



# The Elevator Pitch

SHIPSTORE is an industry-leading small parcel and LTL software solution. With their white-glove approach and a list of advanced features, there are few shipping platforms available today that can effectively compete with SHIPSTORE. Additionally, you can access many of these features through the SHIPSTORE API, avoiding the disruption of current daily processes. Through Blue Coast and SHIPSTORE's unique offering, you could save thousands on shipping costs each year and you may qualify to receive SHIPSTORE at no-cost.

While some companies may believe they don't ship enough to get discounts from multiple carriers, we have unique partnerships that allow companies to access better rates and more carriers with their current shipping volume. Companies who are currently shipping with a single carrier are missing out on substantial savings – potentially tens of thousands per month. Our team can perform a free shipping analysis to create a strategy that both saves you money and decreases time in transit. You may also qualify to subsidize this industry-leading software!



# Example Questions

- The industry is evolving at a rapid pace, when was the last time you reviewed your technology?
- Amazon has changed consumer expectations, have you reviewed your carrier-selection within the last 12 months?
- How would a ship-from-store or same day shipping service affect your sales?
- Does your technology currently support true rate shopping or least-cost routing?
- The general rate increase (GRI) is coming in January, do you know how it will impact your costs?
- Does your current software support LTL and small parcel comparisons?
- We can craft a demo that is specific to your needs or interests. Which features are most important to you in a shipping solution?
- How do shipping costs and technology assist with your 2020 goals?
- If we could subsidize this solution, would that change your timeline?



# Software Features/Benefits

- **LTL/Small Parcel Comparison** - Automatically builds loads and compares cost vs parcel cost for similar SLA
- **Real Rate Shopping** - Automatically determine the lowest cost carrier with your negotiated rates
- **Accurate Checkout Pricing** - determine the number of shipments, origin warehouse, and real cost (or marked-up) at checkout
- **API Only Integration** - Access all features and automation through the API, keeping existing systems in place
- **Advanced Profile Logic** - Mark ups, user-limited permissions, centralized reporting for company-wide shipping. Different interfaces for warehouse vs office or interoffice shipping
- **OrderTrack** - Consolidated view of all active shipments or filter to only the shipments you want to see. Also has a profile option
- **Reporting** – The ability to export any available data, or view advanced reports in several formats, by profile, role, or department.



# General Rate Increase (GRI)

## How Will This Affect Individual Shippers?

There is often a discrepancy between the announced general rate increase and the effect that the increase has on individual shippers. If you're a shipper that routinely ships large packages, long-zone express, three-day express, or ships to remote areas, it is likely that you will be subject to an increase much larger than the stated increases.

All carriers continue to focus on penalizing large packages. Through UPS and FedEx, this is largely handled by an increase in additional handling fees, with dimension, weight, and oversize shipments all seeing large increases



# GRI -USPS

	PM CPP % Delta						
	Zones						
Lbs.	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
0.5	1.0%	1.0%	0.9%	2.0%	2.0%	2.0%	2.1%
1	1.0%	1.0%	0.9%	2.0%	2.0%	2.0%	2.1%
2	3.0%	3.0%	3.0%	3.1%	3.0%	3.0%	3.0%
3	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
4	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
5	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
6	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
7	2.9%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
8	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
9	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%	3.0%
10	4.1%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%

	PM - CPP Cubic % Delta						
	Zones						
Cubic Ft.	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
0.10	1.0%	1.0%	0.9%	2.0%	2.0%	2.0%	2.1%
0.20	1.6%	1.6%	1.4%	7.3%	7.1%	7.1%	7.2%
0.30	3.2%	3.4%	3.4%	8.2%	7.9%	7.9%	7.9%
0.40	3.3%	3.6%	3.5%	8.5%	8.4%	8.3%	8.3%
0.50	3.3%	3.3%	3.2%	7.8%	7.4%	7.2%	7.4%
AVG	2.5%	2.6%	2.5%	6.8%	6.6%	6.5%	6.6%

	PM Regional Rate % Delta						
	Zones						
Boxes	L, 1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8
A	0.4%	0.9%	1.1%	1.8%	4.2%	5.5%	8.0%
B	0.2%	0.1%	0.2%	8.3%	3.5%	4.0%	4.1%

-Priority Mail (PM) 1-5 Lbs. +2.7%, Higher weights averaging +6.6%


- Cubic +4.8%
- Regional Flat Rate +3.0%

These changes will affect any shipper who uses PM, Cubic, or Flat Rate packages for any USPS service



# USPS – First Class & Parcel Select

Weight Ounces	PSL Commercial Parcels							
	5-Digit			SCF		NDC		Mixed NDC/Sing le Piece
	DDU	DSCF	DNDC	DSCF	DNDC	DNDC	None	None
1	5%	4%	4%	4%	5%	5%	4%	4%
2	5%	4%	4%	4%	5%	5%	4%	4%
3	5%	4%	4%	4%	5%	5%	4%	4%
4	5%	4%	4%	4%	5%	5%	4%	4%
5	2%	2%	2%	2%	2%	2%	2%	2%
6	2%	2%	2%	2%	2%	2%	2%	2%
7	2%	2%	2%	2%	2%	2%	2%	2%
8	2%	2%	2%	2%	2%	2%	2%	2%
9	6%	6%	6%	6%	6%	6%	6%	6%
10	6%	6%	6%	6%	6%	6%	6%	6%
11	6%	6%	6%	6%	6%	6%	6%	6%
12	6%	6%	6%	6%	6%	6%	6%	6%
13	5%	5%	5%	5%	5%	5%	5%	5%
14	5%	5%	5%	5%	5%	5%	5%	5%
15	5%	5%	5%	5%	5%	5%	5%	5%
15.999	5%	5%	5%	5%	5%	5%	5%	5%
AVG	4.5%	4.3%	4.4%	4.4%	4.4%	4.4%	4.4%	4.4%



Parcel Consolidators Deep Induction								
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Last Year								
AVG	11.5%	10.8%	11.0%	11.2%	8.6%	8.0%	7.9%	8.1%

First Class Package Services - Commercial, Increase % by lane								
Oz.	Zones							
	1 & 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Zone 9
1	3.0%	3.0%	3.0%	2.9%	3.2%	3.0%	2.9%	2.9%
2	3.0%	3.0%	3.0%	2.9%	3.2%	3.0%	2.9%	2.9%
3	3.0%	3.0%	3.0%	2.9%	3.2%	3.0%	2.9%	2.9%
4	3.0%	3.0%	3.0%	2.9%	3.2%	3.0%	2.9%	2.9%
5	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	1.1%	1.1%
6	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	1.1%	1.1%
7	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	1.1%	1.1%
8	0.9%	0.9%	0.9%	0.9%	0.9%	0.9%	1.1%	1.1%
9	2.9%	3.1%	3.1%	3.0%	3.0%	3.1%	3.0%	3.0%
10	2.9%	3.1%	3.1%	3.0%	3.0%	3.1%	3.0%	3.0%
11	2.9%	3.1%	3.1%	3.0%	3.0%	3.1%	3.0%	3.0%
12	2.9%	3.1%	3.1%	3.0%	3.0%	3.1%	3.0%	3.0%
13	2.0%	2.0%	2.0%	2.9%	3.1%	3.0%	3.1%	3.1%
14	2.0%	2.0%	2.0%	2.9%	3.1%	3.0%	3.1%	3.1%
15	2.0%	2.0%	2.0%	2.9%	3.1%	3.0%	3.1%	3.1%
15.999	2.0%	2.0%	2.0%	2.9%	3.1%	3.0%	3.1%	3.1%
Avg / Zn	2.2%	2.3%	2.2%	2.4%	2.5%	2.5%	2.5%	2.4%



First Class Package Services (FCPS) +2.4%

5-year cumulative increase last year was +31%, this year's lower increase pulled it down to +26.2%

These are popular services with carriers like First Mile, where packages are consolidated and inducted directly at a carrier facility.

# UPS – GRI 2020

UPS announced its 2020 general rate increase (GRI) on November 18, 2019. The announced rate increase is 4.9% on Ground and Air services, and it will go into effect on December 29, 2019. Along with the increases on the transportation charges, most accessorials will go up, some new accessorials will be added, and the DAS and EAS ZIP Code list will change.

- Ground rates increase 4.9% on average
- SurePost rates: increase 2.2% for the one- to nine-pound , less than a pound 0.9%. Next Day 5.2%.
- 2 Day 5.8%
- 3 Day 5.9%,





# UPS – Percent Increase (by service and Zone)

Service / Zone	2	3	4	5	6	7	8
Ground	5.1%	5.0%	5.2%	5.2%	5.0%	5.2%	5.0%
Next Day	3.8%	3.8%	4.9%	4.9%	4.9%	6.9%	6.9%
Next Day Saver	3.9%	3.9%	4.9%	4.9%	4.9%	6.9%	6.9%
2 Day	4.9%	4.9%	4.9%	5.9%	5.9%	6.9%	6.9%
2 Day AM	3.9%	3.9%	3.9%	4.9%	4.9%	5.9%	5.9%
3 Day	3.9%	3.9%	3.9%	6.9%	6.9%	7.9%	7.9%



# UPS – Accessorial Increases

	UPS			FedEx	
Surcharge	2019	2020	Increase	2019	2020
AHS Packaging	\$14.25	\$14.25	0.0%	\$12.00	\$13.00
AHS Weight	\$23.00	\$24.00	4.3%	\$20.00	\$24.00
AHS Dimensions	\$14.25	\$15.00	5.3%	\$13.50	\$15.00
LPS Commercial	\$95.00	\$100.00	5.3%	\$90.00	\$100.00
LPS Residential	\$115.00	\$120.00	4.3%	\$90.00	\$120.00
Over Max Limits	\$850.00	\$875.00	2.9%	\$675.00	\$875.00

			UPS			FedEx	
Com/Res	Ground/Air	DAS/EAS	2019	2020	Increase	2019	2020
Com	Air	DAS	\$2.95	\$3.10	5.1%	\$2.85	\$3.10
Com	Air	EAS	\$2.95	\$3.60	22.0%	\$2.85	\$3.60
Com	Ground	DAS	\$2.80	\$2.95	5.4%	\$2.70	\$2.95
Com	Ground	EAS	\$2.80	\$3.45	23.2%	\$2.70	\$3.45
Res	Ground	DAS	\$3.80	\$4.00	5.3%	\$3.65	\$4.00
Res	Ground	EAS	\$4.85	\$5.40	11.3%	\$4.65	\$5.40
Res	Air	DAS	\$4.35	\$4.40	1.1%	\$4.20	\$4.40
Res	Air	EAS	\$4.85	\$5.40	11.3%	\$4.65	\$5.40



# FedEx GRI 2020

**FedEx continues its emphasis on penalizing large packages in its networks.** Notably, Additional Handling – Dimensions and Weight and Oversize will see large increases.

- Additional Handling – Dimensions will increase by 11.1% to \$15
- Additional Handling – Weight will increase by 20% to \$24
- Oversize packages have now been broken out by service type. Express and Commercial Ground packages will increase by 11.1% to \$100, but Home Delivery will increase by 33.3% to \$120

**FedEx has placed a new emphasis on “Extended” Delivery Area Surcharges (DAS).** ZIP Codes designated as extended delivery area will incur a much larger increase than their non-extended DAS counterparts.

- Standard DAS increases range from 4.7% - 9.6%
- Extended DAS increases range from 16.1% - 27.8%
- DAS/Extended DAS zip codes have changed



