

**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 [Eileen Gray]**

I am Michael Hsu, Logistics Manager for All Freight Transportation Inc. All Freight is a licensed NVOCC, License number 003070NF. We operate from two office locations, Seattle, Washington and El Segundo, California. We have numerous agency locations throughout the world and in more than 40 countries. Primarily our business is focused with the Pacific Rim trade.

Our company also operates as a Customhouse Broker, license number 10260 and we are also members of the NCBFAA. All Freight International is very familiar with issues and requirements for mandatory filing and publication of ocean freight tariffs and we support the Association's petition to exempt NVOCCs from having to filing rates that have been negotiated with shippers in rate tariffs. Our NVO business is basically broken into two categories, steady repeat customers and once in awhile customers.

When soliciting new business we will negotiate rates with repeat shippers that move cargo in FCL mode we will base pricing upon market conditions (Special Quotation) and will typically provide rates based upon a time commitment. If the business is LCL mode we will offer pricing based upon our current tariff model. It is very rare that we will offer rates based upon the tariff since this business is so dynamic and changes so quickly that we cannot usually use tariff rates to be competitive and gain market share. We will almost always base our pricing upon buy rates obtained from vessel operators. Since this is fluid our pricing is always in constant change and fluctuating. Currently, vessel operators are changing surcharges every month; this forces us to continually change as well. These changes are no limited to just surcharges; all vessel operators require General Rate Increase clauses in their contracts, which they have invoked repeatedly.

All Freight usually signs and maintain 3 to 4 service contracts with vessel operators at any given time. These contracts will serve up to 100 shippers during a typical year. Most of these shippers utilize rates that have been negotiated and conveyed via rate agreement that is transmitted via letter and email.

NVOCC Confidentiality Service Arrangement, many Consignees and Shippers prefer to avoid formal contracts, since still need to be filed with agency and essential term still have to be published in the tariff, so there is no cost saving.

All Freight Transportation Inc. spend over \$30,000-\$50,000 per annual to subscribing tariff publishing service, establishing and maintain a tariff website, making change to the tariff, personnel assigned to tariff compliance etc.

Since the shipping act was passed, tariff filing by NVOCC has become an expense that put us in a non-competitive position with VOCC's. Their rate is confidential and protects them from being targeted by competitors.

We sincerely hope relief is granted to free NVOCCs from a substantial part of the burden of publishing rate tariffs, it should substantially reduce operation cost and minimize potential liability for violations of the tariff publication regulations.

I, Michael Hsu declare under penalty of perjury that the forgoing is true and correct. Further I certify than I am qualified and authorized to file this verified statement.

Executed on Sept. 14, 2008

A handwritten signature in black ink, appearing to be 'Michael Hsu', written over a horizontal dashed line.

Michael Hsu