



July 10, 2012

Matson Decreasing Fuel Surcharge by Three Percentage Points for Hawaii, Guam/CNMI and Micronesia Services

Dear Matson Customer:

As a result of recent declines in bunker fuel prices, Matson announced today that it is decreasing its fuel related surcharge by three percentage points, from 42% to 39% for its Hawaii service, and from 38.5% to 35.5% for its Guam/CNMI and Micronesia services, effective this Sunday, July 15.

“We are pleased to be able to make this second consecutive downward adjustment to our fuel surcharge, which for most customers represents a reduction in shipping costs ranging from \$70 to \$120 per container,” said Dave Hoppes, senior vice president, ocean services. “We have been encouraged by the recent moderation in bunker fuel prices, and remain focused on diligently exploring ways in which we can maximize fuel efficiency for our Hawaii and Guam services. Matson has made a practice of giving 30 days notice for upward rate adjustments, but passes on downward adjustments to our customers as soon as possible. We will continue to monitor fuel costs and adjust the surcharge accordingly.”

Matson’s last adjustment to its fuel surcharge was a decrease of 3.5 percentage points, effective June 17, 2012.

If you have any questions, please contact your local account executive or our Customer Support Center. Thank you for shipping with Matson.

To notify us of changes to recipient information, please reply to datasupport@matson.com or return this notice via fax to 866-394-0940. Please notate your corrections and include your phone number so that we may contact you should we need clarification. Please allow 2-3 business days for processing. Mahalo!

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