



Direction	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages	Direction	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages
Outbound	33,478	1,162,116	34.7	\$441,464	\$13.19	99.5%	99.6%	Outbound	271	10,237	37.8	\$5,810	\$21.44	88.1%	88.0%
Inbound	125	6,127	49.0	\$2,136	\$17.09	0.5%	0.4%	Inbound	29	224	7.7	\$614	\$21.16	9.3%	9.4%
Third Party	17	539	31.7	\$236	\$13.90	0.1%	0.1%	Third Party	8	56	7.0	\$171	\$21.40	2.6%	2.6%
Grand Total	33,620	1,168,782	34.8	\$443,836	\$13.20	100.0%	100.0%	Grand Total	308	10,517	34.1	\$6,595	\$21.41	100.0%	100.0%

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Service Description	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages	Service Description	Packages	Weight	Weight per Pack	Total Cost	Avg Cost per Packag	% of Total Cost	% of Total Packages
Ground	18,141	613,803	33.8	\$208,640	\$11.50	47.0%	54.0%	COM. GROUND	220	7,851	35.7	\$3,741	\$17.00	56.7%	71.4%
Home Delivery	11,017	397,054	36.0	\$175,687	\$15.95	39.6%	32.8%	RES. GROUND	22	1,103	50.1	\$543	\$24.67	8.2%	7.1%
Ground Multiweight	3,912	150,663	38.5	\$43,749	\$11.18	9.9%	11.6%	COM. NEXT DAY AIR EARL	2	76	38.0	\$494	\$247.00	7.5%	0.6%
FedEx Standard Overnig	178	1,656	9.3	\$5,255	\$29.52	1.2%	0.5%	COM. 2ND DAY AIR (LETT	24	0	0.0	\$478	\$19.90	7.2%	7.8%
FedEx 2Day	175	2,567	14.7	\$4,305	\$24.60	1.0%	0.5%	COM. NEXT DAY AIR	5	26	5.2	\$337	\$67.38	5.1%	1.6%
International Ground	49	2,098	42.8	\$2,707	\$55.24	0.6%	0.1%	COM. 2ND DAY AIR	10	25	2.5	\$245	\$24.48	3.7%	3.2%
FedEx Intl Economy	7	492	70.3	\$991	\$141.61	0.2%	0.0%	HUNDREDWEIGHT GROUND	4	1,017	254.3	\$180	\$44.88	2.7%	1.3%
FedEx Priority Overnig	37	118	3.2	\$818	\$22.12	0.2%	0.1%	RETURNS GROUND	10	176	17.6	\$124	\$12.36	1.9%	3.2%
Ground (LETTER)	32	0	0.0	\$395	\$12.34	0.1%	0.1%	RES. NEXT DAY AIR EARL	1	11	11.0	\$119	\$118.79	1.8%	0.3%
FedEx Express Saver	18	310	17.2	\$367	\$20.36	0.1%	0.1%	COM. NEXT DAY AIR (LET	3	0	0.0	\$97	\$32.41	1.5%	1.0%
International Ground (11	0	0.0	\$334	\$30.38	0.1%	0.0%	COM. NEXT DAY AIR SAVE	2	1	0.5	\$77	\$38.67	1.2%	0.6%
FedEx 2Day (LETTER)	21	0	0.0	\$233	\$11.08	0.1%	0.1%	STANDARD TO CANADA	1	37	37.0	\$56	\$55.71	0.8%	0.3%
FedEx Intl Priority	4	2	0.5	\$163	\$40.78	0.0%	0.0%	COM. 3 DAY SELECT	1	28	28.0	\$48	\$47.63	0.7%	0.3%
Home Delivery (LETTER)	8	0	0.0	\$99	\$12.43	0.0%	0.0%	COM. 2ND DAY AIR A.M.	2	0	0.0	\$46	\$23.07	0.7%	0.6%
FedEx Express Saver (L	7	0	0.0	\$48	\$6.83	0.0%	0.0%	GROUND SHIPMENT	1	166	166.0	\$12	\$12.35	0.2%	0.3%
FedEx 2Day A.M.	3	19	6.3	\$45	\$15.07	0.0%	0.0%								
Grand Total	33,620	1,168,782	34.8	\$443,836	\$13.20	100.0%	100.0%	Grand Total	308	10,517	34.1	\$6,595	\$21.41	100.0%	100.0%



Zone	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages	Zone	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages
2	4,465	152,662	34.2	\$43,237	\$9.68	20.9%	24.6%	2	58	2,271	39.2	\$781	\$13.46	20.9%	26.4%
3	5,917	202,287	34.2	\$65,499	\$11.07	31.6%	32.6%	3	67	2,872	42.9	\$1,099	\$16.41	29.4%	30.5%
4	6,537	225,011	34.4	\$81,464	\$12.46	39.3%	36.1%	4	37	1,026	27.7	\$583	\$15.76	15.6%	16.8%
5	1,077	30,164	28.0	\$14,853	\$13.79	7.2%	5.9%	5	27	925	34.3	\$559	\$20.72	15.0%	12.3%
6	69	1,879	27.2	\$1,155	\$16.74	0.6%	0.4%	6	12	583	48.6	\$457	\$38.07	12.2%	5.5%
7	44	1,158	26.3	\$769	\$17.47	0.4%	0.2%	7	16	156	9.8	\$227	\$14.19	6.1%	7.3%
8	14	221	15.8	\$194	\$13.87	0.1%	0.1%	8	3	18	6.0	\$34	\$11.50	0.9%	1.4%
Grand Total	18,123	613,382	33.8	\$207,170	\$11.43	100.0%	100.0%	Grand Total	220	7,851	35.7	\$3,741	\$17.00	100.0%	100.0%

FedEx Zone Average: 3.26

UPS Zone Average: 3.67

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FedEx Commercial Ground Service by Zone & Weight Distribution

UPS Commercial Ground Service by Zone & Weight Distribution

Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total	Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total
01-05	3.0%	4.2%	4.7%	1.3%	0.1%	0.1%	0.0%	13.4%	01-05	0.5%	0.5%	5.5%	3.6%		5.9%	0.9%	16.8%
06-10	4.7%	5.9%	6.5%	1.0%	0.1%	0.0%	0.0%	18.3%	06-10	1.4%	0.9%	0.5%	1.4%				4.1%
11-20	0.3%	0.5%	0.4%	0.2%	0.0%	0.0%	0.0%	1.5%	11-20	2.7%	0.5%					0.5%	3.6%
21-30	1.5%	2.1%	2.4%	0.5%	0.0%	0.0%	0.0%	6.6%	21-30						0.5%		0.9%
31-50	9.3%	12.2%	13.1%	2.1%	0.1%	0.1%	0.0%	36.9%	31-50	15.9%	22.3%	9.1%	3.2%	5.5%	0.5%		56.4%
51-70	4.9%	6.3%	7.4%	0.5%	0.0%	0.0%		19.3%	51-70	4.5%	6.4%	1.4%	2.7%		0.5%		15.5%
71-150	0.9%	1.4%	1.5%	0.2%	0.0%			4.0%	71-150	1.4%			1.4%				2.7%
Total	24.6%	32.6%	36.1%	5.9%	0.4%	0.2%	0.1%	100.0%	Total	26.4%	30.5%	16.8%	12.3%	5.5%	7.3%	1.4%	100.0%

Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total	Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total
01-05	546	765	851	234	19	15	4	2,434	01-05	1	1	12	8		13	2	37
06-10	860	1,061	1,186	190	11	2	5	3,315	06-10	3	2	1	3				9
11-20	55	98	78	35	3	3	1	273	11-20	6	1					1	8
21-30	277	389	433	98	2	2	1	1,202	21-30						1		2
31-50	1,680	2,206	2,367	383	23	18	3	6,680	31-50	35	49	20	7	12	1		124
51-70	884	1,150	1,349	96	9	4		3,492	51-70	10	14	3	6		1		34
71-150	163	248	273	41	2			727	71-150	3			3				6
Total	4,465	5,917	6,537	1,077	69	44	14	18,123	Total	58	67	37	27	12	16	3	220



Zone	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages	Zone	Packages	Weight	Avg Weight per Package	Total Cost	Avg Cost per Package	% of Total Cost	% of Total Packages
2	2,409	98,621	40.9	\$33,915	\$14.08	19.3%	21.9%	2	2	156	78.0	\$73	\$36.49	13.4%	9.1%
3	2,709	95,067	35.1	\$41,378	\$15.27	23.6%	24.6%	3	8	445	55.6	\$191	\$23.83	35.1%	36.4%
4	4,928	173,983	35.3	\$82,564	\$16.75	47.0%	44.7%	4	10	495	49.5	\$249	\$24.86	45.8%	45.5%
5	884	27,228	30.8	\$15,930	\$18.02	9.1%	8.0%	6	1	4	4.0	\$13	\$13.23	2.4%	4.5%
6	53	1,395	26.3	\$1,061	\$20.01	0.6%	0.5%	8	1	3	3.0	\$17	\$17.23	3.2%	4.5%
7	24	387	16.1	\$423	\$17.62	0.2%	0.2%	Grand Total	22	1,103	50.1	\$543	\$24.67	100.0%	100.0%
8	7	354	50.6	\$263	\$37.54	0.1%	0.1%								
Grand Total	11,014	397,035	36.0	\$175,533	\$15.94	100.0%	100.0%	UPS Zone Average: 3.73							

FedEx Zone Average: 3.42

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FedEx Residential Ground Service by Zone & Weight Distribution

UPS Residential Ground Service by Zone & Weight Distribution

Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total
01-05	1.2%	1.8%	3.0%	0.7%	0.2%	0.1%		6.9%
06-10	3.8%	6.1%	11.3%	2.3%	0.1%	0.0%		23.6%
11-20	0.0%	0.1%	0.1%	0.1%	0.0%	0.0%		0.3%
21-30	0.7%	1.1%	2.0%	0.2%	0.0%	0.0%		3.9%
31-50	9.2%	9.7%	17.8%	3.5%	0.1%	0.1%	0.0%	40.3%
51-70	6.4%	4.8%	9.5%	1.2%	0.1%		0.0%	22.0%
71-150	0.6%	1.1%	1.0%	0.1%	0.0%			2.9%
Total	21.9%	24.6%	44.7%	8.0%	0.5%	0.2%	0.1%	100.0%

Weight Break	Zone 2	Zone 3	Zone 4	Zone 6	Zone 8	Total
01-05				4.5%	4.5%	9.1%
06-10			9.1%			9.1%
31-50		13.6%	9.1%			22.7%
51-70		18.2%	18.2%			36.4%
71-150	9.1%	4.5%	9.1%			22.7%
Total	9.1%	36.4%	45.5%	4.5%	4.5%	100.0%

Weight Break	Zone 2	Zone 3	Zone 4	Zone 5	Zone 6	Zone 7	Zone 8	Total
01-05	127	198	330	77	20	9		761
06-10	417	668	1,249	255	9	3		2,601
11-20	4	13	6	7	1	5		36
21-30	73	118	217	22	1	1		432
31-50	1,009	1,071	1,960	380	11	6	5	4,442
51-70	710	524	1,051	131	8		2	2,426
71-150	69	117	115	12	3			316
Total	2,409	2,709	4,928	884	53	24	7	11,014

Weight Break	Zone 2	Zone 3	Zone 4	Zone 6	Zone 8	Total
01-05				1	1	2
06-10			2			2
31-50		3	2			5
51-70		4	4			8
71-150	2	1	2			5
Total	2	8	10	1	1	22

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FedEx Receiver State Summary

UPS Receiver State Summary

FedEx Receiver State Summary							UPS Receiver State Summary						
Destination State	Packages	Weight	Total Cost	% of Total Packages	% of Total Weight	% of Total Cost	Destination State	Packages	Weight	Total Cost	% of Total Packages	% of Total Weight	% of Total Cost
TX	5,862	220,972	\$72,827	17.4%	18.9%	16.4%	TX	117	2,950	\$2,134	38.0%	28.0%	32.3%
NY	3,137	115,174	\$39,430	9.3%	9.9%	8.9%	OH	38	1,093	\$1,105	12.3%	10.4%	16.8%
FL	3,129	80,849	\$36,305	9.3%	8.9%	8.2%	WI	15	474	\$371	4.9%	4.5%	5.8%
OH	2,687	101,882	\$30,962	8.0%	8.7%	7.0%	FL	13	464	\$344	4.2%	4.4%	5.2%
CA	1,825	61,753	\$23,719	5.4%	5.3%	5.3%	NV	14	551	\$309	4.5%	5.2%	4.7%
MI	1,343	52,786	\$18,088	4.0%	4.5%	4.1%	TN	15	719	\$290	4.9%	6.8%	4.4%
NC	1,187	37,992	\$15,414	3.5%	3.3%	3.5%	CA	20	439	\$276	6.5%	4.2%	4.2%
WA	861	37,179	\$14,880	2.6%	3.2%	3.4%	AZ	10	457	\$233	3.2%	4.3%	3.5%
PA	1,036	39,241	\$14,781	3.1%	3.4%	3.3%	MO	9	468	\$222	2.9%	4.4%	3.4%
NJ	1,107	38,017	\$14,632	3.3%	3.3%	3.3%	MN	1	292	\$142	0.3%	2.8%	2.2%
IN	962	40,538	\$12,254	2.9%	3.5%	2.8%	PA	3	59	\$130	1.0%	0.6%	2.0%
GA	989	25,877	\$11,221	2.9%	2.2%	2.5%	AR	6	265	\$99	1.9%	2.5%	1.5%
VA	705	21,653	\$9,842	2.1%	1.9%	2.2%	NC	6	281	\$98	1.9%	2.7%	1.5%
KY	815	30,299	\$9,576	2.4%	2.6%	2.2%	NM	5	219	\$91	1.6%	2.1%	1.4%
MD	607	20,117	\$8,701	1.8%	1.7%	2.0%	MA	3	198	\$84	1.0%	1.9%	1.3%
OR	535	20,469	\$9,101	1.8%	1.8%	1.8%	LA	5	208	\$81	1.6%	2.0%	1.2%
MO	497	19,691	\$7,908	1.5%	1.7%	1.8%	WA	4	158	\$76	1.3%	1.5%	1.2%
TN	607	19,840	\$7,791	1.8%	1.7%	1.8%	GA	3	5	\$74	1.0%	0.0%	1.1%
LA	544	17,653	\$6,915	1.6%	1.5%	1.6%	CO	3	124	\$66	1.0%	1.2%	1.0%
AZ	406	13,695	\$6,372	1.2%	1.2%	1.4%	NY	3	363	\$60	1.0%	3.5%	0.9%
KS	338	13,227	\$5,362	1.0%	1.1%	1.2%	OR	3	190	\$60	1.0%	1.8%	0.9%
CO	307	9,587	\$5,016	0.9%	0.8%	1.1%	IN	2	87	\$56	0.6%	0.8%	0.9%
SC	420	10,781	\$4,809	1.2%	0.9%	1.1%	BC	1	37	\$56	0.3%	0.4%	0.8%
MA	318	9,076	\$4,734	0.9%	0.8%	1.1%	IL	2	111	\$45	0.6%	1.1%	0.7%
OK	334	10,981	\$4,267	1.0%	0.9%	1.0%	SC	2	70	\$33	0.6%	0.7%	0.5%
UT	249	9,453	\$4,020	0.7%	0.8%	0.9%	MI	2	42	\$22	0.6%	0.4%	0.3%
NV	220	5,084	\$3,694	0.7%	0.4%	0.8%	UT	1	4	\$13	0.3%	0.0%	0.2%
IL	268	10,317	\$3,594	0.8%	0.9%	0.8%	ON	1	166	\$12	0.3%	1.6%	0.2%
AL	252	7,807	\$3,316	0.7%	0.7%	0.7%	VA	1	23	\$12	0.3%	0.2%	0.2%
MS	243	7,816	\$3,131	0.7%	0.7%	0.7%	Grand Total	308	10,517	\$6,595	100.0%	100.0%	100.0%
NH	217	6,389	\$2,976	0.6%	0.5%	0.7%							
WI	153	2,776	\$2,758	0.5%	0.2%	0.6%							
ID	158	6,203	\$2,703	0.5%	0.5%	0.6%							
AR	186	6,419	\$2,432	0.6%	0.5%	0.5%							
NM	156	5,253	\$2,153	0.5%	0.4%	0.5%							
MT	110	4,322	\$2,045	0.3%	0.4%	0.5%							
CT	136	4,200	\$1,921	0.4%	0.4%	0.4%							
PQ	36	1,253	\$1,874	0.1%	0.1%	0.4%							
DE	95	3,595	\$1,423	0.3%	0.3%	0.3%							
ME	86	3,033	\$1,366	0.3%	0.3%	0.3%							
AK	15	366	\$1,297	0.0%	0.0%	0.3%							
WV	92	3,259	\$1,188	0.3%	0.3%	0.3%							
WY	55	1,898	\$1,043	0.2%	0.2%	0.2%							
RI	66	1,803	\$973	0.2%	0.2%	0.2%							
ON	23	654	\$964	0.1%	0.1%	0.2%							
MN	48	1,545	\$888	0.1%	0.1%	0.2%							
DC	69	2,071	\$872	0.2%	0.2%	0.2%							
VT	56	1,748	\$806	0.2%	0.1%	0.2%							
AB	3	624	\$736	0.0%	0.1%	0.2%							
NE	29	894	\$471	0.1%	0.1%	0.1%							
	15	175	\$429	0.0%	0.0%	0.1%							
HI	4	58	\$276	0.0%	0.0%	0.1%							
SO	1	28	\$175	0.0%	0.0%	0.0%							
IA	9	284	\$164	0.0%	0.0%	0.0%							
ND	6	103	\$78	0.0%	0.0%	0.0%							
BC	3	10	\$65	0.0%	0.0%	0.0%							
NL	1	4	\$58	0.0%	0.0%	0.0%							
MX	1	0	\$39	0.0%	0.0%	0.0%							
SD	1	9	\$11	0.0%	0.0%	0.0%							
Grand Total	33,620	1,168,782	\$443,836	100.0%	100.0%	100.0%							