



30 July 2010

## **GENERAL RATE INCREASE New Zealand to Tonga & the Samoa's**

To all Sofrana Customers,

Sofrana Unilines has undertaken a review of costs in the face of the continuing upward trend in fuel and container prices, and at the same time recent downward pressures in freight rates. As a result we will be implementing a General Rate Increase (GRI) on all cargo ex New Zealand to Tonga and the Samoa's in order to ensure that we can continue to offer a regular and reliable service to these important markets.

The GRI will take effect from September with the first vessel affected being the Southern Lily Voyage 255.

The Increases will be as follows:

|             |                              |
|-------------|------------------------------|
| 20' GP:     | NZD \$200 per container      |
| 20' Reefer: | NZD \$300 per container      |
| Breakbulk:  | NZD \$7.50 per revenue tonne |
| Vehicles*:  | NZD \$150 per unit           |

\* \$150 increase applies to vehicles up to 30m<sup>3</sup> currently charged at per unit rate.

The above increases reflect the overall gross impact rather than the above plus CAF/BAF.

We thank you for your past support and we look forward to continuing to be of service in the future. If you have any questions or concerns, please do not hesitate to contact your local Sofrana office or agency representative.

Yours faithfully

**Sofrana Unilines NZ Ltd**