



PCC Direct Connection

Dedicated to Building Postal-Customer Relations

Winter 2011

USPS® ANNOUNCES NEW SHIPPING SERVICES PRICING NEW FLAT-RATE SHIPPING INNOVATIONS DEBUT IN JANUARY



A host of new flat-rate product innovations ushered in with the new year when prices for Priority Mail®, Express Mail® and other Shipping Services changed January 2, 2011. The overall price change for all Shipping Services products, which are adjusted each January, is 3.6 percent.

Extending the popularity of its Priority Mail Flat Rate products, the Postal Service® introduced a legal-size flat-rate envelope measuring 15-by-9.5 inches and a padded flat-rate envelope measuring 12.5-by-9.5 inches, both priced at \$4.95. All six types of Priority Mail Flat Rate envelopes are priced the same as the regular flat Priority Mail Envelope (12.5-by-9.5 inches) at \$4.95, including the Gift Card Flat Rate Envelope, Window Flat Rate Envelope, and the Small Flat Rate Envelope.

Pricing for the Express Mail Flat Rate Envelope is **unchanged** at \$18.30 but will be joined by a new Express Mail Legal Flat Rate Envelope (15-by-9.5 inches) at the same price.

The popular Hold For Pickup service option — currently available for Express Mail only — is **extended** to Priority Mail and First-Class Mail® commercial parcels in the new year. Packages with the Hold For Pickup endorsement are shipped directly to a Post Office™, instead of being left at a recipient’s address. Packages are then held at the Post Office until picked up anytime during office hours, at a time convenient for the recipient.

And, for Commercial Base and Commercial Plus customers mailing regionally, a new **Priority Mail Regional Rate Box** — available in two sizes — offers zone-based pricing with the “If it Fits it Ships” concept. Volume thresholds for Commercial Plus customers also have been reduced.

Also available to Commercial Plus customers is another innovative product offering — **Critical Mail**. Critical Mail, a category of Priority Mail with Delivery Confirmation included in the price, is ideal for shipping sensitive documents, such as event tickets, identification cards and high-value direct mail. Critical Mail offers fast, consistent time-in-transit service and requires use of a Postal Service-supplied envelope. Costs are \$3.50 for letters and \$4.25 for larger, flat-size pieces.

Volume discounts and free additional weight are included in mailing standards changes. These were originally filed with the price changes proposed in July.

Reply Rides Free encourages the inclusion of marketing messages in bill and statement mailings, and payment of bills using the mail. For qualifying customers, a 1.2-ounce piece is charged the 1-ounce price if a reply envelope or card is included in the mailing.

The Saturation Mail/High Density Incentive Program provides rebates for volume growth over 5 percent for frequent mailers of Saturation or High Density Standard Mail letters and flats.

Changes also include a small increase in the threshold below which the Move Update assessment charge applies. For actual pricing charts, visit Postal Explorer at pe.usps.gov.



TRACK YOUR PROGRESS
FREE APP FROM THE USPS



Transform your iPhone® into a lean, mean, mail-tracking machine with the free U.S. Postal Service® App for iPhone and iPod touch. The Track and Confirm feature provides a visual monitor of the progress of mail pieces and requires only initial input of tracking code numbers, so follow-ups are just a tap away. The app takes advantage of Global Positioning System (GPS) capabilities, using the Locator function to show Post Office, Automated Postal Center® and Collection Box® locations closest to the user. Maps and directions — driving, walking or mass transit — to those locations also are provided. Get your free USPS App from the App Store at itunes.com/appstore.

Important changes to note

- ◆ The NH PCC has a new Web site!
- ◆ January 2, 2011 – New pricing takes effect
- ◆ There are two new incentive programs: Reply Rides Free and Saturation/High Density
- ◆ May 2011 – retirement of the POSTNET™ and PLANET® barcodes. IM®b required for automation discounts.

****NEW** FOREVER STAMP™ COILS**



On December 1, 2010, in Washington, DC, the Postal Service issued a First-Class Mail *Lady Liberty/Flag Forever* se-tenant pair (two designs) in a pressure-sensitive adhesive (PSA) coil of 100 stamps (Item 787900). The stamps, designed by Terrence McCaffrey, USPS, went on sale nationwide December 1, 2010. The U.S. Postal Service introduced two new First-Class Mail Forever stamps featuring photographs of world-recognized symbols of the United States: the Statue of Liberty and the American flag. The photograph of Lady Liberty is by Raimund Linke, and the U.S. Flag photograph is by Ron Watts. The stamps are issued in a coil format and known as *Lady Liberty and U.S. Flag*. Forever stamps are always equal in value to the current First-Class Mail 1-ounce rate.

Save These Dates!

March 25, 2011
New England Business Mail Expo
Holiday Inn, Boxborough, MA

May 1-4, 2011
National Postal Forum
San Diego, CA

NH PCC Executive Board

Industry Co-Chair:
Eric Flinton, Formax, 603-749-5807
Postal Co-Chair:
Walter Rowland, USPS, 603-626-6888

www.nhpcc.net

Would you like to be on our confidential e-mail list to receive postal updates and participate in postal webinars? Simply e-mail NHPCC@usps.gov with the subject "PCC E-mail". Easy!