

6 September 2007

Dear Client

### **UTi Sun Couriers – Realignment of Outlying Logic**

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UTi Sun Couriers is constantly reviewing its business to determine where greater efficiencies can be achieved, and how we can best align our operations with our overall strategy and the needs of our clients.

Over the past few months, we have been evaluating the logic behind the surcharges applicable to our outlying services. After much consideration, it has been decided to bring the applicable logic in line with the actual process flow behind the service. Simply put, for each step that a shipment may have to go through in order to reach its final destination (eg: outlying – branch/branch – regional/regional to outlying), the applicable route charge and surcharges will be levied.

Therefore, for any shipment a combination of all or some of the following charges will be applicable:

- Relevant route charge. The route (1 – 9) is determined by the UTi Sun Couriers Route Guide and the determined preferential rates for each route will apply.
- Regional Surcharge (including Neighbouring States) – an additional rate per kilogram as per determined rates.
- Outlying Surcharge (including Neighbouring States) – an additional charge per kilometer round trip from nearest service town, as per determined rates.

For details about whether a town is considered a branch, regional or outlying, please visit the Locator Search function on our website [www.sun.co.za](http://www.sun.co.za) or call our National Contact Centre on 0861 80 30 80.

Please note that this change will be implemented with effect 1 October 2007. Should you have any queries regarding the above, please contact either your Sales Executive or the National Contact Centre on 0861 80 30 80.

Yours sincerely



Peet van der Schyff  
Chief Operating Officer