

Hapag-Lloyd (South / Latin America) November 2011 Newsletter

Dear Customer,

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

- **General**
- 1. Monthly Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) development summary 2
- 2. Monthly Currency Adjustment Factor (CAF) development summary 4
- 3. Low Sulfur Fuel Surcharge Summary for South / Latin America exports 4

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 December 1st, 2011:

From	Trade To	in USD per TEU	
		BUC	EBS
Mexico West Coast	Middle East	1012	277
Mexico West Coast	Mediterranean	627	324
Mexico West Coast	Oceania	869	75
Mexico Gulf Coast	Mediterranean	539	274
Mexico Gulf Coast	North Europe	571	285
Mexico Gulf Coast	Middle East	757	277
Mexico Gulf Coast	Oceania	869	75
Mexico	East Asia, ISC	568	277
Mexico	US Gulf	140	277
Mexico	USEC, Canada EC	557	277
Mexico	USWC, Canada WC	275	277
Mexico	Central America, Caribbean	207	277
Mexico	SAEC	595	277
Mexico	SAWC	308	277
Mexico EC	South Africa, Namibia, Mozambique	927	--
Mexico WC	South & West Africa	1129	--
SAEC	Middle East	1013	277
SAEC	Mediterranean	733	277
SAEC	North Europe	698	277
SAEC	Central America, Caribbean, SAWC	595	277
SAEC	South and West Africa	1080	277
SAEC	Mexico	595	277
SAEC	Oceania	1049	75
SAWC	Middle East	1038	277
SAWC	Mediterranean	829	277
SAWC	Mexico	291	277
SAWC	North Europe	742	277
SAWC	Central America, Caribbean	291	277
SAWC	Oceania	1049	75
SAWC	South and West Africa	1375	277

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South / Latin America

Trade		in USD per TEU	
From	To	BUC	EBS
SAWC, SAEC	East Asia, ISC	1013	277
SAWC, SAEC	US, Canada	538	277
Central America, Caribbean	Middle East	828	277
Central America, Caribbean	East Asia, ISC	810	277
Central America, Caribbean	Mediterranean	550	277
Central America, Caribbean	North Europe	651	277
Central America, Caribbean	South and West Africa	1120	277
Central America, Caribbean	USEC, Canada EC, US Gulf	269	277
Central America, Caribbean	USWC, Canada WC	606	277
Central America, Caribbean	Oceania	869	75
Central America, Caribbean	Mexico	292	277
Central America, Caribbean	SAWC	292	277
Central America, Caribbean IRT	Central America, Caribbean IRT	149	277
Central America, Caribbean, SAWC	SAEC	595	277
SAEC IRT	SAEC IRT	149	277
SAWC IRT	SAWC IRT	145	277

- 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 December 1st, 2011:

Trade		
From	To	%
Mexico	North Europe	5%
Mexico	South Africa, Namibia, Mozambique	15%
Mexico	West Africa	15%
Mexico	Mediterranean	5%
Central America, Caribbean	North Europe	5%
SAEC	North Europe	5%
Central America, Caribbean	Mediterranean	5%
SAEC	Mediterranean	5%
Central America, Caribbean	South and West Africa	5%
SAEC	South and West Africa	5%

3. Low Sulfur Fuel Surcharge Summary for South / Latin America exports effective December 1st, 2011:

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

Sincerely,
Hapag-Lloyd (America) Inc.