



Fiskeville June 02, 2016

Effective June 6, 2016, both UPS and FedEx will be instituting a "special handling" upcharge of \$10.50 for all Ground shipped packages that exceed 48" in length. For example, all 50", 54" and 60" rolls that you currently purchase will be impacted by this new policy.

We understand that these new charges will have a significant impact on the wide format industry but it is a new reality and neither FedEx nor UPS have shown that they will back down on this new policy. To help you avoid this new cost, may we suggest the following option for your review?

The easiest way to avoid this up-charge is to ship via less-than-truckload (LTL) shipments. This change in shipping mode would require the purchase of a few additional rolls in order to qualify. In general, it makes sense to ship LTL (instead of FedEx or UPS) when you are buying seven or more rolls.

Below is a simple **delivered cost per roll** example using a standard 54" roll of 3686 Tri Solv shipped to Lenexa, Kansas (UPS Zone 3)

Order one roll:

Branded Sihl P2 price	\$101 per roll
Ground Flat Rate	\$28 per roll
UPS up-charge	\$10.50 per roll
Delivered cost per roll:	\$139.50

Order ten rolls:

Sihl P2 price	\$101 per roll X 10 = \$1,010
LTL Flat Rate charge:	\$235
Delivered price	\$1,245 for 10 rolls
Delivered cost per roll:	\$124.50

Basically, the higher the order quantity, the lower the delivered cost per roll.

UPS rates page : <http://rates.ups.com/>

FedEx rates page : http://www.fedex.com/us/services/pdf/Fees_Shipping_Information.pdf

We would like to help you minimize your shipping costs! Remember, all P2 orders over \$2,500 qualify for FREE freight.

Please contact Sihl customer service for additional detail customerservice@sihlinc.com