

Fellow agility enthusiasts –

Some of you know that I work for UPS, so when I saw a recent post by one of our peers regarding high fees for overnight deliveries we all use for trial entries, it made me want to investigate, because the rates for overnight delivery that were being discussed were well above those that I was used to paying.

For those of us in the mid-Atlantic area that ship to Fast Times Agility in Tinton Falls, NJ, the list price of a UPS Next Day letter should be in the ball park of \$24-\$25.

Here are some things you should know that can help you save money when you ship overnight letters via UPS.

- 1) Understand that there are some third parties that are in business to prepare packages for shipment. You can go there and ship a package via any carrier – but be warned – there will be a service charge applied that will vary from business to business. For the person that originally raised the issue, the added cost – over and above the normal shipping rate – **was \$13 – putting the cost of the shipment over \$38.**
- 2) If you go to **The UPS STORE** – there is no added processing fee – so keep that in mind if you need help preparing the letter.
- 3) I have found the **easiest way** to ship is just to do so from my own computer right on the UPS website. All you need is a UPS Letter. You print the label and can tape it right to the package. Then, just hand to any UPS Driver, drop in a UPS Drop Box, or bring the package to a UPS Store or UPS Building. Most of the time I drive to a UPS Drox Box about 3 miles from my house. You can find your nearest drop off location by going to <https://www.ups.com/dropoff>.
- 4) Also, I have worked with the UPS operation that delivers to the FAST TIMES delivery address to ensure those air packages are some of the first delivered that day – normally in the 9:30-9:45 range.
- 5) HERE IS A BONUS – I FOUND OUT THAT IF YOU SIGN UP FOR A UPS ACCOUNT, YOU GET AN **ADDITIONAL DISCOUNT** WHEN SHIPPING YOUR **AIR AND GROUND PACKAGES**. FOR THAT AIR PACKAGE TO FAST TIMES, THAT WILL SAVE ANOTHER \$4.50, DROPPING THE TOTAL COST TO SOMEWHERE IN THE \$22 RANGE. (Don't worry about the small business wording)
- 6) Link to sign up and get your discounts is below: [www.ups.com/discount](http://www.ups.com/discount)



The image shows a screenshot of the UPS website's promotional banner. At the top, there is a navigation bar with the UPS logo, 'United States', and links for 'New User', 'Log In', 'Changing Languages', 'Contact UPS', and 'The UPS Store'. Below the navigation bar are menu items: 'My UPS', 'Shipping', 'Tracking', 'Freight', 'Locations', 'Support', and 'UPS Solutions'. The main banner features a woman in an orange top talking on a phone while working at a computer. Below the image, the text reads: 'Save up to 18% on UPS® Shipping for your small business,' followed by a list of discounts: '- 18% off air and international shipments' and '- 9% off UPS® Ground'. A red arrow points from this text to a 'YES, SIGN ME UP!' section containing two buttons: 'Open a new account' and 'Already have an account'. At the bottom left of the banner, there is a link: 'View Web Discount Terms and Conditions | FAQ's'.

Please see me if you have questions – thanks - Don Wittke