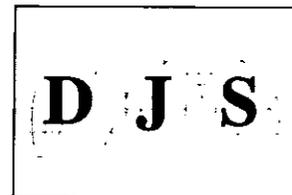


ORIGINAL



INTERNATIONAL
SERVICES, INC.

BEFORE THE
FEDERAL MARITIME COMMISSION
WASHINGTON, D.C.

**PETITION OF NATIONAL CUSTOMS BROKERS AND FORWARDERS
ASSOCIATION OF AMERICA FOR EXEMPTION
FROM MANDATORY RATE TARIFF PUBLICATION
DOCKET NO. P1-08
VERIFIED SUPPORTING STATEMENT OF DARRELL J. SEKIN, JR.**

I am Darrell J. Sekin Jr., President of DJS International Services, Inc.

DJS International Services, Inc. is a licensed NVOCC and Freight Forwarder located at 4215 Gateway Dr., Suite 100, Colleyville, Tx.

DJS is a member of NCBFAA and very familiar with issues relating to the requirements for mandatory publication of ocean rate tariffs and is supporting the Association's petition to exempt NVOCC's from having to memorialize rates that have been negotiated with shippers in rate tariffs.

Transportation business is normally conducted with shippers on a quote type of basis and it is normally rate driven and frequently on a shipment-by-shipment basis. It is not uncommon for shippers to shop their shipments for the lowest rate. The rates that NVOCCs are able to offer to the shipper are dependent upon the rates that the NVOCCs are able to obtain from the various carriers and what lane segments are involved. Buy rates can a do change frequently depending on carrier capacity in a particular lane segment. When ships are full rates are up, when ships are empty rates are down. Rates are generally transmitted to the shipper in a Rate Quote Sheet that specifies, in addition to the rate itself, the service, the port of departure, port of destination as well as any other service or handling charges that might be expected.

When the business is secured the rate is filed through a tariff publishing agent. Because of the fact the way that rates have to be negotiated for each shipment it involves the NVOCC having to make multiply rate filings, encountering time and expense for each filing. It is clear that the majority of shippers do not rely on tariffs as their method of placing shipments with a particular service provider is based on rate at the time of shipment. It is also important to note that NVOCC Service Arrangements are not something that is sought by most shippers as they appear more interested in shopping for rates shipment by shipment and being tied to a particular service provider through an NSA would not allow this. Virtually all of our business is conducted in this manner It is apparent that most shippers prefer to allow the free market system to determine rates. The memorializing of rates in a tariff serve no purpose in causing rates to be more or less fair; in fact, the required tariff filings actually add to the cost of shipping due to the

U. S. C U S T O M S B R O K E R A N D I N T E R N A T I O N A L F R E I G H T F O R W A R D E R

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expense and time and effort spent in maintaining the tariffs. Our experience has been that the approximate additional costs to each shipment are \$25 for tariff filing. .

I, Darrell Sekin Jr., declare under penalty of perjury that the foregoing is true and correct. Further I certify that I am qualified and authorized to file this verified statement.



Darrell Sekin Jr.,
President

Executed on September 17, 2008