



**FOR IMMEDIATE RELEASE**

**Contact: Roy Catalani**

Young Brothers  
(808) 543-9409

**Kirra Downing**

DTL Hawai'i  
(808) 292-7100

**Young Brothers Cargo Volumes Increase 1.5 Percent in Third Quarter**

*Increase in 3<sup>rd</sup> quarter shipments of vehicles and construction materials push volumes slightly positive for the year*

HONOLULU (November 18, 2015) –Young Brothers, Limited announced today that intrastate cargo shipments between Honolulu and six neighbor island ports increased by 1.5 percent in the third quarter of 2015 compared to the same period of 2014.

“Although overall cargo volumes increased slightly in the third quarter, this increase was sufficient to push year-to-date volumes slightly into positive territory at 0.1 percent,” said Roy Catalani, vice president of Young Brothers.

Four neighbor island ports experienced gains in cargo volume during the third quarter: Maui, the largest neighbor island port in terms of volume, up 1.6 percent; Kawaihae, up 3.4 percent; Kaua’i up 4.5 percent; and Moloka’i, up 1.2 percent. Cargo volumes decreased at the remaining two neighbor island ports: Hilo, down 2.9 percent and Lāna’i, down 5.3 percent.

“Strong third quarter increases in vehicle shipments by automobile dealerships and construction materials were the largest contributors to the cargo volume surge between July and September,” said Catalani. Shipments of beverages increased, possibly as a result of the larger number of storm events this year driving up demand for bottled drinks. In contrast, shipment of construction equipment appeared weak. Cargo associated with utility companies was also down significantly in the third quarter, likely due to the unusually high volume of such shipments to support last year’s recovery efforts after Tropical Storm Iselle on the Big Island.

## **Overall Yearly Volume Pushes into Positive Territory**

Overall volume for the first nine months of 2015 is up slightly by 0.1 percent, compared to the first nine months of 2014.

Three neighbor island ports experienced gains in cargo volume during the third quarter: Kawaihae, up 8.6 percent; Kaua'i, up 1.1 percent; and Moloka'i, up 0.5 percent. The remaining three neighbor island ports experienced a decrease in cargo volume: Kahului was down 0.5 percent; Hilo down 2.9 percent; and Lāna'i down 16.8 percent.

Shipping volumes for the third quarter and the nine-month period ending September 30, 2015 are shown by port in Appendix 1.

## **Agricultural Cargo Volume Dips in Third Quarter and First Nine Months**

In the third quarter, statewide agricultural cargo volume decreased by 5.4 percent from the same period last year. For the first nine months of 2015, statewide agricultural volume decreased by 1.4 percent. Heavy rains affected crop yields statewide, with the largest impact occurring on the Big Island, which produces most of the state's agricultural goods. In contrast, livestock shipments increased in both the third quarter and for the year through September, compared to the same periods in the prior year.

O'ahu experienced an increase in exports of agricultural cargo during the third quarter of 36.9 percent, which appears to be largely due to one shipper's change in its method of transportation rather than an increase in agricultural production. Maui dropped by 8.7 percent, Hilo was down by 19.8 percent, Kawaihae down by 11.2 percent, Kaua'i declined by 17.6 percent, and Moloka'i dipped by 2.7 percent.

From January through September, agricultural exports were down by 1.4 percent from the same period of 2014. Agricultural cargo volumes were down 5.3 percent on Maui; down 19.2 percent in Hilo; and down 1 percent on Moloka'i. O'ahu was up 32.2 percent; Kawaihae, up 12.5 percent; and Kaua'i, up 1.4 percent.

Agricultural volume includes only cargo that qualifies for the company's island agricultural product discount of 30 to 35 percent, which applies to locally grown agricultural products. Agricultural cargo volumes for the third quarter and nine-month period ending September 30, 2015 are shown by port of origin in Appendix 2.

## **About the Young Brothers Quarterly Cargo Volume Report**

Young Brothers' quarterly intrastate shipping volumes reflect only cargo shipments that originate and terminate within Hawai'i. The Young Brothers Quarterly Cargo Volume Report was initiated in 2012. The company will release its fourth quarter 2015 results in February 2015.

Young Brothers, Limited, with approximately 340 employees across the state, has served Hawai'i since 1900. Young Brothers is a publicly regulated water carrier providing 12 weekly port calls from Honolulu to the state's neighbor island ports, including Hilo, Kawaihae, Kahului, Kaunapau, Kaunakakai and Nāwiliwili. For more information, visit [www.youngbrothershawaii.com](http://www.youngbrothershawaii.com).

#####

Appendix 1  
 Young Brothers, Limited  
 Neighbor Island Intrastate Cargo Volume — Third Quarter 2015

Container/Platform Equivalents (CPEs) B						
	Q3 2015	Q3 2014	Percent Change	Nine months ended September 30, 2015	Nine months ended September 30, 2014	Percent Change
All Ports	32,843	32,364	1.5%	96,654	96,512	0.1%
<b>Kahului, Maui</b>	11,757	11,570	1.6%	34,859	35,037	-0.5%
Inbound	8,679	8,448	2.7%	25,797	25,347	1.8%
Outbound	3,078	3,122	-1.4%	9,062	9,690	-6.5%
<b>Hilo, Hawai'i</b>	8,526	8,785	-2.9%	24,444	25,186	-2.9%
Inbound	5,900	5,998	-1.6%	16,792	16,946	-0.9%
Outbound	2,626	2,787	-5.8%	7,652	8,240	-7.1%
<b>Kawaihae, Hawai'i</b>	5,353	5,177	3.4%	16,819	15,489	8.6%
Inbound	3,845	3,787	1.5%	12,053	11,212	7.5%
Outbound	1,508	1,390	8.5%	4,765	4,277	11.4%
<b>Nāwiliwili, Kaua'i</b>	6,660	6,376	4.5%	19,596	19,377	1.1%
Inbound	5,056	4,805	5.2%	14,986	14,967	0.1%
Outbound	1,604	1,571	2.1%	4,610	4,410	4.5%
<b>Kaunakakai, Moloka'i</b>	1,520	1,501	1.2%	4,573	4,548	0.5%
Inbound	1,144	1,159	-1.3%	3,443	3,445	0.0%
Outbound	376	342	9.9%	1,129	1,103	2.4%
<b>Kaumalapau, Lāna'i</b>	1,344	1,420	-5.3%	3,723	4,473	-16.8%
Inbound	1,036	1,203	-13.9%	2,910	3,679	-20.9%
Outbound	308	217	42.1%	813	794	2.4%

NOTE: The "All Ports" category reflects every unique cargo item transported by Young Brothers. In contrast, the sum of individual ports is greater than the amount of unique shipments in the "All Ports" total. This is because transshipment cargo volumes (i.e., cargo that originates on a neighbor island, is transshipped at YB's Honolulu hub and terminates at another neighbor island port) are attributed to the neighbor island origin port as "outbound" cargo and the neighbor island destination port as "inbound" cargo. Transshipped cargo makes up a relatively small percentage of total cargo volume.

Appendix 2  
 Young Brothers, Limited  
 Agricultural Cargo Volume by Island and Port — Third Quarter 2015

Outbound Agricultural Cargo (CPEs)						
	Q3 2015	Q3 2014	Percent Change	Nine months ended September 30, 2015	Nine months ended September 30, 2014	Percent Change
<b>All Islands</b>	1,960	2,071	-5.4%	5,914	5,999	-1.4%
<b>O'ahu (Honolulu)</b>	522	381	36.9%	1,538	1,163	32.2%
<b>Maui (Kahului)</b>	266	292	-8.7%	820	866	-5.3%
<b>Hawai'i Island</b>	1,004	1,218	-17.6%	3,035	3,447	-12.0%
Hilo	723	902	-19.8%	2,144	2,656	-19.2%
Kawaihae	281	316	-11.2%	890	791	12.5%
<b>Nāwiliwili, Kaua'i</b>	41	50	-17.6%	152	150	1.4%
<b>Kaunakakai, Moloka'i</b>	127	130	-2.7%	369	373	-1.0%
<b>Kaumalapau, Lāna'i</b>	0	0	0.0%	0	0	0.0%

NOTE: Agricultural cargo volumes represent all regulated Young Brothers cargo that qualified for the 30% to 35% "Island Product" discount. In contrast to total cargo volumes in Appendix 1, agricultural cargo volumes are categorized only by the port from which they originated, meaning the island on which the agricultural product was grown.

**Note regarding CPE unit of measurement:** Young Brothers measures its cargo in units called "container/platform equivalents" (CPE), which allow a comparison of cargo volumes across different sizes of containers and other non-standardized cargo types.