

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

Dear Customer,

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

\*\*Please note the revisions are for BUC & EBS from Mexico and are highlighted in **Bold**\*\*

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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 March 1<sup>st</sup>, 2018, until March 31<sup>st</sup>, 2018:**

### North America

Trade		in USD per TEU	
From	To	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	631	--
USEC, US Gulf, Canada EC	South & West Africa	631	--
US, Canada	SAWC, SAEC	279	28
US Gulf	Mexico	24	28
USEC, Canada EC	Mexico	346	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	South & West Africa	631	--
North America IRT	North America IRT	339	28
Mexico West Coast	Middle East	651	<b>65</b>
Mexico West Coast	North Europe	487	217
Mexico West Coast	Mediterranean	414	165
Mexico West Coast	Oceania	351	75

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From	Trade To	in USD per TEU	
		BUC	EBS
Mexico Gulf Coast	Mediterranean	357	154
Mexico Gulf Coast	North Europe	364	172
Mexico Gulf Coast	Middle East	482	65
Mexico Gulf Coast	Oceania	351	<b>75</b>
Mexico EC	East Asia	<b>559</b>	<b>45</b>
Mexico	US Gulf	76	<b>26</b>
Mexico	USEC, Canada EC	343	<b>26</b>
Mexico	USWC, Canada WC	124	<b>26</b>
Mexico	Central America, Caribbean	198	20
Mexico	SAEC	389	20
Mexico	SAWC	208	20
Mexico EC	South & West Africa	467	--
Mexico WC	South & West Africa	560	--

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

Trade		in USD per TEU		
From	To	20'	40'	%
Canada & USA	North Europe	46	70	--
USA	South Africa, Namibia, Mozambique	--	--	6%
Canada	South Africa, Namibia, Mozambique	37	57	--
USA	West Africa	--	--	6%
Canada	West Africa	37	57	--
USA	Mediterranean	--	--	1%
Canada	Mediterranean	26	43	--
USA	Middle East	--	--	2%
Canada	Middle East	20	25	--
Canada	East Asia, ISC	--	--	0%
USA	Korea	--	--	0%
USA	Taiwan	--	--	7%
USA	Singapore	--	--	18%
Mexico	North Europe	--	--	1%
Mexico	South Africa, Namibia, Mozambique	--	--	6%
Mexico	West Africa	--	--	6%
Mexico	Mediterranean	--	--	1%

### 3. Low Sulfur Fuel Surcharge, effective from March 1<sup>st</sup>, 2018, until March 31<sup>st</sup>, 2018:

Trade		in USD per TEU
From	To	LSF
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**

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Trade		LSF in USD	
From	To	20'	40'
USEC, US Gulf, Canada EC	East Asia	31	39
USWC, Canada WC	East Asia	23	29
USA & Canada*	Australia & New Zealand	16	32
USA & Canada	Pacific Islands	16	32

## Transpacific Westbound (including Oceania) from North America

### 1. Bunker Charge (BFF) and BUC to Middle East effective from March 1<sup>st</sup>, 2018, until March 31<sup>st</sup>, 2018:

From	To	Trade		Validity	Charge Name	Charge Code	Temp. Contr.
		20'	40'/45'				
USEC, US Gulf, Canada EC	East Asia, ISC	700	874	31-Mar 2018	Bunker Fuel Factor	BFF	No
USEC, US Gulf, Canada EC	East Asia, ISC	900	1125	31-Mar 2018	Bunker Fuel Factor	BFF	Yes
USWC, Canada WC	East Asia, ISC	385	481	31-Mar 2018	Bunker Fuel Factor	BFF	No
USWC, Canada WC	East Asia, ISC	510	637	31-Mar 2018	Bunker Fuel Factor	BFF	Yes
North America East Coast and US Gulf	Middle East	242	484	31-Mar 2018	Bunker Charge	BUC	...
North America West Coast	Middle East	466	932	31-Mar 2018	Bunker Charge	BUC	...

### 2. Bunker Charge (BAF) for North America to Australia/New Zealand and to Pacific Islands effective from March 1<sup>st</sup>, 2018, until March 31<sup>st</sup>, 2018 are as follows:

From	Trade To	BAF*	in USD per TEU
			Validity
USA & Canada	Australia & New Zealand	522	1-Jan 2018 to 31-Mar 2018
USA & Canada	Pacific Islands	522	1-Jan 2018 to 31-Mar 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 March 1<sup>st</sup> until March 31<sup>st</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	680	756	851	957

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

**Bunker Charge (BUC) including LSF component, is effective from March 1<sup>st</sup> until March 31<sup>st</sup>, 2018:**

From	To	USD / 20'	USD / 40'
Middle East countries	West Coast Port of Discharge	579	1,158
	East Coast Port of Discharge	325	650

Sincerely,

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