

April 5, 2002

Dear Customer,

Given the recent volatility of the petroleum market, our airline partners have informed us that they anticipate the necessity of imposing a fuel surcharge again. Though it appears that the surcharge will be an inevitable reality in the coming weeks, it has not precluded us from actively contesting the issue.

The fact that this surcharge is being reintroduced at all has been a matter of contention between Danzas AEI Intercontinental and its airlines partners. Meant to offset the increase in fuel costs, such static surcharges are not an adequate reflection of pricing in a fluctuating petroleum market. We have continually expressed our concerns to the carriers and expect to remain vocal on the matter until the industry at large comes to an appropriate resolution.

In the short term, however, we still anticipate the application of this surcharge on all airfreight. Therefore, as in the past, we will apply the surcharge on all Danzas AEI Intercontinental export, import and domestic air shipments. At this point in time, we anticipate that the surcharge will be imposed by April 15th at an average cost of USD \$0.05/kilo (CAD \$0.08/kilo), depending on the air carrier and trade lane.

Again, we understand the cost impact of the fuel surcharge to you and will continue to proactively work with our airline partners to seek ways to mitigate this. We will keep you abreast of any and all developments as they arise.

Sincerely,

Brian Lindholm
Executive V.P. & C.O.O. North America
Danzas AEI Intercontinental