



DIV OF AMERICAN EAGLE CO, INC



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September 18, 2003

Honorable Bryant L. Van Brakle
Secretary
Federal Maritime Commission
800 North Capitol Street, N.W.
Washington, D.C. 20573

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

Petition No P5- 03

Dear Secretary Van Brakle:

I am the President of Dedo, div of American Eagle Company, Inc. and we are manufacturers / importers of fine outdoor statuary, home decor and gift items.

Dedo uses **NVOCC's** to arrange for ocean transportation for the following reasons:

1. The need to have less-than-container load shipments consolidated;
2. Their ability to provide complete logistical services from origin to destination;
3. Better rates than can be obtained directly from the steamship lines;
4. Expertise in handling import/export documentation and other services ancillary to transportation;
5. Their ability to provide a broad range of service to/from numerous origins and destination.

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DIV OF AMERICAN EAGLE Co, INC

Page 2

9-1 8-03

Dedo does not select **NVOCC's** based on rates contained in the tariff and we support the proposed exemption for the following reasons:

1. Tariffs have no use for the company and appeared to be a needless administrative expense for the NVOCC;
2. A cost reduction for NVOCC could translate into lower rates
3. Company prefers to negotiate with its suppliers rather than rely on a fixed price list such as a tariff.

I, Edward W. Clancy, Jr., declare under penalty of perjury that the foregoing is true and correct. Further I certify that I am qualified and authorized to file this verified statement.

Executed on September 18, 2003.

Sincerely,

Edw. W. Clancy, Jr.
President

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