



Henry W. Peabody & Co., Inc.

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FEDERAL MARITIME COMMISSION

August 07, 2003

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

Re: UPS Application for Exemption

Dear Chairman Blust:

Henry W. Peabody & Co., 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.

We are engaged in the import of Jute and Polypropylene products. In our business we ship approximately 900 containers of freight annually in international ocean commerce. Our freight consists mainly of full containers of the goods mentioned above. Our shipments principally originate in India, Bangladesh, China and Indonesia. Our most prominent destinations are all CONUS ports and Canada. We have been a UPS shipper for approximately 2 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:

**HENRY W. PEABODY & CO. INC.**

**Wayne A. Magee**  
President