

PACIFIC COAST LIGHTING.

February 8, 2005

Mr. Vernon A. Williams
Secretary
Surface Transportation Board
1925 K Street, NW
Washington, DC 20423-0001

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Dear Mr. Williams:

Pacific Coast Lighting has been in the lighting manufacturing business since 1979. Our business is somewhat unique in that a substantial portion of our products are shipped east of the Mississippi River. The impact on our business because of this situation is that our freight costs will run higher than that of a company that has a more even distribution across the nation.

We were very disappointed in recent changes to the National Motor Freight Classification which will result in higher costs to our company as well as the rest of the lighting industry. More importantly we were concerned that the National Classification Committee did not appear interested in the lighting Industries position regarding these changes. I was in attendance at the NCC committee meeting last August along with several other representatives from our industry. The behavior I observed was that of a committee that had already made its decision. They gave our presentation no consideration.

We understand the Surface Transportation Board is evaluating the appropriateness of extending the antitrust exemption for the National Classification Committee. We respectfully urge you to deny the continuance of this exemption.

We believe that in today's deregulated economy it is inappropriate to continue the collective agreement activity of the National Classification Committee. In an open market shippers are able to negotiate with any carrier, agreements/contracts, which address all aspects of their freight. There is no longer a need for the National Classification Committee.

If the Surface Transportation Board feels that there is some overriding reason why the National Classification Committee should continue as a viable entity then, its membership should be restructured to have fifty percent shippers and fifty percent truckers. Industry needs to have an equal voice in the decisions that are made which affect both the truckers and the shippers.

Thank you for your time and consideration.

Sincerely,

Bruce D. Nelson
Vice President of Operations

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