



Global ★ eCommerce ★



International Shipping Solutions

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↑ 14% *Global e-commerce*
Topping \$4 trillion

of total retail sales
projected by 2020*

Grow your business abroad

With a full range of products and services, USPS® can help you expand your business.

* eMarketer, Retail eCommerce Sales Share Worldwide 2015-2020, Aug. 2016





Full-service shipping worldwide

With shipping to over 180 countries across the world, USPS® can help you:

- ★ Attract new customers.
- ★ Improve the delivery experience.
- ★ Build and maintain a loyal customer base.



How is the best way to ship my products & how much does it cost?

What do you need to accomplish:

- ★ Delivery time frame expected by your customer
- ★ Weight
- ★ Dimensions
- ★ Destination zone
- ★ Value of shipment
- ★ Duties and taxes
- ★ Discounts you are getting (actual)

Remember that order fulfillment is a touchpoint and has marketing implications. Your fulfillment process can affect repeat orders, referrals.



USPS® global shipping solutions to fit your business

PROVIDER	DELIVERY SCHEDULE		
	Global Express Guaranteed® (1-3 business days) ¹	Priority Mail Express International™ (3-5 business days) ²	Priority Mail International® (6-10 business days) ²
	International Priority® (1-3 business days)	International Economy® (2-5 business days)	Not Available
	Worldwide Saver® Worldwide Express® (1-3 business days)	Worldwide Expedited® (2-5 business days)	Not Available
	Express Worldwide (# of days vary)	Express Worldwide (# of days vary)	Not Available

1. For many major markets. Average number of business days may vary. See Publication 141 for more information.

2. For many major markets. Average number of business days may vary based upon origin and destination.

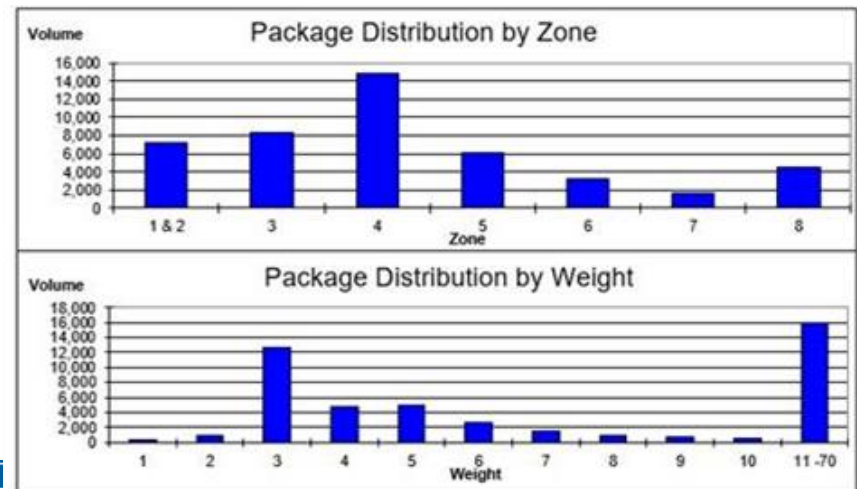
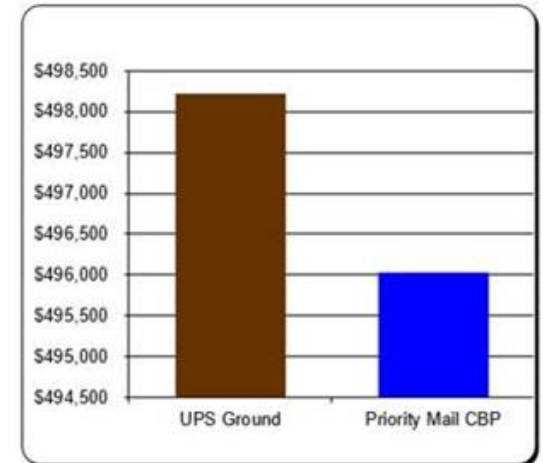
This chart demonstrates delivery days/times ONLY and does not compare details on service offerings (such as guarantees) or charges. UPS®, DHL®, and FedEx® services and times valid as of November 2013; please see UPS Rate and Service Guide, DHL Rate and Service Guide, and FedEx Service Guide for details on services. United States Postal Service® is a trademark of the United States Postal Service. All other product and service names mentioned are the trademarks of their respective companies.



Competitive Cost/Service Analysis

Based on Package Level Detail to show:

- ◆ DIM Weight Impacts – Actual weights vs. billable weights
- ◆ Net Minimum Charges
- ◆ Percent of Delivery Area Surcharges (DAS) and Extended (EDAS)
- ◆ Zone Mix – Distribution Center effectiveness
- ◆ Packaging efficiency (box vs. poly)
- ◆ Ounce-based opportunities
- ◆ Cubic-based opportunities











Watch for surcharges and discount limitations.

What are you actually paying for shipping?

Effective
2017 - April 1
 Added Fee Comparison by Service

SERVICE LEVEL	 UNITED STATES POSTAL SERVICE				   			
	OVERNIGHT	Priority 1-3 Day	OVERNIGHT*	Ground 1-5 Day*	OVERNIGHT*	Ground 1-5 Day*	Ground 1-5 Day^	Ground 2-7 Day^^
Fuel Surcharge***	NONE	NONE	4.50%	5.50%	2.75%	4.25%	4.25%	4.25%
Address Correction (Fee Per Package)	NONE	NONE	\$13.40	\$13.40	\$14.00	\$14.00	\$14.00	NOT AVAILABLE
Delivery Area Surcharge - Commercial	NONE	NONE	\$2.45	\$2.30	\$2.60	\$2.45	N/A	\$1.20
Delivery Area Surcharge - Residential	NONE	NONE	\$3.80	\$3.25	\$3.90	\$3.90	\$3.35	\$1.20
Extended Delivery Area Surcharge - Commercial	NONE	NONE	\$2.55	\$2.40	\$2.60	\$2.45	N/A	\$1.70
Extended Delivery Area Surcharge - Residential	NONE	NONE	\$4.20	\$4.20	\$4.20	\$4.20	\$4.20	\$1.70
Residential Surcharge	NONE	NONE	\$4.00	\$3.40	\$3.85	\$3.85	\$3.45	NONE
Over 48" Length Special Handling Surcharge	NONE	NONE	\$10.85	\$10.85	\$11.00	\$11.00	\$11.00	NONE
Net Minimum Charge (Domestic)	NONE	NONE	\$23.10**	\$7.32	\$22.28**	\$7.25	\$7.25	NONE
Adult Signature Required	\$5.90	\$5.90	\$5.50	\$5.50	\$5.50	\$5.50	\$5.50	NOT AVAILABLE
Adult Signature Required - Restricted Delivery	\$6.15	\$6.15	NOT AVAILABLE		NOT AVAILABLE			
Signature Required - Direct	\$2.45	\$2.45	\$4.50	\$4.50	\$4.50	\$4.50	\$4.50	NOT AVAILABLE
Delivery Intercept	\$12.95	\$12.95	\$13.40	\$13.40	\$14.00	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE
RETURNS/ Call Tag Fee (Commercial / Residential)	NONE	NONE	\$7.70	\$7.70	\$5.00	\$7.00	\$7.00	NOT AVAILABLE
Daily On-Route Pick-up (Fee Per Week)	NONE	NONE	\$12.90		\$13.00			
Saturday Pick-up (Fee Per Package)	NONE	NONE	\$16.00	NOT AVAILABLE	\$16.00	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE
Saturday Delivery (Fee Per Package)	NONE	NONE	\$16.00	NOT AVAILABLE	\$16.00	NOT AVAILABLE	NOT AVAILABLE	NONE
Sunday/Holiday Delivery (Fee Per Package)	\$12.50	N/A	NOT AVAILABLE	NOT AVAILABLE	NOT AVAILABLE			
Undeliverable Package Return	NONE	NONE	3 Day Select Rate	Ground Rate	Not Published	Not Published	Not Published	Ground Rate
	www.usps.com		www.ups.com		www.fedex.com			

*Does not include Saturday

^Does not include Monday

^^Business Day Delivery

**Next Day 8 ounce envelope by 10:30 AM

***Effective Feb. 6, 2017, FedEx Express and FedEx Ground fuel surcharges will be subject to weekly adjustment



International Surcharges

SURCHARGES	USPS	UPS	FEDEX	DHL
Fuel Surcharge	N/A	5.00%	4.50%	3.50%
Additional Handling	N/A	\$10.85	\$11.00	
Address Correction	N/A	\$13.40	\$14.00	\$14.00
Certificate of Origin (Per shipment)	N/A	\$10.00	\$10.00	\$10.00
Customs Brokerage Fees (Optional) Merchandise Processing (DHL) 0.3464%	N/A	Min. \$25.25 for Canada	Greater of \$10 per shipment or \$0.50 per lb	Min. \$25 – Max \$485 per shipment (0.3464%)
Declared Value (amt. per \$100.00 in value) Minimum Charge (over \$100 in value)	N/A	\$0.90 per \$100 min \$2.70	\$1.00 per \$100 min \$3.00	\$1.00 per \$100 min \$3.00
Delivery Signature	N/A	\$2.00		
Delivery Signature, Adult	N/A	\$5.25	\$5.25	
Delivery, Indirect/Direct Signature Req'd	N/A	\$4.25	\$4.25	
Dimensional Weight Factor: ((L x H x W) / ___) = DW Round up to nearest pound	166 <i>applies to GXG Only</i>	139	139	139



International product comparison chart



	Global Express Guaranteed®	Priority Mail Express International™	Priority Mail International® (Weighted Parcels & Medium or Large Flat Rate Boxes)	Priority Mail International (Small Flat Rate Boxes & Envelopes)	First-Class Package International Service®
	Fastest Service¹	Speed + Value	Best Value	Best Value	Most Affordable
DESCRIPTION	Fast delivery with money-back guarantee ¹	Affordable delivery with money-back guarantee ¹	Affordable shipping up to 70 lbs.	Affordable shipping for smaller packages up to 4 lbs. with maximum value of \$400 ¹	Economical for lightweight items up to 4 lbs. with maximum value of \$400 ¹
RECOMMENDED PLAN FOR	Date-certain shipping Money-back guarantee Advanced tracking	Expedited shipping Money-back guarantee Advanced tracking	Shipping medium and large packages at low cost ¹	Shipping small packages and envelopes ¹	Shipping small packages
DELIVERY	1-3 business days; international transportation and delivery by FedEx Express ¹	3-5 business days ¹	6-10 business days ¹	6-10 business days ¹	Varies by destination
MONEY-BACK GUARANTEE	✓ ¹	✓ ¹	-	-	-
TRACKING ¹	✓	✓	To most major destinations	To most major destinations	Select destinations only ¹
INSURANCE	\$100 Free	\$200 free (merchandise) \$100 free (documents)	Indemnity insurance available ¹	-	-
COUNTRIES SHIPPED	180	190	190	190	190
CUSTOMS FORMS ¹	✓	✓	✓	✓	✓

1. Exclusions apply. Please see usps.com[®] or a Sales Representative.





Global Express Guaranteed[®]

Offers our fastest door-to-door delivery in 1-3 business days¹ and overnight to most major markets in Canada. International transportation and delivery provided by FedEx Express[®].

You save on international shipping with:

- ★ Date-certain delivery with money-back guarantee.²
- ★ Advanced tracking.
- ★ Up-front pricing.³
- ★ Discount options with Commercial Plus[®], Commercial Base[®], and GEPS pricing.
- ★ Free insurance on losses up to \$100.⁴

1. For many major markets. Average number of business days may vary. See Publication 141 for more information at <http://about.usps.com/publications/pub141/intro1.htm#Service>
2. Some restrictions apply. See Publication 141 for more information at <http://about.usps.com/publications/pub141/postage-and-fees.htm#Money-Back>
3. Additional fees may be assessed, such as customs fees, duties, and taxes; brokerage fees may also be assessed by the destination country.
4. Includes insurance for lost or damaged shipments that is limited to the lowest of \$100, the actual amount of loss or damage, or the actual value of the contents. Additional insurance available for purchase, up to \$2,499.





Priority Mail Express International™

Offers expedited 3–5 business day delivery¹ to over 180 countries.

You save on international shipping with:

- ★ Tracking with multiple scan points.
- ★ Date-specified money-back guarantee to select locations.¹
- ★ Free insurance on merchandise valued up to \$200 and documents valued up to \$100.¹
- ★ Flat Rate options.
- ★ Free return of undeliverable packages.
- ★ Discount options with Commercial Plus[®] pricing.



1. Exclusions apply. Please see usps.com[®] or a Sales Representative.





Priority Mail International®

Offers 6–10 business day priority delivery to global destinations.¹

You save on international shipping with:

- ★ Flat Rate options for Large and Medium Flat Rate boxes.
- ★ Indemnity coverage included free; insurance up to \$5,000 available to certain countries.
- ★ Convenient online postage payment options.
- ★ Discount options with Commercial Plus® pricing.



1. For many major markets. Average number of days may vary based upon origin and destination.





First-Class Package International Service[®] (FCPIS[®])

International shipping for lower-value, lightweight items. Ideal for cross-border e-commerce.

- ★ Send up to 4 lbs. and up to \$400 in value to more than 180 countries.
- ★ USPS[®] Electronic Delivery Confirmation[™] (eDelCon) and tracking available via Post Expres[®] agreement.¹
- ★ Commercial ePacket[®] available for consolidators to select destinations.
- ★ Delivery time varies by destination.

 LZ 295 030 218 US			US POSTAGE PAID 02/23/2012 From 20006 7 lbs 0 ozs 024P0007632006	
USPS[®] First Class Pkg Intl with E-DelCon Service				
Customs Declaration CN 22		From: Sender Name Street Address City, State, Zipcode		
Contents: <input type="checkbox"/> Gift <input type="checkbox"/> Documents <input type="checkbox"/> Commercial Sample <input type="checkbox"/> Other <input type="checkbox"/> Merchandise <input checked="" type="checkbox"/>		To: Recipient Name Street Address City/Province, Zipcode COUNTRY		
Detailed description of contents: Cell Phone Case		City: 1 Weight (lb. oz): 3 12 Value (US \$): \$0.99		
HS tariff number and country of origin: US		Total Wt: 2 0 Total Value: \$0.99		
I, the undersigned, whose name and address are given on the item, certify that the particulars given in this declaration are correct and that this item does not contain any dangerous article or articles prohibited by legislation or by postal or customs regulations.		Mailing Office Date Stamp 		
Sender's signature: _____ Date: _____		PS Form 2976-FCM. Do not duplicate this form without USPS approval. The item parcel may be opened officially.		



1. Available now when shipping to Australia, Belgium, Brazil, Canada, Croatia, Denmark, Estonia, Finland, France, Germany, Gibraltar, Great Britain, Hungary, Israel, Italy, Latvia, Lithuania, Luxembourg, Malaysia, Malta, Netherlands, New Zealand, Portugal, Singapore, Spain, and Switzerland. For complete details, see IMM 252.2, available at http://pe.usps.com/text/imm/immc2_022.htm





International Priority Airmail® (IPA®) and International Surface Air Lift® (ISAL)

Your best choice for international volume mailings of low-value, lightweight items weighing up to 4.4 lbs. and M-bags.

Ideal for:

- ★ E-commerce
- ★ Catalogs and publications
- ★ Direct marketing
- ★ Business and financial mail

You get:

- ★ Free return of undeliverable mail.
- ★ Items bear U.S. return address and USPS® markings.
- ★ Direct routing from U.S. to destination country by air.¹

1. Mailings to Canada and Mexico may be dispatched via ground transportation.





International Merchandise Return ServiceSM

USPS[®] helps encourage new and repeat business with easy international returns from Canada and Australia.

- ★ Simplify the return process to increase customer satisfaction.
- ★ Pay postage only for packages that are returned.
- ★ Cut back on shipping complexities with:
 - Tracking information available for many points via USPS Tracking[™] once the package is back in the U.S.
 - On-demand printing.
 - No postage necessary from overseas buyer.





International Business Reply Service

Canada Small Package Return

Ideal for lightweight, low-value merchandise and recyclables.

- ★ Affordable
- ★ Easy to implement
- ★ Simplifies small package returns
- ★ Receive returns from Canada in 4 to 6 business days



www.usps.com/business/postage-options



Quick Tools

Mail & Ship

Track & Manage

Postal Store

Business

International

Help



Calculate a Business Price

Every Door Direct Mail

Shipping For Business

Shipping Consolidators

Advertise by Mail

Postage Options

Returns Services

Take Your Business Global

Manage Business Mail

Stamps.com

Endicia

eBay

pbSmart Postage



Stamps.com is a fast, easy, and convenient way to manage all your postage needs. You can save up to 80 percent compared to leasing a postage meter.

Features

- Import orders from eBay® and Amazon.com®
- Receive additional discounts
- In some cases, more cost-effective than leasing a postage meter

Visit [Stamps.com](#)

Online or PC Postage gives you access to discounts and USPS shipping tools immediately. Select your vendor or ecommerce package based on the options they offer and their integration capabilities that work for your operation.

My Stamps.com Promo Code: USPS817

My Endicia Source Code: PSR634S





Rethink USPS® shipping

USPS® global shipping can help you acquire customers and fulfill orders to expand your business abroad.

Thank you!!



Let USPS® develop a customized solution for your unique shipping needs, based on your actual shipping history.