

International Freight Forwarder OTI # 2492  
Custom House Broker CHB 13230

DEKA  
associates, inc.

One Clarence Place, Unit 8, S. F., CA 94107  
Tel: (415) 356-2640, Fax: (415) 356-2609

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U.S. SECRETARY  
FEDERAL MARITIME COMMISSION

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Honorable Bryant L. Van Brakle  
Secretary  
Federal Maritime Commission  
800 North Capitol Street, N.W.  
Washington, D.C. 20573

Oct. 1, 2003

RE: Petition of National Customs Brokers and Forwarders  
Association of America, Inc. for a Limited Exemption From  
Certain Tariff Requirements of the Shipping Act of 1984  
Petition No. ~~03~~ PS-03

Dear Secretary Van Brakle:

I am Kazuko Sugie, President of Deka Associates Inc.

<sup>4</sup> *Deka Associates Inc is an small N. V. O. C. C. and OTI with FMC License No. 2892NF and has operated as a freight forwarder since 1981 with many overseas agent.*

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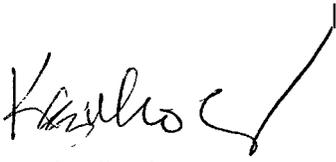
*We have maintained our Tariff on the website thru a Tariff Publishing Company for any new or revised rates since 1998 when we actively began operating N. V.O.C.C. service. In order to quickly respond to the ever-changing market rates and changes of surcharges such as fuel surcharges every quarter, we have to file rates. For the small scale business of ours with emphasis of customer service to our long time clients, we need to have the wing of N. V.O.C.C. service to respond to small exporters who are not capable to making a volume contract with major carriers. The financial burden of maintaining tariff (the fee and labor) is about 25% of the actual revenue made from this wing of service. We make average \$2000 monthly from NVOCC service whereas we pay out average \$150 to Tariff Publishing company and spend a substantial time and labor to make sure the rates we quote are compliant with the tariff rates, and further to maintain such records in organized manner.*

*Tariff tiling works as a deterrence for us to further expanding business, as we try to do it right under law. We have a long time customers who value our middleman service more as main carriers has cut the customer service drastically over recent years. The burden of our work is heavier than ever in terms of the cost keeping up with electronic equipments and software, keeping customer service, setting up system that comply with new security rules and 24 hour rules. And the profit margin is getting less and less.*

# ORIGINAL

I, Kazuko Sugie, 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.

Executed on Oct. 1, 2003.



Kazu ko Sugie