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ORIGINAL



Majestic Glove

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September 15, 2003

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

P3-03

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FEDERAL MARITIME COMMISSION

Re: UPS Application for Exemption

Dear Chairman Blust;

Majestic Glove and its subsidiaries support 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.

Majestic Glove and its subsidiaries are engaged in the importation of gloves. In our business we ship approximately 300 FEUs of freight annually in international ocean commerce. Our freight consists mainly of gloves used in the workplace (leather, plastic and textile) in full containers and LCL. Our shipments principally originate in Asia. Our most prominent destination is Washington.

Our customers range from small home shoppers to thousands of retailers / distributors. 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 2 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 misting 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.

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

Sincerely yours:

Name: Mark Ryker, Purchasing Manager

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