



October 12, 2017

Dear Beaver Express Customers,

I'd like to let you know about an upcoming increase in our standard list rates. Due to increased on-going operating expenses, Beaver Express will implement a General Rate Increase (GRI) averaging 5.9% to all points in our direct service areas on Monday, November 13, 2017. Our last general increase in our prices was in November of 2016.

Below are the details of our GRI for this year:

- Our package express rates, applied on shipments weighing from 1-200#, will be increased 5.9%.
- 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 5.9% increase. Pallet rate pricing will also be increased by 7.9%.
- Our fees for declared value charges, HazMat fees, and COD fees will have a small increase.
- Our accessorial charges for Additional Services Provided items like Liftgate fees, Inside Delivery fees, Residential delivery fees, etc. will also have an increase.
- We will increase our minimum charge for LTL-rated shipments moving within our direct service areas to \$70.
- 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 Friday, 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 10<sup>th</sup>, 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