## Proposed USPS Mailing Rates Bring New Opportunities for Businesses in 2019

STAMFORD, Conn., October 15, 2018 - Pitney Bowes Inc. (NYSE:PBI), a global technology company that provides commerce solutions in the areas of ecommerce, shipping, mailing, and data, today noted that pricing incentives included in the new rate schedule proposed by the U.S. Postal Service (USPS) will encourage U.S. businesses to meter mail to lower their costs and optimize their mission-critical sending operations.

The USPS announced that the price of a first class stamp will increase from $.50 to $.55; however, businesses that apply postage using a postage meter instead of stamps will now save $.05 on every First-Class Mail letter they send.

In announcing the increase in the discount from $.03 to $.05 per piece, the Postal Service noted that, “Meter-based payment is more efficient than stamp-based payment – it eliminates the need for stamp production, distribution, and cancellation – and fosters more consistent use of the postal system, slowing the migration of mail volume to electronic channels. Small business volume in particular should be protected by this decision.”

Using a postage meter will save $.05 cents per piece, lowering the cost of your mail to $.50. A small business that sends 1000 pieces of mail per month can easily save $600 in postage per year simply by using a meter. This metered mail savings also applies to PC Postage®, Permit Imprints and Pre-Cancelled stamps and is on top of the many other benefits of metered mail, including convenience, accuracy, cost accounting, security, and payment options.

Subject to regulatory approvals, the proposed price adjustments will take effect January 27, 2019.

“Businesses are continually challenged to better manage their sending operations,” said Jason Dies, executive vice president and president, SMB Solutions at Pitney Bowes. “Leveraging metering technology to process mail is a no-brainer. With the $.05 discount businesses will be able to lower their overall mailing costs and do more with each mail piece.”

Pitney Bowes is committed to helping businesses of all sizes simplify their sending operations and thrive in the connected and borderless world of commerce. For more information on the latest rate changes and to learn how to take advantage of metered mail, visit www.pitneybowes.com.

**About Pitney Bowes**
Pitney Bowes (NYSE:PBI) is a global technology company providing commerce solutions that power billions of transactions. Clients around the world, including 90 percent of the Fortune 500, rely on the accuracy and precision delivered by Pitney Bowes solutions, analytics, and APIs in the areas of ecommerce fulfillment, shipping and returns; cross-border ecommerce; presort services; office mailing and shipping; location data; and software. For nearly 100 years Pitney Bowes has been innovating and delivering technologies that remove the complexity of getting commerce transactions precisely right. For additional information visit Pitney Bowes, the Craftsmen of Commerce, at www.pitneybowes.com.