



## Royal Hawaiian Express

1901 RAYMER AVENUE • FULLERTON, CALIFORNIA 92833  
651 SANDOVAL WAY • HAYWARD, CALIFORNIA 94544  
2660 GOLDEN STATE BOULEVARD • FOWLER, CALIFORNIA 93625  
6050 KING DRIVE • VENTURA, CALIFORNIA 93003  
9125 DOWDY DRIVE • SAN DIEGO, CALIFORNIA 92126  
96-1379 WAIHONA STREET • PEARL CITY, HAWAII 96782

December 8, 2016

Dear Valued Hawaii Customer,

The Hawaii ocean carriers, Matson Navigation, and Pasha Hawaii, have filed general rate increases with an effective date of January 8, 2017. With this filing for westbound cargo movement, per container rates will increase by \$225. Increased charges for eastbound movement and other incremental services were also filed.

To offset the impact of this general rate increase, Royal Hawaiian Express will implement an increase to its ocean rates of \$0.16 per cubic foot for LCL shipments and \$225.00 per FCL effective January 8, 2017. This increase is not a direct pass through of the full increase, yet is intended to offset these mandates imposed by the steamship lines.

Wharfage rate increases will be published by the State of Hawaii to support new infrastructure at each of the island's port facilities. We will provide notification of these increases as they are made available to us.

Royal Hawaiian Express consistently strives to reduce unnecessary costs while improving operating efficiencies. We are committed to industry setting benchmarks for the highest quality of service and value added benefits for your transportation dollar. Our commitment to corporate and infrastructure investment ensures stability, safety and longevity for our clients and our personnel.

Please contact your local Sales Representative or a Royal Hawaiian Express Customer Service Representative regarding questions you may have. We value and look forward to your continued support and business partnership!

Sincerely,  
Royal Hawaiian Express  
Hawaii Marketing

SERVICE TWICE A WEEK TO THE HAWAIIAN ISLANDS  
CALIFORNIA (714) 388-3500 FAX (714) 388-3499  
HAWAII (808) 454-8600 FAX (808) 456-6692

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