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September 12, 2003

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

P3-03

FEDERAL MARITIME COMMISSION  
SECRETARY

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Re: UPS Application for Exemption

Dear Chairman Blust:

Sun Mountain and its subsidiaries supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1384 for the purpose of offering service contracts to its shippers.

Sun Mountain and its subsidiaries are engaged in the importation of sporting goods and accessories. In our business we ship approximately 1000 TEUs of freight annually in international ocean commerce. Our freight consists mainly of high end golf bags, apparel and accessories in full containers and LCL. Our shipments principally originate in Asia. Our most prominent destinations are Washington and Montana.

Our customers range from small golf shops to large pro shops. To remain competitive in our industry, in addition to advantageous pricing, we offer our customers integrated logistics services including delivery from our warehouse directly to their door, parcel tracking, and inventory finance.

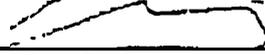
We have been a UPS shipper for approximately 8 years. The UPS service features that are most valuable to our business include flexible shipping options, customs clearance and delivery coordination.

It would be beneficial to us if UPS were able to offer service contracts, with confidential time-volume rates and enhanced service features customized to our particular needs. While UPS's existing service is often presents 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.

301 NORTH 1ST STREET • MISSOULA, MONTANA 59802  
1-800-227-9224 • FAX: 406-728-8998 • WWW.SUNMOUNTAIN.COM

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

Sincerely yours:



Name: Ping Lin  
Title: Import Manager

WAG: #1103555 v1

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