
**Rethink
★ Shipping™ ★**



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 UNITED STATES
POSTAL SERVICE®

Agenda

- ★ Benefits of shipping with the U.S Postal Service
- ★ USPS Web Tools
- ★ Click-N-Ship
- ★ USPS Meter Label Solution
- ★ Click-N-Ship Business Pro

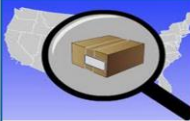
What you may not know about the USPS

Growth & reach



- ★ USPS shipping sales grew by over 10% last year¹
- ★ USPS delivered more than 3 billion packages in 2013

Tracking



- ★ Packages receive up to 11 scans from pick-up to delivery
- ★ Tracking information available within hours
- ★ Auto-generated emails are sent for each package²

Pick-up



- ★ Free pick-up is available for expedited products
- ★ We can tailor pick-up hours for customers with large shipping volumes

Reliability



- ★ We ship on Saturdays, with no surcharges
- ★ Average total days to delivery for Priority Mail is ~2 business days – even for packages sent on Thursday

¹ Based on USPS 2013 annual report, calculated for all shipping and packages revenues

² Shipper-enabled option

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Here are some Facts you should share with your local shippers

With Priority Mail[®], free services help you save even more

- ★ Free Priority Mail[®] shipping boxes and envelopes
- ★ Free Package Pickup¹
- ★ Free insurance for packages valued up to \$50 or \$100²
- ★ Free Hold for Pickup
- ★ Free package forwarding
- ★ Free returned packages if undeliverable or unclaimed
- ★ Free address correction
- ★ Free USPS Tracking[®]



1. For details on free Package Pickup, go to usps.com/pickup.
2. Free insurance up to \$50 for most shipments. Free insurance up to \$100 for most shipments when using Commercial Plus pricing. To qualify for included insurance, a shipment must meet certain requirements, such as having an applicable bar code. For details, visit <https://www.usps.com/ship/priority-mail.htm>. Insurance does not cover certain items. For details regarding claim exclusions, see sections 609.4.3 (Non-payable Claims), 609 (Filing Indemnity Claims for Loss or Damage), and 503.4 (Insured Mail) of the Domestic Mail Manual at <http://pe.usps.com>.

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When customers ship through Priority Mail[®], they get a number of services in addition to our already-low pricing—at no extra cost. This helps further reduce costs and provides greater convenience for your customers.

- Free Package Pickup¹
- Free Priority Mail[®] shipping boxes and envelopes
- Free insurance for packages valued up to \$50 or \$100²
- Free Hold for Pickup
- Free package forwarding
- Free returned packages if undeliverable or unclaimed
- Free address correction
- Free USPS Tracking[®]

[DISCLAIMERS]

1. For details on free Package Pickup, go to usps.com/pickup.
2. Free insurance up to \$50 for most shipments. Free insurance up to \$100 for most shipments when using Commercial Plus pricing. To qualify for included insurance, a shipment must meet certain requirements, such as having an applicable bar code. For details, visit <https://www.usps.com/ship/priority-mail.htm>. Insurance does not cover certain items. For details regarding claim exclusions, see sections 609.4.3 (Non-payable Claims), 609 (Filing Indemnity Claims for Loss or Damage), and 503.4 (Insured Mail) of the Domestic Mail Manual at <http://pe.usps.com>.

Additional reasons to take another look:



**No Residential
Delivery Surcharges**



No Fuel Surcharges



**No Rural Delivery
Surcharges**

Sun Mon Tue Wed Thu Fri Sat

29 30 1 2 3 4 5

**No Surcharge For Regular
Saturday Delivery**

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As always, Priority Mail does not have surcharges for residential deliveries, fuel surcharges, rural deliveries and Saturday is considered a regular delivery day. And we now deliver packages on Sunday as well (in certain destinations).

Shipping tools for any size business

USPS Web Tools® APIs can help you deliver seamless, simple customer service, while saving you time and money.



★ ADDRESS INFORMATION

Never get another address or Zip Code™ wrong again with our address standardization city and state lookup APIs.



★ TRACKING & DELIVERY INFORMATION

Get estimated delivery information and track packages until they arrive with Tracking & Delivery information APIs.



★ PRICE CALCULATOR

Calculate postage rates quickly and easily online for domestic and international shipping.



★ PRINT SHIPPING LABELS

Print a complete shipping label with a tracking barcode to track packages seamlessly with one of our PC Postage® partners



★ PACKAGE PICKUP

Stop going to the Post Office™ to drop of your packages. With the Package Pickup API, you can submit a pickup request and we'll pick up your package for free.



★ SERVICE STANDARDS & COMMITMENTS

Get estimates on delivery and receive guaranteed Commitments with certain service.

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In addition to our outstanding tracking technology, we also provide tools to make your customers' shipping experiences even easier.

USPS Web Tools® APIs let you install powerful shipping and tracking apps on your website for seamless, simple customer service. Free and easy to use, USPS Web Tools APIs save you time and money while adding further value to your shipping capabilities.

- Address information
- Address verification and correction of errors in street addresses, including abbreviations and missing information, before packages are sent
- 24/7 track and trace with email updates
- Tracking and delivery information
- Price calculator
- Shipping label printing
- Package Pickup requests

Click-N-Ship®



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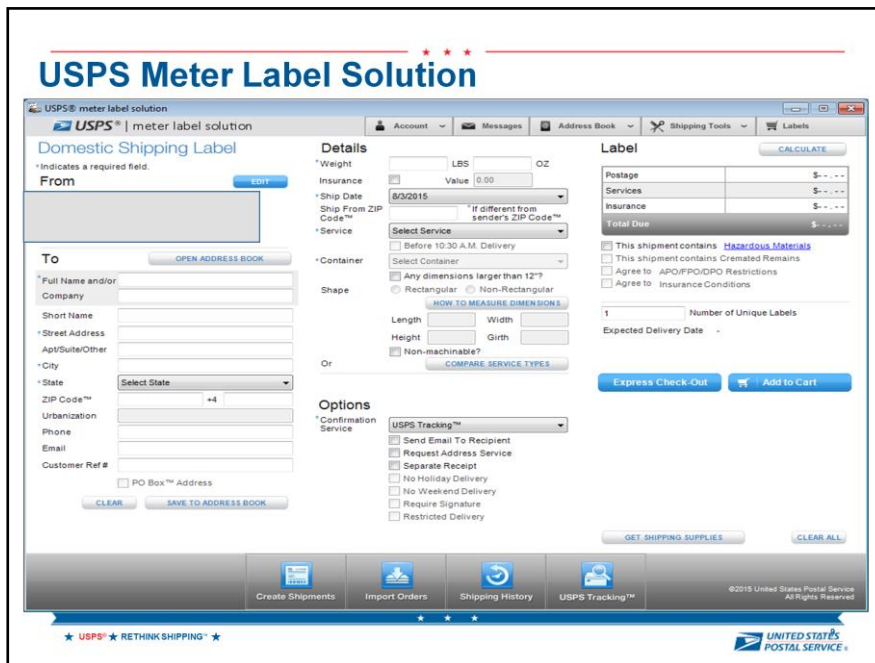
Whether you ship 1 or 50 packages per month, you can easily pay for postage and print shipping labels online. All you'll need is a free USPS.com® account.

Click-N-Ship -

- Easy-to-use online shipping on usps.com

- Print labels with postage
- Pay for postage with a credit card and/or PayPal.
- Use your home or office computer

The screenshot shows the USPS website's 'Print Shipping Labels' page. At the top, there is a navigation bar with links for 'Print Shipping Labels', 'FAQs', and 'My Account'. The main heading is 'Print Shipping Labels'. Below this, a red banner states 'Your shipping label is just a Click-N-Ship® away.' and includes a 'Please Read' note about software requirements. The central area is titled 'Domestic and International Shipping Labels' and features a dropdown menu for destination (currently set to 'United States') and a 'Sign In >' button. Below the dropdown are two columns of service options: 'Domestic Services' (Express Mail®, Priority Mail®) and 'International Services' (Global Express Guaranteed®, Express Mail International®, Priority Mail® International). To the right, there are three promotional boxes: 'New Prices for Click-N-Ship® Extra Services Start shipping online', 'Register Now! Take advantage of these features' (listing benefits like credit card payment and address book), and 'Popular Features' (listing new mail services and tracking tools). At the bottom left, a 'Save Time Online!' section promotes ordering supplies. A blue banner at the bottom of the page contains the slogan '★ USPS® ★ RETHINK SHIPPING™ ★'.



This is a screenshot of the new USPS meter label solution, previously known as Click-N-Ship for Business.

USPS meter label solution is free desktop software for businesses that regularly ship 50-100 packages a month.


USPS Meter Label Solution

Preferences

Defaults that are chosen or defined will pre-populate the corresponding fields within the USPS® meter label solution application. Fields with default values defined will be editable in the Shipping Label view. RESET ALL PREFERENCES

<p>General</p> <p>Package Pickup</p> <p>Customs Form 2976</p> <p>Customs Form 2976A</p> <p>FCM Address Label</p> <p>MRS Label</p> <p>International Label</p> <p>Open and Distribute</p> <p>Domestic Label</p> <p>APO/FPO/DPO & PTFAS</p> <p>Import Options</p> <p>User Reporting</p> <p>Payment Options</p> <p>Custom Packages</p>	<p>Meter Payment Information</p> <p>Instructions on Setting up your External Device</p> <p><input type="checkbox"/> Use Postage Meter Terms and Conditions</p> <p>Manufacturer: <input type="text" value="Select Manufacturer"/></p> <p>Select Meter Device: <input type="text" value="Please select a meter"/></p> <p>Meter Device: <input type="text"/></p> <p>METER INFO</p> <p>Device Name: <input type="text"/></p> <p>Serial/Meter Number: <input type="text"/></p> <p>Software Version: <input type="text"/></p> <p>Current Balance: <input type="text"/></p> <p>Status: N/A</p> <p><input type="checkbox"/> Use Integrated Scale</p> <p>SCALE INFO</p> <p>Current Weight: <input type="text"/></p> <p>Max Weight: <input type="text"/></p> <p>Status: N/A</p> <p style="text-align: center;"><input type="button" value="ZERO SCALE"/></p>	<p>Payment Options</p> <p>Select Default Payment: <input type="text" value="Select a Payment Default"/></p> <p>Mailer ID Information</p> <p>If instructed by Customer Support, enter/change your Mailer ID here.</p> <p>Mailer ID: <input type="text"/></p>
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This is a screenshot of the payment option page. Your payment options are meter, permit or eVS.

USPS Meter Label Solution

Here's what you need:

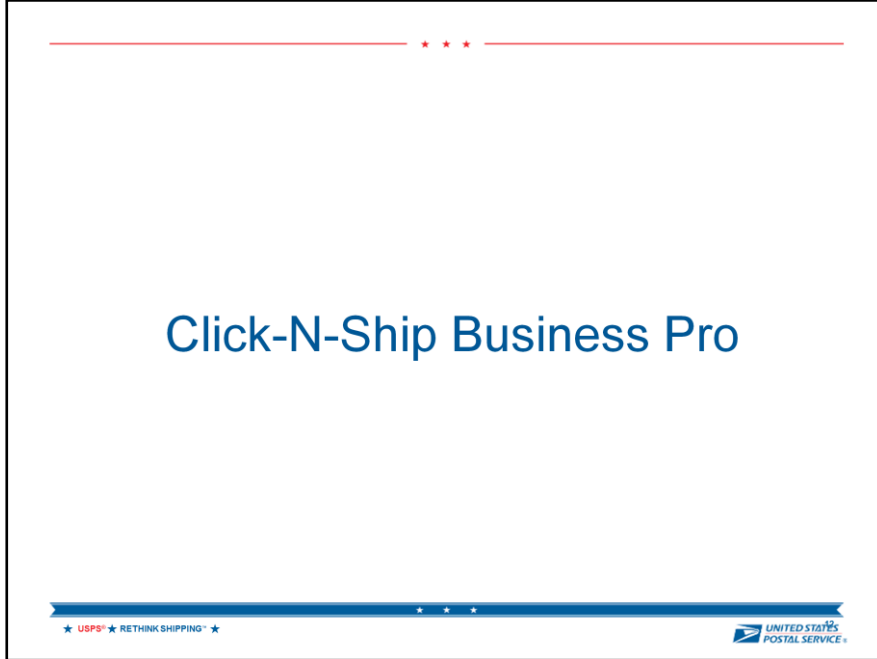
- A postage meter
- A PC with an internet connection
- Internet Explorer version 6.01 or higher
- Windows 8, Windows 7, Vista, XP, NT 4.0, ME, 2000
- Adobe Acrobat Reader version 5.0 or higher
- At least 10 MB of free space

• Signing up is easy:

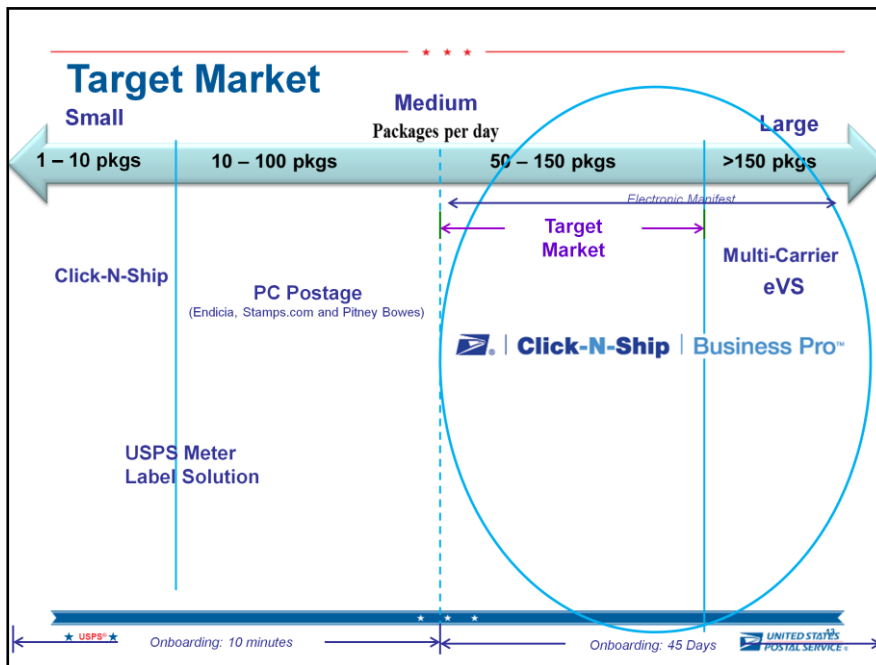
- Go to <https://www.usps.com/business/business-shipping.htm>
- Click on the 'Download Now' button and follow the instructions to download USPS® meter label solution

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Now we're going to talk about Click-N-Ship Business Pro. For shipments of at least 50 pieces or a combined weight of 50 lbs. or more, Click-N-Ship Business Pro is downloadable desktop software to help you get the job done.



We want to position ourselves in the market where small and medium businesses have a need to ship, but shipping is not their primary function. They have enough volume that a single label solution like CNS is redundant work, and they may want to do business directly with us rather than through a PC Postage provider or consolidator. At the same time, their shipping needs may not be enough to justify the cost and IT support needed to integrate with a shipping software...

Not a one size fits all solution

* * *

Click-N-Ship Business Pro

**Downloadable software solution provided
by the Postal Service**

**Free of charge for business customers who
ship at least 50 packages (or 50 pounds)**

- Same day onboarding: no certification, no fees
- Prints IMpb-compliant shipping labels
- Creates electronic tracking & postage manifests
- Generates electronic postage statements
- Submits postage payment through ACH debit

Highlight the bullets on the screen.

* * *

The bottom line

USPS® offers real advantages:

- ★ Numerous affordable and reliable shipping and returns options that may help you reach your business objectives
- ★ Savings that could enable you to offer reduced-cost or free shipping to customers
- ★ Delivery experiences that could help make your business more competitive and increase repeat purchases

Let USPS develop a customized solution for your shipping needs based on your shipping history.



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So what does this all mean?

- Numerous affordable and reliable shipping and returns options that may help you reach your business objectives
- Savings that could enable you to offer reduced-cost or free shipping to customers without cutting into your bottom line
- Delivery experiences that could help make your business more competitive and increase repeat purchases



Thank you!