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September 19, 2003

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

F3-03



Re: UPS Application for Exemption

Dear Chairman Blust:

Gillette Company 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.

Gillette is engaged in distribution of its products through out Latin America. In our business we ship approximately 1000 containers of freight annually in international ocean commerce. Our freight consists mainly of batteries and razors, Our shipments principally originate in Miami Florida. Our most prominent destinations are Brazil, Chile, Argentina, Jamaica, and Puerto Rico & Central America, We have been a UPS shipper for approximately 3 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 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 face from Our foreign competitors.

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

Sincerely yours:

Name: Alfredo Tabia
Title: Supply Warehouse Manager

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