



International Incentive Letter-post™

You may have noticed the pricing for International Incentive Letter-post™, but do you know what this service is? This service is the international equivalent of Incentive Lettermail™, Addressed Admail™, and Publications Mail™. You will be required to sign an International Incentive Letter-post™ agreement with Canada Post and follow the preparation instructions, however the price is very attractive compared to International Letter-post™ (i.e. regular First Class) rates. The following is a comparison of rates for the Premium service.

US Mail Premium

Weight	International Letter-post	International Incentive Letter-post
20g	\$1.10	\$0.70
40g	\$1.34	\$0.83
75g	\$2.20	\$1.66
150g	\$3.80	\$2.44
450g	\$7.60	\$5.53
750g	N/A	\$10.22

International Mail Premium

Weight	International Letter-post	International Incentive Letter-post
20g	\$1.85	\$1.04
40g	\$2.68	\$1.21
75g	\$4.36	\$2.78
150g	\$7.60	\$3.57
450g	\$15.20	\$6.72
750g	N/A	\$18.66

US Mail Standard

Weight	International Letter-post	International Incentive Letter-post
20g	\$1.10	\$0.67
40g	\$1.34	\$0.78
75g	\$2.20	\$1.30
150g	\$3.80	\$1.73
450g	\$7.60	\$3.42
750g	N/A	\$6.76

International Mail Standard

Weight	International Letter-post	International Incentive Letter-post
20g	\$1.85	\$0.97
40g	\$2.68	\$1.11
75g	\$4.36	\$2.07
150g	\$7.60	\$2.71
450g	\$15.20	\$5.26
750g	N/A	\$10.08

So how do you get these great rates to the US and internationally? The minimum volume is 100 identical pieces per mailing and the acceptable items are very similar to Incentive Lettermail™, Addressed Admail™ and Publications Mail™. It cannot be used to ship small packets, goods or CDs/DVDs. Acceptable items are as follows:

Premium: Letters, cards, postcards, self-mailers, receipts, invoices, statements

Standard: Magazines, newsletters, newspapers, advertising and promotional letters, brochures, postcards and self-mailers

Premium Incentive uses air mail and will return undeliverable items back to the Canadian return address. Standard Incentive uses “non-priority transportation” and undeliverable items will be recycled or disposed of, similar to Addressed Admail™. Delivery standards are as follows:

US Premium	4 to 6 business days
US Standard	5 to 7 business days
International Premium	4 to 7 business days
International Standard	4 to 6 weeks

In many locations, Canada Post will arrange pick-up of your International Incentive Letter-post™ items so you don't even have to take them to a depot. You must still complete an ESOM using the online or desktop versions of the Electronic Shipping tools. For more information on qualification and preparation, please review Canada Post's Customer Guide at these links:

<http://www.canadapost.ca/tools/pg/customerguides/CGiletpost-e.asp> or

<http://www.canadapost.ca/tools/pg/customerguides/CGiletpost-e.pdf>

IMPORTANT: 2D BARCODED LABELS!

Canada Post has advised that they are postponing the January 14, 2013 go-live date for mandatory use of SERP-generated 2D barcoded container and shipping unit labels for Presort Mail. They advise mailers to continue using existing labels until further notice and apologize for any confusion this may cause.

Canada Post Rate Changes

It is the time of year for postage increases. For the most part, the rate changes are the predictable one or two cent increases we have seen over the past years. However, there are two areas to note:

1. Good news for Unaddressed Admail™ – no change in rates for 2013! Keep in mind there are seasonality discounts of 10% for specific months as well as the surcharge for Premium routes.

2. A very big hike in rates for Incentive Lettermail™ Machineable and Presorted over 2012. The increase is 10 cents per piece or more than 14%. NAMMU questioned and protested this rate hike when it was published in July but Canada Post maintains it needs the significant increase to offset the higher processing costs for this weight class of mail. This is the year to encourage all incentive lettermailers to drop the weight to drop the rate.

The following rate changes will take effect for mailings inducted on or after **January 14, 2013**:

Addressed Admail™	2013	2012
Machineable Mail		
0-30 g	\$0.42	\$0.41
30-50 g	\$0.44	\$0.43
LCP		
0-50g (DMD)	\$0.41	\$0.40
50-100g (DMD)	\$0.41 + \$0.0024/g >50 g	\$0.40 + \$0.0023/g >50 g
Machineable Presort		
0-50g (DMD)	\$0.39	\$0.38

Lettermail™	2013	2012
First Class		
0-30g	\$0.63	\$0.61
30-50g	\$1.10	\$1.05
50-100g	\$1.34	\$1.29
Machineable		
0-30g	\$0.61	\$0.59
30-50g	\$0.80	\$0.70
50-100g (O/S)	\$1.31	\$1.26
LCP		
0-30 g	\$0.60	\$0.58
30-50 g	\$0.79	\$0.69
50-100 g (O/S)	\$1.28	\$1.23

Please see
next page for
Holiday
Office hours.

Unaddressed (Non-Contract)	2013	2012
Basic <50 g	\$0.159	\$0.159
Basic Transportation Charge	\$0.008	\$0.008
Premium <50 g	\$0.172	\$0.172
Premium Transportation Charge	\$0.008	\$0.008

Publications Mail™	2013	2012
Machineable Mail		
0-50g	\$0.61	\$0.58
50-100g	\$0.65	\$0.62
100-500g	\$0.65 + \$0.0033/g >100 g	\$0.62 + \$0.0032/g >100 g
LCP		
0-200g DMD National	\$0.47	\$0.46
200-500g DMD National	\$0.47 + \$0.0034/g > 200 g	\$0.46 + \$0.0033/g > 200 g
NDG		
Regional < 100g	\$0.44	\$0.41
National 100-200g	\$0.63	\$0.60
uPM Fee: \$1.15		

International Incentive Letter-Post™		
United States	2013	2012
Premium		
S/L <50g	\$0.57 + \$6.40/kg	\$0.55 + \$6.25/kg
O/S <500g	\$0.89 + \$10.30/kg	\$0.85 + \$10.05/kg
Standard		
S/L <50g	\$0.56 + \$5.55/kg	\$0.54 + \$5.45/kg
O/S <500g	\$0.88 + \$5.65/kg	\$0.84 + \$5.50/kg

Other International	2013	2012
Premium		
S/L <50g	\$0.87 + \$8.45/kg	\$0.84 + \$8.25/kg
O/S <500g	\$1.99 + \$10.50/kg	\$1.92 + \$10.30/kg
Standard		
S/L <50g	\$0.84 + \$6.65/kg	\$0.81 + \$6.55/kg
O/S <500g	\$1.43 + \$8.50/kg	\$1.38 + \$8.30/kg

Holiday Office Hours:

We will be open the following dates and times. Our on-call service will be operating at all other times. Should you require technical support, please call the tech office at **416-410-6357 ext. 3** or toll free **1-866-672-0007 ext. 3** and leave your name and phone number with the operator. We will call back within 2 to 3 hours.

Happy Holidays to all from the Flagship Software staff! We hope you have a restful holiday season and look forward to working with you in 2013.



Monday, December 24	9 am to 1 pm
Tuesday, December 25	CLOSED
Wednesday, December 26	CLOSED
Thursday, December 27	9 am to 5 pm
Friday, December 28	9 am to 5 pm
Monday, December 31	9 am to 1 pm
Tuesday, January 1	CLOSED
Wednesday, January 2	9 am to 5 pm
Thursday, January 3	9 am to 5 pm
Friday, January 4	9 am to 5 pm



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