

FAX from Martyn Burrell

To:	Hon. Bryant L. Van Brakle
Company:	Federal Maritime Commission
Fax no:	Washington DC
Date:	8 September 2003



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Dear Secretary Van Brakle,

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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.

I am Martyn J. Burrell, Managing Director of Pinnacle International Freight Ltd., an international freight forwarder and NVOCC license no.10490N, with offices in the UK, USA and Hong Kong.

We strongly support this petition as neither we, nor our customers derive any benefit whatsoever from maintaining our tariff website.

Apart from the cost of setting up the web-based tariff, which was approximately \$4,000, our annual subscription is running at over \$2,000 and our costs in our personnel's time to maintain the tariff is approximately \$8,000 per year.

We therefore have to sustain annual costs of about \$10,000 against which we have never received one cent in revenue because nobody, apart from ourselves, has ever accessed the site.

All our rate negotiations with our customers are conducted individually and separately and are not subject to quotations from our filed tariffs. These merely reflect what we have already negotiated and agreed with our customers.

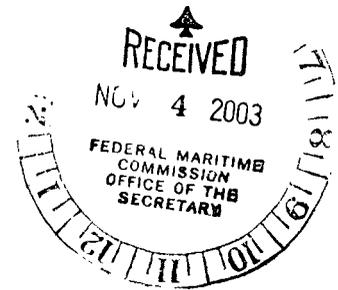
The requirement to file tariffs as it currently stands is most unhelpful both to us and our customers. We would much rather direct these resources to servicing our customers' requirements and **to** reducing their international transportation costs by the removal of this wholly unnecessary and useless burden.

We do trust that you will consider our arguments favourably.

Yours faithfully,

Martyn Burrell

Managing Director



*** Quality Managed to ISO9001 and American National Standards Institute ASQC Q900 1 ***

*** PINNAIR - IATA licensed Airfreight and Express Courier Services ***

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All business undertaken subject to the Standard Trading Terms and Conditions of the British International Freight Association. Copies are available upon request and are reproduced on the reverse of our letterheads and invoices. Prices quoted are based on current freight rates and rates of exchange which may be liable to fluctuation and we must therefore reserve the right to amend quotations in such event