



Kuehne + Nagel, Inc.  
Corporate Office  
10 Exchange Place, 19th Floor  
Jersey City, N.J. 07302

June 18, 2010

**Re: Trans-Atlantic Trade Emergency Recovery Charge –  
USA to Northern Europe and Europe Mediterranean**

Dear Valued Customer,

There continue to be substantial challenges in the Trans-Atlantic USA export to Northern Europe and Europe Mediterranean seafreight market, which will impact your supply chain.

The market has seen dramatic volume developments, including: reduction of vessel capacity; trade volume increases well beyond levels anticipated at the start of the year; introduction of slow steaming by the carriers; and, now, equipment shortages.

The carriers have introduced an Emergency Recovery Charge on the Trans-Atlantic USA export to Northern Europe and Europe Mediterranean seafreight market. As of the “gate-in-date” of July 1, 2010, we will apply the following increases:

- 20-foot container: USD 240
- 40-foot container: USD 300
- 40-foot high-cube container: USD 300
- 45-foot container: USD 300

These increases will apply on all dry or refrigerated cargo.

Kuehne + Nagel appreciates your business and continues to do its utmost to avoid any disruptions to your supply chain. We are working with our carrier base daily and will keep you updated on any market changes leading up to the new contract period. Any further pricing changes will be communicated through your local account representative.

Again, we thank you for your trust in our organization and look forward to working with you throughout 2010 and beyond.

Sincerely,

Paul F. Georgiades  
Senior Director, Seafreight  
US Export & EMEA Import Trades