

PANCGROUP
THE COMPLETE PACKAGE
 PARCEL AUDIT APPRAISAL & NEGOTIATIONS CONSULTING GROUP
 Helping Reduce Transportation Expenditures

| UPS | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 |
|--------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|-----------|-----------|----------|------------|----------|----------|----------|----------|
| Increase Date | 12/26/2022 | 12/27/2020 | 12/29/2019 | 12/26/2018 | 12/24/2017 | 12/26/2017 | 12/28/2015 | 12/29/2014 | 12/30/2014 | 12/31/2013 | 1/ 2/ 2012 | 1/3/2011 | 1/4/2010 | 1/5/2009 | 12/31/2007 | 1/1/2007 | 1/2/2006 | 1/3/2005 | 1/5/2004 |
| Ground | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 5.9%* | 5.9%* | 5.9%* | 4.9% | 5.9% | 5.9% | 4.9% | 3.9% | 2.9% | 1.9% |
| Domestic Air | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 5.20% | 4.90% | 4.90% | 6.5%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 5.5%* | 2.9% | 2.9% |
| Export | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 5.20% | 4.90% | 4.90% | 5.9%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 6.9%* | 5.5%* | 2.9% | 2.9% |
| Ground CWT: | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 6.5%* | 5.9%* | 5.9%* | 4.9% | 4.9% | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% |
| Residential Ground | \$4.85 | \$4.45 | \$4.10 | \$3.95 | \$3.60 | \$3.40 | \$3.25 | \$3.10 | \$2.90 | \$2.80 | \$2.55 | \$2.45 | \$2.20 | \$2.05 | \$1.95 | \$1.85 | \$1.75 | \$1.50 | \$1.40 |
| Residential Air | \$5.36 | \$5.00 | \$4.70 | \$4.45 | \$4.15 | \$3.85 | \$3.65 | \$3.50 | \$3.35 | \$3.20 | \$3.00 | \$2.75 | \$2.50 | \$2.40 | \$2.30 | \$2.20 | \$2.10 | \$1.75 | \$1.40 |
| DAS Comm Air | \$3.55% | \$3.10 | \$2.95 | \$2.80 | \$2.75 | \$2.60 | \$2.45 | \$2.35 | \$2.25 | \$2.15 | \$2.00 | \$1.85 | \$1.70 | \$1.60 | \$1.50 | \$1.40 | \$1.30 | \$1.25 | \$1.25 |
| DAS Residential | \$4.80 | \$4.30 | \$4.00 | \$3.80 | \$2.75 | \$2.60 | \$2.45 | \$3.55 | \$3.40 | \$2.75 | \$2.75 | \$2.75 | \$2.50 | \$2.40 | \$2.30 | \$2.20 | \$2.10 | \$2.00 | \$1.75 |
| DAS Com Extend | \$4.25 | \$3.70 | \$3.45 | \$2.80 | \$2.55 | \$2.45 | \$2.30 | \$2.20 | \$2.07 | \$2.00 | \$2.00 | \$1.85 | \$1.70 | n/a | n/a | n/a | n/a | n/a | n/a |
| DAS Resi Extend | \$6.50 | \$5.90 | \$5.40 | \$4.85 | \$4.40 | \$4.20 | \$4.00 | \$3.80 | \$3.65 | \$3.50 | \$3.25 | \$3.00 | \$2.75 | \$2.65 | n/a | n/a | n/a | n/a | n/a |
| Ground Minimum | \$9.36 | \$8.76 | \$8.23 | \$7.85 | \$7.57 | \$7.32 | \$6.94 | \$6.61 | \$6.24 | \$5.84 | \$5.49 | \$5.17 | \$4.84 | \$4.57 | \$4.20 | \$4.00 | \$3.80 | \$3.62 | \$3.45 |
| Ground Mini %+ | 6.9% | 6.5% | 4.8% | 3.7% | 4.6% | 5.5% | 5.00% | 5.6% | 6.80% | 6.4% | 6.2% | 6.8% | 5.9% | 8.8% | 5.0% | 5.3% | 5.0% | 4.9% | 4.9% |
| Dim Domestic | 139 | 139 | 139 | 139 | 139 | 139-166 | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 194 Cubic | n/a | n/a | n/a | n/a | n/a | n/a |
| Dim International | 139 | 139 | 139 | 139 | 139 | 139 | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 166 Cubic | n/a | n/a | n/a | n/a | n/a | n/a |

| FedEx | 2022 | 2021 | 2020 | 2019 | 2018 | 2017 | 2016 | 2015 | 2014 | 2013 | 2012 | 2010 | 2010 | 2009 | 2008 | 2007 | 2006 | 2005 | 2004 |
|--------------------|--------|----------|----------|----------|----------|----------|-----------|-----------|-----------|-----------|------------|-----------|-----------|----------|----------|----------|----------|----------|----------|
| Increase Date | ##### | 1/4/2021 | 01/06/20 | 1/7/2019 | 1/2/2017 | 01/02/17 | 1/4/2015 | 1/5/15 | 1/6/2014 | 1/7/13 | 1/ 2/ 2012 | 1/3/2011 | 1/4/2010 | 1/5/2009 | 1/7/2008 | 1/1/2007 | 1/2/2006 | 1/3/2005 | 1/5/2004 |
| Ground | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 4.90% | 5.9%* | 5.9%* | 5.9%* | 4.9% | 5.9% | 5.9% | 4.9% | n/a | 2.9% | 1.9% |
| Domestic Air | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 3.90% | 4.90% | 4.90% | 3.90% | 5.9%* | 5.9%* | 5.9%* | 5.9%* | 6.9%* | 6.9%* | 5.5%* | 5.5%* | 4.6%* | 2.5% |
| Export | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 3.90% | 4.90% | 4.90% | 3.90% | 5.9%* | 5.9%* | 5.9%* | 5.9%* | 6.9%* | 6.9%* | 5.5%* | 5.5%* | 4.6%* | 2.5% |
| Ground CWT: | 5.90% | 4.90% | 4.90% | 4.90% | 4.90% | 3.90% | 4.90% | 4.90% | 4.90% | 5.9%* | 5.9%* | 5.9%* | 4.9% | 4.9% | 5.9% | 5.9% | 5.9% | 5.9% | 5.9% |
| Residential Ground | \$5.20 | \$4.95 | \$4.65 | \$4.40 | \$4.15 | \$3.85 | \$3.65 | \$3.55 | \$3.40 | \$3.20 | \$3.00 | \$2.75 | \$2.50 | \$2.40 | \$2.30 | \$2.20 | \$2.10 | \$2.00 | \$1.75 |
| Residential @Home | \$4.75 | \$4.30 | \$4.00 | \$3.80 | \$3.60 | \$3.45 | \$3.25 | \$3.10 | \$2.90 | \$2.80 | \$2.55 | \$2.45 | \$2.20 | \$2.05 | \$1.95 | \$1.85 | \$1.75 | \$1.50 | \$1.40 |
| Residential Air | \$5.30 | \$4.95 | \$4.65 | \$4.40 | \$4.15 | \$3.90 | \$3.65 | \$3.50 | \$3.35 | \$3.20 | \$3.00 | \$2.75 | \$2.50 | \$2.40 | \$2.30 | \$2.20 | \$2.10 | \$2.00 | \$1.75 |
| DAS Comm Air | \$3.55 | \$3.25 | \$3.10 | \$2.85 | \$2.70 | \$2.60 | \$2.45 | \$2.35 | \$2.25 | \$2.15 | \$2.00 | \$1.85 | \$1.70 | \$1.60 | \$1.50 | \$1.40 | \$1.30 | \$1.25 | \$1.25 |
| DAS Residential | \$6.50 | \$5.90 | \$5.40 | \$4.65 | \$4.40 | \$4.20 | \$4.00 | \$3.80 | \$3.65 | \$3.50 | \$3.25 | \$3.00 | \$2.50 | \$2.40 | \$2.30 | \$2.20 | \$2.10 | \$2.00 | \$1.75 |
| DAS Ground | \$3.40 | \$3.10 | \$2.95 | \$2.85 | \$2.70 | \$2.60 | \$2.45 | \$2.35 | \$2.25 | \$2.15 | \$2.00 | \$1.85 | \$1.70 | \$1.60 | \$1.50 | \$1.40 | \$2.10 | \$2.00 | \$1.75 |
| DAS Com Extend | \$4.25 | \$3.85 | \$3.60 | \$2.85 | \$2.70 | \$2.60 | \$2.30 | \$2.20 | \$2.07 | \$2.00 | \$2.00 | \$1.85 | \$1.70 | n/a | n/a | n/a | n/a | n/a | n/a |
| DAS Resi Extend | \$6.50 | \$5.90 | \$5.40 | \$4.65 | \$4.40 | \$4.20 | \$4.00 | \$3.80 | \$3.65 | \$3.50 | \$3.25 | \$3.00 | \$2.75 | n/a | n/a | n/a | n/a | n/a | n/a |
| Ground Minimum | \$9.36 | \$8.76 | \$8.23 | \$7.85 | \$7.58 | \$7.25 | \$6.94 | \$6.61 | \$6.24 | \$5.84 | \$5.49 | \$5.17 | \$4.84 | \$4.57 | \$4.20 | \$4.00 | \$3.80 | \$3.62 | \$3.45 |
| Ground Mini %+ | 6.9% | 6.5% | 5.0% | 3.6% | 4.6% | 4.5% | 5.00% | 5.6% | 6.80% | 6.4% | 6.2% | 6.8% | 5.9% | 8.8% | 5.0% | 5.3% | 5.0% | 4.9% | 4.9% |
| Dim Domestic | 139 | 139 | 139 | 139 | 139 | 139-166 | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 166 Cubic | 194 Cubic | n/a | n/a | n/a | n/a | n/a | n/a |
| Dim International | 139 | 139 | 139 | 139 | 139 | 139 | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 139 Cubic | 166 Cubic | n/a | n/a | n/a | n/a | n/a | n/a |

JackMitchell@PANCGroup.com

www.PANCGroup.com

978-921-0611

Parcel Audit Appraisal & Negotiations Consulting Group