



# S T A C K F A C T S

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RE: PERC Program

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## Pacer Empy Reward Credit Program

### **Earn PERC's January through April 2003, PLUS a Special "Kick-off" Program in December 2002**

#### **New for 2003—Earn PERC's in Additional Pacer Stacktrain Markets:**

- E/B from Southern California
- E/B from Northern California
- W/B from Southeast
- W/B from Northeast
- W/B from Southwest (excluding Laredo and El Paso)
- N/B from Mexico (including Laredo and El Paso)
- W/B 20'/40'/45' domestic moves
- W/B from the Midwest \*\*\* New for 2003 \*\*\*
- W/B from Eastern Canada \*\*\* New for 2003 \*\*\*
- E/B from Pacific Northwest \*\*\* New for 2003 \*\*\*
- S/B to Mexico \*\*\* New for 2003 \*\*\*

#### **New for 2003—Earn Double PERC's for the Following:**

- E/B from Southern California in excess of 2002 volume
- E/B from Northern California in excess of 2002 volume
- W/B 20'/40'/45' domestic moves in excess of 2002 volume
- Southbound to Mexico applicable to ALL volume

#### **New for 2003—Expanded Options for Spending PERC Dollars:**

- Purchase boxes wherever they are being sold
- Priority Waitlist
- Directed Repositioning and more

### **Program Rules of the Road:**

- Earn PERC's during the January through April 2003 qualification period, plus a special "kick-off" period in December of 2002
- Earn 1 PERC for every 25 loads (earn 2 PERC's for every 25 loads where double PERC's apply)
- Retain all of your earned PERC's by equaling or exceeding your January through April 2002 volume in each market
- If your 2003 volume is between 90% and 100% of your 2002 volume, you will keep 75% of your PERC's
- Qualification for PERC retention is separate for each market
- Excess volume in a specific market can be applied to other markets for qualification purposes
- You do not need to qualify in all markets to participate
- Each earned PERC will be converted to PERC Dollars at the end of the qualification period. Each PERC is the equivalent of 100 PERC Dollars
- PERC Dollars can be used from July 1 through December 31 to purchase revenue empties at the prevailing rate in effect when reserving equipment
- Additional uses for PERC Dollars will be implemented during 2003
- 10% of PERC Dollars remaining on December 31, 2003 will be rolled to your 2004 PERC Program

### **Special "Kick-Off" Program in December 2002:**

- You must sign up for the 2002 PERC Program by December 20, 2002 to participate in the December "Kick-Off" program
- Receive 1 PERC for every 25 loads shipped in December in the PERC markets
- December PERC's require no minimum volume
- These PERC's will be added to your 2003 PERC account

### **To Participate:**

Sign up with your local Pacer Stacktrain Business Development Representative

A PERC administrator must be designated within your company

You will be provided a monthly statement on your progress throughout the program

Please make note of this information and inform those in your organization who need to know. If you have any questions regarding this announcement please contact your Pacer Stacktrain Business Development Representative.