

■ High demand for Inland haulage on Single basis

Mexico City, September 15th, 2023

Dear Customers,

We know that one of the biggest challenges that the inland haulage faces in Mexico is related to the *single* basis movements (one truck drays only one container, whilst more than 90% of the truck operation is performed by a truck pulling two containers, known as *tandem* basis), either due to even number of containers or due to overweight cargo, above 23MT, which is needed to comply with Federal Regulation NOM-012-SCT-2-2014. For Ensenada Port, due to the roads type, maximum allowed cargo weight for *tandem* basis is 21MT.

Currently, when our Inland Delivery team receives an Inland request for just one container without overweight, they look for another match with a single box, from another customer on the same date and route in order to “share the same truck with” known in Mexico as ***movimiento en empate*** or ***carga empatada***. This allows both customers to take advantage of the tandem truck availability, as well as having additional costs for the single delivery. However, that cargo match can be found on the same day or any other day afterwards. In this case our partner (Trucking company) decides which container will be served first and which one second, in order to have the best possible logistics. This only applies for dry cargo containers (20ST, 40ST, or 40HC).

On the other hand, if the inland haulage request is for a route where there is no chance to find another cargo to match with, or if it is for an Overweight cargo or if Customer specifically asks for a single move, our Inland Delivery Team will try to look for it, however it is **still subject to availability**. Once found and agreed, an additional 60% of the inland rate has to be added on top. Since net income for Trucking Company is lower than a haulage on *tandem* basis, fewer vendors are willing to perform it, which it reduces our capacity, thus decreasing the Service Level and increasing rescheduling.

To increase our Single Truck capacity and meet your needs, we are launching a new inland product: **Single Plus**, where only one container will be moved in a truck with two chassis (the second one will be empty) and an additional 100% of the rate must be paid. This will allow us to commit with a truck assignment within 48 hours upon written confirmation from you has been received.

To request this Service, it can be done either by inputting the following remark in Booking: **Single Plus at 100%** or by requesting it directly to our Inland Delivery Team in our Contact Center (55 5447 8100 option 7).

Hapag-Lloyd always aims to offer you solutions and products that meet your needs and helps you to improve your logistic chain, in this case for your high-priority cargo.

If you have any doubts regarding this or any other of our services, please do not hesitate to contact your Sales or Customer Service representative who will be happy to assist you.

Sincerely

Hapag-Lloyd México