

Access Point Services That Most PEC Centers Are Offering

Almost 70% of ALL existing PEC “UPS shipping & processing centers” have added AP services to their existing UPS service over the last four years and all New PEC Centers have been adding AP services as they sign up to be PEC Authorized Shipping Providers.

There are some reminders that all PEC Centers need to know when offering UPS AP Services at their locations:

- You must scan in all AP packages you receive from the UPS driver within 30 minutes of receipt to get paid for handling AP packages
- You must scan out packages as customers come pick-up AP packages
- Your store must check the ID of the person picking up the AP package(s)
- Release package to person that matches name on package
- You need to check your UPS message inbox each day to see if your store needs to return any “aged- out” package to the driver that day. An aged-out package means that your store has kept and waited on the customer to pick-up their package for 7 days. At this time – an aged package is given back to UPS. Yes – you still get paid for these packages – even though the customer never picked them up.

Access Point Training Resources:

- Click on <https://www.packageexpresscenters.com/ap-headquarters> to access the resources explained below
- Watch the 15-20 minute training Webinar UPS Corporate designed for PEC accounts
- Go thru the AP Training Presentation
- Print out and read the AP training Booklet
- Print out the flow charts and other resources UPS provided

And always, if you have any questions please email info@packageexpresscenters.com or call us at 1-800-274-4732.

PACKAGE EXPRESS CENTERS MONTHLY MANAGEMENT/PROFIT REPORT

Acct. No: [REDACTED] Software Version: 23.0.3 Report For: December, 2022

ANNUAL RETAIL PACKAGE VOLUME - BY YEAR AND BY MONTH														
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD	TOTAL
LAST YEAR:	195	115	146	133	163	83	114	99	95	145	115	208	1611	1,611
THIS YEAR:	129	112	148	126	98	90	109	92	102	142	89	252	1,456	1,456
% CHANGE:	-33.85%	-1.74%	-20.55%	-5.26%	-41.10%	8.43%	-4.39%	-7.07%	7.37%	-2.07%	-22.61%	21.15%	-9.62%	-9.62%

PROFIT ANALYSIS BREAKDOWN				
	This Month's Profit	Profit Percentage	Year to Date Profit	Profit Percentage
Retail Packages				
# Retail Packages	252		1,456	
Gross Sales	6,666.52		46,073.80	
Gross Cost	5,300.47		37,512.64	
Adjusted Net	1,366.05	20.49%	8,561.16	18.59%
Adj. Net / Pkg	5.42		5.88	
Total Profit Detail				
RPDO Packages	1,629		14,784	
RPDO Profit	1,058.85		9,529.00	
3rd Party, Packing or Misc Charges	20.00		97.50	
Total Profit Retail	1,386.05		8,658.68	
Total Profit	2,444.90		18,187.68	
Coupons / Discounts including Frequent Shipper Discounts				
# of Discounts	0		0	
Amount Discounted	0.00	*Included in Total Profit	0.00	*Included in Total Profit

PACKAGE DETAIL BREAKDOWN				
DECLARED VALUE COVERAGE (includes store packages)				
	This Month's DV	% Total	Year to Date	% Total
\$100 or Less Pkgs:	233	92.46%	1248	85.95%
\$101 - \$200 Pkgs:	10	3.97%	47	3.24%
\$201 - \$599 Pkgs:	9	3.57%	156	10.74%
\$600 + Pkgs:	0	0.00%	1	0.07%
Grand Total DV Pkgs:	252	100.00%	1,452	100.00%
# of POP DV Units:	99		1116	
Amount of POP DV \$'s:	10716		115290	
POP DV Rebate @ 20%:	1.19		12.13	

PACKAGE WEIGHT (includes store packages)				
	Pkg Weight Totals	Monthly Percentage	Year to Date Totals	YTD Percentage
1 - 2 lbs	28	11.11%	235	16.18%
3 - 5 lbs	71	28.17%	272	18.73%
6 - 10 lbs	70	27.78%	329	22.66%
11 - 20 lbs	24	9.52%	133	9.16%
21 - 30 lbs	8	3.17%	66	4.55%
31 - 40 lbs	9	3.57%	99	6.82%
41 lbs and up	252	100.00%	1,452	100.00%

Your Monthly PEC Shipping Report (MSR) Review

The 2nd page of your Monthly Shipping Report (shown at left) provides profit & data analysis on many different items:

The first page that prints is a copy of your monthly invoice that you retain for your records. This monthly package activity data transmits to PEC atomically the first business day of the month – as long as you turn on your computer and open the Total Shipping Software. If you have not transmitted your monthly data to PEC by the 10th day of the following month – PEC will send you a reminder notice to the email address we have on file for your store to remind you that your monthly invoice is due. The third page is more data on type or packages shipped from your store.

1. The “scorecard” at the top of the report provides you with your retail package volume in comparison to last year’s totals. This can help you identify ROI and patterns following advertising and marketing investments, industry changes, etc. You can measure these changes monthly, year-to-date, and by annual totals.
2. The Retail Package section provides you with freight and accessorial metrics for the packages you create labels for. Here you can get a quick look at net profit and profit per package for a specific month or for the entire year. Average profit per package has been growing every year due to UPS’s annual price increases. This specific store’s report is showing an average of \$5.42 average for the month of December and \$ 5.88 per package average overall for the year.
3. The Total Profit Detail section provides you with similar metrics, but includes other income avenues like RPDO packages, 3rd party packages, and miscellaneous/packing charges. Again, you can see the totals for the month or the entire year. Some centers that also offer packing have anywhere from \$ 15.00 -\$ 30.00 average profit per package based on how much and type of packing they offer their customers.
4. The Package Weight analysis provides a monthly and annual breakdown of the weight of all retail packages (and store packages) processed. You’ll notice most packages are lower weight and more easily stored/handled. The majority of all packages shipped are under 20 pounds and smaller in size. On the other hand: the larger the package, the more it weighs and the farther it is being shipped have the highest profit.

Of course, there are many other reports contained in your Total System Software that includes: the UPS manifest, a daily receipts report, a monthly summary report and the data analysis report which can be ran using customer date ranges of your choice.

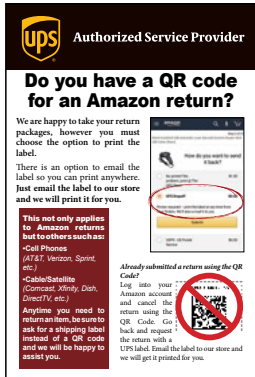
Have any questions about this Monthly Shipping Management Report or any other report mentioned here? Email us at info@packageexpresscenters.com or call us at 1-800-274-4732.

2nd Quarter 2023 PEC Sales Specials

Choose Your Sign



Indoor/Outdoor QR Code Signs
1 sided | 24"W x 36"H



Indoor/Outdoor ASP Sign
2 sided | 36"W x 17"H



Indoor/Outdoor UPS Sign
1 sided | 24"W x 36"H
AP or Non-AP

\$29⁹⁵ EACH

F.O.B. Greeneville, TN

Dell Desktop Computer

Refurbished
Windows 10 Pro
SSD – 237 GB
CPU – i5
RAM – 8 GB

\$379⁹⁵



90 days warranty if not used for PEC Shipping.
Lifetime warranty if used for your PEC Shipping Center

F.O.B. Greeneville, TN

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Scanner



\$49⁹⁵

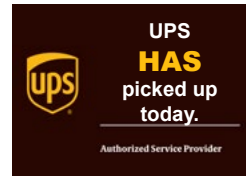
Regularly \$69.95

Stop manually entering tracking numbers! Save TONS of labor hours!

Lifetime warranty if used for your PEC Shipping Center

Combo Deal

Picked Up Indicator Sign
2 sided 12"W x 8.5"H



\$29⁹⁵ Set

4 Door Decals
1 sided
8"W x 6"H



F.O.B. Greeneville, TN

All Toners

Buy 1, Get 30% Off 2nd

Item Number	Fits Printer Model	Wholesale Price	3 Or More
TONRM102	HP M102	\$69.99 ea.	\$65.99 ea.
TONRM12W	HP M12W	\$39.99 ea.	\$35.99 ea.
TONRM15W	HP M15 & M29	\$34.99 ea.	\$30.99 ea.
TONR1012	HP 1012 & 1020	\$49.95 ea.	\$45.95 ea.
TONR1505	HP 1505	\$49.95 ea.	\$45.95 ea.
TONR1102	HP 1102	\$49.95 ea.	\$45.95 ea.
TONR2020	Samsung M2020	\$59.95 ea.	\$54.95 ea.
TONR2502	Pantum 2520	\$74.95 ea.	\$69.95 ea.

F.O.B. Greeneville, TN



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SHIPPING & HANDLING POLICY - FREE SHIPPING on retail product orders of \$75 or more (does not include equipment or signs). **HANDLING FEE:** Orders less than \$75 are subject to a flat handling fee of \$9.95. **SHIPPING ON ALL EQUIPMENT & SIGNS:** All equipment, including computers, monitors, printers & scales, and all signs are shipped F.O.B. Greeneville, TN and billed to your UPS Account.