

— COMPLETE GUIDE —

# HOW TO SHIP TO CANADA WITH THE USPS

Learn About International Shipping  
Carriers, Customs Forms, How to  
Handle Returns & More!



**stamps**  
com®

# Key Reasons To Expand Business In Canada



**\$40**  
BILLION

## CANADIAN E-COMMERCE INDUSTRY

The Canadian e-commerce industry is expected to grow to nearly \$40 billion and will have approximately 20 million digital buyers by 2018, presenting a tremendous opportunity to U.S. online merchants.



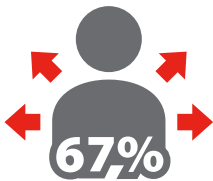
## CANADIANS SPEAK ENGLISH

Canadian customers are very similar to those in the U.S. Not only do they use English as one of their main languages to transact, but also Canadian consumers love American products, making Canada one of the relatively easier international markets to penetrate.



## ESTABLISHED INFRASTRUCTURE

Canada has an established e-commerce infrastructure, including broadband internet access and widespread mobile phone usage for completing online transactions. Moreover, Canada's Postal Service has a strong presence and network, delivering to 16 million addresses daily. Canada Post also offers real-time tracking to recipients, making it an easy choice over other carriers. The carrier is responsible for delivering 2 out of 3 packages in Canada.




## CANADIANS SHOP ABROAD

Canadians shop more abroad than they do domestically, with 67% of purchases going to other countries.

# Choosing a Shipping Carrier for Your Canadian Shipments

## Evaluating Carriers on Shipping Costs

There are many carrier options to choose from when shipping packages to your customers in Canada. Remember, based on the carrier you select, you might pay additional fees and surcharges. The U.S. Postal Service (USPS) does not include any extra fees to deliver packages to Canadian destinations.

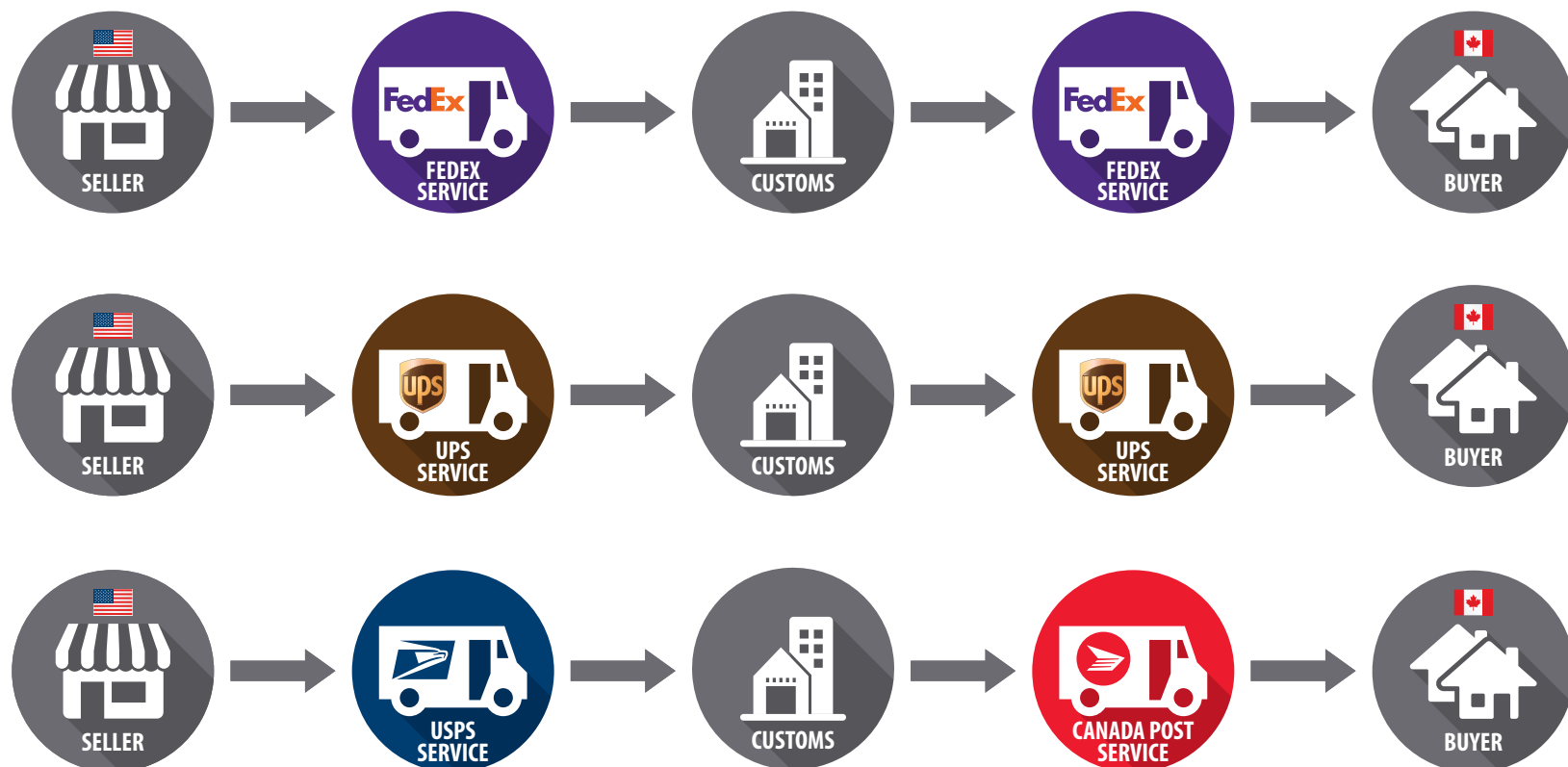
		
<p>2-5 BUSINESS DAYS DELIVERY</p> <p><b>FEDEX INTERNATIONAL PRIORITY</b></p> <p>\$68.06 + \$3.83 Fuel Surcharge =</p> <p><b>\$71.89</b></p>	<p>2-5 BUSINESS DAYS DELIVERY</p> <p><b>USPS PRIORITY MAIL EXPRESS INTERNATIONAL</b></p> <p>\$47.03 + \$0.00 Fuel Surcharge =</p> <p><b>\$47.03</b> <b>LOWEST COST</b> ✓</p>	<p>2-5 BUSINESS DAYS DELIVERY</p> <p><b>UPS WORLDWIDE SAVER</b></p> <p>\$68.78 + \$4.51 Fuel Surcharge =</p> <p><b>\$73.29</b></p>
<p>6-10 BUSINESS DAYS DELIVERY</p> <p><b>FEDEX INTERNATIONAL ECONOMY</b></p> <p>\$61.12 + \$3.44 Fuel Surcharge =</p> <p><b>\$64.56</b></p>	<p>6-10 BUSINESS DAYS DELIVERY</p> <p><b>USPS PRIORITY MAIL INTERNATIONAL</b></p> <p>\$32.59 + \$0.00 Fuel Surcharge =</p> <p><b>\$32.59</b> <b>LOWEST COST</b> ✓</p>	<p>6-10 BUSINESS DAYS DELIVERY</p> <p><b>UPS WORLDWIDE EXPEDITED</b></p> <p>\$62.72 + \$4.12 Fuel Surcharge =</p> <p><b>\$66.84</b></p>
<p>11-20 BUSINESS DAYS DELIVERY</p> <p><b>NOT AVAILABLE</b></p>	<p>11-20 BUSINESS DAYS DELIVERY</p> <p><b>USPS FIRST-CLASS PACKAGE INTERNATIONAL SERVICE</b></p> <p>\$14.73 + \$0.00 Fuel Surcharge =</p> <p><b>\$14.73</b> <b>LOWEST COST</b> ✓</p>	<p>11-20 BUSINESS DAYS DELIVERY</p> <p><b>NOT AVAILABLE</b></p>

FedEx and UPS include 20% volume discount off Daily Rates. FedEx Rates include 4.50% Fuel Surcharge (as of April 2017). UPS Rates include 5.25% Fuel Surcharge (as of April 2017).

# Choosing a Shipping Carrier for Your Canadian Shipments

## Evaluating Carriers on End-to-End Delivery

FedEx and UPS handle package delivery from the sender in the U.S. to the recipient in Canada. On the other hand, the USPS handles the package up to customs, after which the package is handed over to Canada Post to handle delivery to the recipient.

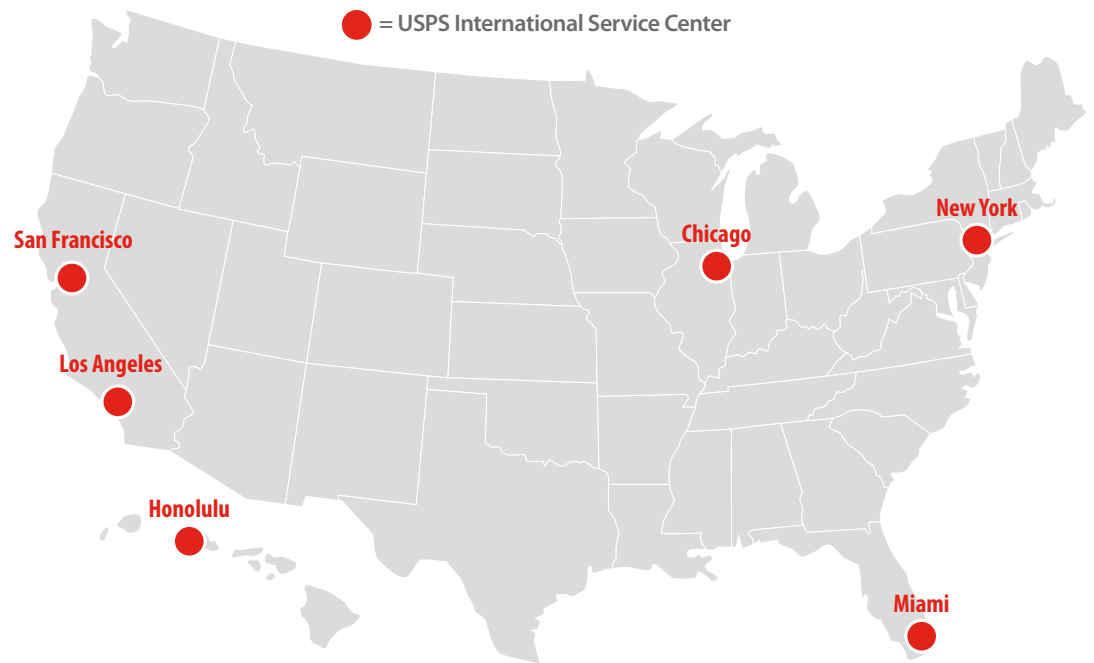


# USPS Priority Mail International Zones for Canada

## How Much Does It Cost To Ship Priority Mail Packages To Canada?

It depends. The USPS uses zone-based pricing to determine the shipping rate for your Priority Mail packages headed to Canada. The shipping rate is determined by the zone that the U.S. origin zip code falls in. Along with the distance to the Canadian destination, the USPS also takes shipping routes into consideration to determine the shipping rate.

For Priority Mail International, there are 7 shipping zones. If your business is located in a major city, like San Francisco or Chicago, then you will fall in Zones 1.1 and 1.2. These cities are located close to USPS international service center, allowing for an easier shipping route, therefore a cheaper shipping rate.



The table below shows 2017 Commercial Base (Online Postage) rates for Priority Mail International packages weighing up to 5 lbs. that are being shipped to Canada.

Priority Mail International - Canada 2015 USPS Pricing (Weight & Zone Based)							
Weight Not Over	1.1 & 1.2	1.3	1.4	1.5	1.6	1.7	18
1lb.	\$30.16	\$31.11	\$33.25	\$34.20	\$35.63	\$36.10	\$36.58
2lb.	\$32.59	\$33.63	\$35.86	\$37.00	\$38.43	\$38.90	\$39.47
3lb.	\$35.01	\$36.15	\$38.48	\$39.81	\$41.23	\$41.71	\$42.37
4lb.	\$37.43	\$38.67	\$41.09	\$39.81	\$44.03	\$44.51	\$45.27
5lb.	\$39.85	\$41.18	\$43.70	\$42.61	\$46.84	\$47.31	\$48.17

# USPS Shipping Options

If you are shipping your packages to Canada using the USPS, you can choose from several mail classes depending on cost and delivery speed.



USPS Mail Class	Delivery Time	Weight Limit	Shipping Rates (1 lb. Package)
Global Express Guaranteed	1 to 3 Business Days	Mail and packages weighing up to 70 lbs.	Starts at \$70.54
Priority Mail Express International	3 to 5 Business Days	Mail and packages weighing up to 70 lbs.	Starts at \$42.51
Priority Mail Express International Flat Rate	3 to 5 Business Days	Mail weighing up to 4 lbs. and packages weighing up to 20 lbs.	\$39.45
Priority Mail International	6 to 10 Business Days	Mail and packages weighing up to 70 lbs.	Starts at \$30.16
Priority Mail International Flat Rate	6 to 10 Business Days	Mail weighing up to 4 lbs. and packages weighing up to 20 lbs.	\$22.75
First-Class Package International Service	11 to 20 Business Days	Small packages weighing up to 4 lbs.	Starts at \$14.73
First-Class Mail International	7 to 21 Business Days	Mail (postcards, letters and large envelopes) weighing up to 4 lbs.	Starts at \$1.15

# Duties, Taxes and Tariffs

In most cases, your Canadian buyer is responsible for duties, taxes and tariffs that are imposed on imported goods. It is important you communicate these additional fees to your customers at checkout so as to avoid unpleasant surprises at the time of package delivery.



## Duties and Taxes

### Goods and Services Tax:

There are 3 kinds of duties and taxes for items being imported into Canada:

1. Goods and Services Tax (GST): This is a 5% federal tax that applies to items being sold to Canadian customers for domestic consumption.
2. Harmonized Tax (HST): A handful of Canadian provinces have opted to harmonize their provincial sales tax with the general sales tax and the total rate is known as Harmonized Tax.
3. Provincial Sales Tax (PST): Provinces that do not participate in the HST collection process impose their own taxes at the local level. The tax rate varies by province and can range from 5% to 9.75%.

## Tariffs

Along with duties and taxes, your Canadian customer may also need to pay tariffs.

Tariffs depend on the country of manufacture, not the country from where the product is purchased. NAFTA eliminates tariffs on all goods that are manufactured in the U.S. and shipped to Canada. However, if your product includes components that were manufactured outside the U.S., then your Canadian customer will need to pay tariffs on those components.

### Top Item Categories For Online Purchases In Canada



- |                |                    |
|----------------|--------------------|
| 1. Clothing    | 5. Household Goods |
| 2. Books       | 6. Movies          |
| 3. Electronics | 7. Games           |
| 4. Music       |                    |

# What Products Cannot Be Imported Into Canada?

Before you decide to open your shop to Canadian customers, make sure you aren't selling anything that is prohibited or restricted from being imported into Canada. Here are some examples of these items:



Flammable Products



Furs



Lighters



Wine



Margarine



Pens  
(Valued over \$5)



Gold Coins



Tobacco

[Learn more](#) about products prohibited and restricted from being shipped to Canada.



# Shipping Tips



## **CUSTOMS FORMS**

Unless you are shipping an envelope that weighs less than 16 oz., you need to include a customs form with your Canadian shipment!.



## **CHECK FOR PROHIBITED PRODUCTS**

Know if your product is prohibited before you start selling!



## **SHOW PRICES IN CANADIAN DOLLARS**

Create an online shopping experience that is tailored to the Canadian consumer: show prices in Canadian dollars along with accurate duties/taxes.



## **USE USPS CARRIER PICK-UP**

There are always chances of international shipments getting delayed at customs. Take advantage of USPS Carrier Pick-up to get your Canadian shipments out the door as quickly as you can!

# About Stamps.com

No more trips to the Post Office™. Stamps.com lets you prepare and print USPS postage and shipping labels quickly and easily from your own computer. Sign up and experience an online suite of mailing, shipping and international services guaranteed to save you time and money.

## Take a look at all that Stamps.com has to offer.

### Choose from all USPS services

- All mail classes including Priority Mail, First-Class Mail and Media Mail
- Schedule free USPS pick-ups
- Certified Mail and free USPS Tracking

### Print postage stamps

- Print any denomination
- Use for letters or large envelopes
- Never run out of stamps again

### E-commerce Integrations

- Retrieve order data directly from eBay®, Amazon.com® and more
- Shopping Cart Support including Magento® and Bigcommerce
- Multi-Carrier Shipping Software including Kewill Flagship and ShipWorks

### Warehouse Shipping

- Gain access to substantial USPS discounted rates
- Scalable with existing equipment – printers, scales and barcode readers
- Multiple shipping stations or locations

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