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Dan Robinson Joins Matson as Director, Transpacific Service at Oakland HQ

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OAKLAND, Calif., Aug 03, 2005 (BUSINESS WIRE) -- Dan Robinson has joined Matson Navigation Company as director, Transpacific service at the company's headquarters in Oakland. Beginning in February 2006, Matson will offer a weekly service from Ningbo and Shanghai, China to Long Beach, California. Dan will lead all of the China market efforts in the U.S. and work closely with Matson's headquarters pricing and marketing departments.

Dan comes to Matson with over 30 years of maritime experience, including 14 years at APL and 16 years at Sea-Land Service. Most of his career has focused on eastbound Transpacific trade, primarily from Asia. His most recent position was vice president, Transpacific eastbound pricing for Hyundai Merchant Marine. At APL, Dan had executive level responsibility for profit and loss of the company's Transpacific eastbound market, with revenues of \$1.4 billion. In addition, he directed marketing and sales strategies to maintain and grow market share position in the trade. His experience also includes having a key role Sea-Land's, APL's and Hyundai's ocean conference representation, customer contract negotiations and pricing strategies to maximize revenues.

Dan has spent nine years of his maritime career residing in Asia, including seven years in Hong Kong. His China assignments with Buyers Consolidators, a business unit of Sea-Land, included a sales management post, as well as general manager. His accomplishments during that time include leading the organization to become the largest cargo consolidator in Asia.

"Matson is very fortunate to have Dan Robinson lead our new China service market efforts in the U.S.," said Dave Hoppes, senior vice president, ocean services. "His comprehensive knowledge of the Transpacific trade will ensure Matson delivers a world class service to our customers, with competitive transit times, efficient throughput at our single-user Long Beach facility, dedicated customer service and seamless intermodal transportation through the Matson subsidiary, Matson Integrated Logistics."

Matson provides ocean transportation, intermodal and logistics services, primarily in U.S. domestic markets. Matson is a wholly owned subsidiary of Alexander & Baldwin, Inc. of Honolulu (NASDAQ:ALEX).

SOURCE: Matson Navigation Company

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