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Sptcmbr 1 5, 2003

Federal Maritime Commission
800 Nonh Capitol Street
Washington DC 20573
Attn Hon. Steven R Blust, Chairman

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FEDERAL MARITIME COMM

Re: UPS Application for Exemption

Dear Chairman Blust:

Behringer USA and it subsidiaries support the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers

Behringer USA and its subsidiaries are engaged in the Importation of electronic goods. In our business we ship approximately 1000 FEUs of freight annually in International ocean commerce. Our freight consists mainly of mixer boards, speakers and parts thereof in full containers and LCL. Our shipments principally originate in Asia. Our most promnent destination is Washington.

Our customers range from small home shoppers to thousands of retailers / distributors.. To remain competitive in our Industry, in addition to advantageous pricing, wc offer our customers integrated logistics services including delivery from our warehouse directly to their door. parcel tracking, and inventory finance.

We have been a UPS shipper for approximately 1 year The UPS service features that are most valuable lo our business include flexible shipping options, customs clearance and delivery coordination.

It would be beneficial to us if UPS were able to offer service contracts, with confidential time-volume rates and enhanced service features customized to our particular needs. While UPS's existing service is often presents the best transportation solution, the ability to negotiate confidential rates for the ocean portion of our freight movements, coupled with UPS's end-to-end air or surface services in the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we could offer to our customers. This would allow us more flexibility in selecting suppliers and enable us to provide a more competitive product This is very important to us in light of intense price and service pressure we lace from our foreign competitors

Accordingly, we support the UPS petition, and we request the Commission to grant it

Sincerely yours

Name: Amy Wade, Logistics Manager

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