



October 25, 2016

Dear Beaver Express Service Customers,

We'd like to let you know about an upcoming increase in our standard list rates.

In response to increased on-going operating expenses, Beaver Express Service will implement a General Rate Increase (GRI) averaging 4.9% to all points in our direct service areas on Monday, November 14, 2016. Our last general increase in our prices was in October of 2015.

Below are the details of our GRI for this year:

- Our package express rates, applied on shipments weighing from 1-200#, will be increased 4.9%.
- Shipments weighing 201# or more will be rated using the current Beaver 300-B tariff, utilizing class rates with competitive discounts to determine the charges. The changes on those rates will also reflect a 4.9% increase. Pallet rate pricing will also be increased by 6.9%.
- Our fees for declared value charges, HazMat fees, and COD fees will not change.
- Our accessorial charges for Additional Services Provided items like Liftgate fees, Inside Delivery fees, Residential delivery fees, etc. will also not change.
- There will be no increase at this time on our minimum charges for shipments using the LTL rates - we will continue to apply a \$68 minimum within our direct service areas.
- Some of the rural points we serve will be subject to a Rural Delivery Surcharge – check with your Account representative or our website for details. We are expanding the application of the Rural Delivery Surcharge program this year.
- If your pricing program with Beaver Express is not covered by our general package express and Beaver 300B LTL tariff rates, please contact your account representative for the specific changes to your pricing program.
- Customers that are under contract pricing will not be affected by the GRI, with the exception of the increase in our package express rates, which applies to all customers.

We are updating our BeaverRater PC rating program, which will be available for downloading at [www.beaverexpress.com](http://www.beaverexpress.com). The new rates should be available for download on Wednesday, November 10<sup>th</sup>. The BeaverRater program is also available on a CD; please contact our Customer Service Call Center at 800/593-2328 on or after November 10th, and we'll gladly mail a copy to you.

All of the Beaver Express Service employees and independent contractors remain committed to providing you with outstanding on-time service and customer service. Thank you for your continued commitment to Beaver Express Service; your patronage is very much appreciated.

Please direct any questions you may have regarding this general rate increase to your Beaver Express Service Account Executive.

Sincerely,

Mike Stone, President