

Memorandum

TO : Bryant Van Brakle, Secretary

FROM : Steven R. Blust, Chairman *SRB*

SUBJECT : Petition Numbers P3-03, P5-03, P7-03, P8-03 and P9-09



DATE: January 15, 2004

On January 13, 2004, I met with members and representatives of C. H. Robinson. In attendance were Mr. Carlos Rodriguez of Rodriguez, O'Donnell, Ross, Fuerst, Gonzalez & Williams, Mr. Jeff Scoville, Director, International Development, C. H. Robinson, and Mr. Joseph J. Mulvehill, Vice President, International, C. H. Robinson. My counsel, Rachel E. Dickon, was also present.

C.H. Robinson argued that OSRA has changed the industry and that customer demand is driving the presentation of the petitions to the Commission. C.H. Robinson indicated that its customers seek a "global supply chain solution." I inquired as to how much of the warehousing and modal movements are done by the company. C.H. Robinson clarified that it is mostly charged with "making it happen" but does have responsibility for the cargo.

C.H. Robinson indicated that its petition merely asks for a "level playing field," to address the disconnect between regulations and reality.

C.H. Robinson expressed its belief that the Commission does have the authority to grant the exemption requested, and that any opposition to that is merely "semantics."