

The Duopoly is over! UPS and FedEx set their own stage to invite competition, during Covid, they had massive increases in volume and revenue they were eager to report. A big mistake, eliminating the service guarantees on air and ground packages, the air guarantees came back, the ground did not. Ground services in the days before Covid had a day guarantee not a time of day. They created a "Delivery Patience"; this "Delivery Patience" was the catalyst to an evolving crowd sourced delivery methodology looking for an entrance. Local crowd sourced packages, created a cost structure where UPS and FedEx cannot compete. They will be able to compete, but not in the near future. New Union Contracts pay drivers where the delivery density per driver is becoming out of reach. Local carriers can optimize network capacities based on "Delivery Patience".

There are so many ways to get a package these days, you can even "ship to store", if you have to go out for milk. UPS and FedEx are prepared to increase shareholder value by "buying your business", they will not be concerned in the next few years with "package profitability", but "package retention". Package retention is the play to hypnotize shareholders, until they can figure out where they stand in the new era of parcel management.

Over my last twenty-six years in this business, I have never seen such a buyer's market. UPS and FedEx were at less than capacity during the holiday season for the second year in a row. Less than seventy percent (-70%) to be clear.

The USPS recently declared they were no longer offering a parcel select program for UPS and FedEx; creating an increased cost for residential deliveries in particular. This translates to volume that may shifted easily to TEMU, Amazon, Uni-Uni, well-established regional carriers, and the like.

Customer shopping habits have changed so rapidly, the "authenticity of enhanced virtual product experiences" will continue the "crowd sourced ground swell" of package delivery moving forward.

The self-inflicted vacuum UPS and FedEx created during covid by eliminating service guarantees is not going away any time soon. The "shipper's market" is here to stay.



PMAC Rate Analysis Notes:

- 1. Carriers are continuing to discount heavier packages more because essentially the costs are the same; only incrementally higher at best.
- 2. Longer air zones are raised higher than shorter zones. Less regional and ground competition.
- 3. Residential deliveries are increasing due to less packages going to stores and directly to consumers.
- 4. Average package weights are decreasing also for this reason. We are seeing UPS expanding services such as Access Point and My Choice in an attempt to reduce the amount of possible residential attempts on deliveries.
- 5. Continual overlap in GDS and air services allow the carriers to keep the air services within GDS zones higher.
- 6. DIM factors need to be offset by standardizing box sizes. PMAC can help.

DIMENSIONAL FACTORS continue to have a tremendous impact on your shipment weight valuations.

Example: 2023 weighting for 35 X 13 x 25 package @166(Factor) = 68.52 lbs.

2024 weighting for 35 x 13 x 25 package @139(Factor) = 81.83 lbs. NET weight increase of 19.42%!

Give us a call and have PMAC evaluate the complete cost impact specific to your freight personality.





DIM Weight Rules – "The Weight of Air"

UPS and FedEx in January of 2015 and thereafter have been redefining the laws of physics and declaring that "air has weight". It is surely a justifiable assertion when you are in the business of shipping toilet paper and paper towels; these items are large and bulky and take up more room in the line haul; this extra room could have been used for smaller and larger revenue generating parcels. However, if you are not in the business of shipping these items, the slap on the wrist may not be justified on your wrist. *Here's how it will work. See below:*



Let's say this box is:

12 X 10 x 8, this would equal 960 cubic inches (CI). Cubic inches = length times width times height. Today for any ground packages shipped with UPS and FedEx that are less than 5184 CI will not be subject to dimensional weight pricing.

What is dimensional weight pricing?

Dimensional weight pricing is being billed for the higher of the dimensional weight of the package or the actual weight of the package. Dimensional weight is determined by calculating the cubic inches and then dividing by a "dimensional factor" or denominator. The current UPS and FedEx standard published DIM divisor (factor) is 139 on domestic packages.

So, back to our sample box (960 CI); divide the cubic inches by the standard published DIM divisor (139) and get 6.90 lbs. dim weight. This will get rounded up to 7 pounds as dimensional weight. Previous to the 2015 DIM Rules, this package would have gone out at the actual weight of the package. Since 2015, it will now be billed at the greater weight of the DIM weight or the actual weight.





FedEx/UPS Dimensional Rules Continue to Have a Significant Impact

Continued Additional Handling and Large Package Surcharge Criteria have become extremely complicated. Please call PMAC to see how it affects you.

Sample of Impact of DIM Factor difference of 139 to 166 on ground packages

Freight Impact of 139 DIM from 166 Ground Packages Both shipments based on 2025 ground rates zone 8.						
	DIM Weight 166	DIM Weight 139				
L	25	25				
w	16	16				
н	9	9				
Cubic Inches	3600.00	3600.00				
Actual Weight	10.00	10.00				
DIM Weight	21.68	25.89				
DIM Weight Rounded	22	26				
Published Rate	43.97	51.88				
Net Freight Charge at 30% Discount	43.97 minus 30% \$30.78	51.88 minus 30% \$36.32				
Difference in Freight Charges	\$5.54					
% Difference in Freight Charges	17.99% *Note: this difference was based on 2024 published rates					





The Real Impact Analysis

https://www.ups.com/us/en/shipping/rates-update.page https://www.fedex.com/en-us/shipping/current-rates.html

UPS Largest Rate Increases

Next Day Air

Zone 8 average increase of 6.01%

- Zone 2, LX. Increase, 6.52%
- Zone 2, 1lb. Increase, 5.00%

Next Day Air Saver

Zones 7 and 8 average increase of 5.61%

- Zone 2, LX. Increase, 5.92%
- Zone 2, 1lb. Increase, 5.41%

2nd Day Air

Zone 5 average increase of 7.10%

Ground

Zones 7 and 8 average increase of 5.99%

Zone 2, 1lb. Increase, 5.79%





UPS Ground Rate Increases

Zones		2			3			4			5			6			7			8	
	2025	2024	% Change																		
1 Lbs.	11.32	10.7	5.79%	11.69	11.12	5.13%	12.75	12.15	4.94%	13.31	12.7	4.80%	13.77	13	5.92%	13.99	13.27	5.43%	14.17	13.38	5.90%
2	12.12	11.53	5.12%	13.36	12.71	5.11%	14.59	13.9	4.96%	14.91	14.2	5.00%	15.55	14.82	4.93%	16.2	15.37	5.40%	16.41	15.64	4.92%
3	12.62	12	5.17%	14.07	13.38	5.16%	15.18	14.37	5.64%	15.98	15.1	5.83%	16.65	15.72	5.92%	17.24	16.24	6.16%	18.05	17.04	5.93%
4	12.98	12.35	5.10%	14.16	13.47	5.12%	15.86	15.11	4.96%	16.89	16.08	5.04%	17.34	16.37	5.93%	18.51	17.44	6.14%	19.34	18.26	5.91%
5	13.38	12.56	6.53%	14.83	13.95	6.31%	16.19	15.33	5.61%	17.61	16.64	5.83%	18.34	17.31	5.95%	19.37	18.25	6.14%	20.49	19.53	4.92%
6	13.49	12.78	5.56%	14.91	14.13	5.52%	16.5	15.62	5.63%	17.69	16.86	4.92%	18.35	17.49	4.92%	19.38	18.26	6.13%	20.5	19.54	4.91%
7	14.25	13.5	5.56%	15.16	14.45	4.91%	16.94	16.04	5.61%	18.27	17.41	4.94%	18.69	17.81	4.94%	19.9	18.75	6.13%	21.27	20.27	4.93%
8	14.66	13.89	5.54%	15.72	14.98	4.94%	17.43	16.5	5.64%	18.78	17.9	4.92%	19.44	18.35	5.94%	20.76	19.69	5.43%	22.19	21.15	4.92%
9	14.87	13.97	6.44%	15.94	15.05	5.91%	17.44	16.51	5.63%	18.95	17.91	5.81%	19.85	18.74	5.92%	21.56	20.32	6.10%	23.38	22.07	5.94%
10	15.08	14.29	5.53%	16.11	15.35	4.95%	17.78	16.83	5.64%	19.41	18.5	4.92%	20.08	19.14	4.91%	22.58	21.28	6.11%	24.91	23.74	4.93%

Additional Rate Comparisons (based on Zone 8 Rates)

UPS Service	2024 Rate Increase	2025 Rate Increase	2024 vs. 2025
Next Day Air	6.40%	6.01%	-0.39%
Next Day Air Saver	6.37%	5.46%	-0.91%
2Day AM	5.61%	6.86%	1.25%
2Day	7.89%	7.68%	-0.21%
UPS 3 Day Select	7.87%	7.70%	-0.17%
	GROUND Service by Weight	GROUND Service by Weight	GROUND Service by Weight
1-5 lbs.	5.42%	5.52%	0.10%
6-10 lbs.	5.81%	5.13%	-0.68%
11-15 lbs.	5.87%	6.92%	1.05%
16-20 lbs.	5.87%	6.91%	1.04%
21-50 lbs.	5.80%	6.91%	1.11%
51-70 lbs.	7.11%	6.91%	-0.20%
71-100 lbs.	6.87%	6.15%	-0.72%
101-150 lbs.	7.05%	5.40%	-1.65%





Surcharge Name	Applicable Services	2025 Increase	2024 Cost	2025 Cost
Additional Handling Surcharge	U.S. Express Package Services and U.S. International Ground Services Dimensions (Length + Width + Girth)	\$6.00 \$6.50 \$7.75	Zone 2 \$22.00 Zones 3-4 \$24.50 Zones 5+ \$28.25	Zone 2 \$28.00 Zones 3-4 \$31.00 Zones 5+ \$36.00
Address Correction	U.S. Express Package Services; International Express Package and Freight Services and U.S. International Ground Services	\$1.50	\$22.00	\$23.50
COD	All Services	\$2.00	\$19.00	\$21.00
Delivery Area Surcharge	Commercial Residential Commercial Extended Residential Extended Import: Delivery Area Surcharge \$4.10 DAS Extended \$5.20	Ground \$4.20 \$6.15 \$5.35 \$8.30	Air \$4.20 \$6.15 \$5.35 \$8.30	
Delivery Confirmation Fee	Confirmation of delivery is sent by mail, the recipient or the package disposition, return. Similar information, including ability to vi you track your package at <u>www.ups.com</u> UPS will obtain the necessary signature Delivery Confirmation information. For s at its discretion, an electronic authorizat delivery. To confirm delivery of your shipment, a telephone number listed on your UPS N	Signature Required \$7.20 Adult Signature Required \$8.70		

Most Common Accessorial Charge Increases

ACC Charge	ADC	АНС	DAS RES Air	DAS COM Air	DAS RES Ground	DAS COM Ground	RES Air	RES Ground
Rate	\$23.50	Zone-Based; Weight Based, DIM Based. See Service Guide	\$6.15	\$4.20	\$6.15	\$4.20	\$6.55	\$6.10



UPS 2025 Rate Change Information

Additional Handling Surcharge

- The additional handling charge for any U.S. Domestic package exceeding 50 pounds in actual weight will be assessed; previously 70 pounds.
- Demand Additional Handling Surcharges are debilitating and were supposed to be Covid temporary

Address Correction

• The Address Correction charge will increase \$1.50. The per shipment maximum will increase \$10.50.

Area Surcharges

- The Delivery Area Surcharge applied to commercial addresses for Ground and Air Services will increase \$0.25.
- The Delivery Area Surcharge applied to commercial extended addresses for Ground and Air Services will increase \$0.45.
- The Delivery Area Surcharge applied to residential addresses for Ground Services will increase \$0.45.
- The Delivery Area Surcharge applied to residential addresses for Air Services will increase \$0.30.
- The Delivery Area Surcharge applied to residential extended addresses for Ground and Air Services will increase \$0.60.
- The Remote Area Surcharge for Alaska will increase \$2.75.
- The Remote Area Surcharge for Hawaii will increase \$1.20.
- For international import packages, the Delivery Area Surcharge will increase \$0.25 and Delivery Area Surcharge Extended will increase \$0.45.
- For a complete listing of eligible U.S. postal codes and to determine which charge may be applied, refer to the 2025 Delivery Area Surcharge and Extended Area Surcharge files.

Collect on Delivery (C.O.D.)

• The charge for Collect on Delivery will increase \$2.00.

Chargeback for Consignee Billing Shipments

• The chargeback for Consignee Billing Shipments will increase \$1.50.

Delivery Confirmation

- The charge for Delivery Confirmation Signature Required will increase \$0.45.
- The charge for Delivery Confirmation Adult Signature Required will increase \$0.55.





UPS Delivery Intercept

• The charge for UPS Delivery Intercept[®] will be \$27.00 for same day requests and \$21.00 for future day requests.

Dry Ice

• The charge for Dry Ice will increase \$0.50.

Large Package Surcharge

- The Large Package Surcharge for U.S. Domestic commercial packages will increase \$45.00 for Zone 2; \$50.00 for Zones 3-4; and \$52.50 for Zones 5+.
- The Large Package Surcharge for U.S. Domestic residential packages will increase \$50.00 for Zone 2; \$55.00 for Zones 3-4; and \$62.50 for Zones 5+.

Missing/Invalid Account Number or Refusal Fee

• The charge for Missing/Invalid Account Number or Refusal Fee will increase \$2.50.

Over Maximum Limits and Oversize Pallet Handling Surcharge

- The Over Maximum Limits charge will increase \$75.00
- The Oversize Pallet Handling surcharge will remain at \$1,375.00

Residential Surcharge

- The Residential Surcharge for UPS[®] Ground Service will increase \$0.45.
- The Residential Surcharge for domestic UPS Air Services and UPS International Air Services will increase \$0.35.
- The Residential Surcharge for UPS Hundredweight Service[®] shipping will increase \$3.30 per shipment.



FedEx Express and FedEx Ground

The following surcharge changes will take effect January 6, 2025, unless otherwise noted, for FedEx Express[®] and FedEx Ground[®] services.*

Surcharge Name	Applicable Services	2024	2025
	U.S. Express Package Services and U.S. and International Ground Services	Zone 2: \$22.00 per package Zones 3-4: \$24.50 per package Zones 5-6: \$27.00 per package Zones 7+: \$30.00 per package	Zone 2: \$28.00 per package Zones 3-4: \$31.00 per package Zones 5-6: \$34.00 per package Zones 7+: \$38.00 per package
Additional Handling Surcharge	International Express Package Services	\$25.50 per package (Dimension) \$36.00 per package (Weight) \$21.50 per package (Packaging)	\$27.00 per package (Dimension) \$38.00 per package (Weight) \$27.00 per package (Packaging)
	U.S. Express Freight Services	\$255.00 per freight handling unit	\$270.00 per freight handling unit
	International Express Freight Services	\$245.00 per freight handling unit	\$260.00 per freight handling unit
	U.S. Express Package Services; International Express Package and Freight Services; and U.S. and International Ground Services	\$22.50 per correction	\$24.00 per correction
Address Correction	U.S. Express Freight Services	\$120.00 per correction	\$130.00 per correction
	Maximum charge with FedEx Express Multi-weight® pricing	\$157.50 per shipment	\$168.00 per shipment
	Maximum charge with FedEx Ground Multi-weight® pricing	\$67.50 per shipment	\$72.00 per shipment



Surcharge Name	Applicable Services	2024	2025	
	FedEx First Overnight®	\$160.00 per package	\$175.00 per package	
Dangerous Goods (Accessible)	FedEx First Overnight® Freight, FedEx 1Day® Freight	Greater of \$160.00 per shipment or \$1.28per lb.	Greater of \$175.00 per shipment or \$1.40 per lb.	
	International Express Package and Freight services	Greater of \$240.00 per shipment or \$1.30 per lb.	Greater of \$255.00 per shipment or \$1.40 per lb.	
	U.S. Express Package services	\$73.00 per package	\$80.00 per package	
Dangerous Goods (Inaccessible)	U.S. Express Freight Services	Greater of \$131.00 per shipment or \$0.46 per lb.	Greater of \$145.00 per shipment or \$0.50 per lb.	
	International Express Package and Freight Services	Greater of \$115.00 per shipment or \$0.63 per lb.	Greater of \$145.00 per shipment or \$0.67per lb.	



	Applicable Services	2024	2025
	U.S. Express Package Services and U.S. Ground Services (Extended Residential)	\$7.70 per package	\$8.30 per package
	U.S. Express Package Services (Commercial)	\$3.95 per package	\$4.20 per package
	U.S. Express Package Services (Extended Commercial)	\$4.90 per package	\$5.25 per package
	FedEx Ground®, FedEx Home Delivery® (Residential)	\$5.70 per package	\$6.20 per package
	FedEx Ground® (Commercial)	\$3.95 per package	\$4.20 per package
Delivery Area Surcharge	FedEx Ground® (Extended Commercial)	\$4.90 per package	\$5.25 per package
	Express Alaska Package Services (Residential, Commercial)	\$40.50 per package	\$43.00 per package
	Express Hawaii Package Services (Residential, Commercial)	\$13.00 per package	\$14.50 per package
	Ground Alaska Package Services	\$40.50 per package	\$43.00 per package
	U.S. Express Package Services, U.S. Ground Services (Remote Residential, Remote Commercial)	\$14.25 per package	\$15.50 per package
	Maximum charge with FedEx Express Multi-weight Pricing (Residential, Commercial, Extended Residential, Extended Commercial, Remote Residential, Remote Commercial)	 \$19.75 per shipment (Commercial) \$24.50 per shipment (Extended Commercial) \$29.25 per shipment (Residential) \$38.50 per shipment (Extended Residential) \$71.25 per shipment (Remote Residential, Remote Commercial) 	 \$21.00 per shipment (Commercial) \$26.25 per shipment (Extended Commercial) \$31.00 per shipment (Residential) \$41.50 per shipment (Extended Residential) \$77.50 per shipment (Remote Residential, Remote Commercial)
	Maximum charge with FedEx Ground Multi-weight Pricing (Residential, Extended Residential, Commercial, Extended Commercial, Remote Residential, Remote Commercial)	 \$28.50 per shipment (Residential) \$19.75 per shipment (Commercial) \$24.50 per shipment (Extended Commercial) \$38.50 per shipment (Extended Residential) \$71.25 per shipment (Remote Residential, Remote Commercial) 	 \$31.00 per shipment (Residential) \$21.00 per shipment (Commercial) \$26.25 per shipment (Extended Commercial) \$41.50 per shipment (Extended Residential) \$77.50 per shipment (Remote Residential, Remote Commercial)



Surcharge Name	Applicable Services	2024	2025
Delivery Reattempt	U.S. Express Freight Services	Greater of \$86.00 per shipment or \$0.094 per lb.	Greater of \$91.50 per shipment or \$0.100per lb.
Extended Service Area Delivery	U.S. Express Freight Services	\$230.00 per shipment	\$245.00 per shipment
Extended Service Area Pickup	U.S. Express Freight Services and International Premium	\$230.00 per shipment	\$245.00 per shipment
Extra Services Charge	U.S. Express Freight Services and International Premium	\$126.00 per handler hour (\$126.00 minimum)	\$135.00 per handler hour (\$135.00 minimum)
	U.S. Express Package Services, U.S. Ground Services, International Ground Service	Adult Signature Required \$8.15 per package Direct Signature Required, Indirect Signature Required \$6.75 per package	Adult Signature Required \$8.65 per package Direct Signature Required, Indirect Signature Required \$7.15 per package
FedEx® Delivery Signature Options	International Express Package Services	Adult Signature Required \$8.15 per package Direct Signature Required, Indirect Signature Required \$6.75 per package	Adult Signature Required \$8.65 per package Direct Signature Required, Indirect Signature Required \$7.15 per package
	Maximum charge with FedEx Express Multi-weight or FedEx Ground Multi-weight Pricing	Adult Signature Required \$57.05 per package Direct Signature Required, Indirect Signature Required \$47.25 per package	Adult Signature Required \$60.55 per package Direct Signature Required, Indirect Signature Required \$50.05 per package
FedEx ExpressTag®	U.S. Express Package Services	\$7.80 per package	\$8.30 per package



Surcharge Name	Applicable Services	2024	2025
Ground Weekly Pickup Fee	Ground Services	\$21.50 per week (invoiced weekly shipping charges of \$75 or more)\$43.00 per week (invoiced weekly shipping charges of less than \$75)	\$23.00 per week (invoiced weekly shipping charges of \$75 or more) \$46.00 per week (invoiced weekly shipping charges of less than \$75)
Hazardous Materials	FedEx Ground	\$51.00 per package	\$54.00 per package
Inside Delivery Charge	U.S. Express Freight Services	Greater of \$141.50 per shipment or \$0.93 per lb.	Greater of \$150.50 per shipment or \$0.099 per lb.
Inside Pickup Charge	U.S. Express Freight Services and FedEx International Premium	Greater of \$141.50 per shipment or \$0.093 per lb.	Greater of \$150.50 per shipment or \$0.099 per lb.
International Out-of-Delivery- Area Package International Out-of-Pickup Area (Package)	International Express Package Services	Tier A: \$3.95 per shipment Tier B: Greater of \$49 per shipment or \$0.49 per lb. Tier C: Greater of \$64 per shipment or \$0.64 per lb.	Tier A: \$4.20 per shipment Tier B: Greater of \$49 per shipment or \$0.49 per lb. Tier C: Greater of \$64 per shipment or \$0.64 per lb.
International Out-of-Delivery- Area Package International Out-of-Pickup Area (Freight)	International Priority Freight, International Economy Freight	Tier B: 230.00 per shipment Tier C: 300.00 per shipment	Tier B: \$245.00 per shipment Tier C: \$320.00 per shipment
Metro Service Area Delivery	U.S. Express Freight Services	\$230.00 per shipment	\$245.00 per shipment
Metro Service Area Pickup	U.S. Express Freight Services, International Premium	\$230.00 per shipment	\$245.00 per shipment



Surcharge Name	Applicable Services	2024	2025
Missing or Invalid Account Number (Including Account Number Correction)	U.S. Express Package Services, International Express Package Services, U.S. Express Freight Services, International Express Freight Services, U.S. Ground Services, International Ground Service	\$22.50 per shipment	\$24.00 per shipment
Oversize Charge	U.S. Express Package Services, FedEx Ground	Zone 2: \$160.00 per package Zones 3-4: \$175.00 per package Zones 5-6: \$190.00 per package Zones 7+: \$205.00 per package	Zone 2: \$205.00 per package Zones 3-4: \$225.00 per package Zones 5-6: \$240.00 per package Zones 7+: \$260.00 per package
Oversize charge	FedEx Home Delivery®	Zone 2: \$190.00 per package Zones 3-4: \$205.00 per package Zones 5-6: \$230.00 per package Zones 7+: \$240.00 per package	Zone 2: \$240.00 per package Zones 3-4: \$260.00 per package Zones 5-6: \$290.00 per package Zones 7+: \$305.00 per package
Payer Rebilling	U.S. Express Package Services, International Express Package Services, U.S. Express Freight Services	\$22.50 per shipment	\$24.00 per shipment
	U.S. Express Package Services	\$22.50 per package	\$24.00 per package
Reroute of Shipment	U.S. Express Freight Services	\$120.00 per shipment	\$130.00 per shipment
	Maximum charge with FedEx Express Multi-weight Pricing	\$157.50 per shipment	\$168.00 per shipment
	U.S. Express Package Services	\$6.15 per package	\$6.55 per package
	International Express Package Services (to Canada, and U.S. import-rated shipments from all origins)	\$6.15 per shipment	\$6.55 per shipment
	Maximum charge with FedEx Express Multi-weight Pricing	\$55.35 per shipment	\$58.95 per shipment
Residential Delivery Charge	U.S. Ground Services, International Ground Service	\$5.55 per package	\$5.95 per package
	FedEx Home Delivery	\$5.55 per package	\$5.95 per package
	Maximum charge with FedEx Ground Multi-weight Pricing	\$49.95 per shipment	\$53.55 per shipment

*Please check your FedEx shipping agreement to determine the net impact of these changes to your shipping costs. Please consult the FedEx Service Guide for additional details regarding applicable services.



Carrier Rate Increase and 2025 Rate Links:

UPS:

https://www.ups.com/us/en/support/shipping-support/shipping-costs-rates.page

FedEx:

https://www.fedex.com/en-us/shipping/current-rates.html

USPS: https://www.usps.com/business/prices.htm

Address Correction Increases

Address correction fees can be crippling when it comes to freight management and cost control. Please ask how PMAC can assist in cleaning up bad addresses from your manifest system thereby making them USPS compliant and exempted from UPS/FedEx address correction fees. We have been instrumental in handling many data specific projects for our customers.

PMAC's web reporting tools will at the click of a button allow you to see addresses that continue to be troublesome for you; you can then update your manifest system and eliminate these costs for good. Please reach out and ask us how.

Please contact us at: (631)847-0596 · info@pmacinc.com · rmichals@pmacinc.com · www.parcelmanagement.com



Final Thoughts

UPS and FedEx will do what they need to retain volumes and figure out continued profitability after. Shippers will be faced with billings that are more complicated, new surcharges, new fees, new zone complexities, mid-year rate increases, etc. The national carrier revenue departments will be in overdrive; the result, without question, will be a bigger disconnect between manifest costs vs. actual shipping costs after "post-delivery adjustments". This will disrupt budgets, profitability and reconciled shipping charges, by piece and by service. PMAC will help shippers save on carrier contracts, negate and mitigate future increases, reconcile costs, and report on parcel expenses to offset these challenges.

Any questions, at any time, call 631-847-0596, no recorded messages or phone options. Just a happy PMAC representative ready to guide you.

Best regards,

Richard D Michals, Jr

President

Parcel Management Auditing and Consulting, Inc

