



Are you using UPS to send important packages and letters by air freight? If so, then you need to take advantage of ING's discounted rates. Reduced rates are yet another benefit that ING is making available to you as a Registered Representative with the broker-dealers of ING.

UPS Discounts range from about 20% to upwards of 60%! (Discounted rates do not apply to ground shipments.) Rates apply whether UPS is picking up or dropping off to any office. Here's an example of the money you can save:

Next Day Air:	
(By 10:30AM on business days; Saturday service available)	
Letter	\$7.51 – 53%
1 – lb.	\$8.91 – 61%
5 – lb.	\$14.58 – 57%
10 – lb.	\$17.94 – 60%
Next Day Saver (By end of next business day)	
Letter	\$7.46 – 49%
1 – lb.	\$8.86 – 59%
5 – lb.	\$14.53 – 51%
10 – lb.	\$17.89 – 58%
2 – Day (By end of second business day)	
Letter	\$6.11 – 25%
1 – lb.	\$6.29 – 28%
5 – lb.	\$10.83 – 24%
10 – lb.	\$15.31 – 28%

Taking advantage of the reduced rates is easy. Simply call the UPS National Accounts Group at 1-800-877-1497, Option 2. All you need to provide is the ING agent pass code, along with your existing UPS account number, and you're on your way to reduced shipping costs!

Agent Pass Code: BD2735SPU

If you don't have a UPS account and user ID and Password already, follow these steps to get one set up:

1. Go to www.ups.com.
2. Click on Register on the UPS Home Page To set up a User ID & password
3. Once you've set up your User ID and password go back to the UPS Home Page & click on the Shipping tab
4. At the bottom right corner of the Shipping page, click on Open UPS Account- You will be asked to enter your User ID & password.
5. You will need to complete the following sections:
 - "Tell Us About Yourself"- customer will be asked for some general information: estimated weekly package volume, etc.,
 - "Account Type"- customer will select either Daily Pickup or Occasional Account
 - "Enter Your Pickup Location Information": address, pickup point, closing time, etc.,
 - "Authorize Credit Check"
 - "Verify"
 - "Process"
6. A six-digit UPS account number will be assigned.
7. Once you have this account number, call the UPS National Account Group at 1-800-877-1497 (Option #2) to have your shipper number added to the ING Agent list.