



USPS 2017 Price Increase & Impact on Shippers

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After a rather substantial price increase shippers absorbed in the beginning of 2016, industry is faced with another “non-linear” domestic rate change on January 22, 2017.

While the announced average increase for Priority Mail (PM) is 3.9%, a deeper dive reveals that there are a lot of variations across weights and zones. To gain a more insightful perspective, we compared the pricing year over year and the cumulative changes since January 2014. The results may surprise you.

One of the changes we did **not** see was the elimination of the Commercial Plus Pricing (CPP) for PM. CPP shippers will still enjoy a flat 3% discount off Commercial Base Pricing (Base), even though the USPS advised last year that they planned to eliminate CPP in 2017.

Parcel Select (PS)

The Post Office delivers more than 50% of all residential packages. The highest volume service within Shipping and Packaging is Parcel Select, although many may not recognize the name. Shippers are more likely to recognize popular brand names like UPS SurePost, UPS Mail Innovations, FedEx SmartPost, Newgistics, OSM Worldwide and DHL SmartMail. Collectively known as “Consolidators”, these companies perform and enjoy “workshare Incentives” from the Postal Service for: collection, sortation, transportation and induction deep within the USPS network for final mile delivery.

Table 1

| Weight Ounces | PSL % Delta | | | | | | | | |
|---------------|--------------------|-------------|--------------|-------------|--------------|-------------|-------------|------------------------|--|
| | Commercial Parcels | | | | | | | | |
| | 5-Digit | | | SCF | | NDC | | Mixed NDC/Single Piece | |
| | DDU | DSCF | DNDC | DSCF | DNDC | DNDC | None | None | |
| 1 | 6% | 4% | 8% | 1% | 8% | 1% | 2% | 0% | |
| 2 | 6% | 4% | 8% | 1% | 8% | 1% | 2% | 0% | |
| 3 | 6% | 4% | 8% | 1% | 8% | 1% | 2% | 0% | |
| 4 | 6% | 4% | 8% | 1% | 8% | 1% | 2% | 0% | |
| 5 | 12% | 11% | 18% | 7% | 15% | 7% | 8% | 6% | |
| 6 | 12% | 11% | 18% | 7% | 15% | 7% | 8% | 6% | |
| 7 | 12% | 11% | 18% | 7% | 15% | 7% | 8% | 6% | |
| 8 | 12% | 11% | 18% | 7% | 15% | 7% | 8% | 6% | |
| 9 | 7% | 3% | 14% | 2% | 12% | 9% | 10% | 7% | |
| 10 | 7% | 3% | 14% | 2% | 12% | 9% | 10% | 7% | |
| 11 | 7% | 3% | 14% | 2% | 12% | 9% | 10% | 7% | |
| 12 | 7% | 3% | 14% | 2% | 12% | 9% | 10% | 7% | |
| 13 | 9% | 3% | 17% | 6% | 12% | 14% | 14% | 10% | |
| 14 | 9% | 3% | 17% | 6% | 12% | 14% | 14% | 10% | |
| 15 | 9% | 3% | 17% | 6% | 12% | 14% | 14% | 10% | |
| 15.999 | 9% | 3% | 17% | 6% | 12% | 14% | 14% | 10% | |
| AVG | 8.5% | 5.2% | 14.1% | 4.1% | 12.0% | 7.9% | 8.7% | 5.6% | |

Table 2

| Weight (Lbs) | PS Machinable % Delta | | | | | |
|--------------|-----------------------|-------------|-------------|-------------|-------------|-------------|
| | Machinable | | DNDC/ASF | | | |
| | DDU | DSCF | 1 & 2 | Zone 3 | Zone 4 | Zone 5 |
| 1 | 3.0% | 3.3% | 3.7% | 4.3% | 3.8% | 4.2% |
| 2 | 4.9% | 5.8% | 6.7% | 9.1% | 9.9% | 10.6% |
| 3 | 4.8% | 4.2% | 4.3% | 3.1% | 2.6% | 3.6% |
| 4 | 5.1% | 4.6% | 4.6% | 2.1% | 1.7% | 2.7% |
| 5 | 5.3% | 4.9% | 4.9% | 1.4% | 1.1% | 2.0% |
| 6 | 5.5% | 5.0% | 5.4% | 0.9% | 0.7% | 1.6% |
| 7 | 5.8% | 5.1% | 5.7% | 0.6% | 0.5% | 1.3% |
| 8 | 6.0% | 5.1% | 5.9% | 0.4% | 0.4% | 1.2% |
| 9 | 6.2% | 5.2% | 6.1% | 0.3% | 0.3% | 1.1% |
| 10 | 6.4% | 5.2% | 6.2% | 0.2% | 0.2% | 1.0% |
| AVG | 5.3% | 4.8% | 5.4% | 2.2% | 2.1% | 2.9% |

- Ounce-based Parcel Select Lightweight (PSL) will increase an average of 8.5%. The PSL 2016 rate change set a flat rate for 1-8 oz. and the 2017 change creates a new price bracket for 5 – 8 oz. which helps to explain the bump there. (Table 1)
- The average increase for PS DDU entry for packages weighing 1–10 Lbs. is 5.3%. (Table 2)
- Average cumulative increase since 2014 is 22% (Table 3)

Table 3

| Weight (Lbs) | 2014 (DDU entry) | 2015 (DDU entry) | 2016 (DDU entry) | 2017 (DDU entry) | Cumulative % |
|--------------|------------------|------------------|------------------|------------------|--------------|
| 1 | \$ 2.32 | \$ 2.51 | \$ 2.66 | \$ 2.74 | 18% |
| 2 | \$ 2.32 | \$ 2.51 | \$ 2.66 | \$ 2.79 | 20% |
| 3 | \$ 2.38 | \$ 2.59 | \$ 2.71 | \$ 2.84 | 19% |
| 4 | \$ 2.42 | \$ 2.65 | \$ 2.77 | \$ 2.91 | 20% |
| 5 | \$ 2.46 | \$ 2.71 | \$ 2.83 | \$ 2.98 | 21% |
| 6 | \$ 2.50 | \$ 2.77 | \$ 2.89 | \$ 3.05 | 22% |
| 7 | \$ 2.54 | \$ 2.83 | \$ 2.95 | \$ 3.12 | 23% |
| 8 | \$ 2.58 | \$ 2.89 | \$ 3.01 | \$ 3.19 | 24% |
| 9 | \$ 2.62 | \$ 2.95 | \$ 3.07 | \$ 3.26 | 24% |
| 10 | \$ 2.66 | \$ 3.01 | \$ 3.13 | \$ 3.33 | 25% |

First Class Package Services (FCPS)

- Like PSL, FCPS sees a new pricing tier 5-8 oz. (Table 4)
- While the 2016 rate change saw a large decrease in the higher ounce range with the merging of Base and CPP, this year the higher ounce lanes will see the biggest increase.
- If you compare all the cumulative increases since 2014, 14-15.999 ounce cells have only increased 3%, while the lightest packages (1-3 ounces) increased 35% (Table 5)

Table 4

| First Class Package Service | | | |
|-----------------------------|----------------------------|-------|-----|
| Weight Not Over (Oz.) | Proposed 2017 Single Piece | Delta | |
| | | \$ | % |
| 1 | 2.61 | 0.01 | 0% |
| 2 | 2.61 | 0.01 | 0% |
| 3 | 2.61 | 0.01 | 0% |
| 4 | 2.61 | 0.01 | 0% |
| 5 | 2.77 | 0.17 | 7% |
| 6 | 2.77 | 0.17 | 7% |
| 7 | 2.77 | 0.17 | 7% |
| 8 | 2.77 | 0.17 | 7% |
| 9 | 3.32 | 0.02 | 1% |
| 10 | 3.46 | 0.11 | 3% |
| 11 | 3.60 | 0.20 | 6% |
| 12 | 3.74 | 0.29 | 8% |
| 13 | 3.88 | 0.38 | 11% |
| 14 | 4.02 | 0.47 | 13% |
| 15 | 4.16 | 0.56 | 16% |
| 15.999 | 4.30 | 0.65 | 18% |

New Tier for 2017

6%

13%

Table 5

| FCPS Multi-Year Comparison | | | | | |
|----------------------------|---------|---------|---------|---------|--------------|
| Ounces | 2014 | 2015 | 2016 | 2017 | % Cumulative |
| 1 | \$ 1.93 | \$ 2.04 | \$ 2.60 | \$ 2.61 | 35% |
| 2 | \$ 1.93 | \$ 2.04 | \$ 2.60 | \$ 2.61 | 35% |
| 3 | \$ 1.93 | \$ 2.04 | \$ 2.60 | \$ 2.61 | 35% |
| 4 | \$ 2.01 | \$ 2.13 | \$ 2.60 | \$ 2.61 | 30% |
| 5 | \$ 2.09 | \$ 2.22 | \$ 2.60 | \$ 2.77 | 33% |
| 6 | \$ 2.25 | \$ 2.35 | \$ 2.60 | \$ 2.77 | 23% |
| 7 | \$ 2.42 | \$ 2.53 | \$ 2.60 | \$ 2.77 | 14% |
| 8 | \$ 2.59 | \$ 2.71 | \$ 2.60 | \$ 2.77 | 7% |
| 9 | \$ 2.76 | \$ 2.89 | \$ 3.30 | \$ 3.32 | 20% |
| 10 | \$ 2.93 | \$ 3.07 | \$ 3.35 | \$ 3.46 | 18% |
| 11 | \$ 3.11 | \$ 3.25 | \$ 3.40 | \$ 3.60 | 16% |
| 12 | \$ 3.29 | \$ 3.44 | \$ 3.45 | \$ 3.74 | 14% |
| 13 | \$ 3.47 | \$ 3.63 | \$ 3.50 | \$ 3.88 | 12% |
| 14 | \$ 4.05 | \$ 4.05 | \$ 3.55 | \$ 4.02 | -1% |
| 15 | \$ 4.05 | \$ 4.05 | \$ 3.60 | \$ 4.16 | 3% |
| 15.999 | \$ 4.05 | \$ 4.05 | \$ 3.65 | \$ 4.30 | 6% |

Priority Mail (PM)

- CPP pricing remains in effect. Same 3% flat discount off “Base” as in 2016.
- 3.9% increase is not linear, notice the wide variations in the price change deltas. (Table 9)
- Flat Rate Products will increase an average of 17% (Table 6)
- Regional Flat Rate will increase an average of 7% (Table 8)
- Cubic pricing on the whole increases 4.2%, but the popular .2 cube faces an average 14% increase (Table 7)

Table 6

| Priority Mail - CPP | 1/22/2017 | 1/17/2016 | Delta | |
|------------------------------|-----------|-----------|-------|----|
| | Proposed | Current | \$ | % |
| Flat Rate Envelopes | 5.75 | 5.60 | 0.15 | 3% |
| Legal Flat Rate Envelope | 6.05 | 5.60 | 0.45 | 8% |
| Small Flat Rate Box | 6.25 | 5.90 | 0.35 | 6% |
| Medium Flat Rate Boxes | 12.05 | 11.60 | 0.45 | 4% |
| Large Flat Rate Boxes | 16.55 | 15.85 | 0.70 | 4% |
| APO/FPO/ Large Flat Rate Box | 15.05 | 13.85 | 1.20 | 9% |

Table 7

| PM - CPP Cubic % Delta | | | | | | | |
|------------------------|----------|--------|--------|--------|--------|--------|--------|
| Cubic Ft: | Zones | | | | | | |
| | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| 0.10 | 3% | 8% | 8% | 9% | 8% | 5% | 1% |
| 0.20 | 8% | 11% | 11% | 16% | 19% | 18% | 12% |
| 0.30 | 11% | 9% | 4% | 0% | 1% | 1% | -7% |
| 0.40 | 11% | 4% | -4% | -3% | 0% | 0% | -3% |
| 0.50 | 4% | -2% | -1% | -2% | 1% | 0% | 1% |

Table 8

| PM Regional Rate % Delta | | | | | | | |
|--------------------------|----------|--------|--------|--------|--------|--------|--------|
| Boxes | Zones | | | | | | |
| | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| A | 8% | 7% | 3% | 0% | 3% | 3% | -5% |
| B | 7% | 1% | 5% | 3% | 17% | 18% | 19% |

- Notable changes: 2017 offers decreases in some lanes and large increases in the heavier weights and inner zones, a reversal from the major decreases instituted with the September 2014 rate change. (Table 9) Although these same lanes saw big increases in 2016, and again in 2017, pricing remains mostly below January 2014 rates. (Table 10)

Table 9

| | | PM CPP % Delta 2016 vs. Proposed 2017 | | | | | | |
|------|----------|--|--------|--------|--------|--------|--------|--|
| | | Zones | | | | | | |
| Lbs. | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 | |
| 0.5 | 2.7% | 8.5% | 8.5% | 8.7% | 8.5% | 4.5% | 1.3% | |
| 1 | 2.7% | 8.5% | 8.5% | 8.7% | 8.5% | 4.5% | 1.3% | |
| 2 | 8.6% | 7.4% | 3.6% | 0.0% | 3.0% | 3.0% | 4.5% | |
| 3 | 8.5% | 4.1% | -3.8% | -2.5% | 3.0% | 3.0% | 3.0% | |
| 4 | 1.7% | -3.7% | -0.4% | -1.5% | 3.0% | 3.0% | 3.0% | |
| 5 | -2.9% | 0.3% | 1.9% | -2.7% | 3.0% | 3.0% | 3.0% | |
| 6 | -0.4% | 4.1% | 5.3% | 12.6% | 3.0% | 3.0% | 3.0% | |
| 7 | 2.7% | 8.9% | 4.1% | 16.5% | 3.0% | 3.0% | 3.0% | |
| 8 | 3.6% | 7.1% | 12.6% | 20.0% | 3.0% | 3.0% | 3.0% | |
| 9 | 1.8% | 11.1% | 12.1% | 21.2% | 3.0% | 3.0% | 3.0% | |
| 10 | 4.6% | 13.3% | 11.7% | 23.2% | 3.0% | 3.0% | 3.0% | |
| 11 | 14.4% | 28.7% | 36.3% | 25.8% | 3.0% | 3.0% | 3.0% | |
| 12 | 17.7% | 31.9% | 41.9% | 27.2% | 3.0% | 3.0% | 3.0% | |
| 13 | 20.1% | 35.3% | 46.0% | 27.1% | 3.0% | 3.0% | 3.0% | |
| 14 | 23.3% | 38.3% | 51.0% | 28.9% | 3.0% | 3.0% | 3.0% | |
| 15 | 25.7% | 40.6% | 55.6% | 32.1% | 3.0% | 3.0% | 3.0% | |
| 16 | 23.8% | 40.8% | 57.0% | 34.5% | 3.0% | 3.0% | 3.0% | |
| 17 | 26.1% | 42.4% | 60.1% | 36.8% | 3.0% | 3.0% | 3.0% | |
| 18 | 26.9% | 44.4% | 62.4% | 38.9% | 3.0% | 3.0% | 3.0% | |
| 19 | 27.9% | 43.2% | 60.7% | 39.1% | 3.0% | 3.0% | 3.0% | |
| 20 | 30.1% | 41.3% | 59.0% | 38.5% | 3.0% | 3.0% | 3.0% | |

Table 10

| | | Cumulative % Delta USPS PM "CPP" Jan 2014 vs. Jan 2017 | | | | | | |
|------|----------|---|--------|--------|--------|--------|--------|--|
| | | Zones | | | | | | |
| Lbs. | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 | |
| 0.5 | 26% | 35% | 34% | 31% | 27% | 23% | 21% | |
| 1 | 16% | 23% | 21% | 19% | 18% | 15% | 13% | |
| 2 | 24% | 20% | 16% | 10% | 16% | 17% | 11% | |
| 3 | 23% | 18% | 10% | 7% | 13% | 11% | 15% | |
| 4 | 14% | 7% | 5% | -4% | 8% | 11% | 10% | |
| 5 | 8% | 7% | 6% | -14% | 6% | 9% | 8% | |
| 6 | 6% | 9% | 9% | -9% | 6% | 8% | 11% | |
| 7 | 5% | 12% | -6% | -12% | 6% | 8% | 9% | |
| 8 | 6% | -8% | -18% | -13% | 7% | 9% | 9% | |
| 9 | 2% | -10% | -23% | -13% | 8% | 8% | 9% | |
| 10 | -5% | -18% | -26% | -13% | 7% | 9% | 9% | |
| 11 | 3% | -7% | -14% | -10% | 9% | 13% | 14% | |
| 12 | 3% | -6% | -14% | -9% | 10% | 16% | 17% | |
| 13 | 5% | -4% | -13% | -10% | 10% | 16% | 17% | |
| 14 | 6% | -4% | -13% | -9% | 10% | 16% | 17% | |
| 15 | 5% | -3% | -13% | -7% | 12% | 17% | 18% | |
| 16 | 6% | -2% | -12% | -5% | 16% | 21% | 21% | |
| 17 | 6% | -1% | -10% | -4% | 18% | 24% | 24% | |
| 18 | 5% | -1% | -8% | -2% | 22% | 28% | 28% | |
| 19 | 4% | -1% | -7% | -1% | 25% | 30% | 30% | |
| 20 | 5% | 0% | -7% | -1% | 26% | 33% | 34% | |

International single unit pricing remains unchanged except for **Global Express Guaranteed (GXG)** which is increasing 4.9%. International economy products used primarily by consolidators and high volume shippers include **International Priority Airmail (IPA)**, **International Surface Airlift (ISAL)** and **Airmail M-Bags** which are increasing 3.8%, 3.9% and 4.9% respectively.

How did Shippers react to the much larger January 2016 rate change? Fortunately, yearend financials were recently released.

Fiscal 2016 Financial Results (SEC 10K filing 11-15-2016)

While Shipping and Packages represented a mere 3.3% of total postal volume in F2016, it rang the bell with 24.2% of total postal revenue, up from 2.9% of volume and 21.9% of revenue in F2015. Despite a 9.5% increase in prices in January, this sector still increased revenue by 15.8% on 13.8% volume growth.

Priority Mail (PM) is the section leader with 51.7% of the revenue, down from 56.1 in 2015. This might be the last year as Parcel Select will likely eclipse in 2017. The higher rates grew PM YOY revenue by 6.7% and actual volume still increased 2.4% while 2015 saw only 4.8% revenue growth and a volume increase of 6.2%.

First Class Package Services (FCPS) in 2016 saw a 21.1% increase in revenue and a 10% increase in volume, compared to 2015's 15.8% increase in revenue and a 19.7% increase volume. Like PM, FCPS price changes drove more revenue despite smaller volume growth.

Parcel Services (Parcel Select, Parcel Return & Standard Parcels) The e-Commerce fueled growth here accounted for 27.9% of the sector's revenue up from 23.6% in 2015. Revenue grew by 37.3% on 24.1% volume growth, compared to 28.6% revenue increase in 2015 and 24.4% volume growth. There is a noticeable positive impact of higher 2016 pricing on revenue while only slightly impacting volume growth.

These financial results show the USPS accurately figured out last year that they could selectively increase prices while maintaining growth in both revenue and volume.

What about this year's pending increases? I was concerned how this year's increase might affect my ability to help shippers modally optimize with the USPS, so I ran a rating scenario comparing what a typical low to med volume UPS shipper might see* in the marketplace compared to USPS PM CPP for 2014 vs. 2017.

Table 11

| | | 2014 % Delta USPS PM "CPP" Jan 2014 vs. UPS 2014 Res Example | | | | | |
|-----|----------|---|--------|--------|--------|--------|--------|
| LBS | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| 1 | 44% | 43% | 41% | 39% | 36% | 34% | 30% |
| 2 | 43% | 40% | 36% | 19% | 14% | 7% | 1% |
| 3 | 42% | 32% | 22% | 3% | -11% | -20% | -28% |
| 4 | 35% | 22% | 10% | -14% | -30% | -40% | -51% |
| 5 | 27% | 18% | 9% | -30% | -47% | -59% | -72% |
| 6 | 22% | 16% | 8% | -51% | -64% | -80% | -89% |
| 7 | 19% | 13% | -8% | -70% | -78% | -98% | -111% |
| 8 | 16% | -9% | -36% | -83% | -89% | -112% | -129% |
| 9 | 9% | -19% | -44% | -95% | -102% | -123% | -144% |
| 10 | -5% | -35% | -50% | -104% | -112% | -130% | -153% |
| 11 | -9% | -40% | -67% | -123% | -135% | -146% | -167% |
| 12 | -14% | -47% | -75% | -132% | -146% | -148% | -165% |
| 13 | -17% | -48% | -79% | -141% | -157% | -146% | -161% |
| 14 | -21% | -51% | -85% | -149% | -161% | -150% | -162% |
| 15 | -25% | -55% | -93% | -150% | -158% | -143% | -157% |
| 16 | -28% | -59% | -98% | -152% | -157% | -142% | -157% |
| 17 | -31% | -61% | -100% | -152% | -154% | -138% | -153% |
| 18 | -33% | -64% | -99% | -148% | -151% | -135% | -149% |
| 19 | -36% | -64% | -97% | -147% | -149% | -133% | -146% |
| 20 | -38% | -63% | -96% | -144% | -145% | -131% | -142% |

Table 12

| | | 2017 % Delta USPS PM "CPP" Jan 2017 vs. UPS 2017 Res Example | | | | | |
|-----|----------|---|--------|--------|--------|--------|--------|
| LBS | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| 1 | 42% | 37% | 36% | 35% | 33% | 33% | 29% |
| 2 | 37% | 36% | 34% | 21% | 11% | 3% | 3% |
| 3 | 36% | 28% | 24% | 8% | -11% | -17% | -32% |
| 4 | 34% | 26% | 17% | 2% | -25% | -37% | -48% |
| 5 | 30% | 22% | 14% | 1% | -39% | -53% | -65% |
| 6 | 27% | 18% | 12% | -21% | -53% | -72% | -88% |
| 7 | 24% | 14% | 9% | -33% | -68% | -90% | -106% |
| 8 | 20% | 10% | 1% | -41% | -80% | -105% | -125% |
| 9 | 17% | 5% | 0% | -50% | -93% | -115% | -139% |
| 10 | 12% | 1% | 0% | -58% | -104% | -126% | -147% |
| 11 | 0% | -16% | -30% | -77% | -125% | -146% | -171% |
| 12 | -5% | -23% | -35% | -87% | -142% | -158% | -179% |
| 13 | -10% | -27% | -40% | -94% | -151% | -155% | -175% |
| 14 | -15% | -30% | -45% | -102% | -156% | -157% | -176% |
| 15 | -19% | -35% | -50% | -105% | -157% | -156% | -172% |
| 16 | -22% | -40% | -56% | -113% | -165% | -161% | -180% |
| 17 | -24% | -43% | -61% | -117% | -168% | -162% | -184% |
| 18 | -26% | -45% | -64% | -118% | -174% | -170% | -187% |
| 19 | -28% | -47% | -68% | -121% | -181% | -177% | -192% |
| 20 | -31% | -48% | -67% | -117% | -179% | -178% | -194% |

Table 13

- Green cells indicate the USPS % advantage. There are more Green cells in 2017 which indicates that the USPS is better positioned in 2017 to compete than they were in 2014. (Tables 11 & 12)
- How much better? Here is a chart that compares the two. In this comparison, green cells show % improvement in how CPP will compete against *UPS. (Table 13)

While very few shippers will be happy about the postal rate increases, the fact is that the USPS needs to increase pricing as a matter of solvency, and yet it remains a strong value today. The Shipping and Packages segment continues to grow at robust double digit rates helped by competitive improvements in tracking, day-specific delivery and free insurance. Rest assured, the USPS is well positioned to be a competitive player in parcel delivery well into the future.

| | | 2017 vs 2014 % Delta USPS PM "CPP" vs. UPS Res Example | | | | | |
|-----|----------|---|--------|--------|--------|--------|--------|
| LBS | L, 1 & 2 | Zone 3 | Zone 4 | Zone 5 | Zone 6 | Zone 7 | Zone 8 |
| 1 | -2% | -5% | -5% | -4% | -3% | -1% | 0% |
| 2 | -6% | -4% | -2% | 1% | -3% | -3% | 2% |
| 3 | -6% | -4% | 1% | 5% | 0% | 2% | -3% |
| 4 | -1% | 4% | 7% | 17% | 5% | 3% | 3% |
| 5 | 3% | 4% | 5% | 31% | 8% | 5% | 7% |
| 6 | 4% | 2% | 3% | 30% | 10% | 8% | 0% |
| 7 | 5% | 0% | 18% | 37% | 10% | 8% | 5% |
| 8 | 4% | 19% | 37% | 42% | 9% | 8% | 4% |
| 9 | 8% | 24% | 44% | 45% | 9% | 8% | 5% |
| 10 | 16% | 36% | 50% | 45% | 8% | 4% | 6% |
| 11 | 9% | 24% | 37% | 46% | 10% | 0% | -4% |
| 12 | 9% | 24% | 40% | 45% | 4% | -10% | -14% |
| 13 | 7% | 21% | 39% | 47% | 6% | -9% | -14% |
| 14 | 6% | 21% | 40% | 47% | 5% | -7% | -14% |
| 15 | 6% | 20% | 43% | 46% | 1% | -13% | -16% |
| 16 | 6% | 19% | 42% | 39% | -8% | -19% | -23% |
| 17 | 7% | 18% | 39% | 35% | -14% | -24% | -30% |
| 18 | 7% | 19% | 35% | 30% | -23% | -35% | -37% |
| 19 | 8% | 17% | 30% | 26% | -33% | -43% | -46% |
| 20 | 6% | 15% | 29% | 27% | -34% | -48% | -52% |

*UPS rates calculated using a 35% discount on 1-10 Lbs. and 40% on 11-20Lbs., 10% Min Charge relief, 25% off Residential and Delivery Area Surcharge plus the average Fuel Surcharge for 2014, and the 2016 average was used for the 2017 rating.

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