

Q: Pardon, my lack of knowledge on the maritime shipping business. HDOA serves the rural and agricultural consumers. Is this the appropriate venue to ask these questions?

A: Yes, this is the appropriate venue to ask these questions.

Q: I am interested in hearing what kind of operational efficiencies were explored and under consideration especially for scheduling bookings in advance rather than first come, first service. Use of technology like the airlines use to book advance space online.

A: Cargo booking has been in place for straightload and Auto/RoRo commodities. We are currently looking into our Freight and Container Equipment system (FACE) enhancements in order to add this functionality to help manage our less than container load (LCL) business. In addition, we are looking to improve our booking process to ensure that bookings materialize into cargo. Currently, customers are not accountable for booked cargo that is undelivered.

Q: What are the high revenue generating types of cargo, such as vehicles, building supplies, etc.? If non-ag cargo with the 46% rate increase can sustain the reinstatement of the "Island Fresh" discount for food commodities of agriculture.

A: Straightload container shipments (dry & refrigerated) generate the most revenue for YB. Regarding the "Island Fresh" discount (aka, IAP), there has been no change to this discount, provided your cargo qualifies as IAP shipments, and it has been applied prior and subsequent to application of the emergency rate increase.

Q: Has any member of the Working Group asked how freight forwarders can lessen the rate increase for neighbor island shipping? Will cargo consolidated by freight forwarders improve YB operation efficiencies and cargo affordability, and increase shipping volume for YB?

A: Yes, this topic has been brought up several times by both the working group and in conversations with the PUC (and others) throughout the (current and previous) rate case(s) and emergency rate relief discussions. Use of freight forwarder as an alternative to the current LCL service by the water carrier can lead to efficiencies. Cargo affordability and increase in shipping volumes will depend on various factors including, among other things, the types of cargo, the location of the cargo, and the pricing of the freight forwarders, etc.