

Hapag-Lloyd (South / Latin America) March 2010 Newsletter

Dear Customer,

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

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Important Note:

This Newsletter provides an overview on 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 South / Latin America export trades effective April 1st, 2010:

South / Latin America

From	Trade To	in USD per TEU	
		BUC	EBS
Mexico West Coast	Middle East	783	145
Mexico West Coast	Mediterranean	476	173
Mexico West Coast	Oceania	661	75
Mexico Gulf Coast	Mediterranean	411	146
Mexico Gulf Coast	North Europe	439	153
Mexico Gulf Coast	Middle East	564	145
Mexico Gulf Coast	Oceania	661	75
Mexico	East Asia, ISC	443	145
Mexico	US Gulf	108	145
Mexico	USEC, Canada EC	418	145
Mexico	USWC, Canada WC	211	145
Mexico	Central America, Caribbean	163	145
Mexico	SAEC	468	145
Mexico	SAWC	247	145
Mexico EC	West Africa	715	--
Mexico EC	South Africa, Namibia, Mozambique	715	--
SAEC	Middle East	796	145
SAEC	Mediterranean	572	145
SAEC	North Europe	560	145
SAEC	Central America, Caribbean, SAWC	468	145
SAEC	South and West Africa	866	145
SAEC	Mexico	468	145
SAEC	Oceania	746	75
SAWC	Middle East	824	145
SAWC	Mediterranean	647	145
SAWC	Mexico	232	145
SAWC	North Europe	568	145
SAWC	Central America, Caribbean	232	145
SAWC	Oceania	746	75
SAWC	South and West Africa	1105	145
SAWC, SAEC	East Asia, ISC	802	145

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SAWC, SAEC	US, Canada	414	145
Central America, Caribbean	Middle East	652	145
Central America, Caribbean	East Asia, ISC	644	145
Central America, Caribbean	Mediterranean	432	145
Central America, Caribbean	North Europe	515	145
Central America, Caribbean	South and West Africa	902	145
Central America, Caribbean	USEC, Canada EC, US Gulf	205	145
Central America, Caribbean	USWC, Canada WC	463	145
Central America, Caribbean	Oceania	661	75
Central America, Caribbean	Mexico	233	145
Central America, Caribbean	SAWC	233	145
Central America, Caribbean IRT	Central America, Caribbean IRT	116	145
Central America, Caribbean, SAWC	SAEC	468	145
SAEC IRT	SAEC IRT	117	145
SAWC IRT	SAWC IRT	117	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. Currency Adjustment Factor (CAF) effective April 1st, 2010:

From	Trade To	in USD per TEU		
		20'	40'	%
Mexico	North Europe	--	--	5.0%
Mexico	South Africa, Namibia, Mozambique	--	--	15.0%
Mexico	West Africa	--	--	15.0%
Mexico	Mediterranean	--	--	4.0%
Central America, Caribbean	North Europe	--	--	5.0%
SAEC	North Europe	--	--	5.0%
Central America, Caribbean	Mediterranean	--	--	5.0%
SAEC	Mediterranean	--	--	5.0%
Central America, Caribbean	South and West Africa	--	--	5.0%
SAEC	South and West Africa	--	--	5.0%

3. Low Sulfur Fuel Surcharge Summary for South / Latin America exports effective April 1st, 2010:

From	Trade To	in USD per TEU
		LSF
Mexico West Coast	North Europe	11
Mexico Gulf Coast	North Europe	11
Central America,	North Europe	11
SAEC	North Europe	11
SAWC	North Europe	11

4. General Rate Increase (GRI) Summary:

List of Announced GRI's			
From	To	Effective Date	Amount
Mexico	Asia, India, Indian Sub-Continent and Middle East	1-Apr-2010	USD 100 / TEU
Central America Countries of Honduras, Guatemala, Belize, Costa Rica, Nicaragua, El Salvador and Panama	Asia, India, Indian Sub-Continent and Middle East	1-Apr-2010	USD 100 / TEU
Caribbean Countries of Colombia-Atlantic, Venezuela, Dominican Republic, Jamaica, Trinidad, Puerto Rica and Caribbean Islands	Asia, India, Indian Sub-Continent and Middle East	1-Apr-2010	USD 100 / TEU
Mexico	North America (via North America Gulf Coast Ports)	1-Apr-2010	USD 100 / TEU
Mexico	North America (via North America East Coast and West Coast Ports)	1-Apr-2010	USD 150 / TEU
Mexico	South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	1-Apr-2010	USD 150 / TEU
South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	1-Apr-2010	USD 75 / TEU
South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	North America	1-Apr-2010	USD 200 / TEU
South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	1-Apr-2010	USD 200 / TEU
South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	1-Apr-2010	USD 200 / TEU
South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	Mexico	1-Apr-2010	USD 200 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	1-Apr-2010	USD 50 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	Mexico	1-Apr-2010	USD 50 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	North America (via North America Gulf Coast Ports)	1-Apr-2010	USD 50 / TEU

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List of Announced GRI's			
From	To	Effective Date	Amount
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	North America (via North America East Coast and West Coast Ports)	1-Apr-2010	USD 75 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	1-Apr-2010	USD 75 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	1-Apr-2010	USD 75 / TEU
South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	1-Apr-2010	USD 50 / TEU
South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	North America	1-Apr-2010	USD 100 / TEU
South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	South America East Coast (Brazil, Argentina, Uruguay, Paraguay)	1-Apr-2010	USD 100 / TEU
South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South America)	1-Apr-2010	USD 100 / TEU
South America West Coast (Chile, Peru, Ecuador, Colombia via Pacific Coast)	Mexico	1-Apr-2010	USD 100 / TEU
South America East Coast (Argentina, Brazil, Paraguay, Uruguay)	Mediterranean & Africa	1-Apr-2010	USD 250 / TEU
South America West Coast Ports (Colombia, Chile, Ecuador, Peru)	Mediterranean & Africa	1-Apr-2010	USD 250 / TEU
Caribbean (Caribbean Islands, Caribbean Coast of Central America, Caribbean Coast of South Africa)	Mediterranean & Africa	1-Apr-2010	USD 250 / TEU

Sincerely,

Hapag-Lloyd (America) Inc.