	\$3.85
1lb Zone 4	\$9.75	\$35.80	\$31.25	\$4.55
1lb Zone 6	\$9.55	\$45.90	\$32.80	\$5.35
5lb Zone 3	\$13.45	\$41.65	\$35.85	\$5.80



Save an **average of 12% with Commercial Based Pricing** vs. Retail.



USPS Priority Mail Express is a guaranteed way to send overnight, or in up to two days on any day of the year, including **Sundays and holidays**.



The USPS is the only overnight carrier that delivers packages to P.O. Boxes



2023* Priority Mail Express CBP vs. Retail

Weight Not Over (lbs)	Zone 1	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
0.5	13%	14%	12%	12%	14%	14%	14%	13%	13%
1	14%	14%	13%	13%	15%	15%	15%	14%	14%
2	14%	14%	13%	13%	16%	16%	15%	14%	14%
3	14%	14%	13%	13%	16%	16%	16%	15%	15%
4	14%	14%	14%	13%	16%	17%	16%	15%	15%
5	14%	14%	14%	14%	17%	17%	17%	15%	15%
6	14%	14%	14%	14%	17%	17%	16%	15%	15%
7	15%	15%	14%	13%	17%	17%	16%	15%	15%
8	15%	15%	14%	13%	17%	17%	16%	15%	15%
9	15%	15%	14%	13%	16%	17%	16%	15%	15%

15%+ Savings

14% to 15% Savings

12% to 13% Savings

Print the **Impb shipping label** rather than a Meter Tape to automatically save with **Commercial Base**

UNITED STATES POSTAL SERVICE®		www.pitneybowes.com	
P	US POSTAGE 10/22/2020 From 90049	VOID	0218050000249 9026497630
	Pitney Bowes ComPisPrice Flat Rate Envelope		
	Zone 6		
PRIORITY MAIL 2-DAY™			
Michael Adams MA Corp Street 11695 San Vte Blvd Los Angeles CA 90049-5105		Estimated Delivery Date: 10/24/2020 0004	
JOHN Q PUBLIC SENDPRO CORP 3302 ANY WAY HUMBLE TX 77339-1101		R051	
TEST LABEL - DO NOT MAIL			
USPS TRACKING #			
9405 5092 0212 1000 0471 28			

*as of 1/22/2023

Choose First-Class Package Service if less than 1lb.




Jan 2022 Retail Parcels

Weight Not Over (oz.)	Zones							
	1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
1-4	\$4.75	\$4.85	\$4.90	\$5.00	\$5.05	\$5.10	\$5.15	\$5.25
5-8	\$5.40	\$5.50	\$5.55	\$5.60	\$5.65	\$5.70	\$5.75	\$5.85
9-12	\$6.15	\$6.25	\$6.30	\$6.35	\$6.40	\$6.45	\$6.55	\$6.65
13*	\$7.50	\$7.65	\$7.75	\$7.85	\$7.95	\$8.05	\$8.15	\$8.25

*Retail Parcels over 13 Oz become Priority Mail.

Jan 2022 Commercial Parcels

Weight Not Over (oz.)	Zones							
	1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
1-4	\$3.59	\$3.64	\$3.66	\$3.75	\$3.81	\$3.90	\$3.97	\$4.13
5-8	\$3.99	\$4.06	\$4.09	\$4.15	\$4.20	\$4.24	\$4.31	\$4.44
9-12	\$4.62	\$4.69	\$4.74	\$4.81	\$4.88	\$5.04	\$5.17	\$5.33
13-15.999	\$5.85	\$5.93	\$6.00	\$6.07	\$6.22	\$6.44	\$6.60	\$6.78

	\$2.60 US POSTAGE 01/05/2017 From 06810 0 lbs 7 ozs	 VOID Pitney Bowes ComBasPrice 022W0001259064 9023121473
	USPS FIRST-CLASS™ PKG	
Joe Davison ABC Co. 123 N Main St. Houston TX 77002-1037		0000
Chris Mallozzi PB Online Demo Center 37 Executive Dr Danbury CT 06810-4147		C046
USPS TRACKING #  9400 1098 9864 4491 0309 53		

Save an average of 28% with First-Class Commercial Parcels



Save big on small packages with First-Class Package Service



Inexpensive way to send your packages that way less than a 1lb.



1-5 day delivery



Retail Priority Mail®
\$9.85
(12 oz. Zone 3)



Retail PM Padded Flat
Rate Envelope
\$10.40



Retail PM Flat Rate
Envelope
\$9.65



First-Class Commercial Parcel
\$4.74 (51% savings)

Help Offset 2023 Increases with the best USPS rates from Pitney Bowes

We make it easy to ship smarter



Priority Mail®

up to
88% Savings



Priority Mail Express®

up to
17% Savings



First-Class® Commercial Parcels

up to
68% Savings*

Rate highlights – First-Class Mail

- Metered mail (**SendPro®/PitneyShip™**) **saves 3¢** on every First-Class Letter* vs. stamps.
- **3¢ increase** on First-Class Letters
- **10% increase** on postcards

First-Class Mail Single-Piece Prices	Current	New	Change
Letters 1 Oz.	\$0.60	\$0.63	+\$0.03
Metered Mail Letters 1 Oz. (SendPro rate)	\$0.57	\$0.60	+\$0.03
Flats/Large Envelope 1 Oz.	\$1.16	\$1.20	+\$0.04
Additional Ounce (Letters & Flats)	\$0.24	\$0.24	No Change
Single-Piece Cards	\$0.44	\$0.48	+\$0.04 (+10%)

*3¢ savings for Metered Letters applies to:

- Metered mail
- Online postage
- Permit imprints
- Pre-cancelled stamps



First-Class Mail Flats®

Jan 2023 Retail Flats

Weight not over (oz.)	Single piece rates	Increase
1	\$1.26	5%
2	\$1.50	4%
3	\$1.98	4%
4	\$2.22	3%
5	\$2.46	3%
6	\$2.70	3%
7	\$2.94	2%
8	\$3.18	2%
9	\$3.42	2%
10	\$3.66	2%
11	\$3.90	2%
12	\$4.14	2%
13	\$1.98	1%

Jan 2023 Metered Letters

Single piece rates	Savings Vs. Flats
\$0.60	52%
\$0.84	44%
\$1.08	38%
\$1.32	33%

*(up to 3.5oz)



Save \$0.66 per envelope by switching from flats to letters

How else can you save?



If less than 3.5 ounces, fold paper in half and use a 6" x 9 ½" envelope.



For Flats over 3.5 oz, duplex print to cut page count in half and reduce the weight of the envelope.

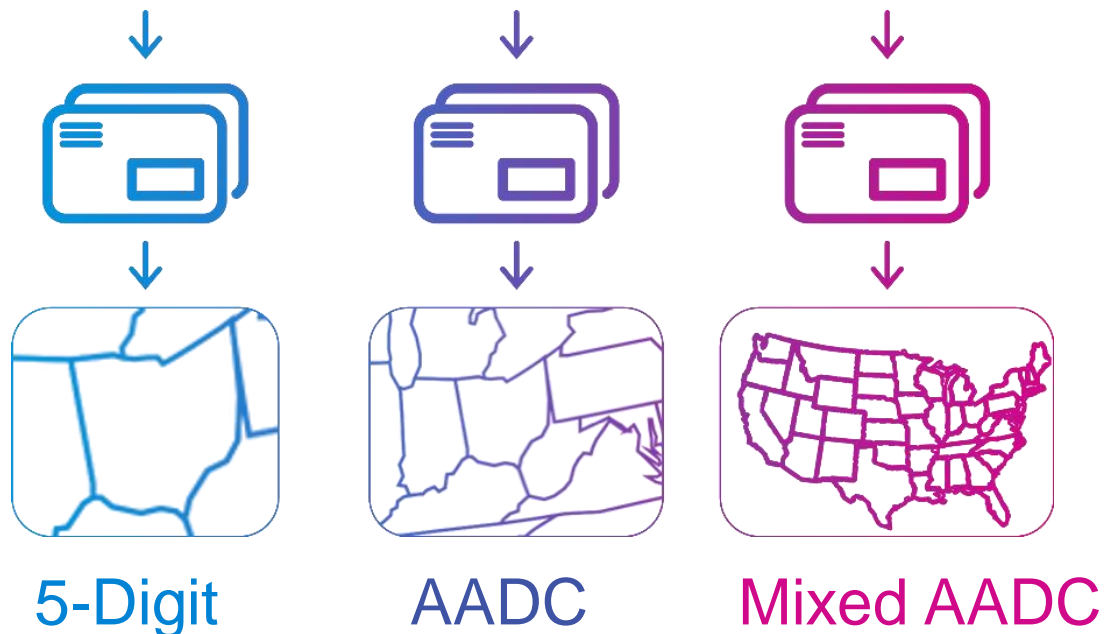


Explore First-Class Mail Commercial rates for even deeper savings.

- Presort Service
- Mail outsourcing
- Software

First-Class Mail Commercial Rates

Jan 2023	Automation Rates		
Weight not over (oz.)	5-Digit	AADC	Mixed AADC
1	\$0.47	\$0.51	\$0.53
2	\$0.47	\$0.51	\$0.53
3	\$0.47	\$0.51	\$0.53
3.5	\$0.47	\$0.51	\$0.53



How can I save automation discounts?



Software

Presort your larger mailings with software like [Pitney Bowes PlanetPress](#).



Presort Service

Leverage a pick-up service like [Pitney Bowes Presort](#) or [PresortXtra](#).



Outsource

Rather than printing documents and stuffing envelopes yourself, use a full-service solution like [Pitney Bowes Mailstream On Demand](#).



New Certified Mail Rates

Certified Mail™
from \$4.00 to \$4.15

15¢ increase

Return Receipt Retail
from \$3.25 to \$3.35

10¢ increase

Return Receipt Electronic
from \$2.00 to \$2.10

10¢ increase

U.S. Postal Service™
CERTIFIED MAIL® RECEIPT
Domestic Mail Only

For delivery information, visit our website at www.usps.com.

OFFICIAL USE

Certified Mail Fee \$
Extra Services & Fees (check box, add fee as appropriate)
☐ Return Receipt (hardcopy) \$
☐ Return Receipt (electronic) \$
☐ Certified Mail Restricted Delivery \$
☐ Adult Signature Required \$
☐ Adult Signature Restricted Delivery \$

Postage \$
Total Postage and Fees \$

Send To
Street and Apt. No., or PO Box No.
City, State, ZIP+4®

PS Form 3800, April 2015 PSN 7530-02-000-9047 See Reverse for Instructions

SENDER: COMPLETE THIS SECTION

■ Complete items 1, 2, and 3. Also complete item 4 if Restricted Delivery is desired.
■ Print your name and address on the reverse so that we can return the card to you.
■ Attach this card to the back of the mailpiece, or on the front if space permits.

1. Article Addressed to:
IVANNA LEDDER
21 AIRPORT RD
KITTY HAWK NC 27949

2. Article Number
(Transfer from service label) 91 7108 2133 3934 7419 5482

COMPLETE THIS SECTION ON DELIVERY

A. Signature
☒ Recipient ☐ Agent ☐ Addressee

B. Received by (Printed Name) I Ledder

C. Date of Delivery 03-20-2008

D. Is delivery address different from item 1? ☐ Yes
If YES, enter delivery address below: ☒ No

3. Service Type
☒ Certified Mail ☐ Express Mail
☐ Registered ☐ Return Receipt for Merchandise
☐ Insured Mail ☐ C.O.D.

4. Restricted Delivery? (Extra Fee) ☐ Yes

PS Form 3811, February 2004 Domestic Return Receipt 102595-02-M-1540

UNITED STATES
POSTAL SERVICE™

Date: 04/28/2005

Jane Doe:

The following is in response to your 04/28/2005 request for delivery information on your Certified item number 7004 0550 0000 4616 5430. The delivery record shows that this item was delivered on 04/16/2005 at 02:38 PM in ANYTOWN, MO 63197 to J. Somebody. The scanned image of the recipient information is provided below.

Signature of Recipient: John Somebody
JOHN SOMEBODY

Address of Recipient: 1234 ANY

Thank you for selecting the Postal Service for your assistance, please contact your local Post Office or

Sincerely,
United States Postal Service

The customer reference number shown below is not States Postal Service. It is solely for customer use.

Customer Reference Number: 00000001

91 7108 2133 3934 7419 5499

PLACE STICKER AT TOP OF ENVELOPE TO THE RIGHT OF THE RETURN ADDRESS. FOLD AT DOTTED LINE

CERTIFIED MAIL

91 7108 2133 3934 7419 5499

Switch to Electronic Return Receipt to save \$1.25 on every piece of Certified Mail



Save with Electronic Return Receipt.

No volume requirements

SENDER: COMPLETE THIS SECTION		COMPLETE THIS SECTION ON DELIVERY	
<p>■ Complete items 1, 2, and 3. Also complete item 4 if Restricted Delivery is desired.</p> <p>■ Print your name and address on the reverse so that we can return the card to you.</p> <p>■ Attach this card to the back of the mailpiece, or on the front if space permits.</p>		<p>A. Signature <input checked="" type="checkbox"/> Agent <input type="checkbox"/> Addressee</p> <p>B. Received by (Printed Name) <u>J. Ladder</u></p> <p>C. Date of Delivery <u>02-00-00</u></p> <p>D. Is delivery address different from item 1? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If YES, enter delivery address below:</p>	
<p>1. Article Addressed to:</p> <p><u>IVANNA LEDDER</u> <u>21 AIRPORT RD</u> <u>KITTY HWY NC 27449</u></p>		<p>3. Service Type</p> <p><input checked="" type="checkbox"/> Certified Mail <input type="checkbox"/> Express Mail</p> <p><input type="checkbox"/> Registered <input type="checkbox"/> Return Receipt for Merchandise</p> <p><input type="checkbox"/> Insured Mail <input type="checkbox"/> C.O.D.</p> <p>4. Restricted Delivery? (Extra Fee) <input type="checkbox"/> Yes</p>	
<p>2. Article Number (Transfer from service label) <u>91 7108 2133 3934 7419 5482</u></p>			

PS Form 3811, February 2004 Domestic Return Receipt 102595-02-M-1549

Green card hard copy
form 3811: \$3.35

Save \$1.25 on every
single piece.

Additional benefits:

- No manual filing
- Consolidated reporting
- Searchable signature files

UNITED STATES POSTAL SERVICE	
<p>Date: 04/28/2005</p> <p>Jane Doe:</p> <p>The following is in response to your 04/28/2005 request for delivery information on your Certified item number 7004 0550 0000 4616 5430. The delivery record shows that this item was delivered on 04/16/2005 at 02:38 PM in ANYTOWN, MO 63197 to J. Somebody. The scanned image of the recipient information is provided below.</p>	
Signature of Recipient:	<u>John Somebody</u> <u>JOHN SOMEBODY</u>
Address of Recipient:	<u>1234 ANY STREET</u>
<p>Thank you for selecting the Postal Service for your mailing needs. If you require additional assistance, please contact your local Post Office or postal representative.</p> <p>Sincerely, United States Postal Service</p> <p>The customer reference number shown below is not validated or endorsed by the United States Postal Service. It is solely for customer use.</p> <p>Customer Reference Number: 00000001</p>	

Electronic Return Receipt
form 3811: \$2.10

Think of it as “Green”

Save \$125 per hundred - \$1.25 each time*

Wrapping Up



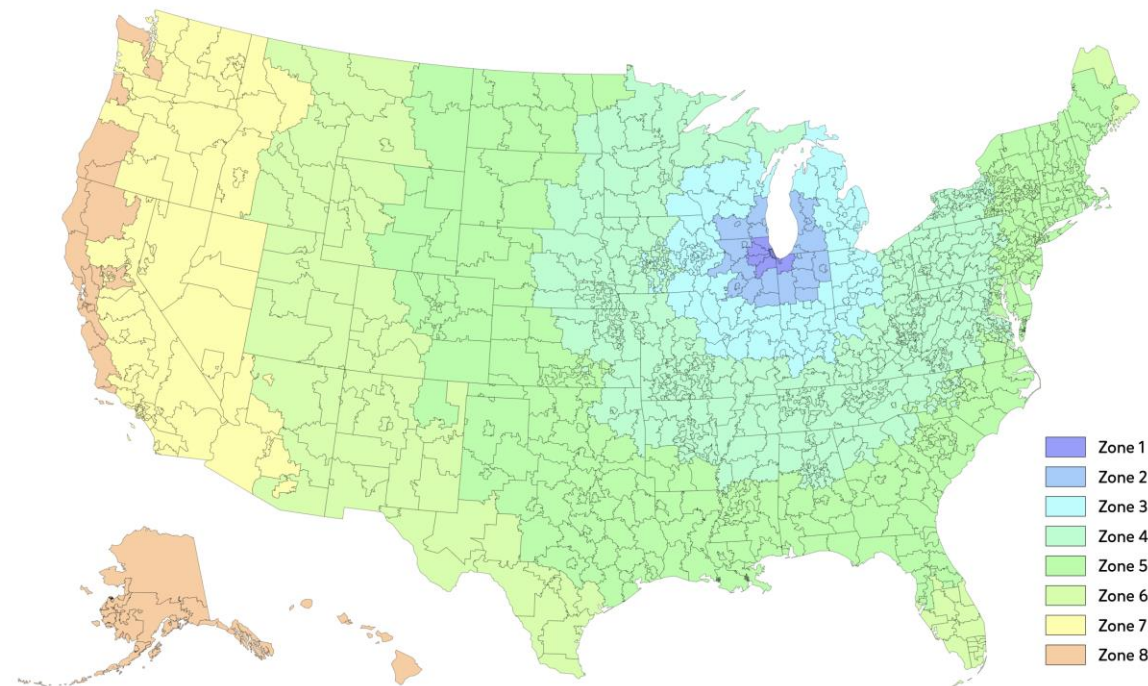
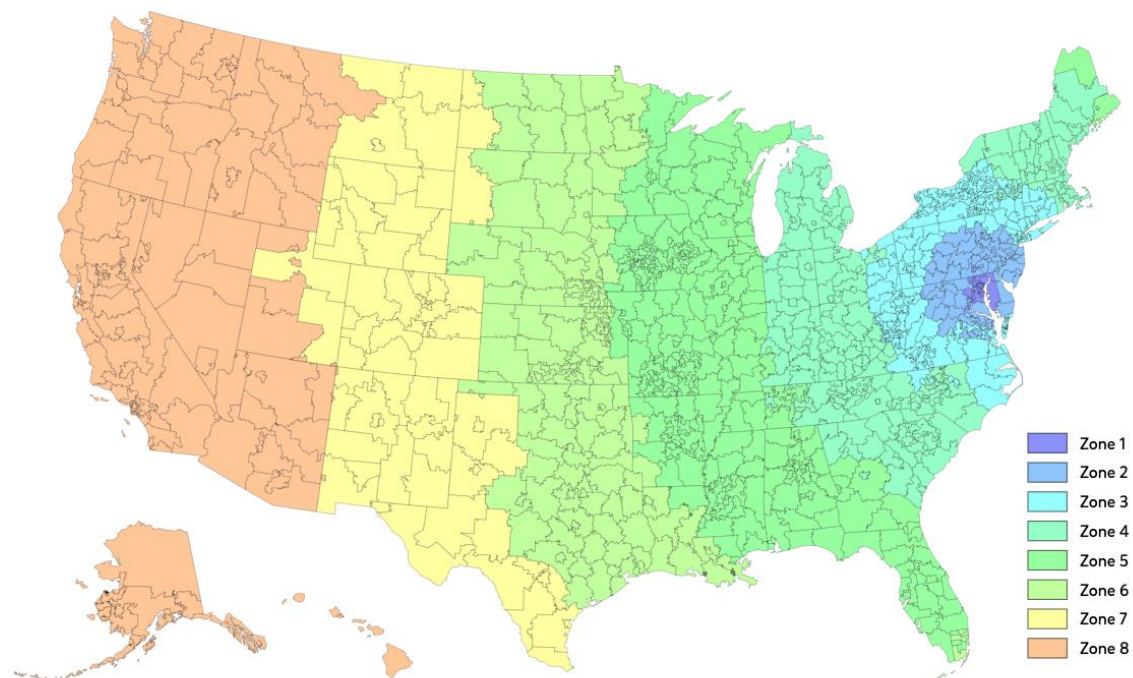


Shipping is complex



Understanding Zones

Pricing zones are based on where you're shipping from (origin).



Final thoughts



Carrier Diversity Can Save More than Money

With complex rate increases and surcharges, plus unpredictable delivery challenges, it's never been a better time for multi-carrier software.



Rethink Your Light-Weight and/or Smaller Packages

There are many affordable alternatives for your packages that weigh less than a pound and your heavier items packaged in smaller boxes. PitneyShip makes it easy to choose best available rates and service options.



Offset 2023 Rate Increases with PitneyShip.

Leverage your Pitney Bowes solution for Rates Lower than Commercial Base pricing on USPS and special discounts with UPS.

Additional Resources

USPS® resources

- USPS Postal Explorer® (<http://pe.usps.gov/>)
- PostalPro™ www.postalpro.usps.com

FedEx resources

<https://www.fedex.com/en-us/shipping/rate-changes.html>

UPS resources

https://www.ups.com/assets/resources/webcontent/en_US/Dly_US48_Final.pdf

Simplifying the 2023 USPS® Rate Change Webinar on December 13, 2022

In this interactive webinar, you will hear about the upcoming USPS changes and what it means to your business.



Visit the **Pitney Bowes** [Postal Information page](#) for helpful rate information and support.

Visit pitneybowes.com or contact your Account Rep directly.

Q&A

Thank you for joining us.

Please complete the post-event survey.

Let us know if we can help you reduce costs and #ShipSmarter

Appendix

FedEx 2022/2023 Rate Comparison

Surcharge Name	2022 Rate	2023 Rate	Percentage Increase
Additional Handling (Weight)			
Zone 2	\$25.25	\$29.00	14.85%
Zones 3-4	\$27.50	\$31.50	14.55%
Zones 5-6	\$29.50	\$33.50	13.56%
Zones 7+	\$31.50	\$36.00	14.29%
Additional Handling (Dimension)			
Zone 2	\$15.75	\$18.50	17.46%
Zones 3-4	\$17.50	\$20.50	17.14%
Zones 5-6	\$19.50	\$22.50	15.38%
Zones 7+	\$21.50	\$25.00	16.28%
Additional Handling (Packaging)			
Zone 2	\$14.00	\$16.50	17.86%
Zones 3-4	\$16.00	\$19.00	18.75%
Zones 5-6	\$17.00	\$20.00	17.65%
Zones 7+	\$18.00	\$21.00	16.67%
Address Correction	\$19.50	\$21.00	7.69%
Delivery Area Surcharge			
US Express	\$3.55	\$3.70	4.23%
US Express Residential	\$5.20	\$5.55	6.73%
Ground	\$3.40	\$3.70	8.82%
Ground Residential	\$4.80	\$5.30	10.42%
Home Delivery	\$4.80	\$5.30	10.42%
Ground Economy	\$3.60	\$3.60	0.00%
Late Fee	6%	8%	33.33%

Surcharge Name	2022 Rate	2023 Rate	Percentage Increase
Delivery Area Surcharge Extended			
US Express	\$4.25	\$4.50	5.88%
US Express Residential	\$6.50	\$7.15	10.00%
Ground	\$4.10	\$4.50	9.76%
Ground Residential	\$6.50	\$7.15	10.00%
Home Delivery	\$6.50	\$7.15	10.00%
Ground Economy	\$4.75	\$4.75	0.00%
Remote Delivery Surcharge		\$13.25	New for 2023
Non-Machinable, Ground Economy	\$5.10	\$5.70	11.76%
Oversize (US Express/Ground)			
Zone 2	\$110.00	\$135.00	22.73%
Zones 3-4	\$120.00	\$145.00	20.83%
Zones 5-6	\$135.00	\$160.00	18.52%
Zones 7+	\$145.00	\$170.00	17.24%
Oversize (Home Delivery)			
Zone 2	\$135.00	\$160.00	18.52%
Zones 3-4	\$145.00	\$170.00	17.24%
Zones 5-6	\$160.00	\$190.00	18.75%
Zones 7+	\$170.00	\$200.00	17.65%
Residential Surcharge, US Express	\$5.30	\$5.80	9.43%
Residential Surcharge, Ground	\$5.20	\$5.50	5.77%
Residential Surcharge, Home Delivery	\$4.75	\$5.15	8.42%
Ground Economy Delivery and Returns Surcharge	\$1.00	\$1.00	0.00%

UPS 2022/2023 Rate Comparison

Surcharge	Zones	2022 Rate	2023 Rate	Percentage Increase
Additional Handling				
Additional Handling, Weight	2	\$25.25	\$29.00	14.85%
Additional Handling, Weight	3-4	\$27.50	\$31.50	14.55%
Additional Handling, Weight	5+	\$30.50	\$34.00	11.48%
Additional Handling, Length/Width	2	\$15.75	\$18.50	17.46%
Additional Handling, Length/Width	3-4	\$17.50	\$20.50	17.14%
Additional Handling, Length/Width	5+	\$20.50	\$23.50	14.63%
Additional Handling, Packaging	2	\$14.00	\$16.50	17.86%
Additional Handling, Packaging	3-4	\$16.00	\$19.00	18.75%
Additional Handling, Packaging	5+	\$17.50	\$20.50	17.14%
Address Correction		\$18.00	\$19.50	8.33%
COD		\$17.50	\$18.00	2.86%
Dangerous Goods (Hazardous Materials)				
Hazardous Materials, Air, Accessible goods		\$130.00	\$145.00	11.54%
Hazardous Materials, Air, Inaccessible goods		\$61.50	\$68.50	11.38%
Hazardous Materials, Ground		\$44.00	\$48.00	9.09%
Delivery Area Surcharge				
Delivery Area Surcharge, Commercial Air		\$3.55	\$3.70	4.23%
Delivery Area Surcharge, Commercial Air Extended		\$4.25	\$4.50	5.88%
Delivery Area Surcharge, Commercial Ground		\$3.40	\$3.70	8.82%
Delivery Area Surcharge, Commercial Ground Extended		\$4.10	\$4.50	9.76%
Delivery Area Surcharge, Residential Ground		\$4.80	\$5.30	10.42%
Delivery Area Surcharge, Residential Ground Extended		\$6.50	\$7.15	10.00%
Delivery Area Surcharge, Residential Air		\$5.20	\$5.55	6.73%
Delivery Area Surcharge, Residential Air Extended		\$6.50	\$7.15	10.00%
Delivery Confirmation				
Delivery Confirmation Signature Required		\$5.90	\$6.35	7.63%
Delivery Confirmation Signature Required Adult		\$7.15	\$7.65	6.99%
Dry Ice		\$6.55	\$7.05	7.63%
Large Package Surcharge				
Large Package Surcharge, Commercial	2	\$110.00	\$135.00	22.73%
Large Package Surcharge, Commercial	3-4	\$120.00	\$145.00	20.83%
Large Package Surcharge, Commercial	5+	\$140.00	\$165.00	17.86%
Large Package Surcharge, Residential	2	\$135.00	\$160.00	18.52%
Large Package Surcharge, Residential	3-4	\$145.00	\$170.00	17.24%
Large Package Surcharge, Residential	5+	\$165.00	\$195.00	18.18%
International		\$145.00	\$170.00	17.24%
Over Maximum Limits		\$1,025.00	\$1,150.00	12.20%
Missing PLD Fee		\$2.15	\$3.00	39.53%
Residential Surcharge				
Residential Surcharge, Ground		\$4.85	\$5.25	8.25%
Residential Surcharge, Air		\$5.35	\$5.85	9.35%
Daily Pickup				
Ground Weekly Pick Up (<\$75/week)		\$36.00	\$30.00	-16.67%
Ground Weekly Pick Up (>\$75/week)		\$19.50	\$30.00	53.85%
Late Payment Fee		6%	8%	33.33%