



[MGN Logistics UPS 2024 Rate Increase Review](#)

UPS announced another 5.9% average general rate increase for 2024. 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 business' unique shipping characteristics. Most businesses will see a higher than 5.9% increase in their parcel cost.

In addition to the general 5.9% rate increase, UPS has announced that various Accessorial Charges and Value-Added Services will be increasing. For example, this year the minimum charge for UPS Next Day Air Service is going up to \$40.40, or increasing 7.91%. This could translate to an even bigger increase depending on your shipping profile.

Just about every common surcharge will increase significantly more than 5.9%. For example, customers that ship larger packages will once again feel another big impact this year. The additional handling package surcharges and large package surcharges will increase a whopping average of 19.5%. The over maximum charge will greatly increase \$100 per package to \$1,250 from \$1,150.

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 2024.

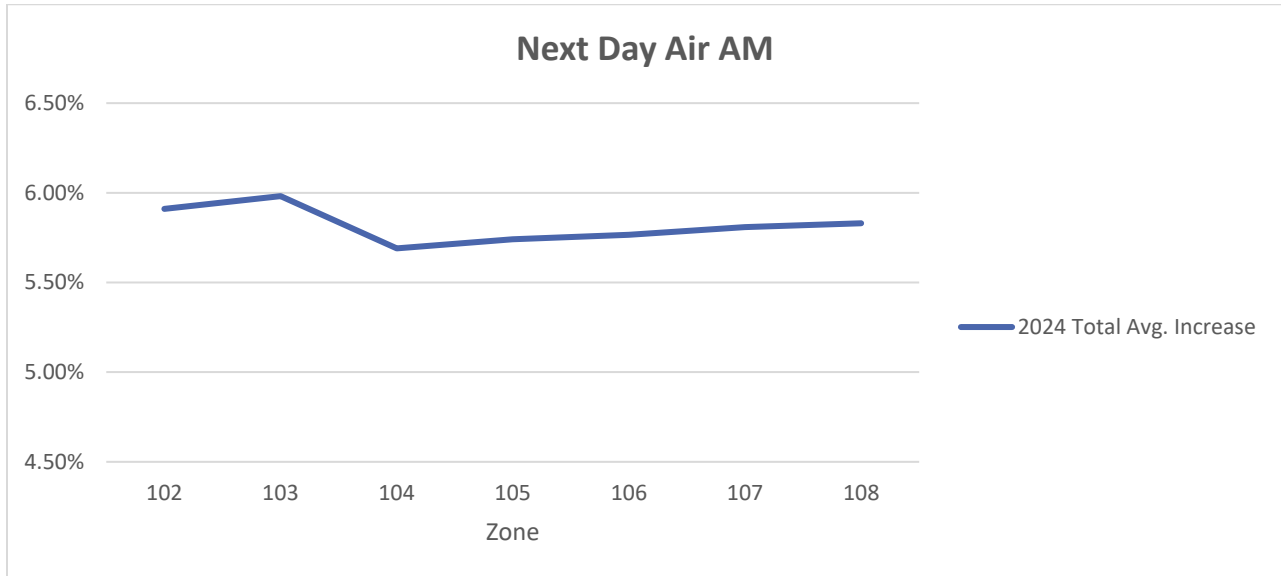
You need a partner dedicated to parcel analysis and management, who has the technology and expertise to help you understand how these “average” increases will truly impact your specific shipping profile. That is exactly what we do. Knowledge is power and understanding the complexities of carrier pricing 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 AM 2024 Increase



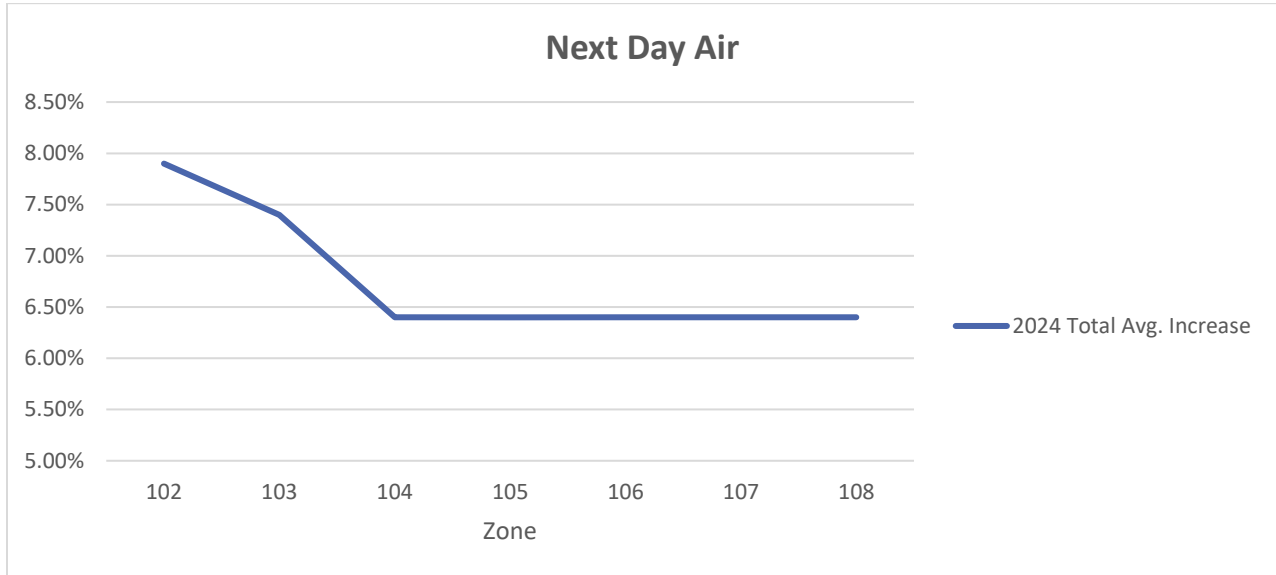
*Average increase 1lb – 50lb for zones 102-108

Next Day Air AM 2024 Increase

WT (Lbs)	Zone 102	Zone 103	Zone 104	Zone 105	Zone 106	Zone 107	Zone 108
1	4.39%	4.80%	4.52%	4.65%	4.72%	4.88%	4.90%
2	4.42%	4.82%	4.64%	4.75%	4.78%	4.92%	5.03%
3	4.58%	4.98%	4.76%	4.91%	4.98%	5.08%	5.12%
4	4.74%	5.01%	4.90%	5.00%	5.04%	5.17%	5.20%
5	4.75%	5.03%	4.93%	5.02%	5.05%	5.18%	5.21%
6	5.01%	5.19%	5.06%	5.18%	5.22%	5.31%	5.35%
7	5.05%	5.26%	5.09%	5.22%	5.26%	5.35%	5.40%
8	5.04%	5.26%	5.14%	5.26%	5.30%	5.40%	5.43%
9	5.05%	5.27%	5.18%	5.26%	5.30%	5.41%	5.43%
10	5.07%	5.29%	5.19%	5.27%	5.32%	5.41%	5.44%
20	5.66%	5.80%	5.55%	5.64%	5.65%	5.71%	5.71%
30	6.00%	6.04%	5.77%	5.80%	5.82%	5.86%	5.88%
40	6.26%	6.26%	5.87%	5.90%	5.92%	5.95%	5.96%
50	6.50%	6.42%	5.93%	5.96%	5.98%	6.00%	6.03%
Avg Increases	5.91%	5.98%	5.69%	5.74%	5.77%	5.81%	5.83%



Next Day Air 2024 Increase



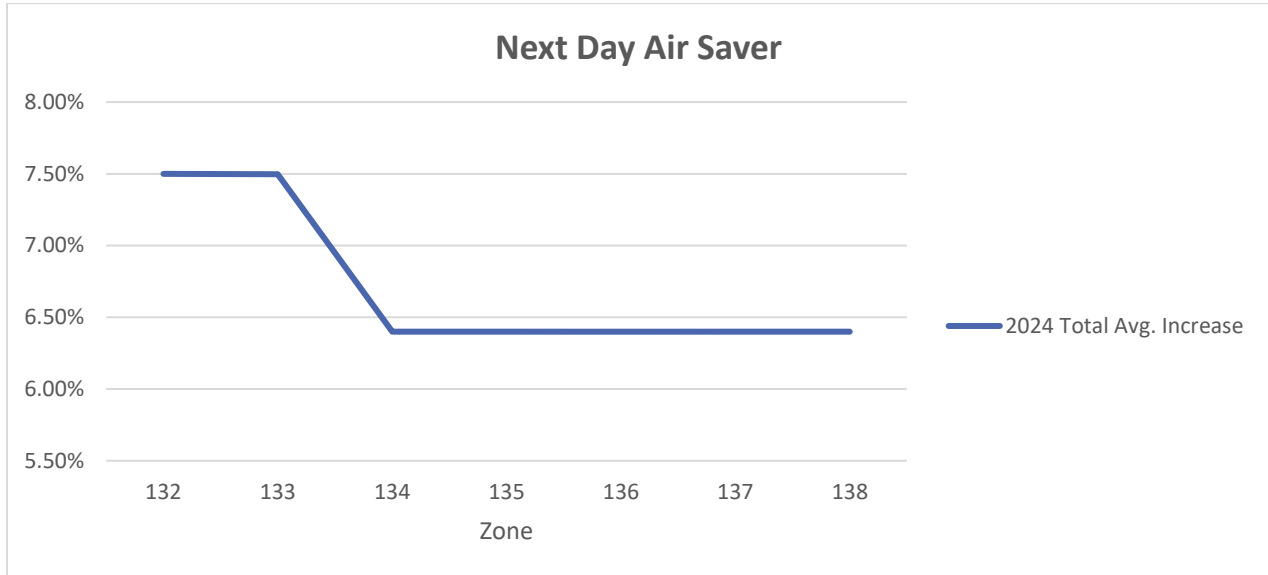
*Average increase 1lb – 50lb for zones 102-108

Next Day Air 2024 Increase

WT (Lbs)	Zone 102	Zone 103	Zone 104	Zone 105	Zone 106	Zone 107	Zone 108
1	7.91%	7.40%	6.40%	6.40%	6.40%	6.41%	6.40%
2	7.91%	7.41%	6.40%	6.40%	6.40%	6.40%	6.40%
3	7.90%	7.39%	6.40%	6.41%	6.39%	6.40%	6.40%
4	7.89%	7.40%	6.41%	6.40%	6.40%	6.40%	6.40%
5	7.89%	7.40%	6.40%	6.41%	6.40%	6.40%	6.40%
6	7.90%	7.40%	6.41%	6.40%	6.40%	6.40%	6.40%
7	7.91%	7.40%	6.40%	6.40%	6.40%	6.40%	6.40%
8	7.90%	7.39%	6.40%	6.40%	6.40%	6.40%	6.40%
9	7.90%	7.39%	6.40%	6.40%	6.40%	6.40%	6.39%
10	7.90%	7.39%	6.40%	6.40%	6.40%	6.40%	6.40%
20	7.89%	7.41%	6.40%	6.40%	6.40%	6.40%	6.40%
30	7.90%	7.40%	6.40%	6.40%	6.40%	6.40%	6.40%
40	7.90%	7.40%	6.40%	6.40%	6.40%	6.40%	6.40%
50	7.89%	7.40%	6.40%	6.40%	6.40%	6.40%	6.40%
Avg Increase	7.90%	7.40%	6.40%	6.40%	6.40%	6.40%	6.40%



Next Day Air Saver 2024 Increase



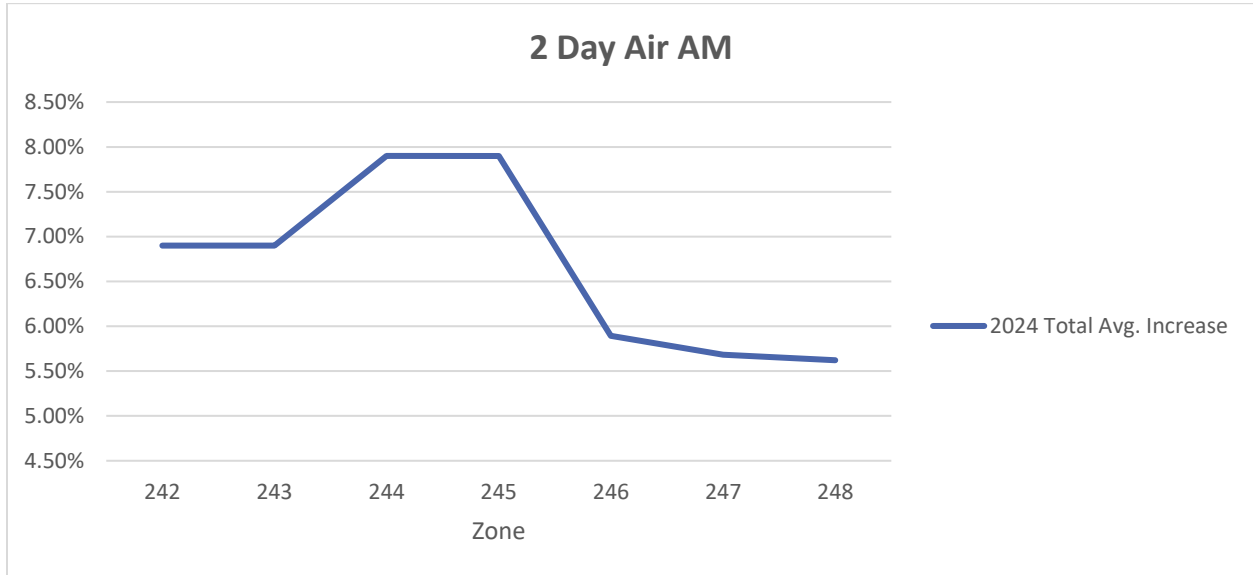
*Average increase 1lb – 50lb for zones 132-138

Next Day Air Saver 2024 Increase

WT (Lbs)	Zone 132	Zone 133	Zone 134	Zone 135	Zone 136	Zone 137	Zone 138
1	7.51%	7.51%	6.41%	6.40%	6.40%	6.40%	6.40%
2	7.48%	7.49%	6.41%	6.40%	6.40%	6.41%	6.40%
3	7.51%	7.50%	6.40%	6.40%	6.40%	6.40%	6.39%
4	7.50%	7.50%	6.40%	6.41%	6.40%	6.40%	6.40%
5	7.51%	7.51%	6.40%	6.40%	6.40%	6.41%	6.40%
6	7.51%	7.50%	6.40%	6.41%	6.39%	6.40%	6.40%
7	7.50%	7.51%	6.40%	6.40%	6.40%	6.40%	6.40%
8	7.49%	7.51%	6.40%	6.40%	6.40%	6.40%	6.40%
9	7.49%	7.50%	6.39%	6.40%	6.40%	6.40%	6.40%
10	7.49%	7.41%	6.39%	6.40%	6.40%	6.40%	6.40%
20	7.51%	7.49%	6.40%	6.40%	6.40%	6.40%	6.40%
30	7.50%	7.50%	6.40%	6.40%	6.40%	6.40%	6.40%
40	7.50%	7.50%	6.40%	6.40%	6.40%	6.40%	6.40%
50	7.49%	7.50%	6.40%	6.40%	6.40%	6.40%	6.40%
Avg Increase	7.50%	7.50%	6.40%	6.40%	6.40%	6.40%	6.40%



2 Day Air AM 2024 Increase



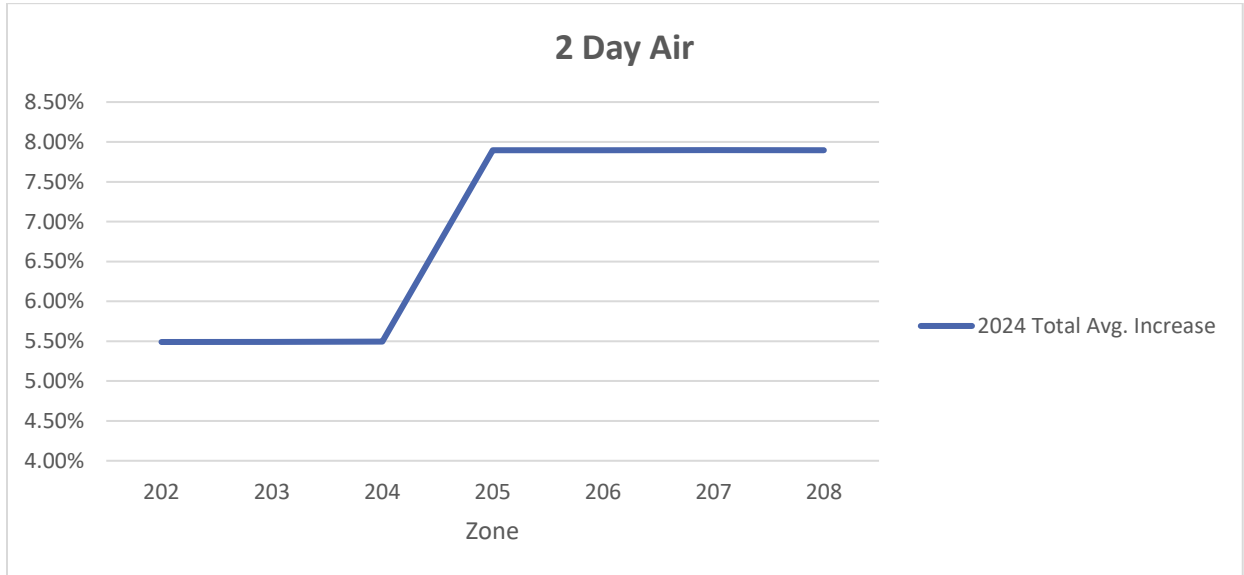
*Average increase 1lb – 50lb for zones 242-248

2 Day Air AM 2024 Increase

WT (Lbs)	Zone 242	Zone 243	Zone 244	Zone 245	Zone 246	Zone 247	Zone 248
1	6.93%	6.91%	7.90%	7.90%	5.90%	5.91%	5.90%
2	6.93%	6.93%	7.90%	7.90%	5.90%	5.90%	5.88%
3	6.90%	6.93%	7.92%	7.91%	5.90%	5.91%	5.90%
4	6.88%	6.90%	7.91%	7.88%	5.90%	5.90%	5.90%
5	6.87%	6.88%	7.90%	7.89%	5.91%	5.90%	5.91%
6	6.90%	6.89%	7.90%	7.90%	5.89%	5.90%	5.90%
7	6.89%	6.90%	7.90%	7.90%	5.90%	5.90%	5.90%
8	6.91%	6.91%	7.90%	7.90%	5.91%	5.89%	5.90%
9	6.90%	6.90%	7.91%	7.91%	5.90%	5.90%	5.90%
10	6.91%	6.89%	7.90%	7.90%	5.90%	5.90%	5.90%
20	6.89%	6.89%	7.90%	7.90%	5.90%	5.61%	5.51%
30	6.91%	6.90%	7.90%	7.90%	5.90%	5.50%	5.50%
40	6.90%	6.90%	7.90%	7.90%	5.90%	5.50%	5.50%
50	6.89%	6.90%	7.90%	7.90%	5.90%	5.90%	5.90%
Avg Increase	6.90%	6.90%	7.90%	7.90%	5.89%	5.68%	5.62%



2 Day Air 2024 Increase



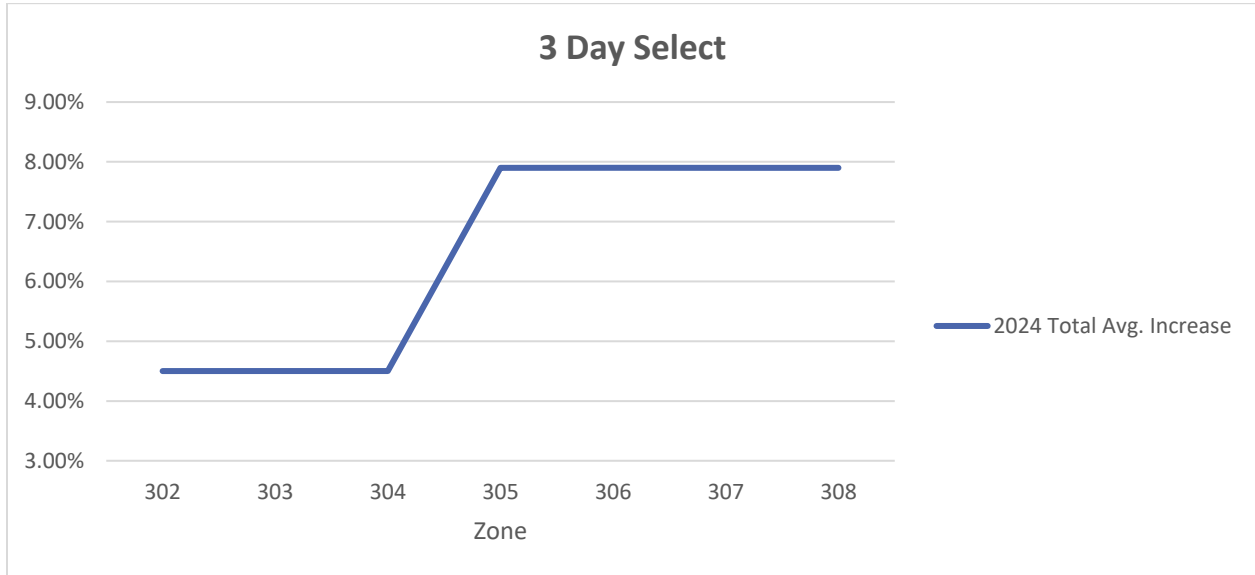
*Average increase 1lb – 50lb for zones 202-208

2 Day Air 2024 Increase

WT (Lbs)	Zone 202	Zone 203	Zone 204	Zone 205	Zone 206	Zone 207	Zone 208
1	5.48%	5.46%	5.48%	7.86%	7.89%	7.88%	7.88%
2	5.48%	5.48%	5.47%	7.87%	7.90%	7.91%	7.89%
3	5.48%	5.48%	5.46%	7.88%	7.90%	7.89%	7.88%
4	5.48%	5.48%	5.49%	7.89%	7.89%	7.90%	7.88%
5	5.48%	5.45%	5.48%	7.90%	7.89%	7.89%	7.90%
6	5.48%	5.48%	5.49%	7.89%	7.89%	7.89%	7.90%
7	5.47%	5.48%	5.48%	7.90%	7.90%	7.90%	7.90%
8	5.47%	5.49%	5.50%	7.89%	7.90%	7.90%	7.89%
9	5.47%	5.49%	5.47%	7.90%	7.88%	7.90%	7.90%
10	5.49%	5.49%	5.49%	7.89%	7.89%	7.89%	7.90%
20	5.48%	5.49%	5.49%	7.90%	7.89%	7.90%	7.90%
30	5.49%	5.49%	5.50%	7.90%	7.90%	7.90%	7.90%
40	5.49%	5.50%	5.49%	7.90%	7.90%	7.90%	7.90%
50	5.50%	5.49%	5.50%	7.90%	7.90%	7.90%	7.90%
Avg Increase	5.49%	5.49%	5.49%	7.90%	7.90%	7.90%	7.90%



3 Day Select 2024 Increase



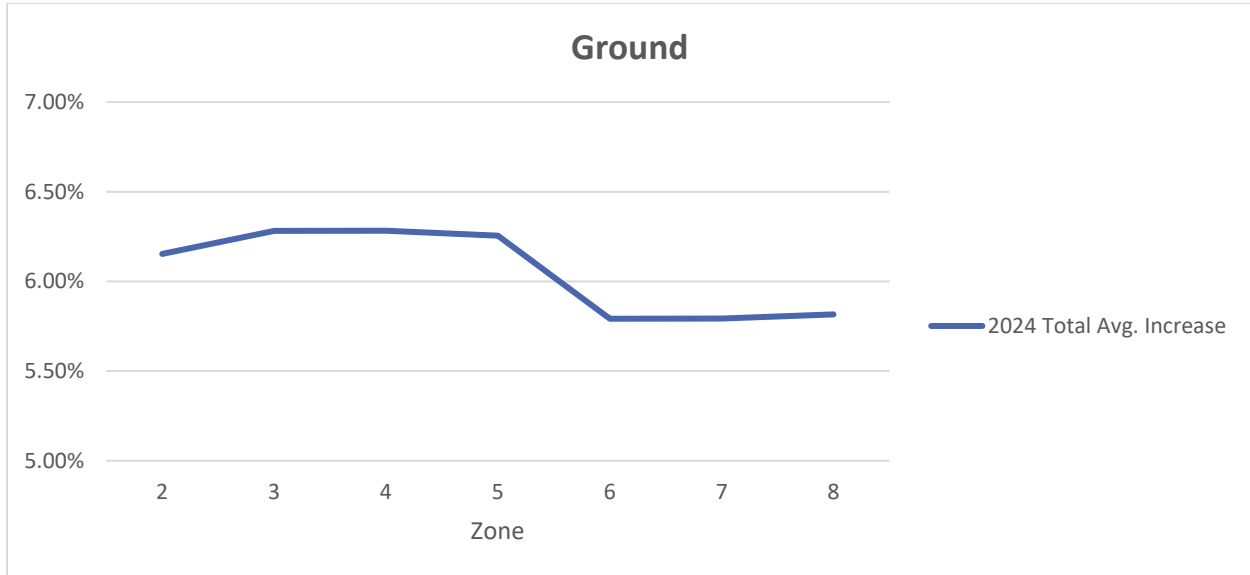
*Average increase 1lb – 50lb for zones 302-308

3 Day Select 2024 Increase

WT (Lbs)	Zone 302	Zone 303	Zone 304	Zone 305	Zone 306	Zone 307	Zone 308
1	4.52%	4.50%	4.48%	7.92%	7.90%	7.90%	7.89%
2	4.54%	4.52%	4.52%	7.93%	7.92%	7.89%	7.91%
3	4.48%	4.51%	4.51%	7.88%	7.90%	7.89%	7.90%
4	4.52%	4.47%	4.50%	7.90%	7.90%	7.90%	7.90%
5	4.46%	4.48%	4.49%	7.88%	7.90%	7.89%	7.91%
6	4.53%	4.49%	4.49%	7.89%	7.91%	7.89%	7.90%
7	4.51%	4.50%	4.48%	7.88%	7.89%	7.90%	7.90%
8	4.48%	4.49%	4.53%	7.90%	7.91%	7.91%	7.90%
9	4.49%	4.50%	4.53%	7.91%	7.89%	7.89%	7.91%
10	4.49%	4.50%	4.50%	7.91%	7.89%	7.90%	7.89%
20	4.48%	4.51%	4.50%	7.91%	7.90%	7.90%	7.89%
30	4.49%	4.50%	4.51%	7.90%	7.91%	7.90%	7.90%
40	4.50%	4.49%	4.50%	7.90%	7.90%	7.90%	7.90%
50	4.51%	4.49%	4.50%	7.91%	7.90%	7.90%	7.90%
Avg Increase	4.50%	4.50%	4.50%	7.90%	7.90%	7.90%	7.90%



Ground 2024 Increase



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

Ground 2024 Increase

WT (Lbs)	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
1	5.94%	5.80%	6.02%	6.01%	5.01%	5.99%	5.02%
2	5.78%	5.83%	6.03%	5.97%	6.01%	6.00%	6.03%
3	5.82%	5.77%	4.97%	5.01%	5.01%	4.98%	4.99%
4	5.83%	5.81%	6.04%	6.00%	5.00%	5.00%	5.00%
5	4.84%	4.81%	5.00%	4.98%	4.97%	5.01%	6.03%
6	5.79%	5.76%	5.97%	5.97%	6.00%	5.00%	6.02%
7	5.80%	5.78%	6.01%	6.03%	6.01%	4.98%	6.01%
8	5.79%	5.79%	5.36%	5.98%	4.98%	5.97%	6.02%
9	4.80%	4.81%	5.03%	5.11%	4.99%	5.01%	5.00%
10	5.77%	5.79%	5.98%	6.02%	5.98%	4.98%	5.98%
20	5.71%	5.74%	5.73%	5.76%	5.70%	5.71%	5.70%
30	5.71%	6.55%	5.68%	5.70%	5.70%	5.70%	5.69%
40	6.53%	6.55%	6.50%	6.52%	5.70%	5.69%	5.71%
50	5.82%	5.83%	6.50%	6.51%	6.60%	6.60%	6.60%
Avg Increase	6.15%	6.28%	6.28%	6.25%	5.79%	5.79%	5.82%



Average UPS Ground Rate Increase – Historical

Ground Service								
Average Rate Increase								
WT	2017	2018	2019	2020	2021	2022	2023	2024
1-5 lbs.	5.50%	4.50%	4.20%	4.24%	6.53%	7.46%	7.36%	5.47%
6-10 lbs.	5.40%	5.40%	5.00%	5.05%	5.04%	6.48%	7.21%	5.60%
11-20 lbs.	5.30%	5.40%	5.00%	5.07%	4.83%	5.89%	6.98%	6.10%
21-30 lbs.	5.60%	5.20%	5.50%	4.99%	4.71%	5.80%	7.13%	5.94%
31-70 lbs.	5.50%	4.20%	5.60%	5.37%	5.08%	5.81%	7.48%	6.32%
71-150 lbs.	4.40%	4.20%	4.90%	4.70%	4.71%	5.63%	7.15%	6.38%

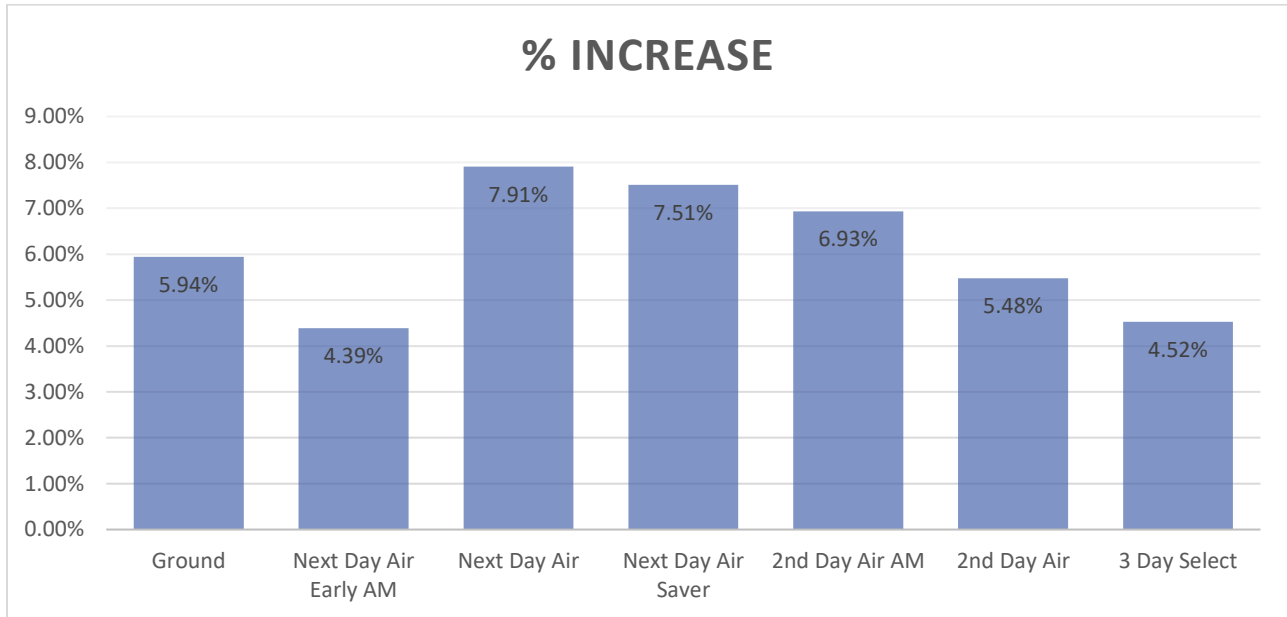
Average UPS Air Services Rate Increase – Historical

Air Services								
Average Rate Increase								
Service	2017	2018	2019	2020	2021	2022	2023	2024
Next Day Air	4.80%	4.60%	6.16%	5.52%	4.71%	6.21%	7.50%	6.56%
Next Day Air Saver	4.70%	5.10%	5.86%	4.92%	4.24%	6.09%	7.50%	6.55%
2nd Day Air AM	5.30%	5.90%	7.49%	4.64%	7.09%	6.50%	8.16%	6.36%
2nd Day Air	5.90%	5.30%	7.24%	6.09%	5.47%	5.17%	7.62%	7.36%
3 Day Select	5.80%	5.80%	5.10%	5.90%	5.40%	9.50%	10.82%	7.09%

*Average increase 1lb – 50lb for zones 651-658



2024 UPS Minimum Charge Rate Increase



UPS Historical Minimum Charge Rate Increases

Service	Min Net 2017	Min Net 2018	Min Net 2019	Min Net 2020	Min Net 2021	Min Net 2022	Min Net 2023	Min Net 2024	\$ Increase	% Increase
Ground	\$7.32	\$7.57	\$7.85	\$8.23	\$8.76	\$9.36	\$10.10	\$10.70	\$0.60	5.94%
Next Day Air Early AM	\$57.45	\$57.97	\$58.97	\$60.62	\$62.09	\$64.50	\$67.44	\$70.40	\$2.96	4.39%
Next Day Air	\$27.45	\$27.97	\$29.47	\$30.62	\$32.09	\$34.50	\$37.44	\$40.40	\$2.96	7.91%
Next Day Air Saver	\$24.95	\$25.91	\$27.32	\$28.39	\$29.35	\$31.54	\$34.22	\$36.79	\$2.57	7.51%
2nd Day Air AM	\$19.08	\$19.32	\$19.91	\$20.68	\$21.71	\$23.13	\$24.95	\$26.68	\$1.73	6.93%
2nd Day Air	\$16.66	\$17.69	\$18.40	\$19.30	\$20.24	\$21.23	\$22.82	\$24.07	\$1.25	5.48%
3 Day Select	\$9.90	\$10.63	\$11.23	\$11.67	\$12.35	\$13.57	\$14.59	\$15.25	\$0.66	4.52%



UPS Accessorial Changes – Overview

DAS	2023	2024	% Increase
Air Comm	\$3.70	\$3.95	6.76%
Air Comm Ext	\$4.50	\$4.90	8.89%
Gnd Comm	\$3.70	\$3.95	6.76%
Gnd Comm Ext	\$4.50	\$4.90	8.89%
Gnd Resi	\$5.30	\$5.70	7.55%
Gnd Resi Ext	\$7.15	\$7.70	7.69%
Air Resi	\$5.55	\$5.85	5.41%
Air Resi Ext	\$7.15	\$7.70	7.69%

Avg Increase

7.46%

Additional Handling	Zone	2023	2024	% Increase
Weight	2	\$29.00	\$34.50	18.97%
Weight	3-4	\$31.50	\$37.50	19.05%
Weight	5+	\$34.50	\$41.50	20.29%

Avg Increase

19.47%

Dimensional	2	\$18.50	\$22.00	18.92%
Dimensional	3-4	\$20.50	\$24.50	19.51%
Dimensional	5+	\$23.50	\$28.50	21.28%

Avg Increase

20.00%

Package	2	\$16.50	\$19.50	18.18%
Package	3-4	\$19.00	\$23.00	21.05%
Package	5+	\$20.50	\$24.50	19.51%

Avg Increase

19.64%

Residential	2023	2024	% Increase
Ground	\$5.25	\$5.65	7.62%
Air	\$5.85	\$6.20	5.98%

Avg Increase

6.76%



Revised Rates for Value-Added Services and Other Charges

The following changes will be made to value-added services and other charges listed below effective December 26, 2023. See the applicable 2024 UPS Rate and Service Guide, also available on December 26, 2023, for further details.

Domestic Charges	Zone	Effective through 12/25/2023	Effective 12/26/2023
Additional Handling			
Weight	2	\$29.00	\$34.50
Weight	3-4	\$31.50	\$37.50
Weight	5+	\$34.50	\$41.50
Dimensions (Length, Width, Length + Girth)	2	\$18.50	\$22.00
Dimensions (Length, Width, Length + Girth)	3-4	\$20.50	\$24.50
Dimensions (Length, Width, Length + Girth)	5+	\$23.50	\$28.25
Packaging	2	\$16.50	\$19.50
Packaging	3-4	\$19.00	\$23.00
Packaging	5+	\$20.50	\$24.50
Address Correction - Air	-	\$19.50	\$21.00
Address Correction - Ground	-	\$19.50	\$21.00
Address Correction (Maximum per Shipment)	-	\$136.50	\$147.00
Chargeback for Consignee Billing Shipments	-	\$19.50	\$21.00
Collect on Delivery (C.O.D.)	-	\$18.00	\$19.00
Dangerous Goods (Hazardous Materials)			
Air Accessible	-	\$145.00	\$160.00
Air Inaccessible	-	\$68.50	\$73.00
Ground	-	\$48.00	\$51.00
Category A	-	\$68.50	\$75.50
Declared Value for Carriage	-	\$1.30 per \$100 (\$3.90 Min.)	\$1.45 per \$100 (\$4.35 Min.)
Delivery Area Surcharge			
Air Commercial	-	\$3.70	\$3.95
Air Commercial Extended	-	\$4.50	\$4.90
Ground Commercial	-	\$3.70	\$3.95
Ground Commercial Extended	-	\$4.50	\$4.90
Ground Residential	-	\$5.30	\$5.70
Ground Residential Extended	-	\$7.15	\$7.70
Air Residential	-	\$5.55	\$5.85
Air Residential Extended	-	\$7.15	\$7.70
Delivery Area Surcharge CWT			
Air Commercial	-	\$18.50 per shipment	\$19.70 per shipment
Air Commercial Extended	-	\$22.50 per shipment	\$24.40 per shipment
Ground Commercial	-	\$18.50 per shipment	\$19.70 per shipment
Ground Commercial Extended	-	\$22.50 per shipment	\$24.40 per shipment
Air Residential	-	\$27.75 per shipment	\$29.20 per shipment
Air Residential Extended	-	\$35.75 per shipment	\$38.35 per shipment
Ground Residential	-	\$26.50 per shipment	\$28.40 per shipment
Ground Residential Extended	-	\$35.75 per shipment	\$38.35 per shipment
Delivery Confirmation			
Signature Required	-	\$6.35	\$6.75
Commercial Signature Required	-	\$6.35	\$6.75
Adult Signature Required	-	\$7.65	\$8.15
Delivery Intercept			
Phone Request	-	\$24.90	\$25.90
Web Request	-	\$17.60	\$18.60
Dry Ice	-	\$7.05	\$7.50



Domestic Charges	Zone	Effective through 12/25/2023	Effective 12/26/2023
Large Package Surcharge			
Commercial	2	\$135.00	\$160.00
Commercial	3-4	\$145.00	\$175.00
Commercial	5+	\$165.00	\$197.50
Residential	2	\$160.00	\$190.00
Residential	3-4	\$170.00	\$205.00
Residential	5+	\$195.00	\$235.00
Missing PLD Fee	-	\$3.00	\$3.85
Missing/Invalid Account Number or Refusal Fee	-	\$19.50	\$21.00
Over Maximum Limits	-	\$1,150.00	\$1,250.00
Rebill Fee	-	\$19.50 per request	\$21.00 per request
Remote Area Surcharge			
Alaska	-	\$38.00	\$40.50
Hawaii	-	\$13.05	\$14.15
US 48	-	\$13.05	\$14.15
Remote Area Surcharge CWT			
Alaska	-	\$108.00 per shipment	\$115.00 per shipment
Hawaii	-	\$39.15 per shipment	\$42.15 per shipment
US 48	-	\$39.15 per shipment	\$42.15 per shipment
Residential Surcharge			
Ground	-	\$5.25	\$5.65
Air	-	\$5.85	\$6.20
Residential Surcharge - Hundredweight (and GFP)	-	\$51.30 per shipment	\$54.45 per shipment
Shipping Charge Correction Audit Fee	-	\$1.00	\$1.25
UPS Returns: 1 UPS Pickup Attempt	-	\$6.00	\$6.50
UPS Returns: 3 UPS Pickup Attempts	-	\$8.20	\$8.90
UPS On-Call Pickup Area Surcharge			
Residential	-	\$5.25	\$5.65
Area Surcharge - Residential	-	\$5.30	\$5.70
Area Surcharge - Extended Residential	-	\$7.15	\$7.70
Remote Surcharge - Alaska	-	\$38.00	\$41.50
Remote Surcharge - Hawaii	-	\$13.05	\$14.10
UPS On-Call Pickup			
Same Day Pickup	-	\$13.00	\$13.90
Future Day Pickup	-	\$8.00	\$8.50
Daily Pickup	-	\$30.00	\$32.90
Daily On-Route Pickup	-	\$10.00	\$9.90
Day-Specific Pickup			
4 Days	-	\$24.00	\$24.90
3 Days	-	\$18.00	\$18.90
2 Days	-	\$12.00	\$12.90
1 Day	-	\$6.00	\$6.90
UPS Smart Pickup	-	\$16.00	\$16.90
Saturday On-Call Stop Charge	-	\$3.20	\$6.00
Saturday Scheduled Stop Charge	-	\$9.00	\$12.00
Saturday Smart Stop Charge	-	\$6.00	\$8.00
Will Call	-	\$5.99	No charge



[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 2024 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.

