



PALMETTO
DIGITAL MARKETING GROUP

“Amazon Fee Changes”

These include Subscription Fee, Referral Fees, FBA Fees and Storage Fees, among others.

The fees changes we are discussing today are subscription fees, referral fees, & storage fees. The changes we are discussed have reflected over the past 2 years.

Professional Selling Plan Fees

Currently there has been no changes for these fees. The fees remain at \$39.99/account.

Referral Fees

These changes reflected between the years of 2021-2022

- Referral fees range from 8% to 15%
- The Automotive category is around 12%

2021: No referral fee changes to this fee type, except for a few categories (full-size appliances, personal computers & veterinary diet food)

2022: No referral fee changes except for a decrease for lawn mowers & snow blowers

FBA Fees

Fee increases occurred for both standard size & oversize products. See changes in below charts:

STANDARD SIZE

	Small Standard Size (6oz or under)	Small Standard Size (6 to 12oz)	Small Standard Size (12 to 16 oz)	Large Standard Size (6oz or under)	Large Standard Size (6 to 12 oz)
Old fees	\$2.50	\$2.63	\$4.90	\$3.31	\$3.48
New Fees (June 1, 2021)	\$2.70	\$2.84	\$3.32	\$3.47	\$3.64
Increase (Example)	10oz Item: +7.4%	16oz Item: +7.4%	12oz Item: -47.6%	6oz Item: +4.6%	16oz Item: +4.4%

Most items previously in the 1-2 lbs category are now in the 12 to 16 oz category due to the removal of packaging weight

	Large Standard Size (12 to 16oz) - see note	Large Standard Size (1lbs to 2lbs)	Large Standard Size (2lbs to 3lbs)	Large Standard Size (3lbs to 20lbs)
Old fees	\$4.90	\$4.90	\$5.42	\$5.42+\$0.38 above first 3lbs
New Fees (June 1, 2021)	\$3.32	\$4.95	\$5.68	\$5.68+\$0.30 above first 3lbs
Increase (Example)	12oz Item: -47.6%	1.5 lbs Item: +1.0%	2.5 lbs Item: +4.6%	5 lbs Item: +1.0% 10 lbs Item: -4.5% 20 lbs Item: -7.0%

Most items previously in the 1-2 lbs

	Small Standard Size (6oz or under)	Small Standard Size (6 to 12oz)	Small Standard Size (12 to 16 oz)	Large Standard Size (6oz or under)	Large Standard Size (6 to 12 oz)
Old fees	\$2.70	\$2.84	\$3.32	\$3.47	\$3.64
New Fees (Jan. 18, 2022)	\$2.92	\$3.07	\$3.59	\$3.54	\$3.77
Increase (Example)	6oz Item: +7.5%	12oz Item: +7.5%	16oz Item: +7.5%	6oz Item: +2.0%	12oz Item: +3.4%

	Large Standard Size (12 to 16oz) - see note	Large Standard Size (1lbs to 2lbs)	Large Standard Size (2lbs to 3lbs)	Large Standard Size (3lbs to 20lbs)
Old fees	\$4.25	\$4.95	\$5.68	\$5.68+\$0.30 above first 3lbs
New Fees (Jan. 18, 2022)	\$4.52	\$5.14	\$5.79	\$6.13+\$0.30 above first 3lbs
Increase (Example)	16oz Item: +6.0%	1.99 lbs Item: +3.7%	2.99 lbs Item: +1.9%	5 lbs Item: +6.3% 10 lbs Item: +5.2% 20 lbs Item: +3.9%

OVERSIZE

	Small Oversize	Medium Oversize	Large Oversize	Special Oversize
Old Fees	\$8.26 + \$0.38/lb. above the first 2 lb.	\$11.37 + \$0.39/lb above first 2 lb	\$75.78 + \$0.79/lb. above the first 90 lb.	\$137.32 + \$0.91/lb. above the first 90 lb.
New Fees (June 1, 2021)	\$8.66 + \$0.38/lb above first lb	\$11.37 + \$0.39/lb above first lb	\$76.57 + \$0.79/lb above first 90 lbs	\$138.11 + \$0.79/lb above first 90 lbs
Increase (Example)	5 lbs Item: +0.2%	5 lbs Item: 0%	90 lbs Item: +1.0%	90 lbs Item: +0.6%

	Small Oversize	Medium Oversize	Large Oversize	Special Oversize
Old Fees	\$8.66 + \$0.38/lb above first lb	\$11.37 + \$0.39/lb above first lb	\$76.57 + \$0.79/lb above first 90 lbs	\$138.11 + \$0.79/lb above first 90 lbs
New Fees (January 18, 2022)	\$8.94 + \$0.38/lb above first lb	\$12.73 + \$0.44/lb above first lb	\$82.58 + \$0.79/lb above first 90 lbs	\$150.94 + \$0.79/lb above first 90 lbs
Increase (Example)	5 lbs Item: +2.8%	5 lbs Item: +12.1%	90 lbs Item: +7.8%	90 lbs Item: +9.3%

Storage Fees

These changes reflected between the years of 2021-2022

	0 to 0.5 lbs	0.5 to 1 lb	1 to 2.0 lb	More than 2 lbs
Old Fees	\$0.25	\$0.30	\$0.35	\$0.40 + \$0.20/lb above first 2 lb
New Fees (June 1, 2021)	\$0.32	\$0.35	\$0.45	\$0.67 + \$0.35/lb above first 2 lb
Increase/Decrease	28.0%	16.6%	28.5%	72%*

There were no storage fee increases in 2021, however removal fees had a large increase.

	0 to 1.0 lb	1 to 2.0 lb	2.0 to 4.0 lb	4.0 to 10 lb	10.0 lbs +
Old Fees	\$0.60	\$0.70	\$0.90	\$1.45	\$1.90 + \$0.20/lb above first 10 lb
New Fees (June 1, 2021)	\$0.60	\$0.72	\$1.26	\$2.32	\$3.50 + \$0.35/lb above first 10 lb
Increase/Decrease	0.0%	2.8%	28.6%	37.5%	27.7%

*Based on a 20 lbs item

Storage fees increased in 2022 by 10.5% between January & September for both standard size and oversize products during non-peak periods.

This is the first time in 2 years these fees were increased.

Non-Peak Rates Storage Fees (January to September)		
	Standard Size	Oversize
Old Fees	\$0.75 per cubic foot	\$0.48 per cubic foot
New Fees (Feb 1, 2022)	\$0.83 per cubic foot	\$0.53 per cubic foot
Increase	+10.6%	+10.4%

Peak Rates Storage Fees (October to December)		
	Standard Size	Oversize
Old Fees	\$2.40	\$1.20
New Fees (Feb 1, 2022)	\$2.40	\$1.20
Increase	0%	0%

IMPORTANT NOTE

In the future if Amazon increases any of the above fees sellers will be contacted regarding the fee changes