



Introduction: 2012 U.S. Postal Service® Price Change

On November 22nd, 2011, the U.S. Postal Service announced new pricing, effective January 22nd, 2012, for both Competitive and Market Dominant mail classes. We have created this page as a resource to explain the details of these changes and what they mean for your business.

In addition to new pricing, the Postal Service™ is also launching some new features, services, and other options to benefit shippers. Here are some of the highlights, which are covered in more detail in these pages:

- Additional mail classes eligible for FREE Delivery Confirmation™ service
- A new, significantly larger Priority Mail® Regional Rate box added to the Regional Rate portfolio
- The first ever Express Mail® Flat Rate box made available for both domestic and international shipping
- A reduction in the volume threshold required to qualify for Commercial Plus™ Cubic pricing, plus the introduction of a new Soft Package option and rates for these customers

Our pricing charts list the Commercial Base zone-averaged prices for common weights, Flat Rate, and Regional Rate options. Retail prices are shown where Commercial Base prices are unavailable. For full pricing charts, visit www.pe.usps.com.

Pricing summary

Definitions

Competitive Mail Classes

Competitive mail classes are USPS® services that are similar to services offered by private carriers. Express Mail® and Priority Mail® are examples of competitive mail classes. The Postal Service has flexibility when pricing these classes, including the ability to offer volume or negotiated discounts.

Market Dominant Mail Classes

Market Dominant mail classes are USPS® services that do not have similar or equivalent services offered by private carriers. First-Class Mail® and Library Mail are examples of Market Dominant mail classes. The Postal Service is limited in their ability to change these prices and the percent increases cannot exceed the current year's Consumer Price Index.

Here's a breakdown of mail classes by category:

Competitive Mail Classes	Market Dominant Mail Classes
Express Mail®	First-Class Mail®
Priority Mail®	Standard Mail®
Parcel Select®	Media Mail®
First-Class Package Service™	Library Mail
Priority Mail International®	Parcel Post®
Express Mail International®	First-Class Mail International®
Global Express Guaranteed®	

Retail Price

Retail pricing refers to the standard counter price for postage at the Post Office™ or other physical retail locations.

Commercial Base™ Price

Commercial Base pricing refers to the discounted postage price for certain mail classes available to electronic postage users.

Commercial Plus™ Price

Commercial Plus pricing refers to deeply discounted postage prices for certain mail classes available to qualified high-volume shippers.

How the Postal Service compares

Private Carrier Increases

In January 2012, the Postal Service will increase Retail prices by an average of 2.1% and Commercial Base prices by an average of 4.6%. Private carriers are also increasing their rates in January. Here's a breakdown of how the USPS price changes compare to increases from UPS and FedEx.

Service Type	Average UPS Increase	Average FedEx Increase	Average USPS Commercial Base Increase
Overnight	+5.9%	+5.9%	-3.9%
2-Day	+5.9%	+5.9%	-3.9% to +3%
Ground	+5.9%	+5.9%	+3%

First-Class Mail stamps

First-Class Mail prices are increasing by an average of 5.7%. However, the bulk of this increase will affect the First-Class Mail Parcel services. The cost of an everyday First-Class Mail stamp will go up by one cent to \$0.45.

U.S. Postal Service Insurance

Insurance prices offered by the U.S. Postal Service® are increasing by an average of 2.6% across both domestic and international mail classes.

Domestic Insurance Value	2011 Price	2012 Price	Change
\$0.01 to \$50.00	\$1.80	\$1.85	+\$0.05
\$50.01 to \$100	\$2.30	\$2.35	+\$0.05
\$100.01 to \$200	\$2.85	\$2.90	+\$0.05
\$200.01 to \$300	\$4.75	\$4.85	+\$0.10
\$300.01 to \$5000	\$1.05	\$1.10	+\$0.05

Commercial Base Domestic Mail

New features or changes

Free Delivery Confirmation™ for additional mail classes

In January 2011, DYMO Endicia launched full support for the Intelligent Mail® package barcode (IMpb) with all tracking barcodes, such as Delivery Confirmation. This barcode gives shippers greater visibility to their packages and helps the Postal Service streamline processing. On January 22, 2012, the USPS will upgrade their operational support for this barcode and require that an IMpb be printed on **all packages**. Letters and flats will not require an IMpb.

So, what does this mean for shippers? The great news is that this upgrade means the free Delivery Confirmation DYMO Endicia shippers enjoy with Priority Mail will now also be free for Parcel Select and First-Class Package Service – a \$0.19 per package savings! Express Mail tracking will continue to be free. Beginning January 22, 2012, DYMO Endicia software will turn Delivery Confirmation ON by default when one of these eligible mail classes is chosen.

New Priority Mail Regional Rate Box

On January 22, 2012, shippers will have access to Regional Rate Box C in addition to Regional Rate boxes A and B, which were launched in January 2011. Regional Rate boxes leverage the speed of Priority Mail with zone-based, flat prices for shipments under a certain weight.

This new Regional Rate box holds up to 25 lbs. and, with dimensions of 15" x 12" x 12", is the largest of the USPS packages. USPS® Regional Rate packaging is required and available online at usps.com/shop.

All of the Regional Rate boxes provide cost-saving opportunities to shippers of small and medium-sized, dense items:

- Ship up to 15 lbs. in Regional Rate Box A for the Priority Mail 2 lb. rate!
- Ship up to 20 lbs. in Regional Rate Box B for the Priority Mail 4 lb. rate!
- Ship up to 25 lbs. in Regional Rate Box C for the Priority Mail 17 lb. rate!

The boxes come in a variety of sizes and configurations:

Regional Rate	Box A	Box B	Box C
Box Dimensions	15 lb. maximum	20 lb. maximum	25 lb. maximum
Side Loading	13-1/16" x 11-1/16" x 2-1/2"	16-1/4" x 14-1/2" x 3"	N/A
Front Loading	10-1/8" x 7 1/8" x 5"	12-1/4" x 10-1/2" x 5-1/2"	15" x 12" x 12"

New Express Mail Flat Rate Box

Now shippers can enjoy 1-2 day delivery anywhere in the United States for a flat rate of just \$39.95! The new box, available on January 22, 2012, will hold up to .35 cubic ft. and up to 70 lbs. As with all Express Mail packages, tracking is free and customers can also schedule free package pickup.

Shippers have the flexibility to choose from top-loading or side-loading box styles that are approximately the same size as the Priority Mail Medium Flat Rate boxes:

- 11" x 8-1/2" x 5-1/2"
- 11-7/8" x 3-3/8" x 13-5/8"



USPS® packaging is required and available at usps.com/shop

Adjustment to Express Mail Sunday/Holiday delivery

Shippers requesting delivery of their Express Mail packages on a Sunday or Holiday will now have three options to choose from. Beginning in January, shippers will need to specify their choice by selecting from the following three options:

- Sunday Delivery
- Holiday Delivery
- Choose both Sunday and Holiday Delivery

The choices are being separated to help clarify the expected delivery date. For example, if a holiday falls on a Saturday, it could be difficult to determine if the additional charge is being paid for delivery on the holiday itself or the day after (Sunday).

The cost of this service is \$12.50, regardless of which option is chosen.

Change to Express Mail Waiver of Signature

The USPS currently assumes that Express Mail packages require a signature for delivery unless the label shows "Waiver of Signature Requested". DYMO Endicia has turned this text on as the default for Express Mail labels for several years.

With the 2012 January price change, the Postal Service will assume there is **no** signature required for delivery unless the label specifically requests it. Shippers will no longer see the "Waiver of Signature Requested" text on their labels. Shipping labels will, by default, now show "Waiver of Signature" or, if selected, "Signature Required" text.

There is no extra cost to request a signature for an Express Mail package.

Express Mail physical postage refund requests

Manual postage refunds for Express Mail must now be filed within 30 days of the mailing date. Electronic postage refunds must still be submitted within 10 days of the mailing date.

Domestic Mail Commercial Pricing

Express Mail: Competitive

Comparable to private carrier overnight and 2-day delivery options, Express Mail offers 1-2 day shipping with free tracking and a money-back guarantee for packages up to 70 lbs.

Commercial Base pricing for Express Mail is DECREASING by 3.9% on average, saving shippers even more money over Retail rates.

Commercial Base Pricing chart

Weight (Lbs.)	Express Mail Zone Average 2011 Price	Express Mail Zone Average 2012 Price	Change
0.5	\$18.26	\$21.54	+\$3.28
1	\$22.34	\$21.83	-\$0.51
2	\$24.35	\$23.93	-\$0.42
3	\$27.52	\$26.14	-\$1.38
5	\$33.92	\$30.41	-\$3.51
10	\$50.28	\$40.73	-\$9.55
Flat Rate Envelopes	\$17.40	\$17.75	+\$0.35
Flat Rate Box	Not Available	\$39.95	N/A

Priority Mail: Competitive

Comparable to private carrier 2 day shipping, Priority Mail offers 2-3 day delivery for packages up to 70 lbs. with free Delivery Confirmation for electronic postage users.

Commercial Base pricing for Priority Mail is increasing by 3% on average, saving shippers an average of 6.8% over Retail rates.

Commercial Base Pricing chart

Weight (Lbs.)	Priority Mail Zone Average 2011 Price	Priority Mail Zone Average 2012 Price	Change
1	\$5.23	\$5.41	+\$0.18
2	\$6.91	\$7.05	+\$0.14
3	\$8.41	\$8.75	+\$0.34
5	\$11.75	\$12.15	+\$0.40
10	\$19.20	\$19.88	+\$0.68
Flat Rate Envelope	\$4.75	\$4.90	+\$0.15
Padded Flat Rate Envelope	\$4.95	\$5.10	+\$0.15
Small Flat Rate Box	\$5.00	\$5.15	+\$0.15
Medium Flat Rate Box	\$10.50	\$10.85	+\$0.35
Large Flat Rate Box	\$14.20	\$14.65	+\$0.45
Regional Rate Box A	\$6.91	\$7.05	+\$0.14
Regional Rate Box B	\$10.18	\$10.54	+\$0.36
Regional Rate Box C	Not Available	\$29.57	N/A
APO/FPO	\$12.20	\$12.65	+\$0.45

Parcel Select: Competitive

Parcel Select offers 2-6 day delivery and is often compared to private carrier ground services. Commercial Base pricing for Parcel Select is increasing by 0.8% on average. Other important changes for Parcel Select include:

- Parcel Select packages have increased maximum weight to 70 lbs (from 35lbs)
- Parcel Select will have free Delivery Confirmation with IMpb barcodes
- Machinable size is changing from 34" x 17" x 17" to 27" x 17" x 17"

Commercial Base Pricing chart

Weight (Lbs.)	Parcel Select Zone Average 2011 Price	Parcel Select Zone Average 2012 Price	Change
1	\$5.26	\$5.39	+\$0.13
2	\$7.16	\$7.17	+\$0.01
3	\$8.37	\$8.51	+\$0.14
5	\$10.47	\$10.49	+\$0.02
10	\$13.71	\$13.71	\$0.00

Parcel Post: Market Dominant

Parcel Post offers 2-6 day delivery and is often compared to private carrier ground services. Prices for Parcel Post are increasing by an average of 2.5%. The machinable size for Parcel Post is size is changing from 34" x 17" x 17" to 27" x 17" x 17".

Retail Pricing chart

Weight (Lbs.)	Parcel Post Zone Average 2011 Price	Parcel Post Zone Average 2012 Price	Change
1	\$5.28	\$5.44	+\$0.16
2	\$6.86	\$7.05	+\$0.19
3	\$8.08	\$8.37	+\$0.29
5	\$9.88	\$10.11	+\$0.23
10	\$12.98	\$13.26	+\$0.28

First-Class Package Service: Competitive

First-Class Package Service includes free Delivery Confirmation and replaces First-Class Mail Parcel for Commercial Base shippers. Hold for Pick Up service is available with this mail class.

Commercial Base pricing for First-Class Package Service is increasing by 3.7% on average over 2011 First-Class Mail Parcel rates. This mail class is intended for use by businesses and cannot be used for personal shipments.

Commercial Base Pricing chart

Weight (Ounces)	First-Class Mail Parcel 2011 <u>Commercial</u> Price	First-Class Package Service 2012 Price	Change
1 to 3	\$1.56	\$1.64	+\$0.08
4	\$1.73	\$1.81	+\$0.08
5	\$1.90	\$1.98	+\$0.08
10	\$2.90	\$2.82	-\$0.08
13	\$3.26	\$3.28	+\$0.02

First-Class Mail Parcel: Market Dominant

First-Class Mail Parcel prices are increasing by an average of 10.9%. The maximum weight for packages shipped with this mail class is 13 oz.

Retail Pricing chart

Weight (Ounces)	First-Class Mail Parcel 2011 <u>Retail</u> Price	First-Class Mail Parcel 2012 Price	Change
1 to 3	\$1.71	\$1.95	+\$0.24
4	\$1.88	\$2.12	+\$0.24
5	\$2.05	\$2.29	+\$0.24
10	\$2.90	\$3.14	+\$0.24
13	\$3.41	\$3.65	+\$0.24

First-Class Mail: Market Dominant

First-Class Mail prices are increasing by an average of 5.7%. The cost of an everyday 1 oz. stamp is increasing only 2%.

Retail Pricing charts

Type of Mailpiece	2011 Price	2012 Price	Change
Postcard (1 oz.)	\$0.29	\$0.32	+\$0.03
Envelope (1 oz.)	\$0.44	\$0.45	+\$0.01
Flats (1 oz.)	\$0.88	\$0.90	+\$0.02
Each additional oz. – Flats	\$0.20	\$0.20	\$0.00
Each additional oz. – Parcels	\$0.17	\$0.17	\$0.00

Media Mail: Market Dominant

Media Mail prices are increasing by an average of 2.6%. Contents shipped using Media Mail are restricted to books, sound recordings, recorded video tapes, printed music, or recorded computer-readable media such as CDs, DVDs, and diskettes. Media Mail cannot include advertising of any kind, except for incidental book announcements.

Retail Pricing chart

Weight (Lbs.)	Media Mail 2011 Price	Media Mail 2012 Price	Change
1	\$2.41	\$2.47	+\$0.06
2	\$2.82	\$2.89	+\$0.07
3	\$3.23	\$3.31	+\$0.08
5	\$4.05	\$4.15	+\$0.10
10	\$6.04	\$6.19	+\$0.15

Library Mail: Market Dominant

Library Mail prices are increasing by an average of 2.6%. Contents can include items on loan from, or mailed between, academic institutions, public libraries, museums and other qualified institutions. Library Mail shipments are restricted to books, sound recordings, academic theses, and certain other approved items

Each mail piece must show the name of a school or nonprofit organization in the address or return address field

Retail Pricing chart

Weight (Lbs.)	Library Mail 2011 Price	Library Mail 2012 Price	Change
1	\$2.29	\$2.35	+\$0.06
2	\$2.68	\$2.75	+\$0.07
3	\$3.07	\$3.15	+\$0.08
5	\$3.85	\$3.95	+\$0.10
10	\$5.74	\$5.89	+\$0.15

Compare Parcel Select and Parcel Post pricing

The charts below highlight the least expensive mail class between Parcel Select and Parcel Post for common weights and zones.

Parcel Select <u>with</u> Delivery Confirmation - January 2012							
Weight (Lbs.)	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	\$5.20	\$5.25	\$5.35	\$5.40	\$5.45	\$5.50	\$5.55
2	\$5.25	\$5.52	\$6.17	\$7.45	\$7.99	\$8.49	\$9.32
3	\$5.89	\$6.74	\$7.73	\$8.62	\$9.44	\$9.95	\$11.22
5	\$7.45	\$8.71	\$9.62	\$10.62	\$11.44	\$12.35	\$13.25
10	\$10.32	\$11.79	\$12.72	\$13.65	\$14.58	\$15.50	\$17.40

Parcel Post <u>with</u> Delivery Confirmation - January 2012							
Weight (Lbs.)	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	\$5.39	\$5.44	\$5.54	\$5.64	\$5.74	\$5.79	\$5.89
2	\$5.49	\$5.84	\$6.35	\$7.68	\$7.97	\$8.32	\$9.02
3	\$5.94	\$6.72	\$7.56	\$8.73	\$9.55	\$10.06	\$11.33
5	\$7.48	\$8.61	\$9.37	\$10.53	\$11.27	\$11.93	\$12.89
10	\$9.46	\$11.36	\$11.99	\$13.35	\$14.67	\$15.81	\$17.48

Parcel Select <u>with</u> Delivery Confirmation - January 2012							
Weight (Lbs.)	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	\$5.20	\$5.25	\$5.35	\$5.40	\$5.45	\$5.50	\$5.55
2	\$5.25	\$5.52	\$6.17	\$7.45	\$7.99	\$8.49	\$9.32
3	\$5.89	\$6.74	\$7.73	\$8.62	\$9.44	\$9.95	\$11.22
5	\$7.45	\$8.71	\$9.62	\$10.62	\$11.44	\$12.35	\$13.25
10	\$10.32	\$11.79	\$12.72	\$13.65	\$14.58	\$15.50	\$17.40

Parcel Post, <u>no</u> Delivery Confirmation - January 2012							
Weight (Lbs.)	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	\$5.20	\$5.25	\$5.35	\$5.45	\$5.55	\$5.60	\$5.70
2	\$5.30	\$5.65	\$6.16	\$7.49	\$7.78	\$8.13	\$8.83
3	\$5.75	\$6.53	\$7.37	\$8.54	\$9.36	\$9.87	\$11.14
5	\$7.29	\$8.42	\$9.18	\$10.34	\$11.08	\$11.74	\$12.70
10	\$9.27	\$11.17	\$11.80	\$13.16	\$14.48	\$15.62	\$17.29

Commercial Base International Mail

New features and services

“Commercial Base” for International Mail

Online discounts for International mail classes will now be referred to as Commercial Base pricing. While these discounts existed in 2011, this move brings uniformity for both domestic and international mail discount naming conventions.

New Express Mail International Flat Rate box

Now shippers can enjoy the speed of Express Mail International delivery for a flat rate of just \$59.95 to Canada and just \$74.95 to all other countries! The new box, available on January 22, 2012, will hold up to .35 cubic ft. and may weigh up to 20 lbs. As with all Express Mail International packages, tracking is free and customers can also schedule free package pickup.

Shippers have the flexibility to choose from top-loading or side-loading box styles that are approximately the same size the Priority Mail Medium Flat Rate boxes:

- 11" x 8-1/2" x 5-1/2 "
- 11-7/8" x 3-3/8" x 13-5/8"



USPS® packaging is required and available at usps.com/shop

Domestic Mail Commercial Pricing

Express Mail International: Competitive

Commercial Base pricing for Express Mail International is increasing by 11.6% on average, with savings of up to 8% over Retail pricing!

Commercial Base Pricing chart

Weight (Lbs.)	Express Mail International Group Average 2011 Price	Express Mail International Group Average 2012 Price	Change
0.5	\$27.39	\$35.31	+\$7.92
1	\$31.96	\$38.38	+\$6.42
2	\$36.28	\$42.67	+\$6.39
3	\$40.61	\$47.08	+\$6.47
5	\$49.30	\$55.95	+\$6.65
10	\$71.27	\$74.74	+\$3.47
Flat Rate Envelopes to Canada	\$24.79	\$29.25	+\$4.46
Flat Rate Envelopes to all other countries	\$27.55	\$38.00	+\$10.45
Flat Rate Box to Canada	Not Available	\$59.95	N/A
Flat Rate Box to all other countries	Not Available	\$74.95	N/A

Priority Mail International: Competitive

Commercial Base pricing for Priority Mail International is increasing by 8.7% on average, with savings of up to 5% over Retail pricing!

Commercial Base Pricing chart

Weight (Lbs.)	Priority Mail International Group Average 2011 Price	Priority Mail International Group Average 2012 Price	Change
1	\$25.67	\$31.33	+\$5.66
2	\$29.19	\$34.81	+\$5.62
3	\$32.71	\$38.55	+\$5.84
5	\$39.76	\$46.22	+\$6.46
10	\$56.59	\$60.86	+\$4.27
Flat Rate Envelopes to Canada	\$11.35	\$12.95	+\$1.60
Flat Rate Envelopes to all other countries	\$13.25	\$16.95	+\$3.70
Small Flat Rate Box to Canada	\$11.35	\$12.95	+\$1.60
Small Flat Rate Box to all other countries	\$13.25	\$16.95	+\$3.70
Medium Flat Rate Box to Canada	\$26.55	\$32.95	+\$6.40
Medium Flat Rate Box to all other countries	\$43.23	\$47.95	+\$4.72
Large Flat Rate Box to Canada	\$33.73	\$39.95	+\$6.22
Large Flat Rate Box to all other countries	\$55.58	\$60.95	+\$5.37

First-Class Mail International: Market Dominant

First-Class Mail International prices are increasing by an average of 15.51%. This mail class is an economical way to send shipments internationally when tracking or delivery information is not required. The maximum weight for any First-Class Mail International piece is 64 oz.

Retail Pricing chart

Destination (1 oz. weight)	Letters and Postcards		Large Envelopes		Parcels	
	2012 Price	Change	2012 Price	Change	2012 Price	Change
Canada or Mexico	\$0.85	+\$0.05	\$1.50	+\$0.42	\$3.00	+\$1.28
Groups 3-5	\$1.05	+\$0.07	\$1.75	+\$0.45	\$3.00	+\$1.28
Groups 6-9	\$1.05	+\$0.07	\$1.75	+\$0.45	\$3.00	+\$1.28

Commercial Plus Domestic and International Mail

Qualifying for Commercial Plus pricing

Commercial Plus pricing provides highly discounted postage rates to qualified high volume shippers. Customers can qualify for one or more Commercial Plus pricing options by meeting one of the volume thresholds listed below, or by signing a Customer Commitment Agreement with the Postal Service.

Mail Class	2011 Threshold	2012 Threshold	Change
Express Mail	5,000	5,000	0
Priority Mail letters, flats and Critical Mail (excludes packages and Padded Flat Rate Envelopes)	5,000	5,000	0
Priority Mail letters, flats, packages, Critical Mail & Padded Flat Rate Envelope	75,000	75,000	0
Priority Mail Cubic	250,000	150,000	-100K!
Express Mail International and Priority Mail International	N/A	100,000	N/A

All thresholds are based on annual quantity of pieces mailed using the corresponding mail class. The Express Mail threshold is based on the quantity sent during the prior four quarters, while the remaining Commercial Plus options are based on the prior calendar year. To qualify for Critical Mail, customers must meet the volume threshold and have a Customer Commitment Agreement.

Commercial Plus for International Mail

High volume discounts for International mail classes will now be referred to as Commercial Plus pricing. Commercial Plus pricing for International shipments will have new, published rates. This move brings uniformity for both domestic and international mail discount naming conventions.

Commercial Plus Express Mail pricing

Commercial Plus Express Mail shippers will notice that, while the average prices are not changing overall, some weight and zone combinations are going up in price, while others are going down.

Commercial Plus Pricing chart

Weight (Lbs.)	Express Mail Group Average 2011 Price	Express Mail Group Average 2012 Price	Change
0.5	\$15.62	\$15.62	\$0.00
1	\$19.10	\$19.01	-\$0.09
2	\$20.82	\$22.27	+\$1.45
3	\$23.53	\$25.64	+\$2.11
5	\$29.00	\$30.15	+\$1.15
10	\$42.99	\$40.73	-\$2.26
Flat Rate Envelopes	\$12.72	\$12.72	\$0.00
Flat Rate Box	Not Available	\$39.95	N/A

Commercial Plus Priority Mail pricing

Commercial Plus Priority Mail gives shippers a wide variety of options for saving even more money on postage, and includes products such as the Padded Flat Rate envelope and Critical Mail. Commercial Plus pricing for Priority Mail is increasing by 2.8% on average, saving shippers an average of 12.5% over Retail prices!

Commercial Plus Pricing chart

Weight (Lbs.)	Priority Mail Group Average 2011 Price	Priority Mail Group Average 2012 Price	Change
0.5	\$4.62	\$4.79	+\$0.17
1	\$5.15	\$5.30	+\$0.15
2	\$6.41	\$6.62	+\$0.21
3	\$8.06	\$8.31	+\$0.25
5	\$11.15	\$11.51	+\$0.36
10	\$18.31	\$18.91	+\$0.60
Flat Rate Envelope	\$4.70	\$4.80	+\$0.10
Padded Flat Rate Envelope	\$4.90	\$4.99	+\$0.09
Small Flat Rate Box	\$4.95	\$5.10	+\$0.15
Medium Flat Rate Box	\$9.97	\$10.25	+\$0.28
Large Flat Rate Box	\$13.67	\$14.10	+\$0.43
Regional Rate Box A	\$6.91	\$7.05	+\$0.14
Regional Rate Box B	\$10.18	\$10.54	+\$0.36
Regional Rate Box C	Not Available	\$29.57	N/A
APO/FPO	\$11.67	\$12.10	+\$0.43

Commercial Plus Critical Mail pricing

Critical Mail is ideal for event tickets and other important, flat documents. Your mailing is sure to get noticed in the special Critical Mail packaging. Best of all, prices are not changing for 2012!

Critical Mail users must meet volume thresholds AND have a customer commitment agreement with the Postal Service. USPS® packaging is required and may be ordered online by authorized customers.

Commercial Plus Pricing chart

Mailpiece Type	Maximum Thickness	Maximum Weight	All Zones
Critical Mail Letters	1/4"	3 oz.	\$3.50
Critical Mail Flats	3/4"	13 oz.	\$4.25



Commercial Plus Cubic and New Soft Pack pricing

Commercial Plus Cubic pricing lets shippers pay according to the size in cubic volume of a package instead of the weight. Overall, these prices are increasing 1.25%.

The Postal Service is now introducing Cubic pricing for soft packs! Soft-pack envelopes are usually cloth, plastic, or vinyl that are flexible enough to adhere closely to the contents being packaged. USPS packaging is not required.

To determine the correct price for a soft pack:

- Add the package length and width. Note that neither of these measurements can be more than 18"
- Compare this total and destination zone to the chart below
- DYMO Endicia customers can simply enter the length and width, as well as the delivery address, into their DYMO Endicia software for automatic price calculation

Commercial Plus Pricing chart

Length + Width	Cubic Feet	Zones 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
Over 0" to 21"	0.10	4.39	4.45	4.54	4.73	4.91	5.10	5.38
Over 21" to 27"	0.20	4.86	4.98	5.15	5.30	5.44	5.61	6.05
Over 27" to 31"	0.30	5.09	5.47	6.05	7.46	8.29	8.99	9.88
Over 31" to 34"	0.40	5.30	6.17	7.10	8.88	10.43	11.44	12.89
Over 34" to 36"	0.50	6.02	7.22	8.27	11.02	12.86	14.20	16.24

New Commercial Plus Express Mail International and Priority Mail International pricing

Commercial Plus pricing for Express Mail International saves shippers up to 15% over Retail prices, while Commercial Plus pricing for Priority Mail International saves shippers up to 10% over Retail prices!

Shippers who send more than 100,000 Express Mail International and Priority Mail International pieces combined in a calendar year qualify for this discounted pricing tier.

Commercial Plus Pricing charts

Weight (Lbs.)	Express Mail International Group Average 2012 Price
0.5	\$32.38
1	\$35.36
2	\$39.43
3	\$43.50
5	\$51.66
10	\$69.14
Flat Rate Envelopes	\$33.63
Flat Rate Box to Canada	\$59.95
Flat Rate Box to all other countries	\$74.95

Weight (Lbs.)	Priority Mail International Group Average 2012 Price
1	\$29.35
2	\$32.80
3	\$36.43
5	\$43.76
10	\$57.64
Flat Rate Envelopes	\$14.95
Small Flat Rate Box	\$14.95
Medium Flat Rate Box	\$40.45
Large Flat Rate Box	\$50.45

DYMO Endicia changes and updates

IMpb and DYMO labels

As a result of the new requirement that all packages must feature an IMpb, some labels layouts that have worked for packages previously will not work after the January 2012 price change. If shippers currently use one of the following DYMO labels to print postage for packages, they will need to begin using a new label. The DYMO 30383 3-part label, 30384 2-part label and 99019 1-part label will not fit the IMpb, but can still be used for letters and flats. Other DYMO labels, such as the 30387 3-part label and 4x6 label, will support the IMpb for packages.

International label layouts in DAZzle

As of the January 22, 2012 USPS price change, some current international label layouts within DAZzle will not be compliant with Postal Service regulations. It is recommended that customers migrate to a different international label layout that is supported.

International label layouts that will no longer meet regulations are:

- DYMO 4XL International mail shipping label
- International Label Half Page
- International mail shipping label
- Zebra International mail shipping label

Customers should choose one of the following two label layouts instead:

- International Label – Large
- International Label – Small 6x4

Endicia Parcel Insurance changes

Domestic Endicia Parcel Insurance prices are increasing, while international Endicia Parcel Insurance prices are not changing in January 2012. Parcel Select® and First-Class Package Service® will now qualify as tracked shipments with free Delivery Confirmation™ and get lower rates.

Shippers using Endicia Parcel Insurance can save up to 66% over USPS insurance!

New Endicia Parcel Insurance rates

Domestic Insurance Value	Endicia Standard plans		Endicia Premium plans		Endicia Professional and above plans	
	Tracked	Non-tracked	Tracked	Non-tracked	Tracked	Non-tracked
\$0.01-\$50	\$1.15	\$1.35	\$0.80	\$1.00	\$0.75	\$0.95
Per \$100 up to \$300	\$1.30	\$1.55	\$0.90	\$1.15	\$0.80	\$1.05
Per \$100 over \$300	\$1.15	\$1.35	\$0.80	\$1.00	\$0.75	\$0.95

Updating software for January 22, 2012

In early January, DYMO Endicia customers will be prompted to update their software to a new version that includes the new features and postage prices. Once the update has been installed, the software will use the old prices before January 22nd, and will automatically use the new prices for all pieces dated January 22nd or later. All new features, services and package options will become available on January 22.