

UPS Audit Report

October 2016

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Overview

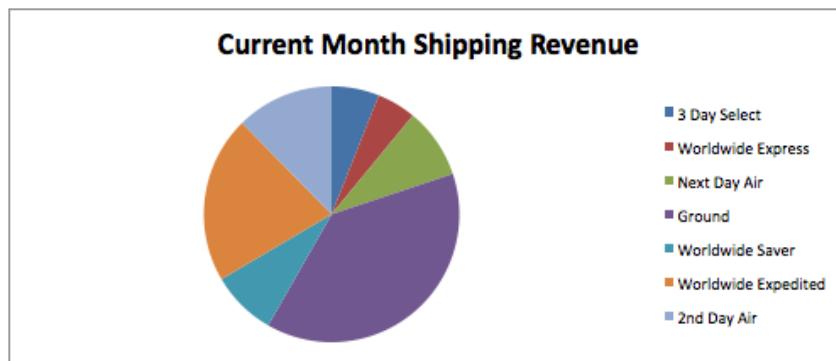
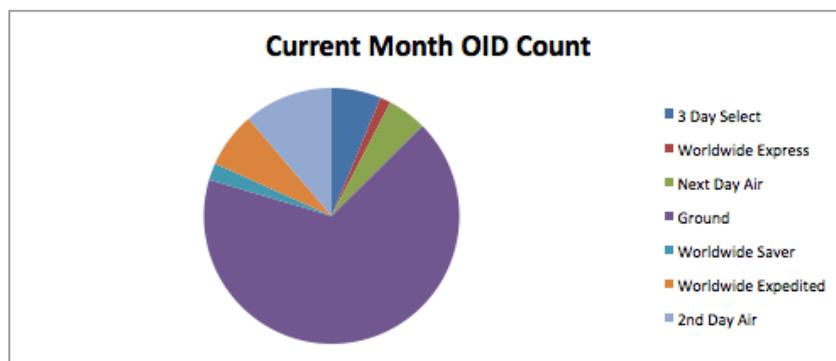
Total shipping revenue (UPS and USPS combined) shows a 2 percent month to month increase; the shipping profit margin sits at a healthy 2 percent (\$6,400 in total shipping profit with Free Shipping costs included).

The total potential refund from UPS late shipments reaches \$6,600 with most late shipments originating from the Worldwide Expedited service.

Shipping Overall					
Shipping Revenue	UPS Charge	USPS Charge	UPS and USPS	Shipping Profit	Shipping Profit Margin
\$338,255.07	\$307,438.57	\$24,409.18	\$331,847.75	\$6,407.32	1.93%

Late Shipments				
Service	Late Count	% of Total	Potential Refund	
UPS Worldwide Expedited	116	7.36%	\$4,150.89	
UPS Worldwide Saver	31	6.43%	\$1,344.55	
UPS Worldwide Express	24	7.87%	\$853.89	
UPS Next Day Air	10	0.90%	\$221.59	
UPS 2nd Day Air	4	0.16%	\$61.29	
UPS Ground	7	0.05%	\$45.54	
UPS 3 Day Select	1	0.07%	\$9.45	
Total	193	1.04%	\$6,687.20	

Current Month Shipments			
Service	OID Count	Ship Revenue	Avg Ship Revenue
3 Day Select	1,410	\$18,210.89	\$12.92
Worldwide Express	306	\$14,959.47	\$48.89
Next Day Air	1,120	\$26,941.22	\$24.05
Ground	15,108	\$116,016.09	\$7.68
Worldwide Saver	482	\$24,986.37	\$51.84
Worldwide Expedited	1,579	\$63,799.59	\$40.41
2nd Day Air	2,542	\$37,343.34	\$14.69



Services

Ground shows a year over year increase in volume of 30 percent (up 1 percent month to month) while Next Day Air decreases 39 percent year over year (up 11 percent month to month).

Ground shows a year over year increase in shipping revenue of 30 percent (up 1 percent month to month) while shipping revenue for 2nd Day Air decreases the most at 20 percent year over year (up 11 percent month to month).

Highest average shipping revenue belongs to Worldwide Saver at \$52 while the lowest belongs to Ground at \$8.

Charges

Most charges show little month to month change, except Shipping Charge Corrections and Address Corrections which are up slightly from last month.

Free Shipping

The number of packages which received free shipping amounts to 7 percent of the total number of UPS packages shipped, and has decreased 32 percent month to month. The cost of these free shipments make up about 5 percent of total shipping revenue (UPS and USPS combined).

