



September 27, 2002

Dear Customer:

### **Air Freight Weight/Volume - Update**

We would like to inform you that the International Air Transport Association (IATA) has delayed until October 1, 2003, the effective date of a resolution affecting the rate applied to low-density air freight shipments. IATA Resolution 502 would have changed the rate calculation for such shipments from 6,000 cubic cm per kg to 5,000 cubic cm per kg. This would have resulted in an effective 20 % rate increase for the movement of these so-called “volumetric” shipments.

According to published reports, implementation of Resolution 502 was delayed to allow for further consultation with respective governmental bodies. These reports also said that implementation will be left up to the airlines’ discretion.

Since the announcement by IATA In May 2002, Danzas AEI Intercontinental has opposed the resolution in its current form. We were also very much opposed to the October 1, 2002 implementation date. We believed then, and continue to believe today, that the resolution was crafted and implemented without sufficient input from the freight forwarding and logistics industries.

We will continue to vigorously represent the interests of our industry and our customers, and we hope the one-year delay will allow for the continuation of an open and constructive dialogue between all parties concerned.

Sincerely,

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