



FedEx Delivers Value, Reliability and Proven Performance

In these uncertain times, you may be concerned about how these possible changes in the shipping industry might affect your service experience. It is important to have service choices, flexibility and options you can rely on in order to effectively manage your costs, and that is why we chose FedEx to be our exclusive Buying Power partner for shipping.

As a member of Printing Industries of America and PIASC, you are eligible for special member benefits to help you save money on the products and services you need, including special discounts on select FedEx® and FedEx OfficeSM services.¹

Take advantage of FedEx savings and save up to:

- 26% on select FedEx Express® U.S. services.
- 18% on select FedEx Express international services.
- 15% on select FedEx Ground® services.
- 64% on select FedEx Freight® services.

Sample FedEx savings for Printing Industries of America and PIASC members:

Service	FedEx List Rate*	Discount	Your FedEx Rate	UPS Rate**
FedEx Priority Overnight® envelope	\$15.35	26%	\$11.36	\$14.10
FedEx International Priority® envelope	\$37.25	18%	\$30.54	\$39.75
FedEx Ground® 35-lb. package	\$9.54	15%	\$8.11	\$9.54

Comparison of base transportation charges as of February 2008. Rates shown represent FedEx standard list rates and UPS retail rates. Rates do not include pickup fees and other surcharges. Rates assume that shipping does not qualify for daily pickup.

*FedEx® delivery services in Zone 2 (shipments 0 – 150 miles from origin to destination anywhere in the contiguous U.S.) or Zone C (international).

**UPS Next Day Air® Letter services to Zone 102, UPS Worldwide ExpressSM Letter services to Zone 84 and UPS Ground 35-lb. package services to Zone 2.

Members can sign up now—it's free.

Questions about this pricing program?

Call a FedEx Advantage customer specials at 800.475.6708.



1. FedEx shipping discounts are off standard list rates and cannot be combined with other offers or discounts. Discounts are exclusive of any FedEx surcharges, premiums, minimums, accessorial charges or special handling fees. Eligible services and discounts subject to change. For eligible FedEx® services and rates, contact your association or your freight savings program provider. See the applicable FedEx Service Guide or FFX 100 Series Rules Tariff for terms and conditions of service offerings and money-back guarantee programs. © 2008 FedEx. All rights reserved.





Printing Industries of America Program Enrollment Agreement



Company Name _____

Address _____

City _____ State/Province _____ ZIP/Postal Code _____

Contact Name _____ E-mail _____

Phone _____ Fax _____

FedEx Shipper Number (if available) _____ - _____ Association Membership Number _____

Please indicate the desired discount program. FedEx Ground and FedEx Express FedEx Freight Both programs

How many overnight shipments do you make with all carriers per month? _____

What percentage of these are with FedEx? _____ %

How many non-overnight (ground) shipments do you make with all carriers per month? _____

What percentage of these are with FedEx? _____ %

How many LTL (less than truck load) shipments do you make with all carriers per month? _____

What percentage of these are with FedEx? _____ % Do you have shipments that weigh between 151 - 16,000 lbs? _____

How many international shipments do you make with all carriers per month? _____

Who is your primary express carrier? _____ Who is your primary ground carrier? _____ Who is your primary LTL carrier? _____

How did you hear about the offer? Direct Mail E-mail Magazine Ad Trade Show Alliance Web Site
 Sales Rep Other Member Other _____

Please be advised that the undersigned PIA/GATF member elects to participate in the PIA/GATF Pricing Program Agreement, and has read and agrees to be bound by the terms and conditions below.

Signature (required) _____

Title _____ Date _____

Please fax the form to:
Fax: 800.715.5686

Questions about this pricing program?
Call a FedEx Advantage customer specialist at 800.475.6708.

Enrollment may take up to 10 days. Your discounted rates will be in place when you receive your FedEx welcome information.

Member Agreement Terms & Conditions of Shipping

- The prices and other terms and conditions provided to you as a member are for your exclusive use and benefit and are to be treated as confidential information. The prices (or any portion thereof) may not be extended to any other party. You may not under any circumstances sell, assign or otherwise transfer (including, but not limited to, third party billing) the benefit of this pricing to any non-member of the Association. Failure to abide by this provision may result in immediate termination of your participation in the Program. *With the exception of custom freight pricing agreements between FedEx and member, this Agreement supersedes all Pricing Agreements and Addenda, if any, for FedEx Express, FedEx Ground and FedEx Freight services (for those Programs under which FedEx Freight services are offered) between FedEx and Customer for the designated U.S. Payer account numbers relating to the services and package types covered by this Agreement.*
- Association and/or its agent may receive compensation for the promotion of FedEx services. In addition, you specifically acknowledge and agree to the release of your shipping information and data to Association and/or its agent.
- Member's rates are expressed as a percentage discount off standard list rates for transportation in effect at the time of shipment. Standard list rates and eligible services and discounts are subject to change without notice. You agree that eligibility for discounts is subject to FedEx credit approval. You acknowledge that the Program is not available to package consolidators and agree that you are not a package consolidator.
- Accessorial charges, special handling charges, minimums, premiums and surcharges shall be in accordance with the applicable FedEx Service Guide or FFX 100 Series Rules Tariff in effect on the date of shipment for the service selected and shall not be subject to any discounts.
- You must complete this form to participate in the Program.
- Each shipment made under this Agreement is subject to the terms and conditions of the then current FedEx Service Guide or the FFX 100 Series Rules Tariff, as applicable, in effect at the time of shipment and which terms are incorporated into this Agreement by reference. FedEx reserves the right to modify the FedEx Service Guide and the FFX 100 Series Rules Tariff at any time without notice.
- Participation in the Program is conditional upon obtaining FedEx Credit approval. FedEx reserves the right to deny credit, and FedEx does not extend consumer credit privileges.
- Payment on your account is due fifteen (15) days from the invoice date. Duties and taxes are payable on receipt. Failure to comply with FedEx payment terms may result in denial of credit and removal of discounts.
- This program will be effective for so long as the pricing agreement between FedEx and the Association remains in effect unless earlier terminated as provided herein.
- Members are prohibited from using the FedEx name or logo without the prior written consent of FedEx.
- A federal excise tax when required by the Internal Revenue Code on the air transportation portion of any FedEx service, if any, is paid by FedEx.