

SMALL PACKAGE TRANSPORTATION

Confidential - For Program Use Only



PRICING COMPONENT	PRICING	DISCOUNT	FUEL	TOTAL PACKAGE PRICING
FedEx				
2 Day Letter (Zone 4, Letter)	\$19.80	Confidential	\$0.85	\$8.28
2 Day Package (Zone 4, 10 lbs.)	\$37.71	Confidential	\$1.70	\$14.57
Express Saver Letter (Zone 4, Letter)	\$16.41	Confidential	\$0.63	\$8.02
Express Saver Package (Zone 4, 10 lbs.)	\$30.56	Confidential	\$1.22	\$14.26
First Overnight Letter (Zone 4, Letter)	\$67.09	Confidential	\$4.36	\$78.60
First Overnight Package (Zone 4, 10 lbs.)	\$131.80	Confidential	\$8.57	\$154.40
Ground - Commercial 0-10# (Zone 4, 10 lbs.)	\$12.60	Confidential	\$0.35	\$8.38
Ground - Commercial 11-20# (Zone 6, 20 lbs.)	\$21.18	Confidential	\$0.78	\$10.98
Ground - Commercial 20+# (Zone 4, 40 lbs.)	\$25.01	Confidential	\$0.97	\$12.20
Ground - Residential (Home Delivery) 0-10# (Zone 5,5 lbs.)	\$12.27	Confidential	\$0.33	\$8.35
Ground - Residential (Home Delivery) 11-# (Zone 4, 35 lbs.)	\$22.98	Confidential	\$0.89	\$11.21
International Priority Letter (Zone H, Letter)	\$61.25	Confidential	\$1.45	\$44.46
PPD		Confidential		\$0.00
Priority Overnight Letter (Zone 5, Letter)	\$39.17	Confidential	\$1.94	\$12.43
Priority Overnight Package (Zone 4, 10 lbs.)	\$101.80	Confidential	\$5.04	\$32.29
Standard Overnight Letter (Zone 6 lbs.)	\$38.14	Confidential	\$1.89	\$12.13
Standard Overnight Package (Zone 4, 15 lbs.)	\$128.70	Confidential	\$6.36	\$40.95

BUSINESS REQUIREMENTS

Firm Pricing for 12 Months	YES
Firm Pricing for Length of Contract	Published Rates will be capped at 4% annual increase
Payment Terms: 2%-10; Net 30	Dealers will have account directly with FedEx
Internet ordering available	YES - Free TMS that manages FedEx, UPS, DHL
Customer Service Hours?	8AM to 5PM PST
Credit Card Payment: Visa - MC - Discover - AMEX	YES, must clarify with FedEx directly
Monthly invoices itemized	Weekly, must clarify with FedEx directly
Usage reports available upon request	Yes, free detailed analytics and reporting from Lojistic
Single Sales Contact	Yes, single FedEx rep and single Lojistic contact.
Insurance - Will you provide a Certificate of Insurance	Yes, upon request.
Other Comments	The rates above include a 10% membership fee charged by Lojistic. Dealerships will have their own accounts created with FedEx that has Lojistic's aggressive pricing loaded. Lojistic will charge a monthly fee to each dealership for 10% of the NET spend they conduct with FedEx each month.