



September 12, 2008

Dear Valued Customer,

After many months of discussion and review, the U.S. Census Bureau now requires mandatory filing of export information through the Automated Export System (AES) for all shipments where a Shippers' Export Declaration (SED) is required. Hamburg Süd will no longer be able to accept hard copy SEDs, as the US Government mandates that all SED's must be filed electronically effective October 1, 2008. Carriers are not permitted to load any shipments on board vessels unless they have received shipping instructions indicating the Internal Transaction Number (ITN), an approved exemption legend or filing citation.

As some background to this change, the primary responsibility for compliance with these rules will fall on U.S. Principal Parties of Interest (USPPIs -- i.e. U.S. exporters) who will be required to present to the exporting carrier, not later than 24 hours before vessel loading from the U.S. port where the cargo is laden, either:

- 1) a proof of filing citation - the Internal Transaction Number (ITN), which is a confirmation number generated by AES indicating that the USPPI filed the SED electronically, or
- 2) an authorized SED exemption legend if no SED is required to be filed for the shipment.

Once the proposed rules take effect, the exporting ocean carrier will not be allowed to accept paper SEDs under any circumstances, or to load export cargo without having first received from the USPPI the appropriate proof of filing citation (ITN), or SED exemption legend. The carrier will need to present this information as an annotation to the export manifest filing. Please note that exporting carriers will not be responsible for verifying the accuracy of this information. The exporting carrier will be subject to penalties if it accepts paper SEDs or if it loads cargo without the appropriate AES citations or SED exemption legends.

Accordingly, as a function of the these US Government mandated changes, we will implement a "No docs/ITN number, No load policy" for all Hamburg Süd Services calling in the United States effective October 1st. Cutoff for receipt of Shipping Instructions including the ITN numbers or exemption legend will be 24 hours prior to vessel loadings in all ports. Cargo received and lacking the ITN number by the documentation cutoff will not be loaded. All costs in the form of terminal charges, equipment demurrage and penalties as a result of no docs/ITN number will be billed back to the US Exporter. Further, cargo that fails to load as a function of lack of required documentation will be rebooked to the next available sailings, which given the strong US export market may not be on the next sequential week but in subsequent following weeks.

These changes will be challenging for all of us to cope with in the days ahead, and require additional discipline from all parties in complying with these government regulations. We hope to work closely with you to minimize the difficulties with these changes, and thank you in advance for your understanding and continued support.

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For questions concerning individual shipments, please contact your Hamburg Süd sales or customer service representative.

United States	Export Customer Service	Import Customer Service
Jacksonville	1-888-228-3270	1-888-228-3270
Philadelphia	1-888-920-7447	1-888-930-7447
Seattle	1-888-463-2695	1-888-930-7447
Canada		
Montreal 1-514-286-4646	Toronto 1-905-629-5900	Vancouver 1-604-640-7400

Port	Documentation Cut Off	Service
New York	Friday 12:00	USEC to ECSA (Tango)
	Friday 12:00	USEC to WCSA (AGAS)
	Wednesday 12:00	USEC to ECSA (Samba)
Philadelphia	Friday 12:00	USEC to ECSA (Tango)
	Monday 12:00	USEC to Australia/NZ (Trident)
	Friday 12:00	USEC to Europe (Trident)
Baltimore	Friday 12:00	USEC to ECSA (Samba)
	Tuesday 12:00	USEC to WCSA (AGAS)
Norfolk	Tuesday 12:00	USEC to ECSA (Tango)
Newport News	Friday 12:00	USEC to ECSA (Samba)
Charleston	Wednesday 12:00	USEC to ECSA (Tango)
	Monday 12:00	USEC to ECSA (Samba)
	Thursday 12:00	USEC to WCSA (AGAS)
Savannah	Thursday 12:00	USEC to Australia/NZ (Trident)
	Friday 12:00	USEC to Europe (Trident)
Jacksonville	Friday 12:00	USEC to ECSA (Tango)
	Wednesday 12:00	USEC to ABC & Venezuela (VENX)
Pt. Everglades	Friday 12:00	USEC to ECSA (Tango)
	Friday 12:00	USEC to WCSA (AGAS)
	Friday 12:00	USEC to ABC & Venezuela (VENX)
Houston	Thursday 12:00	Gulf to all Destinations
Seattle	Thursday 12:00	USWC to Australia/NZ (PNW)
	Tuesday 12:00	USWC to WCSA (WAMS)
Long Beach	Thursday 12:00	USWC to Australia/NZ (PSW 1)
	Tuesday 12:00	USWC to Australia/NZ (PNW / PSW 2)
	Monday 12:00	USWC to WCSA (WAMS)
	24 hr. prior to loading	USWC to Pacific Islands (SSEA)
Oakland	Tuesday 12:00	USWC to Australia/NZ (PSW 1)
	Monday 12:00	USWC to Australia/NZ (PNW / PSW 2)
	Friday 12:00	USWC to WCSA (WAMS)
	24 hr. prior to loading	USWC to Pacific Islands (SSEA)