



Kuehne + Nagel Inc.
Corporate Office
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Jersey City, N.J. 07302

July 28, 2010

Dear Valued Customer,

I am writing with an update regarding the Peak Season Surcharge (PSS) in the Trans-Pacific East Bound (TPEB) U.S. import seafreight market.

The main issues remain:

- Space constraints
- Strong volumes, with most carriers at 99% or better
- Equipment shortages in all major global trades
- Interior Port Intermodal (IPI) movements being closely monitored by carriers, based on revenue considerations

As previously outlined, Kuehne + Nagel's management strategy remains:

- Protection of existing allocations
- Participating "sweeper vessel" opportunities
- Negotiation of additional long-term carrier allocations / capacity
- Providing West Coast deconsolidation capabilities

Effective August 1, 2010, in the wake of action taken by our carriers, the Kuehne + Nagel PSS will be applied, as follows:

U.S. West Coast / IPI	\$640 / 20'
	\$800 / 40'
	\$900 / 40HC
	\$1,015 / 45'

U.S. East Coast / RIPI	\$640 / 20'
	\$800 / 40'
	\$900 / 40HC
	\$1,015 / 45'

We continue to monitor the many aspects of this dynamic, challenging trade to ensure that we provide you with market-competitive, solution-driven pricing options.

Kuehne + Nagel sales representative or customer service representative will reach out to you directly to discuss all issues in the coming days. Thank you for your continued support

Best regards,

Bill Kascel
Vice President
Trans-Pacific Development