



Frank Fine, Executive Director

Dear ALDA Member:

FedEx, TGA and ALDA have teamed up to provide you with exceptional discounts on all your inbound and outbound shipping needs. Discounts range from 5% to 43% depending on type of service and package.

On the following pages find:

- How to calculate your discounted rate for a shipment
- Charts showing the actual discount for each type of service
- A simple enrollment application (leave the *Association Membership Number* field blank)

Complete the application, fax or mail it to the address indicated and start saving!



3 Steps to Calculate Your Rate

Inside this booklet are your customized percentage-off tables for FedEx® services. Use this booklet in combination with our regular standard list rates available at fedex.com to calculate your customized FedEx rates.*

FedEx Package Services

1) Go to fedex.com,* click on Get Rates from the Ship tab to get FedEx standard list rates by service or by zone, and find the standard list rate.

2) Find your **percentage off** from the tables in this booklet.

3) Calculate your rate.

- | | |
|---|---|
| a. Multiply the standard list rate from step 1 above by your total percentage off from step 2 and round that number to the nearest penny. | a. $\begin{array}{r} \$12.50 \\ \times .037 \\ \hline \$.4625 \end{array}$ |
| b. Subtract the result from the standard list rate. | b. $\begin{array}{r} \$12.50 \\ - .46 \\ \hline \end{array}$ |
| c. This is your rate. | c. $\$12.04$ |

For example, if your percentage off is 3.7% and your rate is \$12.50:

- ☐ Multiply \$12.50 x .037. (The result is \$.4625.)
- ☐ Rounded to the nearest penny; this is \$.46.
- ☐ Subtract \$.46 from \$12.50.
- ☐ Your rate is \$12.04.

FedEx Express® Freight Services

1) Go to fedex.com,* click on Get Rates from the Ship tab to get FedEx standard list rates by service, find the *standard list rate per pound* and calculate the total rate.

2) Find your **percentage off** from the tables in this booklet.

3) Calculate your rate.

- | | |
|--|---|
| a. Multiply the <i>per-pound standard list rate</i> by your total percentage-off discount and round that number to the nearest penny. This is your <i>discount per pound</i> . | a. $\begin{array}{r} \$2.14 \\ \times .2546 \\ \hline \$.544844 \end{array}$ |
| b. Multiply the discount per pound by the total shipment weight to determine the total discount. | b. $\begin{array}{r} \$.54 \\ \times 999 \\ \hline \$539.46 \end{array}$ |
| c. Subtract the total discount from the calculated rate from step 1 above. This is your rate. | c. $\begin{array}{r} \$2,137.86 \\ - 539.46 \\ \hline \$1,598.40 \end{array}$ |

For example, if your percentage off is 25.46% and your rate is \$2.14 per pound, based on a 999-lb. shipment:

- ☐ Multiply \$2.14 x .2546. (The result is .544844.)
- ☐ Rounded to the nearest penny; this is \$.54.
- ☐ Multiply \$.54 x 999 lbs.
- ☐ Your total discount is \$539.46.
- ☐ Subtract \$539.46 from the calculated standard list rate of \$2,137.86.
- ☐ Your final rate is \$1,598.40.

*You can also find our standard list rates in the FedEx Service Guide, available at FedEx Kinko's Office and Print Centers, FedEx World Service Center® locations or by calling 1.800.GoFedEx 1.800.463.3339. The enclosed customized rates are derived from your base discounts only, if any, and they do not include any additional discount programs that may be associated with this account number. Any changes to your FedEx Ground or FedEx Home Delivery® rates and/or discounts may not be reflected in the Customized Rate Guide until the Friday following the effective date of the rate change and/or discount change. For additional information on your FedEx Ground or FedEx Home Delivery Alaska and Hawaii discounts, please contact your FedEx account executive or call 1.800.GoFedEx 1.800.463.3339.



PERCENTAGE OFF RATES

Your FedEx Express® Discounts Percentage - Off Tables by Service

FedEx Priority Overnight®

Numbers indicate your percentage off regular FedEx standard list rates

Weight	Zones														
	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Envelope	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	24%	32%	32%	32%	32%
1-150 lbs.	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	32%	32%	32%	32%

FedEx Standard Overnight®

Numbers indicate your percentage off regular FedEx standard list rates

Weight	Zones												
	2	3	4	5	6	7	8	9	10	13	14	15	16
Envelope	24%	24%	24%	24%	24%	24%	24%	24%	24%	32%	32%	32%	32%
1-150 lbs.	19%	19%	19%	19%	19%	19%	19%	19%	19%	22%	22%	22%	22%

FedEx 2Day®

Numbers indicate your percentage off regular FedEx standard list rates

Weight	Zones														
	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Envelope	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	43%	43%	43%	43%
1-150 lbs.	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	19%	43%	43%	43%	43%



PERCENTAGE OFF RATES

Your FedEx Express® Discounts

Percentage - Off Tables by Service

FedEx Express Saver®

Numbers indicate your percentage off regular FedEx standard list rates

	Zones						
Weight	2	3	4	5	6	7	8
Envelope	19%	19%	19%	19%	19%	19%	19%
1-150 lbs.	19%	19%	19%	19%	19%	19%	19%

FedEx 1Day[®] Freight

Numbers indicate your percentage off regular FedEx standard list rates

	Zones										
Weight	2	3	4	5	6	7	8	9	11	13	15
151+ lbs.	13%	13%	13%	9%	9%	9%	9%	9%	9%	30%	30%

FedEx 2Day[®] Freight

Numbers indicate your percentage off regular FedEx standard list rates

[illegible]



Your FedEx Express® Discounts
Percentage - Off Tables by Service

FedEx 3Day® Freight

Numbers indicate your percentage off regular FedEx standard list rates

Weight	Zones						
	2	3	4	5	6	7	8
151+ lbs.	13%	13%	13%	9%	9%	9%	9%

FedEx Envelope under 8 oz.



Your FedEx® International Discounts
Percentage - Off Tables by Service

FedEx International Economy® Import

Numbers indicate your percentage off regular FedEx standard list rates

Weight	Zones														
	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1-154 lbs.	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%
155+ lbs.	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%	18%

FedEx Envelope under 8 oz.

Minimum charges may apply. For more information please call 1.800.GoFedEx 1.800.463.3339.



Your FedEx Ground® Discounts

Percentage - Off Tables by Service

FedEx Ground®

Numbers indicate your percentage off regular FedEx standard list rates
for Outbound, Third-Party and Bill Recipient billing option(s)

Weight	Zones						
	2	3	4	5	6	7	8
1-30 lbs.	10%	10%	10%	10%	10%	10%	10%
31-150 lbs.	20%	20%	20%	20%	20%	20%	20%

FedEx Ground® COLLECT

Numbers indicate your percentage off regular FedEx standard list rates
for Inbound billing option(s)

Weight	Zones						
	2	3	4	5	6	7	8
1-30 lbs.	10%	10%	10%	10%	10%	10%	10%
31-150 lbs.	20%	20%	20%	20%	20%	20%	20%

FedEx Home Delivery®

Numbers indicate your percentage off regular FedEx standard list rates
for Outbound billing option(s)

Weight	Zones						
	2	3	4	5	6	7	8
1-15 lbs.	5%	5%	5%	5%	5%	5%	5%
16-70 lbs.	10%	10%	10%	10%	10%	10%	10%

Minimum charge Zone 2, 1 lb.

Minimum charges may apply. For more information please call 1.800.GoFedEx 1.800.463.3339.



PERCENTAGE OFF RATES

Percentage - Off Tables by Service

FedEx International Priority® Export
Numbers indicate your percentage off regular FedEx standard list rates

Numbers indicate your percentage off regular FedEx standard list rates

[illegible]

FedEx International Priority® Import
Numbers indicate your percentage off regular FedEx standard list rates

Numbers indicate your percentage off regular FedEx standard list rates

[illegible]

FedEx International Economy® Export
Numbers indicate your percentage off regular FedEx standard list rates

Numbers indicate your percentage off regular FedEx standard list rates

[illegible]



Travel Goods Association
Program Enrollment Agreement

Managed by PartnerShip LLC



Company Name _____

Address _____

City _____ State/Province _____ ZIP/Postal Code _____

Contact Name _____ E-mail _____

Phone _____ Fax _____

FedEx Shipper Number (if available) _____ Association Membership Number _____

How many overnight shipments do you make with all carriers per month? _____

What percentage of these are with FedEx? _____ %

How many non-overnight (ground) shipments do you make with all carriers per month? _____

What percentage of these are with FedEx? _____ %

How many international shipments do you make with all carriers per month? _____

Who is your primary express carrier? _____ Who is your primary ground carrier? _____

How did you hear about the offer? ☐ Direct Mail ☐ E-mail ☐ Magazine Ad ☐ Trade Show ☐ Alliance Web Site
☐ Sales Rep ☐ Other Member ☐ Other _____

Please be advised that the undersigned TGA member elects to participate in the TGA Pricing Program Agreement, and has read and agrees to be bound by the terms and conditions below.

Signature (required) _____

Title _____ Date _____

Please mail or fax the form to:

PartnerShip
500 East Lorrain St.
Oberlin, OH 44074
Fax: 440.774.2823

Questions about this pricing program?

Call a PartnerShip Representative at 800.599.2902.

Enrollment may take up to 10 days. Your discounted rates will be in place when you receive your FedEx welcome information.

Member Agreement
Terms & Conditions of Shipping

1. The prices and other terms and conditions provided to you as a member are for your exclusive use and benefit and are to be treated as confidential information. The prices (or any portion thereof) may not be extended to any other party. You may not under any circumstances sell, assign or otherwise transfer (including, but not limited to, third party billing) the benefit of this pricing to any non-member of the Association. Failure to abide by this provision may result in immediate termination of your participation in the Program. *With the exception of custom freight pricing agreements between FedEx and member, this Agreement supersedes all Pricing Agreements and Addenda, if any, for FedEx Express, FedEx Ground and FedEx Freight services (for those Programs under which FedEx Freight services are offered) between FedEx and Customer for the designated U.S. Payer account numbers relating to the services and package types covered by this Agreement.*
2. Association and/or its agent may receive compensation for the promotion of FedEx services. In addition, you specifically acknowledge and agree to the release of your shipping information and data to Association and/or its agent.
3. Member's rates are expressed as a percentage discount off published transportation rates in effect at the time of shipment. Published rates and eligible services and discounts are subject to change without notice. You agree that eligibility for discounts is subject to FedEx credit approval. You acknowledge that the Program is not available to package consolidators and agree that you are not a package consolidator.
4. Accessorial charges, special handling charges, minimums, premiums and surcharges shall be in accordance with the applicable FedEx Service Guide or FFX 100 Series Rules Tariff in effect on the date of shipment for the service selected and shall not be subject to any discounts.
5. You must complete this form to participate in the Program.
6. Each shipment made under this Agreement is subject to the terms and conditions of the then current FedEx Service Guide or the FFX 100 Series Rules Tariff, as applicable, in effect at the time of shipment and which terms are incorporated into this Agreement by reference. FedEx reserves the right to modify the FedEx Service Guide and the FFX 100 Series Rules Tariff at any time without notice.
7. Participation in the Program is conditional upon obtaining FedEx Credit approval. FedEx reserves the right to deny credit, and FedEx does not extend consumer credit privileges.
8. Payment on your account is due fifteen (15) days from the invoice date. Duties and taxes are payable on receipt. Failure to comply with FedEx payment terms may result in denial of credit and removal of discounts.
9. This program will be effective for so long as the pricing agreement between FedEx and the Association remains in effect unless earlier terminated as provided herein.
10. Members are prohibited from using the FedEx name or logo without the prior written consent of FedEx.
11. A federal excise tax when required by the Internal Revenue Code on the air transportation portion of any FedEx service, if any, is paid by FedEx.

