

United Arab Agencies, Inc  
North America Region  
5515 Spalding Drive  
Norcross, GA 30092  
U.S.A.  
☎ +1-678-775-1900



cc: OS  
OGC

**PUBLIC VERSION**

Ms. Karen V. Gregory  
Secretary  
Federal Maritime Commission  
800 North Capitol Street, N.W  
Washington, DC 20573-0001

RECEIVED  
2015 FEB -3 AM 11:24  
OFFICE OF THE SECRETARY  
FEDERAL MARITIME COMM

Dear Ms. Gregory,

Re: Petition No. P1-14  
Petition of United Arab Shipping Company (S.A.G.)  
For an exemption from 46 U.S.C. Sec 40703

This refers to the above Petition served by the Federal Maritime Commission on January 13, 2015. As requested, we wish to supplement the record with the following submissions to the questions asked.

1. **What is the amount and percentage of UASC cargo that moves under tariff rates in the U.S. trades?**

UASC carried 535,040 teus in the U.S. foreign trades in 2014. Approximately 2% of this cargo (approximately 10,700 teus) moved under tariff rates.

2. **Please provide the number of shippers likely to be affected by the Petitioners inability (if petition not granted) to lower rates in the U.S. trades on less than 30 days' notice. In addition, provide information on any particular markets or commodity groups that might be negatively impacted by the denial of the Petition.**

If the rates that cannot be lowered without 30 days' notice are confined to tariff rates, approximately 200 shippers would be negatively impacted. These would be primarily small beneficial cargo owners that use tariff rates as opposed to confidential service contracts or exempt commodity contracts.

3. **Provide any customer testimony supporting the petition.**

We understand some of our customers have written directly to the Federal Maritime Commission in support of our Petition.

4. Please provide the average revenue per TEU on services between Asia and the U.S. West Coast, inbound and outbound separately in each of the last 12 months.

*RESPONSE CONTAINS CONFIDENTIAL INFORMATION REDACTED FROM PUBLIC VERSION.*

5. Provide a copy of each general rate increase announced in the Transpacific U.S. tariffs of Petitioner during the last 12 months.

The general rate increase announcements in the Transpacific Trade are attached. (Annexure A)

6. What Plans does the Petitioner have to deploy additional capacity in the U.S. trades in the next two years?

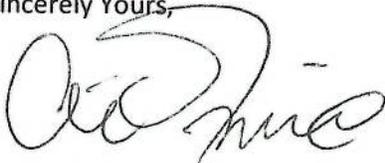
*RESPONSE CONTAINS CONFIDENTIAL INFORMATION REDACTED FROM PUBLIC VERSION.*

7. Please provide the current UASC ownership breakdown i.e. how has Qatar's obtaining 51.3% ownership affected the other owners share?

*RESPONSE CONTAINS CONFIDENTIAL INFORMATION REDACTED FROM PUBLIC VERSION.*

We trust that the information provided satisfies your requirements in our support of the Petition. If any further information is required kindly.

Sincerely Yours,



Dr. Anil J. Vitarana  
President, United Arab Agencies Inc.  
for United Arab Shipping Company

# **ANNEXURE A**



United Arab Agencies, Inc  
North America Region  
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[www.uasc.net](http://www.uasc.net)

December 2, 2013

To Our Valued Asia Export Customer:

Please be advised, UASC is announcing a January 1, 2014 GRI on all export cargo including tariff, exempt commodities and service contracts at the quantum below -

- From: USA and Canada
  - \$80 per 20' standard container
  - \$100 per 40' standard container
  - \$100 per 40' high cube container
  
- To: China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea.

As always, we will remain market competitive.

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your continued support for UASC.

Sincerely,

UASC Sales  
United Arab Agencies, Inc.



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March 24, 2014

To: Our Valued Asia Export Customers  
Subject: 2014 UASC Asia Export General Rate Increase – April 1 Revision

Pursuant to UASC's March 7, 2014 trade notice, UASC's GRI scheduled for **April 1, 2014** on all export cargo from the U.S. to Asia (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) will be waived with the following exceptions:

**Commodity:** All (except Cotton)

**Origins:** US

**Destinations:**

1. Taicang
2. Chongqing
3. Zhapu
4. Maanshan
5. Huangpu
6. Xingang
7. Fuzhou
8. Zhangjiang

**Commodity:** All (except Cotton)

**Origins:**

1. New York
2. Norfolk
3. Savannah

**Destinations:**

1. Ningbo
2. Qingdao

This rate increase will be applicable to all tariff ocean freight rates as well as to all service contracts.

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.



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July 15, 2014

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To: Our Valued Asia Export Customers  
Subject: 2014 Asia Export General Rate Increase (GRI)—August

Please note that effective **August 15, 2014**, UASC will be implementing a General Rate Increase (GRI) on all export cargo from the US to Asia (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

- \$240 per 20' DC container
- \$300 per 40' DC/HC container

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPWB GRI Oct. 2, 2014



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September 2, 2014

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To: Our Valued Asia Export Customers

Subject: 2014 Asia Export General Rate Increase (GRI) — October

Please note that effective **October 2, 2014**, UASC will be implementing a General Rate Increase (GRI) on all export cargo from the US and Canada to Asia (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

Origin/Increase amount:

- Chicago 120/20' & 150/40'
- Los Angeles 25/40'
- Oakland 50/40'
- Vancouver 80/20' & 100/40'

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPWB Oct. GRI postponed  
to Nov. 1, 2014



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September 15, 2014

To: Our Valued Asia Export Customers  
Subject: October 2, 2014 Asia Export General Rate Increase (GRI) — Postponed

Please note that UASC's Transpacific Westbound General Rate Increase (GRI) previously scheduled for October 2, 2014, has been postponed and will be implemented effective **November 1, 2014**, on all export cargo from the US and Canada to Asia (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

Origin/Increase amount:

- Chicago 120/20' & 150/40'
- Los Angeles 25/40'
- Oakland 50/40'
- Vancouver 80/20' & 100/40'

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPWB GRI Nov. postponed  
to Dec. 1, 2014



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October 20, 2014

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To: Our Valued Asia Export Customers

Subject: November 1st, 2014 Asia Export General Rate Increase (GRI) — Postponed

Please note that UASC's Transpacific Westbound General Rate Increase (GRI) previously scheduled for November 1st, 2014, has been postponed and will be implemented effective **December 1, 2014**, on all export cargo from the US and Canada to Asia (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

Origin/Increase amount:

- Chicago 120/20' & 150/40'
- Los Angeles 25/40'
- Oakland 50/40'
- Vancouver 80/20' & 100/40'

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPEB GRI JULY, 1, 2014



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America's Region HQ  
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May 29, 2014

## UASC – Asia to North America General Rate Increase

To Our Valued Import Customers:

Effective July 1, 2014, UASC will implement a general rate increase (GRI) on all cargo from Asia to the United States and Canada.

Countries of origin include China, Hong Kong, Indonesia, Japan, Korea, Malaysia, Philippines, Singapore, Taiwan, Thailand, and Vietnam.

The quantum of the GRI will be –

- 20'DC – \$160
- 40'DC – \$200
- 40'HC – \$200

UASC will continue to monitor the market and ensure that it remains competitive.

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC Sales  
United Arab Agencies, Inc.

TPEB GRI Aug 1, 2014



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July 8, 2014

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To: Our Valued Transpacific Import (TPEB) Customers  
Subject: Peak Season Surcharge (PSS) and General Rate Increase (GRI)

**PSS**

Pursuant to our PSS trade notices of June 26, June 4, and May 14, UASC is further amending its PSS as below.

- 1) For all cargo to and transiting through Pacific Northwest ports (**AWN1**: Seattle, WA and Vancouver, BC) and US East Coast ports (**AUC1**: New York, Norfolk, and Savannah), the PSS remains in effect as of **July 1** at the quantum –
  - 20dv \$320
  - 40std \$400
  - 40hc \$400
  
- 2) For cargo to and transiting through the Pacific Southwest ports (**AWS1**, **AWS2**, and **AWS3**: Los Angeles and Oakland), this segment of the PSS is being further delayed to **August 1** and remains at the initially announced quantum –
  - 20dv \$320
  - 40std \$400
  - 40hc \$450

**GRI**

Pursuant to our GRI trade notice of May 29, UASC is delaying its GRI on all cargo from Asia to the United States and Canada to **August 1**. The quantum of the GRI remains at –

- 20dv \$160
- 40std \$200
- 40hc \$200

UASC will continue to monitor the market to insure it remains competitive.

Should you require additional information or further clarification, please do not hesitate to contact your sales representative us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your continued support.

Sincerely,

United Arab Agencies, Inc.

TPEB GRI Aug. 15, 2014



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July 15, 2014

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To: Our Valued Asia Import Customers

Subject: 2014 Asia Imports General Rate Increase (GRI)—August

Please note that effective **August 15, 2014**, UASC will be implementing a General Rate Increase (GRI) on all import cargo from Asia to the United States (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

- \$240 per 20' DC container
- \$300 per 40' DC/HC container

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPEB GRI Sept. 1, 2014



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July 31, 2014

To: Our Valued Asia Import Customers

Subject: 2014 Asia Imports General Rate Increase (GRI)—September

Please note that effective **September 1, 2014**, UASC will be implementing a General Rate Increase (GRI) on all import cargo from Asia to the United States & Canada (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

- \$320 per 20' DC container
- \$400 per 40' DC/HC container

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

FYEB GRI Oct. 1, 2014



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July 31, 2014

To: Our Valued Asia Import Customers  
Subject: 2014 Asia Imports General Rate Increase (GRI)—October

Please note that effective **October 1, 2014**, UASC will be implementing a General Rate Increase (GRI) on all import cargo from Asia to the United States & Canada (China, Hong Kong, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, and Korea) in the following quantum:

- \$320 per 20' DC container
- \$400 per 40' DC/HC container

Should you require additional information or further clarification, please do not hesitate to contact us at 1.800.GO1UASC (1.800.461.8272).

Thank you for your business.

Sincerely,

UASC National Sales  
United Arab Agencies, Inc.

TPEB GRI Oct 15, 2014



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September 12, 2014

To: Our Valued Asia Import Customers

Subject: 2014 Asia Imports General Rate Increase (GRI)—October 15th

Please note that UASC has filed a General Rate Increase (GRI) effective **15<sup>th</sup> October, 2014** applicable on all cargo from Asia to the United States and Canada. This implementation will apply to the following origin corridors:

China, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, Korea, and Hong Kong.

Below are the quantum of the GRI:

**20'DC – USD320**

**40'DC – USD400**

**40HC – USD400**

UASC will monitor the market and ensure that it remain competitive.

Should you require any additional information or further clarification, please do not hesitate to contact our local UASC sales offices.

Kind Regards,

**United Arab Shipping Company (S.A.G.)**

5515 Spalding Drive

Peachtree Corners, GA 30092

TPEB GRI Nov. 15, 2014



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October 15, 2014

To: Our Valued Asia Import Customers

Subject: 2014 Asia Imports General Rate Increase (GRI) — November 15th

Please note that UASC has filed a General Rate Increase (GRI) effective **15<sup>th</sup> November, 2014** applicable on all cargo from Asia to the United States and Canada. This implementation will apply to the following origin corridors:

China, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, Korea, and Hong Kong.

Below are the quantumms of the GRI:

**20'DC – USD320**

**40'DC – USD400**

**40HC – USD400**

UASC will monitor the market and ensure that it remain competitive.

Should you require any additional information or further clarification, please do not hesitate to contact our local UASC sales offices.

Kind Regards,

**United Arab Shipping Company (S.A.G.)**

5515 Spalding Drive

Peachtree Corners, GA 30092

TPEB GRI DEC. 19TH



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November 24, 2014

To: Our Valued Asia Import Customers

Subject: 2014 Asia Imports General Rate Increase (GRI) — December 19th

Please note that UASC is announcing a General Rate Increase (GRI) effective **19<sup>th</sup> December, 2014**, applicable on all cargo from Asia to the United States and Canada. This implementation will apply to the following origin corridors:

China, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, Korea, and Hong Kong.

Below are the quantumms of the GRI:

- 20'DC – USD320
- 40'DC – USD400
- 40'HC – USD400

To recap, the following General Rate Increases have been filed with the FMC for December 2014:

**December 1<sup>st</sup>** – USA destinations only

- 20'DC – USD320
- 40'DC – USD400
- 40'HC – USD400

**December 15<sup>th</sup>** – USA and Canada

- 20'DC – USD320
- 40'DC – USD400
- 40'HC – USD400

**December 19<sup>th</sup>** - USA and Canada

- 20'DC – USD320
- 40'DC – USD400
- 40'HC – USD400

UASC will monitor the market and ensure that it remain competitive.

Should you require any additional information or further clarification, please do not hesitate to contact our local UASC sales offices.

Kind Regards,

**United Arab Shipping Company (S.A.G.)**

5515 Spalding Drive

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Tel: (678) 775-1900

TPEB GRI JAN 15, 2015



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December 15, 2014

To: Our Valued Asia Import Customers  
Subject: 2014 Asia Imports General Rate Increase (GRI) — January 15<sup>th</sup>, 2015

Please note that UASC is announcing a General Rate Increase (GRI) effective **15<sup>th</sup> January, 2015**, applicable on all cargo from Asia to the United States and Canada. This implementation will apply to the following origin corridors:

China, Singapore, Malaysia, Thailand, Indonesia, Vietnam, Philippines, Taiwan, Japan, Korea, and Hong Kong.

Below are the quantumms of the GRI:

- 20'DC – USD640
- 40'DC – USD800
- 40'HC – USD800

UASC will monitor the market and ensure that it remain competitive.

Should you require any additional information or further clarification, please do not hesitate to contact our local UASC sales offices.

Kind Regards,

**United Arab Shipping Company (S.A.G.)**