

January 7, 2008

To: WPG Shipper Association Members

From: WPG Shippers Association

Subject: ***Zero percent over-all price increase!***

The WPG staff is pleased to announce a ***zero percent over-all price increase*** for our members for 2008! The impact of not taking an increase will be evaluated near the end of the 2nd quarter. Our hope is that we will be able to hold pricing for the entire year! The following information details this exciting news along with other important plans for your 2008 calendar of events.

Adjustments to the WPG 2008 transportation pricing tariff will enable WPG members to achieve a competitive advantage by shipping additional freight volume at a cost savings benefit from participating in our not-for-profit association.

Key benefits of the WPG budget are as follows:

- Projected 4% increase in freight volume during 2008
- Pricing will be held steady in 2008 for cartage pickups, cross-dock handling and pool re-distribution charges
- Rate adjustments to take effect 2/1/2008 include some line-haul cost decreases and some increases in certain traffic lanes, resulting in a zero % over-all impact
- Continued application of header rate discounts on shipments billed weighing a minimum of 20,000# (or a minimum of 20 linear feet) based on WPG 2008 tariff
- Competitive Truck Load pricing when capacity is available

Our staff greatly appreciates your continued support of our association and any additional increased volume you can ship in order to help us continue meeting your transportation cost savings and service needs. For further information about our program, please contact us at your convenience—our website www.wpg.org lists our staff, their e-mail addresses and extensions. Our membership account executives, Terry Hansen and Kurt Schmitz, will be actively promoting our program to meet your needs in coordination with our entire team.

WPG also welcomes our members to join us for our 74th Annual Meeting being held Wednesday, February 20th, 2008, at Liberty Hall in Kimberly, Wisconsin from 5 PM to 6 PM with complementary hors d'oeuvres to follow. For further information about this event contact Cheri at ext 351. To learn more about our programs for 2008, please contact your WPG representative.

We wish you a successful and happy new year!

Terry Hansen

WPG Shippers Association

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