

## Hapag-Lloyd (North America) Primary Surcharge Notice, effective May 1<sup>st</sup>, 2018

Dear Customer,

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

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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

- Bunker Charge (BUC) and Emergency Bunker Surcharge (EBS) for America export trades effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018:**

### North America

From	Trade To	in USD per TEU	
		BUC	EBS
USEC, US Gulf, Canada EC	North Europe	232	132
US and Canada West Coast	North Europe	487	217
USEC, US Gulf, Canada EC	Mediterranean	329	148
US and Canada West Coast	Mediterranean	577	237
US and Canada West Coast	South & West Africa	630	--
USEC, US Gulf, Canada EC	South & West Africa	630	--
US, Canada	SAWC, SAEC	279	28
US Gulf	Mexico	24	28
USEC, Canada EC	Mexico	347	28
USWC, Canada WC	Mexico	143	28
USEC, Canada EC, US Gulf	Central America, Caribbean	136	28
USWC, Canada WC	Central America, Caribbean	278	28
USEC, US Gulf, Canada EC	Middle East	242	--
USWC, Canada WC	Middle East	468	--
USEC, US Gulf, Canada EC	South & West Africa	630	--
North America IRT	North America IRT	339	0
Mexico West Coast	Middle East	651	64
Mexico West Coast	North Europe	487	217
Mexico West Coast	Mediterranean	414	165
Mexico West Coast	Oceania	406	75
Mexico West Coast	Indian Subcontinent	651	64
Mexico Gulf Coast	Mediterranean	357	154
Mexico Gulf Coast	North Europe	364	172
Mexico Gulf Coast	Middle East	478	64
Mexico Gulf Coast	Oceania	406	75

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From	Trade To	in USD per TEU	
		BUC	EBS
Mexico EC	East Asia	558	44
Mexico	US Gulf	75	26
Mexico	USEC, Canada EC	343	26
Mexico	USWC, Canada WC	124	26
Mexico	Central America, Caribbean	196	18
Mexico	SAEC	386	18
Mexico	SAWC	208	18
Mexico EC	South & West Africa	463	--
Mexico WC	South & West Africa	561	--
Mexico WC	East Asia	299	44

- 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 May 1<sup>st</sup>, 2018:

From	Trade To	in USD per TEU		
		20'	40'	%
Canada & USA	North Europe	47	73	--
USA	South Africa, Namibia, Mozambique	--	--	7%
Canada	South Africa, Namibia, Mozambique	38	59	--
USA	West Africa	--	--	7%
Canada	West Africa	38	59	--
USA	Mediterranean	--	--	1%
Canada	Mediterranean	27	44	--
USA	Middle East	--	--	0%
Canada	Middle East	0	0	--
Canada	East Asia, ISC	--	--	0%
USA	Korea	--	--	0%
USA	Taiwan	--	--	0%
USA	Singapore	--	--	0%
Mexico	North Europe	--	--	1%
Mexico	South Africa, Namibia, Mozambique	--	--	7%
Mexico	West Africa	--	--	7%
Mexico	Mediterranean	--	--	1%

### 3. Low Sulfur Fuel Surcharge, effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018:

From	Trade		in USD per TEU LSF
	To		
USEC, US Gulf, Canada EC	North Europe		75
US and Canada West Coast	North Europe		98
USEC, US Gulf, Canada EC	Mediterranean		38
US and Canada West Coast	Mediterranean		47
USEC, US Gulf, Canada EC	South & West Africa		24
US and Canada West Coast	South & West Africa		24
USEC, US Gulf, Canada EC	Middle East		30
USWC, Canada WC	Middle East		40
Mexico West Coast	North Europe		38
Mexico Gulf Coast	North Europe		42
Mexico	US Gulf		20
Mexico	USEC, Canada EC		35
Mexico	USWC, Canada WC		40
US, Canada	SAWC, SAEC		35
US Gulf	Mexico		20
USEC, Canada EC	Mexico		35
USEC, Canada EC, US Gulf	Central America, Caribbean		20
USWC, Canada WC	Central America, Caribbean		35
USWC, Canada WC	Mexico		40
US, Canada	US, Canada		45

**\*\* Shipments with origin or destination in Baltic/Scandinavia \*will be charged with additional USD 35 or Euro 29 per TEU**

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

From	Trade		LSF in USD	
	To		20'	40'
USEC, US Gulf, Canada EC	East Asia, ISC		39	49
USWC, Canada WC	East Asia, ISC		28	35
USA & Canada*	Australia & New Zealand		15	30
USA & Canada	Pacific Islands		15	30

## Transpacific Westbound (including Oceania) from North America

### 1. Bunker Charge (BFF) and BUC to Middle East effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018:

From	To	Trade			Charge Name	Charge Code	Temp. Contr.
		20'	40'/45'	Validity			
USEC, US Gulf, Canada EC	East Asia, ISC	707	883	30-Jun 2018	Bunker Fuel Factor	BFF	No
USEC, US Gulf, Canada EC	East Asia, ISC	909	1136	30-Jun 2018	Bunker Fuel Factor	BFF	Yes
USWC, Canada WC	East Asia, ISC	389	486	30-Jun 2018	Bunker Fuel Factor	BFF	No
USWC, Canada WC	East Asia, ISC	515	643	30-Jun 2018	Bunker Fuel Factor	BFF	Yes
North America East Coast and US Gulf	Middle East	242	484	30-Jun 2018	Bunker Charge	BUC	...
North America West Coast	Middle East	468	936	30-Jun 2018	Bunker Charge	BUC	...

### 2. Bunker Charge (BAF) for North America to Australia/New Zealand and to Pacific Islands effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018 are as follows:

From	Trade To	BAF*	in USD per TEU
			Validity
USA & Canada	Australia & New Zealand	595	1-Apr 2018 to 30-Jun 2018
USA & Canada	Pacific Islands	595	1-Apr 2018 to 30-Jun 2018

All above charges in USD

## Transpacific Eastbound to North America

### 1. Monthly Bunker Fuel Factor (BFF) & Low Sulfur Fuel (LSF)

*Bunker Charge (BFF) including LSF component, is effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018:*

From	To	USD / 20'	USD / 40'	USD / 40' HC	USD / 45'
East Asia and Indian Subcontinent countries	West Coast Port of Discharge	386	429	483	543
	East Coast Port of Discharge	684	760	855	962

### 2. Monthly Bunker Charge (BUC) & Low Sulfur Fuel (LSF)

*Bunker Charge (BUC) including LSF component, is effective from April 1<sup>st</sup>, 2018, until June 30<sup>th</sup>, 2018:*

From	To	USD / 20'	USD / 40'
Middle East countries	West Coast Port of Discharge	581	1,162
	East Coast Port of Discharge	325	650

Sincerely,

Hapag-Lloyd (America) LLC.  
as agent of Hapag-Lloyd AG