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USPS Rate Change

Effective January 26, 2020

South West Mailing Systems, LLC Las Vegas, NV

Southwestmailing.com

Admin@southwestmailing.com

South West Mailing Systems, IIC

NEW RATES EFFECTIVE 1/26/20

First-Class Mail®

Priority Mail®

Priority Express Mail®

Package Services

Domestic Extra Services

Marketing Mail[™]





RATES CHANGE IN BOTH CATEGORIES



Competitive (Shipping) Products

Shipping Package Services

First-Class Mail Packages Priority Mail Priority Express Mail USPS Retail Ground



FIRST-CLASS MAIL

Market Dominant



FIRST-CLASS MAIL HIGHLIGHTS

STAMPS

\$0.55



METERED (5¢ DISCOUNT)



First-Class Single Piece Mail	Current Price	Jan 26, 2020	Change
Letter (1 ounce) stamp	\$.55	\$.55	0.0%
Letter (1 ounce) postage meter	\$.50	\$.50	0.0%
Additional ounce (letters – up to 3.5 oz.)	\$.15	\$.15	0.0.%
Additional ounce (lg env. – up to 13 oz.)	\$.15	\$.20	33.3%*
Large Envelope (1 oz.)	\$1.00	\$1.00	0.0%
Postcard	\$.35	\$.35	0.0%
International Letters (1 oz.)	\$1.15	\$1.20	4.3%

*Important to note that the additional ounce lowered from \$.21 to \$.15 in the last rate change (Jan 2019). The USPS is readjusting the additional ounce to better reflect the cost of processing large envelopes/flats while retaining the reduced rate for letter mail.

METERED MAIL SAVES 9% OVER STAMPS



FIRST-CLASS LARGE ENVELOPES PRICE INCREASES DRAMATICALLY

First-Class Single Piece Letter Mail METERED	Current Price	1/26/20	Change
1 oz.	\$1.00	\$1.00	0.00%
2 oz.	\$1.15	\$1.20	4.35%
3 oz.	\$1.30	\$1.40	7.69%
4 oz.	\$1.45	\$1.60	10.34%
5 oz.	\$1.60	\$1.80	12.50%
6 oz.	\$1.75	\$2.00	14.29%
7 oz.	\$1.90	\$2.20	15.79%
8 oz.	\$2.05	\$2.40	17.07%
9 oz.	9 oz. \$2.20 \$2.60		18.18%
10 oz.	\$2.35	\$2.80	19.15%
11 oz.	\$2.50	\$3.00	20.00%
12 .oz	\$2.65	\$3.20	20.75%
13. oz.	\$2.70	\$3.40	25.93%

PRO TIP: CONVERT LIGHT FLATS TO 6" x 9.5"

LARGE ENVELOPES COST LESS!

First-Class Single Piece Jan 26, 2020	Letter Mail METERED	Large Envelopes METERED	Potential Savings By Reformatting		
1 oz.	\$0.50	\$1.00	0.00%		
2 oz.	\$0.65	\$1.20	-45.83%		
3 oz.	\$0.80	\$1.40	-42.86%		
3.5 oz.	\$0.95	\$1.60	-40.63%		



PRO TIP: REFORMAT AND SAVE UP TO 45%



FP Mailing Solutions /South West Mailing Systems

USPS Media Mail

+1.8% to +3.5%

About:

- Can be very inexpensive
- Delivery 2 -9 days
- Up to 70 lbs.
- Not zone based
- Optional tracking
- Subject to postal inspections

What Can You Ship?



Material:

- Books (at least 8 pages).
- Sound recordings and video recordings, such as CDs and DVDs.
- Play scripts and manuscripts for books, periodicals, and music.
- Printed music.
- Computer-readable media containing prerecorded information and guides or scripts prepared solely for use with such media.
- Sixteen millimeter or narrower width films.
- Printed objective test materials and their accessories.
- Printed educational reference charts.
- Loose-leaf pages and their binders consisting of medical information for distribution to doctors, hospitals, medical schools, and medical students



USPS Library Mail



About:

- Can be very inexpensive
- Delivery up to 7-10 days
- Up to 70 lbs.
- Not zone based
- Optional tracking
- Subject to postal inspections
- \$2.66 for first pound
- Add'l \$.50 per pound from 2-7 lbs., then \$.51/lb. up to 70 lbs.

Material:

- Available for sending books, recordings, and media material to, from, or between schools, libraries, museums, and other qualified organizations.
- Packages are to show the name of the school or non-profit organization in the address or return address



USPS EXTRA SERVICES – 1/26/20

		USPS TRACKING & SIGNATURE CONFIRMATION-RETAIL	
Pis From 3817. Apr 2007 PISN 7550-02-000-0085	U.S. Fordal Service" CENTIED CALL*ACCEPT	A Constant devices "Experience Continuation" Receipt	RE 445 621 155 US
\$1.50 +3.4%	\$3.55 +1.4%	\$3.15 +5.0%	\$12.60 +1.6%
 Proof of mailing 	Proof of mailing	Proof of mailing	Proof of mailing
No tracking	 Proof of delivery with Return Receipt 	Proof of delivery with Signature Confirmation	Proof of delivery with Signature Confirmation
Post Office onlyForm is only receipt	Tracking with status	Tracking with status	Tracking with status
 Manual process 	Audit trail	Not available on letters	Not available on letters



2020 CERTIFIED MAIL PRICES

Certified Mail	\$3.55
Restricted Delivery	\$9.00
Adult Signature Required	\$9.00
Adult Signature Restricted Delivery	\$9.00
	411L 799

2020 CERTIFIED MAIL PRICES

Return Receipt – PS Form 3811

"Green Card"

Return Receipt Electronic

Reduces costs, mitigates risks, improves record keeping



\$2.85



SAVE \$1.20 WITH ELECTRONIC RETURN RECEIPT

PACKAGESERVICES

Competitive Products



COMPETITIVE PRICE INCREASES

Product	Jan 26, 2020
Priority Mail	+4.1%
Priority Mail Express	+3.5%
First-Class Package Service (FCPS)	+3.5%
Retail Ground	NEW - DIM
International	+5.1%



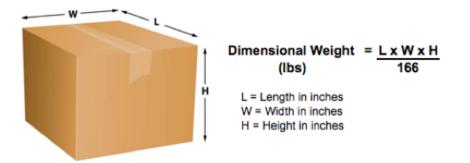




RETAIL GROUND

About:

- Ground shipping solution for packages, thick envelopes, and tubes
- Up to 70 lbs.
- Not required to be mailed at First-Class Mail® service
- USPS Tracking® is included at no additional charge
- Available for zones 5-9 with exemptions for zones 1-4



RETAIL GROUND PACKAGES NOW DIM



FIRST-CLASS PACKAGE - RETAIL

Weight				Z	ones			
Not Over			Zone	Zone	Zone	Zone		
(ounces)	1&2	Zone 3	4	5	6	7	Zone 8	Zone 9
1	3.80	3.85	3.90	3.95	4.00	4.05	4.20	4.20
2	3.80	3.85	3.90	3.95	4.00	4.05	4.20	4.20
3	3.80	3.85	3.90	3.95	4.00	4.05	4.20	4.20
4	3.80	3.85	3.90	3.95	4.00	4.05	4.20	4.20
5	4.60	4.65	4.70	4.75	4.80	4.90	5.00	5.00
6	4.60	4.65	4.70	4.75	4.80	4.90	5.00	5.00
7	4.60	4.65	4.70	4.75	4.80	4.90	5.00	5.00
8	4.60	4.65	4.70	4.75	4.80	4.90	5.00	5.00
9	5.30	5.35	5.40	5.45	5.50	5.65	5.75	5.75
10	5.30	5.35	5.40	5.45	5.50	5.65	5.75	5.75
11	5.30	5.35	5.40	5.45	5.50	5.65	5.75	5.75
12	5.30	5.35	5.40	5.45	5.50	5.65	5.75	5.75
13	5.90	5.95	6.05	6.15	6.20	6.40	6.50	6.50

RETAIL RATES:

- Zone Based Only four weight bands
- Maximum 13 ounces vs. Commercial at 15.99 oz.

TIP:

 Use MailOne or FP Parcel Shipping to get lower rates and heavier weights



FIRST-CLASS PACKAGE SERVICE

Weight Not Over		First-Clas	ss Packa	ge Servic	e CPP Sa	vings Ov	ver Retail	
(ounces)	Z1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
1	27.9%	28.3%	28.7%	28.1%	26.8%	24.7%	24.3%	24.3%
2	27.9%	28.3%	28.7%	28.1%	26.8%	24.7%	24.3%	24.3%
3	27.9%	28.3%	28.7%	28.1%	26.8%	24.7%	24.3%	24.3%
4	27.9%	28.3%	28.7%	28.1%	26.8%	24.7%	24.3%	24.3%
5	30.2%	30.5%	30.9%	30.3%	29.4%	28.2%	26.6%	26.6%
6	30.2%	30.5%	30.9%	30.3%	29.4%	28.2%	26.6%	26.6%
7	30.2%	30.5%	30.9%	30.3%	29.4%	28.2%	26.6%	26.6%
8	30.2%	30.5%	30.9%	30.3%	29.4%	28.2%	26.6%	26.6%
9	25.8%	25.8%	25.9%	25.1%	24.0%	23.5%	22.4%	22.4%
10	25.8%	25.8%	25.9%	25.1%	24.0%	23.5%	22.4%	22.4%
11	25.8%	25.8%	25.9%	25.1%	24.0%	23.5%	22.4%	22.4%
12	25.8%	25.8%	25.9%	25.1%	24.0%	23.5%	22.4%	22.4%
13	14.6%	14.6%	15.4%	14.3%	12.9%	13.4%	12.3%	12.3%
14	32.8%	35.3%	36.0%	36.1%	36.1%	37.4%	40.6%	59.4%
15	32.8%	35.3%	36.0%	36.1%	36.1%	37.4%	40.6%	59.4%
15.999	32.8%	35.3%	36.0%	36.1%	36.1%	37.4%	40.6%	59.4%

CBP/CPP SAVES UP TO 59% OVER RETAIL*

* Example, 15 ounce parcel retail is Priority vs. First-Class Commercial Parcel.



PRIORITY MAIL FLAT RATE BOXES

PRIORITY * MAIL *	TRACKED INSURED 	PRIORITY * MAIL *	TRACKED' INSURED'	PRIORITY * MAIL *	TRACKED INSURED *
FEAT PATE ENVELOPE		FLAT RATE ENVELOPE		FLAT RATE ENVELOPE	
11111	POSTAL SERVICE	Hereiter and Annual Annua	UNITED STATES POSTAL SERVICE		Prostal service
Flat Rate Envel	ope	Flat Rate Padd	ed Envelope	Flat Rate Legal Er	nvelope
Retail:	\$7.75	Retail:	\$8.40	Retail:	\$8.05
Commercial:	\$7.15	Commercial:	\$7.75	Commercial:	\$7.45
PRIORITY * MAIL *	TRUCKU BURAU *	PRIORITY * MAIL * PRIORITY * MAIL *	Rucer Registr	PRIORITY "MAIL, PRIORIT * MAIL *	
Flat Rate Small Retail:	\$8.30	Flat Rate Media Retail:	\$15.05	Flat Rate Larg Retail:	ge Box \$21.10
Commercial:	\$7.65	Commercial:	\$13.20	Commercial:	\$18.30

USPS Benefits Over Carriers:

- No fuel or residential delivery surcharges
- Standard Saturday delivery
- No fee for incorrect or missing suite/apt
- Free pickup
- More tracking scans
- 1-3 day delivery

COMMERCIAL FLAT RATE SAVES UP TO 13.3%



PRIORITY CBP DISCOUNTS GET BIGGER

Current Rates 5.1% - 11.8% Commercial Discount

Priority Mail - Retail vs. CBP	Retail		CBP		Difference		% Diff.
Flat Rate Envelopes	\$	7.35	\$	6.95	\$	0.40	5.4%
Legal Flat Rate Envelope	\$	7.65	\$	7.25	\$	0.40	5.2%
Padded Flat Rate Envelope	\$	8.00	\$	7.55	\$	0.45	5.6%
Small Flat Rate Box	\$	7.90	\$	7.50	\$	0.40	5.1%
Medium Flat Rate Boxes	\$	14.35	\$	12.80	\$	1.55	10.8%
Large Flat Rate Boxes	\$	19.95	\$	17.60	\$	2.35	11.8%

New Rates 7.7% - 13.3% Commercial Discount

Priority Mail - Flat Rate	Retail		Comm.		Savings \$		Savings %	
Flat Rate Envelopes	\$	7.75	\$	7.15	\$	0.60	7.7%	
Legal Flat Rate Envelope	\$	8.05	\$	7.45	\$	0.60	7.5%	
Padded Flat Rate Envelope	\$	8.40	\$	7.75	\$	0.65	7.7%	
Small Flat Rate Box	\$	8.30	\$	7.65	\$	0.65	7.8%	
Medium Flat Rate Boxes	\$	15.05	\$	13.20	\$	1.85	12.3%	
Large Flat Rate Boxes	\$	21.10	\$	18.30	\$	2.80	13.3%	



OPPORTUNITY: MORE REASON TO USE CBP/CPP



PRIORITY MAIL COMMERCIAL SAVINGS OVER RETAIL

Weight Not Over				ZO	NE			
(Lbs)	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
0.5	6.4%	6.4%	5.5%	5.5%	5.6%	7.9%	12.3%	18.9%
1	6.4%	6.4%	5.5%	5.5%	5.6%	7.9%	12.3%	18.9%
2	7.4%	9.9%	18.0%	19.6%	15.0%	22.8%	24.9%	21.7%
3	9.9%	15.2%	21.2%	24.0%	8.3%	20.2%	21.3%	20.7%
4	13.7%	19.9%	21.5%	25.9%	17.9%	22.8%	21.6%	17.5%
5	21.2%	24.8%	23.3%	26.1%	17.9%	22.6%	21.3%	17.1%
6	25.6%	26.1%	25.8%	9.7%	15.5%	17.2%	16.0%	15.8%
7	29.8%	26.0%	36.8%	16.1%	15.5%	16.5%	16.1%	15.9%
8	31.3%	29.9%	32.8%	23.1%	18.1%	17.2%	15.8%	15.7%
9	27.5%	32.5%	36.8%	27.8%	18.1%	16.9%	15.9%	15.7%
10	28.2%	33.9%	40.4%	27.2%	17.4%	16.0%	15.2%	15.9%





Notes:

- 1. Priority Mail goes up to 70 pounds
- 2. \$50 free insurance when using IMpb label with CBP; \$100 for CPP
- 3. Irregular surcharge may apply
- 4. IMpb or EVS non-manifest non-compliance fee of \$.20 may apply

CBP/CPP SAVES UP TO 40.4% ZIP/ZONE



PRIORITY MAIL EXPRESS

Product	Current	Jan 26, 2020	Change
Flat Rate Envelope	\$22.68	\$26.35	16.2%
Legal Flat Rate Envelope	\$22.80	\$26.50	16.2%
Padded Flat Rate Envelope	\$23.18	\$26.95	16.3%
Non-Flat Rate, Zone 5, 8 ounces	\$29.05	\$30.70	5.7%
Non-Flat Rate, Zone 3, 5 lbs.	\$36.20	\$37.95	4.6%

AVERAGE INCREASE 3.5%

FP Mailing Solutions /South West Mailing Systems

PRIORITY EXPRESS MAIL

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PRIORITY

* MAIL *

EXPRESS

TRACKED



Retail:	\$26.35
Commercial:	\$22.75

Flat Rate Padded Envelope

 Retail:
 \$26.95

 Commercial:
 \$23.25



Flat Rate Legal Envelope

Retail:	\$26.50
Commercial:	\$22.95

CBP/CPP FLAT RATESAVES UP TO 13.7%



FP Mailing Solutions /South West Mailing Systems

PRIORITY MAIL EXPRESS COMMERCIAL SAVINGS OVER RETAIL

Weight Not Over (Lbs)	Priority Mail Express Zones – Commercial Savings							
	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
0.5	13.7%	12.4%	12.5%	14.2%	13.7%	13.6%	12.7%	13.1%
1	14.0%	12.7%	12.9%	15.0%	14.8%	14.6%	13.5%	14.0%
2	14.4%	13.2%	13.1%	15.8%	15.5%	15.4%	14.3%	14.7%
3	14.7%	13.3%	13.3%	16.2%	16.1%	15.8%	14.7%	15.3%
4	15.0%	13.7%	13.4%	16.7%	16.5%	16.3%	15.1%	15.7%
5	15.3%	13.8%	13.6%	16.9%	16.9%	16.6%	15.4%	16.0%
6	15.2%	13.7%	13.4%	16.8%	16.7%	16.5%	15.3%	15.9%
7	15.2%	13.6%	13.4%	16.8%	16.6%	16.4%	15.3%	15.8%
8	15.0%	13.4%	13.3%	16.7%	16.6%	16.3%	15.2%	15.7%
9	15.1%	13.4%	13.2%	16.6%	16.5%	16.3%	15.1%	15.7%
10	15.0%	13.3%	13.2%	16.6%	16.4%	16.2%	15.1%	15.6%





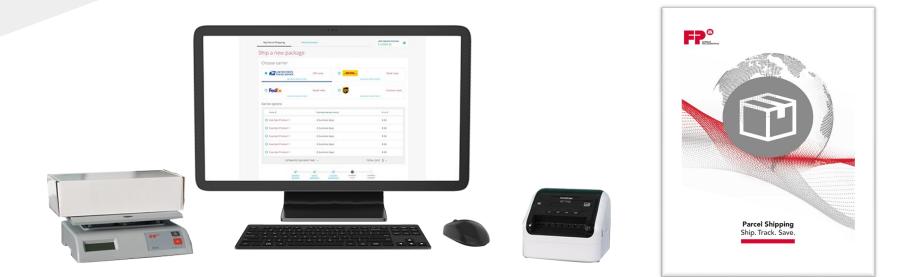
Notes:

- 1. Priority Mail Express goes up to 70 pounds
- 2. \$50 free insurance when using IMpb label with CBP; \$100 for CPP
- 3. Irregular surcharge may apply
- 4. IMpb or EVS non-manifest non-compliance fee of \$.20 may apply

CBP/CPP SAVES UP TO 16.9% FOR ZIP/ZONE



FP[®]Parcel Shipping



Email or Call for more info



FP Mailing Solutions /South West Mailing Systems

MAILONE FOR POSTBASE



MailOne Software

- USPS Shipping
- Mail Accounting
- Certified Mail Management

MAILONE IS FREE IN PostBase FP LEASE PACKAGES



USPS ADVANTAGE

The Postal Service has some of the lowest letter mail postage rates in the industrialized world and also continues to offer a great value in shipping.

Unlike some other shippers, the Postal Service does not add surcharges for fuel, residential delivery, or regular Saturday or holiday season delivery.

The Postal Service receives no tax dollars for operating expenses and relies on the sale of postage, products and services to fund its operations.



RATE CHANGE STATUS

Schedule and Support



RATE RELEASE SCHEDULE

SYSTEM	STATUS
PostBase 20-85 (IBIP)	Planned end of next week (1/16)
PostBase MINI (IMI)	Planned (1/22)
PostBase integra & pro (IMI)	Planned (1/22)
PostBase One (IMI)	Planned (1/22)
Opti30 (IBIP)	Planned end of next week (1/16)
MyMail (IBIP)	Planned end of next week (1/16)
CentorMail (IBIP)	Planned end of next week (1/16)
MailOne 3.0	Downloads on rate change day
MailOne 1.6	Downloads on rate change day
Scales	ТВС

IMI METERS AND MAILONE CONNECT DAILY 100% WILL UPDATE PRIOR TO THE RATE CHANGE



"HOW TO" INSTRUCTIONS

- PostBase IBIP users
 - Perform "Remote Services"
 Connection
 - More reliable connection
 - Half the time of a full connection
 - Reduces server load on TDC
- PostBase IMI users
 - System automatically updates

How to download the updated rates:

Select the "Menu" on the PostBase touch screen
 Select "Remote Services"



This will start the rate download. Please note that this may take a few minutes to finish downloading. Your system may request a reboot. Once you have successfully downloaded the rates, you will see this confirmation screen:





POSTBASE **IBIP** DOWNLOAD INSTRUCTIONS (20-85)

Remote Service

- Select "Menu" on the postage meter
- Select "Remote Service"
- System will synchronize

Postage Download

- Select "Menu" on the postage meter
- Select "Download Postage"
- Enter value of "0"
- Select "Load Postage"
- Confirm with "Ok"



POSTBASE IMI RATE DOWNLOAD INSTRUCTIONS

- IMI meters make connection to our servers daily and will obtain the new rates during that daily connection
- If the meter does not download the rates automatically, follow the same steps as you would for IBIP and run "Remote Service" from the meter Menu
- For PostBase Vision, a "Postal Synchronization" can be performed or a "Sync All"



USPS RESOURCES

Postal Explorer <u>https://pe.usps.com/</u> Postal Pro <u>https://postalpro.usps.com/</u>

≥USPS.COM[®] Postal Explorer

PE Tools - Publications - Business Solutions - Archives - Help -

Domestic Mail

Domestic Mail Manual (DMM) HTML | PDF DMM Subject Index HTML | PDF DMM Summary of Changes HTML | PDF Quick Service Guides HTML | PDF Customer Support Rulings (CSR) HTML Postal Addressing Standards (PUB 28) HTML | PDF Nonprofit USPS Marketing Mail Eligibility (PUB 417) HTML | PDF A Customer's Guide to Mailing (DMM 100) HTML | PDF Hazardous, Restricted, and Perishable Mail (PUB 52) HTML | PDF HAZMAT PUB Search

International Mail

International Mail Manual (IMM) HTML | PDF IMM Subject Index HTML | PDF Individual Country Listings HTML | PDF Country Price Groups and Weight Limits HTML | PDF Q Search

Prices

Price List (Notice 123) HTML | PDF

January 2020 Price Change Documents





For more information about US rate change please contact:

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