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New White Paper to Assist Businesses with Dimensional-Weight Pricing Changes

As dimensional-weight pricing for parcel shipments is on its way to becoming an industry standard, it is important for those businesses that are impacted to prepare for the changes. A new white paper from METTLER TOLEDO explains what businesses need know about dimensional-weight pricing.

Oslo, Norway – 29 September 2014. Beginning in 2015, UPS and FedEx are changing their pricing structures to use dimensional-weight pricing, a common industry standard, for invoicing all domestically shipped parcels. While the announcement of the change may not have come as a big surprise to the industry, many will be impacted—from shippers and carriers to distribution centers and end customers. Before these changes occur, it is important to prepare to avoid future headaches. METTLER TOLEDO has published a white paper, "[Dimensional Weight Pricing—A Winning Strategy for Change Charges.](#)" which explains dimensional-weight pricing and changes companies can make to avoid problems in 2015.

Having accurate dimensions at the time of shipping is absolutely critical. This information is required by the carriers, but data must be accurate and “real-time” to properly invoice the end-user. To ensure proper invoices for all parties, dimensioning, weighing and scanning solutions are essential. The white paper provides an overview of the various technologies on the market, including static and dynamic dimensioners as well as peripherals, such as barcode readers.

A new white paper from METTLER TOLEDO explains how various businesses across the transportation and logistics industry will be impacted, what dimensional-weight pricing is and how to prepare for the changes. It also explains how an investment in dimensioning technology can pay for itself and make transportation and logistics processes easier and more profitable.

Download the white paper: <http://glo.mt.com/global/en/home/perm-lp/product-organizations/ind/ind-si/Dimensional-Weight-Pricing.html>

About METTLER TOLEDO

METTLER TOLEDO is a leading global manufacturer of precision instruments. The Company is the world’s largest manufacturer and marketer of weighing instruments for use in laboratory, industrial and food retailing applications. The Company also



holds top-three market positions in several related analytical instruments and is a leading provider of automated chemistry systems used in drug and chemical compound discovery and development. In addition, the Company is the world's largest manufacturer and marketer of metal detection systems used in production and packaging. Additional information about METTLER TOLEDO can be found at "www.mt.com."

Dimensional-Weight Pricing

A Winning Strategy for Charge Changes

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Shippers can learn a lesson from when dimensional-weight pricing widely spread through the air transportation industry. Many found it to be difficult—and expensive—transition. Without a dimensioning system, many incorrectly billed their customers and they had to absorb the difference in costs, which quickly added up to tens of thousands of dollars each week. For some businesses, this could be the most dramatic increase in shipping costs they have seen in 15 years—with no additional service provided.

Though the pricing scheme can seem perplexing to the unfamiliar, dimensional-weight pricing is not a new idea. UPS already uses dimensional weight for domestic and international air services, service to Mexico and for larger packages shipped to Canada. FedEx also has used this method of express shipments and some large packages. With such wide industry adoption, it is more important than ever for parcel companies, distribution centers and even consumers to understand and prepare for it.



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