

Welcome!

quadrent

# Everything You Need to Know About the 2024 Mailing & Shipping Postage Rates



# Today's Agenda



## Your Hosts:



**Bill Bonato**

Director of Digital Marketing  
Quadient



**Mike Richetelli**

Sr. Manager, Postal Relations and Compliance  
Quadient



1. USPS Rates Adjustments
2. FedEx & UPS Rates Adjustments
3. Ways to Reduce Your Mailing & Shipping Costs
4. How to Update Your Meter

5. New IMI Requirements and Decertification
6. Q & A
7. Get Your Rate Guides
8. Links and Useful Resources



## Is it your 1st Rate Change webinar with Quadient?

Find solutions to navigating these new rates, fees & surcharges and the impact on your mailroom budget now!



## USPS Rate Change:

January 21, 2024



## USPS Rate Increase:

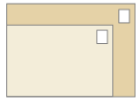
- Mailing services products: **approximately 2%**
- USPS Ground Advantage: **5.4% average increase**
- Priority Mail service: **5.7% average increase**
- Priority Mail Express service: **5.9% average increase**

# USPS® Mail Types at a Glance



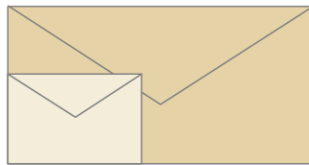
## POSTCARDS

MAX  
4 1/4"  
MIN 3 1/2"  
MIN 5" MAX 6"



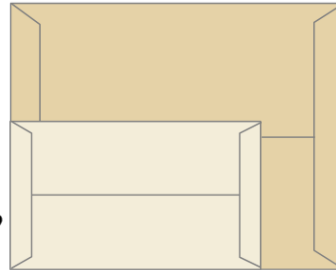
## LETTERS

MAX  
6 7/8"  
MIN 3 1/2"  
MIN 5" MAX 11 1/2"



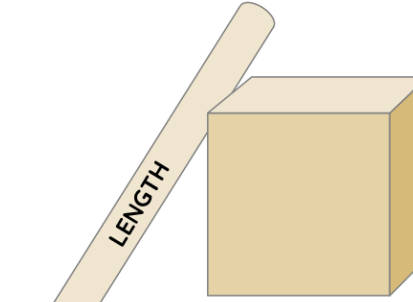
## LG ENVELOPES

MAX  
12"  
MIN 6 7/8"  
MIN 11 1/2" MAX 15"



## PARCELS

LENGTH  
MIN 6"  
HEIGHT MIN 3"  
WIDTH MIN 1/4"



GIRTH = circumference or distance around longest side  
LENGTH + GIRTH cannot exceed 108" or 130" for Retail Ground



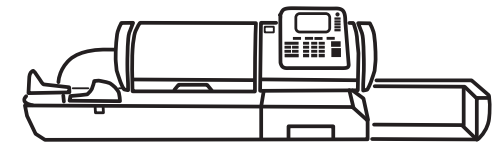
Product	Current Price	New Price
Stamp Price (1oz)	<b>66 cents</b>	<b>68 cents</b>
Meter Price (1oz)	<b>63 cents</b>	<b>64 cents</b>
Letters additional ounce(s)	24 cents	24 cents
Domestic Postcards	51 cents	53 cents
International Letter (1 oz.)	\$1.50	\$1.55

**SAVE 6%**  
with Quadient

**Tip:**

**Save time and money and save up to 4 cents vs. a stamp!**

If you send 500 pieces of mail per day, you can **save \$400/month.**



**See the iX Series**





Product	Current Price	New Price
Certified Mail® fee	\$4.35	\$4.40
Return Receipt (hard copy)	\$3.55	<b>\$3.65</b>
Return Receipt (electronic)	\$2.20	<b>\$2.32</b>

**SAVE**  
on every  
Certified Letter!

## Q: Norma M:

*We need guidance in how to stamp certified mail correctly and send it directly from our office instead of going to the post office every time we need to send certified mail.*

**A:** You don't have to go to the Post Office! Send Certified Mail right from your computer or home office and save 36% on the cost using an online solution like e-Certify.

[Check out e-Certify](#)



# Priority Mail® Flat Rate



Product	Post Office	Quadient	Savings
Regular Flat Rate Envelope	\$9.85	\$8.50	<b>\$1.35</b>
Legal Flat Rate Envelope	\$10.15	\$8.80	<b>\$1.35</b>
Padded Flat Rate Envelope	\$10.60	\$9.30	<b>\$1.35</b>
Small Flat Rate Boxes	\$10.40	\$9.05	<b>\$1.35</b>
Medium Flat Rate Boxes	\$18.40	\$16.00	<b>\$2.40</b>
Large Flat Rate Boxes	\$24.75	\$21.85	<b>\$2.90</b>

**SAVE UP  
TO 47%!**  
with Quadient



# Priority Mail Express® Flat Rate



Product	Post Office	Quadient	Savings
Flat Rate Envelope	\$30.45	\$26.35	<b>\$4.10</b>
Legal Flat Rate Envelope	\$30.65	\$26.65	<b>\$4.00</b>
Padded Flat Rate Envelope	\$31.20	\$26.85	<b>\$4.35</b>

**SAVE UP  
TO 17%!**  
with Quadient

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

# It's Time to Think About Presort Prices



First-Class Mail Commercial Prices	Price
Mixed AADC Automation Letters (1 oz.)	\$0.547
AADC Automation Letters (1 oz.)	\$0.553
5-Digit Automation Letters (1 oz.)	\$0.507
Mixed ADC Automation Flats (1 oz.)	\$0.893
Postcard Machinable Presorted	\$0.406

## Q: Courtney H:

*I would like to learn how to process bulk mailings?*

**A:** With the right mail volume, you can earn a discount on bulk mail if it is presorted by zip code. That saves the USPS from having to do the work, so they pass the savings on to your business!

### Tip:

You can get access to postage discounts with presort prices using our mail automation software Impress®.

[Think about presorting mail.](#) 

[Check Out Mail Software](#) 

# USPS Ground Advantage Pricing



Size	Post Office	Quadient	Savings
1 - 4 oz.	\$5.00	\$3.79	\$1.21
5 - 8 oz.	\$5.70	\$4.21	\$1.49
9 - 12 oz.	\$6.50	\$4.87	\$1.63
13 oz	\$8.00	\$6.17	\$1.83



**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](#)



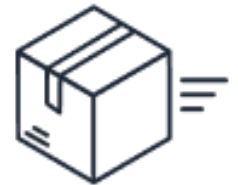
January 1, 2024  
**FedEx Rate Change**

Average  
increase of  
**5.9%**

- FedEx Express
- FedEx Ground
- FedEx Freight

## Surcharges:

- Additional Handling (FedEx Ground, Zone 2, **+\$3.50**)
- Address Correction (**+\$1.50**)
- Delivery Area Surcharge (FedEx Ground **+\$0.25** per package)
- FedEx Delivery Signature Options (FedEx Ground **+\$0.50** per package)
- FedEx Ground Automated Pickup Weekly Fee (**+\$1.00**)





Dec 26, 2023  
**UPS Rate Change**

Average  
increase of  
**5.9%**

- UPS® Ground
- UPS Air
- International services
- UPS SurePost
- Small Business Rates

## Surcharges:

- Demand Surcharge : Additional Handling, Large Package Surcharge, Over Maximum Limits **decreased** as of Jan 14, 2024, until further notice.
- No more Demand Surcharge applied to UPS Air Residential, UPS Ground Residential and UPS SurePost packages, for customers who are billed for more than 20,000 packages.

# Let's Talk about Intelligent Mail Indicia (IMI)



## IBI: Information-Based Indicia (Phased out by June 2024)



## IMI: Intelligent Mail Indicia (New Technology)



## Benefits of IMI:

- Better postal data
- More accurate postage
- Stronger security
- Automatic updates
- Fraud detection

## Dates to Remember:

- **Jun 30, 2024:** The USPS will officially decertify all non-IMI postage meters
- **Dec 31, 2024:** All non-IMI compliant postage meters will be considered inactive.
- **Extension date:** For high-volume mailers or other business that meet specific criteria. Contact a Quadient rep to see if you qualify.

[Learn more about IMI](#)

# Why is the Postal Service Decertifying Meters?



## Reasons for decertification:

- IBI technology dates back to 1999
- Only offers basic information
- Increased mailing & shipping volumes
- Time to modernize with other digital technologies

## Decertified products:

- Quadient IS/IN/IM postage meters
- Affordable options for PB products



[IMI-Ready Product Guide](#) 



**Would you like to talk  
to a Mail Expert?**

Get a quote on an IMI-compliant postage meter or talk with a Quadient rep about solutions to reduce mailing & shipping costs!



# 4 Ways to Reduce Mailroom Costs



## 1 Get the meter discount!

Save on your mailing costs and skip the Post Office. It's costing your business time and money.

## 2 Do Certified Mail<sup>®</sup> online.

Use Electronic Return Receipt.  
Upgrade your entire process and save 38% on all Certified Mail costs immediately with an online solution like e-Certify.

## 3 Think about presorting mail.

You can get access to postage discounts with presort prices using our mail automation software Impress<sup>®</sup>.

## 4 Consider mail automation.

Fold, insert and seal mail in one step with a folding machine! Just set a job and return to find envelopes securely stacked and ready to be metered.

# 6 Ways to Reduce Your Shipping Costs



- Use package services that are not subject to DIM/ Volumetric weight.



- Use the smallest possible box to ship your items.



- Use flat envelopes or pouches when shipping soft items.



- Use software to get Commercial Base or Daily Rate discounts.



- Audit your invoices! Look for hidden fees and monthly charges.



- Explore multiple carriers, or use software that can do it for you.

NeoShip

S.M.A.R.T






## Q: Deb F:

*Do I need to do anything to get the new USPS rates entered into the meter for the January 21, 2024 rate increase, or will it be done automatically?*

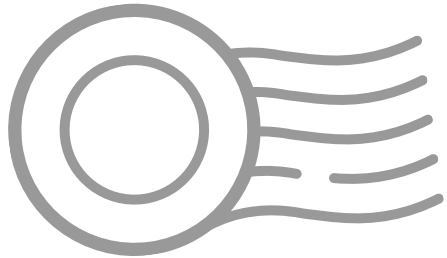
**A:** Update Quadient postage meters by making a “Generic Call” from the machine to the server.

iX Series Meters, Neoship, and e-Certify will automatically update rates. Just log off & log in!

Find step by step instructions, visuals, and a lot more helpful information:

- [IS/IM Series](#) 
- [iX-1](#) 
- [iX-3](#) 

[Visit Knowledge Base](#) 



**Q: Jennifer D:**

*Are the D400 stickers being discontinued?*

**A:** Yes, but new labels can be obtained by going to [MyQuadiant.com](https://www.myquadiant.com) and logging in to your account.

[Go To MyQuadiant.com](https://www.myquadiant.com)

**Q: Linda G:**

*Are there step-by-step instructions on how to use machines for different types of mailings?*

**A:** Everything you need to know about your postage meter, how to use it, how to update it, is on our **Knowledge Base**. Check it out, find your postage meter and follow the instructions.

[Visit Knowledge Base](#)

# Updated January 2024 Postage Rate Guides



**Q: Miriam F:**

*I would like a sheet with rates for weights and size of letters. Do you have that?*

**A:** Yes! Check out our updated rate guides!

[USPS Rate Guide](#)

[FedEx and UPS Guide](#)



[Get the meter discount!](#) 

[Do Certified Mail® online.](#) 

[Consider mail automation.](#) 

[Think about presorting mail.](#) 

[Postage Rates cheat sheet](#) 

[Save on Shipping Costs: Rate Shop](#) 

[What is DIM Weight?](#) 

[2024 USPS, Fedex and UPS Mailing & Shipping Rates](#) 

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**Thank you  
for attending!**