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Betty Hunt  
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 Import Manager

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

Re: UPS Application for Exemption

Dear Chairman Blust,

Elv & Walker Co. supports 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.

Elv & Walker Co. is engaged in manufacturing & importing of Western Shirts for resell. In our business we ship approximately 85 full containers, several LCL shipments, & several 'Air' shipments of freight annually in international ocean commerce. Our freight consists mainly of Western Shirts, majority of which are full ctrs. Our shipments principally originate from China. Our most prominent destination is Lebanon TN. We have been a UPS shipper for approximately 15 years.

It would be beneficial to us if UPS were able to offer service contracts, with confidential rates and enhanced service features customized to our particular needs. While UPS's existing services often present 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 to the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we would 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 face from our foreign competitors.

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

Sincerely yours,

Betty Hunt  
 Import Manager

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