

Take a closer look at your shipping operation and start saving today.

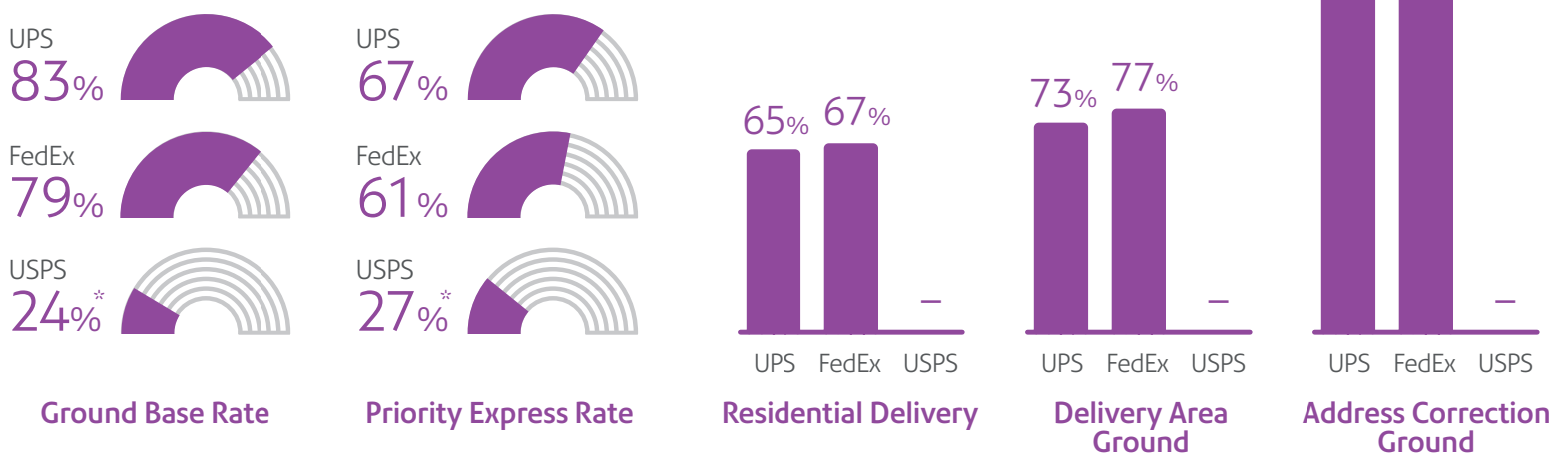
Shipping is complex. You need to select the optimal rate, carrier and service level all while avoiding surcharges. Every decision impacts your bottom line. Now is the time to evaluate your shipping operations and make the most of your dollars.



Shipping costs have **skyrocketed** over the past decade

Shipping rates and surcharges have risen 3x the rate of inflation over the past 10 years¹.

Rates and surcharges percentage increase 2007 – 2017²



*In 2017 USPS parcel rates are Commercial Plus, in 2007 Retail & Commercial rates did not exist.

Average shipping prices continue to rise in 2017³



4.9%

Effective December 26, 2016



3.9% – 4.9%

Effective January 2, 2017



3.9%

Effective January 22, 2017

DIM weight factor can make or break your budget³

Depending on the weight of your shipments, your rate increase could be higher or lower than the average increase reported in 2017.



Ground	UPS	FedEx	USPS Zones 1 to 4 No DIM
2lb Zone 2	\$8.07	\$8.00	\$6.33
DIM	166 (139 over a cubic foot)	139	194 over a cubic foot
10 x 10 x 10 Box	\$9.24	\$9.45	\$6.33
Residential Delivery Charge	\$3.80	\$3.85	0
Delivery Area Surcharge	\$3.80	\$3.90	0
Ground Fuel Surcharge	\$0.93 (5.5%) ³	\$0.69 (4%) ³	0 ³
Total Cost	\$17.77	\$17.89	\$6.33

There are ways to reduce the impact on your business



Diversify

Are you leveraging multiple carriers in your shipping operation?



Analyze

What percentage of your carrier bill is surcharges or adjustments?



Re-package

Are you using appropriate packaging to avoid additional DIM weigh expenses?

Pitney Bowes helps simplify the complex world of shipping.

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¹ <https://www.statbureau.org/en/united-states/inflation>

² Sources: 2007 UPS Daily Rates; FedEx Service Guide 2007; A Practical Guide to R2006-1 USPS(R)Rate Case

³ <http://www.fedex.com/us/shipping-rates/>; <http://rates.ups.com/>; <https://www.usps.com/business/prices.htm>