



ATTENTION: Set your Alarm clocks

Canada Post is Changing Rates

How will this affect Your Business? Canada Post, unlike its US counterpart prides itself on making money. In 2009 it came up with its strategic plan to stay in the black. How do they do it? Canada Post celebrates the New Year by making us all dig a little deeper into our pockets. The due date is January 14 2013

<http://bit.ly/RG71Bd> (rate changes here)

Why am I informing you now? This is a good time for you review your contract if you have a Postage Meter Lease or Rental. This is the time for you to do some strategic planning as well.

What do you need to look for? Postage Meter leases and contracts may have a fee that is attached to downloading the new rates into your meter; they can range from \$60 to \$350. The other piece to know is that the manufacturer can change this rate yearly, so yes you are obligated to the contract, but can also be held hostage to additional costs that you are not in control of.

Is there anything that you can do about that? Yes but it takes a bit of planning. Review your postage meter contract. Are rate changes extra? Check your obligation date of your contract, if it is coming up early in 2013 then it could be your opportunity to renegotiate.

Why am I reaching out and offering this information? Because as a dealer of Postage Meters I believe it is the right thing to do. I reach out to all my clients without being asked. I report to them if there are any options that can save them money, and make sure the machine they are using is the right one for mail volume with consumables factored in, (total cost of operation). This analysis also includes checking for extra fees and hidden charges.

What can I do about it? If the contract is coming due and you are my client already, I will automatically renegotiate the contract on your behalf and bring it to you with a solution that benefits you in the best way possible.

If you're not my client ask me anyway. I will analyze your present manufacturer's contract and give you a report with considerations for you to review.

WHO am I? -"I am a postage meter contracts specialist, who takes my client's interest seriously."

JoAnna Wallace- Client Relationship Manager
Leppert Business Systems

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