



United Parcel Service 1400 North Hurstbourne Parkway, Louisville, KY 40223

October 21, 2003

(502) 329-3000

Mr. Robert F. Selig, A.A.E.
Executive Director
Capital City Airport
4100 Capital City Boulevard
Lansing, MI 48906

Dear Bob:

After our discussions regarding the proposed extension of Runway 28L - 10R and after receiving your email detailing the plan, I forwarded the information to our network and long range planning groups and flight dispatch department.

Not surprisingly, everyone agreed that the extension is a good thing for UPS. As you know, we currently fly B757's into and out of Lansing. Most of our flights are of relatively short duration, usually less than 2 hours. When we exceed capacity on the B757's, we would typically upsize the aircraft to a DC-8. Due to the short runway length in Lansing, we are forced to upsize the aircraft to an A-300. Not using the DC-8 when needed puts us in a situation that compromises our ability to optimize the allocation of our assets, thereby costing us money.

UPS requests that the extension to Runway 28L - 10R be built and fully supports the Capital City Airports request for emergency discretionary grant funding for this project. If there is anything you need, please give me a call.

Sincerely,

Kevin Hoffmann
Airport Properties
United Parcel Service

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