

## Service Incentive Summary B- Draft FOR UPS INTERNAL USE ONLY



All incentives contained in this Service Incentive Summary B apply to the UPS rates in effect at the time of shipment and shall be applied on a weekly basis unless otherwise specified. <sup>1</sup> UPS Hundredweight rates and incentives will only apply to all UPS accounts with an active Hundredweight Tier (06).

**UPS Next Day Air<sup>®</sup> - Letter - Prepaid Frt<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS Next Day Air<sup>®</sup> - Letter - Prepaid Frt are at least \$38.47 in gross List Rates per week.

**UPS Next Day Air<sup>®</sup> - Package - Prepaid Frt<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS Next Day Air<sup>®</sup> - Package - Prepaid Frt are at least \$58.90 in gross List Rates per week.

**UPS Next Day Air Saver<sup>®</sup> - Letter - Prepaid Frt<sup>FC TP UP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS Next Day Air Saver<sup>®</sup> - Letter - Prepaid Frt are at least \$37.91 in gross List Rates per week.

**UPS Next Day Air Saver<sup>®</sup> - Package - Prepaid Frt<sup>FC TP UP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS Next Day Air Saver<sup>®</sup> - Package - Prepaid Frt are at least \$55.05 in gross List Rates per week.

**UPS 2nd Day Air A.M.<sup>®</sup> - Commercial Letter - Prepaid<sup>FC TP UP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

**UPS 2nd Day Air A.M.<sup>®</sup> - Commercial Package - Prepaid<sup>FC TP UP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS 2nd Day Air A.M.<sup>®</sup> - Commercial Letter - Prepaid are at least \$25.75 in gross List Rates per week.

Commitment levels for UPS 2nd Day Air A.M.<sup>®</sup> - Commercial Package - Prepaid are at least \$28.49 in gross List Rates per week.

**UPS 2nd Day Air<sup>®</sup> - Letter - Prepaid Frt<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS 2nd Day Air<sup>®</sup> - Letter - Prepaid Frt are at least \$26.23 in gross List Rates per week.

**UPS 2nd Day Air<sup>®</sup> - Package - Prepaid Frt<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS 2nd Day Air<sup>®</sup> - Package - Prepaid Frt are at least \$26.47 in gross List Rates per week.

**UPS 3 Day Select<sup>®</sup> - Package - Prepaid Frt<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 45.00%**

Commitment levels for UPS 3 Day Select<sup>®</sup> - Package - Prepaid Frt are at least \$20.54 in gross List Rates per week.

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge.

Service	Minimum Per	Zone	Base Rate
UPS 3 Day Select <sup>®</sup> - Package - Prepaid Frt <sup>FC TP UP RS RTP</sup> - Stage 1	Package	ALL	UPS 3 Day Select <sup>®</sup> Zone 302 1 lb

**UPS<sup>®</sup> Ground - Commercial Package - Prepaid<sup>FC TP UP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 25.00%**

**UPS<sup>®</sup> Ground - Residential Package - Prepaid Frt<sup>FC TP RS RTP</sup> - Stage 1 - Incentives Off Effective Rates - 25.00%**

Commitment levels for UPS<sup>®</sup> Ground - Commercial Package - Prepaid are at least \$9.25 in gross List Rates per week.

Commitment levels for UPS<sup>®</sup> Ground - Residential Package - Prepaid Frt are at least \$9.25 in gross List Rates per week.

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge.

Service	Minimum Per	Zone	Base Rate
UPS <sup>®</sup> Ground - Commercial Package - Prepaid <sup>FC TP UP RS RTP</sup> - Stage 1	Package	ALL	UPS Ground Zone 002 1 lb
UPS <sup>®</sup> Ground - Residential Package - Prepaid Frt <sup>FC TP RS RTP</sup> - Stage 1	Package	ALL	UPS Ground Zone 002 1 lb

UPS Worldwide Express® - Export - Letter - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Express® - Export - Document - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Express® - Export - Package - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Express® - Export - Pak - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. When applicable, Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS Worldwide Express® - Export - Letter - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the Rate Per Letter Per Zone (\$)														
081	082	084	901	902	903	904	905	906	907	908	909	911	912	913
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
920	921
-40.00%	-40.00%

Service: UPS Worldwide Express® - Export - Document - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
081	082	084	901	902	903	904	905	906	907	908	909	911	912	913
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
920	921
-40.00%	-40.00%

Service: UPS Worldwide Express® - Export - Package - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
081	082	084	901	902	903	904	905	906	907	908	909	911	912	913
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
920	921
-40.00%	-40.00%

Service: UPS Worldwide Express® - Export - Pak - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
081	082	084	901	902	903	904	905	906	907	908	909	911	912	913
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
920	921
-40.00%	-40.00%

UPS Worldwide Saver® - Export - Letter - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Saver® - Export - Document - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Saver® - Export - Package - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%  
 UPS Worldwide Saver® - Export - Pak - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. When applicable, Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS Worldwide Saver <sup>®</sup> - Export - Letter - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the Rate Per Letter Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

Service: UPS Worldwide Saver <sup>®</sup> - Export - Document - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

Service: UPS Worldwide Saver <sup>®</sup> - Export - Package - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

Service: UPS Worldwide Saver <sup>®</sup> - Export - Pak - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

**UPS Worldwide Export Express Freight Midday<sup>™</sup> Pallet All<sup>All CL</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%****Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS Worldwide Export Express Freight Midday™ Pallet All <sup>All CL</sup> - Stage 1 - Adjustment to the 150 lb Rate Per Shipment Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

**UPS Worldwide Export Express Freight™ Pallet All<sup>All CL</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS Worldwide Export Express Freight™ Pallet All <sup>All CL</sup> - Stage 1 - Adjustment to the 150 lb Rate Per Shipment Per Zone (\$)														
401	402	403	404	405	406	407	408	409	411	412	413	420	421	481
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)	
482	484
-40.00%	-40.00%

**UPS Worldwide Expedited® - Export - Document - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%**

**UPS Worldwide Expedited® - Export - Package - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. When applicable, Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS Worldwide Expedited® - Export - Document - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
071	072	074	601	602	603	604	605	606	607	608	609	611	612	613
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)														
620	621	631	632	633	634	635	636	637	638	639	641	642	643	
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

Service: UPS Worldwide Expedited® - Export - Package - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)														
071	072	074	601	602	603	604	605	606	607	608	609	611	612	613
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

(Continued)														
620	621	631	632	633	634	635	636	637	638	639	641	642	643	
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

**UPS® Standard to Canada - Export - Package - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 25.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS® Standard to Canada - Export - Package - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)					
051	052	053	054	055	056
0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

**UPS® Standard to Mexico - Export - Document - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS® Standard to Mexico - Export - Document - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)						
032	033	034	035	036	037	038
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

**UPS® Standard to Mexico - Export - Package - Prepaid<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 50.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

Service: UPS® Standard to Mexico - Export - Package - Prepaid <sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)						
032	033	034	035	036	037	038
-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%	-40.00%

UPS Worldwide Express® - Import - Letter - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%  
UPS Worldwide Express® - Import - Document - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%  
UPS Worldwide Express® - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%

UPS Worldwide Saver® - Import - Letter - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%  
UPS Worldwide Saver® - Import - Document - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%  
UPS Worldwide Saver® - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%

UPS Worldwide Import Express Freight Midday™ Pallet All<sup>All CL</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%

UPS Worldwide Import Express Freight™ Pallet All<sup>All CL</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%

UPS Worldwide Expedited® - Import - Document - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%  
UPS Worldwide Expedited® - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%

**UPS® Standard from Canada - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 25.00%**

**Minimum Net Charge**

For each shipment, Customer agrees to pay the greater of the (a) net shipment charge based on the above incentives or (b) the minimum net shipment charge. Minimum net shipment charge is calculated by deducting the applicable percent off (by zone) in the table below from the published list rate for the respective service.

<b>Service: UPS® Standard from Canada - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Adjustment to the 1 lb Rate Per Shipment Per Zone (\$)</b>		
<b>376</b>	<b>378</b>	<b>380</b>
0.00%	0.00%	0.00%

**UPS® Standard from Mexico - Import - Document - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%**

**UPS® Standard from Mexico - Import - Package - Freight Collect<sup>All</sup> - Stage 1 - Incentives Off Effective Rates - 40.00%**

<b>Accessorials</b>	<b>Incentives</b>
National - Residential Surcharge - All Stages	15.00% Off Effective Rates

<b>Pickup Accessorials</b>	<b>Incentives</b>
UPS Smart Pickup® - All Stages	100.00% Off Effective Rates

**Electronic PLD Bonus**

The incentives detailed earlier in this Agreement include an Electronic PLD bonus up to the amount defined in the table below. 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 accounts in this agreement.

<b>Service(s)</b>	<b>Electronic PLD Bonus</b>
UPS Next Day Air® - Letter - Prepaid Frt	10.00%
UPS Next Day Air® - Package - Prepaid Frt	10.00%
UPS Next Day Air Saver® - Letter - Prepaid Frt	10.00%
UPS Next Day Air Saver® - Package - Prepaid Frt	10.00%
UPS 2nd Day Air A.M.® - Commercial Letter - Prepaid	10.00%
UPS 2nd Day Air A.M.® - Commercial Package - Prepaid	10.00%
UPS 2nd Day Air® - Letter - Prepaid Frt	10.00%
UPS 2nd Day Air® - Package - Prepaid Frt	10.00%
UPS 3 Day Select® - Package - Prepaid Frt	10.00%
UPS® Ground - Commercial Package - Prepaid	5.00%
UPS® Ground - Residential Package - Prepaid Frt	5.00%
UPS Worldwide Express® - Export - Letter - Prepaid	10.00%
UPS Worldwide Express® - Export - Document - Prepaid	10.00%
UPS Worldwide Express® - Export - Package - Prepaid	10.00%
UPS Worldwide Express® - Export - Pak - Prepaid	10.00%
UPS Worldwide Saver® - Export - Letter - Prepaid	10.00%
UPS Worldwide Saver® - Export - Document - Prepaid	10.00%
UPS Worldwide Saver® - Export - Package - Prepaid	10.00%
UPS Worldwide Saver® - Export - Pak - Prepaid	10.00%
UPS Worldwide Expedited® - Export - Document - Prepaid	10.00%
UPS Worldwide Expedited® - Export - Package - Prepaid	10.00%
UPS® Standard to Canada - Export - Package - Prepaid	10.00%
UPS® Standard to Mexico - Export - Document - Prepaid	10.00%
UPS® Standard to Mexico - Export - Package - Prepaid	10.00%
UPS Worldwide Export Express Freight Middy™ Pallet All	10.00%
UPS Worldwide Export Express Freight™ Pallet All	10.00%
UPS® Standard from Canada - Import - Package - Freight Collect	10.00%

The following methods of providing UPS shipment information will be considered non-electronic for this agreement: Manifest Key Entered, Manifest Summary, Hundredweight Shipping Document, Paper Waybill, Air Shipping Document, Shipping Record (SRB/SRM), Consignee Billing Paper Books. All other shipment information will be considered electronic PLD.

## Promotion/Reseller Account Bid Information

**Promotion ID :** CZS  
**Bid Start Date :** November 14, 2020  
**Bid End Date :** November 15, 2025  
**Staging Type :** Fixed Duration  
**Stage 1 :** November 15, 2025

### Notes:

1. Incentives are based on and derived from the most recently published Daily Rates and adjusted periodically pursuant to the terms and conditions of the Carrier Agreement. Updated rate charts will be made available to Customer by contacting your UPS account executive.
  - <sup>All</sup> Includes all available billing options and return services with the exception of WorldEase, Consolidated Clearance and ARS services. Please refer to the UPS Tariff/Terms and Conditions for additional information on available billing options.
  - <sup>FC</sup> The incentives will be extended to Freight Collect Shipments and Undeliverable Packages Freight Collect where applicable for the zones listed.
  - <sup>TP</sup> The incentives will be extended to Third Party Shipments and Undeliverable Packages Third Party where applicable for the zones listed.
  - <sup>UP</sup> Undeliverable Packages will be returned as specified in the UPS Terms and Conditions. Any incentives in effect at the time of shipment for the service in which an undeliverable package is shipped will be applied to the undeliverable package.
  - <sup>RS</sup> The incentives will be extended to Return Services where applicable for the zones listed.
  - <sup>RTP</sup> The incentives will be extended to Third Party Return Services where applicable for the zones listed.
  - <sup>CL</sup> Worldwide Express Freight service and Worldwide Express Freight Midday service are not available to all countries. For a current list of available countries, visit [http://www.ups.com/media/en/gb/wwef\\_country\\_list.pdf](http://www.ups.com/media/en/gb/wwef_country_list.pdf)