
From: Carl Guhl <cguhl@goldenstatefoods.com>
Sent: Sunday, May 3, 2020 3:29 PM
To: PUC
Subject: [EXTERNAL] Reference YB Tariff Transmittal 20-0003

To whom it may concern – PUC of Hawaii

I am re-submitting my concerns below to this Tariff change of YB canceling the Maui and Big Island Sailings:

- Our two customers, McDonald's and Starbucks rely on these sailings to get fresher produce and better shelf life on the short shelf life items. These cancelled sailings will cause both customers to have issues with shelf life.
- We prefer no sailings get cancelled, but if one has to be cancelled, we actually prefer the Kawaihae sailing on Thursday for Friday to be cancelled.

(Because currently you have landings on the Big island of Mon/Tues/Thurs/Fri and now it would be missing a prime Monday delivery day.....~~Mon~~/Tues/Thurs/Fri)

- Young Brothers wants to cancel these sailings, but they are not giving any extra free storage time due to the inconvenience this would cause us.
- YB also should allow us to take a container from one port and drop it off at the other port if they are going to cancel a sailing on the Big Island.
(this change would force us to go back to Kawaihae empty since we are forced to send our Hilo product to Kawaihae if this goes thru.)
- This will create more congestion on the road going to and from Hilo to Kona. (Because all the Hilo containers will now have to get sent from Kawaihae to Hilo)
- This is untimely....this should have been requested 6 weeks ago not now when the state is on the upward trend of coming out of this.
- With Meadow Gold shutting down, this Hilo cancelation will make Dairy harder to get back to Oahu for the new Dairy replacing Meadow Gold on the Big Island.
- We are concerned that YB will have capacity issues and leave one of our containers back on Oahu and not sail it if this change is made on either island. (example....Maui is currently 33%/33%/34% but if the change is made it would likely be 33%/67%....can that volume be handled on the Thursday sailing? We do not think it can and it would be a disaster if they hold back a container.
- Can't the financial shortfall be made up in other ways than canceling sailings like many other companies are doing? Our company has had pay reductions, layoffs, 401k funding cancelations, encouraged vacation taking, etc. Also, is there not Federal funding that can help offset this revenue loss?

Mahalo,

Carl Guhl – General Manager – Golden State Foods

From: Carl Guhl
Sent: Thursday, April 30, 2020 7:44 AM
To: puc@hawaii.gov
Subject: YB sailing cancelations

To whom it may concern – PUC of Hawaii,

We are hearing Young Brothers is trying to cancel two sailings....one to Maui and one to the Big Island.

This will impact Golden State Foods dramatically and our two customers McDonald's and Starbucks who need these sailings for fresh produce and other short shelf life items.

If you have to cancel, We would prefer canceling the Kawaihae end of week sailing than the Hilo front end of the week sailing.

(Because currently you have landings on the Big island of Mon/Tues/Thurs/Fri and now it would be lopsided.....~~Mon~~/Tues/Thurs/Fri)

It also impacts the sailings of the new Big Island Dairy heading back to Oahu with their product for Starbucks. We are also hearing that Young Brothers feels if the PUC does not say yes or no....they will implement due to "implied consent".

Mahalo,

Carl Guhl – General Manager – Golden State Foods

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