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DOONEY & BOURKE

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DEPUTY SECRETARY
FEDERAL MARITIME COMM

August 23 , 2003

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

P3 - 03

Re: UPS Application for Exemption

Dear Chairman **Blust**:

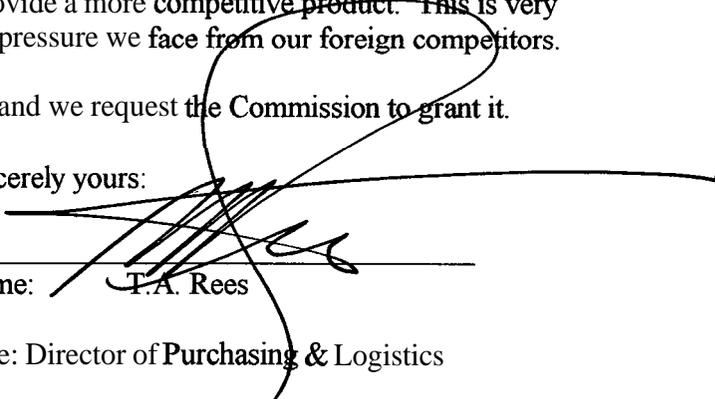
Dooney & Bourke Inc. supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers.

Dooney & Bourke Inc. has been engaged in the manufacture and distribution of ladies handbags and fashion accessories since 1977. In our business we ship approximately \$4.7 million dollars of freight annually in international ocean/air commerce. Our freight consists mainly of finished goods described above and component manufacturing parts for these products. Shipments are FCL, LCL and express service depending upon our needs. Our shipments principally originate in the South China area using Hong Kong as our primary port of exit. Our components are primarily shipped from Europe to the Far East, Mexico, the USA and Puerto Rico Our most prominent destinations are the USA. We have been a UPS shipper for approximately 16 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: T.A. Rees

Title: Director of Purchasing & Logistics

1 Regent Street

Norwalk, Connecticut

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