



September 27, 2018

Dear Beaver Express Customers,

Due to increased on-going operating expenses, Beaver Express will implement a General Rate Increase (GRI) averaging 6.5% to all points in our direct service areas on Monday, October 15, 2018. Our last general increase in our prices was in November of 2017.

Below are the details of our GRI for this year:

- Our package express rates, applied on shipments weighing from 1-200#, will be increased 6.5%.
- 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 6.5% increase. Pallet rate pricing will also be increased by 7.5%.
- Our fees for HazMat shipments 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 increases.
- We will increase our minimum charge for LTL-rated shipments moving within our direct service areas to \$72.
- Due to high operating costs in the Midland/Odessa area, we have implemented a \$35 surcharge for deliveries to customers in Midland and Odessa, TX, and a \$45 surcharge for shipments destined to the rural points served by our MIDL service center – points such as Pecos, Monahans, Fort Stockton and Kermit, TX. See our website or contact your Account Executive for more details.
- 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 have updated our BeaverRater PC rating program, which is available for downloading at www.beaverexpress.com. The new rates are available for download today. The BeaverRater program will also be available on 10/15 on a CD; please contact our Customer Service Call Center at 800/593-2328, and we'll gladly mail a copy to you.

Thank you for your continued business with Beaver Express Service; your patronage is very much appreciated. All of the Beaver Express Service employees and independent contractors remain committed to providing you with outstanding on-time service and customer service.

Please direct any questions you may have regarding this general rate increase to your Beaver Express Service Account Executive.

Sincerely,

Mike Stone, President