



March 31, 2011

Subject: Matson Raising Fuel Surcharge for Hawaii, Guam/CNMI and Micronesia by 8.5 Percentage Points

Dear Matson Customer:

As a result of the sustained surge in fuel prices over the past month, Matson is raising its fuel surcharge by 8.5 percentage points, from 35 to 43.5 percent for its Hawaii service, and from 36.5 to 45 percent for its Guam/CNMI and Micronesia service, effective May 1, 2011.

“When we announced our last increase in late February, fuel prices had just begun to spike because of the unprecedented unrest in the Middle East,” said Dave Hoppes, senior vice president. “Since then, the environment has failed to stabilize, causing the global fuel market to remain at near historic highs. Matson recognizes that fuel costs impact all businesses, as well as consumers. Unfortunately, transportation companies are especially hard hit, with fuel consumption an unavoidable and significant component of operating costs. As with all increases, Matson gives our customers 30 days advance notice prior to implementation. As a result, we are just now beginning to recover some of the extraordinary fuel related costs that necessitated our last increase. We will continue to monitor fuel prices and adjust the surcharge accordingly.”

In 2011, Matson has made two upward adjustments to its fuel surcharge, with the first an increase of 4.75 percentage points, effective February 27, and the second an increase of 8.5 percentage points, effective March 27. Prior to that, Matson made two downward adjustments, with the first decreasing by two percentage points, effective July 18, 2010, and the second decreasing 3.75 percentage points, effective September 12, 2010.

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!