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Assessing the Assessorial Charges

Remember when you could sit down with the shipper's rep, negotiate a price and you'd both go back to business? Now shipping has become uncertain. You can't tell from month to month what you're paying and trying to get to the bottom of all those charges takes precious time and resources. Let's take a look at a few common surcharges our competition is charging these days:

Fuel Surcharges: This one started out small, but has ballooned over the last year. As of this writing, fuel surcharges amount to 7.5 percent for air shipments and 4 percent for ground shipments.

Extended Area Surcharge: Live in a rural area or even a small metropolitan area? Then it's likely your ZIP Code is one of the 23,000 that are classified as rural; therefore, subject to a surcharge of up to \$2.40.

Residential Surcharge: Like a hidden property tax, simply sending a package to a residential area can cost an additional \$2.40.

Address Correction: Forget to put a directional on that package for S. Main Street? Don't know your new customer's apartment number? It's going to cost you: Our competition assesses a whopping \$10 for Air and \$6 for Ground packages.

Weekly Service Charge: Not spending enough? It's going to cost you if you're shipping with the competition. No discounts, just a charge for the privilege of "choosing" them.

But wait-there's more: There are now 39 potential surcharges that could show up on next month's shipping bill. Why have that uncomfortable conversation with the CFO simply because it was easier to ship with one company? Divert some of those shipments with the US Postal Service and you'll finally be able to predict your shipping budget and you'll get an extra shipping day each week increasing your coverage by 20 percent.

In addition, you'll enjoy enhanced security through the Postal Inspection Service. Talk to your USPS Account Manager for a FREE proof-of-concept presentation. We'll take your actual shipping data and determine how surcharges are taking a bite out of your budget. Once you've seen the numbers you'll want to set up a test shipment to prove the USPS can perform for your company.

source:

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