

■ US Mandatory Automated Export System (AES) - letter 1

31 July 2008

Dear Customer,

As you may already be aware, the US Department of Commerce and Census have issued a final rule in the Code of Federal Regulations, requiring the mandatory use of AES export reporting for US shipped cargo. Details of internal transaction numbers (ITNs) or exceptions may be viewed at <http://www.census.gov/foreign-trade/aes/>.

The new rules not only revise mandatory electronic reporting requirements for principal parties of interest (PPI's), but for the carriers as well. This includes strict timing requirements prior to carrier arrival and loading. The regulation will be enforced by Customs and Border Protection (CBP) at US ports of exit. This regulation now has penalty provisions which have increased to \$10,000 per incident, both for the shipper and carrier.

The regulation which became effective July 2, 2008 and will be enforced after September 30, 2008 has resulted in both systems and process changes for Hapag-Lloyd. Our changes are intended to ensure that your cargo is loaded to an intended vessel when properly identified and to prevent the incurring of such penalties and added handling costs.

This will rely largely on your ability to provide timely documentation prior to the carriers loading operation. Our customer service personnel will remind you of the requirements at time of booking and via our booking confirmations which will notate the documentation cutoffs.

Hapag Lloyd will require the documented evidence to reference the specific AES ITN number obtained, or the specific exemption citation that you might be allowed, by noon, 2 business days prior vessel's arrival. Commencing September 29, without the timely provision of this information, your cargo will not be able to connect to the anticipated exporting vessel, and will be subject to all associated costs.

We will keep you closely advised of any further developments and encourage you to contact your local Hapag-Lloyd office with any questions you might have.

Thank you for your cooperation.
Hapag-Lloyd AG