

NEW Increase in Access Point Quarterly Rebate Package Fees

UPS listened and wants all PEC Centers Nationally to become or continue to be Access Point Locations for their Retail Channel of UPS Shippers. To encourage more accounts to become AP locations – while maintaining existing AP locations UPS has agreed to increase the rebate they pay our PEC centers.

Effective September 11, 2022

The AP rebate fee for your PEC Center increased from .40 cents per AP package to .65 cents per package. An increase in rebate fee per package of over 60%!

AP Location Reminders for New or Existing accounts:

- Always scan in new AP packages as soon as you receive them. (You have 30 minutes to do so)
- Always check ID's when scanning AP packages out when a customer picks them up
- Check your AP message box each morning to see if any AP packages aged out and give them back to your UPS driver that day (you still get paid for these type of packages)
- The AP training Webinar is about 20 minutes long and it is great to have new or even existing employees watch this on www.packageexpresscenters.com or on YouTube.
- www.packageexpresscenters.com has an AP Headquarters area on our website that has numerous printable training documents and other resource documents for this program.
- There is a weight limit, size limit, length limit and value limit on any AP package that UPS brings you.

If your store is NOT already an Access Point Location, “That increases Store Traffic & Improves Profit”, call today or email info@packageexpresscenters.com on how your store can add this additional UPS service to your existing UPS services for your community in Small Town America.

ALL New Decrease in UPS Weekly Service Fee

UPS values the PEC National of UPS Shippers across the nation in Small Town America. So UPS- Effective September 17th is LOWERING the weekly pick-up for PEC Centers using the UPS Smart Pick-up Option.

The current weekly rate from UPS is \$ 10.42 and this UPS pick-up will be decreasing to \$ 8.84.

This Pick-up option is actually a 43% discount off the normal Smart Pick-up rate for non-PEC accounts.

Currently PEC Corporate has over 70% of our accounts using this Smart Pick-up option and everyone on this pick-up option will be seeing the new discounted UPS fee on their 9/17/22 UPS week ending invoice.

What is Smart Pick-up anyway? It is a UPS pick-up option that when you process your first package of the day – the software signals your driver to pick-up at your location that day. If you do not have any packages that day – the driver will not stop by your store for pick-up. This is a huge cost savings to UPS and this is why they are able to pass along this amazing discount to our PEC Accounts.

You do not have to change to this Smart Pick-up option and you can choose to stay on Daily Pick-up, but you need to be aware the Daily Pick-up Weekly Service Fee will also be increasing on 9/17/22. Have any questions on this UPS Pick-up option please call or email PEC to discuss.

Want To Ship More Packages – Back to The Basics

A lot of PEC Package Processing & Shipping Centers could ship a lot more packages than they do and most of the time is just the basics and FREE ways to advertise that need to be altered, worked on or looked at by the store owner or manager.

- Someone should be working in your store at all times that knows how to process a package. I know how fundamental this sounds, but this is vitally important. (There are training presentations on www.packageexpresscenters.com that your employees can view for training and your store can also set-up a telephone re-training with PEC Corporate.
- Have working system in your store for the Total System Software. If it is broken – it needs to be fixed. If you purchased equipment or leased equipment from PEC – call us and we will take care of it!
- At a minimum UPS requires you to display one interior sign and one exterior sign
- Can a customer easily find and get to your PEC Package

and Processing Center?

- If your store employees don't like helping shipping customers or your manager thinks this service is a pain... You will ship less.
- Have a store Facebook page? Great. Show on your Facebook page that you Ship UPS for your community!
- Have you created or edited your Google Listing to also show you Ship UPS.
- Can you change answering your phone to "Thank you for calling Hanover True Value & UPS Shipping"?

Have a website for your store? Add that you offer UPS Shipping Services.

At the end of the day – can someone ship a package in your store for a customer at all times your store is open and have you added this service offering to your existing on-line presence?

Packages Don't Come Into Your Store – CUSTOMERS Do

To the stores that say – they ship more packages now than they want to: these are customers coming into your store and not packages. How many advertising dollars would you have to spend to get the customer traffic into your store that this service brings?

The secret of getting these customers to purchase something while they are in the store, or letting them see new, different or exciting items in your store that they might return to purchase is the goal. According to a UPS Corporate survey that was done, over 30% of drop off customers purchase something when they are in the store.

Marketing is the answer to encourage, promote and gain store sales to UPS customers (that probably are also your store customer or new store customers). One of the best ways to cross-sell and advertise store items to shipping customers is through the use of the Coupon area of the Total System Customer Receipt. There are hundreds of pre-designed coupons in our Marketing Area of the Total System Shipping Software and you have the ability of creating your own based on your current sales and items you are featuring in your store! Make sure you are changing these offers on the shipping receipts weekly or monthly.

Where your PEC Shipping Counter is located in your store is the second largest marketing awareness opportunity for your shipping customer. UPS Shipping service is not buried in the back where no one can find it I hope. Have your PEC Center easily accessible and have impulse items near, sale items or other interesting things that your shipping customer can view while shipping.

Take advantage of all the customers that come into your store, and there are a lot of other ways to promote or engage these customer other than doing the basics of couponing on your shipping receipts, and have your shipping center accessible with impulse/sale items near it.



Third Quarter 2022 RPDO & AP Rebate Check



Package Express Center Corporate is getting close to sending out a Million Dollars in rebate checks this coming quarter to our PEC Processing & Shipping Centers in Small Town America – providing UPS Shipping Services to their communities!

Please be aware of the following:

- You must scan in and out of all applicable packages within 30 minutes to receive any payments
- You must run your daily manifest for retail packages

when the driver picks-up to avoid additional fees, problems or issues. (Necessary reminder that is SO Important for owners and/or operators/employees).

- You will not get paid for scanning duplicates or keying errors. **If you are NOT using a scanner, we suggest finding one in your store or purchasing one from PEC (Covered under our replacement program as long as you are a PEC Center) or purchase somewhere else!*
- Your Q3 check includes RPDO rebate money, INCREASED AP rebate money and pays 50% of all the address correction fees you might have been charged by UPS. **Please keep in mind that all centers should have Address Validation turned on - so you are avoiding any of these fees to begin with.*

NOT included in this Q3 check but another benefit and cost savings you need to remember – you will have also enjoyed the start of the reduced Smart-pick up fee discount for greater profits!

Reminder: UPS ID Check Requirements

What are the identification requirements for picking up a package from a UPS Access Point location?

One of the following identification requirements must be met when you pick up your package at a UPS Access Point™ location:

- **Option 1:** Present a government-issued photo ID where the last name and full address (including the suite or apartment number, if applicable) on the ID match the last name and full address on the package.
- **Option 2:** Present a government-issued photo ID where the last name matches the last name on the package. If the address on the ID doesn't match the address on the package, please bring proof of residency that matches the address on the package--for example, a current utility bill.
- **Option 3:** Present a government-issued photo ID where the full address or name on the ID matches the full address or name on the package. If the last name or full address doesn't match, you will need to provide the package tracking number to the UPS Access Point representative.
- **Option 4:** Present a government-issued photo ID and your shipper-provided package release code (if required).*

What are the ID requirements for tendering a shipment to UPS?

Consumers who originate and tender a shipment to any retail shipping location are required to show a government-issued photo ID as a form of identification. The photo must match the person tendering the shipment.

This procedure includes all retail shipping locations worldwide, including authorized shipping outlets, alliance and MBE locations, plus The UPS Store® franchisees.

Customers who have already prepared a shipping label--for example, through their business or personal UPS account--are not currently required to present an ID.

Source: <https://www.ups.com/us/en/help-center/sri/access-point-id-requirements.page>

October Specials

Dell Desktop Computer

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



\$329⁹⁵

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

F.O.B. Greenville, TN

Sign/Decal Combo Deal

Ship and drop off
packages here.

\$29⁹⁵
EACH



Authorized Service Provider

2 foot Indoor/Outdoor
2 sided 24"W x 36"H

All Toners Buy 1 Get 1



Toner Cartridges

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.
TONR1006	HP 1006	\$39.99 ea.	\$35.99 ea.
TONR1102	HP 1102	\$49.95 ea.	\$45.95 ea.
TONR2020	Samsung M2020	\$59.95 ea.	\$54.95 ea.

F.O.B. Greenville, TN

Scanner



\$49⁹⁵

Regularly \$69.95

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

Lifetime warranty if used for your PEC Shipping Center

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Plus...

You Also Get

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



F.O.B. Greenville, 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 \$7.95. **SHIPPING ON ALL EQUIPMENT & SIGNS:** All equipment, including computers, monitors, printers & scales, and all signs are shipped F.O.B. Greenville, TN and billed to your UPS Account.