

# CustomerInfo

## Hapag-Lloyd (Latin America) Primary Surcharge Notice

Effective November 1, 2018

October 1, 2018

Dear Customer,

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

### General

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## General

### 1. Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) for South / LatinAmerica (import/ export) trades effective November 1, 2018:

Trade		USD/TEU	
From	To	BUC	EBS
Central America, Caribbean	Middle East	832	163
Central America, Caribbean	East Asia	542	113
Central America, Caribbean	Indian Subcontinent	832	163
Central America, Caribbean	Mexico	181	50
Central America, Caribbean	SAWC	145	50
Central America, Caribbean	SAEC	328	50
Central America, Caribbean	Mediterranean	522	91
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	409	91
Central America, Caribbean	SCAN/Baltic	409	91
Central America, Caribbean	South and West Africa	734	139
Central America, Caribbean	USEC, Canada EC, US Gulf	173	67
Central America, Caribbean	USWC, Canada WC	310	67
Central America, Caribbean	Oceania	477	75
Central America, Caribbean	Middle East	832	163
Central America, Caribbean	Indian Subcontinent	832	163
Central America, Caribbean	South and West Africa	734	139
Central America, Caribbean IRT	Central America, Caribbean IRT	154	50
Mediterranean	SAEC	422	0
Mediterranean	SAWC	345	0
Mexico	Central America, Caribbean	228	50
Mexico	SAEC	440	50
Mexico	SAWC	238	50
Mexico	US Gulf	87	67
Mexico	USEC, Canada EC	396	67
Mexico	USWC, Canada WC	142	67
Mexico East Coast	Indian Subcontinent	570	163
Mexico EC	East Asia	653	113
Mexico EC	South, West, East Africa	551	140
Mexico Gulf Coast	Middle East	570	163
Mexico Gulf Coast	North Europe	418	226
Mexico Gulf Coast	Mediterranean	415	212
Mexico Gulf Coast	Oceania	477	75
Mexico Gulf Coast	Middle East	570	163

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Trade		USD/TEU	
From	To	BUC	EBS
Mexico WC	East Asia	346	113
Mexico WC	South, West, East Africa	661	165
Mexico West Coast	Indian Subcontinent	744	163
Mexico West Coast	Middle East	744	163
Mexico West Coast	North Europe	566	296
Mexico West Coast	Mediterranean	481	232
Mexico West Coast	Oceania	477	75
Mexico West Coast	Indian Subcontinent	744	163
Mexico West Coast	Middle East	744	163
SAEC	East Asia	689	138
SAEC	Central America, Caribbean	366	50
SAEC	Mexico	382	50
SAEC	SAWC	360	50
SAEC	Mediterranean	554	104
SAEC	North Europe (Excl SCAN/Baltic)	596	104
SAEC	SCAN/Baltic	596	104
SAEC	Oceania	643	75
SAEC IRT	SAEC IRT	107	50
SAWC	East Asia	651	113
SAWC	SAEC	494	50
SAWC	Mediterranean	558	91
SAWC	North Europe (Excl SCAN/Baltic)	459	91
SAWC	SCAN/Baltic	459	91
SAWC	Oceania	643	75
SAWC	Central America, Caribbean	137	50
SAWC	Mexico	185	50
SAWC IRT	SAWC IRT	140	50
SAWC, SAEC	US, Canada	325	67
South America East Coast	Indian Subcontinent	810	163
South America East Coast	South and West Africa	713	142
South America East Coast	Middle East	810	163
South America West Coast	Middle East	737	163
South America West Coast	Indian Subcontinent	737	163
South America West Coast	South and West Africa	905	171

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Trade		USD/TEU	
From	To	BUC	EBS
East Asia	Central America, Caribbean	419	0
East Asia	SAEC	526	0
East Asia	SAWC	611	0
East Asia	Mexico	315	0
Indian Subcontinent	Central America, Caribbean	571	0
Indian Subcontinent	South America East Coast	716	0
Indian Subcontinent	South America West Coast	554	0
Indian Subcontinent	Mexico East Coast	559	0
Indian Subcontinent	Mexico West Coast	512	0
Mediterranean	Mexico Gulf Coast	415	212
Mediterranean	Mexico West Coast	481	232
Middle East	Mexico East Coast	559	0
Middle East	Central America, Caribbean	571	0
Middle East	South America East Coast	716	0
Middle East	South America West Coast	554	0
Middle East	Mexico West Coast	512	0
North Europe	Mexico West Coast	566	296
North Europe	Mexico Gulf Coast	418	226
South and West Africa	Central America, Caribbean	734	--
South and West Africa	South America East Coast	713	--
South and West Africa	South America West Coast	905	--
US and Canada West Coast	North Europe	566	296
US and Canada West Coast	Mediterranean	671	331
US Gulf	Mexico	26	68
US, Canada	SAWC, SAEC	323	68
USEC, Canada EC	Mexico	402	68
USEC, Canada EC, US Gulf	Central America, Caribbean	158	68
USEC, US Gulf, Canada EC	Middle East	285	--
USEC, US Gulf, Canada EC	Middle East	285	--
USEC, US Gulf, Canada EC	North Europe	273	173
USEC, US Gulf, Canada EC	Mediterranean	384	203
USWC, Canada WC	Middle East	550	--
USWC, Canada WC	Central America, Caribbean	321	68
USWC, Canada WC	Mexico	165	68
USWC, Canada WC	Middle East	550	--
West Med, Turkey, Greece	Central America, Caribbean	242	0

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Trade		in USD per TEU		BFF*
From	To	BAF	EBS	
Oceania	Mexico West Coast	--		698
Oceania	Mexico Gulf Coast	--		698
Oceania	Central America, Caribbean	--		698
Oceania	SAWC	--		698
Oceania	SAEC	--		698

Trade		In EUR per TEU	
From	To	BUC	EBS
East Med	Central America, Caribbean	330	0
Mediterranean	SAEC	422	0
Mediterranean	SAWC	345	0
West Med, Turkey, Greece	Central America, Caribbean	242	0
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	515	0
SCAN/Baltic	Central America, Caribbean	515	0
North Europe (Excl SCAN/Baltic)	SAEC	253	0
SCAN/Baltic	SAEC	253	0
North Europe (Excl SCAN/Baltic)	SAWC	545	0
SCAN/Baltic	SAWC	545	0

- The EBS applies to ALL cargo where the BUC is included or fixed.
- The EBS changes will be announced with requested/appropriate notice.

## 2. Low Sulfur Fuel Surcharge Summary for South / Latin America (import/export) effective November 1, 2018:

Trade		LSF
From	To	
Central America, Caribbean	USEC, Canada EC, US Gulf	20
Mexico	US Gulf	20
US Gulf	Mexico	20
USEC, Canada EC, US Gulf	Central America, Caribbean	20
Central America, Caribbean	North Europe (Excl SCAN/Baltic)	30
SAEC	North Europe (Excl SCAN/Baltic)	30
SAWC	North Europe (Excl SCAN/Baltic)	30
Central America, Caribbean	USWC, Canada WC	35
Mexico	USEC, Canada EC	35
SAWC, SAEC	US, Canada	35
US, Canada	SAWC, SAEC	35
USEC, Canada EC	Mexico	35
USWC, Canada WC	Central America, Caribbean	35
Mexico West Coast	North Europe	38
North Europe	Mexico West Coast	38
Mexico	USWC, Canada WC	40
USWC, Canada WC	Mexico	40
Mexico Gulf Coast	North Europe	42
North Europe	Mexico Gulf Coast	42
Central America, Caribbean	SCAN/Baltic	65
SAEC	SCAN/Baltic	65
SAWC	SCAN/Baltic	65

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Trade		
From	To	LSF
Central America, Caribbean	Mediterranean	--
Central America, Caribbean	South and West Africa	--
Mexico Gulf Coast	Mediterranean	--
Mexico West Coast	Mediterranean	--
SAEC	Mediterranean	--
SAWC	Mediterranean	--
South America East Coast	South and West Africa	--
South America West Coast	South and West Africa	--
South and West Africa	Central America, Caribbean	--
South and West Africa	South America East Coast	--
South and West Africa	South America West Coast	--
East Med	Central America, Caribbean	--
Mediterranean	SAEC	--
Mediterranean	SAWC	--
North Europe (Excl SCAN/Baltic)	Central America, Caribbean	--
North Europe (Excl SCAN/Baltic)	SAEC	--
North Europe (Excl SCAN/Baltic)	SAWC	--
SCAN/Baltic	Central America, Caribbean	--
SCAN/Baltic	SAEC	--
SCAN/Baltic	SAWC	--
West Med, Turkey, Greece	Central America, Caribbean	--

Trade		in EUR per TEU
From	To	LSF
Mediterranean	SAWC	--
Mediterranean	SAEC	--
West Med, Turkey, Greece	Central America, Caribbean	--
North Europe	Central America, Caribbean	25
North Europe	SAEC	25
North Europe	SAWC	25
Central America, Caribbean	SCAN/Baltic	55
SAEC	SCAN/Baltic	55
SAWC	SCAN/Baltic	55

\*\*\*Scan/ Baltic comprises Denmark, Norway, Sweden, Finland, Russia, Latvia, Estonia, Lithuania, Poland.

## 2. Currency Adjustment Factor (CAF) effective November 1, 2018:

From	Trade To	in USD per TEU		
		20'	40'	%
Central America, Caribbean	North Europe	--	--	5,00%
SAEC	North Europe	--	--	--
SAEC	Mediterranean	--	--	--
Central America, Caribbean	Mediterranean	--	--	5,00%
SAEC	South and West Africa	--	--	--
North Europe	Mexico	--	--	1,00%
Mediterranean	Mexico	35	53	--

## 3. General Rate Increase (GRI) summary reminder:

Rate Recovery Plan				
From	To	Effective Date	Amount	Remarks
East Asia	Caribbean, East Coast of Central America, Panama, Gulf of Mexico and Progreso	15-Jan-2018	USD 1050 / 20' and USD 1500 / 40'	sailing date
East Asia	Mexico, West Coast of Central America and West Coast of South America	15-Jan-2018	USD 750 / 20' and USD 1500 / 40'	sailing date
East Asia	Caribbean, East Coast of Central America, Panama, Gulf of Mexico and Progreso	1-Feb-2018	USD 1050 / 20' and USD 1500 / 40'	sailing date
East Asia	Mexico, West Coast of Central America and West Coast of South America	1-Feb-2018	USD 750 / 20' and USD 1500 / 40'	sailing date
Ecuador	Chile / Argentina	1-Feb-2018	USD 300	per Reefer Ctr
USEC	SAWC	19-Jan-2018	USD 75 per 20' / USD 150 per 40'	dry and reefer

For further information please contact your local Hapag-Lloyd office.

Kind regards,

Hapag-Lloyd AG