



E-commerce Seller's Guide  
To Shipping Rate Changes



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# Rates are going up



## Introduction

Deciding on the best shipping carrier and service has never been simple, and with all the carriers introducing rate increases, optimizing your shipping operations for 2019 is more important than ever.

This guide will help you:

- | Understand the changes
- | Determine the best carrier based on your timing requirements, package weight, and destination zone
- | Put the changes into context using real-world case studies

<sup>1</sup> Does not apply to USPS

<sup>2</sup> While simple math produces a high end cost of \$12.32, the high end is \$11.50 due to the difference in increases among carriers

# Summary of upcoming changes



Rate Changes	Overall average across all shipping services	7%	Average of 4.9% across ground, air, and international services	Average of 4.9% across all domestic standard shipping list rates
	Priority Mail Express®:	3.9%		
	Priority Mail®:	5.9%		
	Retail Ground:	3.9%		
	First-Class Package Service®: <i>moves to zone-based pricing</i>	12%		
Effective Date	January 27, 2019	December 26, 2018	January 7, 2019	
Surcharges & Other Changes	USPS® doesn't charge surcharges	\$0.40 increase in residential air services and \$0.35 increase in residential ground services surcharge	\$0.20 increase in residential & home delivery surcharges	
	Effective June 23, 2019, dimensional pricing will be applied to packages of volume greater than 1 cubic foot shipping to all zones and the dimensional weight divisor will be lowered from 194 to 166	\$4 increase in Additional Handling charge for any U.S. Domestic package exceeding 70 pounds in actual weight	\$1.50 increase in Additional Handling Surcharge (applies to packages greater than 48 inches on longest side or meeting other criteria—see link below)	
		\$0.50 increase in address correction charge	\$10 increase in Oversize Charge which applies to any FedEx Express U.S. package or FedEx Ground® package exceeding 96 inches in length or 130 inches in length plus girth	
		\$25 increase in Large Package Surcharge for U.S. Domestic residential packages		
Reference	<a href="https://pe.usps.com/PriceChange/Index">https://pe.usps.com/PriceChange/Index</a>	Rates: <a href="http://bit.ly/upsrates">http://bit.ly/upsrates</a> Non-fuel surcharges: <a href="http://bit.ly/UPSNonFuelSurcharges19">http://bit.ly/UPSNonFuelSurcharges19</a> Fuel surcharges: <a href="http://bit.ly/UPSfuelsurcharges">http://bit.ly/UPSfuelsurcharges</a>	Rates: <a href="http://bit.ly/fedexrate">http://bit.ly/fedexrate</a> Non-fuel surcharges: <a href="http://bit.ly/FedExNonFuelSurcharges19">http://bit.ly/FedExNonFuelSurcharges19</a> Fuel surcharges: <a href="http://bit.ly/fedexfuel">http://bit.ly/fedexfuel</a>	

Note: this table is intended to convey key changes only; for comprehensive information, please refer to each carrier's website.

# What the changes mean for you

## Key considerations for e-commerce

Annual carrier price increases have become a constant for e-commerce sellers. However, there's no need to panic. This guide is intended to help you mitigate the impact of these changes on your business.

First, consider these questions:



**| Are you getting the best rates?** This guide will help you compare USPS Commercial Plus® pricing—which you probably qualify for<sup>1</sup>—versus published standard UPS and FedEx rates—which can be negotiated.



**| What kind of delivery guarantees do you need?** While all three carriers offer overnight service, only FedEx and UPS have guaranteed second and third day services. If you need to guarantee two or three day delivery, using FedEx or UPS will be less risky than using USPS.



**| Are you (overly) concerned with brand perception?** Some e-commerce sellers use UPS or FedEx because they believe these carriers offer more brand cachet. These retailers might also consider the brand value USPS Priority Mail® (PM) can offer by getting shipments into customers' hands more quickly (on average) and for a lower cost than FedEx or UPS ground services.



**| Are you using the right size packaging?** If you use USPS, switching from custom packaging to a flat-rate or regional-rate package can often save you money on the shipping cost—not to mention the savings on getting free boxes or envelopes delivered to your door!



**| Do you have special considerations?** While they are not covered in this guide, a number of special circumstances may make one carrier a clear winner over the others. If, for example, you require guaranteed early morning (or same day) delivery, ship hazardous materials, ship to PO boxes, or ship to APO/FPO/DPO (Army Post Office/Fleet Post Office/Diplomatic Post Office) addresses, we recommend you do additional research to determine the best carrier.

<sup>1</sup> Contact ShippingEasy to see how we can help you get these rates: [sales@shippingeasy.com](mailto:sales@shippingeasy.com)



# Which carrier should I use?

**Your choice of carrier is based on a complex mix of criteria including:**

- | Desired delivery timeframe
- | Package weight
- | Package dimensions
- | Delivery distance
- | Discounts you may have negotiated (or may be able to negotiate) with a carrier

The good news is we've done the analysis for you and have narrowed down your choices for each standard delivery timeframe. In this section of the guide, we'll examine each common delivery timeframe and provide a summary table showing the lowest-cost carrier for a given weight/zone combination<sup>1</sup>. Where relevant, we'll color code the table cells to indicate if a USPS flat-rate or regional-rate option may be more cost effective. To use these tables, simply find the row in the table with your shipment weight and the column with your destination zone; the carrier at their intersection will tell you who is typically the lowest-cost for that scenario (based on USPS Commercial Plus® Pricing (CPP) and standard FedEx and UPS pricing, including residential and fuel surcharges according to our calculations). Check the cell's color against the accompanying key to find out which USPS flat-rate or regional-rate service might be an even better deal.

## ZONE COMPARISONS

- | While published USPS and FedEx zone definitions are based on relative distance a package travels and are for our purposes identical, UPS does not explicitly define zones based on distance traveled. We have therefore—in order to construct the comparison tables—made some assumptions about the way UPS zones map to USPS and FedEx zones.
- | We use the same 1-digit zone numbers used by FedEx and USPS, and only include zones 1-8 which represent the greatest areas of zone overlap between the carriers covering the United States.

<sup>1</sup> This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions.

# Overnight delivery

## Typically least expensive carrier

USPS (assuming Commercial Plus pricing) now dominates the Overnight Delivery segment with its Priority Mail Express™ (PME) service, at least from a cost-effectiveness perspective when compared to FedEx and UPS standard rates plus surcharges. As shown in the table, for most weights/zones in which they compete, USPS is the lowest-cost option<sup>1</sup>. As an added benefit, USPS also offers free Saturday delivery while the others charge extra.

Weight (lb.)	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
<=22	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>22 to 50	USPS	FedEx	USPS	USPS	USPS	USPS	USPS
>50 to 51	FedEx	FedEx	USPS	USPS	USPS	USPS	USPS
>51 to 53	USPS	FedEx	USPS	USPS	USPS	USPS	USPS
>53 to 58	FedEx	FedEx	USPS	USPS	USPS	USPS	USPS
>58 to 59	UPS	FedEx	USPS	USPS	USPS	USPS	USPS
>59 to 62	FedEx	FedEx	USPS	USPS	USPS	USPS	USPS
>62 to 70	UPS	FedEx	USPS	USPS	USPS	USPS	USPS
>70 to 150 <sup>2</sup>	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx

### SERVICES

**USPS** Priority Mail Express®

**FedEx** Standard Overnight®

**UPS** Next Day Air Saver®<sup>3</sup>

### For shaded cells, check these options:

■ USPS Priority Mail Express Flat Rate® Envelope

<sup>1</sup> When comparing USPS Commercial Plus® Pricing to FedEx and UPS standard pricing plus surcharges, according to our calculations. Always verify pricing for specific shipping parameters with each carrier.

<sup>2</sup> UPS and FedEx offer freight services for packages weighing more than 150 lbs; see their respective web pages for more information. For dimensional weights of >150 lbs, see each carrier's respective webpage for more info.

<sup>3</sup> Included in analysis but did not provide better rates for any scenario analyzed.

# Overnight delivery

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## Typically least expensive carrier (continued)

When it comes to on-time deliveries, available data on the three carriers can be hard to compare, but they appear to be generally similar, with UPS and FedEx exceeding 90% on-time delivery in the run-up to Christmas day 2017<sup>1</sup>, while USPS reports package shipments were on time 90.3% of the time during the fourth quarter (October through December) of FY17<sup>2</sup>.

Areas where USPS can't compete with its rivals in this segment include packages that weigh more than 70 lb. and packages requiring guaranteed morning delivery.

***“Only UPS and FedEx offer guaranteed morning delivery services”***

If you are considering USPS, it is important to note that Priority Mail Express Flat Rate® envelopes<sup>3</sup> are generally the best option for any shipment that will fit into them (and weighs not more than 70 lb.). Standard (\$22.68) and padded (\$23.18) flat-rate envelopes measure 12.5" x 9.5", while legal (\$22.80) flat-rate envelopes measure 15" x 9.5". These rates fall below the lowest 2019 undiscounted overnight prices available from FedEx or UPS. And—just like FedEx and UPS—USPS offers a money-back guarantee on Priority Mail Express® deliveries.

<sup>1</sup> <http://bit.ly/CarrierOnTime>

<sup>2</sup> <http://bit.ly/USPSHistPerf>

<sup>3</sup> <http://bit.ly/pmexpress>

## 2 to 3 day delivery

Typically least expensive carrier<sup>1</sup>

USPS offers no guaranteed 2 day service. However, the USPS Priority Mail® “1 to 3 Day” service will get your package to most destinations in two days, and unlike the other carriers, it will get it to some destinations within one day. Head online to [usps.com](https://usps.com)<sup>2</sup> to calculate estimated delivery times. If you need 100% guaranteed 2 day delivery, go with FedEx or UPS.

If you do decide to go with USPS Priority Mail®, consider Regional Rate® boxes<sup>3</sup>. These boxes can provide huge savings in some weight ranges and zones as highlighted in the table, as long as your contents will fit into them and meet the weight maximums. Regional Rate® box parameters are:

- | A1: 10" x 7" x 4-3/4" top load, maximum 15 lb.
- | A2: 12-13/16" x 10-15/16" x 2-3/8" side load, maximum 15 lb.
- | B1: 12" x 10-1/4" x 5" top load, maximum 20 lb.
- | B2: 15-7/8" x 14-3/8" x 2-7/8" side load, maximum 20 lb.

USPS also offers Priority Mail Flat Rate® envelopes and boxes<sup>4</sup> that ship any contents up to 70 pounds to any zone for one rate. See the color code key to understand where this might be the best deal.

Weight (lb.)	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
<=2	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>2 to 20	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>20 to 70	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>70 to 150 <sup>5</sup>	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx

### SERVICES

**USPS** Priority Mail®

**FedEx** 2Day®

**UPS** 2nd Day Air®<sup>6</sup>

### For shaded cells, check these options:

■ USPS Priority Mail Flat Rate® Envelope or Small Box

■ USPS Priority Mail Regional Rate® or Flat Rate Box

■ USPS Priority Mail Flat Rate® Box

<sup>1</sup> When comparing USPS Commercial Plus® Pricing to FedEx and UPS standard pricing plus surcharges, according to our calculations. Always verify pricing for specific shipping parameters with each carrier.

<sup>2</sup> <http://bit.ly/pmdeliverymap>   <sup>3</sup> <http://bit.ly/pm-regional>   <sup>4</sup> <http://bit.ly/shippriority>

<sup>5</sup> UPS and FedEx offer freight services for packages weighing more than 150 lbs; see their respective web pages for more information. For dimensional weights of >150 lbs, see each carrier's respective webpage for more info.

<sup>6</sup> Included in analysis but did not provide better rates for any scenario analyzed.

# 2 to 3 day+ delivery

For packages less than 1lb

If delivery time is not a critical factor and your package weighs less than 1 pound, USPS First Class Package Service® (FCPS) is impossible to beat, even with the changes rolling out in January 2019.

These changes and their implications for online shippers are summarized in the table below.



*“First-Class Package Service® is, on average, as fast as the much more expensive 2-day services.”*

It’s important to note that while there are no delivery timeframe guarantees with First Class™, the USPS advertises it as a “1 to 3 day”. For items that qualify, First Class™ is, on average, as fast as the much more expensive 2-day services.



## First-Class Package Service®

2019 change	Implications
Introduction of zone-based pricing at all FCPS package weights	<ul style="list-style-type: none"><li>  FCPS commercial rates for nearly every zone/weight combination will increase in 2019 from 2018 unzoned prices</li><li>  Average price increase of 12% across all FCPS commercial price points</li></ul>

**If <1lb.,**  
First-Class Package Service® wins

## 2 to 3 day+ delivery

For packages less than 1 lb. (continued)

Here's the detailed breakdown of all less-than-1-pound shipping options. For more detailed information on the USPS rate changes, check out this post on the ShippingEasy blog: <http://bit.ly/RateChanges2019>.

### Up-to-1 lb. item delivery options<sup>1</sup>

	Weight	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
USPS First Class Package	<=4 oz.	2.66	2.68	2.70	2.76	2.84	2.96	3.09
	>4 to 5 oz.	3.18	3.20	3.22	3.28	3.36	3.49	3.63
	>5 to 6 oz.	3.18	3.20	3.22	3.28	3.36	3.49	3.63
	>6 to 7 oz.	3.18	3.20	3.22	3.28	3.36	3.49	3.63
	>7 to 8 oz.	3.18	3.20	3.22	3.28	3.36	3.49	3.63
	>8 to 9 oz.	3.82	3.85	3.88	3.96	4.06	4.19	4.33
	>9 to 10 oz.	3.82	3.85	3.88	3.96	4.06	4.19	4.33
	>10 to 11 oz.	3.82	3.85	3.88	3.96	4.06	4.19	4.33
	>11 to 12 oz.	3.82	3.85	3.88	3.96	4.06	4.19	4.33
	>12 to 13 oz.	4.94	4.98	5.02	5.12	5.24	5.38	5.53
	>13 to 14 oz.	4.94	4.98	5.02	5.12	5.24	5.38	5.53
	>14 to 15 oz.	4.94	4.98	5.02	5.12	5.24	5.38	5.53
	>15 to 15.999 oz.	4.94	4.98	5.02	5.12	5.24	5.38	5.53
USPS Priority Mail Flat Rate® Envelope	<=70 lb.	6.95						
USPS Priority Mail Legal Flat Rate® Envelope	<=70 lb.	7.25						
USPS Priority Mail Flat Rate® padded Envelope	<=70 lb.	7.55						
USPS Priority Mail Flat Rate® Small Box	<=70 lb.	7.50						
USPS Priority Mail®	<=16 oz.	6.95	7.28	7.49	7.65	7.82	7.99	8.25
FedEx 2Day® with surcharges	<=16 oz.	23.92	24.73	25.59	28.38	33.54	35.17	35.81
UPS 2nd Day Air® with surcharges	<=8 oz. (letter)	24.51	25.34	26.22	28.95	34.18	35.83	36.48
UPS 2nd Day Air® with surcharges	<=16 oz. (parcel)	24.61	25.45	26.33	29.18	34.47	36.14	36.79
FedEx Express Saver® (3 Day) with surcharges	<=16 oz.	21.65	21.83	22.01	24.06	26.84	27.54	30.06
UPS 3 Day Select® with surcharges	<=16 oz.	16.92	18.83	19.83	22.13	26.23	27.92	29.86
FedEx® Ground with surcharges	<=16 oz.	12.49	12.90	13.69	14.11	14.46	14.59	14.76
UPS® Ground with surcharges	<=16 oz.	12.71	13.58	13.91	14.34	14.69	14.82	14.99

Cell shading represents carrier: ■ USPS ■ FedEx ■ UPS

<sup>1</sup>When comparing USPS Commercial Plus® Pricing to FedEx and UPS standard pricing plus surcharges, according to our calculations. Always verify pricing for specific shipping parameters with each carrier.

# Greater than 3 day delivery

Typically least expensive carrier<sup>1</sup>

Weight (lb.)	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
<=2	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>2 to 4	USPS	USPS	USPS	USPS	USPS	USPS	USPS
>4 to 5	USPS	USPS	USPS	USPS	USPS	USPS	FedEx
>5 to 6	USPS	USPS	USPS	USPS	USPS	FedEx	FedEx
>6 to 8	USPS	USPS	USPS	USPS	FedEx	FedEx	FedEx
>8 to 9	USPS	USPS	USPS	USPS	FedEx	FedEx	FedEx
>9 to 15	USPS	USPS	USPS	FedEx	FedEx	FedEx	FedEx
>15 to 20	USPS	USPS	FedEx	FedEx	FedEx	FedEx	FedEx
>20 to 24	USPS	USPS	FedEx	FedEx	FedEx	FedEx	FedEx
>24 to 27	USPS	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx
>27 to 70	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx
>70 to 150 <sup>2</sup>	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx	FedEx

## SERVICES

**USPS** Priority Mail®

**FedEx** Ground®

**UPS** Ground®<sup>3</sup>

## For shaded cells, check these options:

■ USPS Priority Mail Flat Rate® Envelope or Small Box

■ USPS Priority Mail Regional Rate® or Flat Rate Box

■ USPS Priority Mail Flat Rate® Box

This delivery timeframe is actually the most complicated due to the number of different services that can be considered. We have attempted to simplify it by including the services that are, in our view, most relevant:

- | USPS Priority Mail® with Commercial Plus® Pricing (CPP) is the lowest-cost option for most packages under 9 lb. and is likely to get your package to its destination faster than the other options shown.
- | USPS Retail Ground® pricing—which is not offered with CPP—was analyzed but didn't win for any shipping parameters.
- | FedEx Ground® offers the lowest-cost option for most combinations between 9 and 150 lb.
- | USPS Priority Mail Flat Rate® or Regional Rate® Boxes can also provide a compelling value proposition for all packages up to 70 lb.; consider them for weight/zone combinations as noted in the table key.

<sup>1</sup> When comparing USPS Commercial Plus® Pricing to FedEx and UPS standard pricing plus surcharges, according to our calculations. Always verify pricing for specific shipping parameters with each carrier.

<sup>2</sup> UPS and FedEx offer freight services for packages weighing more than 150 lbs; see their respective web pages for more information. For dimensional weights of >150 lbs, see each carrier's respective webpage for more info.

<sup>3</sup> Included in analysis but did not provide better rates for any scenario analyzed



## Understanding dimensional pricing

*Dimensional weight* is the “weight” used to calculate the shipping cost of large lightweight packages. At some point, the cost of shipping such packages becomes driven more by the amount of space they take up than by their weight; carriers therefore use dimensional weight to more closely match the prices they charge for large lightweight packages to the costs of shipping such packages. USPS, FedEx, and UPS have all used some form of dimensional pricing for packages that meet certain criteria for several years. This year, USPS is significantly expanding its application of dimensional pricing to include all of the shipping services and zones we discuss in this guide except First-Class Package Service® (which is limited to packages under 16 oz and no larger than 22" x 18" x 15"). In this section we'll help you understand dimensional pricing and offer some examples of how it works.

# Understanding dimensional pricing

(continued)

The formulas for calculating dimensional weight are becoming increasingly uniform across the major carriers, but some uniqueness remains. It's worth pointing out that despite its substantial expansion of the shipping scenarios dimensional weight applies to, USPS is still by far the least restrictive of the major carriers when it comes to dimensional weight calculations; see <http://bit.ly/2019DIMwt> for a thorough discussion of USPS dimensional weight changes for 2019. The following table explains how to calculate dimensional weight and apply each carrier's formula to determine their shipping price. ShippingEasy also offers a free, easy-to-use dimensional weight calculator at <http://bit.ly/SEDimWtCalc>.



<b>For packages shipping by these services</b>	<p><b>Until midnight June 23, 2019:</b> Priority Mail® packages larger than 1 cubic foot in volume and shipping to zones 5-8 only.</p> <p><b>After midnight June 23, 2019:</b> Priority Mail, Priority Mail Express, and Parcel Select Non-lightweight packages larger than 1 cubic foot in volume and shipping to all zones.</p>	All services/all zones.	All services/all zones.
<b>Determine volume in cubic inches:</b>	<b>Multiply Length x Width x Height</b>		
<b>Calculate dimensional weight in lb.</b>	<p>If volume exceeds 1,728 cubic inches, divide by:</p> <ul style="list-style-type: none"> <li>• 194 Until midnight June 23, 2019</li> <li>• 166 After midnight June 23, 2019</li> </ul> <p>to get dimensional weight in lb.; if volume is 1,728 or less, use actual weight.</p>	Divide by 139 to compute dimensional weight in lb.	Divide by 139 to compute dimensional weight in lb.
<b>To determine shipping cost</b>	Look up the greater of the actual weight or the calculated dimensional weight in the appropriate rate table.		
<b>For more information see</b>	<a href="http://bit.ly/2019DIMwt">http://bit.ly/2019DIMwt</a>	<a href="http://bit.ly/fedexdimcalc">http://bit.ly/fedexdimcalc</a>	<a href="http://bit.ly/upsdimweight">http://bit.ly/upsdimweight</a>

# Understanding dimensional pricing

## EXAMPLE 1: Backpack



Required Box Dimensions <sup>1</sup>	22H x 14W x 6D (backpack can only be collapsed in depth dimension due to internal frame)			
Box Volume	22 x 14 x 6 = 1848 cubic inches			
Actual Weight	2lbs, 12oz			
Destination Zone	5			
	USPS PM		UPS <sup>2</sup>	FedEx <sup>3</sup>
Actual Weight Shipping Cost for 2-3 Day Service to Zone 5	\$9.26		\$26.08	\$26.56
Dimensional Weight Calculations	(pre-June 23, 2019) 1848 > 1728 so Dim Wt applies: 1848/194 = 9.5 lbs	(post-June 23, 2019) 1848 > 1728 so Dim Wt applies: 1848/166 = 11.1 lbs	1848/139 = 13.3 lbs	1848/139 = 13.3 lbs
Dimensional Weight Based Shipping Costs for 2-3 Day Service to Zone 5	\$19.51	\$22.81	\$49.09	\$55.46
Dimensional Weight Cost Differential	+\$10.25	+\$13.55	+\$23.01	+\$28.90

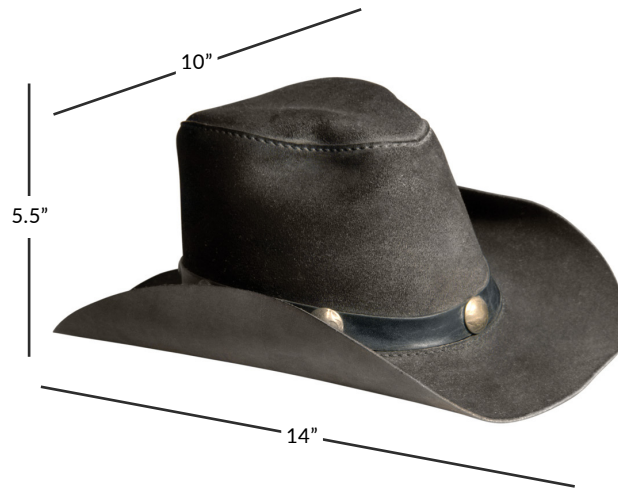
<sup>1</sup> Box dimensions include extra space for packing materials

<sup>2</sup> UPS 3 Day Select® standard rates plus residential and fuel surcharges quoted

<sup>3</sup> FedEx Express Saver® standard rates plus residential and fuel surcharges quoted

# Understanding dimensional pricing

## EXAMPLE 2: Hat



Required Box Dimensions <sup>1</sup>	6H x 12W x 16D		
Box Volume	6 x 12 x 16 = 1152 cubic inches		
Actual Weight	1lb		
Destination Zone	5		
	USPS PM	UPS <sup>2</sup>	FedEx <sup>3</sup>
Actual Weight Shipping Cost for 2-3 Day Service to Zone 5	\$7.65	\$22.13	\$24.06
Dimensional Weight Calculations	1152 < 1728 so Dim Wt does not apply	1152/139 = 8.3 lbs	1152/139 = 8.3 lbs
Dimensional Weight Based Shipping Costs for 2-3 Day Service to Zone 5	NA	NA	\$39.12
Dimensional Weight Cost Differential	\$0	\$0	+\$16.99

<sup>1</sup> Box dimensions include extra space for packing materials

<sup>2</sup> UPS 3 Day Select® standard rates plus residential and fuel surcharges quoted

<sup>3</sup> FedEx Express Saver® standard rates plus residential and fuel surcharges quoted

# Understanding dimensional pricing

## EXAMPLE 3: Blu-ray Player



Required Box Dimensions <sup>1</sup>	6H x 14W x 12D		
Box Volume	6 x 14 x 12 = 1008 cubic inches		
Actual Weight	1.2lb		
Destination Zone	5		
	USPS PM	UPS <sup>2</sup>	FedEx <sup>3</sup>
Actual Weight Shipping Cost for 2-3 Day Service to Zone 5	\$8.50	\$23.93	\$24.41
Dimensional Weight Calculations	1008 < 1728 so Dim Wt does not apply		1008/139 = 7.3 lbs
Dimensional Weight Based Shipping Costs for 2-3 Day Service to Zone 5	NA	NA	\$37.25
Dimensional Weight Cost Differential	\$0	\$0	+\$13.32

<sup>1</sup> Box dimensions include extra space for packing materials  
<sup>2</sup> UPS 3 Day Select® standard rates plus residential and fuel surcharges quoted  
<sup>3</sup> FedEx Express Saver® standard rates plus residential and fuel surcharges quoted



## Case studies

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Now let's examine some real-world shipping scenarios derived from ShippingEasy customer data (with all identifying characteristics removed). We'll cover some actual shipping methods used in 2018 and learn which carrier and service combinations make the most sense given the rate changes coming in 2019. Note that due to occasionally incomplete customer data<sup>1</sup>, we have indicated where we made assumptions and/or where more than one potential option could be cost-effective.

### The following overarching assumptions apply:

- | These cases are drawn from primarily small and medium size e-commerce businesses, shipping between 1,000 and 20,000 shipments per month
- | We used available 2019 pricing data from each carrier:
  - USPS Commercial Plus® Pricing
  - FedEx Standard List Rates, including fuel and residential surcharges
  - UPS Daily Rates, including fuel and residential surcharges
- | Actual FedEx and UPS rates available to you may be significantly more attractive based on:
  - Discounts you may have negotiated or may be able to negotiate with these carriers
  - Variations in fuel surcharges which, for both FedEx and UPS can change on a weekly basis
- | These case studies are provided for illustrative purposes only; you should always consult with each carrier to get the official rate they can offer you for any specific shipping parameters




<sup>1</sup> E.g., no weight recorded when a seller used USPS Flat Rate or Regional Rate services.

# Case study 1

## Cosmetics retailers



Our first case is derived from a pair of small online cosmetics retailers that ship high volumes of primarily small packages. In general, USPS FCPS is impossible to beat for small packages like these. While one of the sellers had a great negotiated UPS 2nd Day rate in 2018, USPS can get the package there overnight for less in 2019.

Carriers	Delivery options	Delivery charges
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> Standard	<input type="checkbox"/> Weight or value based
<input type="checkbox"/> 	<input checked="" type="checkbox"/> 2-3 day	<input checked="" type="checkbox"/> Flat rate
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> 2-day guaranteed	<input type="checkbox"/> Threshold-based free
	<input type="checkbox"/> Overnight guaranteed	<input checked="" type="checkbox"/> Free shipping on every order

Package Contents		2 Holiday Gift Sets	Deluxe Set	Eye Shadow & Lipstick	Makeup Kit	Foundation & Brush
Package Shipping Parameters	Dimensions	11" x 8.5" x 1"	11" x 8.5" x 1"	11" x 8" x 1"	NA	NA
	Weight	14.4 oz.	35.2 oz.	1.7 oz.	8.4 oz.	6.9 oz.
	Zone	8	4	6	1	5
2018 Shipping Actuals	Carrier & Service	USPS FCPS	USPS PM	UPS 2Day Air	USPS PM	USPS FCPS
	Shipping Cost	\$4.94	\$8.22	\$33.01	\$6.35	\$3.05
	Delivery Time	Up to 5 days	2-3 days	2 days	2-3 days	2-3 days
2019 Forecast	2019 Best Carrier & Service	USPS FCPS	USPS PM	USPS PME <sup>1</sup>	USPS FCPS <sup>2</sup>	USPS FCPS
	2019 Best Pricing	\$5.53	\$8.34	\$27.38	\$3.82	\$3.28
2018-2019 Estimated Price Change		\$0.59	\$0.12	-\$5.63	-\$2.53	\$0.23

<sup>1</sup> Assuming 2 day delivery was required, this seller could have saved money by using USPS PME, which guarantees 1 day delivery; even more could be saved if the items fit into a PME flat rate envelope. And if the buyer was not guaranteed 2 day delivery, USPS PM would be significantly less expensive (\$7.82).

<sup>2</sup> Given the parameters, FCPS will get this package to the address on time at a much lower cost




# Case study 2

## Apparel retailers



Our second case is derived from a pair of small online apparel retailers that ship high volumes of primarily smaller packages (clothing articles). USPS was generally their most cost-effective option in 2018 and, despite price increases, will remain so in 2019.

In order to minimize the impact of price increases, these sellers should look more carefully for opportunities to use USPS FCPS for orders under a pound, and to possibly take advantage of flat- or regional- rate boxes by making some minor adjustments to the folding and packing of the garments.

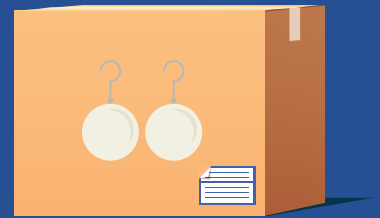
Carriers	Delivery options	Delivery charges
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> Standard	<input type="checkbox"/> Weight or value based
<input type="checkbox"/> 	<input checked="" type="checkbox"/> 2-3 day	<input checked="" type="checkbox"/> Flat rate
<input checked="" type="checkbox"/> 	<input type="checkbox"/> 2-day guaranteed	<input type="checkbox"/> Threshold-based free
	<input type="checkbox"/> Overnight guaranteed	<input checked="" type="checkbox"/> Free shipping on every order

Package Contents		Briefs (1 pair)	Clothing	Leggings	Leggings	Accessories
Package Shipping Parameters	Dimensions	11" x 9" x 2"	Custom	Flat Rate Env.	25" x 25" x 4"	Custom
	Weight	7 oz.	48 oz.	4 oz.	112 oz.	2 oz.
	Zone	3	8	3	5	8
2018 Shipping Actuals	Carrier & Service	USPS First-Class	USPS PM	USPS PM	UPS Ground	USPS First-Class
	Shipping Cost	\$3.05	\$14.88	\$6.35	\$11.88	\$2.66
	Delivery Time	2-3 days	2-3 days	2-3 days	Up to 5 days	2-3 days
2019 Forecast	2019 Best Carrier & Service	USPS FCPS	USPS PM <sup>1</sup>	USPS FCPS	USPS PM Regional Rate Box B	USPS FCPS
	2019 Best Pricing	\$3.20	\$15.28	\$2.68	\$10.65	\$3.09
2018-2019 Estimated Price Change		\$0.15	\$0.40	-\$3.67	-\$1.23	\$0.43




<sup>1</sup> May be able to significantly lower this using a PM Medium Flat Rate or Regional Rate Box A, if the contents will fit.

# Case study 3

## Jewelry retailers



Our third case is derived from a pair of online jewelry stores that ship high volumes of relatively small, typically lightweight packages. For these types of packages, USPS First-Class Package Service® is generally the best shipping option for packages under 16 ounces, and USPS Priority Mail® the best option for packages of 16 ounces or more. It appears as though one of the vendors in this group had great negotiated rates with UPS in 2018, but even in this case there's an opportunity to save by using USPS PM in 2019.

Carriers	Delivery options	Delivery charges
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> Standard	<input type="checkbox"/> Weight or value based
<input type="checkbox"/> 	<input checked="" type="checkbox"/> 2-3 day	<input type="checkbox"/> Flat rate
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> 2-day guaranteed	<input type="checkbox"/> Threshold-based free
	<input type="checkbox"/> Overnight guaranteed	<input checked="" type="checkbox"/> Free shipping on every order

Package Contents		Necklace	Earrings	Jewelry Set	Bracelet	Necklace
Package Shipping Parameters	Dimensions	7" x 5" x 4"	7" x 5" x 4"	Custom	7" x 5" x 4"	Small flat rate
	Weight	16 oz.	3 oz.	64 oz.	16 oz.	16 oz.
	Zone	1	4	7	1	8
2018 Shipping Actuals	Carrier & Service	UPS Ground	USPS FCPS	USPS Priority	UPS 2day Air	USPS PM
	Shipping Cost	\$8.16	\$2.66	\$15.59	\$20.09	\$6.85
	Delivery Time	Up to 5 days	3-5 days	2-3 days	2 days	2-3 days
2019 Forecast	2019 Best Carrier & Service	USPS PM <sup>1</sup>	USPS FCPS	USPS PM <sup>2</sup>	USPS PM <sup>3</sup>	USPS PM Small Flat Rate Box
	2019 Best Pricing	\$6.95	\$2.70	\$15.59	\$6.95	\$7.50
2018-2019 Estimated Price Change		-\$1.21	\$0.04	\$0.00	-\$13.14	\$0.65

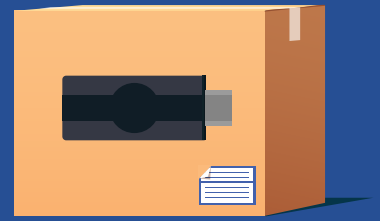
<sup>1</sup> If this package weighs 15.99 oz or less, using USPS FCPS would lower the shipping cost even further—to \$4.94

<sup>2</sup> This is a rare scenario where, for these specific shipping parameters, the USPS rate did not increase for 2019. We don't know the box dimensions, but if the order could be made to fit into a Regional Rate Box A or a Medium Flat Rate Box, the 2019 price could actually be lower.




<sup>3</sup> While this seller has a great rate with UPS, given that the shipment is going to Zone 1 USPS estimates a Priority Mail shipping time of 1 day—at roughly 1/3 the UPS price.

# Case study 4

## Electronics retailers



Our fourth case is derived from a pair of online electronics retailers that ship a broad range of package sizes and weights. For these sellers, USPS is generally the best option.

Carriers	Delivery options	Delivery charges
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> Standard	<input type="checkbox"/> Weight or value based
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> 2-3 day	<input checked="" type="checkbox"/> Flat rate
<input type="checkbox"/> 	<input type="checkbox"/> 2-day guaranteed	<input type="checkbox"/> Threshold-based free
	<input checked="" type="checkbox"/> Overnight guaranteed	<input checked="" type="checkbox"/> Free shipping on every order

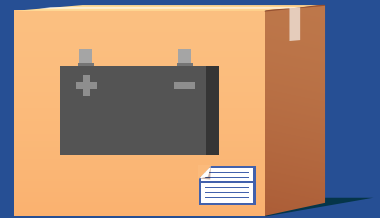
Package Contents		USB Card	Keyboard Case	Speaker	USB Cable	Racing Wheel Converter
Package Shipping Parameters	Dimensions	9" x 3" x 6"	15" x 11" x 5"	17" x 11" x 7"	10" x 6" x 3"	16" x 12" x 1"
	Weight	8 oz.	20 oz.	96 oz.	2 oz.	8 oz.
	Zone	8	8	8	4	7
2018 Shipping Actuals	Carrier & Service	USPS FCPS	USPS PM	FedEx Overnight	USPS PM	USPS PM
	Shipping Cost	\$3.18	\$10.48	\$74.95	\$6.89	\$7.28
	Delivery Time	Up to 5 days	2-3 days	1 day	2-3 days	2-3 days
2019 Forecast	2019 Best Carrier & Service	USPS FCPS	USPS PM	USPS PME <sup>1</sup>	USPS FCPS <sup>1</sup>	USPS PM <sup>2</sup>
	2019 Best Pricing	\$3.63	\$10.86	\$63.69	\$2.70	\$7.99
2018-2019 Estimated Price Change		\$0.45	\$0.38	-\$11.26	-\$4.19	\$0.71

<sup>1</sup> For these parameters FCPS should provide the same delivery timeframe at a much lower rate.




<sup>2</sup> Here, assuming 3 day SLA is required, FCPS may not arrive in time, so we opted to stick with PM for the 2019 estimate.

# Case study 5

## Automotive parts retailers



Our final case is derived from three small online automotive retailers that ship high volumes of relatively dense, sometimes bulky packages. This case illustrates that USPS Flat Rate and Regional Rate products can be very competitive on these sorts of packages, even against great UPS negotiated rates.

Carriers	Delivery options	Delivery charges
<input checked="" type="checkbox"/> 	<input checked="" type="checkbox"/> Standard	<input type="checkbox"/> Weight or value based
<input type="checkbox"/> 	<input checked="" type="checkbox"/> 2-3 day	<input checked="" type="checkbox"/> Flat rate
<input checked="" type="checkbox"/> 	<input type="checkbox"/> 2-day guaranteed	<input type="checkbox"/> Threshold-based free
	<input type="checkbox"/> Overnight guaranteed	<input checked="" type="checkbox"/> Free shipping on every order

Package Contents		Filter	Nautical Flag	License Plate Bracket	Spark Plugs	Wrench Set
Package Shipping Parameters	Dimensions	4" x 4" x 5"	13" x 9" x 2"	13" x 9" x 2"	6" x 6" x 1"	NA
	Weight	48 oz.	15.9 oz.	1 lb 6.4 oz.	16 oz.	48 oz.
	Zone	4	5	5	4	8
2018 Shipping Actuals	Carrier & Service	UPS Ground	USPS FCPS	USPS PM	UPS Ground	USPS PM
	Shipping Cost	\$8.16	\$4.94	\$7.91	\$15.14	\$14.88
	Delivery Time	Up to 5 days	3-4 days	3 days	Up to 5 days	2-3 days
2019 Forecast	2019 Best Carrier & Service	USPS PM Regional Rate Box A	USPS FCPS	USPS PM <sup>1</sup>	USPS PM Small Flat Rate Box <sup>2</sup>	USPS PM
	2019 Best Pricing	\$8.12	\$5.12	\$8.50	\$7.50	\$15.28
2018-2019 Estimated Price Change		-\$0.04	\$0.18	\$0.59	-\$7.64	\$0.40

<sup>1</sup> It seems very likely that this item could fit into one of the USPS PM Flat Rate Envelope options, which would result in a lower 2019 cost.

<sup>2</sup> A Small Flat Rate Box measures 8 11/16" x 5 7/16" x 1 3/4", so this assumes the items can be made to fit. If not, a Regional Rate Box A would provide more than enough room at a shipping cost of \$8.12, still saving more than \$7 vs last year's UPS rate. If the items actually weigh 15.99 oz or under, FCPS, at \$5.02, would provide even more savings.

# How ShippingEasy can help

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| **Automating the shipping process** by allowing you to define label printing rules based on package weight, size, delivery preference, and more



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| **Nurturing repeat business** with drag-and-drop email marketing, product recommendations, and personalized communication to every customer



| **Providing the best support in the industry**, with full set-up and configuration included, plus ongoing help 7am-7pm CT via phone, email, and chat

To learn more, request a demo or sign up for a free trial, visit [www.shippingeasy.com](http://www.shippingeasy.com) or give us a ring at 1-855-202-2275.

# Appendix

## 2019 overnight rate comparisons—up to 5 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
0.5/Letter <sup>2</sup>	USPS	22.68	22.73	23.49	25.56	27.38	29.10	31.08
0.5/Letter <sup>2</sup>	FedEx	29.97	34.87	42.18	34.01	44.99	48.03	50.02
0.5/Letter <sup>2</sup>	UPS	30.16	35.13	42.69	45.14	45.55	48.66	50.68
1	USPS	22.74	23.77	28.66	32.11	33.29	35.37	36.52
1	FedEx	33.40	43.82	57.39	63.84	68.80	73.07	76.79
1	UPS	33.59	45.75	58.73	64.78	69.65	74.49	77.61
2	USPS	22.78	25.42	31.30	35.06	36.54	38.72	40.16
2	FedEx	35.01	46.15	64.14	70.15	77.09	80.07	85.14
2	UPS	35.23	46.65	65.67	71.21	78.10	81.12	86.08
3	USPS	22.83	26.65	35.26	40.43	42.22	44.76	46.10
3	FedEx	37.65	48.55	70.63	77.22	82.07	87.67	92.64
3	UPS	37.91	50.74	72.36	78.48	84.05	89.34	93.69
4	USPS	22.87	28.45	37.67	45.81	47.65	50.51	51.96
4	FedEx	40.24	51.19	76.12	84.18	92.39	94.98	100.99
4	UPS	40.53	53.03	78.01	85.51	93.64	96.64	102.17
5	USPS	23.91	31.94	40.16	49.01	53.56	56.16	57.79
5	FedEx	40.87	51.60	80.68	91.11	94.33	96.97	102.17
5	UPS	41.18	53.26	82.70	92.58	97.57	100.32	105.71

<sup>1</sup> This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail Express<sup>®</sup> Commercial Plus<sup>®</sup> Pricing, FedEx Standard Overnight<sup>®</sup> Standard Pricing with residential and fuel surcharges, and UPS Next Day Air<sup>®</sup> Daily Rates with residential and fuel surcharges

<sup>2</sup> Pricing shown in these rows represents the 0.5 lb. price for USPS; for FedEx and UPS, the price shown is for a carrier-provided letter-size envelope, which can weigh up to 0.5 lb.

# Appendix

## 2019 overnight rate comparisons—6 to 10 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6	USPS	27.34	36.55	46.52	55.65	58.61	61.67	63.69
6	FedEx	42.88	58.12	89.23	96.82	106.06	107.79	114.38
6	UPS	44.17	58.95	91.51	100.11	107.54	111.65	116.28
7	USPS	29.96	40.04	53.30	60.86	63.67	67.37	69.91
7	FedEx	44.11	60.45	95.16	104.83	113.26	115.55	121.90
7	UPS	44.66	61.32	97.62	106.57	115.16	117.20	123.92
8	USPS	32.90	43.94	57.76	65.44	69.11	73.13	75.29
8	FedEx	46.18	62.05	100.24	111.30	120.58	123.41	129.24
8	UPS	46.56	62.83	103.72	113.17	122.29	125.19	130.82
9	USPS	34.19	45.67	59.90	70.00	74.47	78.79	81.06
9	FedEx	47.61	64.53	106.52	118.13	124.40	131.26	137.28
9	UPS	48.01	65.35	109.31	120.13	126.95	133.16	138.99
10	USPS	35.99	47.61	62.19	73.14	78.31	82.85	85.12
10	FedEx	47.82	66.92	108.37	119.92	125.32	132.89	138.91
10	UPS	48.22	67.90	112.16	124.15	129.77	137.62	143.87

<sup>1</sup>This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail® Express Commercial Plus Pricing, FedEx Standard Overnight® Standard Pricing with residential and fuel surcharges, and UPS Next Day Air® Daily Rates with residential and fuel surcharges.

# Appendix

## 2019 second day rate comparisons—up to 5 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
0.5/Letter <sup>2</sup>	USPS	6.95	7.28	7.49	7.65	7.82	7.99	8.25
0.5/Letter <sup>2</sup>	FedEx	23.92	24.73	25.59	28.38	33.54	35.17	35.81
0.5/Letter <sup>2</sup>	UPS	24.39	25.23	26.10	28.81	34.02	35.67	36.31
1	USPS	6.95	7.28	7.49	7.65	7.82	7.99	8.25
1	FedEx	23.92	24.73	25.59	28.38	33.54	35.17	35.81
1	UPS	24.50	25.33	26.21	29.05	34.31	35.97	36.62
2	USPS	7.42	7.61	7.88	8.50	9.70	10.23	10.86
2	FedEx	24.70	25.73	26.42	30.43	37.22	40.47	42.35
2	UPS	25.10	26.23	27.05	30.93	38.00	41.29	43.17
3	USPS	7.61	7.99	8.34	9.26	11.80	13.10	15.28
3	FedEx	25.03	26.42	27.69	33.04	42.08	46.14	47.89
3	UPS	25.43	26.88	28.34	33.62	42.95	47.08	48.82
4	USPS	7.71	8.20	8.81	10.03	13.75	15.59	17.61
4	FedEx	25.64	27.16	29.58	37.80	47.89	52.02	53.86
4	UPS	26.05	27.64	30.27	38.38	48.78	52.96	54.78
5	USPS	7.81	8.25	9.12	10.33	15.67	17.92	20.40
5	FedEx	26.28	27.90	31.76	41.46	52.95	57.43	60.64
5	UPS	26.69	28.38	32.49	42.02	53.92	58.35	61.55

<sup>1</sup>This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail® Commercial Plus Pricing, FedEx 2Day® A.M. with residential and fuel surcharges for 0.5 lb./Letter pricing, FedEx 2Day® Standard Pricing with residential and fuel surcharges for weights of 1 lb. and more, and UPS 2nd Day Air® Daily Rates with residential and fuel surcharges.

<sup>2</sup> Pricing shown in these rows represents the 0.5 lb. price for USPS; for FedEx and UPS, the price shown is for a carrier-provided letter-size envelope, which can weigh up to 0.5 lb.

# Appendix

## 2019 second day rate comparisons—6 to 10 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6	USPS	7.91	8.29	9.22	13.77	17.93	20.83	23.81
6	FedEx	27.22	28.80	34.19	44.85	58.34	63.30	65.97
6	UPS	27.64	29.33	34.97	45.43	59.29	64.30	66.93
7	USPS	8.15	9.41	9.46	15.43	19.86	23.48	26.75
7	FedEx	28.17	31.11	36.68	48.57	65.05	69.75	72.21
7	UPS	28.60	31.58	37.50	49.19	66.09	70.57	73.11
8	USPS	8.20	9.87	11.16	16.84	21.82	25.85	30.04
8	FedEx	29.11	33.51	38.93	52.57	71.47	76.37	78.97
8	UPS	29.55	33.99	39.78	53.23	72.47	77.25	79.97
9	USPS	9.01	10.25	11.62	18.06	23.74	28.00	33.40
9	FedEx	30.36	34.79	41.69	56.09	77.35	83.29	86.23
9	UPS	30.81	35.28	42.59	56.78	78.28	84.24	87.20
10	USPS	9.38	10.67	11.69	19.51	25.64	30.79	36.32
10	FedEx	30.57	36.79	44.53	59.60	82.25	90.19	92.89
10	UPS	31.02	37.30	45.49	60.32	83.53	91.21	94.01

<sup>1</sup>This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail® Commercial Plus Pricing, FedEx 2Day® A.M. with residential and fuel surcharges for 0.5 lb./Letter pricing, FedEx 2Day® Standard Pricing with residential and fuel surcharges for weights of 1 lb. and more, and UPS 2nd Day Air® Daily Rates with residential and fuel surcharges.

# Appendix

## 2019 ground rate comparisons—up to 5 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	USPS	6.95	7.28	7.49	7.65	7.82	7.99	8.25
1	FedEx	12.47	12.87	13.65	14.08	14.42	14.55	14.72
1	UPS	12.69	13.55	13.88	14.31	14.65	14.78	14.95
2	USPS	7.42	7.61	7.88	8.50	9.70	10.23	10.86
2	FedEx	13.18	14.21	14.93	15.16	15.64	16.09	16.30
2	UPS	13.55	14.44	15.16	15.39	15.88	16.33	16.53
3	USPS	7.61	7.99	8.34	9.26	11.80	13.10	15.28
3	FedEx	13.56	14.65	15.52	15.99	16.47	16.88	17.52
3	UPS	13.78	14.88	15.75	16.22	16.71	17.12	17.76
4	USPS	7.71	8.20	8.81	10.03	13.75	15.59	17.61
4	FedEx	13.84	14.82	15.88	16.64	16.99	17.84	18.48
4	UPS	14.06	15.05	16.33	16.88	17.23	18.08	18.73
5	USPS	7.81	8.25	9.12	10.33	15.67	17.92	20.40
5	FedEx	14.09	15.20	16.29	17.19	17.76	18.47	19.28
5	UPS	14.32	15.44	16.79	17.44	18.01	18.72	19.53

<sup>1</sup>This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail® Commercial Plus Pricing, FedEx Ground® Standard Pricing with residential and fuel surcharges, and UPS® Ground Daily Rates with residential and fuel surcharges.

# Appendix

## 2019 ground rate comparisons—6 to 10 lb.<sup>1</sup>

Weight Not Over (lb.)	Carrier	Local, 1&2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6	USPS	7.91	8.29	9.22	13.77	17.93	20.83	23.81
6	FedEx	14.42	15.50	16.59	17.58	18.08	18.84	19.56
6	UPS	14.65	15.74	17.16	17.82	18.33	19.09	19.81
7	USPS	8.15	9.41	9.46	15.43	19.86	23.48	26.75
7	FedEx	15.01	15.78	16.91	18.01	18.34	19.24	20.31
7	UPS	15.24	16.02	17.37	18.25	18.59	19.49	20.56
8	USPS	8.20	9.87	11.16	16.84	21.82	25.85	30.04
8	FedEx	15.23	16.09	17.25	18.28	18.77	19.70	20.85
8	UPS	15.46	16.33	17.69	18.52	19.02	19.95	21.11
9	USPS	9.01	10.25	11.62	18.06	23.74	28.00	33.40
9	FedEx	15.40	16.26	17.42	18.39	19.09	20.34	21.74
9	UPS	15.63	16.50	17.81	18.64	19.34	20.60	22.01
10	USPS	9.38	10.67	11.69	19.51	25.64	30.79	36.32
10	FedEx	15.66	16.38	17.55	18.79	19.40	21.29	22.92
10	UPS	15.90	16.62	17.95	19.04	19.65	21.55	23.19

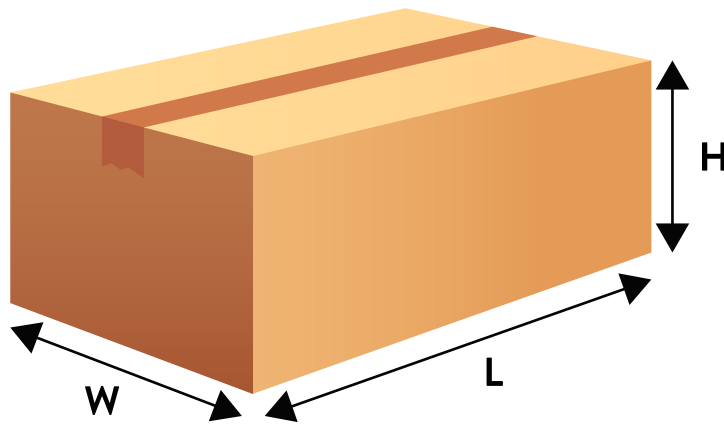
<sup>1</sup>This paper is intended for use as a general guide, not an official pricing source for any carrier. Our analysis is based on several assumptions that may change over time and may not be valid for your business. Be sure to double check the rates available to you before making any shipping-related decisions. Rates shown are for USPS Priority Mail® Commercial Plus Pricing, FedEx Ground® Standard Pricing with residential and fuel surcharges, and UPS® Ground Daily Rates with residential and fuel surcharges.

# Appendix

## Assumptions

This analysis focuses on shipping situations most often encountered by small- and medium-sized businesses. Therefore, special situations such as international shipping, hazardous materials shipping, and guaranteed morning delivery were not analyzed.

FedEx and UPS both offer delivery services in collaboration with USPS (UPS SurePost® and FedEx SmartPost®). Because these services have prerequisites that make them less attractive for smaller sellers, we have omitted them from our analysis.



Package dimension and weight limits:

- | USPS only accepts packages with a combined length and girth of 108" or smaller for its Priority Mail services; for other USPS size limits please see <http://bit.ly/USPSdom>. This analysis does not consider packages dimensionally larger than this.
  - Both FedEx Home Delivery and UPS services allow packages up to 108" in length and up to 165" in combined length and girth.
- | Only UPS and FedEx will handle packages weighing more than 70 pounds; USPS will not. The UPS and FedEx services covered in this guide allow package weight of up to 150 pounds; for packages heavier than 150 pounds, each carrier offers freight services. For more information on UPS freight services see <http://bit.ly/UPSfreight>; for more information on FedEx freight services see <http://bit.ly/FedExfreight>.
- | If you are shipping multiple products with a total weight greater than 70 pounds, you should look into the possibility of breaking the shipment into two or more packages: shipping multiple packages of 70 or fewer pounds each via USPS is generally less costly than shipping one package of the total weight by UPS or FedEx.

# Appendix

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## Assumptions (continued)

- | There are many ways to obtain USPS Commercial Plus® Pricing—for example, all ShippingEasy customers automatically receive it—so we’ve used this pricing level for all USPS pricing in our models. For more information on CPP, please visit <http://bit.ly/WhatIsCPP>.
  
- | FedEx and UPS typically negotiate specific pricing with each of their clients based on a number of criteria. Since we can’t know what your negotiated rates with these carriers may be, we have used their lowest published 2019 rates (UPS Daily and FedEx Standard List) in our models. If you use one of these carriers, be sure to double check your rates for the specific situations where we show USPS as being a better deal.
  
- | FedEx and UPS both apply various surcharges; we considered the following to be relevant to our analysis and included them:
  - Residential surcharge: a flat fee per package applied to deliveries to households. We used:
    - The FedEx Express residential surcharge of \$4.40, effective as of January 1, 2019
    - The FedEx Home Delivery surcharge of \$3.80, effective as of January 1, 2019
    - The UPS residential surcharges of \$3.95 (Ground) and \$4.55 (Overnight and 2 day), effective as of December 26, 2018
  
  - Fuel surcharge: a percentage upcharge applied to every package which changes periodically based on a number of factors. We used:
    - The FedEx Express fuel surcharge of 5.75% and Ground fuel surcharge of 7%, which were in effect through December 23, 2018
    - The UPS Air fuel surcharge of 6.75% and Ground fuel surcharge of 7.5%, which were in effect through December 23, 2017

