

## Hapag-Lloyd (North America) March 2010 Newsletter

Dear Customer,

In this edition of the Hapag-Lloyd Region America Customer Newsletter we will cover the following topics for North America:

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### Important Note:

This Newsletter provides an overview of the most significant developments related to the commercial business of Hapag-Lloyd (America). Please note that all changes which do require a legal 30-day notice are duly filed and announced in the respective Public Tariffs and this document shows some of these changes for informational purposes only. This document, in no way, replaces the application of the Public Tariff.

## General

### **1. Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) for America export trades effective April 1<sup>st</sup>, 2010:**

#### North America

From	Trade To	in USD per TEU	
		BUC	EBS
USEC, US Gulf, Canada EC	North Europe	279	127
US and Canada West Coast	North Europe	589	180
USEC, US Gulf, Canada EC	Mediterranean	383	143
US and Canada West Coast	Mediterranean	667	193
Canada & USA	West Africa	659	184
Canada & USA	South Africa, Namibia, Mozambique	659	184
USA, Canada	SAWC, SAEC	412	145
US Gulf	Mexico	100	145
USEC, Canada EC	Mexico	410	145
USEC, Canada EC, US Gulf	Central America, Caribbean	204	145
USWC, Canada WC	Central America, Caribbean	444	145
USWC, Canada WC	Mexico	202	145
USEC, US Gulf, Canada EC	Middle East	403	--
USWC, Canada WC	Middle East	745	--
North America IRT	North America IRT	374	145

- The EBS applies to ALL cargo where the BUC is included or fixed.
- The EBS does NOT apply to any business that is currently being charged full BUC, floating per HL tariff.
- The EBS changes will be announced with requested/appropriate notice.

**2. The Inland Fuel Surcharge (FSO) has now been streamlined for all North America export trades. Charges effective April 1<sup>st</sup>, 2010 will be as follows:**

North America FSO Development			
From	Trade		Apr 10 HL FSO/Box
	To	Mode	
North America	To All regions	Truck	61
North America	To All regions	Rail	211
North America	To All regions	Rail & Truck	211

*All above charges in USD*

**3. Currency Adjustment Factor (CAF) effective April 1<sup>st</sup>, 2010:**

From	Trade To	in USD per TEU		
		20'	40'	%
Canada & USA	North Europe	90	135	--
Canada & USA	South Africa, Namibia, Mozambique	--	--	15.0%
Canada & USA	West Africa	--	--	15.0%
USA	Mediterranean	--	--	15.0%
Canada	Mediterranean	90	140	--
USA	Middle East	--	--	16.0%
Canada	Middle East	95	135	--
Canada	East Asia and Indian Subcon	--	--	0.0%
USA	Korea	--	--	0.0%
USA	Taiwan	--	--	5.0%
USA	Singapore	--	--	17.0%

#### 4. General Rate Increase (GRI) Summary for America exports:

List of Announced GRI's				
From	To	Effective Date	Amount	Remarks
USA & Canada	North Europe & Mediterranean	1-Apr-2010	USD 320 / 400 per 20' / 40'	
Canada	East Asia	1-Apr-2010	USD 160 / 200 per 20' / 40'	Dry Cargo
Toronto, Montreal , Winnipeg and IPI points	East Asia	1-Apr-2010	USD 400 / 500 per 20' / 40'	Reefer Cargo
Vancouver and Halifax	East Asia	1-Apr-2010	USD 200 / 300 per 20' / 40'	Reefer Cargo
USA and Canada	ISC & Middle East	1-Apr-2010	USD 240 / 300 per 20' / 40'	Dry Cargo
USA and Canada	ISC & Middle East	1-Apr-2010	USD 400 / 500 per 20' / 40'	Reefer Cargo
USA	East Asia	1-Apr-2010	USD 240 / 300 per 20' / 40'	Dry Cargo
USA with the exception of <b>Local</b> Los Angeles, Long Beach, Oakland and Seattle	East Asia	1-Apr-2010	USD 400 / 500 per 20' / 40'	Reefer Cargo
USA, Canada (via Canada East Coast Ports)	South America East Coast	1-Apr-2010	USD 150 / TEU	
USA, Canada (via Canada East Coast Ports)	South America West Coast	1-Apr-2010	USD 150 / TEU	
USA, Canada (via Canada East Coast Ports)	Mexico	1-Apr-2010	USD 150 / TEU	
USA, Canada (via Canada East Coast Ports)	Carribbean (Carribbean Islands, Carribbean Coast of Central America, Carribbean Coast of South America)	1-Apr-2010	USD 150 / TEU	
Canada (via Canada West Coast Ports)	South America East Coast	1-Apr-2010	USD 150 / TEU	
Canada (via Canada West Coast Ports)	Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	1-Apr-2010	USD 150 / TEU	
Canada (via Canada West Coast Ports)	Mexico (via Gulf Coast Ports)	1-Apr-2010	USD 150 / TEU	
Canada (via West Coast Canadian Ports)	Central and South American Ports (Mexico, Guatemala, El Salvador, Honduras, Costa Rica, Colombia, Ecuador, Peru, Chile)	1-Apr-2010	USD 150 / TEU	

## Transpacific Westbound (including Oceania) from North America

### 1. Bunker Charge (BFF / BUC / BAF) for the North America to Asia trades effective April 1<sup>st</sup>, 2010:

Trade		20'	40'/45'	Validity	Charge Name	Charge Code	Temp. Contr.
From	To						
North America East Coast and US Gulf	East Asia, Indian Sub Continent	834	1042	30-Apr-10	Bunker Fuel Factor	BFF	No
North America East Coast and US Gulf	East Asia, Indian Sub Continent	1110	1387	30-Apr-10	Bunker Fuel Factor	BFF	Yes
North America West Coast	East Asia, Indian Sub Continent	420	525	30-Apr-10	Bunker Fuel Factor	BFF	No
North America West Coast	East Asia, Indian Sub Continent	591	739	30-Apr-10	Bunker Fuel Factor	BFF	Yes
North America East Coast and US Gulf	Middle East	403	806	30-Apr-10	Bunker Charge	BUC	...
North America West Coast	Middle East	745	1490	30-Apr-10	Bunker Charge	BUC	...
North America East Coast and US Gulf	Oceania	716	1432	30-Apr-10	Bunker Charge	BAF	...
North America West Coast	Oceania	716	1432	30-Apr-10	Bunker Charge	BAF	...
North America	Pacific Island	765	1530	30-Apr-10	Bunker Charge	BAF	...

All above charges in USD

\*The above mentioned BAF for Oceania will be effective as of April 15<sup>th</sup>, 2010.

## Transpacific Eastbound to North America

### 1. General Rate increase (GRI) – Asia (including Indian Sub-Continent) to Canada

Hapag-Lloyd will implement a General Rate Increase (GRI) on all dry, reefer, flat rack and open-top containers from East Asia and the Indian Subcontinent to all Canada destinations as follows:

Effective Date: March 15<sup>th</sup>, 2010 (Date of Cargo receipt at origin)

Quantum:

- To Vancouver local and door cargo
  - USD 320 per 20' Container
  - USD 400 per 40' Container – all types 8'6" high
  - USD 450 per 40' High Cube Container
- To All Intermodal and East Coast all-water
  - USD 400 per 20' Container
  - USD 500 per 40' Container – all types 8'6" high
  - USD 565 per 40' High Cube Container

