

December 1, 2011

Dear Valued Customer:

Matson Navigation Company, the steamship line primarily used by Aloha Freight, announced it will raise its ocean and terminal handling rates for the company's Hawaii service effective January 1, 2012. Their increase is an average of 5.6 percent for the Ocean cost of a shipping container.

The Clean Truck Fee will be discontinued January 1, 2012. Aloha Freight did not include a line item charge for the Clean Truck Fee as did most of our competitors. As this cost is being removed, we will absorb Matson's Terminal Handling Fee increase in its place.

Hawaii delivery charges will remain the same as 2011 for Oahu, Maui, Kauai, and the Big Island.

The state of Hawaii's Department of Transportation is currently reviewing proposed increase of wharfage fees in July of 2012 as part of the on-going initiative modernizing the state's harbors. These fees are usually "pass through" costs to our customers, so we will keep you informed of any developments.

We are sorry to have to pass on this increase in very difficult economic times but please be assured that we are constantly seeking ways to reduce costs and create value to our customers by the service we provide.

Thank you for your understanding and continued commitment to Aloha Freight Forwarders. We appreciate the partnership that our companies enjoy and will strive to assist you in any way possible.

Should you have any questions about your particular situation, please give your Salesperson or Customer Service Representative a call at (310) 631-6116, or email us at [cs@alohafreight.com](mailto:cs@alohafreight.com).

Aloha and Mahalo for your patronage,



Glenn Griley  
President