



# Logistics makes your world work better

**As a member of your association, you get discounts off of the following UPS® services through the UPS Savings Program. And, with the UPS one driver advantage, you receive same day pickup from one driver for all of your shipments – all in one network.**

## Domestic air

- UPS Next Day Air® Early letters and packages
- UPS Next Day Air Saver® letters and packages
- UPS 2nd Day Air A.M.® letters and packages
- UPS 2nd Day Air® letters and packages
- UPS 3 Day Select® packages

## Domestic ground

- UPS® Ground commercial
- UPS Ground residential

## International export

- UPS Worldwide Express® letters, documents, paks and packages
- UPS Worldwide Saver® letters, documents, paks and packages
- UPS Worldwide Expedited® documents and packages
- UPS Standard® to Canada and Mexico

## International import

- UPS Worldwide Express letters, documents and packages
- UPS Worldwide Saver letters, documents and packages
- UPS Worldwide Expedited documents and packages
- UPS Standard from Canada and Mexico

## Introductory program discounts to be applied for weeks 1 through 4:

Week 1 includes the date that discounts are applied. Weeks are calculated Sunday through Saturday.

Average weekly gross shipping surcharges.*	UPS Next Day Air® Early (Ltr/Pkg)	UPS Next Day Air® Early A.M. (Ltr)	UPS Next Day Air® / Saver (Pkg)	UPS 2nd Day Air® A.M. / 2nd Day Air (Ltr/Pkg)	UPS 3 Day Select (Pkg) <sup>1</sup>	UPS Worldwide Express / Saver / Expedited (export) (Ltr/Doc/Pkg)	UPS Worldwide Express / Saver / Expedited (import) (Ltr/Doc/Pkg)	UPS Commercial Ground (1-10 lbs.) <sup>1</sup>	UPS Commercial Ground (11-30 lbs.) <sup>1</sup>	UPS Commercial Ground (31-150 lbs.) <sup>1</sup>	UPS Residential Ground (1-20 lbs.) <sup>1</sup>	UPS Residential Ground (21-150 lbs.) <sup>1</sup>	UPS Standard (export/import) (to & from Canada and Mexico) <sup>2</sup>
\$0.00+	10%	50%	50%	32%	33%	50%	31%	20.5%	23.5%	27.5%	19.5%	21.5%	13%

## Program discounts to be applied for week 5 and thereafter:

Average weekly gross shipping surcharges.*	UPS Next Day Air® Early (Ltr/Pkg)	UPS Next Day Air / Saver (Ltr)	UPS Next Day Air® / Saver (Pkg)	UPS 2nd Day Air® A.M. / 2nd Day Air (Ltr/Pkg)	UPS 3 Day Select (Pkg) <sup>1</sup>	UPS Worldwide Express / Saver / Expedited (export) (Ltr/Doc/Pkg)	UPS Worldwide Express / Saver / Expedited (import) (Ltr/Doc/Pkg)	UPS Commercial Ground (1-10 lbs.) <sup>1</sup>	UPS Commercial Ground (11-30 lbs.) <sup>1</sup>	UPS Commercial Ground (31-150 lbs.) <sup>1</sup>	UPS Residential Ground (1-20 lbs.) <sup>1</sup>	UPS Residential Ground (21-150 lbs.) <sup>1</sup>	UPS Standard (export/import) (to & from Canada and Mexico) <sup>2</sup>
\$0.00 - \$49.99	10%	28%	25%	23%	23%	28%	28%	17.5%	20.5%	23.5%	17.5%	19.5%	11.5%
\$50.00 - \$99.99	10%	31%	27%	26%	26%	32%	29%	18%	21%	24%	18%	20%	12%
\$100.00 - \$249.99	10%	33%	29%	30%	30%	37%	30%	19%	22%	25.5%	18.5%	20.5%	12.5%
\$250.00+	10%	35%	31%	32%	33%	40%	31%	20.5%	23.5%	27.5%	19.5%	21.5%	13%

\*Each eligible package will receive a discount based on the account's average gross weekly Transportation Charges per the following schedule based on a fifty-two (52) week rolling average of eligible packages tendered to UPS. These discounts apply to all zones. The band determination is based on the cumulative gross Transportation Charges per week, excluding Additional Charges.

Discounts apply to Prepaid, Freight Collect, Third Party, and Undeliverable (where applicable) billed letters, documents and packages.

<sup>1</sup> For each package, Association and Member agrees to pay the greater of the net package charge based on the above incentives or the minimum published UPS list package charge of a Zone 2, 1 pound package for the respective Ground Commercial and Residential and zone 302 for 3 Day Select.

<sup>2</sup> For each package, Association and Member agrees to pay the greater of the net package charge based on the above incentives or the minimum published UPS list package charge of a Standard Canada or Mexico one (1) pound package for the respective zone.

All discounts apply to the effective UPS Daily Rates at the time of shipment and shall be applied on a weekly basis, unless otherwise specified.

The discounts detailed include an Electronic Package Level Detail (PLD) bonus of 5%. Shipments tendered via non-Electronic PLD will not receive this bonus. At no point will non-application of the bonus result in net rates that exceed the published rates in effect at the time of shipment. The bonus will be applicable to all shipments paid for by account under the Agreement.

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