



Special Discount Rates for Members

UPS will provide the customer with pricing incentives ("Incentives") set forth below. These incentives are only available to the customer and only for a single UPS account. UPS may immediately cancel this agreement if the customer resells or offers the services or incentives to any other party without the prior written consent of UPS. The customer will acknowledge and agree that the incentives represent a percentage discount from the applicable UPS® Rates (for packages tendered in the 48 contiguous United States, the UPS Daily Rates) in effect at the time of shipping, available at www.ups.com, which may change at any time. The customer further acknowledges that the incentives apply only to the base transportation rates specified in the applicable UPS Rates and exclude all additional charges or surcharges set forth in the Terms or Service Guides (for example, any applicable charges for value-added services or other charges). Incentives will be provided only for packages tendered during the term of this Agreement.

Portfolio Tier Incentive

Each eligible package will receive an incentive per the following schedule based on a 52-week rolling average of eligible packages tendered to the company for each individual account number. After the first week of the agreement, average weekly gross transportation charges will be based on week one through the current billing week not to exceed 52 weeks. These incentives apply to all zones unless otherwise specified. The band determination is based on the cumulative gross transportation charges per week (i.e., excluding accessorials, additional charges, surcharges, and import services). Incentives apply to prepaid, freight collect, third party, and undeliverable (where applicable) billed letters, documents and packages.

Gross Weekly Revenue Band	Domestic										International			
	Next Day	2 Day	3 Day	GND C 1-20	GND C 21-50	GND C 51+	GND R 1-20	GND R 21-50	GND R 51+	Export	Export Stnd	Import	Import Stnd	
\$25,000.00 and up	75%	75%	75%	42%	53%	53%	39%	44%	49%	68%	30%	50%	30%	
\$15,000.00 - \$24,999.99	74%	74%	74%	40%	51%	52%	37%	42%	47%	67%	25%	49%	25%	
\$10,000.00 - \$14,999.99	73%	73%	73%	38%	49%	50%	35%	40%	45%	66%	20%	48%	20%	
\$5,000.00 - \$9,999.99	72%	72%	72%	36%	47%	48%	33%	38%	43%	65%	19%	46%	19%	
\$1,500.00 - \$4,999.99	68%	68%	68%	34%	45%	46%	31%	36%	41%	60%	17%	44%	17%	
\$500.00 - \$1,999.99	65%	65%	65%	30%	41%	42%	29%	34%	39%	55%	16%	42%	16%	
\$0.01 - \$499.99	62%	62%	62%	27%	38%	39%	26%	31%	36%	55%	15%	40%	15%	

Gross Weekly Revenue Band	Domestic Hundredweight						
	Next Day	2 Day A.M.	2 Day	3 Day	Ground		
\$25,000.00 and up	30%	30%	30%	30%	25%		
\$15,00.00 - \$24,999.99	25%	25%	25%	25%	20%		
\$10,000.00 - \$14,999.99	20%	20%	20%	20%	15%		
\$5,000.00 - \$9,999.99	20%	20%	20%	20%	15%		
\$1,500.00 - \$4,999.99	20%	20%	20%	20%	15%		
\$500.00 - \$1,999.99	20%	20%	20%	20%	15%		
\$0.01 - \$499.99	20%	20%	20%	20%	15%		

UPS NEXT DAY AIR® EARLY – PREPAID FC – 10% off the effective rate at time of shipping

Domestic Next Day includes the following services:

UPS Next Day Air®
UPS Next Day Air Saver®

Domestic 2 Day includes the following services:

UPS 2nd Day Air A.M.® UPS
2nd Day Air®

Domestic 3 Day includes the following services:

UPS 3 Day Select®

Domestic Grd C includes the following services:

UPS® Ground – Commercial

Domestic Grd R includes the following services:

UPS® Ground – Residential

International Export Express includes the following services:

UPS Worldwide Express®
UPS Worldwide Saver®

International Export Expedited includes the following services:

UPS Worldwide Expedited®

International Export Standard includes the following services:

UPS Standard® to Canada

International Import Freight Collect includes the following services:

UPS Worldwide Express®
UPS Worldwide Saver®
UPS Worldwide Expedited®

International Import Freight Collect Standard includes the following services:

UPS Standard® from Canada