

quadient

## Red, White and Review

Breaking Down the New USPS Postage Rates with Fireworks-Worthy Savings



## Today's Agenda



**Your Hosts:** 



**Bill Bonato**Director of Marketing



Mike Richetelli Sr. Manager, Postal Relations and Compliance



Part 1: Mailing Services

Part 2: Shipping Services

Part 3: Mailroom Automation and Digital Transformation

Part 4: Additional Tips to Mitigate the Rising Costs



## **Mailing Services**



## USPS® Big-Picture Adjustment





### New postage rates go into effect:

Sunday July 13, 2025



### Summary

- Mailing service products: 7.4% increase
- No price increases for Priority Mail Express®, Domestic Extra Services, International Ancillary Services, or International Products.



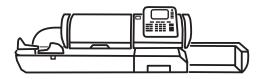


#### First-Class Mail® retail letters are increasing 6.8%

Product	Current Price	New Price
Stamped letters (up to 1 oz.)	\$0.73	\$0.78
Metered letters (up to 1 oz.)	\$0.69	\$0.74
Letters, additional ounce(s)	\$0.28	\$0.29
Domestic Postcards	\$0.56	\$0.61
International Postcards	\$1.65	\$1.70
International Letter (1 oz.)	\$1.65	\$1.70
Large Envelope (Flats up to 1 oz.)	\$1.50	\$1.63
Large Envelope (Flats 2-13 oz.)	\$1.77 - \$4.91	\$1.90 - \$5.04



## 5% savings with **Quadient!**









#### **Convert Flats to Letters and save!**

- Fold documents into a #10 envelope or 6" x 9.5" envelope to save on postage
- Use presort or automation to mail up to 3.5 oz. at the 1 oz. letter rate

Sheets	Flat Envelope Cost (First-Class Mail® Flat)	Letter Envelope Range (6" x 9" or #10)	Savings Range	Savings
1 - 2	\$1.63	\$0.59 - \$0.74	\$0.89 - \$1.04	55% - 64%
3 - 4	\$1.90	\$0.59 - \$0.74	\$1.16 - \$1.31	61% - 69%
5 - 10	\$2.17	\$0.59 - \$1.01	\$1.16 - \$1.58	53% - 73%





## Certified Mail®



#### Certified Mail® savings worth celebrating!

Product	<b>Current Price</b>	New Price	Change
Certified Mail® fee	\$4.85	\$5.30	+ \$0.45
Return Receipt (hard copy)	\$4.10	\$4.40	+ \$0.30
Return Receipt (electronic)	\$2.62	\$2.82	+ \$0.20
Restricted Delivery	\$12.75	\$13.70	+ \$0.95
Signature Required	\$12.75	\$13.70	+ \$0.95



- Go digital to significantly reduce costs
- Switch to Electronic Return Receipt and instantly save \$1.58 per mailing!
- Address and send Certified Mail online
- Upgrade the entire process and create a digital workflow
- Explore more than one way to save

#### **Check out eCertify**





## **Marketing Mail**



#### Carrier Route and Automation, 3.5 oz or less

Entry Point	Saturation	High Density	5- Digit	AADC
Post Office drop	\$0.24	\$0.36	\$0.37	\$0.40
DSCF Postal Facility	\$0.22	\$0.34	\$0.35	-

#### **Carrier Route and Nonautomation, 3.5 oz or less**

Entry Point	Saturation	High Density	High Density Plus	Basic
Post Office drop	\$0.29	\$0.41	\$0.35	\$0.50
DSCF Postal Facility	\$0.25	\$0.38	\$0.31	\$0.46



- Consider moving non-First Class mail to this service
- Pricing starts as low as \$0.22!
- "Saturating" a zip code sends your marketing to an entire carrier route or area
- Combine with Marriage Mail (Shared) for an additional 10% incentive discount

**Explore Marketing Mail** 

## Media Mail & Library Mail



#### **Media Mail**

Single Piece
\$4.47
\$5.22
\$5.97
\$6.72
\$7.47
\$8.22
\$8.97
\$9.72
\$10.47
\$11.22

#### **Library Mail**

Weight (not over in lbs.)	Single Piece
1	\$4.25
2	\$4.96
3	\$5.67
4	\$6.38
5	\$7.10
6	\$7.81
7	\$8.52
8	\$9.23
9	\$9.95
10	\$10.66

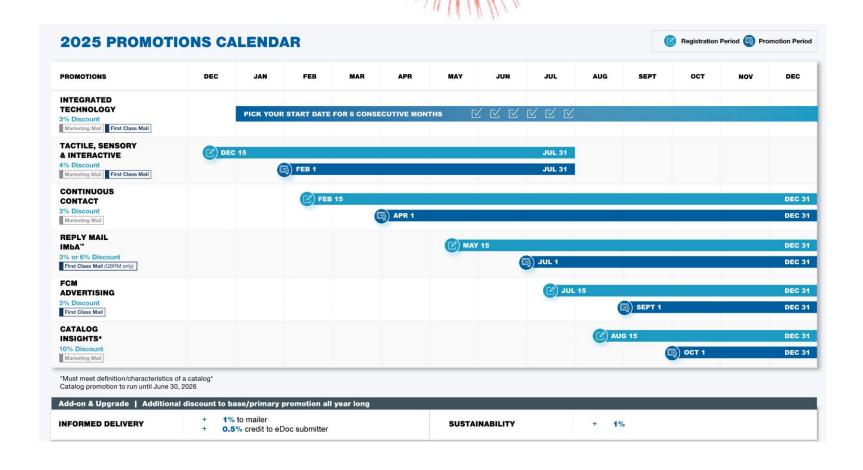
- Media Mail is a packaged goods service for items such as books, sheet music, educational material, film, CDs and other media
- Library Mail is a service for academic institutions, public libraries, museums, and other authorized organizations
- The USPS has removed the presort rate option for both services

**Get Full Pricing Lists** 



### **USPS®** Promotions Calendar







**Tip:** Take advantage of innovative ways to add value to your mail – like a QR code – all while gaining postal discounts.





## **Shipping Services**



## Which Service is Right for You?





## **USPS Pricing Tiers**



	Retail Pricing	© Commercial Pricing	<b>■ Connect eCommerce</b>
What is it?	Think of this like walking into a post office and paying full price at the counter	This is like getting a group discount because you're using a shipping platform	This is the VIP deal—only available through special USPS partnerships
Who uses it?	Small businesses or individuals who buy postage at the post office or on USPS.com	Businesses that ship using online software	Accessed only through USPS- approved merchants such as Quadient
What's the cost?	Highest price option	Discounted rates, fewer surcharges	The deepest discounts available

## Priority Mail® Flat Rate



#### Priority Mail® products are increasing 6.3%

Product	Current Retail Price	New Retail Price	Quadient's Price	Savings
Flat Rate Envelope (12.5" x 9.5" or smaller)	\$10.10	\$11.00	\$9.70	\$1.30
Legal Flat Rate Envelope	\$10.40	\$11.20	\$10.20	\$1.00
Padded Flat Rate Envelope	\$10.85	\$11.95	\$10.50	\$1.45
Small Flat Rate Box	\$10.65	\$11.70	\$10.60	\$1.10
Medium Flat Rate Box	\$19.15	\$21.05	\$18.50	\$2.55
Large Flat Rate Box	\$26.30	\$29.95	\$27.10	\$2.85
APO/FPO/DPO Large Flat Rate Box	\$25.05	\$28.70	\$25.85	\$2.85



#### No price increases for Priority Mail Express® services

Product	Retail Price	Quadient	Savings
Flat Rate Envelope	\$31.40	\$27.20	\$4.20
Legal Flat Rate Envelope	\$31.65	\$27.50	\$4.15
Padded Flat Rate Envelope	\$32.25	\$27.70	\$4.55



Tip: Use this service when you need something delivered fast! It guarantees delivery overnight and is available 365 days a year.





#### Ground Advantage products are increasing 7.1%

Size	New Post Office Price	New Quadient Price	Savings
1 - 4 oz.	\$6.80 +	\$4.20 +	\$2.60 +
5 - 8 oz.	\$7.10 +	\$4.65 +	\$2.45 +
9 - 12 oz.	\$8.15 +	\$5.38 +	\$2.77 +
13 - 15.99 oz.	\$8.70 +	\$6.07 +	\$2.63 +



**Tip:** Multicarrier shipping software helps you unlock the best rates and takes the guesswork out of your day-to-day process.

**Check out Shipping Software** 





## 6 Ways to Reduce Your Shipping Costs





UPS® and FedEx® software default to Air, when Ground delivers just as fast or even faster in local zones



USPS® Ground Advantage uses ounce-based rates; UPS® and FedEx® start at 1 lb.



USPS® doesn't add surcharges for fuel, residential delivery, Saturday service, or delivery area fees



Choose the smallest possible box to ship your items



For soft goods, flat mailers or pouches keep packaging efficient and affordable



Use Quadient shipping software to compare carrier rates and access exclusive discounts





# Mailroom Automation and Digital Transformation



## Mail Automation ---> Digital Transformation





#### S.M.A.R.T. Online

Basic shipping through the USPS made easy



#### S.M.A.R.T. Essential

Full-featured multicarrier shipping with rate shopping



#### S.M.A.R.T. Mail Center

Complete mailing and shipping platform with advanced accounting, reporting and tracking features



## Sparking Your Digital Transformation



#### **Mailing Automation**

- Speed up invoicing
- No more tedious mail prep
- Ensure accuracy/prove compliance
- Closed-loop tracking & reporting

#### **Finance Automation**

- Reduce manual tasks
- Mitigate risk
- Real-time visibility
- Automate collections
- Manage cash flow

• Mail o

#### **Customer Communications**

- Send comms digitally
- Centralize print and digital mail
- Mail distribution, we do it for you!
- Personalized and omnichannel made easy



AR by YayPay





## Would you like to talk to a Mailing & Shipping Expert?

Speak with a Quadient representative about solutions to reduce mailing and shipping costs!





# Additional Tips to Mitigate the Rising Costs



## Ch-BANG! Taking Advantage of Presort Prices



First-Class Mail Commercial Prices	Price
Mixed AADC Automation Letters (1 oz.)	\$0.68
AADC Automation Letters (1 oz.)	\$0.64
5-Digit Automation Letters (1 oz.)	\$0.59
Mixed ADC Automation Flats (1 oz.)	\$1.08
Postcard Machinable Presorted	\$0.46

- Bulk mailings earn a discount!
- At least 500 addressed mailpieces
- Reduced rates if mail is presorted by zip code (5-digit or 3-digit)
- Letters using the Intelligent Mail barcode (IMb) are considered "automation compatible"
- Mailpieces bundled together and addressed for delivery in the same distribution centers



Get postage discounts with presort prices using our mail automation software Impress. No minimum mailpieces required!



## Undeliverable and Returned Mail





55% of all invoices issued in the US are paid late



39% of invoices contain errors



11% of customers never even receive the invoice



## Winning Strategies to Navigate Rising Postage Costs





## Mastering Mail: Offset Postal Increases and

**Protect Your Bottom Line** 

- Proven ways to cut postage spend
- Game-changing postal discounts and incentives
- How presort, bulk mail and other services can work for you!
- Tips to reduce the cost and impact of undeliverable mail
- Sure-fire ways to automate mail and go digital



Sign up now!



## Thanks for attending!

