Western States Contract Alliance (WSCA)
Master Price Agreement MA 454

MASTER PRICE AGREEMENT DIGEST -- FedEx

THIS IS A NEW WSCA PRICE AGREEMENT FOR SMALL PACKAGE DELIVERY SERVICES. NEW PRICING BECOMES EFFECTIVE ON 8/28/2011.

ESTABLISHMENT OF NEW ACCOUNT NUMBERS

Our FedEx Account Manager who will be working with Participating States as our general contact is:

Elaine Heath
World Wide Account Manger
Fed Ex Services
Voice Mail: 800-448-9961 Mail Box 3320
E-mail: elaine.heath@fedex.com

****For customer service, tracking, tracing, claims, general information call 800-GO-FEDEX**

****For Government Account Service (Billing, New Account set up) call 800-645-9424**

Note: A Participating Addendum must be in place with your state prior to establishing a new account number (s) and use of WSCA carrier rates.

CARRIER PRICING OPTIONS

I. **Single National Carrier Pricing** – This pricing option will apply to Participating State/Entities who elect to use FedEx as their single national carrier only. Features:

- Rates are 3% lower than multi-state carrier rates offered to states choosing to sign PAs with another interstate carrier.
- Rates are Full Money Back Guarantee (MBG)
- 100% waiver on all pick up fees.
- 7% cap on Fuel Surcharge FedEx Express and FedEx Ground across all pricing options offered in this response, i.e. domestic and international shipping.
- 2011 Service Guide frozen through August 27, 2012.
- Annual increase based upon CPI with a 2% minimum.

Note: FedEx reserves the right to modify pricing from Single National Carrier rates to Multiple Interstate Carrier rates if it is determined the State signed multiple interstate Participating Addenda under WSCA. The intent of FedEx by offering these two pricing proposals is to offer better value to those Participating States who choose to continue using WSCA FedEx as their sole national provider under WSCA.

II. **Multiple National Carrier Pricing** – This pricing option will apply to Participating State/Entities who elect to sign PA's with both national carriers (FedEx and UPS) awarded WSCA Master Price Agreeements: Features:

- Rates are 3% higher than the Single Interstate Carrier rates.
- No Money Back Guarantee (NBG)
- 7% cap on Fuel Surcharge
- 100% waiver on all pick up fees.
- 2011 Service Guide frozen through August 27, 2012.
- Annual increase based upon CPI with a 4% minimum.

This Master Price Agreement Digest is not intended to be an exhaustive review of the full WSCA contract. The intent is to assist qualified state users with PA implementation and the ongoing operations process.