

EC Develops Inside Sales Department

More Focus on our Customers

On December 1st, 2008, EC began reorganizing to develop an inside sales department, dedicated to focusing more attention on all of our customers and increasing the amount of quality prospects for the company. In 2009, the EC sales structure will evolve further by no longer relying primarily on Outside Sales; instead, it will now be additionally supported by our Inside Sales Department. This department will be focused on managing current nationwide accounts as well as prospect gathering and qualifying for the entire sales team.



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EC Rate Increase for 2009

Effective January 5, 2009, Eastern Connection instituted new rates. The overall rate increase for Priority and Ground service levels is 5.9%.

The rate increase will be partially offset by adjusting the fuel price at which the fuel surcharge begins, reducing the fuel surcharge by 2 percentage points for our Priority service level. For Ground and Same Day service levels, we will continue to adjust the fuel surcharge to reflect current market conditions, passing on significant savings to our customers. Adjustments are also being made to accessorial charges in 2009. Please view our updated online service guide in 2009, or contact an Account Executive for more details.

2009 Parcel Industry Predictions

With the state of the US economy not poised to change for the better in the near future, Industry Experts predict that in 2009, Regional Carriers will be researched & utilized at levels never before seen. This is due primarily to low-cost national carrier DHL leaving the US market, leaving shippers with a need for a reasonable alternative to FedEx/UPS shipping services

USPS 2009 Rate Increase

Effective Sunday, Jan. 18, rates will increase for Express Mail, Priority Mail, Parcel Select, Parcel Return Service and some international shipping products. Overall, shipping services prices will increase an average of 5 percent. The new prices are available on the USPS website. Average increases for rates are as follows: Express Mail (5.7%), Priority Mail (3.9%), Parcel Select (5.9%), Parcel Return Service (5.3%), and International Shipping Services (8.5%)

A new service level being announced by the USPS for 2009 is Commercial Plus pricing, a service developed with high-volume Express Mail and Priority Mail users in mind.

Other USPS rate increases, including stamp prices, will be announced in February and effective in May of 2009.