



# **The Savvy Shipper's Secret Weapon Instruction Manual**

**Rates Effective January 2, 2012**

## **EquaShip**

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**W**elcome to The *Savvy Shipper's Secret Weapon Instruction Manual*—EquaShip's guide to everything the small to medium-sized business shipper needs to know about our transparent rates and how they really compare to the major carriers' prices. This handbook isn't just another boring carrier rate table—the reader will also discover numerous innovative strategies for significantly lowering their parcel shipping expenses.

Parcels shipped through EquaShip.com will join the millions of packages already being moved through our network every week—including those of Amazon and other major brand merchants.

Though EquaShip's prices are significantly lower than those offered by the major carriers, other aspects—including delivery performance<sup>1</sup>, damage and loss rates, customer experience, insurance coverage and exclusions, and ease of insurance claims processing—should also factor into your selection of carrier(s).

EquaShip is eager to demonstrate that shipping doesn't have to be fraught with confusion, frustration and expense. As you compare us to the major carriers please keep in mind the hallmarks of the EquaShip brand:

- **Value.** EquaShip prices are simply the lowest that a small to medium-sized shipper will find for comparable delivery services *anywhere else, period*.
- **Transparency.** Our prices and terms are always completely transparent and easy to understand. No confusing service guides burying dozens of potential "gotcha" accessorial charges here. We keep our price tables simple and clean so you'll know, ahead of time, exactly how much it will cost to ship a package.
- **Fairness.** At EquaShip we recognize that scales and humans make honest mistakes from time to time. Like every carrier, if we find a weight discrepancy we will apply a correction to the shipping charge. The difference is that EquaShip will give you a *refund* if you paid more than you should have. Automatically, without you having to request a credit.
- **Exceptional Customer Experience.** Your customers' delight is our focus. If we help you make your customers happier, you'll ship more with us. That's also why we'll always provide courteous customer service to your package *recipients*—something you won't find the other national carriers willing to do!
- **One Price for All—No Contracts.** EquaShip has one low price schedule for everyone so we have no reason to try to lock customers down with long-term contracts that penalize them for moving some parcels through other carriers, missing volume projections, hiring shipping consultants or disclosing their discount rates to other shippers.

Give us a try soon—we're confident that once you've experienced our way of doing business you'll never go back to Brown or Purple!

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<sup>1</sup> [A Performance Comparison of the Major Parcel Carriers](#)

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# LEGAL DISCLAIMER

All of EquaShip's products and services are subject to standard terms and conditions of carriage and any EquaShip prohibited goods policy then in force. These terms and conditions of carriage and prohibited goods policy will prevail in the event of any inconsistencies between this Handbook and those documents. All transit times noted in this Handbook are a guide only. All international transit times are for non-dutiable shipments and transit times for dutiable shipments may be longer. All EquaShip prices noted herein are as of the date of this Handbook and are subject to change at any time without notice.

Rate tables used for carrier comparisons are as follows:

EquaShip	Current rates in effect as of January 2, 2012
UPS	Rates that go into effect January 2, 2012
FedEx	Retail rates in effect as of <b>January 3, 2011</b> Standard rates that go into effect as of <b>January 2, 2012</b>
US Postal Service	Rates that go into effect January 22, 2012



## **SECTION 1 — INTRODUCTION TO EQUASHIP**

What is EquaShip?

EquaShip Service Features

EquaSurance™

Fully-Integrated Track-and-Trace

Pickup Service

Dash-in, Drop-off Locations

The EquaShip Transportation Network

EquaShip Transit Times

Dimensional Weight – What is it and Why Should it Matter to You?

## What is EquaShip?

EquaShip™ is a new kind of parcel delivery service designed for small and medium-sized businesses that ship merchandise to their customers. EquaShip gives ANY shipper access to low, low rates that larger shippers typically only obtain when they use parcel consolidators and ship hundreds of parcels per day.

How can EquaShip afford to provide such great service at prices 40-79% below FedEx and UPS residential ground rates? It's simple. By catering only to smaller shippers, we never have to subsidize volume discounts for large shippers. While UPS and FedEx charge smaller customers 3x, 4x or even 5x more than mega-shippers like Amazon, EquaShip has one great price for everyone regardless of volume.

Whether you ship one small parcel a week or 100 oversize parcels a day, you simply won't find a comparable service at a better price anywhere, period. And with EquaShip there are no contracts, credit checks or special software required.

## EquaShip Service Features

If you're a small to medium-sized business shipper, you simply won't find a better service from the major carriers like UPS and FedEx. EquaShip isn't just the lowest-priced carrier; we also offer:

- Clear and transparent pricing with no hidden surcharges
- Real insurance, built-in
- Integrated track-and-trace
- Superior customer service
- (Coming soon) Delivery to PO Boxes, APO/FPO and DPO addresses

With EquaShip you won't find surprise "accessorial charges" on your monthly statement that can account for 20% - 33% of typical UPS or FedEx invoices (See the lists of dozens of accessorial fees [FedEx](#) and [UPS](#) can charge you even after you handed them your packages). EquaShip has no fuel surcharges, residential delivery fees, delivery area surcharges or address correction fees—just one clear and transparent rate table that everyone can understand!



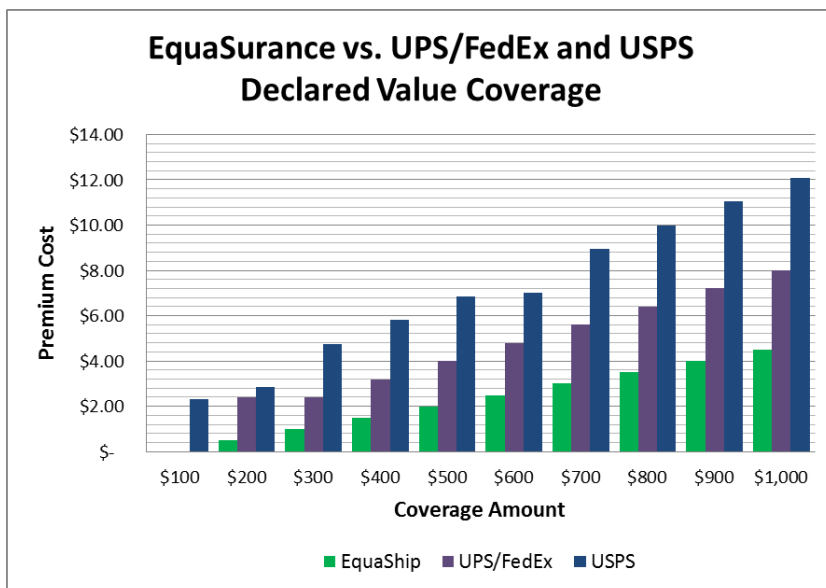
## EquaSurance™

EquaSurance is tuned for businesses that send merchandise to their customers. Having EquaSurance on every parcel significantly reduces the impact to sellers' customer service departments when packages are lost or damaged in transit. Bad marks from disappointed customers can lower sellers' online rankings and diminish and their sales through marketplaces like eBay and Amazon. With complete end-to-end tracking and real insurance on every package, sellers can cement long-term customer loyalty by speedily replacing merchandise. Have confidence that you will be fully reimbursed for the sold items as well as your shipping fees.

### Only EquaShip includes real, honest Insurance with every parcel!

EquaSurance is unique in the parcel industry. It is a true, regulated insurance product from Online Shipping Insurance Services (InsureShip) that's backed by none other than The Underwriters at Lloyds. EquaSurance covers everything that merchants, distributors and manufacturers need in order to ship with confidence. *Even the original shipping charge is fully reimbursed in the event a parcel is lost or damaged in transit.*

How can we insure your packages for such a low premium yet provide vastly superior coverage? It's simple. EquaShip's customers are typically online merchants, manufacturers and distributors who ship new, invoiced items. Because we don't market to consumers who aren't professional shippers we don't have to absorb their higher fraud, damage and lost package rates in our liability pool. That keeps our premiums low so we can pass the savings on to you. (Note: while we do accept personal effects and used-item shipments, the exclusions, limitations and restrictions that would apply are similar to those in UPS, FedEx and USPS DV policies.)



- Every EquaShip parcel includes \$100 of EquaSurance.
- Additional coverage can be added for only \$0.50 per \$100 of insurance value—37.5% less than UPS, FedEx and USPS charge for inferior Declared Value (DV) coverage.
- Unlike FedEx's and UPS' domestic DV policies, EquaShip also doesn't have a \$300 minimum for buying incremental insurance, and we don't wipe out the first \$100 of built-in coverage when you purchase incremental coverage. That means you can insure a \$200 package for only \$0.50, not \$2.40.

Our streamlined claims process is refreshingly fast and easy for both you and your customer, and claims are paid out in a fraction of the time that the national carriers take.



## What shippers need to know if they buy Declared Value coverage—or don't buy it—from UPS, FedEx and USPS

When other carriers promote Declared Value (“DV”) coverage, experienced merchants know that the long list of excluded or restricted items such as televisions, cell phones and glassware—or basically the things you’d most want to have insured—means that it’s better to absorb the occasional shipping losses than to buy their overpriced coverage. And their frustrating claims processes are designed to make you just give up.<sup>2</sup>

Have you ever noticed that the major carriers are now required to print “(Not Insurance)” next to their Declared Value Coverage (DV) policy descriptions? There’s a reason for that. You probably guessed it already. That’s right, because DV isn’t real insurance. Paying a carrier a DV premium merely increases the maximum limits of their liabilities, which are already heavily restricted in their policy language. These policies are not subject to any sort of government regulation, and they often leave shippers with a false sense of security.

Most people don’t know that DV coverage is not a regulated insurance product, and that no government agency monitors carriers’ ratios of claim payouts to premiums (the “indemnity ratio”). According to one government investigation,<sup>3</sup> some of the major carriers have had documented indemnity ratios as low as 16%, whereas regulated insurance providers are expected to keep the ratio above 60%. UPS and FedEx do not disclose their indemnity ratios but court documents have shown them to be some fraction of what a true insurance provider would be able to maintain. See this [insightful article](#) on everything a parcel shipper should know about how UPS, FedEx and USPS declared value policies actually work.

### UPS, FedEx, & USPS DV Coverage At-a-Glance

- Many Excluded Items
- Not Real Insurance
- No Governmental Oversight
- Very low Indemnity ratios

<sup>2</sup> [http://www.consumeraffairs.com/delivery/ups\\_damage.html](http://www.consumeraffairs.com/delivery/ups_damage.html), [http://www.consumeraffairs.com/delivery/fedex\\_damage.html](http://www.consumeraffairs.com/delivery/fedex_damage.html)

<sup>3</sup> [There is no Mercy Rule in the Sport of Postal Insurance](#) Postal Regulatory Commission Position Paper

## Comparing EquaSurance to Competitors' Declared Value Coverage

At-a-Glance Comparison	EquaSurance	UPS	FedEx	USPS
<b>Policy Type</b>	Real Insurance	"Declared Value"	"Declared Value"	"Declared Value"
<b>Gov't Regulated</b>	✓	✗	✗	✗
<b>End-to-End Coverage</b>	✓	✗	✗	✗
<b>Amount of coverage built-in</b>	\$100	\$100	\$100	✗
<b>Cost per incremental \$100</b>	\$0.50	\$0.80	\$0.80	\$0.55-\$1.05
<b>Incremental premium minimum</b>	\$0.50	\$2.40	\$2.40	\$2.30
<b>Shipping fee refunded automatically</b>	✓	Must be calculated and requested	Must be calculated and requested	Must be calculated and requested
<b>Insurance receipt not required</b>	✓	✓	✓	✗
<b>Package stolen from porch</b>	✓	✗	✗	✗
<b>Package damaged in weather</b>	✓	✗	✗	✗
<b>Package stolen from driver</b>	✓	✗	✗	✗
<b>Electronics</b>	✓	Limitations apply	Limitations apply	Limitations apply
<b>Items containing glass</b>	✓	Limitations apply	Limitations apply	Limitations apply
<b>Claims process</b>	Streamlined claims, rapid processing	Arduous and time consuming	Arduous and time consuming	Arduous and time consuming
<b>Maximum coverage</b>	\$5,000	\$50,000	\$50,000	\$5,000 \$500 if purchased through eBay
<b>Claim value determined by</b>	Lower of Seller's Invoice or amount of coverage purchased	Lower of appraised declared value or amount of coverage purchased	Lower of appraised declared value or amount of coverage purchased	Lower of appraised declared value or amount of coverage purchased
<b>Claims may not be held up if billing account is overdue</b>	✓	✗	✗	✗
<b>Coverage continues even after hand-off from consolidator (FedEx SmartPost or UPS SurePost) to USPS for final mile</b>	✓	✗	✗	NA

## Fully-Integrated Track-and-Trace

### All EquaShip packages come with free Track-and-Trace.

Every EquaShip domestic parcel is discretely scanned every step of the way from the moment that you drop it off or have it picked up to when it is delivered to the recipient. Unlike UPS and FedEx, who scan entire trailers or containers of packages with one barcode read, no “assumed container scans” are ever used anywhere in our domestic network or in the USPS final-mile network. Your customers will always know exactly where their packages are without having to tie up your customer service phone lines. Unlike the major carriers, EquaShip *will* provide customer service to your package recipients.

Here is an example of a typical tracking report:

Location	Activity	Date & Time
Tarboro NC 27886	Package Ready For Shipping	12/6/2011 15:19
Sorting Facility, NJ	Package Processed	12/9/2011 15:42
Sorting Facility, NJ	Package Manifested For Shipping	12/9/2011 18:30
FARMINGDALE NY 11735	Arrived At Local Usps Office	12/12/2011 13:24
FARMINGDALE NY 11735	Out For Delivery	12/13/2011 8:15
FARMINGDALE NY 11735	Delivered	12/13/2011 8:25

Please note that International Track-and-Trace works differently, depending on the country. See EquaShip International Priority Airmail for details.

## Pickup Service

EquaShip pickup service areas include most major metro areas in the contiguous lower 48 states. EquaShip pickup areas are constantly expanding. Stay tuned if we don't happen to cover your area now.

Pickups can be scheduled online with ease. On-demand next-day pickups can be scheduled as late as 6pm Pacific Time. You can also pre-schedule all your pickups up to a month in advance using our convenient calendar function, or select every-day pickup. Pickups are available Monday through Friday.

Pickup is complimentary on any day in which your EquaShip shipping fees exceed \$100. There is a fee of only \$10 per day if your total shipping charges are less than \$100.

To apply for pickup service, please contact our Customer Care department at (888) 501-7595.

PICK-UP SCHEDULE				
12/12/2011 - 1/13/2012				
Mon	Tue	Wed	Thu	Fri
12	13	14	15	16
19	20	21	22	23
26	27	28	29	30
2	3	4	5	6
9	10	11	12	13

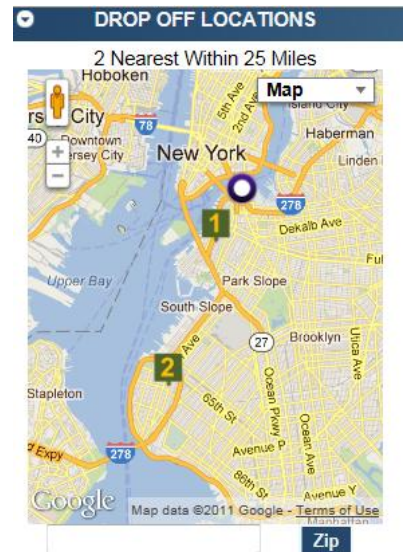
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[View Full Calendar](#)

## Dash-in, Drop-off Locations

EquaShip understands that many small business shippers prefer to drop off their packages at convenient locations rather than have them picked up. We are working diligently to build up our national drop-off location network, and are constantly adding new drop-off locations. Our retail partner locations are typically found in shopping areas with easy parking, and you won't find long waiting lines at the drop-off counter. You'll save time *and* money with every shipment.

When logged into your EquaShip account, use the Location Finder to identify a drop-off location near you. Hours of operation and cut-off times will be indicated by each location.



# The EquaShip Transportation Network

## Postal consolidation isn't just for the big guys anymore.

The absolute lowest cost method of shipping a residential parcel is by using a postal consolidator, which up until the arrival of EquaShip was the exclusive domain of very large shippers. Now any small to medium-sized shipper can get access to low cost consolidation.

### How does it work?

A postal consolidator skips around the least efficient part of the postal distribution network—the so-called “middle mile”—and deposits the packages as far downstream into the postal network as possible. Typically packages are handed off to the USPS at the “DDU” (Destination Delivery Unit), i.e. the recipient’s local Post Office branch for their 5-digit zip code. The local carrier then delivers the package to the recipient’s residence. Because the USPS already stops at every address in the United States six days a week they have the most cost-effective “final mile” capability. They also have the advantage of being able to reach PO Boxes and military APO/FPO addresses, which UPS and FedEx cannot.

A typical consolidator will go to the shipper’s warehouse and pick up a trailer load of parcels at a time. Since EquaShip serves only small and medium-sized shippers we do things a little differently.

EquaShip will send a courier out to pick up your packages, even if you only have a few at a time. We also send out couriers every evening to collect all the parcels that were deposited at one of our drop-off locations. You don't have to have trailer loads of parcels to do business with EquaShip!

### How EquaShip is Different from other Postal Consolidators

- No volume requirements
- Real insurance coverage built-in
- Insurance doesn't terminate at hand-off to USPS
- Customer Service to both senders & recipients
- No “assumed container scans” mean fewer lost packages
- No built in delay to protect other premium parcel services

### How else is EquaShip different from other postal consolidators?

EquaShip is different from other “consolidators” like FedEx SmartPost and UPS SurePost in a number of ways. The term “consolidator” is a misnomer for EquaShip delivery because unlike true consolidators we do not wait for a trailer to fill before moving it on down the road. Some consolidators will hold a trailer up to five days until it is full. So our delivery times are generally faster. Other consolidators publish very aggressive “best case” delivery times that their customers may not experience. In keeping with EquaShip’s philosophy of transparency and simplicity, we only publish truthful transit time estimates that you can rely on, and can communicate to your customers without fear of disappointing them.

EquaShip is the only postal consolidator to insure parcels end-to-end all the way to the customer’s fingertips. Other consolidators will only provide \$100 of declared value coverage (not real insurance) that terminates when the parcel is handed off to the USPS. They also may not offer additional DV coverage beyond the first \$100.

Package visibility is better with EquaShip because we never use “assumed scans” to check in an entire container’s worth of parcels at once. In our network every parcel is individually scanned at every juncture all the way to final delivery.

Lastly, only EquaShip provides full customer service, not just to the shipper but even to the recipient. We don’t terminate our customer service responsibility after your parcel is handed off to the USPS. We’ll always support you and insure your packages all the way to your customer’s hands, reducing *your* customer service workload.

## EquaShip Transit Times

### ***Faster Delivery Means Repeat Customers***

The advent of postal consolidators like FedEx SmartPost and UPS SurePost has been a boon to the giant online retailers, who today must offer free shipping<sup>4</sup> to their customers to remain competitive with each other. More than half of all online orders today ship for free. But smaller online retailers have gotten caught in the competitive crossfire between the Amazons and Walmarts, forced to offer great shipping deals or lose business—yet their transportation costs can be 2 to 5 times greater than the Leviathans'. EquaShip is the first postal consolidator created just to serve the small to medium-sized shipper, to help level the competitive playing field by providing them with access to lower transportation rates than they've ever seen before.

### **EquaShip Domestic Ground Transit Times**

This table compares the published transit times from the major domestic parcel carriers to EquaShip. Our estimates are **conservative** and we expect to beat these target delivery times often. Our philosophy is the opposite of other carriers. EquaShip would rather “under-promise and over-deliver” so that *your* customers are delighted, and not aggravated when their packages don't arrive on time. When comparing to other consolidators be sure to ask *their customers* what real-world transit times they actually experience, and don't rely solely on their advertised claims.

According to FedEx, their SmartPost division last year delivered 28% of FedEx's domestic parcels using the USPS for “final-mile” delivery. Some analysts believe that FedEx cannot afford to cannibalize their premium FedEx Ground service by delivering their parcel consolidator service (FedEx SmartPost) packages *too* quickly. EquaShip doesn't have that problem. Our aim is always to move your packages through our network *as fast as possible*. In fact, “consolidator” is a misnomer for EquaShip delivery because unlike true consolidators we do not wait for a trailer to fill – *some consolidators will hold for up to five days* – before moving it on down the road.

#### Transit Times in the Contiguous U.S.

Zone	Distance <sup>5</sup>	UPS Ground	FedEx Home	Parcel Post <sup>6</sup>	Priority Mail	EquaShip	Other Postal Consolidators
2	0-150 miles	1-5 days	1-5 days	2-8 days	1-3 days	2-3 days	
3	150-300 miles	1-5 days	1-5 days	2-8 days	1-3 days	2-4 days	
4	300-600 miles	1-5 days	1-5 days	2-8 days	1-3 days	2-5 days	<i>Varies widely</i>
5	600-1000 miles	1-5 days	1-5 days	2-8 days	1-3 days	3-7 days	
6	1000-1400 miles	1-5 days	1-5 days	2-8 days	1-3 days	4-8 days	
7	1400-1800 miles	1-5 days	1-5 days	2-8 days	1-3 days	5-9 days	
8	Over 1800 miles	1-5 days	1-5 days	2-8 days	1-3 days	6-10 days	

<sup>4</sup> Free Shipping Survey First Half 2011 <http://eshippingnews.org/eshipping-survey-results>

<sup>5</sup> Estimated mileage.

<sup>6</sup> Given recently announced changes in the USPS network you may want to add at least one day to this published estimate.

## Time is Money (and Fuel)

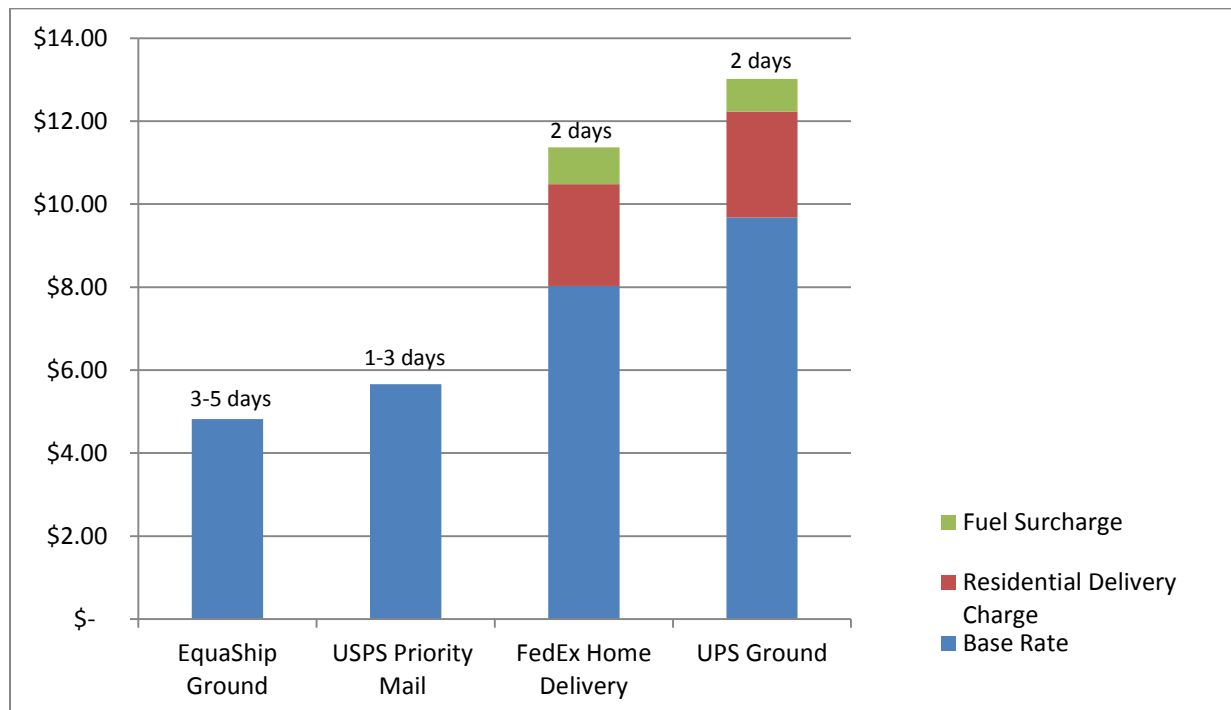
In the shipping world there's usually a direct correlation between the transit time of a delivery and what the carrier charges for it. Moving parcels by air requires four to six times more fuel than moving them by truck. This is why, for example, USPS Priority Mail rates jump up dramatically between Zone 4 and 5; for deliveries in Zones 5-8 the Postal Service hands these parcels to FedEx for airlift so that they can deliver all parcels nationwide in "about 2 days."

Priority Mail is very popular for ecommerce sellers because it is generally more economical than FedEx Ground and UPS Ground in the 1-5 lb. range, and it gets delivered in 1 to 3 days. However, many times the customer has received free shipping and is not expecting rapid delivery. EquaShip is not only less expensive than Priority Mail, it is a far "greener" option for parcels traveling over 1,000 miles because we don't use fuel-guzzling aircraft for domestic deliveries. For those times when cost is more important than transit time, EquaShip can save you up to 66% compared to Priority Mail, and up to 79% compared to FedEx Ground and UPS Ground on residential delivery.

For online sellers that want to deliver their packages economically but always within a few days regardless of how far away the customer is then we recommend using EquaShip for Zones 1-4 and our exclusive Enhanced USPS Priority Mail for Zones 5-8. When you process your Priority Mail labels through EquaShip.com these packages will also be covered by our exclusive EquaSurance™ real, honest insurance, just like your EquaShip packages.

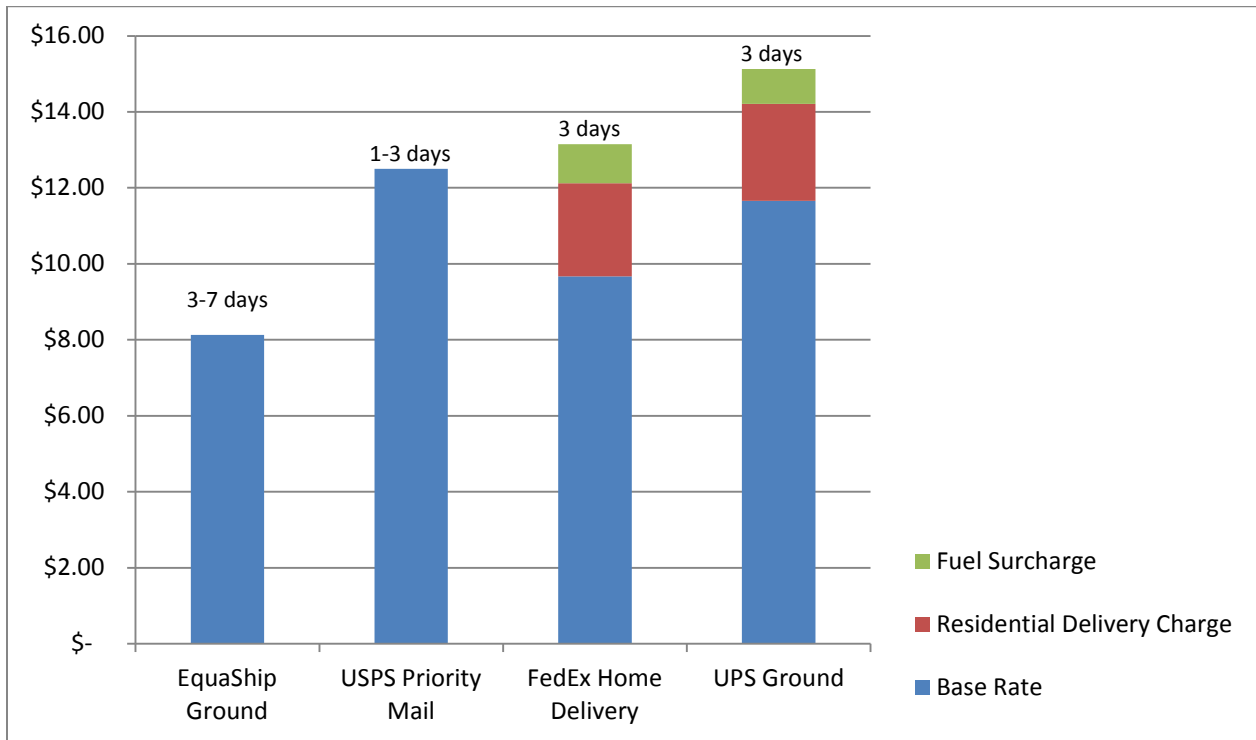
Following are some examples of how EquaShip gives you the best value in parcel transportation. You can clearly see the trade-off in transit time versus delivery fees (based on USPS Commercial Base rates, FedEx Home Residential Retail and UPS Ground Residential retail rates).

### 2 pound package sent from Boston to Washington DC

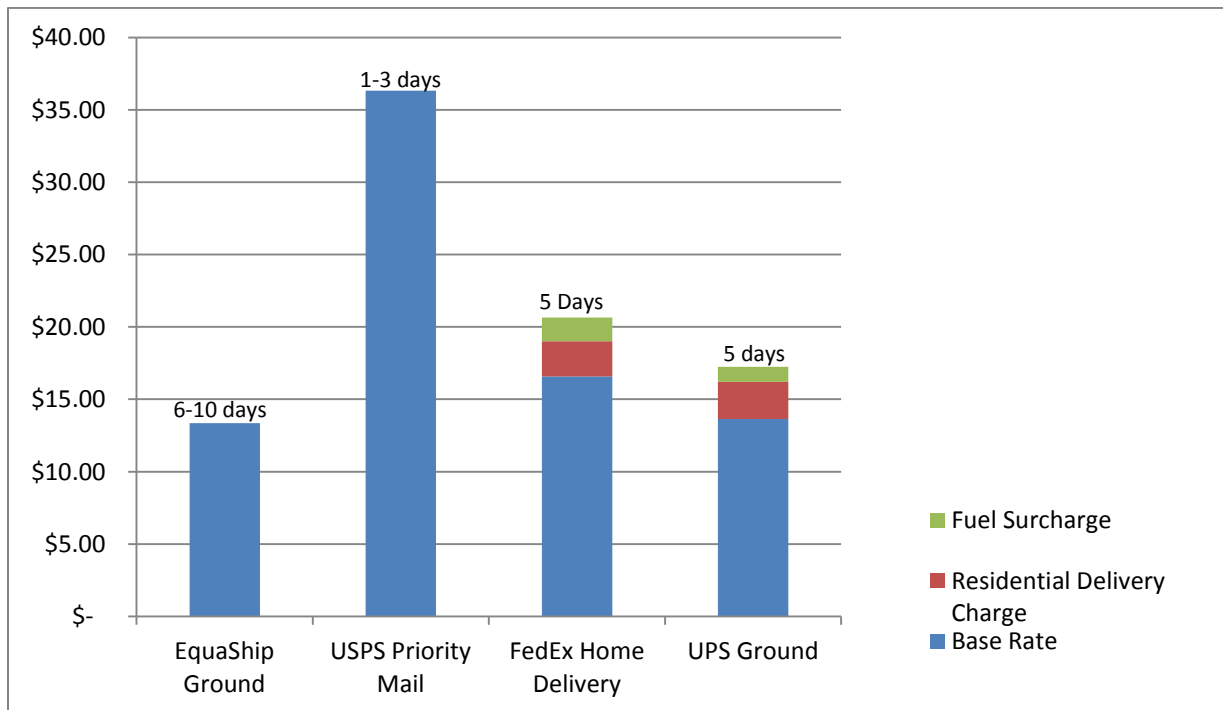




### 5 Pound Package from Seattle to Los Angeles



### 12 Pound package sent from New York to San Francisco



## Dimensional Weight – What is it and Why Should it Matter to You?

A lot of shippers are surprised to learn what “dim weight” means when they ship a package they believe will cost \$20 that later shows up as a \$100 charge on their weekly statement from the carrier. Dim weight exists because the carriers prefer high-density packages (smaller and heavier). Their profitability improves when you ship a bowling ball rather than a feather pillow because they can stuff more deliveries into a truck or plane without “cubing out.” If you ship low-density items you may be incurring dim weight charges without knowing it—check your statements carefully!



For example, if you ship a set of bicycle wheels from Seattle, WA to a residential address in Miami, FL in a 28”x26”x13” box weighing 12 pounds, UPS and FedEx will assess your dimensional weight by multiplying the dimensions (rounded up to the whole inch), dividing by 166, and then rounding up the resulting weight. In this example,  $28 \times 26 \times 13 / 166 = 57.01$ , rounded up to a 58 lb. “dim weight.” UPS will charge you \$75.42 for this 12 pound parcel. EquaShip will charge you the balloon rate because the combined length + girth of the package exceed 84 inches, which is only \$18.97—a savings of 75%!!



Here's how it breaks down by carrier:

<b>Dimensional Weight</b>	
UPS Ground & FedEx Ground - Domestic	Multiply $H(\text{in.}) \times W(\text{in.}) \times L(\text{in.})$ to get the cubic size of your parcel. If the cubic size is 5,184 or greater, divide it by 166 to determine dimensional weight in pounds.
USPS Priority Mail	Multiply $H(\text{in.}) \times W(\text{in.}) \times L(\text{in.})$ to get the cubic size of your parcel. If the cubic size is 1,728 or greater, divide it by 194 to determine dimensional weight in pounds.
EquaShip Ground - Domestic	None.

<b>Oversize</b>	
FedEx Ground - Domestic	Packages that weigh <150 lbs. and exceed 108 inches in length or 130 inches in length + girth are considered "oversize" packages. These are rated based on the greater of the package's actual weight or dimensional weight. In addition, a charge of \$55 per oversize package applies.
UPS Ground - Domestic	Packages that weigh <150 lbs. and exceed 130 inches in length + girth are considered "oversize"—subject to a minimum billable weight of 90 lbs. and an additional \$55 fee.
EquaShip Ground and Parcel Post - Domestic	Parcels that measure >108 inches (but not more than 130 inches) in combined length + girth are charged the applicable zone price for an <b>Oversize Parcel (last row of rate table)</b>

<b>Balloon</b>	
USPS Priority Mail	Parcels addressed for delivery to Zones 1-4 that weigh less than 20 pounds but measure more than 84 inches (but not more than 108 inches) in combined length + girth are charged the applicable zone price for a <b>20-pound parcel (balloon price)</b> . Postage for parcels addressed for delivery to Zones 5-8 and exceeding 1,728 cubic inches is based on the actual weight or the <b>dimensional weight</b> , whichever is greater.
EquaShip Ground and Parcel Post - Domestic	Parcels that weigh less than 20 pounds but measure more than 84 inches (but not more than 108 inches) in combined length + girth are charged the applicable zone price for a <b>Balloon Parcel (second to last row of rate table)</b> . This is the same as the 20 pound rate.

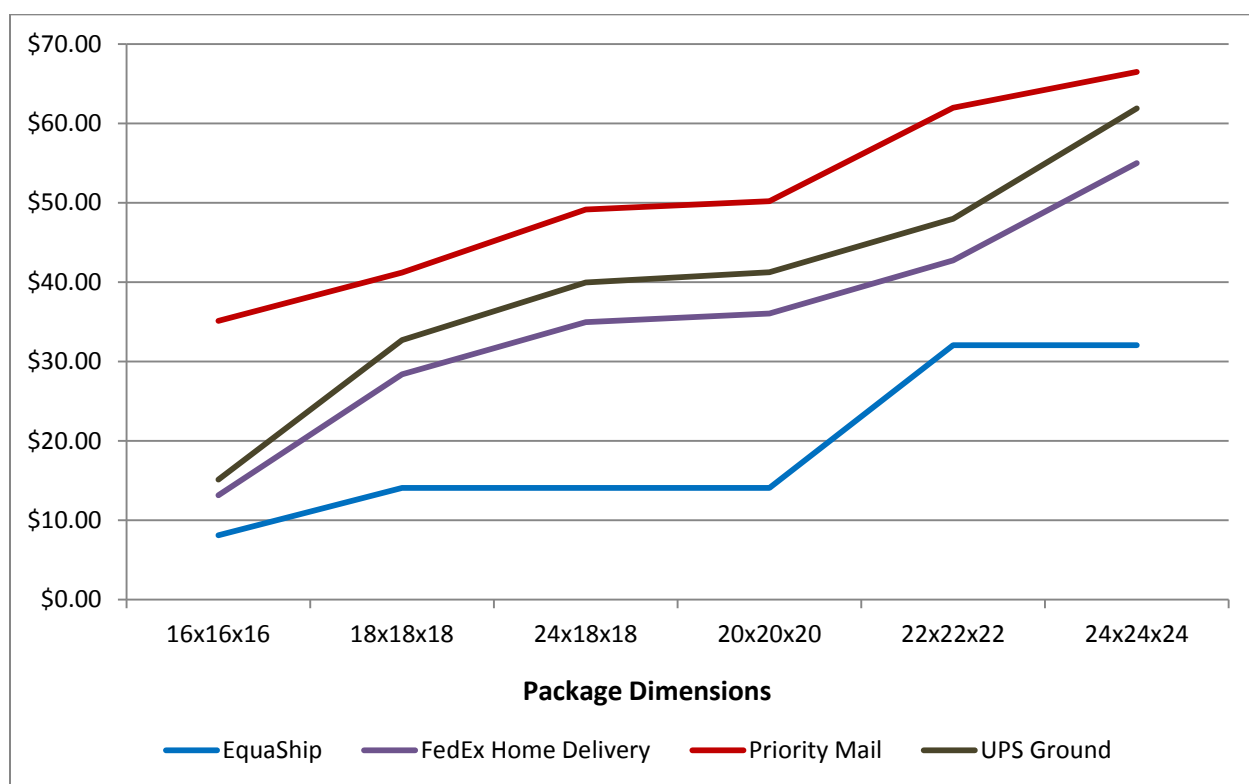
<b>Maximum Parcel Size</b>	
FedEx Ground - Domestic	150 lbs. and length + girth no greater than 165 inches.
UPS Ground - Domestic	150 lbs. and length + girth no greater than 165 inches.
USPS Priority Mail	70 lbs. maximum and length + girth no greater than 108 inches.
USPS Parcel Post	70 lbs. maximum and length + girth no greater than 130 inches.
EquaShip Ground	70 lbs. maximum and length + girth no greater than 130 inches.

## Dimensional Weight – What Does it Really Cost?

The following example demonstrates the effect of dim weight, NMO, balloon and oversize charges. The box dimensions were selected from the most common boxes used by shippers. This analysis assumes Residential Area Surcharge and 6.5% Fuel Surcharge for UPS and FedEx. It also incorporates all applicable NMO, Balloon and Oversize charges on EquaShip rates. EquaShip has no accessorials for residential delivery, rural delivery or fuel.

### Example: 5 Lb. package, Zone 5

L	W	H	Cubic Vol. (inches)	EquaShip Rate	Save vs. FedEx			Save vs. UPS			Save vs. Priority Mail		
					Fedex Home Rate	EquaShip % Savings	EquaShip \$ Savings	UPS Ground Rate	EquaShip % Savings	EquaShip \$ Savings	USPS Priority Mail Rate	EquaShip % Savings	EquaShip \$ Savings
16	16	16	4,096	\$8.13	\$13.15	38%	\$5.02	\$15.13	46%	\$7.00	\$35.11	77%	\$26.98
18	18	18	5,832	\$14.09	\$28.41	50%	\$14.32	\$32.68	57%	\$18.59	\$41.21	66%	\$27.12
24	18	18	7,776	\$14.09	\$34.96	60%	\$20.87	\$39.95	65%	\$25.86	\$49.15	71%	\$35.06
20	20	20	8,000	\$14.09	\$36.07	61%	\$21.98	\$41.25	66%	\$27.16	\$50.19	72%	\$36.10
22	22	22	10,648	\$32.06	\$42.73	25%	\$10.67	\$47.96	33%	\$15.90	\$61.96	48%	\$29.90
24	24	24	13,824	\$32.06	\$54.98	42%	\$22.92	\$61.90	48%	\$29.84	\$66.46	52%	\$34.40



UPS rates based off of Ground Retail Residential in effect January 2, 2012.

FedEx rates based off of Retail Home Delivery in effect January 2, 2011.

Priority Mail rates based off of Commercial Base, in effect January 22, 2012.

**Note:** In 2011 the DIM factor for FedEx and UPS changed from 194 to 166 for U.S. Domestic air and ground packages (applies to ground packages 3 cubic feet or larger) and from 166 to 139 for many international services. THIS IS A SIGNIFICANT CHANGE IF YOUR PACKAGES ARE SUBJECT TO DIMENSIONAL WEIGHT.



## **SECTION 2 – EQUASHIP GROUND DELIVERY RATES**

EquaShip Domestic Ground Rate Table

Abbreviated Guide to Comparing EquaShip to UPS Ground and FedEx Home Delivery

EquaShip vs. UPS Ground Residential Retail Rates

EquaShip vs. FedEx Home Delivery Retail Rates

How to Compare EquaShip to FedEx SmartPost®, UPS SurePost and Other Postal Consolidators

Comparing EquaShip to eBay Discounts from UPS and FedEx

Comparing EquaShip to Popular USPS Services

Comparing EquaShip to Domestic Priority Mail

EquaShip vs. USPS Priority Mail Commercial Base Rates

EquaShip vs. USPS Priority Mail Commercial Plus Rates

Comparing to USPS First Class Parcel with Insurance

Comparing to USPS Parcel Post

## EquaShip Domestic Rates

All EquaShip parcels include fully-integrated track-and-trace plus \$100 of EquaSurance™ coverage

EquaShip Ground Delivery							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$2.50	\$2.62	\$2.73	\$2.92	\$3.23	\$3.47	\$3.81
7 oz	\$2.53	\$2.66	\$2.76	\$2.96	\$3.27	\$3.51	\$3.84
8 oz	\$2.55	\$2.68	\$2.78	\$2.98	\$3.29	\$3.53	\$3.86
9 oz	\$2.59	\$2.71	\$2.82	\$3.01	\$3.32	\$3.57	\$3.90
10 oz	\$2.61	\$2.74	\$2.84	\$3.04	\$3.35	\$3.59	\$3.92
11 oz	\$2.65	\$2.77	\$2.88	\$3.07	\$3.38	\$3.62	\$3.96
12 oz	\$2.68	\$2.81	\$2.91	\$3.11	\$3.42	\$3.66	\$3.99
13 oz	\$2.70	\$2.83	\$2.93	\$3.13	\$3.44	\$3.68	\$4.01
14 oz	\$3.79	\$3.90	\$4.00	\$4.17	\$4.45	\$4.66	\$4.70
15 oz	\$3.79	\$3.90	\$4.00	\$4.17	\$4.45	\$4.66	\$4.70
15.99 oz	\$3.79	\$3.90	\$4.00	\$4.17	\$4.45	\$4.66	\$4.70
1 Lb	\$3.89	\$3.99	\$4.09	\$4.27	\$4.55	\$4.76	\$4.80
2 Lbs	\$4.45	\$4.55	\$4.82	\$5.40	\$5.78	\$6.07	\$6.45
3 Lbs	\$4.63	\$5.12	\$5.65	\$6.01	\$6.79	\$7.17	\$7.52
4 Lbs	\$5.20	\$6.19	\$6.70	\$7.55	\$7.96	\$8.56	\$9.20
5 Lbs	\$5.75	\$6.33	\$7.79	\$8.13	\$8.53	\$8.94	\$9.71
6 Lbs	\$6.50	\$7.02	\$7.92	\$8.34	\$8.69	\$9.20	\$9.92
7 Lbs	\$6.82	\$7.23	\$8.08	\$8.56	\$8.94	\$9.44	\$10.24
8 Lbs	\$7.10	\$7.43	\$8.29	\$8.72	\$9.22	\$9.85	\$10.86
9 Lbs	\$7.25	\$7.64	\$8.42	\$8.90	\$9.41	\$10.36	\$11.53
10 Lbs	\$7.81	\$8.11	\$8.78	\$9.27	\$9.86	\$10.99	\$12.09
11 Lbs	\$8.37	\$8.58	\$9.14	\$9.64	\$10.31	\$11.61	\$12.65
12 Lbs	\$8.54	\$8.76	\$9.27	\$9.76	\$10.67	\$12.18	\$13.35
13 Lbs	\$8.72	\$8.93	\$9.35	\$9.94	\$11.05	\$12.80	\$14.08
14 Lbs	\$8.85	\$9.13	\$9.49	\$10.12	\$11.55	\$13.34	\$14.76
15 Lbs	\$8.98	\$9.35	\$9.61	\$10.30	\$12.05	\$13.92	\$15.44
16 Lbs	\$9.08	\$9.45	\$9.72	\$10.47	\$12.44	\$14.37	\$16.02
17 Lbs	\$9.15	\$9.68	\$9.97	\$10.81	\$12.99	\$15.02	\$16.76
18 Lbs	\$9.25	\$9.86	\$10.21	\$11.26	\$13.52	\$15.59	\$17.49
19 Lbs	\$9.35	\$9.89	\$10.52	\$11.68	\$14.02	\$16.18	\$18.24
20 Lbs	\$9.45	\$9.93	\$10.60	\$11.73	\$14.10	\$16.25	\$18.34
21 Lbs	\$9.47	\$10.15	\$10.70	\$11.77	\$14.13	\$16.30	\$18.48
22 Lbs	\$9.50	\$10.24	\$10.80	\$12.13	\$14.62	\$16.87	\$19.20
23 Lbs	\$9.55	\$10.50	\$11.00	\$12.50	\$15.10	\$17.41	\$19.90
24 Lbs	\$9.65	\$10.71	\$11.28	\$12.85	\$15.59	\$17.95	\$20.60
25 Lbs	\$9.71	\$10.95	\$11.53	\$13.17	\$16.07	\$18.48	\$21.28
26 Lbs	\$9.91	\$11.15	\$11.82	\$13.54	\$16.59	\$19.02	\$21.96
27 Lbs	\$10.08	\$11.37	\$12.05	\$13.89	\$17.08	\$19.58	\$22.65
28 Lbs	\$10.23	\$11.59	\$12.37	\$14.25	\$17.55	\$20.11	\$23.37
29 Lbs	\$10.40	\$11.78	\$12.67	\$14.54	\$18.01	\$20.59	\$24.01
30 Lbs	\$10.61	\$12.02	\$13.00	\$14.91	\$18.51	\$21.12	\$24.71

EquaShip Ground Delivery							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	\$10.78	\$12.22	\$13.27	\$15.27	\$18.98	\$21.65	\$25.38
32 Lbs	\$10.85	\$12.44	\$13.57	\$15.64	\$19.46	\$22.20	\$26.09
33 Lbs	\$11.01	\$12.68	\$13.86	\$16.01	\$19.92	\$22.73	\$26.76
34 Lbs	\$11.10	\$12.92	\$14.12	\$16.37	\$20.41	\$23.28	\$27.46
35 Lbs	\$12.93	\$14.81	\$15.77	\$18.34	\$22.44	\$25.36	\$29.61
36 Lbs	\$13.09	\$14.96	\$16.04	\$18.70	\$22.91	\$25.88	\$30.22
37 Lbs	\$13.26	\$15.21	\$16.31	\$19.06	\$23.33	\$26.41	\$30.73
38 Lbs	\$13.41	\$15.40	\$16.55	\$19.42	\$23.77	\$26.96	\$31.23
39 Lbs	\$13.54	\$15.62	\$16.85	\$19.77	\$24.25	\$27.53	\$31.80
40 Lbs	\$13.64	\$15.89	\$17.15	\$20.10	\$24.66	\$28.03	\$32.26
41 Lbs	\$13.79	\$16.09	\$17.44	\$20.45	\$25.06	\$28.53	\$32.69
42 Lbs	\$13.95	\$16.24	\$17.70	\$20.76	\$25.42	\$29.01	\$33.15
43 Lbs	\$14.08	\$16.46	\$17.96	\$21.13	\$25.83	\$29.54	\$33.66
44 Lbs	\$14.21	\$16.67	\$18.25	\$21.48	\$26.22	\$30.07	\$34.15
45 Lbs	\$14.33	\$16.88	\$18.50	\$21.83	\$26.61	\$30.60	\$34.65
46 Lbs	\$14.44	\$17.08	\$18.77	\$22.16	\$26.97	\$31.14	\$35.16
47 Lbs	\$14.56	\$17.21	\$18.99	\$22.51	\$27.29	\$31.66	\$35.67
48 Lbs	\$14.67	\$17.39	\$19.23	\$22.82	\$27.64	\$32.20	\$36.18
49 Lbs	\$14.79	\$17.55	\$19.47	\$23.14	\$27.94	\$32.73	\$36.68
50 Lbs	\$14.90	\$17.71	\$19.70	\$23.44	\$28.25	\$33.28	\$37.19
51 Lbs	\$14.99	\$17.84	\$19.91	\$23.74	\$28.56	\$33.78	\$37.70
52 Lbs	\$15.11	\$17.95	\$20.06	\$24.01	\$28.85	\$34.24	\$38.19
53 Lbs	\$15.20	\$18.11	\$20.20	\$24.27	\$29.15	\$34.62	\$38.70
54 Lbs	\$15.32	\$18.24	\$20.31	\$24.54	\$29.46	\$34.91	\$39.21
55 Lbs	\$15.43	\$18.36	\$20.52	\$24.85	\$29.75	\$35.13	\$39.69
56 Lbs	\$15.54	\$18.54	\$20.69	\$25.14	\$30.05	\$35.36	\$40.22
57 Lbs	\$15.72	\$18.69	\$20.87	\$25.45	\$30.33	\$35.60	\$40.67
58 Lbs	\$15.84	\$18.85	\$21.05	\$25.68	\$30.63	\$35.79	\$41.03
59 Lbs	\$15.94	\$19.02	\$21.25	\$25.89	\$30.88	\$35.98	\$41.31
60 Lbs	\$16.06	\$19.17	\$21.46	\$26.06	\$31.11	\$36.14	\$41.54
61 Lbs	\$16.19	\$19.32	\$21.66	\$26.31	\$31.36	\$36.33	\$41.77
62 Lbs	\$16.29	\$19.45	\$21.85	\$26.50	\$31.55	\$36.52	\$42.01
63 Lbs	\$16.38	\$19.60	\$22.01	\$26.70	\$31.73	\$36.73	\$42.24
64 Lbs	\$16.50	\$19.76	\$22.18	\$26.86	\$31.92	\$36.95	\$42.46
65 Lbs	\$16.60	\$19.94	\$22.37	\$27.01	\$32.17	\$37.11	\$42.68
66 Lbs	\$16.71	\$20.14	\$22.59	\$27.17	\$32.46	\$37.29	\$42.98
67 Lbs	\$16.80	\$20.30	\$22.80	\$27.31	\$32.69	\$37.45	\$43.08
68 Lbs	\$16.92	\$20.48	\$22.98	\$27.45	\$32.84	\$37.64	\$43.16
69 Lbs	\$17.02	\$20.60	\$23.16	\$27.57	\$33.00	\$37.81	\$43.28
70 Lbs	\$17.13	\$20.78	\$23.31	\$27.68	\$33.07	\$37.95	\$43.69
Balloon	\$9.50	\$10.40	\$10.81	\$12.11	\$14.54	\$16.77	\$18.97
Oversize	\$23.74	\$25.91	\$28.68	\$32.06	\$37.48	\$41.69	\$47.38

**Balloon:** Parcel measures more than 84 inches in combined length + girth, but not more than 108 inches, and the piece weighs less than 20 pounds.

**Oversize:** Parcel measures more than 108 inches in combined length + girth, but not more than 130 inches.

Parcels over 70 lbs. or 130 inches not accepted.

Parcels weighing less than 35 lbs. and meeting the USPS definition of non-machinable outside (NMO) not accepted.


Parcels that meet any of the criteria in the USPS DMM 401.2.5.2 and weigh <35 lbs. will be charged the USPS NMO fee of \$2.36.

EquaShip rates in effect January 2, 2012. All prices are subject to change without notice.

## Summary of EquaShip Savings versus UPS, FedEx and USPS Options

	UPS Retail	UPS Standard	UPS eBay Discount Tier 6	FedEx SmartPost	Priority Mail Retail	Priority Mail Commercial Base	Priority Mail Commercial Plus	Parcel Post
<b>Under 1 lb.</b>	73%	65%	62%	50%	39%	37%	34%	37%
<b>1 lb.</b>	66%	56%	53%	37%	23%	20%	18%	20%
<b>1-5 lbs.</b>	57%	44%	39%	24%	32%	25%	22%	22%
<b>6-10 lbs.</b>	47%	30%	24%	14%	49%	42%	40%	27%
<b>11-34 lbs</b>	47%	28%	20%	37%	61%	56%	47%	30%
<b>35-70 lbs.</b>	44%	22%	13%	38%	59%	53%	47%	28%
<b>Min Discount</b>	40%	19%	11%	9%	16%	11%	7%	12%
<b>Max Discount</b>	79%	73%	71%	60%	70%	66%	60%	52%



<b>At-a-Glance Comparison to UPS and FedEx - DOMESTIC</b>	<b>UPS Ground &amp; FedEx Home Delivery</b>	
<b>PRICING</b>		
<b>Prices</b>	High Water Mark	40%-79% less than UPS Ground & FedEx Home Delivery Retail Rates
<b>Pricing Tiers</b>	Based on Volume	One price for all
<b>Accessorial Charges</b>		
Address Correction Fee	\$11.00	\$0.00
Fuel Surcharge	6.5%	\$0.00
Residential Surcharge	\$2.55	\$0.00
Residential Delivery Area Surcharge (DAS)	\$2.75	\$0.00
Extended Residential DAS	\$3.25	\$0.00
Alaska and Hawaii Remote Area Surcharges	\$6.00-\$15.00	\$0.00
Special rate tables for AK, HI, PR, territories	Dramatically Higher	\$0.00
Additional Handling Charge	\$8.50	\$0.00
<b>Liability Coverage</b>	<b>Declared Value Coverage<sup>7</sup> (NOT real insurance!)</b>	<b>EquaSurance<sup>TM</sup> (Real, regulated insurance product)</b>
First \$100 Coverage	Included	Included
Additional Coverage Per \$100	\$0.80	\$0.50
Minimum Amount to Buy	\$300 (\$2.40)	No Minimum
Coverage Cost: \$200	Not Offered	\$0.50
Coverage Cost: \$300	\$2.40	\$1.00
Claims Process	Arduous and time consuming	Streamlined claims, rapid processing
Limitations on claims	Pages and pages of restricted and excluded items <sup>8</sup>	<i>When merchants ship to customers the excluded items list is very short<sup>9</sup></i>
<b>Discount Contracts</b>		<b>No Contract Required</b>
Penalties for Volume Shortfalls	✓	One price for all
Prohibits 3 <sup>rd</sup> Party Negotiators	✓	One price for all
<b>Business Practices</b>		
Higher Prices to Small Shippers	✓	One price for all
Refund of Overpayment	Must be noticed and requested	Automatic
Price Tables & Terms	Complex and Confusing	Clear and transparent
Lock-step Annual Price Increases <sup>10</sup>	✓	No
<b>Convenience</b>		
Full Package Track & Trace	✓	✓
Easy Web Interface	✓	✓
Pickup Service	✓	✓
Delivery to PO Boxes and APO/FPO/DPO	No	✓

<sup>7</sup> See this [insightful article](#) on everything a parcel shipper should know about how UPS, FedEx and USPS declared value policies actually work.

<sup>8</sup> UPS, FedEx and USPS all have extensive lists of excluded and restricted items which require many pages to fully spell out. UPS, FedEx and USPS offer only "Declared Value Coverage" Many shippers mistakenly believe that if they buy DV coverage their items will be insured. They find out when filing a claim that this is not the case.

<sup>9</sup> EquaSurance's unprecedented extended insurance coverage applies specifically to merchants, manufacturers and distributors who ship invoiced items to customers. EquaShip can only accept items that are allowed to be mailed by the USPS, as defined here: <http://pe.usps.com/text/qsg300/Q601.htm>. The only additionally excluded items are loose diamonds, perishables and live animals. Non-invoiced or used items are subject to additional limitations. See EquaSurance policy for full details. Maximum insured value of \$5,000 per parcel. Unlike DV coverage, EquaSurance defines claim value as the invoiced value for the purchased product (or the coverage amount purchased, whichever is less).

<sup>10</sup> See this list of identical pricing tables between FedEx and UPS <http://www.scribd.com/doc/67314185/UPS-and-FedEx-Pricing-Similarities>

## The Abbreviated Guide to Comparing EquaShip to UPS Ground and FedEx Home Delivery

An entire industry of auditors, consultants and contract negotiators exists solely for the purpose of helping major shippers decode the complex UPS and FedEx billing structures, detect erroneous billing, and negotiate competitive rates. Unfortunately their services are usually not offered to smaller shippers. For everyone else, the following guide will at least give you an idea of things to look out for in your UPS and FedEx invoices.

### Understanding Your Rates

UPS and FedEx employ tens of thousands of account representatives who are highly trained in pricing and negotiations. Shippers often believe that FedEx or UPS has already given them a “great discount.” In larger companies this mythology can be institutional. Most companies have no idea what their real shipping costs are, or that their discounts might be anemic. To complicate matters, UPS and FedEx have *multiple* “list price” schedules.

UPS Ground “Standard” and “Daily” rate tables are not only identical to each other; they are also *identical* to FedEx’s Home Delivery “Standard” rate schedule—to the penny. These are the rate tables from which prices and discounts are calculated for those shippers who have a contract with UPS or FedEx. (There are at least a dozen rate tables and many accessorial charges that are identical or [nearly identical between UPS and FedEx.](#))

### The Inconvenient Truth About Discounts & Accessorial Charges

If you have a contract with UPS or FedEx, be aware that:

- FedEx and UPS discounts often do not apply across the board,
- FedEx and UPS discounts are usually different for air versus ground, and
- FedEx and UPS discounts are often different by zones and by weight class.
- You may have specifically-negotiated **accessorial charges** for things like pickup fees, modified declared value coverage limitations, etc., so read your contract carefully<sup>11</sup>.
- Residential addresses (the vast majority of most merchants’ shipments) and addresses in rural areas or dense urban areas in the US and Canada are often subject to Residential Surcharges of \$2.55 for UPS Ground and FedEx Home Delivery parcels and \$2.75 for FedEx Ground and UPS Express parcels. DHL calls them Non-Standard Addresses and charges an extra \$3.00 per parcel.

To figure out what your true shipping costs are, you first need to determine whether your rates are based on the “Retail,” “Standard,” or “Daily” rate schedules.

#### **Delivery Area Surcharges**

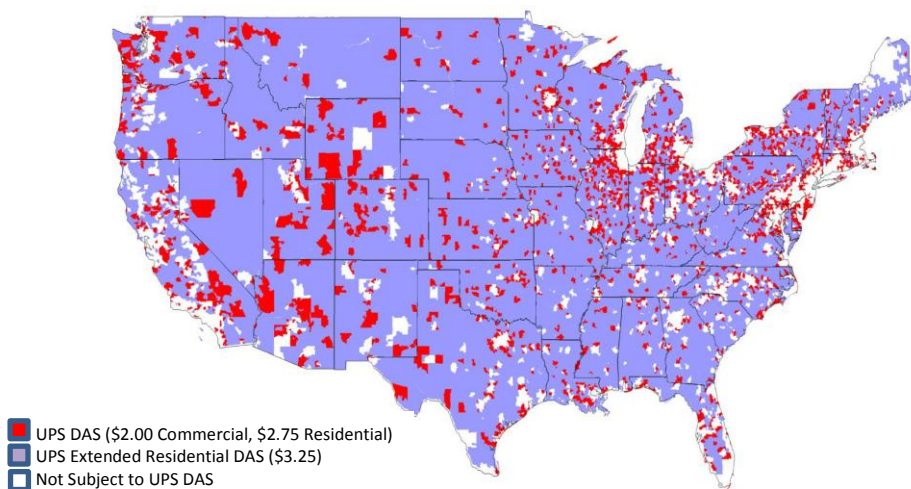
DAS are increasingly being charged by UPS and FedEx, for both commercial and residential deliveries. Commercial DAS is \$2.00 and Residential DAS is \$2.75. Extended DAS is an additional \$3.00 charge. Over 25% of the population lives in DAS areas. There are 42,728 zip codes in US. 55% are designated DAS or Extended DAS zip codes by UPS and FedEx. Note that DAS fees, like most accessorial fees, are also subject to fuel surcharges.

<sup>11</sup> (See the lists of dozens of accessorial fees [FedEx](#) and [UPS](#) can charge even after you’ve handed them your packages.)

- UPS and FedEx also always charge a Fuel Surcharge. Fuel surcharge rates change all the time. Effective January 2, 2012 they are 6.5% for domestic and 14% to 14.5% for international.
- UPS and FedEx position their domestic ground services as 1 - 5 day delivery in the contiguous 48 states. They always include \$100 of Declared Value coverage and track-and-trace.

FedEx and UPS also charge \$11.00 for an **address correction**, including if you accidentally try to use them to ship a parcel to a PO Box or military address. EquaShip does not have residential surcharges or address correction fees. When you use the EquaShip website to process your shipments our software will automatically check your address against the official USPS database for deliverability, and provide you with a correction if necessary.

The map below depicts where UPS does *not* levy a DAS charge (the areas in white), where they charge DAS (red) and where they charge Extended DAS (blue). Since the DAS charge was introduced the list of zip codes that UPS and FedEx have designated as DAS or Extended DAS has only expanded, now numbering 23,426 out of some 43,000 existing zip codes. Note that Alaska and Hawaii and other parts of the world have even larger DAS and Extended DAS charges.



Note that in most of the comparisons made in this Pricing Handbook we've included the Residential Surcharges and Fuel Surcharges as well as a conservative assumption of 20% of addresses having Delivery Area Surcharges (DAS) applied by UPS & FedEx, based on typical e-commerce shipping profiles. Your savings could be even greater if you have a higher percentage of customers in DAS or Extended DAS zip codes. **Check your weekly statements** to see how much DAS you are paying today and add this to the savings you'll realize by switching to EquaShip.

FedEx and UPS have **minimum ground charges** that particularly impact shipments in light weights and short zones. If you have a rebate incentive from FedEx or UPS keep in mind that there is still a "floor" to the price of any ground package. Also, beware of minor changes in contract language that may mean that rebates are only applied to the package charge *minus* the minimum ground charge. For example if your minimum ground charge is \$5.49 and you ship a \$6.57 package, your rebate may only apply to the \$1.08 difference.

## EquaShip vs. UPS Ground Residential Retail Rates

### Comparison Notes

Includes UPS Fuel Surcharge of 6.5% and \$2.55 Residential Delivery Charge

Assumes 20% of packages are being sent to DAS ZIPS

EquaShip rates as below for AK, HI, PR, Guam and other US territories; UPS has higher rate tables for these

All EquaShip deliveries include \$100 EquaSurance coverage and Delivery Confirmation

<b>\$ SAVINGS Over UPS Ground Residential Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$9.25	\$9.63	\$9.66	\$9.91	\$10.08	\$9.93	\$9.65
7 oz	\$9.22	\$9.59	\$9.63	\$9.87	\$10.04	\$9.89	\$9.62
8 oz	\$9.20	\$9.57	\$9.61	\$9.85	\$10.02	\$9.87	\$9.60
9 oz	\$9.16	\$9.54	\$9.57	\$9.82	\$9.99	\$9.83	\$9.56
10 oz	\$9.14	\$9.51	\$9.55	\$9.79	\$9.96	\$9.81	\$9.54
11 oz	\$9.10	\$9.48	\$9.51	\$9.76	\$9.93	\$9.78	\$9.50
12 oz	\$9.07	\$9.44	\$9.48	\$9.72	\$9.89	\$9.74	\$9.47
13 oz	\$9.05	\$9.42	\$9.46	\$9.70	\$9.87	\$9.72	\$9.45
14 oz	\$7.96	\$8.34	\$8.39	\$8.66	\$8.87	\$8.74	\$8.76
15 oz	\$7.96	\$8.34	\$8.39	\$8.66	\$8.87	\$8.74	\$8.76
15.99 oz	\$7.96	\$8.34	\$8.39	\$8.66	\$8.87	\$8.74	\$8.76
1 Lb	\$7.86	\$8.26	\$8.30	\$8.56	\$8.76	\$8.64	\$8.66
2 Lbs	\$7.83	\$8.29	\$8.79	\$8.48	\$8.71	\$8.60	\$8.56
3 Lbs	\$7.72	\$8.17	\$8.50	\$8.52	\$8.37	\$8.30	\$8.71
4 Lbs	\$7.41	\$7.36	\$8.03	\$7.72	\$7.84	\$7.65	\$7.94
5 Lbs	\$7.10	\$7.36	\$7.37	\$7.59	\$7.76	\$7.88	\$8.15
6 Lbs	\$6.63	\$6.98	\$7.43	\$7.68	\$7.82	\$8.06	\$8.46
7 Lbs	\$6.77	\$7.08	\$7.50	\$7.76	\$7.94	\$8.14	\$8.57
8 Lbs	\$6.89	\$7.16	\$7.60	\$7.82	\$8.06	\$8.36	\$8.85
9 Lbs	\$6.96	\$7.23	\$7.66	\$7.92	\$8.19	\$8.59	\$9.15
10 Lbs	\$6.74	\$6.80	\$7.54	\$7.94	\$8.34	\$9.07	\$9.77
11 Lbs	\$6.55	\$6.81	\$7.34	\$7.80	\$8.34	\$9.50	\$10.31
12 Lbs	\$6.71	\$6.99	\$7.44	\$7.91	\$8.66	\$9.95	\$10.89
13 Lbs	\$6.85	\$7.15	\$7.53	\$8.06	\$8.96	\$10.43	\$11.46
14 Lbs	\$6.95	\$7.30	\$7.65	\$8.21	\$9.38	\$10.90	\$12.02
15 Lbs	\$7.06	\$7.50	\$7.75	\$8.39	\$9.78	\$11.40	\$12.65
16 Lbs	\$7.13	\$7.60	\$7.72	\$8.49	\$10.10	\$11.85	\$13.20
17 Lbs	\$7.23	\$7.81	\$7.93	\$8.80	\$10.66	\$12.55	\$14.00
18 Lbs	\$7.28	\$7.88	\$8.12	\$9.20	\$11.06	\$13.05	\$14.67
19 Lbs	\$7.36	\$8.35	\$8.38	\$9.53	\$11.50	\$13.54	\$15.31
20 Lbs	\$7.52	\$8.79	\$8.85	\$10.27	\$12.40	\$14.56	\$16.59
21 Lbs	\$7.73	\$9.04	\$9.24	\$11.02	\$13.32	\$15.60	\$17.73
22 Lbs	\$8.04	\$9.41	\$9.73	\$11.37	\$13.80	\$16.15	\$18.45
23 Lbs	\$8.31	\$9.65	\$10.09	\$11.73	\$14.27	\$16.69	\$19.14
24 Lbs	\$8.50	\$9.88	\$10.37	\$12.07	\$14.78	\$17.23	\$19.82
25 Lbs	\$8.84	\$10.12	\$10.62	\$12.37	\$15.24	\$17.78	\$20.54

<b>% SAVINGS Over UPS Ground Residential Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	79%	79%	78%	77%	76%	74%	72%
7 oz	78%	78%	78%	77%	75%	74%	71%
8 oz	78%	78%	78%	77%	75%	74%	71%
9 oz	78%	78%	77%	77%	75%	73%	71%
10 oz	78%	78%	77%	76%	75%	73%	71%
11 oz	77%	77%	77%	76%	75%	73%	71%
12 oz	77%	77%	77%	76%	74%	73%	70%
13 oz	77%	77%	76%	76%	74%	73%	70%
14 oz	68%	68%	68%	68%	67%	65%	65%
15 oz	68%	68%	68%	68%	67%	65%	65%
15.99 oz	68%	68%	68%	68%	67%	65%	65%
1 Lb	67%	67%	67%	67%	66%	64%	64%
2 Lbs	64%	65%	65%	61%	60%	59%	57%
3 Lbs	63%	61%	60%	59%	55%	54%	54%
4 Lbs	59%	54%	55%	51%	50%	47%	46%
5 Lbs	55%	54%	49%	48%	48%	47%	46%
6 Lbs	50%	50%	48%	48%	47%	47%	46%
7 Lbs	50%	49%	48%	48%	47%	46%	46%
8 Lbs	49%	49%	48%	47%	47%	46%	45%
9 Lbs	49%	49%	48%	47%	47%	45%	44%
10 Lbs	46%	46%	46%	46%	46%	45%	45%
11 Lbs	44%	44%	45%	45%	45%	45%	45%
12 Lbs	44%	44%	45%	45%	45%	45%	45%
13 Lbs	44%	44%	45%	45%	45%	45%	45%
14 Lbs	44%	44%	45%	45%	45%	45%	45%
15 Lbs	44%	45%	45%	45%	45%	45%	45%
16 Lbs	44%	45%	44%	45%	45%	45%	45%
17 Lbs	44%	45%	44%	45%	45%	46%	46%
18 Lbs	44%	44%	44%	45%	45%	46%	46%
19 Lbs	44%	46%	44%	45%	45%	46%	46%
20 Lbs	44%	47%	45%	47%	47%	47%	47%
21 Lbs	45%	47%	46%	48%	49%	49%	49%
22 Lbs	46%	48%	47%	48%	49%	49%	49%
23 Lbs	47%	48%	48%	48%	49%	49%	49%
24 Lbs	47%	48%	48%	48%	49%	49%	49%
25 Lbs	48%	48%	48%	48%	49%	49%	49%

<b>\$ SAVINGS Over UPS Ground Residential Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	\$9.00	\$10.29	\$10.85	\$12.71	\$15.76	\$18.27	\$21.17
27 Lbs	\$9.19	\$10.48	\$11.08	\$13.05	\$16.23	\$18.81	\$21.86
28 Lbs	\$9.33	\$10.71	\$11.38	\$13.41	\$16.72	\$19.34	\$22.57
29 Lbs	\$9.49	\$10.88	\$11.68	\$13.69	\$17.08	\$19.68	\$23.11
30 Lbs	\$9.69	\$11.13	\$11.97	\$14.05	\$17.57	\$20.20	\$23.82
31 Lbs	\$9.79	\$11.24	\$12.18	\$14.40	\$18.03	\$20.72	\$24.44
32 Lbs	\$9.85	\$11.46	\$12.49	\$14.78	\$18.52	\$21.24	\$25.14
33 Lbs	\$10.02	\$11.69	\$12.78	\$15.12	\$18.96	\$21.79	\$25.81
34 Lbs	\$10.09	\$11.92	\$13.03	\$15.47	\$19.45	\$22.31	\$26.48
35 Lbs	\$8.60	\$10.54	\$11.93	\$14.20	\$18.35	\$21.32	\$25.65
36 Lbs	\$8.70	\$10.60	\$12.10	\$14.57	\$18.81	\$21.85	\$26.18
37 Lbs	\$8.84	\$10.85	\$12.32	\$14.85	\$19.25	\$22.37	\$26.69
38 Lbs	\$8.98	\$11.01	\$12.64	\$15.23	\$19.68	\$22.93	\$27.20
39 Lbs	\$9.12	\$11.25	\$12.93	\$15.55	\$20.41	\$23.81	\$27.66
40 Lbs	\$9.22	\$11.51	\$13.21	\$15.87	\$20.82	\$24.29	\$28.11
41 Lbs	\$9.32	\$11.65	\$13.40	\$16.16	\$21.16	\$24.72	\$28.46
42 Lbs	\$9.48	\$11.79	\$13.65	\$16.47	\$21.49	\$25.17	\$28.90
43 Lbs	\$9.62	\$12.01	\$13.98	\$16.81	\$21.90	\$25.71	\$29.42
44 Lbs	\$9.75	\$12.23	\$14.15	\$17.07	\$22.32	\$26.27	\$29.57
45 Lbs	\$9.85	\$12.42	\$14.47	\$17.44	\$22.70	\$26.80	\$30.08
46 Lbs	\$9.95	\$12.61	\$14.56	\$17.75	\$23.07	\$27.34	\$30.57
47 Lbs	\$10.01	\$12.67	\$14.82	\$18.03	\$23.39	\$27.88	\$31.06
48 Lbs	\$10.12	\$12.80	\$14.98	\$18.34	\$23.75	\$28.43	\$31.57
49 Lbs	\$10.19	\$12.93	\$15.15	\$18.69	\$24.06	\$28.98	\$32.08
50 Lbs	\$10.25	\$13.01	\$15.28	\$18.51	\$24.01	\$29.02	\$32.56
51 Lbs	\$10.29	\$13.09	\$15.31	\$18.43	\$24.13	\$29.30	\$32.42
52 Lbs	\$10.36	\$13.14	\$15.37	\$18.67	\$24.34	\$29.66	\$32.92
53 Lbs	\$10.43	\$13.26	\$15.38	\$18.91	\$24.51	\$29.92	\$33.41
54 Lbs	\$10.51	\$13.34	\$15.66	\$19.18	\$24.73	\$30.07	\$33.76
55 Lbs	\$10.58	\$13.41	\$15.72	\$19.49	\$24.83	\$30.07	\$34.10
56 Lbs	\$10.65	\$13.43	\$15.86	\$19.76	\$24.82	\$29.94	\$34.44
57 Lbs	\$10.63	\$13.53	\$15.96	\$20.05	\$25.09	\$30.16	\$34.76
58 Lbs	\$10.73	\$13.62	\$16.11	\$20.26	\$25.38	\$30.35	\$34.98
59 Lbs	\$10.85	\$13.74	\$16.26	\$20.46	\$25.62	\$30.51	\$35.23
60 Lbs	\$10.96	\$13.88	\$16.41	\$20.61	\$25.84	\$30.67	\$35.46
61 Lbs	\$11.07	\$13.97	\$16.51	\$20.85	\$26.08	\$30.85	\$35.66
62 Lbs	\$11.14	\$14.07	\$16.55	\$21.05	\$26.27	\$31.03	\$35.88
63 Lbs	\$11.24	\$14.20	\$16.65	\$21.23	\$26.42	\$31.24	\$36.10
64 Lbs	\$11.36	\$14.36	\$16.78	\$21.37	\$26.62	\$31.46	\$36.31
65 Lbs	\$11.45	\$14.54	\$16.97	\$21.53	\$26.86	\$31.63	\$36.55
66 Lbs	\$11.55	\$14.70	\$17.17	\$21.68	\$27.13	\$31.78	\$36.80
67 Lbs	\$11.64	\$14.87	\$17.31	\$21.79	\$27.35	\$31.94	\$36.91
68 Lbs	\$11.72	\$15.02	\$17.47	\$21.95	\$27.50	\$32.13	\$36.99
69 Lbs	\$11.85	\$15.23	\$17.64	\$22.06	\$27.67	\$32.29	\$37.08
70 Lbs	\$11.93	\$15.35	\$17.85	\$22.14	\$27.72	\$32.39	\$36.70

<b>% SAVINGS Over UPS Ground Residential Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	48%	48%	48%	48%	49%	49%	49%
27 Lbs	48%	48%	48%	48%	49%	49%	49%
28 Lbs	48%	48%	48%	48%	49%	49%	49%
29 Lbs	48%	48%	48%	49%	49%	49%	49%
30 Lbs	48%	48%	48%	49%	49%	49%	49%
31 Lbs	48%	48%	48%	49%	49%	49%	49%
32 Lbs	48%	48%	48%	49%	49%	49%	49%
33 Lbs	48%	48%	48%	49%	49%	49%	49%
34 Lbs	48%	48%	48%	49%	49%	49%	49%
35 Lbs	40%	42%	43%	44%	45%	46%	46%
36 Lbs	40%	41%	43%	44%	45%	46%	46%
37 Lbs	40%	42%	43%	44%	45%	46%	46%
38 Lbs	40%	42%	43%	44%	45%	46%	47%
39 Lbs	40%	42%	43%	44%	46%	46%	47%
40 Lbs	40%	42%	44%	44%	46%	46%	47%
41 Lbs	40%	42%	43%	44%	46%	46%	47%
42 Lbs	40%	42%	44%	44%	46%	46%	47%
43 Lbs	41%	42%	44%	44%	46%	47%	47%
44 Lbs	41%	42%	44%	44%	46%	47%	46%
45 Lbs	41%	42%	44%	44%	46%	47%	46%
46 Lbs	41%	42%	44%	44%	46%	47%	47%
47 Lbs	41%	42%	44%	44%	46%	47%	47%
48 Lbs	41%	42%	44%	45%	46%	47%	47%
49 Lbs	41%	42%	44%	45%	46%	47%	47%
50 Lbs	41%	42%	44%	44%	46%	47%	47%
51 Lbs	41%	42%	43%	44%	46%	46%	46%
52 Lbs	41%	42%	43%	44%	46%	46%	46%
53 Lbs	41%	42%	43%	44%	46%	46%	46%
54 Lbs	41%	42%	44%	44%	46%	46%	46%
55 Lbs	41%	42%	43%	44%	45%	46%	46%
56 Lbs	41%	42%	43%	44%	45%	46%	46%
57 Lbs	40%	42%	43%	44%	45%	46%	46%
58 Lbs	40%	42%	43%	44%	45%	46%	46%
59 Lbs	40%	42%	43%	44%	45%	46%	46%
60 Lbs	41%	42%	43%	44%	45%	46%	46%
61 Lbs	41%	42%	43%	44%	45%	46%	46%
62 Lbs	41%	42%	43%	44%	45%	46%	46%
63 Lbs	41%	42%	43%	44%	45%	46%	46%
64 Lbs	41%	42%	43%	44%	45%	46%	46%
65 Lbs	41%	42%	43%	44%	46%	46%	46%
66 Lbs	41%	42%	43%	44%	46%	46%	46%
67 Lbs	41%	42%	43%	44%	46%	46%	46%
68 Lbs	41%	42%	43%	44%	46%	46%	46%
69 Lbs	41%	43%	43%	44%	46%	46%	46%
70 Lbs	41%	42%	43%	44%	46%	46%	46%

Based on UPS rates in effect January 2, 2012

## EquaShip vs. FedEx Home Delivery Retail Rates

### Comparison Notes

Includes FedEx Fuel Surcharge 6.5% and \$2.55 Residential Delivery Charge

Assumes 20% of packages are being sent to DAS ZIPS

EquaShip rates as below for AK, HI, PR, Guam and other US territories; FedEx has higher rate tables for these

All EquaShip deliveries include \$100 EquaSurance coverage and delivery confirmation

\$ SAVINGS Over FedEx Home Delivery Retail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$7.27	\$7.43	\$7.43	\$7.60	\$7.69	\$7.51	\$7.22
7 oz	\$7.24	\$7.39	\$7.40	\$7.56	\$7.65	\$7.47	\$7.19
8 oz	\$7.22	\$7.37	\$7.38	\$7.54	\$7.63	\$7.45	\$7.17
9 oz	\$7.18	\$7.34	\$7.34	\$7.51	\$7.60	\$7.41	\$7.13
10 oz	\$7.16	\$7.31	\$7.32	\$7.48	\$7.57	\$7.39	\$7.11
11 oz	\$7.12	\$7.28	\$7.28	\$7.45	\$7.54	\$7.36	\$7.07
12 oz	\$7.09	\$7.24	\$7.25	\$7.41	\$7.50	\$7.32	\$7.04
13 oz	\$7.07	\$7.22	\$7.23	\$7.39	\$7.48	\$7.30	\$7.02
14 oz	\$5.98	\$6.14	\$6.16	\$6.35	\$6.47	\$6.32	\$6.32
15 oz	\$5.98	\$6.14	\$6.16	\$6.35	\$6.47	\$6.32	\$6.32
15.99 oz	\$5.98	\$6.14	\$6.16	\$6.35	\$6.47	\$6.32	\$6.32
1 Lb	\$5.88	\$6.06	\$6.07	\$6.25	\$6.37	\$6.22	\$6.23
2 Lbs	\$5.57	\$5.91	\$6.26	\$5.88	\$6.05	\$5.90	\$5.80
3 Lbs	\$5.44	\$5.68	\$5.85	\$5.78	\$5.57	\$5.45	\$5.70
4 Lbs	\$5.07	\$4.84	\$5.25	\$4.82	\$4.94	\$4.66	\$4.74
5 Lbs	\$4.77	\$4.82	\$4.50	\$4.59	\$4.76	\$4.77	\$4.83
6 Lbs	\$4.25	\$4.38	\$4.53	\$4.63	\$4.80	\$4.86	\$5.01
7 Lbs	\$4.31	\$4.41	\$4.55	\$4.66	\$4.83	\$4.88	\$5.04
8 Lbs	\$4.34	\$4.44	\$4.58	\$4.68	\$4.89	\$4.95	\$5.15
9 Lbs	\$4.38	\$4.48	\$4.61	\$4.71	\$4.94	\$5.02	\$5.26
10 Lbs	\$4.08	\$4.06	\$4.43	\$4.64	\$4.98	\$5.28	\$5.63
11 Lbs	\$3.83	\$3.97	\$4.23	\$4.48	\$4.89	\$5.48	\$5.97
12 Lbs	\$3.92	\$4.07	\$4.28	\$4.54	\$5.06	\$5.72	\$6.27
13 Lbs	\$4.00	\$4.16	\$4.33	\$4.62	\$5.22	\$5.97	\$6.58
14 Lbs	\$4.05	\$4.24	\$4.39	\$4.70	\$5.45	\$6.22	\$6.89
15 Lbs	\$4.11	\$4.34	\$4.45	\$4.80	\$5.69	\$6.50	\$7.23
16 Lbs	\$4.14	\$4.40	\$4.50	\$4.86	\$5.87	\$6.79	\$7.59
17 Lbs	\$4.20	\$4.51	\$4.61	\$5.03	\$6.24	\$7.23	\$8.07
18 Lbs	\$4.23	\$4.60	\$4.73	\$5.25	\$6.49	\$7.51	\$8.45
19 Lbs	\$4.31	\$4.96	\$4.88	\$5.44	\$6.74	\$7.80	\$8.81
20 Lbs	\$4.40	\$5.31	\$5.23	\$6.02	\$7.44	\$8.62	\$9.81
21 Lbs	\$4.60	\$5.48	\$5.55	\$6.62	\$8.17	\$9.43	\$10.73
22 Lbs	\$4.83	\$5.76	\$5.92	\$6.83	\$8.45	\$9.77	\$11.14
23 Lbs	\$5.03	\$5.89	\$6.16	\$7.04	\$8.74	\$10.10	\$11.56
24 Lbs	\$5.17	\$6.02	\$6.33	\$7.23	\$9.04	\$10.41	\$11.96
25 Lbs	\$5.42	\$6.16	\$6.47	\$7.43	\$9.31	\$10.75	\$12.38
26 Lbs	\$5.54	\$6.29	\$6.64	\$7.64	\$9.63	\$11.07	\$12.81
27 Lbs	\$5.65	\$6.40	\$6.77	\$7.84	\$9.91	\$11.39	\$13.22
28 Lbs	\$5.73	\$6.53	\$6.95	\$8.05	\$10.22	\$11.73	\$13.64
29 Lbs	\$5.83	\$6.63	\$7.13	\$8.22	\$10.42	\$11.93	\$13.94
30 Lbs	\$5.94	\$6.78	\$7.32	\$8.42	\$10.73	\$12.26	\$14.36

% SAVINGS Over FedEx Home Delivery Retail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$0.79	\$0.78	\$0.77	\$0.77	\$0.75	\$0.73	\$0.69
7 oz	\$0.79	\$0.78	\$0.77	\$0.76	\$0.75	\$0.72	\$0.69
8 oz	\$0.79	\$0.77	\$0.77	\$0.76	\$0.75	\$0.72	\$0.69
9 oz	\$0.78	\$0.77	\$0.76	\$0.76	\$0.74	\$0.72	\$0.68
10 oz	\$0.78	\$0.77	\$0.76	\$0.75	\$0.74	\$0.72	\$0.68
11 oz	\$0.78	\$0.77	\$0.76	\$0.75	\$0.74	\$0.71	\$0.68
12 oz	\$0.77	\$0.76	\$0.75	\$0.75	\$0.73	\$0.71	\$0.67
13 oz	\$0.77	\$0.76	\$0.75	\$0.75	\$0.73	\$0.71	\$0.67
14 oz	\$0.65	\$0.65	\$0.64	\$0.64	\$0.63	\$0.61	\$0.61
15 oz	\$0.65	\$0.65	\$0.64	\$0.64	\$0.63	\$0.61	\$0.61
15.99 oz	\$0.65	\$0.65	\$0.64	\$0.64	\$0.63	\$0.61	\$0.61
1 Lb	\$0.64	\$0.64	\$0.63	\$0.63	\$0.62	\$0.60	\$0.60
2 Lbs	\$0.58	\$0.60	\$0.60	\$0.55	\$0.55	\$0.53	\$0.51
3 Lbs	\$0.57	\$0.56	\$0.54	\$0.52	\$0.48	\$0.47	\$0.46
4 Lbs	\$0.52	\$0.46	\$0.47	\$0.42	\$0.41	\$0.38	\$0.37
5 Lbs	\$0.48	\$0.46	\$0.39	\$0.38	\$0.39	\$0.38	\$0.36
6 Lbs	\$0.42	\$0.41	\$0.39	\$0.38	\$0.39	\$0.38	\$0.37
7 Lbs	\$0.41	\$0.40	\$0.38	\$0.38	\$0.38	\$0.37	\$0.36
8 Lbs	\$0.40	\$0.40	\$0.38	\$0.37	\$0.38	\$0.36	\$0.35
9 Lbs	\$0.40	\$0.39	\$0.38	\$0.37	\$0.38	\$0.35	\$0.34
10 Lbs	\$0.37	\$0.36	\$0.36	\$0.36	\$0.37	\$0.35	\$0.35
11 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.35
12 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.35
13 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.35
14 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.35
15 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.35
16 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.35	\$0.35	\$0.36
17 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.36	\$0.36	\$0.36
18 Lbs	\$0.34	\$0.34	\$0.34	\$0.34	\$0.36	\$0.36	\$0.36
19 Lbs	\$0.34	\$0.36	\$0.34	\$0.34	\$0.36	\$0.36	\$0.36
20 Lbs	\$0.34	\$0.38	\$0.36	\$0.37	\$0.39	\$0.39	\$0.39
21 Lbs	\$0.35	\$0.38	\$0.37	\$0.39	\$0.41	\$0.41	\$0.41
22 Lbs	\$0.36	\$0.39	\$0.39	\$0.39	\$0.41	\$0.41	\$0.41
23 Lbs	\$0.37	\$0.39	\$0.39	\$0.39	\$0.41	\$0.41	\$0.41
24 Lbs	\$0.38	\$0.39	\$0.39	\$0.39	\$0.41	\$0.41	\$0.41
25 Lbs	\$0.39	\$0.39	\$0.39	\$0.40	\$0.41	\$0.41	\$0.42
26 Lbs	\$0.39	\$0.40	\$0.40	\$0.40	\$0.41	\$0.41	\$0.42
27 Lbs	\$0.39	\$0.39	\$0.40	\$0.40	\$0.41	\$0.41	\$0.42
28 Lbs	\$0.39	\$0.40	\$0.40	\$0.40	\$0.42	\$0.42	\$0.42
29 Lbs	\$0.39	\$0.40	\$0.40	\$0.40	\$0.41	\$0.41	\$0.42
30 Lbs	\$0.39	\$0.40	\$0.40	\$0.40	\$0.41	\$0.42	\$0.42

<b>\$ SAVINGS Over FedEx Home Delivery Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	\$6.04	\$6.89	\$7.45	\$8.62	\$11.01	\$12.58	\$14.78
32 Lbs	\$6.08	\$7.03	\$7.64	\$8.84	\$11.31	\$12.91	\$15.20
33 Lbs	\$6.18	\$7.16	\$7.81	\$9.05	\$11.57	\$13.24	\$15.61
34 Lbs	\$6.23	\$7.29	\$7.95	\$9.26	\$11.86	\$13.54	\$16.00
35 Lbs	\$4.66	\$5.80	\$6.74	\$7.85	\$10.57	\$12.33	\$14.90
36 Lbs	\$4.75	\$5.89	\$6.90	\$8.07	\$10.84	\$12.65	\$15.28
37 Lbs	\$4.84	\$6.03	\$7.02	\$8.28	\$11.12	\$12.98	\$15.59
38 Lbs	\$4.93	\$6.14	\$7.23	\$8.49	\$11.39	\$13.31	\$15.90
39 Lbs	\$5.00	\$6.28	\$7.41	\$8.70	\$11.61	\$13.58	\$16.15
40 Lbs	\$5.07	\$6.42	\$7.58	\$8.89	\$11.85	\$13.87	\$16.42
41 Lbs	\$5.15	\$6.55	\$7.70	\$9.09	\$12.08	\$14.16	\$16.69
42 Lbs	\$5.25	\$6.63	\$7.86	\$9.28	\$12.29	\$14.45	\$16.96
43 Lbs	\$5.34	\$6.76	\$8.06	\$9.50	\$12.56	\$14.79	\$17.27
44 Lbs	\$5.41	\$6.89	\$8.14	\$9.69	\$12.79	\$15.10	\$17.57
45 Lbs	\$5.46	\$7.01	\$8.34	\$9.92	\$13.02	\$15.43	\$17.88
46 Lbs	\$5.54	\$7.13	\$8.42	\$10.10	\$13.24	\$15.74	\$18.18
47 Lbs	\$5.60	\$7.21	\$8.58	\$10.31	\$13.43	\$16.07	\$18.47
48 Lbs	\$5.68	\$7.31	\$8.72	\$10.50	\$13.64	\$16.38	\$18.78
49 Lbs	\$5.74	\$7.42	\$8.85	\$10.69	\$13.83	\$16.72	\$19.10
50 Lbs	\$5.81	\$7.51	\$8.96	\$10.85	\$14.01	\$17.03	\$19.39
51 Lbs	\$5.86	\$7.59	\$8.98	\$11.04	\$14.19	\$17.33	\$19.69
52 Lbs	\$5.93	\$7.66	\$9.07	\$11.19	\$14.38	\$17.63	\$20.01
53 Lbs	\$5.99	\$7.74	\$9.07	\$11.34	\$14.54	\$17.85	\$20.31
54 Lbs	\$6.05	\$7.81	\$9.31	\$11.51	\$14.73	\$18.01	\$20.61
55 Lbs	\$6.12	\$7.89	\$9.36	\$11.69	\$14.92	\$18.16	\$20.91
56 Lbs	\$6.19	\$7.92	\$9.50	\$11.87	\$15.10	\$18.30	\$21.20
57 Lbs	\$6.18	\$8.02	\$9.60	\$12.05	\$15.27	\$18.44	\$21.50
58 Lbs	\$6.25	\$8.11	\$9.73	\$12.18	\$15.45	\$18.56	\$21.71
59 Lbs	\$6.32	\$8.20	\$9.87	\$12.29	\$15.59	\$18.66	\$21.87
60 Lbs	\$6.40	\$8.30	\$9.97	\$12.39	\$15.73	\$18.75	\$22.01
61 Lbs	\$6.46	\$8.39	\$10.08	\$12.55	\$15.88	\$18.87	\$22.15
62 Lbs	\$6.51	\$8.45	\$10.13	\$12.67	\$16.01	\$18.99	\$22.29
63 Lbs	\$6.57	\$8.54	\$10.23	\$12.78	\$16.09	\$19.11	\$22.42
64 Lbs	\$6.64	\$8.65	\$10.38	\$12.87	\$16.23	\$19.25	\$22.56
65 Lbs	\$6.69	\$8.76	\$10.54	\$12.97	\$16.38	\$19.37	\$22.72
66 Lbs	\$6.76	\$8.86	\$10.65	\$13.06	\$16.55	\$19.46	\$22.87
67 Lbs	\$6.82	\$8.96	\$10.74	\$13.13	\$16.68	\$19.55	\$22.95
68 Lbs	\$6.87	\$9.06	\$10.84	\$13.22	\$16.78	\$19.67	\$22.99
69 Lbs	\$6.95	\$9.20	\$10.94	\$13.30	\$16.87	\$19.77	\$23.04
70 Lbs	\$6.99	\$9.28	\$11.11	\$13.35	\$16.91	\$19.83	\$22.66

<b>% SAVINGS Over FedEx Home Delivery Retail Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	39%	40%	40%	40%	42%	42%	42%
32 Lbs	39%	40%	40%	40%	42%	42%	42%
33 Lbs	39%	40%	40%	40%	42%	42%	42%
34 Lbs	40%	40%	40%	40%	42%	42%	42%
35 Lbs	29%	31%	33%	33%	36%	37%	38%
36 Lbs	29%	31%	33%	33%	36%	37%	38%
37 Lbs	30%	32%	34%	34%	37%	37%	38%
38 Lbs	30%	32%	34%	34%	37%	38%	39%
39 Lbs	30%	32%	34%	34%	36%	37%	38%
40 Lbs	30%	32%	34%	34%	37%	37%	38%
41 Lbs	30%	32%	34%	34%	37%	37%	39%
42 Lbs	30%	32%	34%	35%	37%	38%	39%
43 Lbs	31%	33%	35%	35%	37%	38%	39%
44 Lbs	31%	33%	35%	35%	37%	38%	39%
45 Lbs	31%	33%	35%	35%	37%	38%	39%
46 Lbs	31%	33%	35%	35%	37%	38%	39%
47 Lbs	31%	33%	35%	35%	37%	38%	39%
48 Lbs	31%	33%	35%	35%	37%	38%	39%
49 Lbs	31%	33%	35%	36%	37%	38%	39%
50 Lbs	31%	34%	35%	36%	38%	39%	39%
51 Lbs	32%	34%	35%	36%	38%	39%	40%
52 Lbs	32%	34%	35%	36%	38%	39%	40%
53 Lbs	32%	34%	35%	37%	38%	39%	40%
54 Lbs	32%	34%	36%	37%	38%	39%	40%
55 Lbs	32%	34%	36%	37%	39%	39%	40%
56 Lbs	32%	34%	36%	37%	39%	40%	40%
57 Lbs	32%	34%	36%	37%	39%	40%	41%
58 Lbs	32%	34%	36%	37%	39%	40%	41%
59 Lbs	32%	34%	36%	37%	39%	40%	41%
60 Lbs	32%	35%	36%	37%	39%	40%	41%
61 Lbs	32%	35%	37%	37%	39%	40%	41%
62 Lbs	32%	35%	37%	37%	39%	40%	41%
63 Lbs	32%	35%	37%	37%	39%	40%	41%
64 Lbs	32%	35%	37%	37%	39%	40%	41%
65 Lbs	32%	35%	37%	37%	39%	40%	41%
66 Lbs	33%	35%	37%	37%	39%	40%	41%
67 Lbs	33%	35%	37%	37%	39%	40%	41%
68 Lbs	33%	35%	37%	37%	39%	40%	41%
69 Lbs	33%	36%	37%	37%	39%	40%	41%
70 Lbs	33%	36%	38%	37%	39%	40%	40%

Based on FedEx base rates in effect January 3, 2011

## EquaShip vs. FedEx Home Delivery and UPS Ground Standard Rates

### Comparison Notes

Includes FedEx and UPS Fuel Surcharge 6.5% and \$2.55 Residential Delivery Charge

Assumes Assumes 20% of packages are being sent to DAS ZIPS

EquaShip rates for AK, HI, PR, Guam and other US territories, Zone 8; FedEx has higher rate tables for these

All EquaShip deliveries include \$100 EquaSurance coverage and delivery confirmation

<b>\$ SAVINGS Over UPS Ground and FedEx Home Delivery</b> <b>Residential Standard Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$6.65	\$6.89	\$6.90	\$6.98	\$6.98	\$6.84	\$6.62
7 oz	\$6.62	\$6.85	\$6.87	\$6.94	\$6.94	\$6.80	\$6.59
8 oz	\$6.60	\$6.83	\$6.85	\$6.92	\$6.92	\$6.78	\$6.57
9 oz	\$6.56	\$6.80	\$6.81	\$6.89	\$6.89	\$6.74	\$6.53
10 oz	\$6.54	\$6.77	\$6.79	\$6.86	\$6.86	\$6.72	\$6.51
11 oz	\$6.50	\$6.74	\$6.75	\$6.83	\$6.83	\$6.69	\$6.47
12 oz	\$6.47	\$6.70	\$6.72	\$6.79	\$6.79	\$6.65	\$6.44
13 oz	\$6.45	\$6.68	\$6.70	\$6.77	\$6.77	\$6.63	\$6.42
14 oz	\$5.36	\$5.61	\$5.63	\$5.74	\$5.77	\$5.65	\$5.72
15 oz	\$5.36	\$5.61	\$5.63	\$5.74	\$5.77	\$5.65	\$5.72
15.99 oz	\$5.36	\$5.61	\$5.63	\$5.74	\$5.77	\$5.65	\$5.72
1 Lb	\$5.26	\$5.52	\$5.54	\$5.63	\$5.66	\$5.55	\$5.63
2 Lbs	\$5.07	\$5.38	\$5.66	\$5.23	\$5.26	\$5.13	\$5.01
3 Lbs	\$4.99	\$5.09	\$5.20	\$5.07	\$4.70	\$4.55	\$4.79
4 Lbs	\$4.57	\$4.23	\$4.53	\$4.04	\$3.94	\$3.71	\$3.75
5 Lbs	\$4.21	\$4.18	\$3.76	\$3.79	\$3.70	\$3.72	\$3.75
6 Lbs	\$3.64	\$3.71	\$3.76	\$3.78	\$3.69	\$3.73	\$3.78
7 Lbs	\$3.65	\$3.71	\$3.77	\$3.79	\$3.70	\$3.74	\$3.78
8 Lbs	\$3.66	\$3.71	\$3.77	\$3.79	\$3.71	\$3.76	\$3.79
9 Lbs	\$3.66	\$3.70	\$3.78	\$3.80	\$3.72	\$3.79	\$3.82
10 Lbs	\$3.34	\$3.26	\$3.58	\$3.70	\$3.68	\$3.91	\$4.05
11 Lbs	\$3.05	\$3.12	\$3.34	\$3.50	\$3.59	\$4.02	\$4.27
12 Lbs	\$3.10	\$3.19	\$3.37	\$3.53	\$3.70	\$4.19	\$4.49
13 Lbs	\$3.14	\$3.24	\$3.41	\$3.59	\$3.82	\$4.37	\$4.70
14 Lbs	\$3.18	\$3.30	\$3.44	\$3.64	\$3.97	\$4.54	\$4.90
15 Lbs	\$3.22	\$3.37	\$3.48	\$3.70	\$4.08	\$4.71	\$5.11
16 Lbs	\$3.26	\$3.40	\$3.43	\$3.73	\$4.18	\$4.81	\$5.25
17 Lbs	\$3.29	\$3.47	\$3.50	\$3.83	\$4.33	\$5.00	\$5.46
18 Lbs	\$3.31	\$3.47	\$3.56	\$3.98	\$4.45	\$5.17	\$5.68
19 Lbs	\$3.32	\$3.80	\$3.64	\$4.08	\$4.59	\$5.32	\$5.89
20 Lbs	\$3.39	\$4.10	\$3.94	\$4.59	\$5.18	\$6.00	\$6.75
21 Lbs	\$3.53	\$4.18	\$4.18	\$5.09	\$5.80	\$6.70	\$7.48
22 Lbs	\$3.74	\$4.43	\$4.50	\$5.23	\$5.99	\$6.90	\$7.76
23 Lbs	\$3.90	\$4.52	\$4.69	\$5.36	\$6.16	\$7.11	\$8.01
24 Lbs	\$4.00	\$4.60	\$4.79	\$5.49	\$6.35	\$7.30	\$8.27
25 Lbs	\$4.21	\$4.69	\$4.89	\$5.60	\$6.52	\$7.51	\$8.54

<b>% SAVINGS Over UPS Ground and FedEx Home Delivery</b> <b>Residential Standard Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	73%	72%	72%	71%	68%	66%	63%
7 oz	72%	72%	71%	70%	68%	66%	63%
8 oz	72%	72%	71%	70%	68%	66%	63%
9 oz	72%	72%	71%	70%	67%	65%	63%
10 oz	71%	71%	71%	69%	67%	65%	62%
11 oz	71%	71%	70%	69%	67%	65%	62%
12 oz	71%	70%	70%	69%	67%	64%	62%
13 oz	70%	70%	70%	68%	66%	64%	62%
14 oz	59%	59%	59%	58%	56%	55%	55%
15 oz	59%	59%	59%	58%	56%	55%	55%
15.99 oz	59%	59%	59%	58%	56%	55%	55%
1 Lb	57%	58%	58%	57%	55%	54%	54%
2 Lbs	53%	54%	54%	49%	48%	46%	44%
3 Lbs	52%	50%	48%	46%	41%	39%	39%
4 Lbs	47%	41%	40%	35%	33%	30%	29%
5 Lbs	42%	40%	33%	32%	30%	29%	28%
6 Lbs	36%	35%	32%	31%	30%	29%	28%
7 Lbs	35%	34%	32%	31%	29%	28%	27%
8 Lbs	34%	33%	31%	30%	29%	28%	26%
9 Lbs	34%	33%	31%	30%	28%	27%	25%
10 Lbs	30%	29%	29%	29%	27%	26%	25%
11 Lbs	27%	27%	27%	27%	26%	26%	25%
12 Lbs	27%	27%	27%	27%	26%	26%	25%
13 Lbs	27%	27%	27%	27%	26%	25%	25%
14 Lbs	26%	27%	27%	26%	26%	25%	25%
15 Lbs	26%	26%	27%	26%	25%	25%	25%
16 Lbs	26%	26%	26%	26%	25%	25%	25%
17 Lbs	26%	26%	26%	26%	25%	25%	25%
18 Lbs	26%	26%	26%	26%	25%	25%	25%
19 Lbs	26%	28%	26%	26%	25%	25%	24%
20 Lbs	26%	29%	27%	28%	27%	27%	27%
21 Lbs	27%	29%	28%	30%	29%	29%	29%
22 Lbs	28%	30%	29%	30%	29%	29%	29%
23 Lbs	29%	30%	30%	30%	29%	29%	29%
24 Lbs	29%	30%	30%	30%	29%	29%	29%
25 Lbs	30%	30%	30%	30%	29%	29%	29%



<b>\$ SAVINGS Over UPS Ground and FedEx Home Delivery Residential Standard Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	\$4.27	\$4.75	\$4.96	\$5.72	\$6.70	\$7.67	\$8.74
27 Lbs	\$4.34	\$4.83	\$5.05	\$5.86	\$6.87	\$7.87	\$9.00
28 Lbs	\$4.39	\$4.92	\$5.17	\$6.00	\$7.05	\$8.05	\$9.26
29 Lbs	\$4.46	\$4.98	\$5.28	\$6.10	\$7.21	\$8.20	\$9.51
30 Lbs	\$4.53	\$5.07	\$5.39	\$6.24	\$7.38	\$8.38	\$9.76
31 Lbs	\$4.55	\$5.10	\$5.46	\$6.37	\$7.54	\$8.56	\$9.97
32 Lbs	\$4.56	\$5.18	\$5.58	\$6.52	\$7.72	\$8.75	\$10.23
33 Lbs	\$4.63	\$5.27	\$5.68	\$6.65	\$7.89	\$8.95	\$10.46
34 Lbs	\$4.66	\$5.36	\$5.78	\$6.78	\$8.08	\$9.15	\$10.72
35 Lbs	\$3.06	\$3.81	\$4.52	\$5.29	\$6.68	\$7.82	\$9.48
36 Lbs	\$3.07	\$3.80	\$4.56	\$5.44	\$6.85	\$8.03	\$9.66
37 Lbs	\$3.13	\$3.90	\$4.62	\$5.54	\$7.01	\$8.21	\$9.85
38 Lbs	\$3.19	\$3.96	\$4.77	\$5.69	\$7.18	\$8.42	\$10.04
39 Lbs	\$3.24	\$4.06	\$4.89	\$5.80	\$7.58	\$8.90	\$10.25
40 Lbs	\$3.29	\$4.16	\$4.99	\$5.93	\$7.75	\$9.10	\$10.43
41 Lbs	\$3.31	\$4.20	\$5.03	\$6.02	\$7.86	\$9.25	\$10.52
42 Lbs	\$3.37	\$4.25	\$5.13	\$6.14	\$7.98	\$9.41	\$10.69
43 Lbs	\$3.42	\$4.33	\$5.27	\$6.26	\$8.12	\$9.61	\$10.89
44 Lbs	\$3.47	\$4.42	\$5.31	\$6.35	\$8.29	\$9.82	\$10.84
45 Lbs	\$3.51	\$4.50	\$5.46	\$6.49	\$8.43	\$10.02	\$11.03
46 Lbs	\$3.55	\$4.56	\$5.44	\$6.61	\$8.58	\$10.24	\$11.22
47 Lbs	\$3.56	\$4.57	\$5.55	\$6.70	\$8.70	\$10.45	\$11.40
48 Lbs	\$3.59	\$4.59	\$5.59	\$6.82	\$8.84	\$10.65	\$11.59
49 Lbs	\$3.61	\$4.63	\$5.64	\$6.95	\$8.96	\$10.86	\$11.78
50 Lbs	\$3.62	\$4.64	\$5.66	\$6.75	\$8.83	\$10.74	\$11.96
51 Lbs	\$3.61	\$4.66	\$5.61	\$6.60	\$8.81	\$10.78	\$11.72
52 Lbs	\$3.62	\$4.66	\$5.62	\$6.69	\$8.86	\$10.87	\$11.90
53 Lbs	\$3.65	\$4.69	\$5.58	\$6.78	\$8.90	\$10.93	\$12.08
54 Lbs	\$3.67	\$4.72	\$5.74	\$6.88	\$8.96	\$10.95	\$12.17
55 Lbs	\$3.69	\$4.73	\$5.72	\$7.00	\$8.92	\$10.88	\$12.25
56 Lbs	\$3.70	\$4.75	\$5.77	\$7.10	\$8.83	\$10.71	\$12.33
57 Lbs	\$3.72	\$4.77	\$5.77	\$7.20	\$8.92	\$10.79	\$12.39
58 Lbs	\$3.76	\$4.78	\$5.82	\$7.28	\$9.03	\$10.87	\$12.43
59 Lbs	\$3.80	\$4.82	\$5.87	\$7.36	\$9.13	\$10.92	\$12.52
60 Lbs	\$3.84	\$4.86	\$5.91	\$7.41	\$9.21	\$10.98	\$12.61
61 Lbs	\$3.89	\$4.88	\$5.91	\$7.50	\$9.29	\$11.05	\$12.68
62 Lbs	\$3.91	\$4.91	\$5.90	\$7.58	\$9.36	\$11.12	\$12.76
63 Lbs	\$3.95	\$4.96	\$5.91	\$7.65	\$9.42	\$11.20	\$12.84
64 Lbs	\$3.99	\$5.02	\$5.95	\$7.70	\$9.50	\$11.28	\$12.92
65 Lbs	\$4.03	\$5.09	\$6.02	\$7.76	\$9.58	\$11.33	\$13.01
66 Lbs	\$4.07	\$5.15	\$6.09	\$7.82	\$9.68	\$11.39	\$13.10
67 Lbs	\$4.10	\$5.22	\$6.13	\$7.85	\$9.76	\$11.46	\$13.13
68 Lbs	\$4.13	\$5.26	\$6.19	\$7.91	\$9.82	\$11.52	\$13.16
69 Lbs	\$4.18	\$5.32	\$6.25	\$7.95	\$9.88	\$11.58	\$13.20
70 Lbs	\$4.20	\$5.33	\$6.28	\$7.98	\$9.89	\$11.61	\$13.25

<b>% SAVINGS Over UPS Ground and FedEx Home Delivery Residential Standard Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	30%	30%	30%	30%	29%	29%	28%
27 Lbs	30%	30%	30%	30%	29%	29%	28%
28 Lbs	30%	30%	29%	30%	29%	29%	28%
29 Lbs	30%	30%	29%	30%	29%	28%	28%
30 Lbs	30%	30%	29%	30%	29%	28%	28%
31 Lbs	30%	29%	29%	29%	28%	28%	28%
32 Lbs	30%	29%	29%	29%	28%	28%	28%
33 Lbs	30%	29%	29%	29%	28%	28%	28%
34 Lbs	30%	29%	29%	29%	28%	28%	28%
35 Lbs	19%	20%	22%	22%	23%	24%	24%
36 Lbs	19%	20%	22%	23%	23%	24%	24%
37 Lbs	19%	20%	22%	23%	23%	24%	24%
38 Lbs	19%	20%	22%	23%	23%	24%	24%
39 Lbs	19%	21%	22%	23%	24%	24%	24%
40 Lbs	19%	21%	23%	23%	24%	25%	24%
41 Lbs	19%	21%	22%	23%	24%	24%	24%
42 Lbs	19%	21%	22%	23%	24%	24%	24%
43 Lbs	20%	21%	23%	23%	24%	25%	24%
44 Lbs	20%	21%	23%	23%	24%	25%	24%
45 Lbs	20%	21%	23%	23%	24%	25%	24%
46 Lbs	20%	21%	22%	23%	24%	25%	24%
47 Lbs	20%	21%	23%	23%	24%	25%	24%
48 Lbs	20%	21%	23%	23%	24%	25%	24%
49 Lbs	20%	21%	22%	23%	24%	25%	24%
50 Lbs	20%	21%	22%	22%	24%	24%	24%
51 Lbs	19%	21%	22%	22%	24%	24%	24%
52 Lbs	19%	21%	22%	22%	24%	24%	24%
53 Lbs	19%	21%	22%	22%	23%	24%	24%
54 Lbs	19%	21%	22%	22%	23%	24%	24%
55 Lbs	19%	20%	22%	22%	23%	24%	24%
56 Lbs	19%	20%	22%	22%	23%	23%	23%
57 Lbs	19%	20%	22%	22%	23%	23%	23%
58 Lbs	19%	20%	22%	22%	23%	23%	23%
59 Lbs	19%	20%	22%	22%	23%	23%	23%
60 Lbs	19%	20%	22%	22%	23%	23%	23%
61 Lbs	19%	20%	21%	22%	23%	23%	23%
62 Lbs	19%	20%	21%	22%	23%	23%	23%
63 Lbs	19%	20%	21%	22%	23%	23%	23%
64 Lbs	19%	20%	21%	22%	23%	23%	23%
65 Lbs	20%	20%	21%	22%	23%	23%	23%
66 Lbs	20%	20%	21%	22%	23%	23%	23%
67 Lbs	20%	20%	21%	22%	23%	23%	23%
68 Lbs	20%	20%	21%	22%	23%	23%	23%
69 Lbs	20%	21%	21%	22%	23%	23%	23%
70 Lbs	20%	20%	21%	22%	23%	23%	23%

Based on FedEx base rates in effect January 3, 2011

## How to Compare EquaShip to FedEx SmartPost® and UPS SurePost and Other Postal Consolidators

According to recent earnings reports, 29% of FedEx ground parcels now move through their SmartPost® consolidator network to be delivered by a postal carrier. An estimated 1 out of 6 domestic parcels today are picked up by a consolidator like FedEx SmartPost and delivered to the household by USPS. In recent years consolidation has become the residential delivery option of choice for major retailers like Amazon who offer free shipping to their customers. In fact, FedEx reports that SmartPost volumes grew 22% last year while Ground only grew by less than 5%—a clear indication of customers' choice. Now—only through EquaShip—small and medium-sized business shippers can also have access to this fantastic advancement in parcel delivery cost efficiency.

Parcel consolidators like FedEx SmartPost® and UPS Basic usually customize their rates for each customer. Shippers are required to have a negotiated contract and to ship a minimum of 300 parcels per day, generally, in order to qualify for truly competitive consolidator rates. While FedEx SmartPost says they will accept smaller customers into the SmartPost program, their published rates are nothing special. EquaShip beats SmartPost's 2012 rates by up to 58%

As with all EquaShip delivery services our built-in EquaSurance™ provides real insurance coverage for your packages all the way to your customer's hands.

EquaShip transit times are significantly faster when compared to most consolidators, who will sometimes hold trailers for several days in order to fill them completely before moving them to the USPS (hence the term "consolidator"). EquaShip gives smaller shippers access to one of the largest consolidator networks in the country, without the consolidation delay that can frustrate customers waiting interminably for their packages to arrive and lower online merchants' marketplace rankings.

It is important to note that FedEx and other consolidators terminate their \$100 of built-in declared value coverage when they hand your parcels over to the USPS for final mile delivery. They do not even offer additional DV coverage for contents worth more than \$100. In contrast, EquaShip includes \$100 of EquaSurance coverage with every parcel, and sell additional real insurance coverage for only \$0.50 per \$100 of insured value.

## EquaShip vs. FedEx SmartPost List Rates

### Comparison Notes

Includes FedEx and UPS Fuel Surcharge 6.5%

EquaShip rates for AK, HI, PR, Guam and other US territories, Zone 8; FedEx has higher rate tables for these

All EquaShip deliveries include \$100 EquaSurance coverage and delivery confirmation

\$ SAVINGS Over FedEx SmartPost List Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$3.63	\$3.89	\$3.91	\$4.01	\$4.02	\$3.88	\$3.66
7 oz	\$3.60	\$3.85	\$3.88	\$3.97	\$3.98	\$3.84	\$3.63
8 oz	\$3.58	\$3.83	\$3.86	\$3.95	\$3.96	\$3.82	\$3.61
9 oz	\$3.54	\$3.80	\$3.82	\$3.92	\$3.93	\$3.78	\$3.57
10 oz	\$3.52	\$3.77	\$3.80	\$3.89	\$3.90	\$3.76	\$3.55
11 oz	\$3.48	\$3.74	\$3.76	\$3.86	\$3.87	\$3.73	\$3.51
12 oz	\$3.45	\$3.70	\$3.73	\$3.82	\$3.83	\$3.69	\$3.48
13 oz	\$3.43	\$3.68	\$3.71	\$3.80	\$3.81	\$3.67	\$3.46
14 oz	\$2.34	\$2.61	\$2.64	\$2.76	\$2.80	\$2.69	\$2.77
15 oz	\$2.34	\$2.61	\$2.64	\$2.76	\$2.80	\$2.69	\$2.77
15.99 oz	\$2.34	\$2.61	\$2.64	\$2.76	\$2.80	\$2.69	\$2.77
1 Lb	\$2.24	\$2.52	\$2.55	\$2.66	\$2.70	\$2.59	\$2.67
2 Lbs	\$2.07	\$2.40	\$2.71	\$2.29	\$2.33	\$2.21	\$2.11
3 Lbs	\$1.99	\$2.13	\$2.26	\$2.15	\$1.80	\$1.66	\$1.93
4 Lbs	\$1.58	\$1.27	\$1.61	\$1.14	\$1.06	\$0.85	\$0.92
5 Lbs	\$1.23	\$1.23	\$0.87	\$0.91	\$0.84	\$0.87	\$0.95
6 Lbs	\$0.68	\$0.77	\$0.87	\$0.91	\$0.83	\$0.90	\$0.99
7 Lbs	\$0.70	\$0.78	\$0.88	\$0.93	\$0.86	\$0.92	\$1.01
8 Lbs	\$0.73	\$0.79	\$0.90	\$0.94	\$0.88	\$0.96	\$1.04
9 Lbs	\$0.73	\$0.79	\$0.91	\$0.96	\$0.89	\$1.02	\$1.10
10 Lbs	\$3.39	\$3.40	\$4.14	\$4.51	\$4.73	\$5.56	\$6.23
11 Lbs	\$3.20	\$3.41	\$3.95	\$4.39	\$4.81	\$5.97	\$6.78
12 Lbs	\$3.35	\$3.57	\$4.05	\$4.48	\$5.12	\$6.45	\$7.38
13 Lbs	\$3.49	\$3.72	\$4.13	\$4.64	\$5.44	\$6.97	\$8.00
14 Lbs	\$3.61	\$3.89	\$4.24	\$4.79	\$5.87	\$7.45	\$8.57
15 Lbs	\$3.71	\$4.08	\$4.34	\$4.96	\$6.25	\$7.94	\$9.17
16 Lbs	\$3.81	\$4.17	\$4.33	\$5.07	\$6.56	\$8.28	\$9.61
17 Lbs	\$3.88	\$4.37	\$4.53	\$5.37	\$7.00	\$8.83	\$10.22
18 Lbs	\$3.94	\$4.45	\$4.72	\$5.77	\$7.39	\$9.31	\$10.85
19 Lbs	\$4.01	\$4.92	\$4.98	\$6.09	\$7.81	\$9.78	\$11.48
20 Lbs	\$4.16	\$5.36	\$5.42	\$6.83	\$8.69	\$10.77	\$12.74
21 Lbs	\$4.36	\$5.58	\$5.81	\$7.57	\$9.58	\$11.81	\$13.85
22 Lbs	\$4.67	\$5.97	\$6.32	\$7.92	\$10.07	\$12.32	\$14.54
23 Lbs	\$4.93	\$6.21	\$6.66	\$8.27	\$10.51	\$12.85	\$15.20
24 Lbs	\$5.11	\$6.43	\$6.93	\$8.60	\$11.00	\$13.35	\$15.88
25 Lbs	\$5.43	\$6.66	\$7.18	\$8.88	\$11.44	\$13.87	\$16.55
26 Lbs	\$5.60	\$6.81	\$7.41	\$9.22	\$11.92	\$14.34	\$17.13
27 Lbs	\$5.77	\$7.02	\$7.63	\$9.56	\$12.38	\$14.86	\$17.79
28 Lbs	\$5.91	\$7.25	\$7.94	\$9.91	\$12.84	\$15.35	\$18.47
29 Lbs	\$6.08	\$7.42	\$8.22	\$10.19	\$13.25	\$15.76	\$19.09
30 Lbs	\$6.28	\$7.65	\$8.53	\$10.55	\$13.71	\$16.25	\$19.75

\$ SAVINGS Over FedEx SmartPost List Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	59%	60%	59%	58%	55%	53%	49%
7 oz	59%	59%	58%	57%	55%	52%	49%
8 oz	58%	59%	58%	57%	55%	52%	48%
9 oz	58%	58%	58%	57%	54%	51%	48%
10 oz	57%	58%	57%	56%	54%	51%	48%
11 oz	57%	57%	57%	56%	53%	51%	47%
12 oz	56%	57%	56%	55%	53%	50%	47%
13 oz	56%	57%	56%	55%	53%	50%	46%
14 oz	38%	40%	40%	40%	39%	37%	37%
15 oz	38%	40%	40%	40%	39%	37%	37%
15.99 oz	38%	40%	40%	40%	39%	37%	37%
1 Lb	37%	39%	38%	38%	37%	35%	36%
2 Lbs	32%	35%	36%	30%	29%	27%	25%
3 Lbs	30%	29%	29%	26%	21%	19%	20%
4 Lbs	23%	17%	19%	13%	12%	9%	9%
5 Lbs	18%	16%	10%	10%	9%	9%	9%
6 Lbs	9%	10%	10%	10%	9%	9%	9%
7 Lbs	9%	10%	10%	10%	9%	9%	9%
8 Lbs	9%	10%	10%	10%	9%	9%	9%
9 Lbs	9%	9%	10%	10%	9%	9%	9%
10 Lbs	30%	30%	32%	33%	32%	34%	34%
11 Lbs	28%	28%	30%	31%	32%	34%	35%
12 Lbs	28%	29%	30%	31%	32%	35%	36%
13 Lbs	29%	29%	31%	32%	33%	35%	36%
14 Lbs	29%	30%	31%	32%	34%	36%	37%
15 Lbs	29%	30%	31%	33%	34%	36%	37%
16 Lbs	30%	31%	31%	33%	35%	37%	37%
17 Lbs	30%	31%	31%	33%	35%	37%	38%
18 Lbs	30%	31%	32%	34%	35%	37%	38%
19 Lbs	30%	33%	32%	34%	36%	38%	39%
20 Lbs	31%	35%	34%	37%	38%	40%	41%
21 Lbs	32%	35%	35%	39%	40%	42%	43%
22 Lbs	33%	37%	37%	40%	41%	42%	43%
23 Lbs	34%	37%	38%	40%	41%	42%	43%
24 Lbs	35%	38%	38%	40%	41%	43%	44%
25 Lbs	36%	38%	38%	40%	42%	43%	44%
26 Lbs	36%	38%	39%	41%	42%	43%	44%
27 Lbs	36%	38%	39%	41%	42%	43%	44%
28 Lbs	37%	38%	39%	41%	42%	43%	44%
29 Lbs	37%	39%	39%	41%	42%	43%	44%
30 Lbs	37%	39%	40%	41%	43%	43%	44%

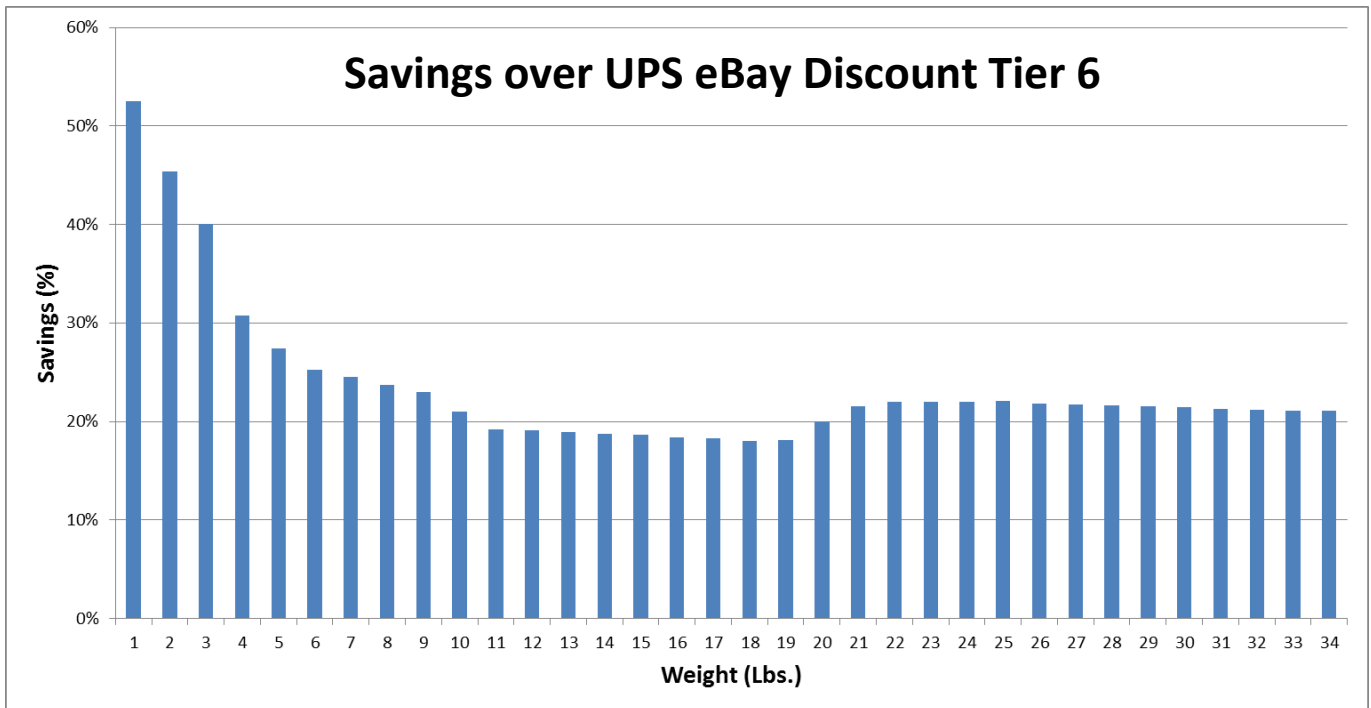
\$ SAVINGS Over FedEx SmartPost List Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	\$6.37	\$7.77	\$8.74	\$10.88	\$14.13	\$16.74	\$20.34
32 Lbs	\$6.42	\$7.97	\$9.03	\$11.26	\$14.60	\$17.24	\$21.01
33 Lbs	\$6.60	\$8.21	\$9.31	\$11.61	\$15.04	\$17.76	\$21.63
34 Lbs	\$6.67	\$8.44	\$9.56	\$11.95	\$15.52	\$18.27	\$22.30
35 Lbs	\$5.16	\$7.03	\$8.46	\$10.66	\$14.40	\$17.25	\$21.44
36 Lbs	\$5.25	\$7.09	\$8.63	\$11.02	\$14.84	\$17.78	\$21.95
37 Lbs	\$5.41	\$7.34	\$8.83	\$11.33	\$15.24	\$18.26	\$22.45
38 Lbs	\$5.55	\$7.50	\$9.15	\$11.69	\$15.67	\$18.80	\$22.93
39 Lbs	\$5.68	\$7.74	\$9.45	\$11.99	\$16.45	\$19.72	\$23.47
40 Lbs	\$5.79	\$8.00	\$9.72	\$12.32	\$16.86	\$20.23	\$23.93
41 Lbs	\$5.89	\$8.14	\$9.91	\$12.60	\$17.20	\$20.65	\$24.25
42 Lbs	\$6.04	\$8.28	\$10.16	\$12.90	\$17.51	\$21.08	\$24.68
43 Lbs	\$6.17	\$8.49	\$10.47	\$13.24	\$17.90	\$21.59	\$25.19
44 Lbs	\$6.30	\$8.71	\$10.66	\$13.51	\$18.29	\$22.12	\$25.32
45 Lbs	\$6.41	\$8.90	\$10.96	\$13.86	\$18.66	\$22.64	\$25.80
46 Lbs	\$6.51	\$9.07	\$11.05	\$14.18	\$19.04	\$23.18	\$26.30
47 Lbs	\$6.57	\$9.15	\$11.30	\$14.44	\$19.35	\$23.70	\$26.77
48 Lbs	\$6.67	\$9.26	\$11.46	\$14.75	\$19.69	\$24.23	\$27.26
49 Lbs	\$6.74	\$9.38	\$11.63	\$15.07	\$19.99	\$24.74	\$27.74
50 Lbs	\$6.81	\$9.47	\$11.76	\$14.91	\$19.93	\$24.80	\$28.21
51 Lbs	\$6.84	\$9.53	\$11.77	\$14.84	\$20.04	\$25.07	\$28.08
52 Lbs	\$6.90	\$9.59	\$11.86	\$15.08	\$20.24	\$25.41	\$28.55
53 Lbs	\$6.97	\$9.71	\$11.86	\$15.32	\$20.42	\$25.66	\$29.02
54 Lbs	\$7.06	\$9.80	\$12.13	\$15.57	\$20.63	\$25.80	\$29.38
55 Lbs	\$7.13	\$9.86	\$12.20	\$15.86	\$20.70	\$25.79	\$29.69
56 Lbs	\$7.19	\$9.97	\$12.34	\$16.14	\$20.70	\$25.65	\$30.03
57 Lbs	\$7.30	\$10.06	\$12.43	\$16.42	\$20.96	\$25.87	\$30.31
58 Lbs	\$7.40	\$10.15	\$12.56	\$16.62	\$21.25	\$26.06	\$30.52
59 Lbs	\$7.50	\$10.28	\$12.73	\$16.83	\$21.47	\$26.21	\$30.78
60 Lbs	\$7.62	\$10.40	\$12.87	\$16.97	\$21.70	\$26.38	\$31.01
61 Lbs	\$7.74	\$10.49	\$12.96	\$17.22	\$21.92	\$26.56	\$31.20
62 Lbs	\$7.82	\$10.58	\$13.02	\$17.41	\$22.10	\$26.73	\$31.41
63 Lbs	\$7.90	\$10.72	\$13.11	\$17.59	\$22.26	\$26.93	\$31.62
64 Lbs	\$8.02	\$10.89	\$13.23	\$17.72	\$22.45	\$27.13	\$31.83
65 Lbs	\$8.11	\$11.05	\$13.42	\$17.88	\$22.67	\$27.29	\$32.05
66 Lbs	\$8.22	\$11.22	\$13.61	\$18.03	\$22.94	\$27.44	\$32.30
67 Lbs	\$8.31	\$11.38	\$13.76	\$18.15	\$23.15	\$27.61	\$32.40
68 Lbs	\$8.39	\$11.53	\$13.92	\$18.28	\$23.31	\$27.79	\$32.48
69 Lbs	\$8.52	\$11.66	\$14.08	\$18.40	\$23.45	\$27.94	\$32.58
70 Lbs	\$8.58	\$11.76	\$14.18	\$18.47	\$23.50	\$28.03	\$32.83

\$ SAVINGS Over FedEx SmartPost List Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	37%	39%	40%	42%	43%	44%	44%
32 Lbs	37%	39%	40%	42%	43%	44%	45%
33 Lbs	37%	39%	40%	42%	43%	44%	45%
34 Lbs	38%	40%	40%	42%	43%	44%	45%
35 Lbs	29%	32%	35%	37%	39%	40%	42%
36 Lbs	29%	32%	35%	37%	39%	41%	42%
37 Lbs	29%	33%	35%	37%	40%	41%	42%
38 Lbs	29%	33%	36%	38%	40%	41%	42%
39 Lbs	30%	33%	36%	38%	40%	42%	42%
40 Lbs	30%	33%	36%	38%	41%	42%	43%
41 Lbs	30%	34%	36%	38%	41%	42%	43%
42 Lbs	30%	34%	36%	38%	41%	42%	43%
43 Lbs	30%	34%	37%	39%	41%	42%	43%
44 Lbs	31%	34%	37%	39%	41%	42%	43%
45 Lbs	31%	35%	37%	39%	41%	43%	43%
46 Lbs	31%	35%	37%	39%	41%	43%	43%
47 Lbs	31%	35%	37%	39%	41%	43%	43%
48 Lbs	31%	35%	37%	39%	42%	43%	43%
49 Lbs	31%	35%	37%	39%	42%	43%	43%
50 Lbs	31%	35%	37%	39%	41%	43%	43%
51 Lbs	31%	35%	37%	38%	41%	43%	43%
52 Lbs	31%	35%	37%	39%	41%	43%	43%
53 Lbs	31%	35%	37%	39%	41%	43%	43%
54 Lbs	32%	35%	37%	39%	41%	42%	43%
55 Lbs	32%	35%	37%	39%	41%	42%	43%
56 Lbs	32%	35%	37%	39%	41%	42%	43%
57 Lbs	32%	35%	37%	39%	41%	42%	43%
58 Lbs	32%	35%	37%	39%	41%	42%	43%
59 Lbs	32%	35%	37%	39%	41%	42%	43%
60 Lbs	32%	35%	37%	39%	41%	42%	43%
61 Lbs	32%	35%	37%	40%	41%	42%	43%
62 Lbs	32%	35%	37%	40%	41%	42%	43%
63 Lbs	33%	35%	37%	40%	41%	42%	43%
64 Lbs	33%	36%	37%	40%	41%	42%	43%
65 Lbs	33%	36%	38%	40%	41%	42%	43%
66 Lbs	33%	36%	38%	40%	41%	42%	43%
67 Lbs	33%	36%	38%	40%	41%	42%	43%
68 Lbs	33%	36%	38%	40%	42%	42%	43%
69 Lbs	33%	36%	38%	40%	42%	42%	43%
70 Lbs	33%	36%	38%	40%	42%	42%	43%

Based on FedEx base rates in effect January 3, 2011

## Comparing EquaShip to eBay Discounts from UPS and FedEx

The UPS discount for eBay Platinum, Titanium and “Top Seller” merchants is the best pricing they offer small to medium-sized shippers that we’ve found. EquaShip prices are even better than the top tier of UPS’s eBay discount program. *That’s right, EquaShip is far better than UPS’s Tier 6 discount for eBay merchants!* The chart below shows the percentage savings you’ll experience with EquaShip. This chart assumes a fuel surcharge and residential delivery surcharge, 20% delivery area surcharge, but no dimensional weight surcharges or other fees that UPS may charge you.



## Comparing EquaShip to Popular USPS Services

By some industry estimates, 65% of e-commerce shipments go by USPS. Since most e-commerce shipments weigh less than 5 lbs.—the “sweet spot” for USPS—it’s hard to beat a lot of their offerings. For example, if you ship small quantities of books or CDs, the USPS Media Rate is simply supreme. Or if you ship a lot of dense items over long distances, then Priority Mail, especially using the free Flat Rate packaging from USPS, is fabulous. Low value (not worth insuring), lightweight items weighing 13 ounces or less can go by 1<sup>st</sup> Class Parcel at the most competitive rates.

We love the USPS and we’ll always point you to one of their products when they offer the best value, but check out these comparisons with EquaShip:

- If you use **Priority Mail** today see how EquaShip can [save you up to 68%](#), with \$100 of EquaSurance coverage bundled in.
- If you use **1<sup>st</sup> Class Parcel** today to ship valuable items see how EquaShip can [save you up to 55%](#), with \$100 of EquaSurance coverage and Delivery Confirmation bundled in.
- If you use **Parcel Post** today see how EquaShip can [save you up to 52%](#), with \$100 of EquaSurance coverage and Delivery Confirmation bundled in.
- If you use **Priority Mail International** today see how EquaShip can [save you up to 60%](#), with \$100 of EquaSurance coverage bundled in.

### **Buying USPS Expedited Products through EquaShip with Exclusive Discounts and \$100 of Built-in EquaSurance™**

We recognize that not all of our potential customers are located close to one of our drop-off locations or within our pickup service areas. And sometimes you just need to get a package from one coast to the other faster than a truck can move it. That’s why we’ve partnered with the USPS to offer unprecedented Priority Mail® and Express Mail® service offerings *combined with EquaSurance*, exclusively through the [www.EquaShip.com](http://www.EquaShip.com) website.

No other USPS reseller bundles in \$100 of EquaSurance coverage with every parcel. See the EquaSurance section of this guide book for more details on EquaSurance.

Of course you can drop off your Priority or Express Mail parcels at any USPS location, hand it to any USPS carrier, or get free pickup service from the USPS just like you do today. Free track-and-trace is always included with Priority Mail and Express Mail.

If you use a lot of Priority or Express Mail, be sure to check out our discounted prices in **Section 3** of this handbook.

## Comparing EquaShip to Domestic Priority Mail

Depending on the weight, distance and size of your shipments, there will be times that EquaShip’s ground service will be significantly less expensive than Priority Mail and get the product to your customer in a timeframe that absolutely meets their expectations. In zones 2 - 5 our transit times are similar to Priority Mail. In zones 6, 7 and 8 our transit times will be between 4 and 10 business days.

Many merchants use Priority Mail automatically for packages weighing less than 5 lbs., even when the delivery promise is not 1 - 3 business days, simply because Priority Mail is generally more competitive than UPS and FedEx Ground Residential at these weights. However, EquaShip savings can also be very significant. In many cases EquaShip significantly beats Flat Rate Priority Mail, even accounting for the free boxes. Dare to compare!

Note that “Commercial Base” rates are the prices you get when using software to print your shipping labels (e.g. USPS Click-n-Ship, Endicia.com, Stamps.com). “Commercial Plus” rates are available to Platinum, Titanium and Top Seller merchants through eBay, or to shippers who send more than 75,000 packages a year through USPS.

	Priority Mail Retail	Priority Mail Commercial Base	Priority Mail Commercial Plus
<b>Under 1 lb.</b>	39%	37%	34%
<b>1 lb.</b>	23%	20%	18%
<b>1-5 lbs.</b>	32%	25%	22%
<b>6-10 lbs.</b>	49%	42%	40%
<b>11-34 lbs</b>	61%	56%	47%
<b>35-70 lbs.</b>	59%	53%	47%
<b>Min Discount</b>	16%	11%	7%
<b>Max Discount</b>	70%	66%	60%

## EquaShip vs. USPS Priority Mail Commercial Base Rates

### Comparison Notes

Assumes Commercial Base Rates obtained through online postage purchase methods

All EquaShip deliveries include \$100 of EquaSurance™ coverage and delivery confirmation

USPS Priority Mail does NOT include any insurance coverage unless purchased through [www.EquaShip.com](http://www.EquaShip.com)

\$ SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$2.40	\$2.35	\$2.41	\$2.42	\$2.28	\$2.31	\$2.39
7 oz	\$2.37	\$2.31	\$2.38	\$2.38	\$2.24	\$2.27	\$2.36
8 oz	\$2.35	\$2.29	\$2.36	\$2.36	\$2.22	\$2.25	\$2.34
9 oz	\$2.31	\$2.26	\$2.32	\$2.33	\$2.19	\$2.21	\$2.30
10 oz	\$2.29	\$2.23	\$2.30	\$2.30	\$2.16	\$2.19	\$2.28
11 oz	\$2.25	\$2.20	\$2.26	\$2.27	\$2.13	\$2.16	\$2.24
12 oz	\$2.22	\$2.16	\$2.23	\$2.23	\$2.09	\$2.12	\$2.21
13 oz	\$2.20	\$2.14	\$2.21	\$2.21	\$2.07	\$2.10	\$2.19
14 oz	\$1.11	\$1.07	\$1.14	\$1.17	\$1.06	\$1.12	\$1.50
15 oz	\$1.11	\$1.07	\$1.14	\$1.17	\$1.06	\$1.12	\$1.50
15.99 oz	\$1.11	\$1.07	\$1.14	\$1.17	\$1.06	\$1.12	\$1.50
1 Lb	\$1.01	\$0.98	\$1.05	\$1.07	\$0.96	\$1.02	\$1.40
2 Lbs	\$0.59	\$0.61	\$0.84	\$1.86	\$2.17	\$2.58	\$3.17
3 Lbs	\$0.61	\$0.93	\$1.49	\$2.70	\$3.41	\$3.89	\$5.30
4 Lbs	\$0.70	\$0.79	\$1.48	\$3.25	\$4.78	\$5.17	\$6.26
5 Lbs	\$1.16	\$1.77	\$1.53	\$4.37	\$6.01	\$6.86	\$8.17
6 Lbs	\$1.24	\$2.02	\$2.60	\$5.88	\$7.62	\$8.80	\$10.55
7 Lbs	\$1.43	\$2.63	\$3.26	\$7.57	\$9.09	\$10.88	\$12.76
8 Lbs	\$1.76	\$3.29	\$4.58	\$9.01	\$10.59	\$12.49	\$14.97
9 Lbs	\$1.99	\$3.91	\$5.30	\$10.20	\$12.17	\$13.87	\$17.20
10 Lbs	\$2.14	\$4.31	\$6.15	\$11.43	\$13.44	\$15.64	\$19.17
11 Lbs	\$2.40	\$4.70	\$6.99	\$12.68	\$14.72	\$17.37	\$21.21
12 Lbs	\$2.98	\$5.46	\$8.03	\$14.20	\$16.60	\$19.15	\$22.98
13 Lbs	\$3.51	\$6.18	\$8.88	\$15.31	\$18.24	\$19.82	\$23.53
14 Lbs	\$4.09	\$6.90	\$9.85	\$16.70	\$19.34	\$21.11	\$24.72
15 Lbs	\$4.54	\$7.57	\$10.81	\$18.09	\$20.08	\$21.16	\$25.06
16 Lbs	\$4.84	\$8.38	\$11.81	\$19.48	\$21.50	\$22.68	\$26.75
17 Lbs	\$5.29	\$9.05	\$12.69	\$20.71	\$22.67	\$23.97	\$28.26
18 Lbs	\$5.47	\$9.49	\$13.55	\$21.80	\$24.01	\$25.31	\$29.79
19 Lbs	\$5.80	\$9.87	\$13.71	\$22.27	\$25.22	\$26.64	\$31.27
20 Lbs	\$6.33	\$10.09	\$14.08	\$22.80	\$26.14	\$28.17	\$33.46
21 Lbs	\$6.84	\$10.15	\$14.34	\$23.05	\$26.43	\$28.53	\$33.99
22 Lbs	\$6.97	\$10.26	\$14.66	\$22.98	\$26.25	\$28.36	\$33.94
23 Lbs	\$7.31	\$10.41	\$14.88	\$23.21	\$26.52	\$28.57	\$34.18
24 Lbs	\$7.62	\$10.66	\$15.42	\$23.63	\$26.89	\$29.11	\$34.80
25 Lbs	\$7.94	\$10.76	\$15.99	\$23.91	\$27.03	\$29.29	\$35.08
26 Lbs	\$8.09	\$10.78	\$16.59	\$24.31	\$27.53	\$29.78	\$36.15
27 Lbs	\$8.44	\$10.88	\$17.23	\$24.69	\$27.66	\$29.95	\$37.65
28 Lbs	\$8.87	\$10.95	\$17.71	\$25.34	\$27.80	\$30.09	\$39.19
29 Lbs	\$9.28	\$11.00	\$18.25	\$25.58	\$28.10	\$30.33	\$40.22
30 Lbs	\$9.68	\$11.08	\$18.64	\$25.79	\$28.88	\$30.55	\$40.91

% SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	49%	47%	47%	45%	41%	40%	39%
7 oz	48%	46%	46%	45%	41%	39%	38%
8 oz	48%	46%	46%	44%	40%	39%	38%
9 oz	47%	45%	45%	44%	40%	38%	37%
10 oz	47%	45%	45%	43%	39%	38%	37%
11 oz	46%	44%	44%	43%	39%	37%	36%
12 oz	45%	43%	43%	42%	38%	37%	36%
13 oz	45%	43%	43%	41%	38%	36%	35%
14 oz	23%	21%	22%	22%	19%	19%	24%
15 oz	23%	21%	22%	22%	19%	19%	24%
15.99 oz	23%	21%	22%	22%	19%	19%	24%
1 Lb	21%	20%	20%	20%	17%	18%	23%
2 Lbs	12%	12%	15%	26%	27%	30%	33%
3 Lbs	12%	15%	21%	31%	33%	35%	41%
4 Lbs	12%	11%	18%	30%	38%	38%	41%
5 Lbs	17%	22%	16%	35%	41%	43%	46%
6 Lbs	16%	22%	25%	41%	47%	49%	52%
7 Lbs	17%	27%	29%	47%	50%	54%	55%
8 Lbs	20%	31%	36%	51%	53%	56%	58%
9 Lbs	22%	34%	39%	53%	56%	57%	60%
10 Lbs	22%	35%	41%	55%	58%	59%	61%
11 Lbs	22%	35%	43%	57%	59%	60%	63%
12 Lbs	26%	38%	46%	59%	61%	61%	63%
13 Lbs	29%	41%	49%	61%	62%	61%	63%
14 Lbs	32%	43%	51%	62%	63%	61%	63%
15 Lbs	34%	45%	53%	64%	62%	60%	62%
16 Lbs	35%	47%	55%	65%	63%	61%	63%
17 Lbs	37%	48%	56%	66%	64%	61%	63%
18 Lbs	37%	49%	57%	66%	64%	62%	63%
19 Lbs	38%	50%	57%	66%	64%	62%	63%
20 Lbs	40%	50%	57%	66%	65%	63%	65%
21 Lbs	42%	50%	57%	66%	65%	64%	65%
22 Lbs	42%	50%	58%	65%	64%	63%	64%
23 Lbs	43%	50%	57%	65%	64%	62%	63%
24 Lbs	44%	50%	58%	65%	63%	62%	63%
25 Lbs	45%	50%	58%	64%	63%	61%	62%
26 Lbs	45%	49%	58%	64%	62%	61%	62%
27 Lbs	46%	49%	59%	64%	62%	60%	62%
28 Lbs	46%	49%	59%	64%	61%	60%	63%
29 Lbs	47%	48%	59%	64%	61%	60%	63%
30 Lbs	48%	48%	59%	63%	61%	59%	62%



\$ SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	\$10.04	\$11.09	\$18.86	\$25.94	\$29.13	\$31.43	\$41.57
32 Lbs	\$10.23	\$11.40	\$19.10	\$26.07	\$29.28	\$32.31	\$42.23
33 Lbs	\$10.38	\$11.79	\$19.62	\$26.25	\$29.49	\$33.24	\$42.81
34 Lbs	\$10.50	\$12.21	\$20.21	\$26.79	\$30.42	\$34.09	\$43.43
35 Lbs	\$8.92	\$10.94	\$19.05	\$25.73	\$29.75	\$33.48	\$42.51
36 Lbs	\$9.04	\$11.51	\$19.25	\$26.33	\$30.60	\$34.00	\$43.12
37 Lbs	\$9.08	\$11.74	\$19.48	\$26.78	\$31.57	\$34.82	\$43.79
38 Lbs	\$9.15	\$12.22	\$19.70	\$27.32	\$32.69	\$35.64	\$44.51
39 Lbs	\$9.24	\$12.61	\$19.83	\$27.94	\$33.54	\$36.75	\$45.09
40 Lbs	\$9.40	\$12.95	\$19.99	\$28.61	\$34.05	\$37.67	\$45.70
41 Lbs	\$9.47	\$13.26	\$20.10	\$28.70	\$34.64	\$38.56	\$46.36
42 Lbs	\$9.50	\$13.71	\$20.30	\$29.43	\$35.33	\$38.99	\$46.99
43 Lbs	\$9.62	\$13.97	\$20.41	\$30.21	\$36.38	\$39.30	\$47.52
44 Lbs	\$9.66	\$14.26	\$20.57	\$30.94	\$37.00	\$39.58	\$47.97
45 Lbs	\$9.72	\$14.36	\$20.64	\$31.77	\$37.29	\$39.85	\$48.47
46 Lbs	\$9.78	\$14.42	\$20.77	\$32.44	\$37.64	\$40.03	\$48.96
47 Lbs	\$9.88	\$14.51	\$20.91	\$33.34	\$37.98	\$40.32	\$49.39
48 Lbs	\$9.94	\$14.64	\$20.99	\$34.10	\$38.47	\$40.49	\$49.80
49 Lbs	\$10.01	\$14.71	\$21.11	\$34.82	\$39.06	\$40.69	\$50.14
50 Lbs	\$10.02	\$14.77	\$21.14	\$35.66	\$39.69	\$41.07	\$50.56
51 Lbs	\$10.29	\$14.91	\$21.30	\$36.37	\$40.30	\$41.65	\$50.86
52 Lbs	\$10.54	\$14.97	\$21.42	\$36.53	\$40.72	\$42.36	\$51.42
53 Lbs	\$10.91	\$15.04	\$21.55	\$36.78	\$41.00	\$43.20	\$52.08
54 Lbs	\$11.15	\$15.07	\$21.76	\$37.02	\$41.21	\$44.06	\$52.84
55 Lbs	\$11.46	\$15.21	\$21.78	\$37.11	\$41.46	\$45.06	\$53.58
56 Lbs	\$11.76	\$15.20	\$21.89	\$37.28	\$41.64	\$45.99	\$54.00
57 Lbs	\$11.99	\$15.22	\$21.97	\$37.33	\$41.91	\$46.96	\$54.41
58 Lbs	\$12.29	\$15.19	\$22.01	\$37.50	\$42.01	\$47.89	\$54.80
59 Lbs	\$12.59	\$15.21	\$22.00	\$37.67	\$42.20	\$48.23	\$55.21
60 Lbs	\$12.83	\$15.23	\$22.34	\$37.86	\$42.36	\$48.57	\$55.68
61 Lbs	\$13.15	\$15.21	\$22.94	\$37.93	\$42.52	\$48.86	\$56.76
62 Lbs	\$13.43	\$15.17	\$23.36	\$38.01	\$42.67	\$49.10	\$58.11
63 Lbs	\$13.84	\$15.14	\$23.90	\$38.18	\$42.89	\$49.29	\$59.46
64 Lbs	\$14.03	\$15.07	\$24.43	\$38.28	\$43.02	\$49.46	\$60.82
65 Lbs	\$14.35	\$14.99	\$24.84	\$38.36	\$43.03	\$49.70	\$62.19
66 Lbs	\$14.65	\$14.92	\$25.37	\$38.48	\$43.09	\$49.78	\$63.43
67 Lbs	\$15.02	\$14.85	\$25.95	\$38.56	\$43.14	\$50.00	\$64.74
68 Lbs	\$15.27	\$14.76	\$26.42	\$38.61	\$43.93	\$50.23	\$65.79
69 Lbs	\$15.62	\$14.69	\$26.85	\$38.72	\$44.69	\$50.46	\$66.85
70 Lbs	\$15.87	\$14.59	\$27.49	\$38.78	\$45.55	\$50.67	\$67.61

% SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	48%	48%	59%	63%	61%	59%	62%
32 Lbs	49%	48%	58%	63%	60%	59%	62%
33 Lbs	49%	48%	59%	62%	60%	59%	62%
34 Lbs	49%	49%	59%	62%	60%	59%	61%
35 Lbs	41%	42%	55%	58%	57%	57%	59%
36 Lbs	41%	43%	55%	58%	57%	57%	59%
37 Lbs	41%	44%	54%	58%	58%	57%	59%
38 Lbs	41%	44%	54%	58%	58%	57%	59%
39 Lbs	41%	45%	54%	59%	58%	57%	59%
40 Lbs	41%	45%	54%	59%	58%	57%	59%
41 Lbs	41%	45%	54%	58%	58%	57%	59%
42 Lbs	41%	46%	53%	59%	58%	57%	59%
43 Lbs	41%	46%	53%	59%	58%	57%	59%
44 Lbs	40%	46%	53%	59%	59%	57%	58%
45 Lbs	40%	46%	53%	59%	58%	57%	58%
46 Lbs	40%	46%	53%	59%	58%	56%	58%
47 Lbs	40%	46%	52%	60%	58%	56%	58%
48 Lbs	40%	46%	52%	60%	58%	56%	58%
49 Lbs	40%	46%	52%	60%	58%	55%	58%
50 Lbs	40%	45%	52%	60%	58%	55%	58%
51 Lbs	41%	46%	52%	61%	59%	55%	57%
52 Lbs	41%	45%	52%	60%	59%	55%	57%
53 Lbs	42%	45%	52%	60%	58%	56%	57%
54 Lbs	42%	45%	52%	60%	58%	56%	57%
55 Lbs	43%	45%	51%	60%	58%	56%	57%
56 Lbs	43%	45%	51%	60%	58%	57%	57%
57 Lbs	43%	45%	51%	59%	58%	57%	57%
58 Lbs	44%	45%	51%	59%	58%	57%	57%
59 Lbs	44%	44%	51%	59%	58%	57%	57%
60 Lbs	44%	44%	51%	59%	58%	57%	57%
61 Lbs	45%	44%	51%	59%	58%	57%	58%
62 Lbs	45%	44%	52%	59%	57%	57%	58%
63 Lbs	46%	44%	52%	59%	57%	57%	58%
64 Lbs	46%	43%	52%	59%	57%	57%	59%
65 Lbs	46%	43%	53%	59%	57%	57%	59%
66 Lbs	47%	43%	53%	59%	57%	57%	60%
67 Lbs	47%	42%	53%	59%	57%	57%	60%
68 Lbs	47%	42%	53%	58%	57%	57%	60%
69 Lbs	48%	42%	54%	58%	58%	57%	61%
70 Lbs	48%	41%	54%	58%	58%	57%	61%

Based on USPS rates in effect January 22, 2012

## EquaShip vs. USPS Priority Mail Commercial Plus Rates

### Comparison Notes

Assumes Commercial Plus Rates

All EquaShip deliveries include \$100 of EquaSurance™ coverage and delivery confirmation

USPS Priority Mail does NOT include any insurance coverage unless purchased through [www.EquaShip.com](http://www.EquaShip.com)

\$ SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$1.89	\$1.83	\$1.81	\$1.81	\$1.68	\$1.63	\$1.57
7 oz	\$1.86	\$1.79	\$1.78	\$1.77	\$1.64	\$1.59	\$1.54
8 oz	\$1.84	\$1.77	\$1.76	\$1.75	\$1.62	\$1.57	\$1.52
9 oz	\$2.21	\$2.22	\$2.28	\$2.23	\$2.10	\$2.04	\$2.09
10 oz	\$2.19	\$2.19	\$2.26	\$2.20	\$2.07	\$2.02	\$2.07
11 oz	\$2.15	\$2.16	\$2.22	\$2.17	\$2.04	\$1.99	\$2.03
12 oz	\$2.12	\$2.12	\$2.19	\$2.13	\$2.00	\$1.95	\$2.00
13 oz	\$2.10	\$2.10	\$2.17	\$2.11	\$1.98	\$1.93	\$1.98
14 oz	\$1.01	\$1.03	\$1.10	\$1.07	\$0.97	\$0.95	\$1.29
15 oz	\$1.01	\$1.03	\$1.10	\$1.07	\$0.97	\$0.95	\$1.29
15.99 oz	\$1.01	\$1.03	\$1.10	\$1.07	\$0.97	\$0.95	\$1.29
1 Lb	\$0.91	\$0.94	\$1.01	\$0.97	\$0.87	\$0.85	\$1.19
2 Lbs	\$0.50	\$0.57	\$0.74	\$1.45	\$1.56	\$1.85	\$2.12
3 Lbs	\$0.43	\$0.73	\$1.05	\$2.26	\$2.93	\$3.48	\$4.43
4 Lbs	\$0.43	\$0.49	\$1.09	\$2.54	\$3.85	\$4.46	\$5.61
5 Lbs	\$0.52	\$1.29	\$0.76	\$3.66	\$5.16	\$6.24	\$7.75
6 Lbs	\$0.64	\$1.81	\$2.25	\$5.57	\$6.66	\$8.31	\$9.51
7 Lbs	\$1.03	\$2.56	\$3.21	\$7.33	\$8.12	\$10.25	\$11.96
8 Lbs	\$1.20	\$2.74	\$4.29	\$8.63	\$9.29	\$11.75	\$14.05
9 Lbs	\$1.27	\$3.24	\$5.00	\$9.82	\$10.63	\$13.14	\$16.19
10 Lbs	\$1.22	\$3.61	\$5.37	\$10.67	\$11.84	\$14.58	\$18.18
11 Lbs	\$1.08	\$3.43	\$5.83	\$11.07	\$12.74	\$15.36	\$18.70
12 Lbs	\$1.32	\$3.86	\$6.53	\$12.11	\$14.17	\$16.18	\$19.35
13 Lbs	\$1.40	\$4.00	\$6.91	\$13.14	\$15.58	\$16.70	\$19.75
14 Lbs	\$1.62	\$4.37	\$7.50	\$14.00	\$16.51	\$17.85	\$20.76
15 Lbs	\$1.95	\$4.75	\$8.20	\$14.55	\$16.65	\$17.59	\$20.83
16 Lbs	\$2.21	\$5.13	\$8.65	\$14.90	\$16.91	\$17.85	\$21.18
17 Lbs	\$2.48	\$5.39	\$8.78	\$15.21	\$17.15	\$17.99	\$21.39
18 Lbs	\$2.64	\$5.68	\$8.89	\$15.28	\$17.20	\$18.06	\$21.58
19 Lbs	\$2.94	\$6.00	\$8.89	\$15.49	\$17.43	\$18.33	\$21.81
20 Lbs	\$3.14	\$6.21	\$9.18	\$15.90	\$17.95	\$18.91	\$22.58
21 Lbs	\$3.48	\$6.21	\$9.39	\$16.33	\$18.45	\$19.48	\$23.25
22 Lbs	\$3.76	\$6.42	\$9.59	\$16.60	\$18.68	\$19.72	\$23.56
23 Lbs	\$4.00	\$6.37	\$9.96	\$16.72	\$18.79	\$19.84	\$23.60
24 Lbs	\$4.20	\$6.36	\$10.31	\$16.99	\$19.00	\$20.16	\$23.99
25 Lbs	\$4.46	\$6.37	\$10.78	\$17.15	\$19.06	\$20.20	\$24.07
26 Lbs	\$4.55	\$6.38	\$11.20	\$17.40	\$19.31	\$20.46	\$24.84
27 Lbs	\$4.78	\$6.41	\$11.67	\$17.48	\$19.35	\$20.50	\$25.88
28 Lbs	\$5.11	\$6.39	\$11.95	\$17.52	\$19.37	\$20.56	\$26.95
29 Lbs	\$5.38	\$6.41	\$12.38	\$17.66	\$19.38	\$20.61	\$27.92
30 Lbs	\$5.68	\$6.44	\$12.70	\$17.74	\$19.42	\$20.67	\$28.97

% SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	43%	41%	40%	38%	34%	32%	29%
7 oz	42%	40%	39%	37%	33%	31%	29%
8 oz	42%	40%	39%	37%	33%	31%	28%
9 oz	46%	45%	45%	43%	39%	36%	35%
10 oz	46%	44%	44%	42%	38%	36%	35%
11 oz	45%	44%	44%	41%	38%	35%	34%
12 oz	44%	43%	43%	41%	37%	35%	33%
13 oz	44%	43%	43%	40%	37%	34%	33%
14 oz	21%	21%	22%	20%	18%	17%	21%
15 oz	21%	21%	22%	20%	18%	17%	21%
15.99 oz	21%	21%	22%	20%	18%	17%	21%
1 Lb	19%	19%	20%	19%	16%	15%	20%
2 Lbs	10%	11%	13%	21%	21%	23%	25%
3 Lbs	8%	12%	16%	27%	30%	33%	37%
4 Lbs	8%	7%	14%	25%	33%	34%	38%
5 Lbs	8%	17%	9%	31%	38%	41%	44%
6 Lbs	9%	21%	22%	40%	43%	47%	49%
7 Lbs	13%	26%	28%	46%	48%	52%	54%
8 Lbs	15%	27%	34%	50%	50%	54%	56%
9 Lbs	15%	30%	37%	52%	53%	56%	58%
10 Lbs	14%	31%	38%	53%	55%	57%	60%
11 Lbs	11%	29%	39%	53%	55%	57%	60%
12 Lbs	13%	31%	41%	55%	57%	57%	59%
13 Lbs	14%	31%	42%	57%	59%	57%	58%
14 Lbs	15%	32%	44%	58%	59%	57%	58%
15 Lbs	18%	34%	46%	59%	58%	56%	57%
16 Lbs	20%	35%	47%	59%	58%	55%	57%
17 Lbs	21%	36%	47%	58%	57%	54%	56%
18 Lbs	22%	37%	47%	58%	56%	54%	55%
19 Lbs	24%	38%	46%	57%	55%	53%	54%
20 Lbs	25%	38%	46%	58%	56%	54%	55%
21 Lbs	27%	38%	47%	58%	57%	54%	56%
22 Lbs	28%	39%	47%	58%	56%	54%	55%
23 Lbs	30%	38%	48%	57%	55%	53%	54%
24 Lbs	30%	37%	48%	57%	55%	53%	54%
25 Lbs	31%	37%	48%	57%	54%	52%	53%
26 Lbs	31%	36%	49%	56%	54%	52%	53%
27 Lbs	32%	36%	49%	56%	53%	51%	53%
28 Lbs	33%	36%	49%	55%	52%	51%	54%
29 Lbs	34%	35%	49%	55%	52%	50%	54%
30 Lbs	35%	35%	49%	54%	51%	49%	54%

\$ SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	\$5.91	\$6.39	\$13.17	\$17.77	\$19.42	\$20.67	\$30.06
32 Lbs	\$6.29	\$6.62	\$13.54	\$17.82	\$19.48	\$21.14	\$31.08
33 Lbs	\$6.59	\$6.90	\$13.85	\$17.87	\$19.49	\$21.84	\$32.10
34 Lbs	\$6.96	\$7.17	\$14.33	\$18.23	\$20.16	\$22.52	\$33.13
35 Lbs	\$5.58	\$5.80	\$13.25	\$17.00	\$19.25	\$21.67	\$32.71
36 Lbs	\$5.88	\$6.15	\$13.45	\$17.43	\$19.83	\$22.43	\$33.83
37 Lbs	\$6.16	\$6.36	\$13.66	\$17.74	\$20.53	\$23.13	\$35.04
38 Lbs	\$6.26	\$6.68	\$13.86	\$18.11	\$21.31	\$23.76	\$36.28
39 Lbs	\$6.37	\$6.93	\$13.97	\$18.51	\$21.93	\$24.49	\$37.49
40 Lbs	\$6.65	\$7.10	\$14.14	\$18.97	\$22.57	\$25.15	\$38.65
41 Lbs	\$6.92	\$7.35	\$14.26	\$18.98	\$23.29	\$25.94	\$39.94
42 Lbs	\$7.15	\$7.68	\$14.43	\$19.51	\$23.99	\$26.74	\$41.21
43 Lbs	\$7.44	\$7.86	\$14.58	\$20.03	\$24.81	\$27.44	\$42.46
44 Lbs	\$7.69	\$8.13	\$14.70	\$20.63	\$25.46	\$28.19	\$43.68
45 Lbs	\$7.94	\$8.37	\$14.81	\$21.17	\$26.20	\$28.91	\$44.90
46 Lbs	\$8.25	\$8.64	\$15.20	\$21.66	\$26.95	\$29.59	\$46.11
47 Lbs	\$8.53	\$8.96	\$15.62	\$22.26	\$27.85	\$30.36	\$47.29
48 Lbs	\$8.84	\$9.13	\$16.14	\$22.84	\$28.62	\$31.09	\$48.26
49 Lbs	\$9.09	\$9.30	\$16.26	\$23.37	\$29.32	\$31.86	\$48.61
50 Lbs	\$9.31	\$9.37	\$16.36	\$23.96	\$30.12	\$32.53	\$49.17
51 Lbs	\$9.70	\$9.51	\$16.79	\$24.61	\$30.92	\$33.26	\$49.58
52 Lbs	\$9.91	\$9.64	\$17.35	\$25.22	\$31.85	\$34.04	\$49.94
53 Lbs	\$10.30	\$9.75	\$17.84	\$25.85	\$32.61	\$34.94	\$50.30
54 Lbs	\$10.50	\$9.81	\$18.36	\$26.53	\$33.36	\$35.83	\$50.64
55 Lbs	\$10.81	\$9.96	\$18.93	\$27.10	\$34.18	\$36.78	\$50.92
56 Lbs	\$11.10	\$9.98	\$19.39	\$27.64	\$35.09	\$37.84	\$51.19
57 Lbs	\$11.34	\$10.10	\$19.83	\$28.18	\$35.88	\$38.87	\$51.56
58 Lbs	\$11.58	\$10.13	\$20.37	\$28.90	\$36.69	\$39.30	\$51.95
59 Lbs	\$11.92	\$10.16	\$20.86	\$29.59	\$37.13	\$39.54	\$52.33
60 Lbs	\$12.13	\$10.22	\$21.27	\$30.35	\$37.28	\$40.62	\$52.82
61 Lbs	\$12.47	\$10.26	\$21.83	\$30.94	\$37.83	\$41.61	\$53.84
62 Lbs	\$12.70	\$10.41	\$22.28	\$31.71	\$38.08	\$42.62	\$55.12
63 Lbs	\$13.07	\$10.71	\$22.80	\$32.45	\$38.29	\$43.23	\$56.42
64 Lbs	\$13.29	\$10.73	\$23.29	\$33.18	\$38.54	\$43.50	\$57.74
65 Lbs	\$13.62	\$10.63	\$23.69	\$33.62	\$38.65	\$43.77	\$59.09
66 Lbs	\$13.88	\$10.78	\$24.20	\$33.71	\$38.80	\$43.99	\$60.27
67 Lbs	\$14.22	\$11.05	\$24.75	\$34.21	\$38.92	\$44.29	\$61.79
68 Lbs	\$14.48	\$11.25	\$25.22	\$34.95	\$39.06	\$44.50	\$63.15
69 Lbs	\$14.82	\$11.56	\$25.65	\$35.78	\$39.31	\$44.75	\$64.60
70 Lbs	\$15.07	\$11.76	\$26.26	\$35.95	\$39.53	\$44.93	\$65.71

% SAVINGS Over USPS Priority Mail Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
31 Lbs	35%	34%	50%	54%	51%	49%	54%
32 Lbs	37%	35%	50%	53%	50%	49%	54%
33 Lbs	37%	35%	50%	53%	49%	49%	55%
34 Lbs	39%	36%	50%	53%	50%	49%	55%
35 Lbs	30%	28%	46%	48%	46%	46%	52%
36 Lbs	31%	29%	46%	48%	46%	46%	53%
37 Lbs	32%	29%	46%	48%	47%	47%	53%
38 Lbs	32%	30%	46%	48%	47%	47%	54%
39 Lbs	32%	31%	45%	48%	47%	47%	54%
40 Lbs	33%	31%	45%	49%	48%	47%	55%
41 Lbs	33%	31%	45%	48%	48%	48%	55%
42 Lbs	34%	32%	45%	48%	49%	48%	55%
43 Lbs	35%	32%	45%	49%	49%	48%	56%
44 Lbs	35%	33%	45%	49%	49%	48%	56%
45 Lbs	36%	33%	44%	49%	50%	49%	56%
46 Lbs	36%	34%	45%	49%	50%	49%	57%
47 Lbs	37%	34%	45%	50%	51%	49%	57%
48 Lbs	38%	34%	46%	50%	51%	49%	57%
49 Lbs	38%	35%	46%	50%	51%	49%	57%
50 Lbs	38%	35%	45%	51%	52%	49%	57%
51 Lbs	39%	35%	46%	51%	52%	50%	57%
52 Lbs	40%	35%	46%	51%	52%	50%	57%
53 Lbs	40%	35%	47%	52%	53%	50%	57%
54 Lbs	41%	35%	47%	52%	53%	51%	56%
55 Lbs	41%	35%	48%	52%	53%	51%	56%
56 Lbs	42%	35%	48%	52%	54%	52%	56%
57 Lbs	42%	35%	49%	53%	54%	52%	56%
58 Lbs	42%	35%	49%	53%	55%	52%	56%
59 Lbs	43%	35%	50%	53%	55%	52%	56%
60 Lbs	43%	35%	50%	54%	55%	53%	56%
61 Lbs	44%	35%	50%	54%	55%	53%	56%
62 Lbs	44%	35%	50%	54%	55%	54%	57%
63 Lbs	44%	35%	51%	55%	55%	54%	57%
64 Lbs	45%	35%	51%	55%	55%	54%	58%
65 Lbs	45%	35%	51%	55%	55%	54%	58%
66 Lbs	45%	35%	52%	55%	54%	54%	58%
67 Lbs	46%	35%	52%	56%	54%	54%	59%
68 Lbs	46%	35%	52%	56%	54%	54%	59%
69 Lbs	47%	36%	53%	56%	54%	54%	60%
70 Lbs	47%	36%	53%	57%	54%	54%	60%

Based on USPS rates in effect January 22, 2012

## Comparing EquaShip to USPS 1<sup>st</sup> Class Parcel

If you mail a lot of packages by 1<sup>st</sup> Class Parcel today without insurance you will find great savings in the heavier weights with EquaShip, but at lower weights USPS 1<sup>st</sup> Class Parcel rates will frankly be cheaper. EquaShip's truly huge savings on lightweight parcels come into play when you're shipping high-value merchandise that requires insurance. EquaShip includes \$100 of EquaSurance coverage on all of our products, including Lightweight (under 1 lb.), and of course Delivery Confirmation is always included as well. That's an unbeatable combination.

Remember that EquaSurance is a real, regulated insurance policy provided by Online Shipping Insurance Services and backed by Lloyd's of London, not "Declared Value Coverage." When merchants use EquaSurance it covers all the things that they'd want insured. See our [EquaSurance section](#) for more details.

When comparing to 1<sup>st</sup> Class Parcel with \$100 of DV coverage and Delivery Confirmation included, EquaShip savings range from 20% to 55%, averaging around 42%. Transit times are similar in Zones 2 – 4 (under 1,000 miles), and between 4 and 10 business days in zones 6 thru 8 (over 1,000 miles).

### Comparison Notes

USPS 1st Class Parcel includes \$100 of USPS insurance (\$2.30)

All EquaShip deliveries include \$100 of EquaSurance™ coverage and delivery confirmation

\$ SAVINGS Over First Class Parcel Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$2.26	\$2.14	\$2.03	\$1.84	\$1.53	\$1.29	\$0.95
7 oz	\$2.40	\$2.27	\$2.17	\$1.97	\$1.66	\$1.42	\$1.09
8 oz	\$2.55	\$2.42	\$2.32	\$2.12	\$1.81	\$1.57	\$1.24
9 oz	\$2.68	\$2.56	\$2.45	\$2.26	\$1.95	\$1.70	\$1.37
10 oz	\$2.83	\$2.70	\$2.60	\$2.40	\$2.09	\$1.85	\$1.52
11 oz	\$2.96	\$2.84	\$2.73	\$2.54	\$2.23	\$1.99	\$1.65
12 oz	\$3.10	\$2.97	\$2.87	\$2.67	\$2.36	\$2.12	\$1.79
13 oz	\$3.25	\$3.12	\$3.02	\$2.82	\$2.51	\$2.27	\$1.94
14 oz	\$3.41	\$3.37	\$3.44	\$3.47	\$3.36	\$3.42	\$3.80
15 oz	\$3.41	\$3.37	\$3.44	\$3.47	\$3.36	\$3.42	\$3.80
15.99 oz	\$3.41	\$3.37	\$3.44	\$3.47	\$3.36	\$3.42	\$3.80

% SAVINGS Over First Class Parcel Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	47%	45%	43%	39%	32%	27%	20%
7 oz	49%	46%	44%	40%	34%	29%	22%
8 oz	50%	47%	45%	42%	35%	31%	24%
9 oz	51%	49%	46%	43%	37%	32%	26%
10 oz	52%	50%	48%	44%	38%	34%	28%
11 oz	53%	51%	49%	45%	40%	35%	29%
12 oz	54%	51%	50%	46%	41%	37%	31%
13 oz	55%	52%	51%	47%	42%	38%	33%
14 oz	47%	46%	46%	45%	43%	42%	45%
15 oz	47%	46%	46%	45%	43%	42%	45%
15.99 oz	47%	46%	46%	45%	43%	42%	45%

Based on USPS rates in effect January 22, 2012

## Comparing to USPS Parcel Post

Very few online sellers use Parcel Post but it is still available from the USPS. EquaShip is always less expensive across all weight categories and zones. Our transit times are at least equivalent and usually faster. Plus, EquaShip includes \$100 of EquaSurance™ with each parcel. Declared Value coverage is available from the USPS for Parcel Post at an additional charge, however although it is sometimes called "insurance," it isn't real insurance. See [EquaSurance section](#) of this document for more details.

## EquaShip vs. Parcel Post

### Comparison Notes

All EquaShip deliveries include \$100 of EquaSurance™ coverage  
 Parcel Post does NOT include insurance or declared value coverage

\$ SAVINGS Over Parcel Post Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	\$2.70	\$2.63	\$2.62	\$2.53	\$2.32	\$2.13	\$1.89
7 oz	\$2.67	\$2.59	\$2.59	\$2.49	\$2.28	\$2.09	\$1.86
8 oz	\$2.65	\$2.57	\$2.57	\$2.47	\$2.26	\$2.07	\$1.84
9 oz	\$2.61	\$2.54	\$2.53	\$2.44	\$2.23	\$2.03	\$1.80
10 oz	\$2.59	\$2.51	\$2.51	\$2.41	\$2.20	\$2.01	\$1.78
11 oz	\$2.55	\$2.48	\$2.47	\$2.38	\$2.17	\$1.98	\$1.74
12 oz	\$2.52	\$2.44	\$2.44	\$2.34	\$2.13	\$1.94	\$1.71
13 oz	\$2.50	\$2.42	\$2.42	\$2.32	\$2.11	\$1.92	\$1.69
14 oz	\$1.41	\$1.35	\$1.35	\$1.28	\$1.10	\$0.94	\$1.00
15 oz	\$1.41	\$1.35	\$1.35	\$1.28	\$1.10	\$0.94	\$1.00
15.99 oz	\$1.41	\$1.35	\$1.35	\$1.28	\$1.10	\$0.94	\$1.00
1 Lb	\$1.31	\$1.26	\$1.26	\$1.18	\$1.00	\$0.84	\$0.90
2 Lbs	\$0.85	\$1.10	\$1.34	\$2.09	\$2.00	\$2.06	\$2.38
3 Lbs	\$1.12	\$1.41	\$1.72	\$2.53	\$2.57	\$2.70	\$3.62
4 Lbs	\$0.97	\$1.14	\$1.40	\$1.96	\$2.45	\$2.54	\$2.89
5 Lbs	\$1.54	\$2.09	\$1.39	\$2.21	\$2.55	\$2.80	\$2.99
6 Lbs	\$1.51	\$2.26	\$2.21	\$2.83	\$3.05	\$3.18	\$3.56
7 Lbs	\$1.64	\$2.75	\$2.58	\$3.47	\$3.71	\$3.95	\$4.37
8 Lbs	\$1.67	\$3.05	\$2.74	\$3.68	\$4.05	\$4.28	\$4.65
9 Lbs	\$1.76	\$3.17	\$3.01	\$3.87	\$4.45	\$4.49	\$4.86
10 Lbs	\$1.46	\$3.06	\$3.02	\$3.89	\$4.62	\$4.63	\$5.20
11 Lbs	\$1.19	\$2.92	\$3.05	\$3.88	\$4.76	\$4.73	\$5.53
12 Lbs	\$1.32	\$3.10	\$3.26	\$4.12	\$5.01	\$4.90	\$5.70
13 Lbs	\$1.47	\$3.25	\$3.57	\$4.30	\$5.24	\$5.05	\$5.89
14 Lbs	\$1.64	\$3.41	\$3.81	\$4.49	\$5.34	\$5.23	\$6.12
15 Lbs	\$1.81	\$3.52	\$4.05	\$4.67	\$5.44	\$5.41	\$6.34
16 Lbs	\$2.01	\$3.78	\$4.32	\$4.88	\$5.67	\$5.71	\$6.64
17 Lbs	\$2.27	\$3.87	\$4.45	\$4.90	\$5.71	\$5.82	\$6.79
18 Lbs	\$2.48	\$4.07	\$4.58	\$4.93	\$5.80	\$5.97	\$6.97
19 Lbs	\$2.68	\$4.37	\$4.61	\$5.00	\$5.89	\$6.13	\$7.11
20 Lbs	\$2.88	\$4.68	\$4.88	\$5.42	\$6.43	\$6.81	\$7.89
21 Lbs	\$3.17	\$4.81	\$5.14	\$5.87	\$7.03	\$7.50	\$8.67
22 Lbs	\$3.48	\$5.09	\$5.42	\$5.99	\$7.13	\$7.68	\$8.85
23 Lbs	\$3.73	\$5.17	\$5.57	\$6.13	\$7.28	\$7.90	\$9.06
24 Lbs	\$3.94	\$5.31	\$5.65	\$6.24	\$7.41	\$8.13	\$9.24
25 Lbs	\$4.18	\$5.40	\$5.74	\$6.42	\$7.53	\$8.36	\$9.48

% SAVINGS Over Parcel Post Rates							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
6 oz	52%	50%	49%	46%	42%	38%	33%
7 oz	51%	49%	48%	46%	41%	37%	33%
8 oz	51%	49%	48%	45%	41%	37%	32%
9 oz	50%	48%	47%	45%	40%	36%	32%
10 oz	50%	48%	47%	44%	40%	36%	31%
11 oz	49%	47%	46%	44%	39%	35%	31%
12 oz	48%	46%	46%	43%	38%	35%	30%
13 oz	48%	46%	45%	43%	38%	34%	30%
14 oz	27%	26%	25%	23%	20%	17%	17%
15 oz	27%	26%	25%	23%	20%	17%	17%
15.99 oz	27%	26%	25%	23%	20%	17%	17%
1 Lb	25%	24%	24%	22%	18%	15%	16%
2 Lbs	16%	19%	22%	28%	26%	25%	27%
3 Lbs	19%	22%	23%	30%	27%	27%	32%
4 Lbs	16%	16%	17%	21%	24%	23%	24%
5 Lbs	21%	25%	15%	21%	23%	24%	24%
6 Lbs	19%	24%	22%	25%	26%	26%	26%
7 Lbs	19%	28%	24%	29%	29%	30%	30%
8 Lbs	19%	29%	25%	30%	31%	30%	30%
9 Lbs	20%	29%	26%	30%	32%	30%	30%
10 Lbs	16%	27%	26%	30%	32%	30%	30%
11 Lbs	12%	25%	25%	29%	32%	29%	30%
12 Lbs	13%	26%	26%	30%	32%	29%	30%
13 Lbs	14%	27%	28%	30%	32%	28%	29%
14 Lbs	16%	27%	29%	31%	32%	28%	29%
15 Lbs	17%	27%	30%	31%	31%	28%	29%
16 Lbs	18%	29%	31%	32%	31%	28%	29%
17 Lbs	20%	29%	31%	31%	31%	28%	29%
18 Lbs	21%	29%	31%	30%	30%	28%	28%
19 Lbs	22%	31%	30%	30%	30%	27%	28%
20 Lbs	23%	32%	32%	32%	31%	30%	30%
21 Lbs	25%	32%	32%	33%	33%	32%	32%
22 Lbs	27%	33%	33%	33%	33%	31%	32%
23 Lbs	28%	33%	34%	33%	33%	31%	31%
24 Lbs	29%	33%	33%	33%	32%	31%	31%
25 Lbs	30%	33%	33%	33%	32%	31%	31%

<b>\$ SAVINGS Over Parcel Post Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	\$4.29	\$5.56	\$5.82	\$6.53	\$7.63	\$8.57	\$9.70
27 Lbs	\$4.42	\$5.71	\$5.92	\$6.67	\$7.77	\$8.77	\$9.90
28 Lbs	\$4.61	\$5.84	\$5.98	\$6.77	\$7.90	\$8.98	\$10.08
29 Lbs	\$4.74	\$5.99	\$6.04	\$6.98	\$8.06	\$9.27	\$10.35
30 Lbs	\$4.83	\$6.10	\$6.06	\$7.09	\$8.17	\$9.50	\$10.54
31 Lbs	\$4.99	\$6.24	\$6.14	\$7.21	\$8.33	\$9.72	\$10.76
32 Lbs	\$5.23	\$6.36	\$6.21	\$7.34	\$8.46	\$9.90	\$10.97
33 Lbs	\$5.38	\$6.49	\$6.27	\$7.47	\$8.63	\$10.14	\$11.20
34 Lbs	\$5.60	\$6.58	\$6.37	\$7.57	\$8.74	\$10.32	\$11.41
35 Lbs	\$4.08	\$5.02	\$5.08	\$6.09	\$7.31	\$9.01	\$10.16
36 Lbs	\$4.07	\$5.25	\$5.15	\$6.21	\$7.45	\$9.24	\$10.45
37 Lbs	\$4.05	\$5.33	\$5.27	\$6.33	\$7.66	\$9.45	\$10.83
38 Lbs	\$4.06	\$5.50	\$5.37	\$6.45	\$7.82	\$9.65	\$11.26
39 Lbs	\$4.08	\$5.62	\$5.42	\$6.59	\$7.94	\$9.83	\$11.59
40 Lbs	\$4.17	\$5.68	\$5.51	\$6.75	\$8.15	\$10.07	\$12.03
41 Lbs	\$4.16	\$5.86	\$5.56	\$6.88	\$8.37	\$10.31	\$12.51
42 Lbs	\$4.16	\$6.04	\$5.66	\$7.06	\$8.62	\$10.59	\$12.94
43 Lbs	\$4.19	\$5.98	\$5.75	\$7.16	\$8.81	\$10.81	\$13.33
44 Lbs	\$4.21	\$5.93	\$5.85	\$7.28	\$9.04	\$11.04	\$13.76
45 Lbs	\$4.25	\$5.92	\$5.95	\$7.40	\$9.25	\$11.28	\$14.16
46 Lbs	\$4.29	\$5.88	\$6.03	\$7.56	\$9.52	\$11.48	\$14.56
47 Lbs	\$4.32	\$5.92	\$6.17	\$7.70	\$9.82	\$11.72	\$14.95
48 Lbs	\$4.37	\$5.91	\$6.31	\$7.87	\$10.07	\$11.94	\$15.35
49 Lbs	\$4.41	\$5.91	\$6.43	\$8.04	\$10.39	\$12.18	\$15.76
50 Lbs	\$4.45	\$5.92	\$6.55	\$8.21	\$10.70	\$12.35	\$16.16
51 Lbs	\$4.52	\$5.96	\$6.70	\$8.38	\$11.01	\$12.66	\$16.56
52 Lbs	\$4.59	\$6.05	\$6.93	\$8.61	\$11.32	\$13.05	\$16.98
53 Lbs	\$4.64	\$6.06	\$7.14	\$8.83	\$11.65	\$13.56	\$17.36
54 Lbs	\$4.67	\$6.10	\$7.39	\$9.04	\$11.94	\$13.45	\$17.77
55 Lbs	\$4.71	\$6.14	\$7.54	\$9.23	\$12.29	\$14.13	\$18.19
56 Lbs	\$4.75	\$6.13	\$7.73	\$9.42	\$12.59	\$14.58	\$18.57
57 Lbs	\$4.72	\$6.15	\$7.90	\$9.59	\$12.95	\$15.08	\$19.04
58 Lbs	\$4.77	\$6.16	\$8.11	\$9.87	\$13.26	\$15.79	\$19.57
59 Lbs	\$4.83	\$6.16	\$8.27	\$10.14	\$13.61	\$16.39	\$20.20
60 Lbs	\$4.86	\$6.18	\$8.41	\$10.45	\$14.02	\$17.01	\$20.90
61 Lbs	\$4.87	\$6.20	\$8.58	\$10.69	\$14.38	\$17.60	\$21.55
62 Lbs	\$4.93	\$6.24	\$8.73	\$11.00	\$14.80	\$18.20	\$22.22
63 Lbs	\$5.02	\$6.29	\$8.92	\$11.29	\$15.26	\$18.74	\$22.91
64 Lbs	\$5.04	\$6.31	\$9.12	\$11.60	\$15.68	\$19.31	\$23.57
65 Lbs	\$5.10	\$6.30	\$9.27	\$11.94	\$16.05	\$19.70	\$24.26
66 Lbs	\$5.14	\$6.27	\$9.43	\$12.30	\$16.40	\$20.30	\$24.87
67 Lbs	\$5.19	\$6.28	\$9.56	\$12.64	\$16.78	\$20.93	\$25.66
68 Lbs	\$5.25	\$6.27	\$9.76	\$12.99	\$17.72	\$21.54	\$26.48
69 Lbs	\$5.69	\$6.70	\$10.35	\$13.79	\$18.32	\$22.45	\$27.46
70 Lbs	\$6.12	\$7.07	\$10.97	\$14.61	\$19.02	\$23.40	\$28.15

<b>% SAVINGS Over Parcel Post Rates</b>							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
26 Lbs	30%	33%	33%	33%	32%	31%	31%
27 Lbs	30%	33%	33%	32%	31%	31%	30%
28 Lbs	31%	34%	33%	32%	31%	31%	30%
29 Lbs	31%	34%	32%	32%	31%	31%	30%
30 Lbs	31%	34%	32%	32%	31%	31%	30%
31 Lbs	32%	34%	32%	32%	31%	31%	30%
32 Lbs	33%	34%	31%	32%	30%	31%	30%
33 Lbs	33%	34%	31%	32%	30%	31%	30%
34 Lbs	34%	34%	31%	32%	30%	31%	29%
35 Lbs	24%	25%	24%	25%	25%	26%	26%
36 Lbs	24%	26%	24%	25%	25%	26%	26%
37 Lbs	23%	26%	24%	25%	25%	26%	26%
38 Lbs	23%	26%	24%	25%	25%	26%	26%
39 Lbs	23%	26%	24%	25%	25%	26%	27%
40 Lbs	23%	26%	24%	25%	25%	26%	27%
41 Lbs	23%	27%	24%	25%	25%	27%	28%
42 Lbs	23%	27%	24%	25%	25%	27%	28%
43 Lbs	23%	27%	24%	25%	25%	27%	28%
44 Lbs	23%	26%	24%	25%	26%	27%	29%
45 Lbs	23%	26%	24%	25%	26%	27%	29%
46 Lbs	23%	26%	24%	25%	26%	27%	29%
47 Lbs	23%	26%	25%	25%	26%	27%	30%
48 Lbs	23%	25%	25%	26%	27%	27%	30%
49 Lbs	23%	25%	25%	26%	27%	27%	30%
50 Lbs	23%	25%	25%	26%	27%	27%	30%
51 Lbs	23%	25%	25%	26%	28%	27%	31%
52 Lbs	23%	25%	26%	26%	28%	28%	31%
53 Lbs	23%	25%	26%	27%	29%	28%	31%
54 Lbs	23%	25%	27%	27%	29%	28%	31%
55 Lbs	23%	25%	27%	27%	29%	29%	31%
56 Lbs	23%	25%	27%	27%	30%	29%	32%
57 Lbs	23%	25%	27%	27%	30%	30%	32%
58 Lbs	23%	25%	28%	28%	30%	31%	32%
59 Lbs	23%	24%	28%	28%	31%	31%	33%
60 Lbs	23%	24%	28%	29%	31%	32%	33%
61 Lbs	23%	24%	28%	29%	31%	33%	34%
62 Lbs	23%	24%	29%	29%	32%	33%	35%
63 Lbs	23%	24%	29%	30%	32%	34%	35%
64 Lbs	23%	24%	29%	30%	33%	34%	36%
65 Lbs	23%	24%	29%	31%	33%	35%	36%
66 Lbs	24%	24%	29%	31%	34%	35%	37%
67 Lbs	24%	24%	30%	32%	34%	36%	37%
68 Lbs	24%	23%	30%	32%	35%	36%	38%
69 Lbs	25%	25%	31%	33%	36%	37%	39%
70 Lbs	26%	25%	32%	35%	37%	38%	39%

Based on USPS rates in effect January 22, 2012



## **SECTION 3 – ENHANCED USPS PRIORITY MAIL and EXPRESS MAIL RATES (DOMESTIC AND INTERNATIONAL)**

Exclusively at [www.EquaShip.com](http://www.EquaShip.com)

Exclusively bundled with \$100 of EquaSurance™ Coverage

## A Great Partnership with the US Postal Service

EquaShip is a *postal consolidator*, meaning that the US Postal Service delivers 100% of our domestic packages the “final mile” to your customers’ doorstep or mailbox, and they perform part of the “middle mile” for 100% of our international packages. Because there may be times when ground-based parcel consolidation won’t be able to meet your transit time requirements, we’ve partnered with the USPS and InsureShip to offer unprecedented Priority Mail® and Express Mail® discounts *combined with EquaSurance*, exclusively through the [www.EquaShip.com](http://www.EquaShip.com) website.

No other USPS reseller bundles in \$100 of real insurance coverage with every parcel. This enhanced service is only available to EquaShip customers and is not available through eBay, Amazon Seller Central or any other marketplace operator. Of course you can drop off your Priority or Express Mail parcels at any USPS location, hand it to any USPS carrier, or get free pickup service from the USPS just like you do today. Free track-and-trace is always included with Priority Mail and Express Mail, too.



## Discounted USPS Priority Mail Rates

Additional insurance coverage available for \$0.50 per \$100

Priority Mail includes free Delivery Confirmation

These parcels can be dropped at any USPS mailbox or facility or handed to any postal carrier

Flat rate Priority Mail boxes and envelopes are available at your local post office or through [www.USPS.com](http://www.USPS.com)

Discounted USPS Priority Mail with \$100 EquaSure Coverage Included							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1 Lb	\$4.80	\$4.90	\$5.05	\$5.19	\$5.34	\$5.49	\$5.83
2 Lbs	\$4.97	\$5.08	\$5.58	\$7.15	\$7.83	\$8.36	\$9.37
3 Lbs	\$5.16	\$5.96	\$7.03	\$8.47	\$9.68	\$10.44	\$12.14
4 Lbs	\$6.01	\$7.04	\$8.13	\$10.57	\$12.34	\$13.17	\$14.83
5 Lbs	\$6.88	\$8.05	\$9.24	\$12.23	\$14.09	\$15.26	\$17.41
6 Lbs	\$7.72	\$9.24	\$10.54	\$14.16	\$15.80	\$17.57	\$19.41
7 Lbs	\$8.29	\$10.20	\$11.71	\$16.13	\$17.47	\$19.71	\$22.09
8 Lbs	\$8.82	\$10.64	\$12.95	\$17.58	\$19.15	\$21.60	\$24.74
9 Lbs	\$9.18	\$11.45	\$13.81	\$18.95	\$20.88	\$23.48	\$27.50
10 Lbs	\$9.88	\$12.31	\$14.77	\$20.21	\$22.51	\$25.53	\$30.00
11 Lbs	\$10.69	\$13.15	\$15.95	\$21.79	\$24.19	\$27.70	\$32.02
12 Lbs	\$11.42	\$14.07	\$17.09	\$23.39	\$26.34	\$29.96	\$34.39
13 Lbs	\$12.12	\$14.95	\$18.01	\$24.64	\$28.26	\$31.15	\$35.57
14 Lbs	\$12.82	\$15.85	\$19.09	\$26.18	\$29.82	\$32.94	\$37.33
15 Lbs	\$13.39	\$16.72	\$20.16	\$27.70	\$31.03	\$33.52	\$38.30
16 Lbs	\$13.78	\$17.62	\$21.25	\$29.19	\$32.75	\$35.40	\$40.46
17 Lbs	\$14.29	\$18.50	\$22.36	\$30.73	\$34.43	\$37.24	\$42.61
18 Lbs	\$14.56	\$19.10	\$23.44	\$32.23	\$36.22	\$39.10	\$44.72
19 Lbs	\$14.99	\$19.51	\$23.89	\$33.09	\$37.89	\$40.93	\$46.84
20 Lbs	\$15.61	\$19.76	\$24.34	\$33.67	\$38.85	\$42.44	\$49.02
21 Lbs	\$16.13	\$20.04	\$24.69	\$34.21	\$39.45	\$43.12	\$50.11
22 Lbs	\$16.29	\$20.24	\$24.82	\$34.59	\$39.90	\$43.70	\$50.80
23 Lbs	\$16.66	\$20.64	\$25.52	\$35.18	\$40.62	\$44.42	\$51.70
24 Lbs	\$17.06	\$21.09	\$26.33	\$35.94	\$41.44	\$45.46	\$52.98
25 Lbs	\$17.44	\$21.42	\$27.12	\$36.53	\$42.07	\$46.13	\$53.89
26 Lbs	\$17.78	\$21.64	\$27.99	\$37.29	\$43.06	\$47.13	\$55.56
27 Lbs	\$18.30	\$21.95	\$28.85	\$38.01	\$43.65	\$47.82	\$57.67
28 Lbs	\$18.87	\$22.24	\$29.64	\$39.00	\$44.27	\$48.49	\$59.80
29 Lbs	\$19.43	\$22.47	\$30.46	\$39.53	\$44.99	\$49.17	\$61.39
30 Lbs	\$20.03	\$22.79	\$31.17	\$40.10	\$46.25	\$49.89	\$62.74
31 Lbs	\$20.55	\$23.00	\$31.66	\$40.60	\$46.93	\$51.26	\$64.02
32 Lbs	\$20.81	\$23.52	\$32.19	\$41.09	\$47.57	\$52.66	\$65.31
33 Lbs	\$21.11	\$24.13	\$32.99	\$41.64	\$48.20	\$54.05	\$66.52
34 Lbs	\$21.32	\$24.78	\$33.82	\$42.52	\$49.60	\$55.41	\$67.75

Discounted USPS Priority Mail with \$100 EquaSure Coverage Included							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
35 Lbs	\$21.56	\$25.39	\$34.31	\$43.42	\$50.94	\$56.81	\$68.94
36 Lbs	\$21.83	\$26.10	\$34.77	\$44.36	\$52.23	\$57.81	\$70.12
37 Lbs	\$22.04	\$26.56	\$35.26	\$45.16	\$53.55	\$59.13	\$71.26
38 Lbs	\$22.26	\$27.22	\$35.71	\$46.05	\$55.09	\$60.47	\$72.39
39 Lbs	\$22.47	\$27.81	\$36.14	\$47.00	\$56.39	\$62.07	\$73.50
40 Lbs	\$22.73	\$28.41	\$36.59	\$47.99	\$57.28	\$63.46	\$74.53
41 Lbs	\$22.95	\$28.92	\$36.99	\$48.42	\$58.24	\$64.82	\$75.58
42 Lbs	\$23.13	\$29.51	\$37.44	\$49.45	\$59.26	\$65.69	\$76.63
43 Lbs	\$23.38	\$29.98	\$37.80	\$50.58	\$60.70	\$66.49	\$77.63
44 Lbs	\$23.55	\$30.47	\$38.25	\$51.65	\$61.68	\$67.26	\$78.53
45 Lbs	\$23.72	\$30.78	\$38.56	\$52.81	\$62.37	\$68.03	\$79.48
46 Lbs	\$23.88	\$31.03	\$38.96	\$53.79	\$63.04	\$68.75	\$80.44
47 Lbs	\$24.10	\$31.25	\$39.31	\$55.02	\$63.67	\$69.52	\$81.70
48 Lbs	\$24.27	\$31.56	\$39.63	\$56.08	\$64.52	\$70.20	\$83.13
49 Lbs	\$24.57	\$31.78	\$39.98	\$57.10	\$65.38	\$70.89	\$83.96
50 Lbs	\$24.89	\$32.00	\$40.24	\$58.23	\$66.29	\$71.83	\$85.01
51 Lbs	\$25.39	\$32.27	\$40.60	\$59.22	\$67.18	\$72.78	\$85.91
52 Lbs	\$25.72	\$32.43	\$40.87	\$59.65	\$67.90	\$73.78	\$86.74
53 Lbs	\$26.20	\$32.66	\$41.13	\$60.15	\$68.44	\$74.74	\$87.61
54 Lbs	\$26.53	\$32.82	\$41.45	\$60.65	\$68.97	\$75.36	\$88.45
55 Lbs	\$26.96	\$33.07	\$41.67	\$61.04	\$69.47	\$75.96	\$89.21
56 Lbs	\$27.36	\$33.24	\$41.95	\$61.50	\$69.96	\$76.49	\$90.08
57 Lbs	\$27.79	\$33.41	\$42.21	\$61.85	\$70.47	\$76.99	\$90.89
58 Lbs	\$28.17	\$33.54	\$42.42	\$62.25	\$70.88	\$77.49	\$91.64
59 Lbs	\$28.60	\$33.72	\$42.66	\$62.62	\$71.32	\$77.98	\$92.29
60 Lbs	\$28.93	\$33.89	\$43.28	\$62.98	\$71.68	\$78.44	\$92.95
61 Lbs	\$29.41	\$34.02	\$44.05	\$63.29	\$72.09	\$78.88	\$94.22
62 Lbs	\$29.75	\$34.11	\$44.69	\$63.56	\$72.44	\$79.26	\$95.72
63 Lbs	\$30.23	\$34.23	\$45.37	\$63.92	\$72.80	\$79.67	\$97.22
64 Lbs	\$30.57	\$34.32	\$46.04	\$64.18	\$73.12	\$80.02	\$98.76
65 Lbs	\$31.00	\$34.41	\$46.63	\$64.40	\$73.39	\$80.38	\$100.26
66 Lbs	\$31.37	\$34.54	\$47.37	\$64.68	\$73.70	\$80.64	\$101.72
67 Lbs	\$31.81	\$34.63	\$48.13	\$64.90	\$73.98	\$80.98	\$103.19
68 Lbs	\$32.20	\$34.72	\$48.78	\$65.08	\$74.21	\$81.35	\$104.60
69 Lbs	\$32.65	\$34.77	\$49.39	\$65.31	\$74.43	\$81.74	\$106.14
70 Lbs	\$33.01	\$34.85	\$50.16	\$65.48	\$74.61	\$82.05	\$107.61
Flat Rate - Env.	\$4.75	\$4.75	\$4.75	\$4.75	\$4.75	\$4.75	\$4.75
Flat Rate Box-S	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00	\$5.00
Flat Rate Box-M	\$10.50	\$10.50	\$10.50	\$10.50	\$10.50	\$10.50	\$10.50
Flat Rate Box-L	\$14.20	\$14.20	\$14.20	\$14.20	\$14.20	\$14.20	\$14.20

- Parcels addressed for delivery to zones 1 - 4 (including local) that weigh less than 20 lbs. but measure more than 84" in combine length and girth (but not more than 108") are charged for a 20-lb parcel based on the applicable zone.
- Parcels addressed for delivery to zones 5 - 8 that exceed 1 cubic foot (length x width x height = 1,728 cubic inches) are charged based on the actual weight or the dimensional weight\*, whichever is greater.
- Packages over 70 lbs. or 130 inches not accepted. See [dimensional weight rules](#).

## Discounted USPS Express Mail Rates

Additional insurance coverage available for \$0.50 per \$100

Express Mail includes free Delivery Confirmation

These parcels can be dropped at any USPS mailbox or facility or handed to any postal carrier

Express Mail qualifies for free USPS pickup

Discounted USPS Express Mail with \$100 EquaSure Coverage Included							
Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
<b>0.5 Lb</b>	\$12.96	\$15.09	\$18.37	\$19.66	\$19.96	\$20.75	\$21.05
<b>1 Lb</b>	\$14.89	\$19.66	\$23.43	\$24.02	\$24.53	\$24.87	\$24.97
<b>2 Lbs</b>	\$16.19	\$20.75	\$25.76	\$26.35	\$26.86	\$27.06	\$27.45
<b>3 Lbs</b>	\$17.18	\$22.04	\$29.64	\$30.33	\$30.92	\$31.12	\$31.42
<b>4 Lbs</b>	\$18.47	\$23.43	\$33.50	\$34.75	\$34.89	\$35.05	\$35.34
<b>5 Lbs</b>	\$19.17	\$25.07	\$37.33	\$38.72	\$38.82	\$39.02	\$39.31
<b>6 Lbs</b>	\$22.44	\$30.13	\$40.81	\$42.59	\$42.69	\$42.89	\$43.39
<b>7 Lbs</b>	\$25.76	\$35.14	\$44.62	\$45.92	\$46.61	\$46.91	\$47.20
<b>8 Lbs</b>	\$27.06	\$36.24	\$48.05	\$49.89	\$50.68	\$50.88	\$51.28
<b>9 Lbs</b>	\$28.54	\$37.72	\$51.42	\$53.86	\$54.60	\$54.80	\$55.20
<b>10 Lbs</b>	\$29.44	\$39.31	\$53.81	\$56.49	\$57.38	\$57.58	\$57.98
<b>11 Lbs</b>	\$32.11	\$43.98	\$57.49	\$59.27	\$60.16	\$60.36	\$60.76
<b>12 Lbs</b>	\$32.71	\$47.11	\$60.56	\$61.95	\$62.94	\$63.04	\$63.44
<b>13 Lbs</b>	\$33.11	\$50.09	\$63.34	\$64.68	\$65.57	\$66.37	\$67.16
<b>14 Lbs</b>	\$34.20	\$53.16	\$65.87	\$67.36	\$68.35	\$69.24	\$69.94
<b>15 Lbs</b>	\$36.24	\$56.19	\$68.65	\$70.14	\$71.13	\$71.82	\$72.72
<b>16 Lbs</b>	\$37.23	\$59.37	\$71.33	\$72.92	\$74.16	\$74.26	\$74.46
<b>17 Lbs</b>	\$39.31	\$62.45	\$74.01	\$75.55	\$76.64	\$76.84	\$77.24
<b>18 Lbs</b>	\$41.40	\$65.38	\$76.64	\$78.33	\$79.42	\$79.62	\$80.02
<b>19 Lbs</b>	\$42.49	\$68.45	\$79.33	\$81.01	\$82.11	\$82.30	\$82.70
<b>20 Lbs</b>	\$44.48	\$71.62	\$83.19	\$84.44	\$85.32	\$85.83	\$86.42
<b>21 Lbs</b>	\$45.72	\$76.04	\$85.83	\$87.02	\$89.10	\$89.40	\$89.60
<b>22 Lbs</b>	\$47.80	\$79.22	\$89.60	\$90.99	\$91.88	\$92.18	\$93.07
<b>23 Lbs</b>	\$48.79	\$82.30	\$92.27	\$93.77	\$94.71	\$94.91	\$95.81
<b>24 Lbs</b>	\$50.88	\$85.43	\$95.21	\$96.50	\$97.59	\$97.69	\$97.89
<b>25 Lbs</b>	\$53.07	\$88.61	\$97.49	\$99.28	\$100.27	\$100.47	\$100.97
<b>26 Lbs</b>	\$54.06	\$91.78	\$100.37	\$102.05	\$103.05	\$103.35	\$103.79
<b>27 Lbs</b>	\$56.10	\$94.81	\$102.95	\$104.69	\$105.77	\$106.08	\$106.57
<b>28 Lbs</b>	\$57.18	\$97.99	\$106.28	\$107.47	\$108.55	\$108.86	\$109.35
<b>29 Lbs</b>	\$59.27	\$101.06	\$109.75	\$110.25	\$111.33	\$111.64	\$112.03
<b>30 Lbs</b>	\$61.35	\$104.19	\$113.23	\$113.52	\$114.56	\$114.87	\$115.66
<b>31 Lbs</b>	\$62.34	\$107.27	\$116.65	\$116.95	\$118.14	\$118.44	\$119.23
<b>32 Lbs</b>	\$64.38	\$110.54	\$120.12	\$120.52	\$121.62	\$121.91	\$122.81
<b>33 Lbs</b>	\$65.47	\$113.62	\$123.55	\$123.95	\$125.14	\$125.43	\$126.33
<b>34 Lbs</b>	\$67.56	\$116.65	\$127.12	\$127.42	\$128.61	\$128.91	\$129.90

## Discounted USPS Express Mail with \$100 EquaSure Coverage Included

Weight	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
35 Lbs	\$68.65	\$119.83	\$130.50	\$130.99	\$132.09	\$132.49	\$133.43
36 Lbs	\$70.63	\$123.01	\$134.02	\$134.42	\$135.71	\$136.01	\$137.00
37 Lbs	\$72.72	\$126.03	\$137.50	\$137.90	\$139.29	\$139.58	\$140.57
38 Lbs	\$73.81	\$129.20	\$140.97	\$141.47	\$142.76	\$143.06	\$144.10
39 Lbs	\$75.85	\$132.38	\$144.49	\$144.89	\$146.08	\$146.48	\$147.67
40 Lbs	\$76.84	\$135.41	\$147.97	\$148.37	\$149.65	\$150.05	\$151.24
41 Lbs	\$78.93	\$138.59	\$151.44	\$151.94	\$153.28	\$153.48	\$154.77
42 Lbs	\$81.01	\$141.76	\$154.87	\$155.37	\$156.85	\$157.05	\$158.35
43 Lbs	\$82.11	\$144.80	\$158.35	\$158.94	\$160.33	\$160.63	\$161.92
44 Lbs	\$84.13	\$147.97	\$161.82	\$162.41	\$163.86	\$164.15	\$165.44
45 Lbs	\$85.23	\$151.15	\$165.25	\$165.84	\$167.33	\$167.63	\$169.02
46 Lbs	\$87.31	\$154.18	\$168.82	\$169.31	\$170.81	\$171.10	\$172.59
47 Lbs	\$88.30	\$157.36	\$172.29	\$172.88	\$174.33	\$174.63	\$176.11
48 Lbs	\$90.39	\$160.53	\$175.72	\$176.31	\$177.90	\$178.20	\$179.69
49 Lbs	\$92.47	\$163.55	\$179.20	\$179.79	\$181.47	\$181.67	\$183.21
50 Lbs	\$93.57	\$166.73	\$182.77	\$183.31	\$184.90	\$185.19	\$186.78
51 Lbs	\$95.61	\$169.91	\$186.19	\$186.78	\$188.37	\$188.67	\$190.36
52 Lbs	\$96.69	\$172.94	\$189.67	\$190.36	\$191.95	\$192.25	\$193.98
53 Lbs	\$98.78	\$176.11	\$193.10	\$193.69	\$195.48	\$195.68	\$197.46
54 Lbs	\$100.86	\$179.29	\$196.56	\$197.26	\$199.05	\$199.25	\$201.04
55 Lbs	\$101.86	\$183.41	\$200.14	\$200.73	\$202.52	\$202.77	\$204.56
56 Lbs	\$103.89	\$186.58	\$203.57	\$204.26	\$206.04	\$206.24	\$208.13
57 Lbs	\$104.98	\$189.76	\$207.04	\$207.74	\$209.52	\$209.82	\$211.71
58 Lbs	\$106.97	\$192.79	\$210.52	\$211.20	\$213.04	\$213.24	\$215.23
59 Lbs	\$108.16	\$195.87	\$213.94	\$214.74	\$216.62	\$216.82	\$218.80
60 Lbs	\$110.14	\$199.05	\$217.41	\$218.21	\$220.10	\$220.39	\$222.32
61 Lbs	\$112.23	\$202.23	\$220.99	\$221.78	\$223.62	\$223.91	\$225.90
62 Lbs	\$113.32	\$205.25	\$224.41	\$225.10	\$227.09	\$227.39	\$229.47
63 Lbs	\$115.36	\$208.43	\$227.88	\$228.68	\$230.66	\$230.86	\$233.10
64 Lbs	\$116.35	\$211.51	\$231.36	\$232.16	\$234.19	\$234.39	\$236.67
65 Lbs	\$118.44	\$214.63	\$234.79	\$235.58	\$237.66	\$237.97	\$240.15
66 Lbs	\$120.62	\$217.81	\$238.36	\$239.16	\$241.24	\$241.54	\$243.67
67 Lbs	\$121.62	\$220.89	\$241.83	\$242.58	\$244.67	\$244.96	\$247.25
68 Lbs	\$123.64	\$224.02	\$245.26	\$246.15	\$248.24	\$248.53	\$250.91
69 Lbs	\$124.64	\$227.19	\$248.73	\$249.63	\$251.71	\$251.96	\$254.34
70 Lbs	\$126.82	\$230.37	\$252.26	\$253.06	\$255.24	\$255.44	\$257.92

Packages over 70 lbs. or measuring more than 108 inches in combined length + girth not accepted.

## Discounted USPS Priority Mail International Rates

See USPS Priority Mail International [country codes](#)

Additional insurance coverage available for \$0.50 per \$100

Includes free Delivery Confirmation

These parcels can be dropped at any USPS mailbox or facility or handed to any postal carrier

Transit time 6-10 business days

Max weight is 70 lbs. Some countries have lower weight restrictions. Maximum length plus girth can't be more than 108 inches. Specific rules and restrictions vary by country.

Discounted USPS Priority Mail International with \$100 of EquaSurance Included																	
Weight	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10	Group 11	Group 12	Group 13	Group 14	Group 15	Group 16	Group 17
1 Lb	\$20.19	\$21.06	\$26.94	\$26.24	\$27.79	\$26.36	\$25.65	\$24.70	\$25.28	\$27.31	\$29.10	\$26.36	\$27.79	\$26.36	\$25.21	\$27.79	\$27.79
2 Lbs	\$21.95	\$23.92	\$30.88	\$29.98	\$30.78	\$30.40	\$30.26	\$28.74	\$28.00	\$31.92	\$32.40	\$30.31	\$30.54	\$30.40	\$28.28	\$30.59	\$30.69
3 Lbs	\$23.70	\$27.50	\$35.15	\$33.44	\$33.77	\$34.44	\$34.87	\$32.78	\$31.35	\$36.53	\$35.25	\$34.25	\$33.30	\$34.44	\$31.36	\$33.39	\$33.58
4 Lbs	\$25.46	\$31.16	\$39.43	\$37.14	\$36.77	\$38.48	\$39.47	\$36.81	\$34.91	\$41.14	\$38.09	\$38.19	\$36.05	\$38.48	\$34.63	\$36.20	\$36.48
5 Lbs	\$27.22	\$34.82	\$43.70	\$40.40	\$39.76	\$42.51	\$44.08	\$40.85	\$38.48	\$45.74	\$40.95	\$42.13	\$38.81	\$42.51	\$38.10	\$39.00	\$39.38
6 Lbs	\$29.62	\$37.43	\$47.26	\$44.73	\$42.75	\$47.74	\$48.69	\$45.08	\$41.18	\$50.73	\$43.80	\$45.70	\$41.56	\$45.98	\$40.71	\$41.80	\$42.18
7 Lbs	\$32.15	\$40.04	\$50.83	\$47.99	\$45.74	\$52.96	\$53.30	\$49.31	\$43.89	\$55.72	\$46.65	\$49.26	\$44.32	\$49.45	\$43.66	\$44.60	\$44.98
8 Lbs	\$33.63	\$42.66	\$54.39	\$51.25	\$48.74	\$58.19	\$57.90	\$53.53	\$46.60	\$60.71	\$49.50	\$52.82	\$47.07	\$52.92	\$46.73	\$47.41	\$47.79
9 Lbs	\$35.73	\$45.27	\$57.95	\$54.50	\$51.73	\$63.41	\$62.51	\$57.76	\$49.31	\$65.69	\$53.42	\$56.38	\$49.83	\$56.38	\$49.80	\$50.21	\$50.59
10 Lbs	\$37.71	\$47.88	\$61.51	\$57.95	\$54.72	\$68.64	\$67.12	\$61.99	\$52.01	\$70.68	\$56.27	\$59.95	\$52.58	\$59.85	\$52.87	\$53.01	\$53.39
11 Lbs	\$39.62	\$49.92	\$65.08	\$61.70	\$57.71	\$73.86	\$72.01	\$66.50	\$55.67	\$75.67	\$59.12	\$63.51	\$55.34	\$63.32	\$55.95	\$55.81	\$56.19
12 Lbs	\$41.52	\$51.97	\$68.64	\$65.46	\$60.71	\$79.09	\$76.90	\$71.01	\$59.33	\$80.66	\$61.97	\$67.07	\$58.09	\$66.79	\$59.02	\$58.62	\$59.00
13 Lbs	\$43.43	\$54.01	\$72.20	\$69.21	\$63.70	\$84.31	\$81.80	\$75.53	\$62.99	\$85.64	\$64.82	\$70.63	\$60.85	\$70.25	\$62.09	\$61.42	\$61.80
14 Lbs	\$45.35	\$56.05	\$75.76	\$72.96	\$66.69	\$89.54	\$86.69	\$80.04	\$66.64	\$90.63	\$67.67	\$74.20	\$63.60	\$73.72	\$65.41	\$64.22	\$64.60
15 Lbs	\$47.25	\$58.09	\$79.33	\$76.71	\$69.68	\$94.76	\$91.58	\$84.55	\$70.30	\$95.62	\$70.53	\$77.76	\$66.36	\$77.19	\$68.97	\$67.02	\$67.40
16 Lbs	\$49.16	\$60.14	\$82.89	\$80.47	\$72.68	\$99.99	\$96.47	\$89.06	\$73.96	\$100.61	\$73.37	\$81.32	\$69.11	\$80.66	\$72.53	\$69.83	\$70.21
17 Lbs	\$51.06	\$62.18	\$86.45	\$84.22	\$75.67	\$105.21	\$101.37	\$93.58	\$77.62	\$105.59	\$76.22	\$84.88	\$71.87	\$84.12	\$76.10	\$72.63	\$73.01
18 Lbs	\$52.98	\$64.22	\$90.01	\$87.97	\$78.66	\$110.44	\$106.26	\$98.09	\$81.27	\$110.58	\$79.07	\$88.45	\$74.62	\$87.59	\$79.66	\$75.43	\$75.81
19 Lbs	\$54.88	\$66.26	\$93.58	\$91.72	\$81.65	\$115.66	\$111.15	\$102.60	\$84.93	\$115.57	\$81.93	\$92.01	\$77.38	\$91.06	\$83.22	\$78.23	\$78.61
20 Lbs	\$56.79	\$68.31	\$97.14	\$95.48	\$84.65	\$120.89	\$116.04	\$107.11	\$88.59	\$120.56	\$84.77	\$95.57	\$80.13	\$94.53	\$86.78	\$81.04	\$81.42
21 Lbs	\$58.69	\$70.35	\$100.70	\$99.23	\$87.64	\$126.11	\$120.94	\$111.63	\$92.25	\$125.54	\$87.62	\$99.13	\$82.89	\$97.99	\$90.35	\$83.84	\$84.22
22 Lbs	\$60.61	\$72.39	\$104.26	\$102.98	\$90.63	\$131.34	\$125.83	\$116.14	\$95.90	\$130.53	\$90.47	\$102.70	\$85.64	\$101.46	\$93.91	\$86.64	\$87.02
23 Lbs	\$62.51	\$74.43	\$107.83	\$106.73	\$93.62	\$136.56	\$130.72	\$120.65	\$99.56	\$135.52	\$93.33	\$106.26	\$88.40	\$104.93	\$97.47	\$89.44	\$89.82
24 Lbs	\$64.42	\$76.48	\$111.39	\$110.49	\$96.62	\$141.79	\$135.61	\$125.16	\$103.22	\$140.51	\$96.17	\$109.82	\$91.15	\$108.40	\$101.03	\$92.25	\$92.63
25 Lbs	\$66.32	\$78.52	\$114.95	\$114.24	\$99.61	\$147.01	\$140.51	\$129.68	\$106.88	\$145.49	\$99.02	\$113.38	\$93.91	\$111.86	\$104.60	\$95.05	\$95.43
26 Lbs	\$68.24	\$80.56	\$118.51	\$117.99	\$102.60	\$152.24	\$145.40	\$134.19	\$110.53	\$150.48	\$101.87	\$116.95	\$96.66	\$115.33	\$108.16	\$97.85	\$98.23
27 Lbs	\$70.14	\$82.60	\$122.08	\$121.74	\$105.59	\$157.46	\$150.29	\$138.70	\$114.19	\$155.47	\$104.73	\$120.51	\$99.42	\$118.80	\$111.72	\$100.65	\$101.03
28 Lbs	\$72.05	\$84.65	\$125.64	\$125.50	\$108.59	\$162.69	\$155.18	\$143.21	\$117.85	\$160.46	\$107.57	\$124.07	\$102.17	\$122.27	\$115.28	\$103.46	\$103.84
29 Lbs	\$73.95	\$86.69	\$129.20	\$129.25	\$111.58	\$167.91	\$160.08	\$147.73	\$121.51	\$165.44	\$110.42	\$127.63	\$104.93	\$125.73	\$118.85	\$106.26	\$106.64
30 Lbs	\$75.87	\$88.73	\$132.76	\$133.00	\$114.57	\$173.14	\$164.97	\$152.24	\$125.16	\$170.43	\$113.28	\$131.20	\$107.68	\$129.20	\$122.41	\$109.06	\$109.44
31 Lbs	\$78.85	\$90.77	\$136.33	\$136.75	\$117.56	\$178.36	\$169.86	\$156.75	\$128.82	\$175.42	\$116.12	\$134.76	\$110.44	\$132.67	\$125.97	\$111.86	\$112.24
32 Lbs	\$80.75	\$92.82	\$139.89	\$140.51	\$120.56	\$183.59	\$174.75	\$161.26	\$132.48	\$180.41	\$118.97	\$138.32	\$113.19	\$136.14	\$129.53	\$114.67	\$115.05
33 Lbs	\$82.66	\$94.86	\$143.45	\$144.26	\$123.55	\$188.81	\$179.65	\$165.78	\$136.14	\$185.39	\$121.82	\$141.88	\$115.95	\$139.60	\$133.10	\$117.47	\$117.85
34 Lbs	\$84.57	\$96.90	\$147.01	\$148.01	\$126.54	\$194.04	\$184.54	\$170.29	\$139.79	\$190.38	\$124.68	\$145.45	\$118.70	\$143.07	\$136.66	\$120.27	\$120.65
35 Lbs	\$86.48	\$98.94	\$150.58	\$151.76	\$129.53	\$199.26	\$189.43	\$174.80	\$143.45	\$195.37	\$127.52	\$149.01	\$121.46	\$146.54	\$140.22	\$123.07	\$123.45

**Discounted USPS Priority Mail International with \$100 of EquaSurance Included**

Weight	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10	Group 11	Group 12	Group 13	Group 14	Group 15	Group 16	Group 17
36 Lbs	\$88.38	\$100.99	\$154.14	\$155.52	\$132.53	\$204.49	\$194.32	\$179.31	\$147.11	\$200.36	\$130.37	\$152.57	\$124.21	\$150.01	\$143.78	\$125.88	\$126.26
37 Lbs	\$90.29	\$103.03	\$157.70	\$159.27	\$135.52	\$209.71	\$199.22	\$183.83	\$150.77	\$205.34	\$133.22	\$156.13	\$126.97	\$153.47	\$147.35	\$128.68	\$129.06
38 Lbs	\$92.20	\$105.07	\$161.26	\$163.02	\$138.51	\$214.94	\$204.11	\$188.34	\$154.42	\$210.33	\$136.08	\$159.70	\$129.72	\$156.94	\$150.91	\$131.48	\$131.86
39 Lbs	\$94.11	\$107.11	\$164.83	\$166.77	\$141.50	\$220.16	\$209.00	\$192.85	\$158.08	\$215.32	\$138.92	\$163.26	\$132.48	\$160.41	\$154.47	\$134.28	\$134.66
40 Lbs	\$96.01	\$109.16	\$168.39	\$170.53	\$144.50	\$225.39	\$213.89	\$197.36	\$161.74	\$220.31	\$141.77	\$166.82	\$135.23	\$163.88	\$158.03	\$137.09	\$137.47
41 Lbs	\$97.92	\$111.20	\$171.95	\$174.28	\$147.49	\$230.61	\$218.79	\$201.88	\$165.40	\$225.29	\$144.62	\$170.38	\$137.99	\$167.34	\$161.60	\$139.89	\$140.27
42 Lbs	\$99.84	\$113.24	\$175.51	\$178.03	\$150.48	\$235.84	\$223.68	\$206.39	\$169.05	\$230.28	\$147.48	\$173.95	\$140.74	\$170.81	\$165.16	\$142.69	\$143.07
43 Lbs	\$101.74	\$115.28	\$179.08	\$181.78	\$153.47	\$241.06	\$228.57	\$210.90	\$172.71	\$235.27	\$150.32	\$177.51	\$143.50	\$174.28	\$168.72	\$145.49	\$145.87
44 Lbs	\$103.65	\$117.33	\$182.64	\$185.54	\$156.47	\$246.29	\$233.46	\$215.41	\$176.37	\$240.26	\$153.17	\$181.07	\$146.25	\$177.75	\$172.28	\$148.30	\$148.68
45 Lbs	\$105.55	N/A	\$186.20	\$189.29	\$159.46	\$251.51	\$238.36	\$219.93	\$180.03	\$245.24	\$156.02	\$184.63	\$149.01	\$181.21	\$175.85	\$151.10	N/A
46 Lbs	\$107.47	N/A	\$189.76	\$193.04	\$162.45	\$256.74	\$243.25	\$224.44	\$183.68	\$250.23	\$158.88	\$188.20	\$151.76	\$184.68	\$179.41	\$153.90	N/A
47 Lbs	\$109.37	N/A	\$193.33	\$196.79	\$165.44	\$261.96	\$248.14	\$228.95	\$187.34	\$255.22	\$161.72	\$191.76	\$154.52	\$188.15	\$182.97	\$156.70	N/A
48 Lbs	\$111.28	N/A	\$196.89	\$200.55	\$168.44	\$267.19	\$253.03	\$233.46	\$191.00	\$260.21	\$164.57	\$195.32	\$157.27	\$191.62	\$186.53	\$159.51	N/A
49 Lbs	\$113.18	N/A	\$200.45	\$204.30	\$171.43	\$272.41	\$257.93	\$237.98	\$194.66	\$265.19	\$167.43	\$198.88	\$160.03	\$195.08	\$190.10	\$162.31	N/A
50 Lbs	\$115.10	N/A	\$204.01	\$208.05	\$174.42	\$277.64	\$262.82	\$242.49	\$198.31	\$270.18	\$170.28	\$202.45	\$162.78	\$198.55	\$193.66	\$165.11	N/A
51 Lbs	\$117.00	N/A	\$207.58	\$211.80	\$177.41	\$282.86	\$267.71	\$247.00	\$201.97	\$275.17	\$173.12	\$206.01	\$165.54	\$202.02	\$197.22	\$167.91	N/A
52 Lbs	\$118.91	N/A	\$211.14	\$215.56	\$180.41	\$288.09	\$272.60	\$251.51	\$205.63	\$280.16	\$175.97	\$209.57	\$168.29	\$205.49	\$200.78	\$170.72	N/A
53 Lbs	\$120.81	N/A	\$214.70	\$219.31	\$183.40	\$293.31	\$277.50	\$256.03	\$209.29	\$285.14	\$178.83	\$213.13	\$171.05	\$208.95	\$204.35	\$173.52	N/A
54 Lbs	\$122.73	N/A	\$218.26	\$223.06	\$186.39	\$298.54	\$282.39	\$260.54	\$212.94	\$290.13	\$181.68	\$216.70	\$173.80	\$212.42	\$207.91	\$176.32	N/A
55 Lbs	\$124.63	N/A	\$221.83	\$226.81	\$189.38	\$303.76	\$287.28	\$265.05	\$216.60	\$295.12	\$184.52	\$220.26	\$176.56	\$215.89	\$211.47	\$179.12	N/A
56 Lbs	\$126.54	N/A	\$225.39	\$230.57	\$192.38	\$308.99	\$292.17	\$269.56	\$220.26	\$300.11	\$187.37	\$223.82	\$179.31	\$219.36	\$215.03	\$181.93	N/A
57 Lbs	\$128.45	N/A	\$228.95	\$234.32	\$195.37	\$314.21	\$297.07	\$274.08	\$223.92	\$305.09	\$190.23	\$227.38	\$182.07	\$222.82	\$218.60	\$184.73	N/A
58 Lbs	\$130.36	N/A	\$232.51	\$238.07	\$198.36	\$319.44	\$301.96	\$278.59	\$227.57	\$310.08	\$193.08	\$230.95	\$184.82	\$226.29	\$222.16	\$187.53	N/A
59 Lbs	\$132.27	N/A	\$236.08	\$241.82	\$201.35	\$324.66	\$306.85	\$283.10	\$231.23	\$315.07	\$195.92	\$234.51	\$187.58	\$229.76	\$225.72	\$190.33	N/A
60 Lbs	\$134.17	N/A	\$239.64	\$245.58	\$204.35	\$329.89	\$311.74	\$287.61	\$234.89	\$320.06	\$198.77	\$238.07	\$190.33	\$233.23	\$229.28	\$193.14	N/A
61 Lbs	\$136.08	N/A	\$243.20	\$249.33	\$207.34	\$335.11	\$316.64	\$292.13	\$238.55	\$325.04	\$201.63	\$241.63	\$193.09	\$236.69	\$232.85	\$195.94	N/A
62 Lbs	\$137.99	N/A	\$246.76	\$253.08	\$210.33	\$340.34	\$321.53	\$296.64	\$242.20	\$330.03	\$204.47	\$245.20	\$195.84	\$240.16	\$236.41	\$198.74	N/A
63 Lbs	\$139.90	N/A	\$250.33	\$256.83	\$213.32	\$345.56	\$326.42	\$301.15	\$245.86	\$335.02	\$207.32	\$248.76	\$198.60	\$243.63	\$239.97	\$201.54	N/A
64 Lbs	\$141.80	N/A	\$253.89	\$260.59	\$216.32	\$350.79	\$331.31	\$305.66	\$249.52	\$340.01	\$210.17	\$252.32	\$201.35	\$247.10	\$243.53	\$204.35	N/A
65 Lbs	\$143.71	N/A	\$257.45	\$264.34	\$219.31	\$356.01	\$336.21	\$310.18	\$253.18	\$344.99	\$213.03	\$255.88	\$204.11	\$250.56	\$247.10	\$207.15	N/A
66 Lbs	\$145.62	N/A	\$261.01	\$268.09	\$222.30	\$361.24	\$341.10	\$314.69	\$256.83	\$349.98	\$215.87	\$259.45	\$206.86	\$254.03	\$250.66	\$209.95	N/A
67 Lbs	N/A	N/A	\$264.58	\$271.84	\$225.29	\$366.46	\$345.99	\$319.20	\$260.49	N/A	N/A	N/A	N/A	N/A	N/A	\$212.75	N/A
68 Lbs	N/A	N/A	\$268.14	\$275.60	\$228.29	\$371.69	\$350.88	\$323.71	\$264.15	N/A	N/A	N/A	N/A	N/A	N/A	\$215.56	N/A
69 Lbs	N/A	N/A	\$271.70	\$279.35	\$231.28	\$376.91	\$355.78	\$328.23	\$267.81	N/A	N/A	N/A	N/A	N/A	N/A	\$218.36	N/A
70 Lbs	N/A	N/A	\$275.26	\$283.10	\$234.27	\$382.14	\$360.67	\$332.74	\$271.46	N/A	N/A	N/A	N/A	N/A	N/A	\$221.16	N/A

## Discounted USPS Express Mail International Rates

See USPS Express Mail International [country codes](#)

Additional insurance coverage available for \$0.50 per \$100

Includes free Delivery Confirmation

These parcels can be dropped at any USPS mailbox or facility or handed to any postal carrier

Transit time 3-5 business days

Max weight is 70 lbs. Some countries have lower weight restrictions. Maximum length plus girth can't be more than 108 inches. Specific rules and restrictions vary by country.

Discounted USPS Express Mail International with \$100 EquaSure Included																	
Weight	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10	Group 11	Group 12	Group 13	Group 14	Group 15	Group 16	Group 17
1 Lb	\$24.79	\$28.55	\$28.34	\$28.91	\$27.55	\$27.55	\$29.55	\$27.55	\$27.55	\$27.55	\$29.00	\$29.00	\$28.34	\$27.55	\$27.55	\$27.55	\$27.55
2 Lbs	\$29.90	\$31.05	\$31.74	\$31.93	\$31.97	\$31.28	\$33.81	\$33.35	\$32.43	\$32.66	\$32.66	\$33.19	\$31.97	\$31.74	\$32.43	\$31.97	\$31.97
3 Lbs	\$33.26	\$34.59	\$36.29	\$35.28	\$36.34	\$35.65	\$38.27	\$37.90	\$36.89	\$37.67	\$36.39	\$36.29	\$36.34	\$36.20	\$36.80	\$36.39	\$36.29
4 Lbs	\$36.62	\$38.13	\$40.85	\$39.28	\$40.71	\$40.02	\$42.73	\$42.46	\$41.35	\$42.69	\$40.80	\$40.85	\$40.71	\$40.66	\$41.17	\$40.80	\$40.62
5 Lbs	\$39.97	\$41.68	\$45.40	\$43.29	\$45.08	\$44.39	\$47.20	\$47.01	\$45.82	\$47.70	\$45.22	\$45.40	\$45.08	\$45.13	\$45.54	\$45.22	\$44.94
6 Lbs	\$43.33	\$45.22	\$49.96	\$47.29	\$49.45	\$48.76	\$51.66	\$51.57	\$50.28	\$53.08	\$49.63	\$49.96	\$49.45	\$49.59	\$49.91	\$49.63	\$49.27
7 Lbs	\$46.78	\$48.12	\$54.51	\$51.29	\$53.64	\$53.77	\$56.86	\$56.86	\$55.20	\$58.47	\$53.64	\$54.51	\$53.45	\$54.05	\$54.74	\$53.59	\$53.27
8 Lbs	\$50.23	\$51.01	\$59.06	\$55.29	\$57.82	\$58.79	\$62.05	\$62.15	\$60.12	\$63.85	\$57.64	\$59.06	\$57.45	\$58.51	\$59.57	\$57.55	\$57.27
9 Lbs	\$53.68	\$53.91	\$63.62	\$59.29	\$62.01	\$63.80	\$67.25	\$67.44	\$65.04	\$69.23	\$61.64	\$63.62	\$61.46	\$62.97	\$64.40	\$61.50	\$61.27
10 Lbs	\$57.13	\$56.81	\$68.17	\$63.30	\$66.19	\$68.82	\$72.45	\$72.73	\$69.97	\$74.61	\$65.64	\$68.17	\$65.46	\$67.44	\$69.23	\$65.46	\$65.27
11 Lbs	\$60.58	\$59.71	\$72.73	\$67.30	\$70.38	\$73.83	\$77.65	\$78.02	\$74.89	\$79.99	\$69.64	\$72.73	\$69.46	\$71.90	\$74.06	\$69.41	\$69.28
12 Lbs	\$63.85	\$62.15	\$77.56	\$71.21	\$74.57	\$78.94	\$82.85	\$83.31	\$79.72	\$85.38	\$73.65	\$77.37	\$73.46	\$76.73	\$78.80	\$73.37	\$73.28
13 Lbs	\$67.11	\$64.58	\$82.39	\$75.12	\$78.75	\$84.04	\$88.04	\$88.60	\$84.55	\$90.76	\$77.65	\$82.02	\$77.46	\$81.56	\$83.54	\$77.33	\$77.28
14 Lbs	\$70.38	\$67.02	\$87.22	\$79.03	\$82.94	\$89.15	\$93.24	\$93.89	\$89.38	\$96.14	\$81.65	\$86.66	\$81.47	\$86.39	\$88.27	\$81.28	\$81.28
15 Lbs	\$73.83	\$69.46	\$92.05	\$82.94	\$87.12	\$94.25	\$98.44	\$99.18	\$94.21	\$101.52	\$85.65	\$91.31	\$85.47	\$91.22	\$93.01	\$85.24	\$85.28
16 Lbs	\$77.85	\$71.90	\$96.88	\$86.85	\$91.31	\$99.36	\$103.64	\$104.47	\$99.04	\$106.90	\$89.65	\$95.96	\$89.47	\$96.05	\$97.75	\$89.19	\$89.29
17 Lbs	\$81.86	\$74.34	\$102.17	\$90.76	\$95.50	\$104.47	\$108.84	\$109.76	\$103.87	\$112.47	\$93.66	\$101.15	\$93.47	\$101.25	\$102.49	\$93.15	\$93.29
18 Lbs	\$85.88	\$76.77	\$107.46	\$94.67	\$99.68	\$109.57	\$114.03	\$115.05	\$108.70	\$118.04	\$97.66	\$106.35	\$97.47	\$106.44	\$107.23	\$97.11	\$97.29
19 Lbs	\$89.90	\$79.21	\$112.75	\$98.58	\$103.87	\$114.68	\$119.23	\$120.34	\$113.53	\$123.60	\$101.66	\$111.55	\$101.48	\$111.64	\$111.96	\$101.06	\$101.29
20 Lbs	\$93.90	\$81.65	\$118.04	\$102.49	\$108.05	\$119.78	\$124.43	\$125.63	\$118.36	\$129.17	\$105.66	\$116.75	\$105.48	\$116.84	\$116.70	\$105.02	\$105.29
21 Lbs	\$97.48	\$84.09	\$123.33	\$106.40	\$112.24	\$124.89	\$129.63	\$130.92	\$123.19	\$134.73	\$109.66	\$121.95	\$109.48	\$122.04	\$121.44	\$108.97	\$109.30
22 Lbs	\$101.09	\$86.53	\$128.62	\$110.31	\$116.43	\$130.00	\$134.83	\$136.21	\$128.02	\$140.30	\$113.67	\$127.14	\$113.48	\$127.24	\$126.18	\$112.93	\$113.30
23 Lbs	\$104.45	\$88.96	\$133.91	\$114.22	\$120.61	\$135.10	\$140.02	\$141.50	\$132.85	\$145.87	\$117.67	\$132.34	\$117.48	\$132.43	\$130.92	\$116.89	\$117.30
24 Lbs	\$107.82	\$91.40	\$139.20	\$118.13	\$124.80	\$140.21	\$145.22	\$146.79	\$137.68	\$151.43	\$121.67	\$137.54	\$121.49	\$137.63	\$135.65	\$120.84	\$121.30
25 Lbs	\$111.18	\$93.84	\$144.49	\$122.04	\$128.98	\$145.31	\$150.42	\$152.08	\$142.51	\$157.00	\$125.67	\$142.74	\$125.49	\$142.83	\$140.39	\$124.80	\$125.30
26 Lbs	\$114.54	\$96.28	\$149.78	\$125.95	\$133.17	\$150.42	\$155.62	\$157.37	\$147.34	\$162.56	\$129.67	\$147.94	\$129.49	\$148.03	\$145.13	\$128.75	\$129.31
27 Lbs	\$117.91	\$98.72	\$155.07	\$129.86	\$137.36	\$155.53	\$160.82	\$162.66	\$152.17	\$168.13	\$133.68	\$153.13	\$133.49	\$153.23	\$149.87	\$132.71	\$133.31
28 Lbs	\$121.27	\$101.15	\$160.36	\$133.77	\$141.54	\$160.63	\$166.01	\$167.95	\$157.00	\$173.70	\$137.68	\$158.33	\$137.49	\$158.42	\$154.61	\$136.67	\$137.31
29 Lbs	\$124.63	\$103.59	\$165.65	\$137.68	\$145.73	\$165.74	\$171.21	\$173.24	\$161.83	\$179.26	\$141.68	\$163.53	\$141.50	\$163.62	\$159.34	\$140.62	\$141.31
30 Lbs	\$128.00	\$106.03	\$170.94	\$141.59	\$149.91	\$170.84	\$176.41	\$178.53	\$166.66	\$184.83	\$145.68	\$168.73	\$145.50	\$168.82	\$164.08	\$144.58	\$145.31
31 Lbs	\$131.36	\$108.47	\$176.23	\$145.50	\$154.10	\$175.95	\$181.61	\$183.82	\$171.49	\$190.39	\$149.68	\$173.93	\$149.50	\$174.02	\$168.82	\$148.53	\$149.32
32 Lbs	\$134.73	\$110.91	\$181.52	\$149.41	\$158.29	\$181.06	\$186.81	\$189.11	\$176.32	\$195.96	\$153.69	\$179.12	\$153.50	\$179.22	\$173.56	\$152.49	\$153.32
33 Lbs	\$138.08	\$113.34	\$186.81	\$153.32	\$162.47	\$186.16	\$192.00	\$194.40	\$181.15	\$201.53	\$157.69	\$184.32	\$157.50	\$184.41	\$178.30	\$156.45	\$157.32
34 Lbs	\$141.45	\$115.78	\$192.10	\$157.23	\$166.66	\$191.27	\$197.20	\$199.69	\$185.98	\$207.09	\$161.69	\$189.52	\$161.51	\$189.61	\$183.03	\$160.40	\$161.32
35 Lbs	\$144.82	\$118.22	\$197.39	\$161.14	\$170.84	\$196.37	\$202.40	\$204.98	\$190.81	\$212.66	\$165.69	\$194.72	\$165.51	\$194.81	\$187.77	\$164.36	\$165.32

**Discounted USPS Express Mail International with \$100 EquaSurance Included**

Weight	Group 1	Group 2	Group 3	Group 4	Group 5	Group 6	Group 7	Group 8	Group 9	Group 10	Group 11	Group 12	Group 13	Group 14	Group 15	Group 16	Group 17
36 Lbs	\$148.18	\$120.66	\$202.68	\$165.05	\$175.03	\$201.48	\$207.60	\$210.27	\$195.64	\$218.22	\$169.69	\$199.92	\$169.51	\$200.01	\$192.51	\$168.31	\$169.33
37 Lbs	\$151.54	\$123.10	\$207.97	\$168.96	\$179.22	\$206.59	\$212.80	\$215.56	\$200.47	\$223.79	\$173.70	\$205.11	\$173.51	\$205.21	\$197.25	\$172.27	\$173.33
38 Lbs	\$154.90	\$125.53	\$213.26	\$172.87	\$183.40	\$211.69	\$217.99	\$220.85	\$205.30	\$229.36	\$177.70	\$210.31	\$177.51	\$210.40	\$201.99	\$176.23	\$177.33
39 Lbs	\$158.27	\$127.97	\$218.55	\$176.78	\$187.59	\$216.80	\$223.19	\$226.14	\$210.13	\$234.92	\$181.70	\$215.51	\$181.52	\$215.60	\$206.72	\$180.18	\$181.33
40 Lbs	\$161.64	\$130.41	\$223.84	\$180.69	\$191.77	\$221.90	\$228.39	\$231.43	\$214.96	\$240.49	\$185.70	\$220.71	\$185.52	\$220.80	\$211.46	\$184.14	\$185.33
41 Lbs	\$164.99	\$132.85	\$229.13	\$184.60	\$195.96	\$227.01	\$233.59	\$236.72	\$219.79	\$246.05	\$189.70	\$225.91	\$189.52	\$226.00	\$216.20	\$188.09	\$189.34
42 Lbs	\$168.36	\$135.29	\$234.42	\$188.51	\$200.15	\$232.02	\$238.79	\$242.01	\$224.62	\$251.62	\$193.71	\$231.10	\$193.52	\$231.20	\$220.94	\$192.05	\$193.34
43 Lbs	\$171.72	\$137.72	\$239.71	\$192.42	\$204.33	\$237.04	\$243.98	\$247.30	\$229.45	\$257.19	\$197.71	\$236.30	\$197.52	\$236.39	\$225.68	\$196.01	\$197.34
44 Lbs	\$175.09	\$140.16	\$245.00	\$196.33	\$208.52	\$242.05	\$249.18	\$252.59	\$234.28	\$262.75	\$201.71	\$241.50	\$201.53	\$241.59	\$230.41	\$199.96	\$201.34
45 Lbs	\$178.46	\$142.60	\$250.29	\$200.24	\$212.70	\$247.07	\$254.38	\$257.88	\$239.11	\$268.32	\$205.71	\$246.70	\$205.53	\$246.79	\$235.15	\$203.92	\$205.34
46 Lbs	\$181.81	N/A	\$255.58	\$204.15	\$216.89	\$252.08	\$259.58	\$263.17	\$243.94	\$273.88	\$209.71	\$251.90	\$209.53	\$251.99	\$239.89	\$207.87	\$209.35
47 Lbs	\$185.18	N/A	\$260.87	\$208.06	\$221.08	\$257.09	\$264.78	\$268.46	\$248.77	\$279.45	\$213.72	\$257.09	\$213.53	\$257.19	\$244.63	\$211.83	\$213.35
48 Lbs	\$188.54	N/A	\$266.16	\$211.97	\$225.26	\$262.11	\$269.97	\$273.75	\$253.60	\$285.02	\$217.72	\$262.29	\$217.53	\$262.38	\$249.37	\$215.79	\$217.35
49 Lbs	\$191.91	N/A	\$271.45	\$215.88	\$229.45	\$267.12	\$275.17	\$279.04	\$258.43	\$290.58	\$221.72	\$267.49	\$221.54	\$267.58	\$254.10	\$219.74	\$221.35
50 Lbs	\$195.27	N/A	\$276.74	\$219.79	\$233.63	\$272.14	\$280.37	\$284.33	\$263.26	\$296.15	\$225.72	\$272.69	\$225.54	\$272.78	\$258.84	\$223.70	\$225.35
51 Lbs	\$198.63	N/A	\$282.03	\$223.70	\$237.82	\$277.15	\$285.57	\$289.62	\$268.09	\$301.71	\$229.72	\$277.89	\$229.54	\$277.98	\$263.58	\$227.65	\$229.36
52 Lbs	\$202.00	N/A	\$287.32	\$227.61	\$242.01	\$282.16	\$290.77	\$294.91	\$272.92	\$307.28	\$233.73	\$283.08	\$233.54	\$283.18	\$268.32	\$231.61	\$233.36
53 Lbs	\$205.36	N/A	\$292.61	\$231.52	\$246.19	\$287.18	\$295.96	\$300.20	\$277.75	\$312.85	\$237.73	\$288.28	\$237.54	\$288.37	\$273.06	\$235.57	\$237.36
54 Lbs	\$208.72	N/A	\$297.90	\$235.43	\$250.38	\$292.19	\$301.16	\$305.49	\$282.58	\$318.41	\$241.73	\$293.48	\$241.55	\$293.57	\$277.79	\$239.52	\$241.36
55 Lbs	\$212.09	N/A	\$303.19	\$239.34	\$254.56	\$297.21	\$306.36	\$310.78	\$287.41	\$323.98	\$245.73	\$298.68	\$245.55	\$298.77	\$282.53	\$243.48	\$245.36
56 Lbs	\$215.45	N/A	\$308.48	\$243.25	\$258.75	\$302.22	\$311.56	\$316.07	\$292.24	\$329.54	\$249.73	\$303.88	\$249.55	\$303.97	\$287.27	\$247.43	\$249.37
57 Lbs	\$218.82	N/A	\$313.77	\$247.16	\$262.94	\$307.23	\$316.76	\$321.36	\$297.07	\$335.11	\$253.74	\$309.07	\$253.55	\$309.17	\$292.01	\$251.39	\$253.37
58 Lbs	\$222.17	N/A	\$319.06	\$251.07	\$267.12	\$312.25	\$321.95	\$326.65	\$301.90	\$340.68	\$257.74	\$314.27	\$257.55	\$314.36	\$296.75	\$255.35	\$257.37
59 Lbs	\$225.54	N/A	\$324.35	\$254.98	\$271.31	\$317.26	\$327.15	\$331.94	\$306.73	\$346.24	\$261.74	\$319.47	\$261.56	\$319.56	\$301.48	\$259.30	\$261.37
60 Lbs	\$228.91	N/A	\$329.64	\$258.89	\$275.49	\$322.28	\$332.35	\$337.23	\$311.56	\$351.81	\$265.74	\$324.67	\$265.56	\$324.76	\$306.22	\$263.26	\$265.37
61 Lbs	\$232.27	N/A	\$334.93	\$262.80	\$279.68	\$327.29	\$337.55	\$342.52	\$316.39	\$357.37	\$269.74	\$329.87	\$269.56	\$329.96	\$310.96	\$267.21	\$269.38
62 Lbs	\$235.63	N/A	\$340.22	\$266.71	\$283.87	\$332.30	\$342.75	\$347.81	\$321.22	\$362.94	\$273.75	\$335.06	\$273.56	\$335.16	\$315.70	\$271.17	\$273.38
63 Lbs	\$238.99	N/A	\$345.51	\$270.62	\$288.05	\$337.32	\$347.94	\$353.10	\$326.05	\$368.51	\$277.75	\$340.26	\$277.56	\$340.35	\$320.44	\$275.13	\$277.38
64 Lbs	\$242.36	N/A	\$350.80	\$274.53	\$292.24	\$342.33	\$353.14	\$358.39	\$330.88	\$374.07	\$281.75	\$345.46	\$281.57	\$345.55	\$325.17	\$279.08	\$281.38
65 Lbs	\$245.73	N/A	\$356.09	\$278.44	\$296.42	\$347.35	\$358.34	\$363.68	\$335.71	\$379.64	\$285.75	\$350.66	\$285.57	\$350.75	\$329.91	\$283.04	\$285.38
66 Lbs	\$249.08	N/A	\$361.38	\$282.35	\$300.61	\$352.36	\$363.54	\$368.97	\$340.54	\$385.20	\$289.75	\$355.86	\$289.57	\$355.95	\$334.65	\$286.99	\$289.39
67 Lbs	\$252.45	N/A	\$366.67	\$286.26	\$304.80	\$357.37	\$368.74	\$374.26	\$345.37	\$390.77	\$293.76	\$361.05	\$293.57	\$361.15	\$339.39	\$290.95	\$293.39
68 Lbs	N/A	N/A	\$371.96	\$290.17	\$308.98	\$362.39	\$373.93	\$379.55	\$350.20	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
69 Lbs	N/A	N/A	\$377.25	\$294.08	\$313.17	\$367.40	\$379.13	\$384.84	\$355.03	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
70 Lbs	N/A	N/A	\$382.54	\$297.99	\$317.35	\$372.42	\$384.33	\$390.13	\$359.86	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A



## USPS Country Codes for Priority Mail Int'l (PMI) and Express Mail Int'l (EMI)

Priority & Express Mail International Price Groups									
Country	Price Group	Country	Price Group	Country	Price Group	Country	Price Group	Country	Price Group
Afghanistan	6	Colombia	9	Hong Kong	3	Mongolia	6	Singapore	6
Albania	4	Comoros	7	Hungary	4	Montenegro	5	Slovakia	5
Algeria	8	Congo	7	Iceland	5	Montserrat	9	Slovenia	5
Andorra	5	Costa Rica	9	India	6	Morocco	8	Solomon Islands	6
Angola	7	Cote d'Ivoire	7	Indonesia	6	Mozambique	7	South Africa	7
Anguilla	9	Croatia	4	Iran	8	Namibia	7	Spain	5
Antigua and Barbuda	9	Cuba <sup>f</sup>	9	Iraq	8	Nauru	6	Sri Lanka	6
Argentina	9	Cyprus	4	Ireland	5	Nepal	6	Sudan	7
Armenia	4	Czech Republic	4	Israel	8	Netherlands	17	Suriname	9
Aruba	9	Denmark	5	Italy	5	Netherlands Antilles	9	Swaziland	7
Ascension <sup>g</sup>	7	Djibouti	7	Jamaica	9	New Caledonia	6	Sweden	5
Australia	10	Dominica	9	Japan	12	New Zealand	10	Switzerland	5
Austria	5	Dominican Republic	9	Jordan	8	Nicaragua	9	Syria	8
Azerbaijan	4	Ecuador	9	Kazakhstan	6	Niger	7	Taiwan	6
Bahamas	9	Egypt	8	Kenya	7	Nigeria	7	Tajikistan	6
Bahrain	8	El Salvador	9	Kiribati	6	Norway	5	Tanzania	7
Bangladesh	6	Equatorial Guinea	7	Korea (North)	6	Oman	8	Thailand	6
Barbados	9	Eritrea	7	Korea (South)	3	Pakistan	6	Togo	7
Belarus	4	Estonia	4	Kosovo	5	Panama	9	Tonga	6
Belgium	5	Ethiopia	8	Kuwait	8	Papua New Guinea	6	Trinidad and Tobago	9
Belize	9	Falkland Islands <sup>h</sup>	9	Kyrgyzstan	6	Paraguay	9	Tristan da Cunha	7
Benin	7	Faroe Islands	5	Laos	6	Peru	9	Tunisia	8
Bermuda	9	Fiji	6	Latvia	4	Philippines	6	Turkey	4
Bhutan	6	Finland	5	Lebanon	8	Pitcairn Island	6	Turkmenistan	6
Bolivia <sup>4</sup>	9	France	13	Lesotho	7	Poland	4	Turks and Caicos	9
Bosnia-Herzegovina	4	French Guiana	9	Liberia	7	Portugal	5	Tuvalu	6
Botswana	7	French Polynesia	6	Libya	8	Qatar	8	Uganda	7
Brazil	15	Gabon	7	Liechtenstein	5	Reunion	9	Ukraine	4
British Virgin Islands	9	Gambia	7	Lithuania	4	Romania	4	United Arab Em.	8
Brunei Darussalam	6	Georgia	4	Luxembourg	5	Russia	4	United Kingdom	11
Bulgaria	4	Germany	16	Macao	6	Rwanda	7	Uruguay	9
Burkina Faso	7	Ghana	7	Macedonia	4	St. Christopher and Nevis	9	Uzbekistan	6
Burma	6	Gibraltar	5	Madagascar	7	Saint Helena	7	Vanuatu	6
Burundi	7	Greece	5	Malawi	7	Saint Lucia	9	Vatican City	5
Cambodia	6	Greenland	5	Malaysia	6	St. Pierre and Miquelon	4	Venezuela	9
Cameroon	7	Grenada	9	Maldives	6	St. Vincent & the Grenadines	9	Vietnam	6
Canada	1	Guadeloupe	9	Mali	7	San Marino	5	Wallis and Futuna	6
Cape Verde	7	Guatemala	9	Malta	5	Sao Tome and Principe	7	Western Samoa	6
Cayman Islands	9	Guinea	7	Martinique	9	Saudi Arabia	8	Yemen	8
Central African Rep.	7	Guinea-Bissau	7	Mauritania	7	Senegal	7	Zambia	7
Chad	7	Guyana	9	Mauritius	7	Serbia	5	Zimbabwe	7
Chile	9	Haiti	9	Mexico	2	Seychelles	7		
China	14	Honduras	9	Moldova	4	Sierra Leone	7		



## **SECTION 4 – EQUASHIP INTERNATIONAL PRIORITY AIRMAIL**

### ***Service Launch Q1, 2012***

EquaShip International Priority Airmail (IPA) Service Description

EquaShip International Priority Airmail (IPA) Rates

Visual Comparison – EquaShip International Priority Airmail vs. Other Carriers

What Every Shipper Needs to Know About Customs Duties

Comparing EquaShip International Priority Airmail to USPS Priority Mail International

Comparing EquaShip International Priority Airmail (IPA) to UPS, FedEx and DHL

At-a-Glance Comparison Table

EquaShip International Priority Airmail vs. UPS Int’l Expedited Standard Rates

EquaShip International Priority Airmail vs. DHL Express Worldwide Standard Rates

## **EquaShip International Priority Airmail (IPA)**

International is the fastest-growing segment of e-commerce, but many online sellers avoid it either because they find the customs regulations and forms to be too hard to understand, or simply can't be competitive by passing along the incredibly high costs of UPS, FedEx and DHL shipping to their international customers.

### **EquaShip has taken the customs complexity and the high cost out of international lightweight parcel delivery!**

EquaShip's International Priority Airmail is a groundbreaking new service designed just for e-commerce sellers who seek the ultimate combination of low cost, ease of use, rapid delivery time and full insurance—to 168 countries.

### **The perfect combination of features for e-commerce**

Designed specifically for letters, flats and packages weighing up to 4 lbs., EquaShip IPA delivers your international packages door-to-door in only 6 to 10 business days, at [\*savings starting at 70%\*](#) compared to UPS, FedEx and DHL.

### **Just one low price with no accessorial fees**

If you've shipped valuable merchandise internationally then you already know that major carriers ding you with a long list of accessorial charges that can easily add up to more than the shipping fee. In sharp contrast, EquaShip IPA has no surcharges for fuel, additional handling, Customs clearance excess value, international out-of-delivery-area, oversize, Northern Canada, residential delivery, address correction, currency conversion, delivery reattempt, dimensional weight, Saturday delivery or any other international accessorials.

### **No customs paperwork for you to process**

If you export merchandise with dutiable value of over \$400 we'll take care of all the customs paperwork for you for only \$1. ***No more forms and pouches.*** Nothing could be easier!

### **Real insurance built-in**

Like all EquaShip parcel delivery services, IPA comes with \$100 of EquaSurance real insurance coverage built-in. The competition's international "declared value coverage" policies (not real insurance) have even more exclusions and limitations than their domestic policies. Some carriers' normal timeframes for processing international shipment claims are measured in months, not weeks. With EquaSurance—a real, regulated insurance product—you'll get streamlined claims filing and rapid payment processing. Remember, too, that only EquaSurance includes an *automatic* full refund of your shipping charges.

### **Integrated Global Track-and-Trace**

IPA parcels are carried to the USPS international facilities by the EquaShip ground network with our usual tracking scans, then handed over to the USPS for airlift to the foreign country. Once handed to the foreign postal operator by USPS they clear customs and enter that country's 1<sup>st</sup> Class Mail stream, clearly marked as US-originating mail. Mail sacks containing IPA parcels are increasingly being scanned upon arrival in their country by the foreign postal administration, especially in countries that tend to buy the most products from the US. This acceptance scan currently occurs about 85% of the time and continues to improve. Like all US Mail, IPA parcels fall under the strict protection of the US Postal Inspection Service all the way to delivery, a key security benefit unique to the US Mail. Foreign posts also have the best success at delivering to local addresses and PO Boxes. And, unlike the private carriers, return shipping is always included for free if the package is undeliverable or refused

**Unlock your overseas sales potential today with inexpensive and easy-to-use, fully-insured IPA from EquaShip!**

## EquaShip International Priority Airmail (IPA) Rates

All EquaShip parcels include \$100 of EquaSurance™ coverage

EquaShip International Priority Airmail				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Afghanistan	\$14.49	\$22.42	\$29.99	\$34.94
Albania	\$13.19	\$19.83	\$26.11	\$29.69
Algeria	\$14.49	\$22.42	\$29.99	\$34.94
Andorra	\$14.31	\$21.99	\$29.28	\$33.49
Angola	\$14.49	\$22.42	\$29.99	\$34.94
Anguilla	\$12.79	\$18.89	\$24.70	\$27.59
Antigua and Barbuda	\$12.79	\$18.89	\$24.70	\$27.59
Argentina	\$12.79	\$18.89	\$24.70	\$27.59
Armenia	\$14.49	\$22.42	\$29.99	\$34.94
Aruba	\$12.79	\$18.89	\$24.70	\$27.59
Ascension	\$13.19	\$19.83	\$26.11	\$29.69
Australia	\$15.22	\$23.68	\$31.46	\$36.99
Austria	\$14.31	\$21.99	\$29.28	\$33.49
Azerbaijan	\$14.49	\$22.42	\$29.99	\$34.94
Bahamas	\$12.79	\$18.89	\$24.70	\$27.59
Bahrain	\$14.49	\$22.42	\$29.99	\$34.94
Bangladesh	\$14.49	\$22.42	\$29.99	\$34.94
Barbados	\$12.79	\$18.89	\$24.70	\$27.59
Belarus	\$13.19	\$19.83	\$26.11	\$29.69
Belgium	\$14.31	\$21.99	\$29.28	\$33.49
Belize	\$12.79	\$18.89	\$24.70	\$27.59
Benin	\$14.49	\$22.42	\$29.99	\$34.94
Bermuda	\$12.79	\$18.89	\$24.70	\$27.59
Bhutan	\$14.49	\$22.42	\$29.99	\$34.94
Bolivia <sup>4</sup>	\$12.79	\$18.89	\$24.70	\$27.59
Bosnia-Herzegovina	\$13.19	\$19.83	\$26.11	\$29.69
Botswana	\$14.49	\$22.42	\$29.99	\$34.94
Brazil	\$12.79	\$18.89	\$24.70	\$27.59
British Virgin Islands	\$12.79	\$18.89	\$24.70	\$27.59
Brunei Darussalam	\$14.26	\$21.99	\$28.95	\$33.33
Bulgaria	\$13.19	\$19.83	\$26.11	\$29.69
Burkina Faso	\$14.49	\$22.42	\$29.99	\$34.94
Burma	\$14.49	\$22.42	\$29.99	\$34.94
Burundi	\$14.49	\$22.42	\$29.99	\$34.94
Cambodia	\$14.26	\$21.99	\$28.95	\$33.33
Cameroon	\$14.49	\$22.42	\$29.99	\$34.94
Canada	\$12.40	\$17.89	\$21.34	\$23.95
Cape Verde	\$14.49	\$22.42	\$29.99	\$34.94
Cayman Islands	\$12.79	\$18.89	\$24.70	\$27.59
Central African Republic	\$14.49	\$22.42	\$29.99	\$34.94
Chad	\$14.49	\$22.42	\$29.99	\$34.94

EquaShip International Priority Airmail				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Chile	\$12.79	\$18.89	\$24.70	\$27.59
China	\$14.26	\$21.99	\$28.95	\$33.33
Colombia	\$12.79	\$18.89	\$24.70	\$27.59
Comoros	\$14.49	\$22.42	\$29.99	\$34.94
Congo, Democratic Republic of the	\$14.49	\$22.42	\$29.99	\$34.94
Congo, Republic of the	\$14.49	\$22.42	\$29.99	\$34.94
Costa Rica	\$12.79	\$18.89	\$24.70	\$27.59
Cote d'Ivoire	\$14.49	\$22.42	\$29.99	\$34.94
Croatia	\$13.19	\$19.83	\$26.11	\$29.69
Cuba	\$12.79	\$18.89	\$24.70	\$27.59
Cyprus	\$14.49	\$22.42	\$29.99	\$34.94
Czech Republic	\$13.19	\$19.83	\$26.11	\$29.69
Denmark	\$14.31	\$21.99	\$29.28	\$33.49
Djibouti	\$14.49	\$22.42	\$29.99	\$34.94
Dominica	\$12.79	\$18.89	\$24.70	\$27.59
Dominican Republic	\$12.79	\$18.89	\$24.70	\$27.59
Ecuador	\$12.79	\$18.89	\$24.70	\$27.59
Egypt	\$14.49	\$22.42	\$29.99	\$34.94
El Salvador	\$12.79	\$18.89	\$24.70	\$27.59
Equatorial Guinea	\$14.49	\$22.42	\$29.99	\$34.94
Eritrea	\$14.49	\$22.42	\$29.99	\$34.94
Estonia	\$13.19	\$19.83	\$26.11	\$29.69
Ethiopia	\$14.49	\$22.42	\$29.99	\$34.94
Falkland Islands	\$12.79	\$18.89	\$24.70	\$27.59
Faroe Islands	\$13.19	\$19.83	\$26.11	\$29.69
Fiji	\$14.26	\$21.99	\$28.95	\$33.33
Finland	\$14.31	\$21.99	\$29.28	\$33.49
France	\$14.49	\$22.32	\$29.49	\$34.15
French Guiana	\$12.79	\$18.89	\$24.70	\$27.59
French Polynesia	\$14.26	\$21.99	\$28.95	\$33.33
Gabon	\$14.49	\$22.42	\$29.99	\$34.94
Gambia	\$14.49	\$22.42	\$29.99	\$34.94
Georgia, Republic of	\$14.49	\$22.42	\$29.99	\$34.94
Germany	\$14.86	\$22.59	\$30.13	\$34.70
Ghana	\$14.49	\$22.42	\$29.99	\$34.94
Gibraltar	\$14.31	\$21.99	\$29.28	\$33.49
Great Britain and N. Ireland	\$14.40	\$20.76	\$24.99	\$31.05
Greece	\$14.31	\$21.99	\$29.28	\$33.49
Greenland	\$14.31	\$21.99	\$29.28	\$33.49
Grenada	\$12.79	\$18.89	\$24.70	\$27.59
Guadeloupe	\$12.79	\$18.89	\$24.70	\$27.59

EquaShip International Priority Airmail				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Guatemala	\$12.79	\$18.89	\$24.70	\$27.59
Guinea	\$14.49	\$22.42	\$29.99	\$34.94
Guinea-Bissau	\$14.49	\$22.42	\$29.99	\$34.94
Guyana	\$12.79	\$18.89	\$24.70	\$27.59
Haiti	\$12.79	\$18.89	\$24.70	\$27.59
Honduras	\$12.79	\$18.89	\$24.70	\$27.59
Hong Kong	\$14.26	\$21.99	\$28.95	\$33.33
Hungary	\$13.19	\$19.83	\$26.11	\$29.69
Iceland	\$14.31	\$21.99	\$29.28	\$33.49
India	\$14.49	\$22.42	\$29.99	\$34.94
Indonesia	\$14.26	\$21.99	\$28.95	\$33.33
Iran	\$14.49	\$22.42	\$29.99	\$34.94
Iraq	\$14.49	\$22.42	\$29.99	\$34.94
Ireland	\$14.31	\$21.99	\$29.28	\$33.49
Israel	\$14.31	\$21.99	\$29.28	\$33.49
Italy	\$14.39	\$22.27	\$29.29	\$34.16
Jamaica	\$12.79	\$18.89	\$24.70	\$27.59
Japan	\$14.49	\$22.25	\$29.71	\$33.99
Jordan	\$14.49	\$22.42	\$29.99	\$34.94
Kazakhstan	\$14.49	\$22.42	\$29.99	\$34.94
Kenya	\$14.49	\$22.42	\$29.99	\$34.94
Kiribati	\$14.26	\$21.99	\$28.95	\$33.33
North Korea	\$14.26	\$21.99	\$28.95	\$33.33
South Korea	\$14.26	\$21.99	\$28.95	\$33.33
Kosovo, Republic of	\$13.19	\$19.83	\$26.11	\$29.69
Kuwait	\$14.49	\$22.42	\$29.99	\$34.94
Kyrgyzstan	\$13.19	\$19.83	\$26.11	\$29.69
Laos	\$14.26	\$21.99	\$28.95	\$33.33
Latvia	\$13.19	\$19.83	\$26.11	\$29.69
Lebanon	\$14.49	\$22.42	\$29.99	\$34.94
Lesotho	\$14.49	\$22.42	\$29.99	\$34.94
Liberia	\$14.49	\$22.42	\$29.99	\$34.94
Libya	\$14.49	\$22.42	\$29.99	\$34.94
Liechtenstein	\$14.31	\$21.99	\$29.28	\$33.49
Lithuania	\$13.19	\$19.83	\$26.11	\$29.69
Luxembourg	\$14.31	\$21.99	\$29.28	\$33.49
Macao	\$13.19	\$19.83	\$26.11	\$29.69
Macedonia, Republic of	\$13.19	\$19.83	\$26.11	\$29.69
Madagascar	\$14.49	\$22.42	\$29.99	\$34.94
Malawi	\$14.49	\$22.42	\$29.99	\$34.94
Malaysia	\$14.26	\$21.99	\$28.95	\$33.33
Maldives	\$14.49	\$22.42	\$29.99	\$34.94
Mali	\$14.49	\$22.42	\$29.99	\$34.94
Malta	\$14.49	\$22.42	\$29.99	\$34.94
Martinique	\$12.79	\$18.89	\$24.70	\$27.59
Mauritania	\$14.49	\$22.42	\$29.99	\$34.94
Mauritius	\$14.49	\$22.42	\$29.99	\$34.94
Mexico	\$11.93	\$17.76	\$22.87	\$25.49
Moldova	\$14.49	\$22.42	\$29.99	\$34.94
Mongolia	\$14.26	\$21.99	\$28.95	\$33.33

EquaShip International Priority Airmail				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Montenegro	\$12.79	\$18.89	\$24.70	\$27.59
Montserrat	\$12.79	\$18.89	\$24.70	\$27.59
Morocco	\$14.49	\$22.42	\$29.99	\$34.94
Mozambique	\$14.49	\$22.42	\$29.99	\$34.94
Namibia	\$14.49	\$22.42	\$29.99	\$34.94
Nauru	\$14.26	\$21.99	\$28.95	\$33.33
Nepal	\$14.26	\$21.99	\$28.95	\$33.33
Netherlands	\$14.39	\$22.22	\$29.19	\$34.01
Netherlands Antilles	\$12.79	\$18.89	\$24.70	\$27.59
New Caledonia	\$14.26	\$21.99	\$28.95	\$33.33
New Zealand	\$14.31	\$21.99	\$29.28	\$33.49
Nicaragua	\$12.79	\$18.89	\$24.70	\$27.59
Niger	\$14.49	\$22.42	\$29.99	\$34.94
Nigeria	\$14.49	\$22.42	\$29.99	\$34.94
Norway	\$14.31	\$21.99	\$29.28	\$33.49
Oman	\$14.49	\$22.42	\$29.99	\$34.94
Pakistan	\$14.49	\$22.42	\$29.99	\$34.94
Panama	\$12.79	\$18.89	\$24.70	\$27.59
Papua New Guinea	\$14.26	\$21.99	\$28.95	\$33.33
Paraguay	\$12.79	\$18.89	\$24.70	\$27.59
Peru	\$12.79	\$18.89	\$24.70	\$27.59
Philippines	\$14.26	\$21.99	\$28.95	\$33.33
Pitcairn Island	\$14.26	\$21.99	\$28.95	\$33.33
Poland	\$13.19	\$19.83	\$26.11	\$29.69
Portugal	\$14.31	\$21.99	\$29.28	\$33.49
Qatar	\$14.49	\$22.42	\$29.99	\$34.94
Reunion	\$14.49	\$22.42	\$29.99	\$34.94
Romania	\$13.19	\$19.83	\$26.11	\$29.69
Russia	\$13.19	\$19.83	\$26.11	\$29.69
Rwanda	\$14.49	\$22.42	\$29.99	\$34.94
Saint Christopher and Nevis	\$12.79	\$18.89	\$24.70	\$27.59
Saint Helena	\$14.49	\$22.42	\$29.99	\$34.94
Saint Lucia	\$12.79	\$18.89	\$24.70	\$27.59
Saint Pierre and Miquelon	\$12.79	\$18.89	\$24.70	\$27.59
Saint Vincent and the Grenadines	\$12.79	\$18.89	\$24.70	\$27.59
San Marino	\$14.31	\$21.99	\$29.28	\$33.49
Sao Tome and Principe	\$13.19	\$19.83	\$26.11	\$29.69
Saudi Arabia	\$14.49	\$22.42	\$29.99	\$34.94
Senegal	\$14.49	\$22.42	\$29.99	\$34.94
Serbia, Republic of	\$13.19	\$19.83	\$26.11	\$29.69
Seychelles	\$14.49	\$22.42	\$29.99	\$34.94
Sierra Leone	\$14.49	\$22.42	\$29.99	\$34.94
Singapore	\$14.26	\$21.99	\$28.95	\$33.33
Slovak Republic (Slovakia)	\$13.19	\$19.83	\$26.11	\$29.69
Slovenia	\$13.19	\$19.83	\$26.11	\$29.69
Solomon Islands	\$14.26	\$21.99	\$28.95	\$33.33
Somalia	N/A	N/A	N/A	N/A
South Africa	\$14.49	\$22.42	\$29.99	\$34.94
Spain	\$14.31	\$21.99	\$29.28	\$33.49
Sri Lanka	\$14.49	\$22.42	\$29.99	\$34.94

<b>Sudan</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Suriname</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Swaziland</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Sweden</b>	\$14.31	\$21.99	\$29.28	\$33.49
<b>Switzerland</b>	\$14.56	\$22.48	\$29.61	\$34.58
<b>Syria</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Taiwan</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Tajikistan</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Tanzania</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Thailand</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Togo</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Tonga</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Trinidad and Tobago</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Tristan da Cunha</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Tunisia</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Turkey</b>	\$13.19	\$19.83	\$26.11	\$29.69
<b>Turkmenistan</b>	\$13.19	\$19.83	\$26.11	\$29.69
<b>Turks and Caicos Islands</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Tuvalu</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Uganda</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Ukraine</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>United Arab Emirates</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Uruguay</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Uzbekistan</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Vanuatu</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Vatican City</b>	\$14.31	\$21.99	\$29.28	\$33.49
<b>Venezuela</b>	\$12.79	\$18.89	\$24.70	\$27.59
<b>Vietnam</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Wallis and Futuna Islands</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Western Samoa</b>	\$14.26	\$21.99	\$28.95	\$33.33
<b>Yemen</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Zambia</b>	\$14.49	\$22.42	\$29.99	\$34.94
<b>Zimbabwe</b>	\$14.49	\$22.42	\$29.99	\$34.94

EquaShip prices current as of January 2, 2012. All prices are subject to change without notice.

Maximum weight is 4 lbs. Maximum length, height and depth combined is 36".

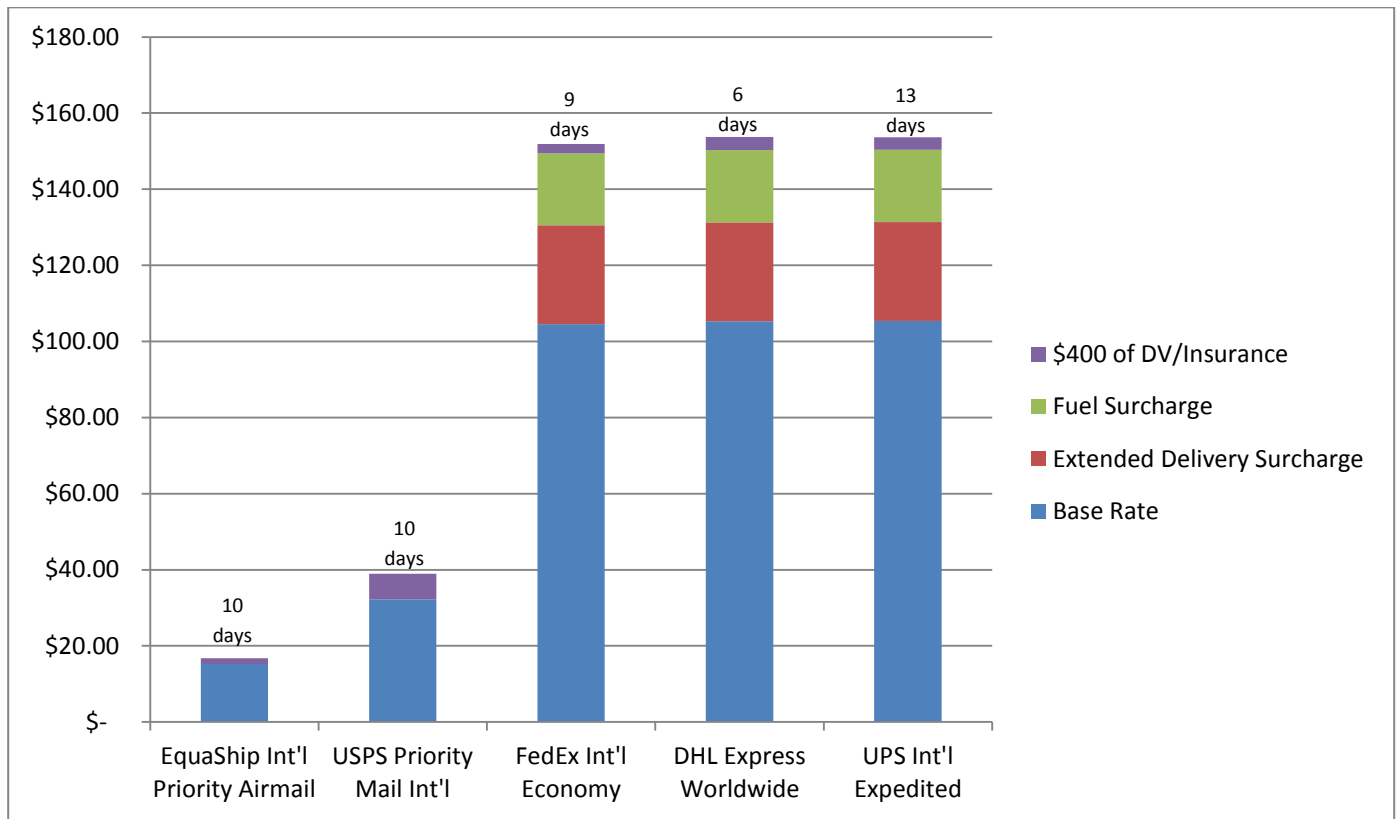
For specific country conditions for mailing, please see the individual country listings in the USPS International Mail Manual

For shipment of goods valued at over \$400 a customs documentation prep fee of \$1.00 will be applied.

EquaShip IPA includes free return of undeliverable parcels via First Class Mail

## Visual Comparison – EquaShip International Priority Airmail vs. Other Carriers

In this example a 1 lb. package that is 6.6” per side (cube) is shipped from anywhere in the USA to Alice Springs, Australia. EquaShip International Priority Airmail and USPS Priority Mail International do not assess fuel surcharges, dimensional weight charges or extended area delivery surcharges. The three major private carriers apply a 3 lb. dimensional weight charge to this same package.



## What Every Shipper Needs to Know About Customs Duties

EquaShip's International Priority Airmail (IPA) service, like all USPS-based international delivery services and most private carrier delivery services is *Delivered Duty Unpaid*. This means that the postal carrier collects duties when delivering the package to the recipient. Some countries require payment collection at the time of delivery, while others will leave the package and a remittance request that the recipient can pay later.

E-commerce sellers generally prefer *Delivered Duty Unpaid* because calculating all applicable duties and taxes for each country and category of goods can be enormously complex. In addition to numerous forms that may be required, a 10-digit harmonization code<sup>12</sup> is required for each good sold (for example, there are 62 separate codes for "shirt"). It also costs more for the shipper to pay duties in advance, which customers are savvy enough to know that it will cost them more to receive good with duties prepaid by the exporter. The bottom line is that overseas customers are used to paying duties when receiving their parcels from the US.

The comparison tables on the following pages are for *Delivered Duty Unpaid* services only, and do not include any of the normal accessorials. See "[At-a-Glance](#)" table in this section for an idea of accessorial charges you may incur with the major private carriers. Since including all countries in this Handbook would be impractical we list only the 17 countries that purchase the greatest amount of goods from the US.

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<sup>12</sup> <http://www.census.gov/foreign-trade/aes/documentlibrary/expaescsv.txt>



## Comparing EquaShip International Priority Airmail to USPS Priority Mail International

USPS Priority Mail International (PMI) is one of the most popular means of shipping merchandise overseas today because, like EquaShip IPA, it strikes a great balance between cost, delivery time and ease of use. *PMI and EquaShip IPA have roughly equivalent door-to-door delivery times of 6 to 10 business days.*

If you need more detailed tracking after your parcels are handed over to the foreign postal operator, then USPS PMI is the best way to go—and only EquaShip gives you the [deepest discounts available](#) anywhere on PMI and even faster Express Mail International (EMI) services, with \$100 of EquaSurance real insurance coverage bundled in. When you buy your postage for PMI and EMI from EquaShip, you can drop these packages off at any USPS facility, hand to your postal carrier or request free USPS pickup for them just like you do today. PMI and EMI are available for weights up to 70 lbs., and free packaging may be available.

However, for your packages that weigh 4 lbs. or less, EquaShip's IPA service will get your parcels there just as fast for a lot less money. **Our prices on a 1 lb. package to anywhere in the world are 15% to 60% lower than USPS PMI.**

*All our Priority Mail comparisons are based on USPS Commercial Base Rates, which are the prices you get when using software to print your shipping labels (e.g. USPS Click-n-Ship, Endicia.com, Stamps.com).*

### Comparison Notes

All EquaShip deliveries **include** \$100 of EquaSurance™ coverage and delivery confirmation

USPS Priority Mail does **NOT** include insurance

EquaShip IPA transit times are 6-10 business days, equivalent to Priority Mail International (PMI)

\$ SAVINGS Over USPS Priority Mail International				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	\$9.69	\$6.62	\$5.59	\$5.41
Mexico	\$15.20	\$12.45	\$10.71	\$11.47
Great Britain	\$21.85	\$18.29	\$17.48	\$15.07
Germany	\$15.14	\$9.95	\$6.45	\$5.91
France	\$15.51	\$11.05	\$7.66	\$7.32
Switzerland	\$18.69	\$14.43	\$10.96	\$9.64
Italy	\$18.86	\$14.64	\$11.28	\$10.06
Netherlands	\$15.61	\$10.41	\$7.58	\$6.89
Australia	\$17.03	\$12.52	\$8.68	\$7.09
Japan	\$18.29	\$14.47	\$10.95	\$10.61
Spain	\$18.94	\$14.92	\$11.29	\$10.73
India	\$18.05	\$13.59	\$9.48	\$8.00
Brazil	\$18.46	\$15.77	\$13.36	\$13.88
China	\$18.52	\$14.82	\$11.90	\$11.56
Singapore	\$18.28	\$14.02	\$10.52	\$9.61
Taiwan	\$18.28	\$14.02	\$10.52	\$9.61
South Korea	\$18.75	\$15.16	\$12.33	\$12.08

% SAVINGS Over USPS Priority Mail International				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	44%	27%	21%	18%
Mexico	56%	41%	32%	31%
Great Britain	60%	47%	41%	33%
Germany	50%	31%	18%	15%
France	52%	33%	21%	18%
Switzerland	56%	39%	27%	22%
Italy	57%	40%	28%	23%
Netherlands	52%	32%	21%	17%
Australia	53%	35%	22%	16%
Japan	56%	39%	27%	24%
Spain	57%	40%	28%	24%
India	55%	38%	24%	19%
Brazil	59%	45%	35%	33%
China	56%	40%	29%	26%
Singapore	56%	39%	27%	22%
Taiwan	56%	39%	27%	22%
South Korea	57%	41%	30%	27%

Based on USPS rates in effect January 22, 2012

## Comparing EquaShip International Priority Airmail (IPA) to UPS, FedEx and DHL

The three major international private carriers all offer varying degrees of “express” delivery overseas, but at prices that are generally beyond reach for today’s e-commerce sellers. EquaShip’s rates are 70% to 87% lower than UPS International Expedited, FedEx International Economy and DHL Express Worldwide. Even a lightweight package can generate a total shipping bill several times greater than its apparent basic shipping charge.


The major private carriers may add fees or surcharges for fuel, additional handling, customs clearance excess value, international out-of-delivery-area, oversize, Northern Canada, residential delivery, address correction, currency conversion, delivery reattempt, Saturday delivery and more. Some of these charges increase with the declared value of the goods being shipped.

Just as in the US, the private carriers cannot reach every address in a country as easily as the national postal operators can, and may not be able to reach PO Boxes and military addresses at all. EquaShip’s IPA service is delivered through partnerships between the US Postal Service and 168 foreign postal operators, for which Universal Postal Union (UPU) treaties have existed for over 140 years. This makes all issues surrounding customs much easier to deal with.

So what *do* you get with the much costlier UPS, FedEx and DHL international services that you don’t get with EquaShip IPA? Sometimes faster delivery. This varies by carrier service level, customs complexity and destination address. The consistent difference is that most all of their services provide end-to-end track-and-trace all the way to the final delivery. For e-commerce sellers in a competitive marketplace the question is whether the need for more detailed track-and-trace is worth the price.

UPS, FedEx and DHL all charge based on *Dimensional Weight*, not based on pounds. A 1 lb. international package that is 6.6” on each side, for example, is priced at the 3 lb. rate.

EquaShip does not employ dimensional weight on any of its services.

Int'l At-a-Glance Comparison of UPS/FedEx/DHL	FedEx Int'l Economy	UPS Int'l Expedited	DHL Express Worldwide	 big shipper discounts for the rest of us
<b>Pricing &amp; Transit Time</b>				
<b>Prices</b>	High Water Mark	High Water Mark	High Water Mark	70% to 87% less than UPS Int'l Expedited, FedEx Int'l Economy and DHL Exp WW.
<b>Pricing Tiers</b>	Based on Volume	Based on Volume	Based on Volume	One price for all
<b>Transit Time</b>	2-5 days	2-5 days	Next Day	6-10 days
<b>Accessorial Charges</b>				
Subject to Dimensional Weight	Yes	Yes	Yes	No
Additional Handling	\$8.50	\$8.50	NA	\$0.00
Address Correction Fee	\$11.00	\$11.00	\$11.00	\$0.00
Fuel Surcharge	14%	14%	14%	\$0.00
Residential Surcharge	\$3.00 to Canada	\$3.00 to Canada	\$3.00	\$0.00
Extended Area Surcharge/Out of Delivery-Area Surcharge	The Greater of \$26 or \$0.26/Lb.	The Greater of \$26 or \$0.26/Lb.	The Greater of \$26 or \$0.26/Lb.	\$0.00
Return of Undeliverable Packages	Charged cost of return shipping	Charged cost of return shipping	Charged cost of return shipping	Free Return
<b>Liability Coverage</b>	<b>Declared Value Coverage<sup>13</sup></b> (NOT real insurance)			<b>EquaSure™</b> (Real, regulated insurance)
First \$100 Coverage	Included	Included	Not Included	Included
Additional Coverage Per \$100	\$0.80	\$0.80	\$0.85	\$0.50
Minimum Amount to Buy	No Minimum	\$2.40	\$2.90	No Minimum
Coverage Cost: \$200	\$0.75	Not Offered	Not Offered	\$0.50
Coverage Cost: \$300	\$1.60	\$2.40	2.90	\$1.00
Claims Process	Time Consuming	Time Consuming	Time Consuming	Streamlined and rapid
Separate int'l limitations? <sup>14</sup>	✓	✓	✓	One policy
<b>Discount Contracts</b>				
Penalties for Volume Shortfalls	✓	✓	✓	One price for all
Prohibits 3 <sup>rd</sup> Party Negotiators	✓	✓	✓	One price for all
<b>Business Practices</b>				
Higher Prices to Small Shippers	✓	✓	✓	One price for all
Refund of Overpayment	Generally must be noticed and requested	Generally must be noticed and requested	Generally must be noticed and requested	Automatic
Price Tables & Terms	Complex & Confusing	Complex & Confusing	Complex & Confusing	Clear and transparent
<b>Convenience</b>				
Integrated Track & Trace	✓	✓	✓	✓ <sup>15</sup>
Easy Web Interface	✓	✓	✓	✓
Pickup Service	✓	✓	✓	✓ <sup>16</sup>

<sup>13</sup> See this [insightful article](#) on everything a parcel shipper should know about how UPS, FedEx and USPS declared value policies actually work.

<sup>14</sup> UPS, FedEx, DHL and USPS all have extensive lists of excluded and restricted items which require many pages to fully spell out. UPS, FedEx, DHL and USPS offer only "[Declared Value Coverage](#)". Many shippers mistakenly believe that if they buy DV coverage their items will be insured. They find out when filing a claim that this is not the case.

<sup>15</sup> See notes on EquaShip's [integrated global track-and-trace](#)

<sup>16</sup> EquaShip is constantly adding ZIP codes to our drop-off and pickup service areas – please call us or check the website for pickup options in your area.

## EquaShip International Priority Airmail vs. UPS Int'l Expedited Standard Rates

### Comparison Notes

Includes UPS Fuel Surcharge of 12.5% and \$3.00 Residential Delivery Charge to Canada

Canadian rate compared to lowest cost UPS Expedited Canadian Zone (Zone 71)

EquaShip IPA transit times: 6-10 days

UPS International Expedited transit times: 2-5 days

Does NOT include Extended Area Surcharge, Dim Weight or any other common UPS accessorial fees

All EquaShip deliveries include \$100 EquaSurance coverage

\$ SAVINGS Over UPS International Expedited				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	\$56.96	\$57.37	\$60.96	\$64.48
Mexico	\$56.53	\$59.36	\$67.47	\$68.50
Great Britain	\$64.07	\$73.35	\$84.59	\$92.98
Germany	\$63.61	\$71.52	\$79.45	\$89.34
France	\$63.98	\$71.79	\$80.09	\$89.88
Switzerland	\$76.96	\$83.16	\$91.44	\$102.05
Italy	\$64.08	\$71.84	\$80.28	\$89.87
Netherlands	\$64.08	\$71.89	\$80.38	\$90.02
Australia	\$71.52	\$81.40	\$87.06	\$95.76
Japan	\$59.09	\$64.83	\$73.90	\$84.47
Spain	\$77.21	\$83.65	\$91.77	\$103.14
India	\$72.25	\$82.66	\$88.53	\$97.81
Brazil	\$86.72	\$108.52	\$129.59	\$152.86
China	\$73.72	\$79.54	\$86.14	\$92.22
Singapore	\$59.32	\$65.09	\$74.66	\$85.13
Taiwan	\$59.32	\$65.09	\$74.66	\$85.13
South Korea	\$72.48	\$83.09	\$89.57	\$99.42

% SAVINGS Over UPS International Expedited				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	82%	76%	74%	73%
Mexico	83%	77%	75%	73%
Great Britain	82%	78%	77%	75%
Germany	81%	76%	73%	72%
France	82%	76%	73%	72%
Switzerland	84%	79%	76%	75%
Italy	82%	76%	73%	72%
Netherlands	82%	76%	73%	73%
Australia	82%	77%	73%	72%
Japan	80%	74%	71%	71%
Spain	84%	79%	76%	75%
India	83%	79%	75%	74%
Brazil	87%	85%	84%	85%
China	84%	78%	75%	73%
Singapore	81%	75%	72%	72%
Taiwan	81%	75%	72%	72%
South Korea	84%	79%	76%	75%

Based on UPS rates in effect January 2, 2012

# EquaShip International Priority Airmail vs. FedEx Int'l Economy Standard Rates

## Comparison Notes

Includes FedEx Fuel Surcharge 12.5% and \$3.00 Residential Delivery Charge to Canada

Canadian rate compared to cheapest FedEx International Economy Canadian zone (zone A)

EquaShip IPA transit times: 6-10 days

FedEx International Economy transit times: 2-5 days

Does NOT include Extended Area Surcharge, Dim Weight or any other common FedEx accessorials fees

All EquaShip deliveries include \$100 EquaSurance coverage

\$ SAVINGS Over FedEx International Economy				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	\$55.62	\$55.31	\$58.43	\$61.35
Mexico	\$57.53	\$59.94	\$67.06	\$65.68
Great Britain	\$62.27	\$72.25	\$82.92	\$91.05
Germany	\$77.30	\$94.97	\$113.17	\$134.36
France	\$62.18	\$70.70	\$78.42	\$87.95
Switzerland	\$74.39	\$80.15	\$87.98	\$98.01
Italy	\$77.77	\$95.29	\$114.01	\$134.89
Netherlands	\$62.28	\$70.80	\$78.72	\$88.08
Australia	\$70.42	\$81.33	\$86.98	\$94.68
Japan	\$60.57	\$68.41	\$74.89	\$84.97
Spain	\$74.64	\$80.64	\$88.30	\$99.10
India	\$72.82	\$79.17	\$85.45	\$93.21
Brazil	\$86.15	\$107.86	\$129.53	\$153.18
China	\$73.70	\$79.52	\$84.81	\$92.94
Singapore	\$56.38	\$63.33	\$70.32	\$79.58
Taiwan	\$56.38	\$63.33	\$70.32	\$79.58
South Korea	\$60.80	\$68.67	\$75.65	\$85.63

% SAVINGS Over FedEx International Economy				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	82%	76%	73%	72%
Mexico	83%	77%	75%	72%
Great Britain	81%	78%	77%	75%
Germany	84%	81%	79%	79%
France	81%	76%	73%	72%
Switzerland	84%	78%	75%	74%
Italy	84%	81%	80%	80%
Netherlands	81%	76%	73%	72%
Australia	82%	77%	73%	72%
Japan	81%	75%	72%	71%
Spain	84%	79%	75%	75%
India	83%	78%	74%	73%
Brazil	87%	85%	84%	85%
China	84%	78%	75%	74%
Singapore	80%	74%	71%	70%
Taiwan	80%	74%	71%	70%
South Korea	81%	76%	72%	72%

Based on FedEx rates in effect January 2, 2012

## EquaShip International Priority Airmail vs. DHL Express Worldwide Standard Rates

### Comparison Notes

Includes DHL Fuel Surcharge 12.5% and Non-Standard Delivery (Residential Delivery) Charge of \$3.00

Does NOT include any other DHL accessorial fees or declared value coverage

EquaShip IPA transit times: 6-10 days

DHL Worldwide Express transit times: Next possible business day

All EquaShip deliveries include \$100 EquaSurance coverage

\$ SAVINGS Over FedEx International Economy				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	\$55.62	\$55.31	\$58.43	\$61.35
Mexico	\$57.53	\$59.94	\$67.06	\$65.68
Great Britain	\$62.27	\$72.25	\$82.92	\$91.05
Germany	\$77.30	\$94.97	\$113.17	\$134.36
France	\$62.18	\$70.70	\$78.42	\$87.95
Switzerland	\$74.39	\$80.15	\$87.98	\$98.01
Italy	\$77.77	\$95.29	\$114.01	\$134.89
Netherlands	\$62.28	\$70.80	\$78.72	\$88.08
Australia	\$70.42	\$81.33	\$86.98	\$94.68
Japan	\$60.57	\$68.41	\$74.89	\$84.97
Spain	\$74.64	\$80.64	\$88.30	\$99.10
India	\$72.82	\$79.17	\$85.45	\$93.21
Brazil	\$86.15	\$107.86	\$129.53	\$153.18
China	\$73.70	\$79.52	\$84.81	\$92.94
Singapore	\$56.38	\$63.33	\$70.32	\$79.58
Taiwan	\$56.38	\$63.33	\$70.32	\$79.58
South Korea	\$60.80	\$68.67	\$75.65	\$85.63

% SAVINGS Over FedEx International Economy				
Country	1 Lb	2 Lbs	3 Lbs	4 Lbs
Canada	82%	76%	73%	72%
Mexico	83%	77%	75%	72%
Great Britain	81%	78%	77%	75%
Germany	84%	81%	79%	79%
France	81%	76%	73%	72%
Switzerland	84%	78%	75%	74%
Italy	84%	81%	80%	80%
Netherlands	81%	76%	73%	72%
Australia	82%	77%	73%	72%
Japan	81%	75%	72%	71%
Spain	84%	79%	75%	75%
India	83%	78%	74%	73%
Brazil	87%	85%	84%	85%
China	84%	78%	75%	74%
Singapore	80%	74%	71%	70%
Taiwan	80%	74%	71%	70%
South Korea	81%	76%	72%	72%

Based on DHL rates in effect January 2, 2012

## **SECTION 5 – MISCELLANEOUS**

## Don't Just Offer Free Shipping to Your Customers—Get Free Shipping Yourself!

Shipping parcels with EquaShip can increase your profitability significantly. Wouldn't it be great if you could get your shipping costs down to what Amazon pays—or even less—so you can make FREE SHIPPING offers without killing your profits? What if you could even get your shipping costs down to absolutely nothing? Here's how:

- Step 1: Switch to EquaShip immediately to start saving at least 40% to 79% compared to UPS Ground Residential and FedEx Home Delivery retail rates.
- Step 2: Give your EquaShip referral code to every small to medium-sized business shipper you know. Not only will they be grateful to you for helping them boost *their* profits, but every time they ship a parcel for the next two years you'll get a \$0.07 credit in *your* account as a token of our appreciation!

You'll see the credits add up at the bottom of your monthly account summary. Refer enough friends and you could even see your own shipping costs go to ZERO. For example, if you refer 30 of your friends and business associates who each ship an average of 15 packages a day, you'll earn over \$8,000 a year in credits to your EquaShip account. What other carrier has ever shown you that kind of love? Level the playing field with EquaShip!