



Stephanie Hopson
President, CEO

Update on UPS Retail Rates and Beta Sites

Below we are reprinting the email we sent out to our Nation Network of Shipping Centers on June 6, 2018, the day after we received news from UPS that they went ahead and changed rates at all of our PEC locations. PEC currently has Beta Sites running the New Retail Rates in several locations and have had no negative feedback, issues, or any other adverse reactions from this UPS change. It is way too soon to see how a center's overall profit will be effected, if the lower residential rates will increase volume or how more competitive rates will work in situations when there is competition in a store's community. We will be rolling all of PEC's Shipping Centers to the new Version of Software soon.

Package Express Center, Inc. has been in negotiations with UPS Corporate for over a year now regarding better rates and discounts.

UPS went ahead and on June 5, 2018, applied ground discounts* to all packages shipped from PEC locations. You will see a new line item on this week's UPS invoice showing a discount on all ground packages shipped. Discounts off ground packages ranging from 13% to 27%* based on weight.

PEC has now been given the go ahead from UPS to let centers start charging these rates and we will be rolling out our Beta locations this week. PEC then will be rolling out a National Automatic Software Update to everyone soon.

These special discounts for our National Network of Package Express Center locations are based on the fact that all PEC locations will be charging UPS Retail Rates. *

Package Express Center Inc., will keep you updated to the progress of the changeover to Retail Rates via email and watch for any updates concerning this mission in this upcoming month's Traffic & Profit Newsletter. *PEC has also created another rate structure so stores can still have a choice in pricing.

Contact Information: info@packageexpresscenters.com Phone 1-800-274-4732 Fax 1-800-570-0683

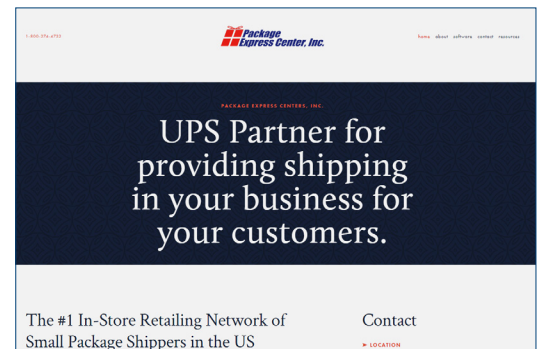
A company's website can be one of it's most important tools

By the way...Have you seen the all new Package Express Center Corporate website? We threw the old website away and totally redesigned our new website from scratch. We hope you find our modern, newly re-designed website easier to read, navigate around and use.

PEC just finished our first year using Google Ad Words and have learned so much from using this advertising vehicle including: ever changing key words, clicks from certain words, click through, clicks from different devices, failed interest due to words, success rating, etc.....

We have had almost 20,000 hits in the past year to our website from ad words alone. Prior to redesigning our website it was only 7% mobile friendly according to a study and after the redesign we are at 97% mobile friendly. We have seen a huge change in the amount of traffic from users using mobile devices to access our website and feel the redesign of our internet presence was a necessary change for our accounts to access our resources, software, and materials from any device they choose to use. Traffic to our website is now at 83% mobile devices from our ad word campaign and overall traffic - including PEC account usage is at 58% mobile usage.

We kept many necessary items, added new stuff, and didn't repost some old things. Check out our new site today and see what you think. If you want something and don't see it anymore, please ask us and we will get it to you.



FedEx to add 500 stores inside Walmart

By Nandita Bose

LAS VEGAS (Reuters) - Package delivery company FedEx Corp said on Tuesday (March 20, 2018), it will open 500 FedEx Office stores inside Walmart Inc's U.S. locations, a partnership intended to help both companies attract new customers and handle on-line order returns.

The new locations, to open over the next 24 months, are going to be in addition to the 47 stores inside Walmarts across six states that offer packing, shipping and printing services.

Brian Philips, chief executive of FedEx Office, told Reuters in an interview the company spent a lot of time looking at the types of customers visiting these facilities.

"What we found was that 88 percent of customers who come to our location are there to do business with us but over half of them are doing business with the retailer as well. They are buying something at Walmart while they are there," Philips said on the sidelines of Shoptalk, a retail conference in Las Vegas.

He also said the move is a significant part of FedEx's strategy to handle returns of items that were ordered on-line as the company has witnessed orders from retailers triple in volume.

FedEx is rethinking last-mile package delivery into crowded residential areas and expanding its network of convenience locations, Philips said.

The FedEx Office stores will be 450 to 700 square feet in size. FedEx Office operates approximately 1,900 company-owned stores and locations in the United States.



UPS and Teamsters Reach Handshake Agreement

On June 22, 2018, UPS and the International Brotherhood of Teamsters (IBT) announced a tentative agreement was reached on the National Master Agreement for small package. The agreement, which is subject to ratification, covers approximately 246,000 full- and part-time employees in the U.S.

The new agreement provides for our employees while balancing UPS's need to remain highly competitive for years to come. It rewards our employees for their contributions to the company's success and ensures we have the flexibility to meet customers' needs.

Source: ups.com

Hello, My Name is Brian

There are a lot of reports that have been built into PEC's Total System Software. We have the following:

- Daily Receipts Report
- Package Level Detail UPS Manifest
- RPDO (Retail Package Drop Off) Manifest
- Drop off Package Report
- MSR (Monthly Shipping Report) Invoice and also Monthly Management/Profit Report
- Monthly Summary Report
- Data Analysis Report (Can be run for any time period of your choice)

decipher them – than you trying to figure them out on your own? Well, that is where I come into the picture. Call me today and I will explain all of the reports to you, help you interpret them, and clarify all our data features.



Do you know what all of these reports that are in the software are used for and what information you can gain from them? Would it not be easier and faster for you – for someone to talk you through how to run them, use them and

Monthly "Package Processing & Shipping" Invoice

Please FAX this invoice to 1-800-875-6813 immediately. MAIL a copy of this invoice WITH CHECK to P.O. Box 1175 Greenville, TN 37744 by the 15th of the following month (LATE CHARGE!)

Account Number: 0101A
Software Version: 2018.03
Operating System: Windows XP Professional
Date Printed: XXXXXXXX
Start Ship Date: XXXXXXXX
Report for: XXXXXXXX

Ship Week Ending Date	XXXXXX	XXXXXX	XXXXXX	XXXXXX	XXXXXX	Total
Domestic Page	4	2	2	0	0	8
International Page	0	0	0	0	0	0
AMS 95 Page	3	2	0	0	0	5
International Page	0	0	0	0	0	0
3rd Party Page	1	1	0	0	0	2
Priority Mail Page	0	0	0	0	0	0
Print Case	0	0	0	0	0	0
Other Page						
# of Pages	7	3	2	0	0	12
Discount Value						
Total DV	20	35	43			98
Total DV Balance	2054	2426	4462			9342

Rate by Page

Rate by Page	Rate	%	Amount
Domestic Page	20	%	\$80.00
AMS 95 Page	15.00	%	\$30.00
Over \$100 DV POP DV Units	15.00	%	\$45.00
(\$101 - \$100 DV) POP DV Units	2.00	%	\$2.00
PAY THIS AMOUNT			\$78.00

Your invoice made a profit of \$ 364.00. This month after paying PEC and UPS.
Be sure to reference on your check stub, the invoice that you are paying. PLEASE NOTE if you do NOT reference the invoice # that you are paying, we will supply funds from the oldest dated invoice to the nearest.

Monthly Management/Profit Report

Follow the success of your AMS Package Processing & Shipping Center

LAST YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD	TOTAL
REVENUE	104	148	141	141	141	141	141	141	141	141	141	141	141	141
EXPENSE	104	148	141	141	141	141	141	141	141	141	141	141	141	141
NET PROFIT	0	0	0	0	0	0	0	0	0	0	0	0	0	0

MANAGEMENT REPORT

Category	Count	Value	%
Domestic	100	100.00	100%
International	0	0.00	0%
AMS 95	5	75.00	75%
3rd Party	2	30.00	30%
Priority Mail	0	0.00	0%
Print Case	0	0.00	0%
Grand Total	107	105.00	100%

Customer Count (Per vs. Budget)

Category	Count	Value	%
Domestic	100	100.00	100%
International	0	0.00	0%
AMS 95	5	75.00	75%
3rd Party	2	30.00	30%
Priority Mail	0	0.00	0%
Print Case	0	0.00	0%
Grand Total	107	105.00	100%

PEC's Total Shipping

UPS Standard Shipping Charges

Package #	Weight	Dimensions	Rate	Zone	Class	Days	Actual	Estimate	Delta
00000001	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000002	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000003	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000004	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000005	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000006	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000007	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000008	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000009	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000010	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00

Summary of Package Shipped (UPS Return Plus not included)

Package #	Weight	Dimensions	Rate	Zone	Class	Days	Actual	Estimate	Delta
00000001	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000002	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000003	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000004	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000005	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000006	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000007	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000008	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000009	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00
00000010	1.00	10.00x10.00x10.00	1.00	1	1	1	1.00	1.00	0.00

Final Copy

Please refer to the invoice for more details. If you have any questions, please contact your account manager. Report that you are not a customer of UPS. Report that you are not a customer of UPS.

Call me at 1-800-274-4732 ext. # 332 or email me at bbradley@packageexpresscenters.com.

The Tech Corner

by Tyler Hutchinson

Spring Creators (Windows) Update

Windows updates are an important part of keeping your computer secure and up to date. Having Windows Updates set to automatically download and apply on shutdown is the Package Express Center recommendation for your store.

These updates are free and non-invasive ways to improve your shipping computer and make sure your shipping software runs as well as possible. One of the larger Windows 10 updates just recently released featuring a variety of improvements to the operating system. The general user interface has been cleaned up making it look cleaner and making it easier to use. Windows Edge, the built-in web browser has received many improvements over the past few windows updates and the Spring Creators update brings massive improvements as Windows tries to move past their internet explorer reputation.

Edge will have a new clutter free print option as well as the ability to mute specific tabs on the fly. Even if you use Firefox or Google Chrome, Windows improving Microsoft Edge only helps consumers by pushing all competitors to offer better solutions in their browsers. Spring Creators update also has exciting new Bluetooth features. From

one click easy quick pairing being added to attach Bluetooth devices to your PC to quick one tap sharing files over Bluetooth to your PC (say from your cell phone to your personal computer).



Most importantly every Windows update has security and general software updates that PEC and UPS plans for when releasing software. Not being on the latest version of windows is a hindrance to your shipping computer and your shipping software. Leaving yourself wide open to viruses with fixes already developed and

making the software run inefficiently because its missing an expected update are just a couple reasons why not updating isn't the best idea. Don't forget its FREE - when's the last time you bought something and someone kept coming by month after month improving it and charging you absolutely nothing. Take advantage and make sure your windows updates are set to automatically download and install. Navigate to the updates section of windows by typing updates in the bottom left. Always make sure your PC says up to date and gives you that nice green check mark!

The Total System End of Day Instructions

1. Run your manifest
2. Run your RPDO (Drop-off) manifest
3. Back-up data
4. Set next pick-up date
5. Exit Total System Software
6. **TURN OFF** computer, leaving monitor on (*auto updates, if any, will automatically run when you turn the computer back on and log into Total System Software*)

Any questions contact us at 800.274-4732 or help@packageexpresscenters.com

JULY SPECIALS

Scanner



Plug & Play
USB Scanner

Regularly
\$69⁹⁵

\$39⁹⁵

Buy 1... Get 1

50% OFF

HP Toner



HP Toner Cartridges

Item Number	Fits Printer Model	Wholesale Price	3 Or More
TONRM102	HP M102	\$69.99 ea.	\$65.99 ea.
TONRM12W	HP M12W	\$45.99 ea.	\$42.99 ea.
TONR1100	HP 1100	\$47.99 ea.	\$43.99 ea.
TONR1012	HP 1012 & 1020	\$59.99 ea.	\$56.99 ea.
TONR5L6L	HP 5L & 6L	\$41.99 ea.	\$36.99 ea.
TONR1000	HP 1000 & 1200	\$55.99 ea.	\$49.99 ea.
TONR1505	HP 1505	\$69.99 ea.	\$66.99 ea.
TONR1006	HP 1006	\$64.99 ea.	\$61.99 ea.
TONR1102	HP 1102	\$64.99 ea.	\$61.99 ea.

FOB Greenville, TN

Buy 12 rolls

any packing tape at regular price

Get 3 FREE



Buy 24

any size Bubble padded envelopes at regular price

Get 12 FREE



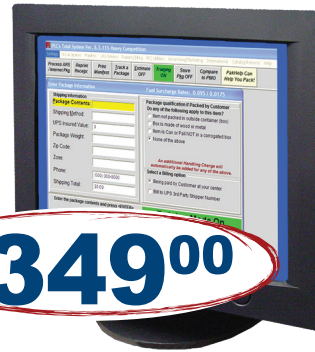
Computer Package

Package includes CPU, Monitor, Keyboard & Mouse

Dell Optiplex 580 Desktop

- 3.2GHz Processor
- 8GB Memory
- 320GB HDD

Windows 10 Professional



\$349⁰⁰

FOB Greenville, TN



P.O. Box 1178 Phone: (800) 274-4732
Greenville, TN 37744 Fax: (800) 570-0683
www.packageexpresscenters.com

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