



[MGN Logistics UPS 2020 Rate Increase Review](#)

Effective December 29, 2019, UPS increased their service rates by an *average* of 4.9%. When it comes to carrier increases, it is very important to understand that they affect all shippers differently. The true impact you experience will depend on your businesses unique shipment characteristics. Some service levels will see up to almost an 8% increase in rate base adjustments alone!

In addition to the general 4.9% rate increase, UPS has announced that various Accessorial Charges and Value-Added Services will be increasing. One major change they implemented this year is with the application of the Additional Handling Surcharge (Weight). Previously, the fee was only applicable on packages that weighed more than 70 lbs. The minimum weight has now been reduced and the fee applies to packages that weigh 50 lbs. or more.

In this analysis, **MGN Logistics** will outline and illustrate percentage increases for each service. Key factors including package size, shipment weight, service selected, zones shipped to, and accessorial fees will determine the real impact to your business in 2020.

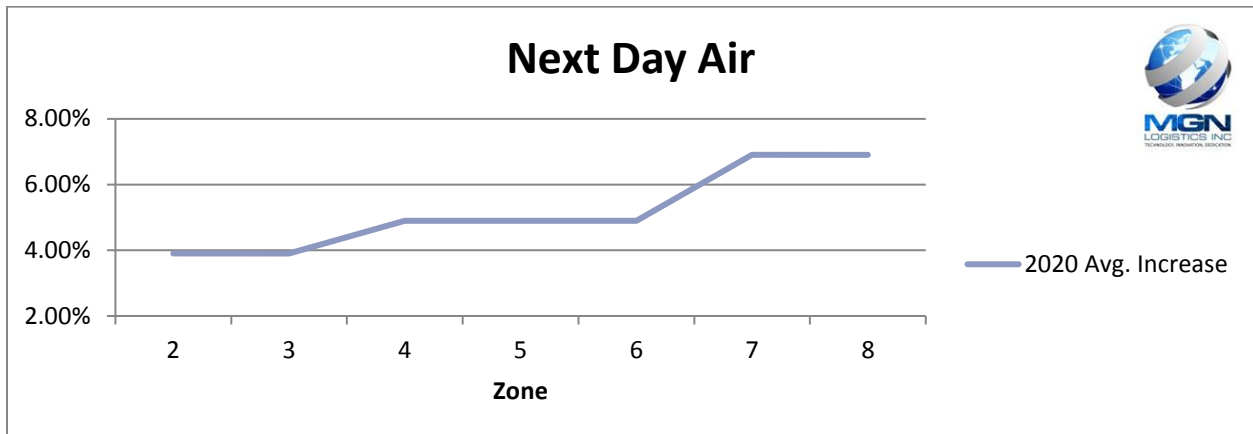
You need a partner dedicated to parcel analysis and management, who has the technology and expertise to help you understand how these “average” increases will truly impact your specific shipping profile. That is exactly what we do. Knowledge is power and understanding the complexities of carrier pricing agreements is precisely why you need us. Level the playing field in your next negotiation and contact us today.

MGN Logistics – Technology, Innovation, Dedication! For more information, please visit us at www.mgnlogistics.com, or email us at sales@mgnlogistics.com



Increase Overview of Services

Next Day Air 2020 Increase



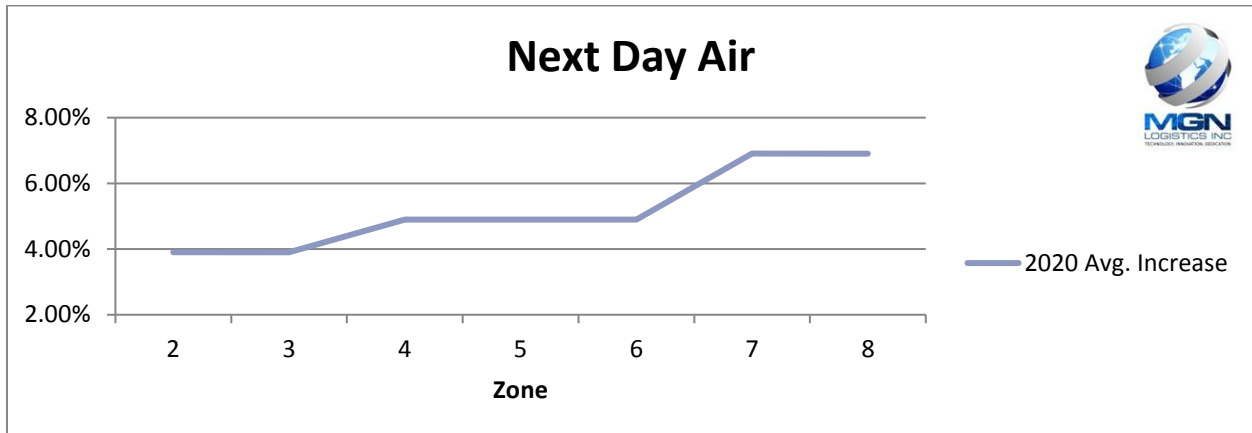
*Average increase 1lb – 50lb for zones 2-8

Next Day Air 2020 Increase

WT (Lbs)	2	3	4	5	6	7	8
1	3.90%	3.90%	4.90%	4.90%	4.91%	6.91%	6.91%
2	3.92%	3.91%	4.91%	4.90%	4.90%	6.91%	6.91%
3	3.92%	3.90%	4.90%	4.90%	4.90%	6.90%	6.91%
4	3.91%	3.90%	4.91%	4.90%	4.90%	6.90%	6.90%
5	3.91%	3.90%	4.89%	4.91%	4.89%	6.91%	6.90%
6	3.91%	3.90%	4.90%	4.90%	4.90%	6.91%	6.90%
7	3.91%	3.89%	4.90%	4.90%	4.90%	6.91%	6.90%
8	3.90%	3.90%	4.90%	4.90%	4.90%	6.91%	6.90%
9	3.90%	3.91%	4.90%	4.90%	4.90%	6.91%	6.91%
10	3.91%	3.90%	4.90%	4.90%	4.90%	6.91%	6.90%
20	3.90%	3.90%	4.90%	4.90%	4.90%	6.90%	6.90%
30	3.90%	3.90%	4.90%	4.90%	4.89%	6.90%	6.90%
40	3.90%	3.90%	4.90%	4.90%	4.90%	6.90%	6.90%
50	3.89%	3.90%	4.90%	4.90%	4.90%	6.90%	6.90%



Next Day Air Saver 2020 Increase



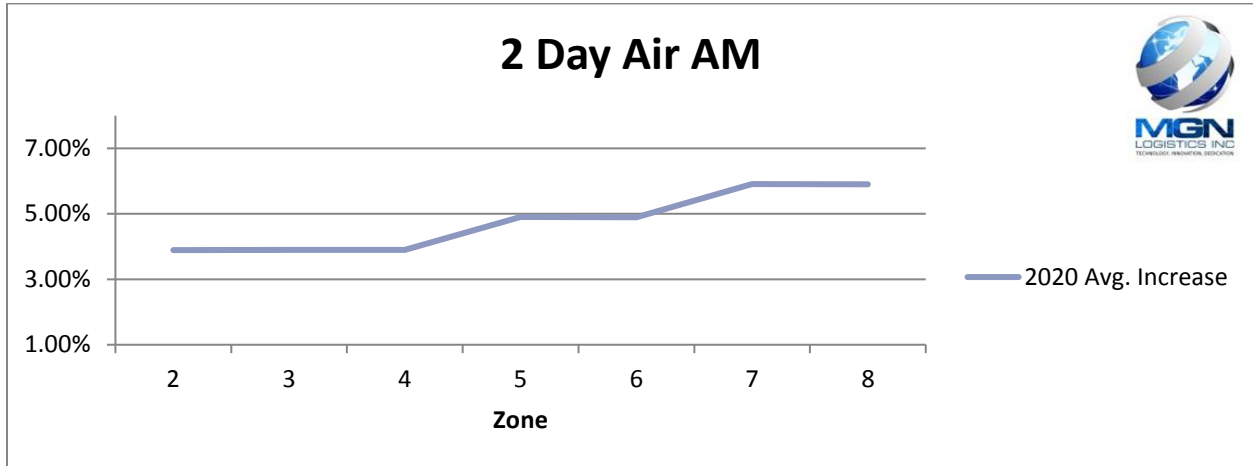
*Average increase 1lb – 50lb for zones 2-8

Next Day Air Saver 2020 Increase

WT (Lbs)	2	3	4	5	6	7	8
1	3.92%	3.90%	4.91%	4.90%	4.91%	6.90%	6.90%
2	3.92%	3.92%	4.92%	4.91%	4.91%	6.90%	6.90%
3	3.92%	3.92%	4.90%	4.90%	4.91%	6.90%	6.90%
4	3.90%	3.91%	4.90%	4.91%	4.91%	6.91%	6.90%
5	3.92%	3.91%	4.91%	4.90%	4.91%	6.90%	6.90%
6	3.92%	3.92%	4.90%	4.91%	4.91%	6.91%	6.90%
7	3.90%	3.90%	4.90%	4.90%	4.91%	6.90%	6.91%
8	3.90%	3.91%	4.90%	4.91%	4.91%	6.90%	6.90%
9	3.92%	3.91%	4.91%	4.91%	4.91%	6.91%	6.90%
10	3.90%	3.90%	4.90%	4.90%	4.91%	6.90%	6.91%
20	3.91%	3.91%	4.91%	4.90%	4.90%	6.90%	6.90%
30	3.91%	3.90%	4.90%	4.90%	4.90%	6.90%	6.90%
40	3.91%	3.91%	4.90%	4.90%	4.90%	6.90%	6.90%
50	3.91%	3.90%	4.90%	4.90%	4.90%	6.90%	6.90%



2 Day Air AM 2020 Increase



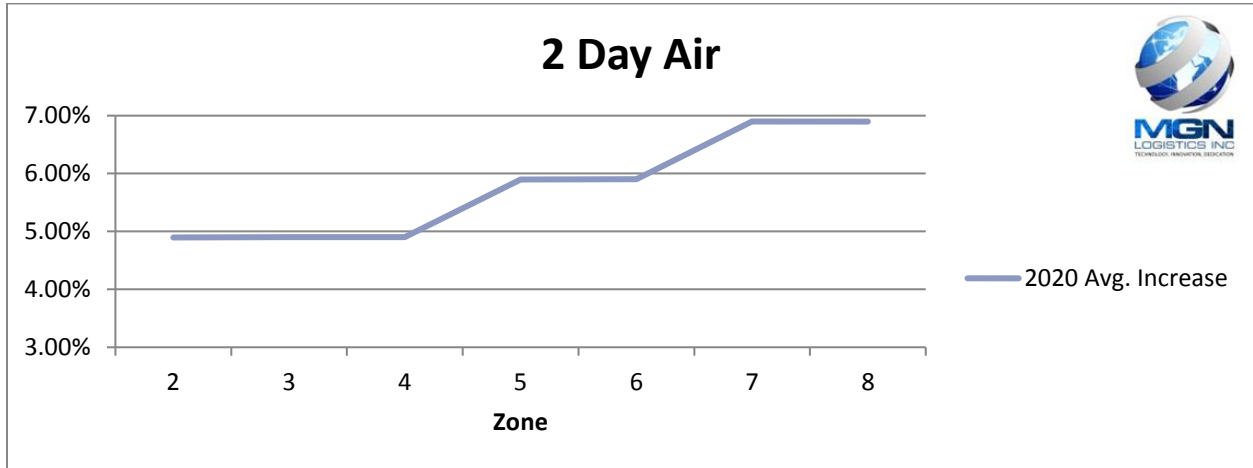
*Average increase 1lb – 50lb for zones 2-8

2 Day Air AM 2020 Increase

WT (Lbs)	2	3	4	5	6	7	8
1	3.87%	3.91%	3.86%	4.91%	4.89%	5.93%	5.92%
2	3.90%	3.88%	3.87%	4.89%	4.89%	5.91%	5.91%
3	3.89%	3.89%	3.87%	4.89%	4.91%	5.91%	5.91%
4	3.86%	3.90%	3.92%	4.92%	4.89%	5.91%	5.90%
5	3.89%	3.90%	3.90%	4.90%	4.89%	5.91%	5.91%
6	3.86%	3.88%	3.90%	4.89%	4.90%	5.91%	5.90%
7	3.87%	3.91%	3.92%	4.91%	4.89%	5.91%	5.90%
8	3.89%	3.92%	3.91%	4.91%	4.90%	5.91%	5.91%
9	3.92%	3.92%	3.89%	4.91%	4.89%	5.91%	5.90%
10	3.93%	3.91%	3.91%	4.90%	4.91%	5.91%	5.91%
20	3.90%	3.91%	3.90%	4.91%	4.90%	5.91%	5.90%
30	3.90%	3.90%	3.90%	4.90%	4.91%	5.90%	5.90%
40	3.90%	3.90%	3.90%	4.91%	4.91%	5.90%	5.90%
50	3.90%	3.90%	3.90%	4.90%	4.90%	5.90%	5.90%



2 Day Air 2020 Increase



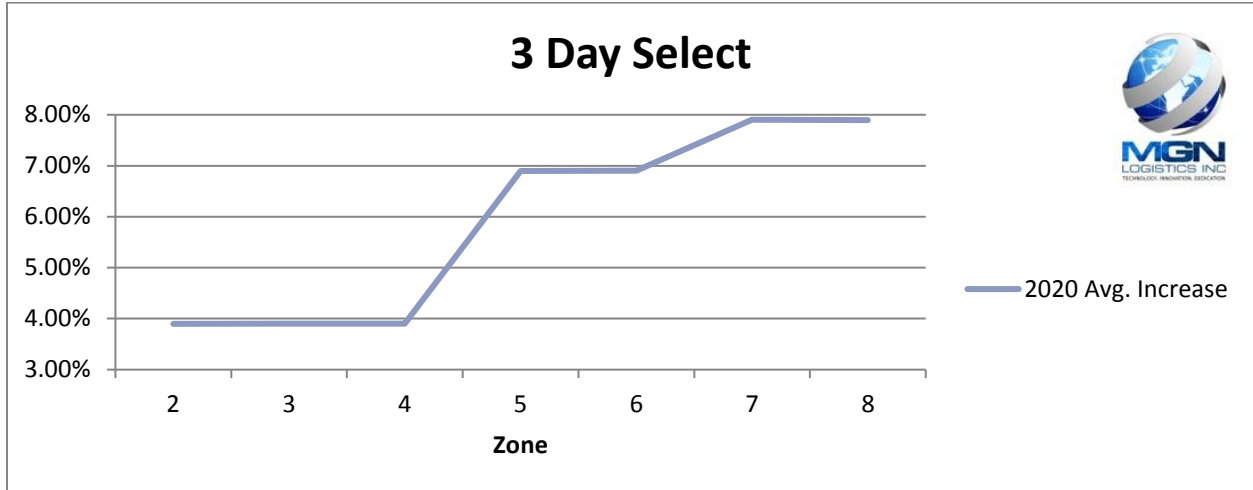
*Average increase 1lb – 50lb for zones 2-8

2 Day Air 2020 Increase

WT (Lbs)	2	3	4	5	6	7	8
1	4.89%	4.90%	4.90%	5.91%	5.91%	6.90%	6.89%
2	4.91%	4.90%	4.91%	5.90%	5.89%	6.89%	6.91%
3	4.88%	4.90%	4.91%	5.90%	5.91%	6.90%	6.90%
4	4.89%	4.92%	4.91%	5.89%	5.91%	6.90%	6.91%
5	4.89%	4.90%	4.91%	5.89%	5.90%	6.90%	6.89%
6	4.92%	4.88%	4.89%	5.89%	5.90%	6.90%	6.90%
7	4.90%	4.91%	4.91%	5.90%	5.89%	6.90%	6.90%
8	4.89%	4.91%	4.89%	5.89%	5.90%	6.90%	6.89%
9	4.90%	4.91%	4.89%	5.90%	5.90%	6.90%	6.90%
10	4.90%	4.90%	4.89%	5.91%	5.90%	6.90%	6.90%
20	4.90%	4.91%	4.90%	5.90%	5.90%	6.90%	6.90%
30	4.90%	4.89%	4.90%	5.90%	5.90%	6.90%	6.90%
40	4.90%	4.90%	4.90%	5.90%	5.90%	6.90%	6.90%
50	4.90%	4.90%	4.90%	5.90%	5.90%	6.90%	6.90%



3 Day Select 2020 Increase



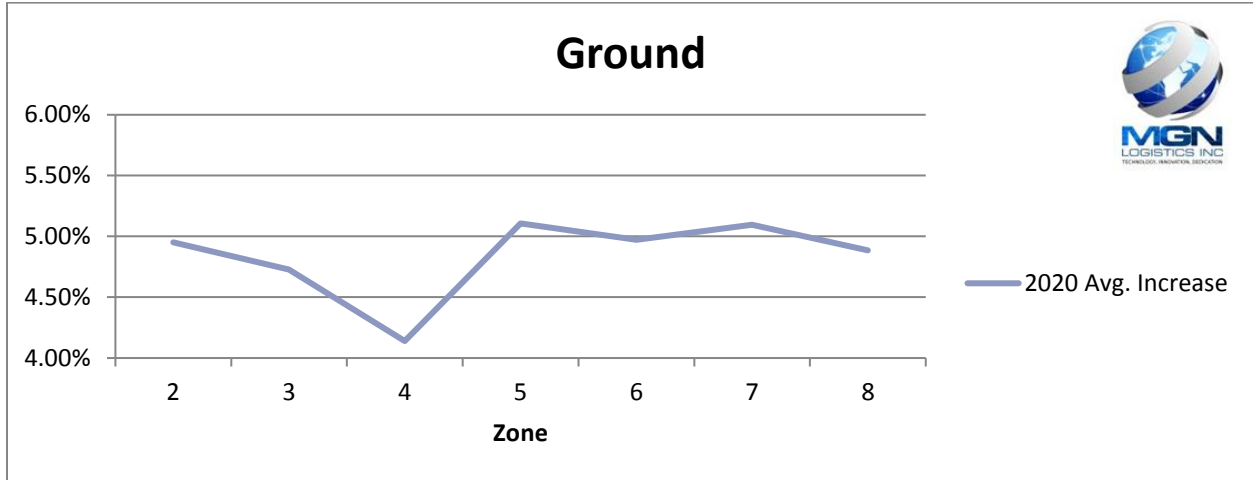
*Average increase 1lb – 50lb for zones 2-8

3 Day Select 2020 Increase

WT (Lbs)	2	3	4	5	6	7	8
1	3.92%	3.92%	3.87%	6.90%	6.88%	7.91%	7.90%
2	3.87%	3.92%	3.89%	6.93%	6.90%	7.89%	7.89%
3	3.94%	3.93%	3.93%	6.88%	6.90%	7.91%	7.91%
4	3.87%	3.87%	3.88%	6.91%	6.90%	7.90%	7.90%
5	3.91%	3.90%	3.92%	6.90%	6.91%	7.89%	7.89%
6	3.90%	3.89%	3.90%	6.88%	6.91%	7.91%	7.89%
7	3.88%	3.89%	3.91%	6.89%	6.91%	7.90%	7.90%
8	3.88%	3.89%	3.91%	6.89%	6.90%	7.91%	7.90%
9	3.88%	3.89%	3.91%	6.89%	6.89%	7.91%	7.90%
10	3.92%	3.90%	3.91%	6.90%	6.90%	7.91%	7.90%
20	3.91%	3.90%	3.91%	6.90%	6.91%	7.90%	7.90%
30	3.90%	3.90%	3.90%	6.90%	6.90%	7.90%	7.90%
40	3.90%	3.90%	3.91%	6.90%	6.90%	7.90%	7.90%
50	3.90%	3.90%	3.90%	6.90%	6.90%	7.90%	7.90%



Ground 2020 Increase



*Average increase 1lb – 50lb for zones 2-8

Ground 2020 Increase

Zone	2	3	4	5	6	7	8
1	4.84%	0.00%	4.35%	4.27%	4.34%	4.29%	4.32%
2	2.77%	4.32%	4.33%	4.34%	4.34%	4.27%	4.29%
3	4.28%	4.35%	4.30%	4.31%	4.31%	4.34%	4.30%
4	4.27%	4.28%	2.40%	4.34%	4.30%	4.27%	4.31%
5	5.34%	5.28%	3.08%	5.30%	5.31%	5.27%	5.27%
6	5.27%	5.33%	2.58%	5.30%	5.27%	5.29%	5.32%
7	5.28%	5.30%	3.52%	5.30%	5.32%	5.29%	5.27%
8	5.27%	5.34%	3.68%	5.27%	5.31%	5.27%	5.29%
9	5.29%	5.26%	4.12%	5.30%	5.27%	5.33%	5.33%
10	5.26%	5.30%	4.08%	5.31%	5.30%	5.28%	5.28%
20	4.52%	4.48%	4.52%	5.51%	5.49%	5.52%	5.50%
30	5.50%	5.49%	5.53%	5.52%	5.51%	5.52%	4.52%
40	5.71%	5.72%	5.73%	5.72%	4.70%	5.71%	4.72%
50	5.71%	5.71%	5.72%	5.71%	4.82%	5.71%	4.70%



Worldwide Express 2020 Increase



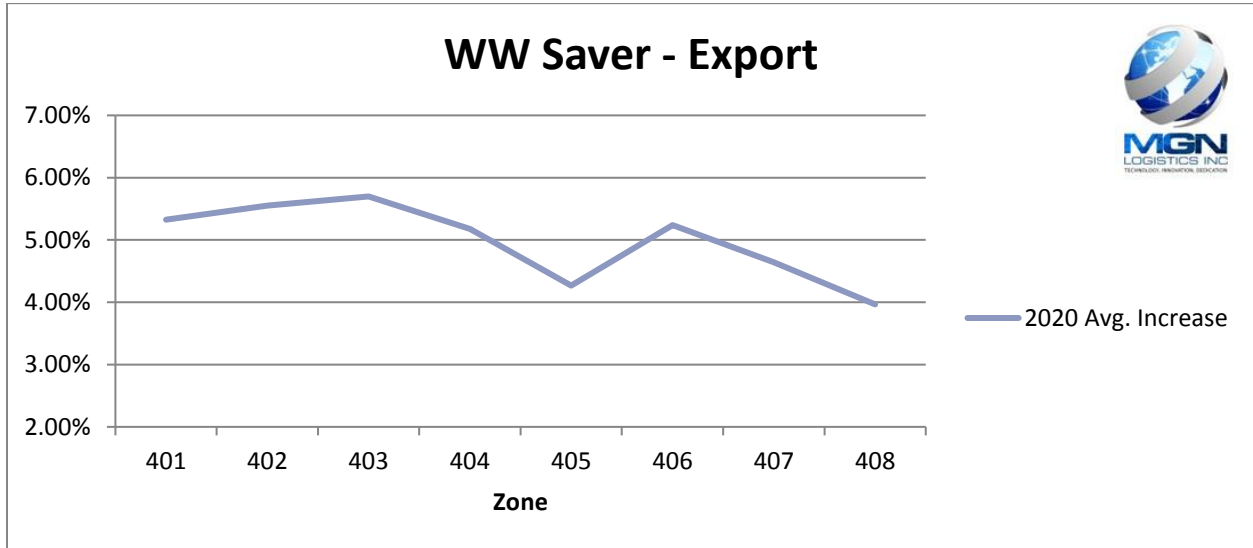
*Average increase 1lb – 50lb for zones 2-8

Worldwide Express 2020 Increase

Zones	901	902	903	904	905	906	907	908
1	4.96%	2.90%	4.91%	5.41%	5.28%	4.60%	2.30%	2.40%
2	5.48%	3.30%	4.80%	4.80%	4.79%	4.19%	4.00%	3.30%
3	5.48%	3.30%	4.80%	4.80%	4.79%	4.19%	4.00%	3.30%
4	5.48%	4.98%	5.99%	4.80%	4.90%	4.90%	4.50%	3.30%
5	5.49%	4.98%	6.00%	4.80%	4.90%	4.88%	4.50%	3.31%
6	5.49%	4.98%	6.50%	4.80%	4.90%	4.90%	4.50%	3.30%
7	5.49%	4.99%	6.50%	4.81%	4.90%	4.90%	4.50%	3.30%
8	5.49%	4.87%	5.71%	4.81%	4.90%	4.86%	4.50%	3.30%
9	5.53%	4.82%	5.32%	5.10%	4.90%	4.17%	5.00%	3.17%
10	6.17%	4.79%	5.30%	5.39%	4.90%	4.09%	5.00%	3.16%
20	6.70%	4.67%	5.97%	6.18%	5.03%	5.28%	6.21%	5.70%
30	6.92%	5.49%	6.00%	6.79%	6.72%	5.58%	6.21%	6.00%
40	7.32%	4.98%	6.00%	5.83%	6.72%	5.58%	6.21%	6.00%
50	7.31%	4.98%	6.00%	5.82%	6.72%	5.58%	6.21%	6.00%



Worldwide Saver 2020 Increase



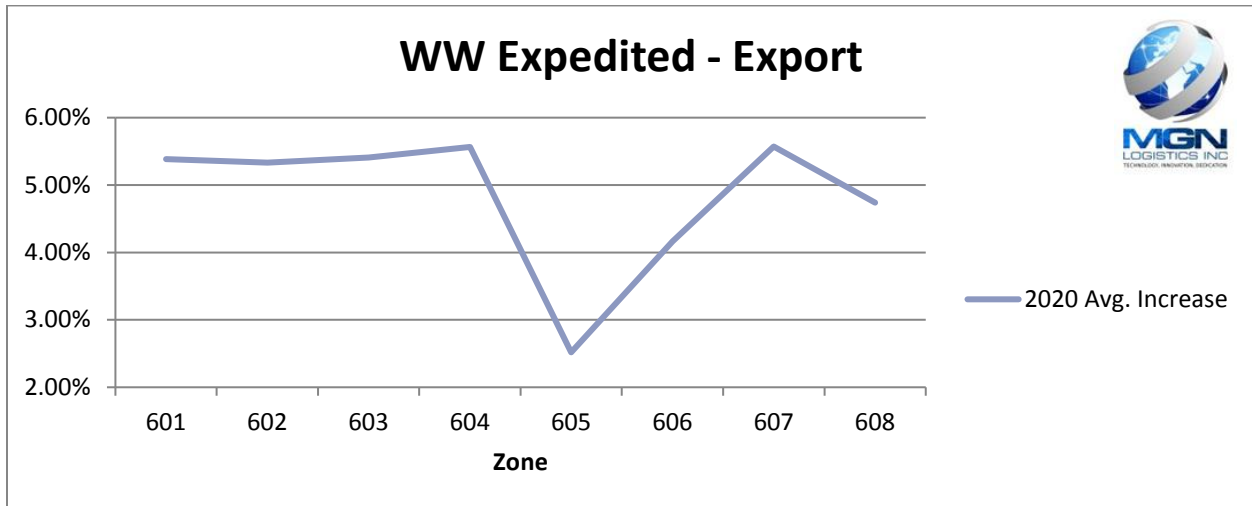
*Average increase 1lb – 50lb for zones 2-8

Worldwide Saver 2020 Increase

Zones	401	402	403	404	405	406	407	408
1	4.90%	3.90%	4.91%	5.20%	4.50%	5.00%	2.30%	2.40%
2	4.91%	4.30%	4.80%	4.60%	3.50%	4.60%	3.79%	3.30%
3	4.90%	4.30%	4.80%	4.60%	3.50%	4.60%	3.79%	3.30%
4	4.90%	6.00%	6.00%	4.60%	3.50%	5.30%	4.30%	3.30%
5	4.90%	6.00%	6.00%	4.60%	3.50%	5.30%	4.30%	3.30%
6	4.90%	6.00%	6.50%	4.60%	3.50%	5.30%	4.30%	3.30%
7	4.90%	6.00%	6.50%	4.60%	3.50%	5.30%	4.30%	3.30%
8	4.90%	5.88%	5.71%	4.60%	3.50%	5.21%	4.30%	3.30%
9	4.90%	5.83%	5.32%	4.89%	3.50%	4.50%	4.80%	3.17%
10	5.58%	5.80%	5.30%	5.18%	3.50%	4.51%	4.80%	3.16%
20	5.99%	5.69%	5.97%	5.97%	4.81%	5.70%	6.00%	5.70%
30	6.40%	6.00%	6.00%	6.00%	6.30%	6.00%	6.00%	6.00%
40	6.40%	6.00%	6.00%	6.50%	6.30%	6.00%	6.00%	6.00%
50	6.08%	6.00%	6.00%	6.50%	6.30%	6.00%	6.00%	6.00%



Worldwide Expedited 2020 Increase



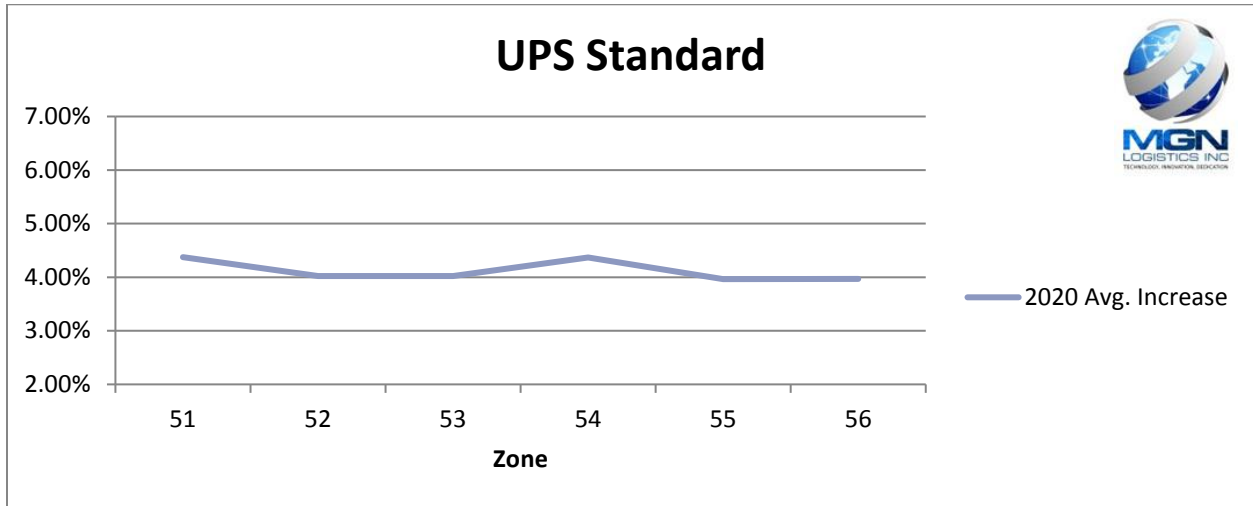
*Average increase 1lb – 50lb for zones 2-8

Worldwide Expedited 2020 Increase

Zones	601	602	603	604	605	606	607	608
1	4.51%	4.00%	4.51%	4.50%	4.50%	3.01%	4.50%	3.91%
2	4.49%	2.71%	4.49%	4.70%	4.70%	4.60%	4.50%	4.00%
3	4.50%	3.70%	4.50%	4.70%	3.01%	3.30%	5.00%	4.00%
4	5.00%	4.70%	5.00%	4.69%	3.01%	3.30%	5.00%	4.00%
5	5.00%	5.99%	5.00%	4.70%	2.01%	3.30%	4.00%	4.00%
6	5.00%	6.00%	5.00%	4.70%	2.01%	5.00%	5.00%	4.00%
7	5.00%	6.00%	5.00%	4.70%	2.00%	3.30%	5.00%	4.00%
8	4.95%	6.00%	5.00%	4.70%	2.00%	3.30%	5.00%	4.00%
9	4.50%	5.50%	5.00%	6.50%	2.00%	3.30%	6.00%	4.00%
10	5.48%	5.00%	5.00%	6.50%	2.00%	4.22%	7.00%	4.92%
20	5.50%	6.00%	6.00%	6.00%	2.00%	4.30%	6.00%	5.00%
30	7.00%	5.06%	7.50%	6.50%	2.00%	5.80%	6.00%	7.50%
40	7.50%	7.00%	6.20%	7.50%	2.00%	5.80%	7.50%	6.50%
50	7.00%	7.00%	7.50%	7.50%	2.00%	5.80%	7.50%	6.50%



UPS Standard 2020 Increase



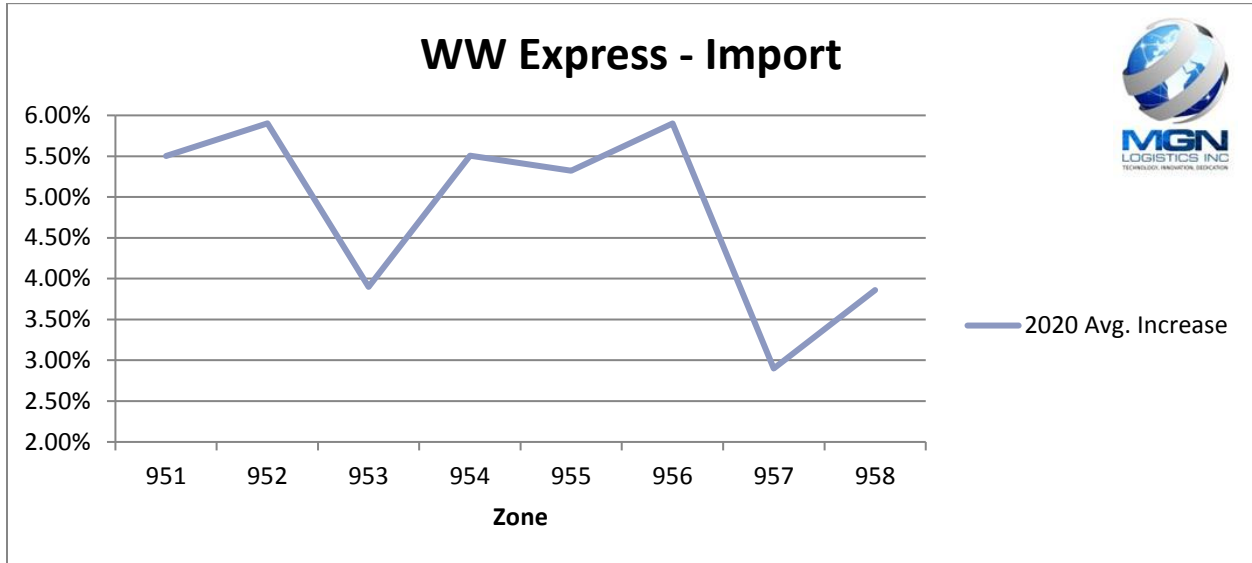
*Average increase 1lb – 50lb for zones 2-8

UPS Standard 2020 Increase

Zones	51	52	53	54	55	56
1	4.53%	4.18%	4.17%	4.51%	4.11%	4.12%
2	4.54%	4.17%	4.16%	4.52%	4.10%	4.11%
3	4.53%	4.17%	4.19%	4.50%	4.10%	4.11%
4	4.51%	4.17%	4.15%	4.51%	4.10%	4.10%
5	4.51%	4.15%	4.17%	4.52%	4.12%	4.12%
6	4.51%	4.16%	4.18%	4.51%	4.10%	4.10%
7	4.52%	4.18%	4.16%	4.52%	4.11%	4.11%
8	4.52%	4.16%	4.17%	4.50%	4.11%	4.10%
9	4.53%	4.18%	4.16%	4.51%	4.12%	4.12%
10	4.53%	4.16%	4.17%	4.50%	4.10%	4.12%
20	4.00%	3.65%	3.66%	4.01%	3.61%	3.61%
30	4.00%	3.66%	3.67%	4.01%	3.60%	3.61%
40	4.01%	3.65%	3.66%	4.00%	3.61%	3.61%
50	4.01%	3.65%	3.66%	4.01%	3.60%	3.61%



WW Express Import 2020 Increase

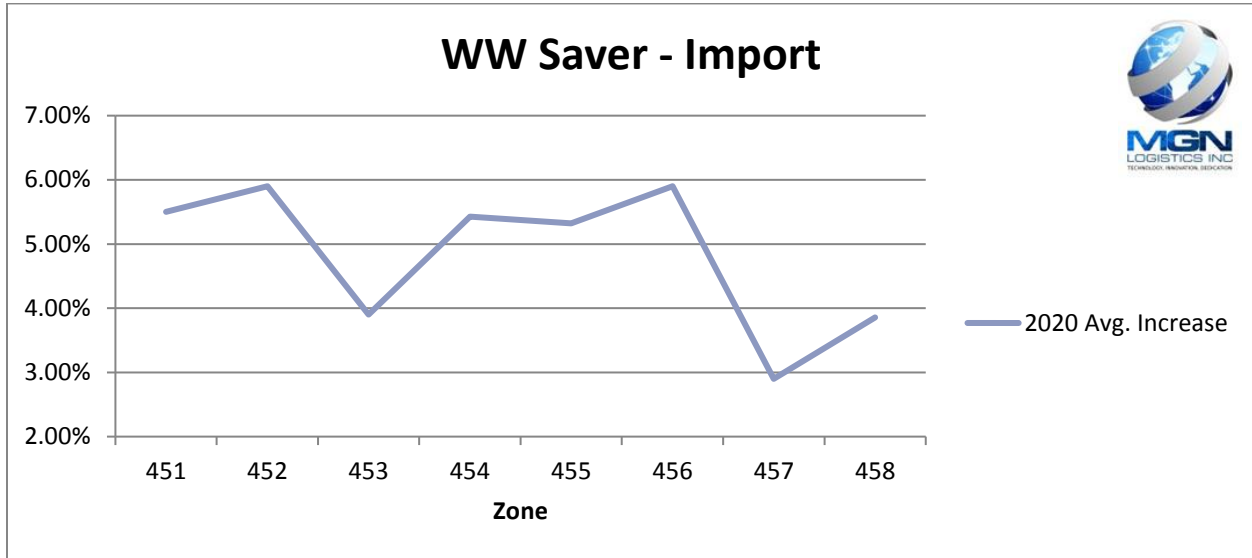


WW Express Import 2020 Increase

Zones	951	952	953	954	955	956	957	958
1	5.50%	5.90%	3.90%	5.51%	5.50%	5.91%	2.90%	3.90%
2	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
3	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
4	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
5	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
6	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
7	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
8	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
9	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
10	5.50%	5.90%	3.90%	4.38%	2.98%	5.90%	2.90%	3.32%
20	5.50%	5.90%	3.90%	5.50%	5.50%	5.90%	2.90%	3.90%
30	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%
40	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%
50	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%



WW Saver Import 2020 Increase

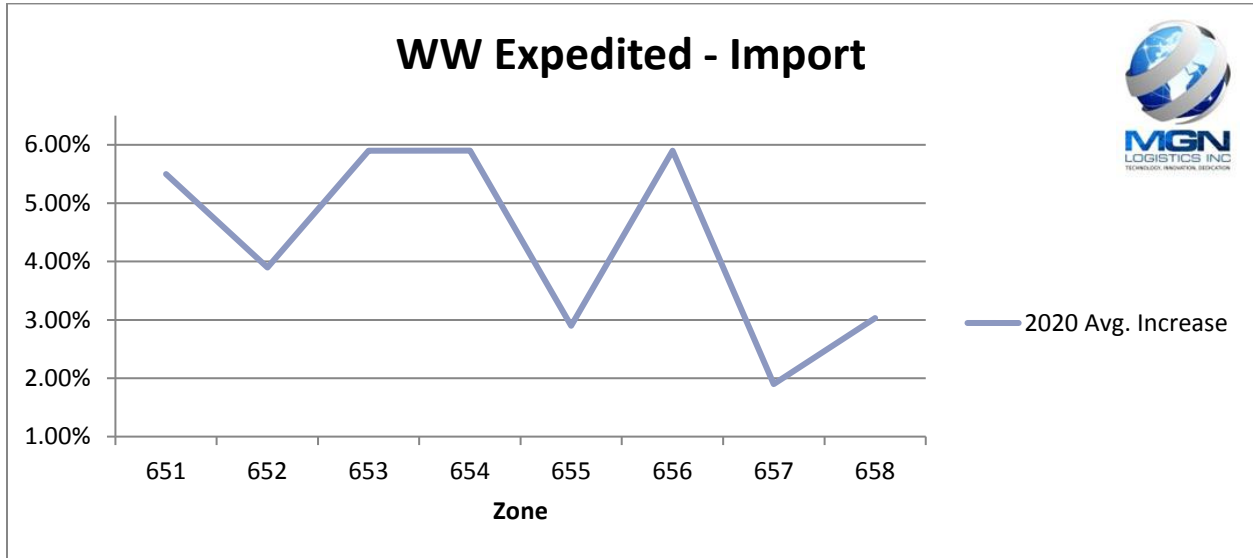


WW Saver Import 2020 Increase

Zones	451	452	453	454	455	456	457	458
1	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
2	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
3	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
4	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
5	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
6	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
7	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
8	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
9	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
10	5.50%	5.90%	3.90%	4.28%	2.98%	5.90%	2.90%	3.32%
20	5.50%	5.90%	3.90%	5.40%	5.50%	5.90%	2.90%	3.90%
30	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%
40	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%
50	5.50%	5.90%	3.90%	5.90%	5.50%	5.90%	2.90%	3.90%



WW Expedited Import 2020 Increase



WW Expedited Import 2020 Increase

Zones	651	652	653	654	655	656	657	658
1	5.50%	3.89%	5.89%	5.90%	2.90%	5.90%	1.90%	1.00%
2	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.90%
3	5.50%	3.90%	5.90%	5.91%	2.90%	5.90%	1.90%	1.01%
4	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	1.00%
5	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.90%
6	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.90%
7	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	1.00%
8	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	5.77%
9	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	5.76%
10	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.29%
20	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.90%
30	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	1.00%
40	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.50%
50	5.50%	3.90%	5.90%	5.90%	2.90%	5.90%	1.90%	3.50%



UPS Accessorial Changes – Overview

2020 Changes to Value-Added Services and Other Charges

Charges	2019	2020
Additional Handling		
Weight (Domestic)	\$23.00	\$24.00
Length and Width (Domestic)	\$14.25	\$15.00
International	\$14.25	\$15.00
Address Correction		
Per Package	\$16.40	\$17.00
Maximum per GFP Shipment	\$114.80	\$119.00
Chargeback for Consignee Billing Shipments	\$16.40	\$17.00
Collect on Delivery (C.O.D.)	\$14.50	\$15.50
Dangerous Goods (Hazardous Materials)		
Domestic Air Accessible	\$98.00	\$105.00
Domestic Air Inaccessible	\$49.00	\$51.50
Ground	\$35.00	\$37.00
International Air Accessible	\$153.50 per shipment or \$18.43 per pkg	\$162.50 per shipment or \$19.51 per pkg
International Air Inaccessible	\$75.50 per shipment or \$9.06 per pkg	\$81.00 per shipment or \$9.72 per pkg
Standard to/from Canada	\$42.75 per shipment or \$4.85 per pkg	\$44.00 per shipment or \$4.99 per pkg
Worldwide Express Freight Accessible	\$153.50 per shipment or \$0.83 per pound	\$162.50 per shipment or \$0.88 per pkg
Worldwide Express Freight Inaccessible	\$75.50 per shipment or \$0.41 per pound	\$81.00 per shipment or \$0.44 per pkg
Delivery Area Surcharge		
Air Commercial	\$2.95	\$3.10
Air Commercial Extended	\$2.95	\$3.60
Ground Commercial	\$2.80	\$2.95
Ground Commercial Extended	\$2.80	\$3.45
Ground Residential	\$3.80	\$4.00



Delivery Area Surcharge (Continued)		
Ground Residential Extended	\$4.85	\$5.40
Air Residential	\$4.35	\$4.40
Air Residential Extended	\$4.85	\$5.40
Import	\$2.30	\$2.40
Delivery Area Surcharge (Hundredweight)		
Air Commercial	\$14.25 per shipment	\$15.50 per shipment
Air Commercial Extended	\$14.25 per shipment	\$18.00 per shipment
Ground Commercial	\$13.50 per shipment	\$14.75 per shipment
Ground Commercial Extended	\$13.50 per shipment	\$17.25 per shipment
Air Residential	\$21.00 per shipment	\$22.00 per shipment
Air Residential Extended	\$23.25 per shipment	\$27.00 per shipment
Ground Residential	\$18.25 per shipment	\$20.00 per shipment
Ground Residential Extended	\$23.25 per shipment	\$27.00 per shipment
Delivery Change Request		
Phone Request	\$6.60	\$6.00
Web Request	\$5.50	\$6.00
Delivery Confirmation		
Signature Required	\$5.00	\$5.25
Adult Signature Required	\$6.05	\$6.35
Delivery Intercept		
Phone Request	\$22.90	\$23.90
Web Request	\$16.40	\$17.00
Disbursement Fee (minimum)	\$11.00	\$12.00
Dry Ice	\$5.55	\$5.85
Electronic Export Information (EEI)	\$13.00	\$15.00
Entry Type 86 Processing	N/A	\$10.00
Extended Area Surcharge (International)	Greater of \$38 or \$0.38 per pound	Greater of \$40 or \$0.40 per pound
Large Package Surcharge		
International	\$95.00	\$100.00
Commercial (Domestic)	\$95.00	\$100.00
Residential (Domestic)	\$115.00	\$120.00



Missing/Invalid Account Number or Refusal Fee	\$16.40	\$17.00
Over Maximum Limits	\$850.00	\$875.00
Oversize Pallet Handling Surcharge	\$850.00 per pallet	\$875.00 per pallet
Prohibited Item Fee	N/A	\$150.00
Rebill Fee	N/A	\$17.00 per request
Remote Area Surcharge		
Alaska	\$28.00	\$30.00
Hawaii	\$9.00	\$10.00
Residential Surcharge		
Ground and Standard	\$3.95	\$4.10
Domestic and International Air	\$4.55	\$4.70
Hundredweight (and GFP)	\$40.00 per shipment	\$41.85 per shipment
Worldwide Express Freight	\$130.00 per shipment	\$140.00 per shipment
Return Label (Electronic and Print)	\$1.00	\$1.05
Ship to a UPS Access Point Location	\$1.50	\$0.00
UPS Carbon Neutral (Standard)	\$0.10	\$0.05
UPS On-Call Pickup Area Surcharge		
Residential	\$3.80	\$4.00
Extended Residential	\$4.85	\$5.40
Scheduled Pickup Weekly Service Charges		
Daily Pickup		
(\$0.00-\$74.99 Weekly Billing Total)	\$29.00	\$31.00
(\$75.00+ Weekly Billing Total)	\$14.50	\$15.50
Daily On-Route Pickup		
(\$0.00-\$74.99 Weekly Billing Total)	\$27.00	\$29.00
(\$75.00+ Weekly Billing Total)	\$13.50	\$14.50
Day-Specific Pickup		
4 Days (\$0.00-\$74.99 Weekly Billing Total)	\$27.00	\$29.00
4 Days (\$75.00+ Weekly Billing Total)	\$13.50	\$14.50
3 Days (\$0.00-\$74.99 Weekly Billing Total)	\$20.30	\$22.30
3 Days (\$75.00+ Weekly Billing Total)	\$13.45	\$14.45
1 or 2 Days	\$13.45	\$14.45
UPS Smart Pickup	\$13.45	\$14.45



MGN Logistics Technology

Leveraging Technology to Optimize Parcel Shipping Costs

Parcel shipping and carrier agreements have become very complex. With pages and pages of varying rates, discounts, surcharges and multiple zones, understanding these agreements can be nearly impossible for most shippers. Even the most sophisticated corporate shippers require specialized software to analyze these agreements and make sense of them. This is where MGN Logistics can help. MGN Logistics is a leading provider of IT solutions for the freight management and transportation industry. Their Transportation Management Software or TMS platform has been the backbone of some of the country's largest 3PLs for many years. Now, this innovative technology is being made available to individual private companies to assist in improving operational efficiencies. Imagine having on-demand technology that can definitively illustrate the potential impacts to changes in your UPS or FedEx carrier pricing agreements. Data driven technology that you can leverage, to level the playing field for effective carrier negotiations that produces results!

We call it "RAMS"

RAMS (Rating Agreement Management System) is a proprietary technology that provides on-demand parcel rate comparisons based on your actual shipment history. It allows re-rating across carrier agreements, pricing proposals, and year to year carrier base rate changes. RAMS eliminates the guess work and allows informed decision making. This technology was only available to the largest corporate entities, but it is now available to shippers of all sizes.

How does RAMS benefit you?

During a bid or agreement restructuring, your newly proposed carrier agreement data is uploaded to the RAMS system, thereby determining how the proposed changes will impact your parcel spend. The RAMS system provides the ability to re-rate every individual historical shipment during a given time frame. Therefore, giving complete and accurate visibility of the impact of proposed service options, assessorial fees, fuel surcharges, and even DIM rated shipments. Unlike the carriers or any of MGN's competitors, they do not use averages to determine your projected bottom-line results, rather, they use actual shipment data detailing costs to the penny.

This sophisticated technology benefits shippers by providing actionable intelligence. For example, prior to signing any carrier agreement, the client knows exactly what the impact of the proposed pricing changes will be, and how it will affect their bottom line. Once the new agreement is published, MGN can then provide a weekly, monthly or quarterly savings report. This report illustrates savings achieved by service levels and surcharges, throughout the lifetime of the agreement.



Additionally, the RAMS system provides an annual General Rate Increase (GRI) Impact Analysis. Each year, the carriers announce changes to their base rates, minimum charges and surcharges or assessorial fees. Carriers typically state this general rate increase as a flat percentage; however, this is really an “average” of all increases across all weights and services. Depending on your company’s unique shipping profile, your true increase could be significantly higher than that “average”. Understanding exactly how a carrier rate increase effects your business is powerful information. Having on-demand access to our proprietary technology is exactly the LEVERAGE your business needs to effectively navigate carrier negotiations and optimize your rates.

Summary

The overall analysis of the 2020 GRI increase concludes that all services will be impacted. Your specific shipping profile will determine the true impact of these increases to your company.

To truly understand what impact this has on your business, MGN Logistics can provide you with a thorough and detailed analysis.

Our unique industry **Knowledge**, combined with our superior web-based **Technology** will provide you with the **Leverage** needed to optimize your carrier agreements.

For a no-obligation consultation and business review, please email us at sales@mgnlogistics.com.

