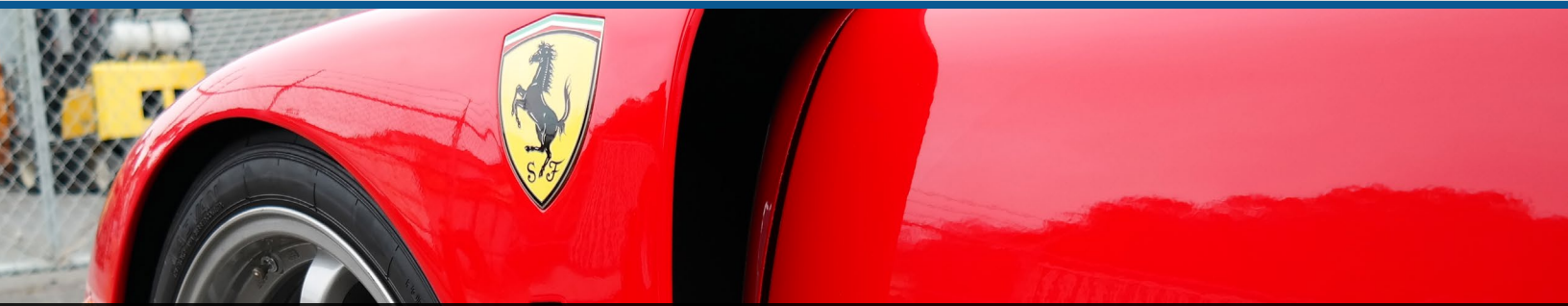




Containerized US Car Exports Annual 2014 Report



Car Shipping from the US during 2014

2014 had been an eventful year for international car traders. It had brought about changing automotive trends around the world, opened up new opportunities and provided us with the data on how to best guide you towards international success.

There are a number of reasons which contribute to either growth or a slowdown in the global car export industry. Countries around the world, as well as entire geographical regions, have been affected by policy changes, political turmoil, falling oil prices and appreciation of the US dollar. Each has had their own effect on the demand for cars from the US.

A growing global economy was beneficial in expanding US car exports around the world. As countries continued to grow their economies, more people began to look to the US for their automotive needs.

But as the global economy grew, the US dollar had also strengthened significantly. During the last 12 months, the USD had increased by over 18% against the Euro and 20% against the Australian dollar, which made US exports that much more expensive. This had negatively impacted car trading business from the US.

A number of countries have also significantly changed their import taxes, some for the better and some for the worse. Countries that increased their car import taxes during 2014, can be seen as having significant growth right before the deadline for new taxes. Volumes then flattened out as it became too expensive for ordinary citizens to import vehicles from the US. The same can be said for countries which increased taxes right as 2014 began, they have only seen their volumes continue to fall throughout the year.

Another issue affecting US car experts was the congestion at West Coast ports. Since June, the congestion presented numerous problems to car exporters such as a lack of containers, delays when trucking containers in the port, overbooked ships, missed schedules, and canceled sailing times. We expect all of these issues to be resolved when the contract between the dock workers union and the ocean carriers is signed in the near future.

We expect congestion to be resolved in 2015 when the contract between the port union and ocean carriers, which will have positive impact on overall car export industry.

Supplied with the data in this report, we expect international car traders to continue growing their business during 2015.

During 2014, a total of **541,319** vehicles have been exported from the United States in containers, 2% more than in 2013.

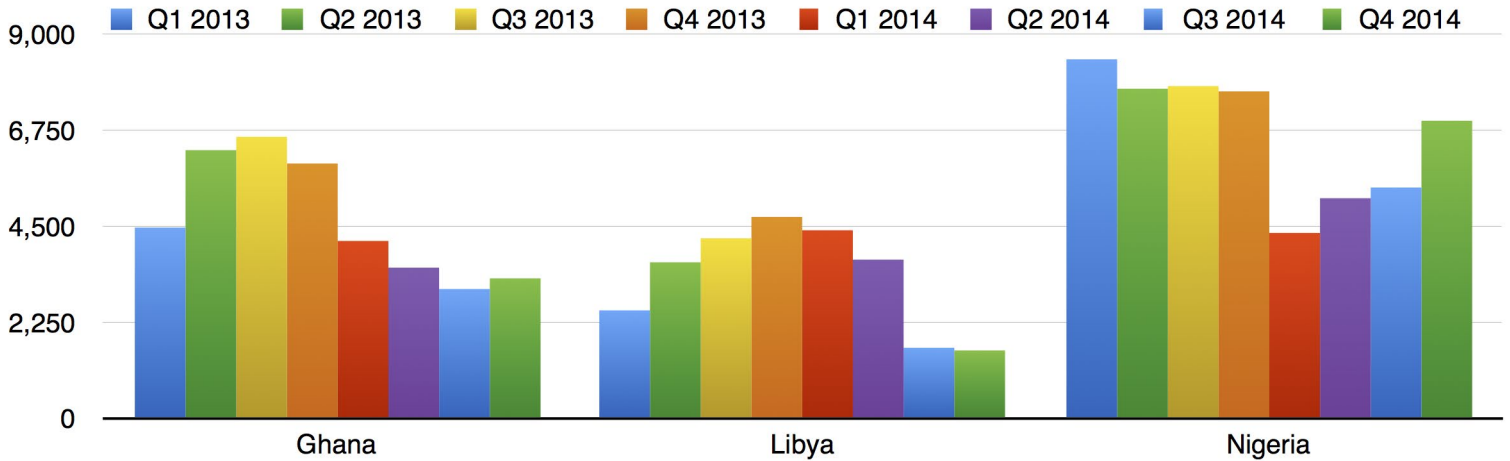
Regional Volume & Growth During 2014		
Region	2014 (cars)	vs 2013
Middle East	121,525 cars	+6%
Europe	117,638 cars	+13%
Far East	100,910 cars	+13%
Africa	51,916 cars	-30%
Central America	51,160 cars	+6%
Mediterranean	36,027 cars	-15%
South America	22,458 cars	+9%
Caribbean	12,191 cars	-14%
Oceania	9,965 cars	+4%
Indian Subcontinent	7,606 cars	+169%

Car Shipping from the US during 2014

Country	2014 (cars)	2014 vs 2013	2014 Q4 (cars)	Q4 vs 2014 Q3
United Arab Emirates	81,170	+18%	21,044	+6%
China	42,808	+13%	7,625	-34%
Georgia	23,597	+72%	6,303	+26%
Germany	22,278	+68%	6,810	-10%
Nigeria	21,955	-30%	6,957	+27%
Cambodia	19,263	+69%	4,978	-15%
Netherlands	18,714	+39%	4,978	+34%
Lithuania	16,532	-18%	4,082	-6%
Yemen	16,054	-3%	4,322	+36%
Ghana	13,995	-40%	3,282	+8%
Guatemala	13,212	+38%	4,305	+11%
Taiwan	11,994	+22%	2,933	+12%
Costa Rica	11,864	+4%	3,130	-1%
Libya	11,299	-25%	1,571	-3%
Honduras	11,111	-19%	2,838	-4%
Lebanon	10,930	-26%	2,804	-13%
Jordan	10,734	-37%	2,639	+30%
Hong Kong	8,100	-20%	1,685	-19%
Chile	7,461	-5%	1,938	+9%
El Salvador	7,394	+11%	2,283	-5%
Australia	6,696	-10%	1,867	+14%
United Kingdom	6,410	+66%	1,800	-12%
South Korea	6,022	-26%	1,214	-33%
Finland	5,625	-56%	953	-29%
India	5,548	+35%	1,422	-14%
Brazil	5,248	-14%	1,379	-19%
Poland	4,880	+22%	1,293	-3%
Iraq	4,144	+297%	1,865	+72%
Guam	4,107	-11%	952	-15%
Turkey	3,990	-81%	432	+8%
Israel	3,808	+272%	1,091	-17%
Saudi Arabia	3,770	-25%	925	-6%
Belgium	3,725	-29%	803	-12%
Vietnam	3,698	+104%	1,230	+78%



Top Destinations in Africa



Ghana

The dramatic falls in import volume is due to increased import taxes that are straining the car import market. Ghana wants to limit their dependance on car imports and instead focus on local production. Volumes have fallen by 40%.

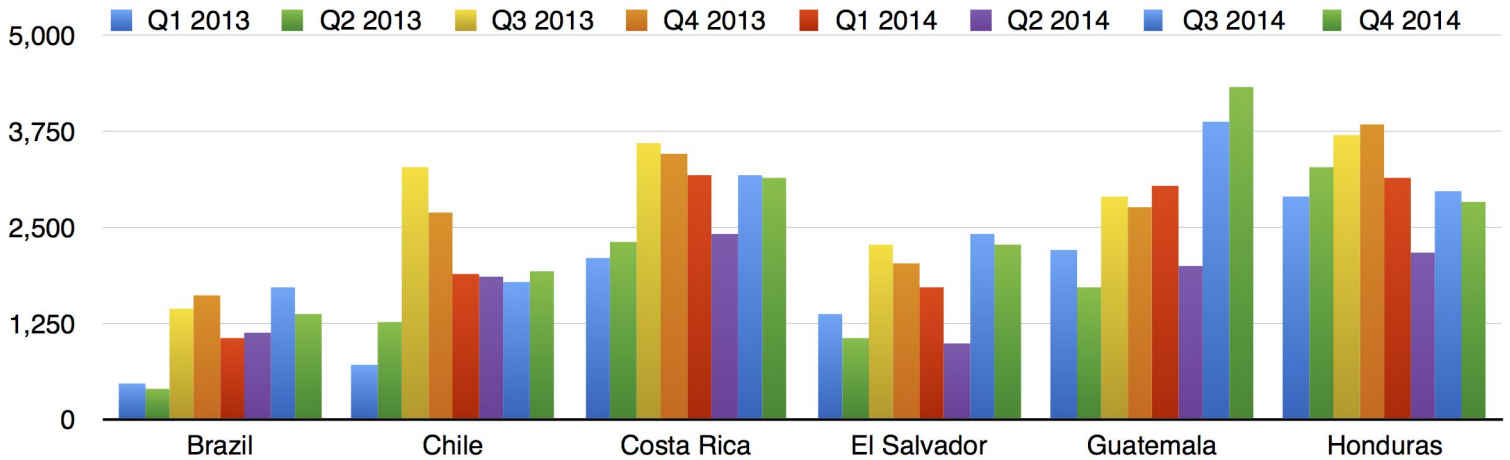
Libya

Political instability and falling oil prices have caused car import volumes to drop dramatically. We do not foresee growth in Libya unless oil prices return to their previous levels.

Nigeria

Nigeria has seen one of the largest decreases in volume due to import taxes specifically aimed at limiting car imports. The Nigerian government has increased the car import tax in February 2014 by 35% and in January 2015 by another 35%. This has severely slowed the direct car import market to Nigeria. Many overseas dealers have been re-exporting through surrounding countries such as Benin. Read more here - [Link](#)

Top Destinations in the Americas



Brazil

Possessing South America's largest consumer market, most expect Brazil to have larger import car volumes. But due to high import taxes and strict importation laws, Brazil's auto market is less than friendly for international car traders.

Chile

Chile has remaining virtually unchanged during 2014. Late model Toyotas, Nissans and Fords were the most demanded vehicles. Korean automakers also hold a tight grip of the new car market.

Costa Rica

Demand for overseas cars in Costa Rica has been stagnant since the 3rd quarter of 2013. Most of their demand is for used SUVs, small economical sedans and brand new Mercedes vehicles from Florida.

El Salvador

El Salvador, a small country in Central America is an importer of small used SUVs, and economical sedans made by Toyota, Nissan and Honda. Most of the vehicles shipped there originate from Florida, New York and California.

Guatemala

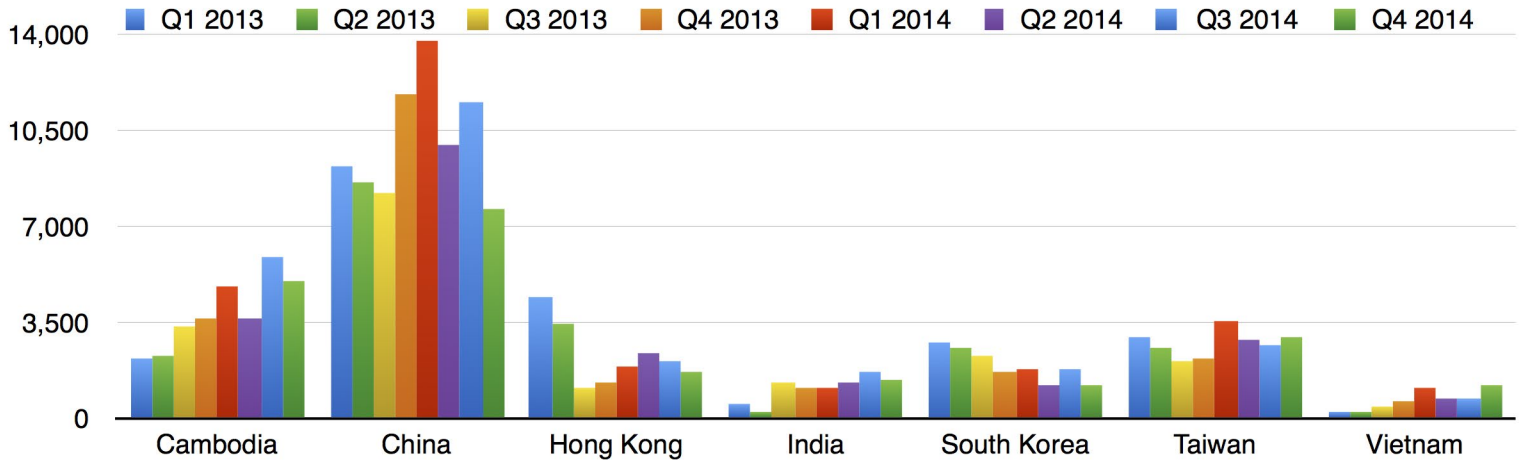
Guatemala has experienced healthy growth during the last 8 quarters. Mercedes-Benz and Chrysler both picked up volumes by exporting brand new vehicles in containers to Guatemala. Which is surprising because most new vehicles (except for Tesla) are shipped via Roll-on/Roll-off service. We estimate that the demand in Guatemala for new cars is not large enough to justify sending a fully loaded RoRo ship.

Honduras

Honduras imports a large number of used SUVs and used affordable sedans such as the Toyota Corolla. While volumes are not significant, BMW, Chrysler, Honda, and Ford all ship new vehicles in containers to Honduras.



Top Destinations in Asia



Cambodia

A growing gray market for new and luxury cars has driven up the volume of car imports to Cambodia. They face a similar situation as China, which turned out to be beneficial for the Chinese citizens and car importers. But we are still awaiting a decision by the Cambodian government to tell us if they will continue accepting gray imports or if they will begin to protect automaker authorized dealers and limit the ability for an average dealer and citizen to import new cars.

China

The legalization of parallel car imports has resulted in greater demand for new cars to be shipped to China. New cars are now allowed to be imported and sold in local dealerships without the automakers consent. China is also a major re-export hub to other countries in the Far East that ship vehicles through China via the railroad. Read More about parallel car imports here - [Link](#)

Hong Kong

Since 2013, the demand for import cars has fallen due tighter regulation on import cars. Most of the vehicles being imported now are used German made SUVs and sedans.

India

As India's economy continues to grow, more people begin to want their own vehicles. But so far with it's own auto manufacturing sector and high import taxes, the demand for US cars is not substantial enough to make a business out of.

South Korea

South Koreans are increasingly turning to foreign imports over domestic cars. Unfortunately most of their car imports are from Europe instead of the US. But they do still purchase large SUVs and pickups from the US.

Taiwan

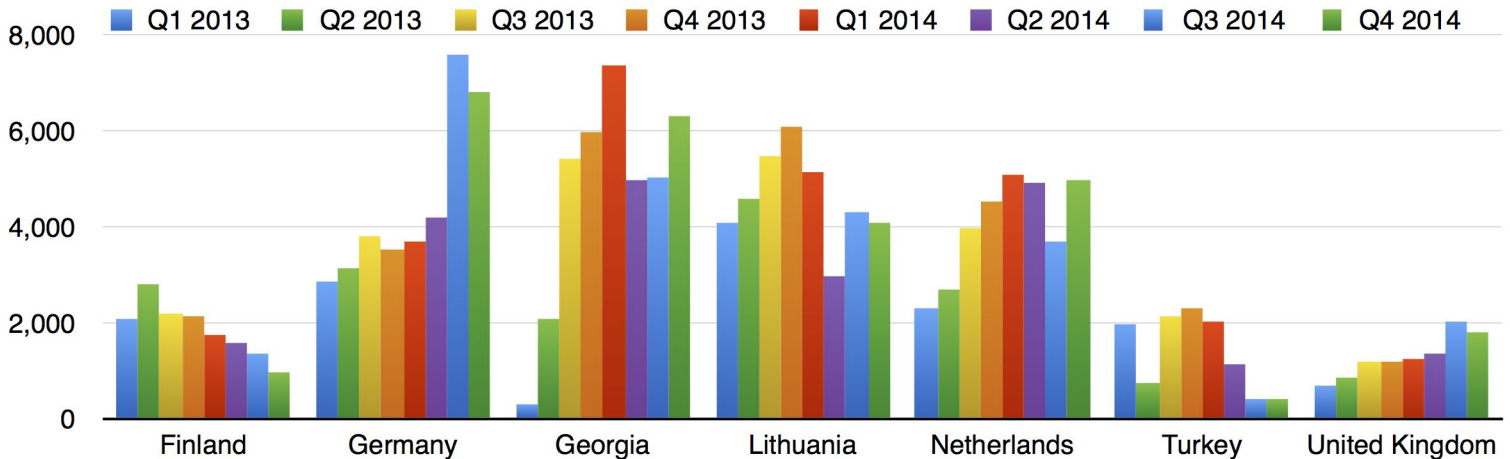
Car shipping volumes to Taiwan have been experiencing steady growth since the 3rd quarter of 2013. This is mostly due to increasing demand for both new and used vehicles from the US.

Vietnam

Vietnam is looking rather promising for international car traders. They plan to cut import taxes each year to lower the cost of vehicles. After announcing import tax cuts for 2015, they had doubled the number of cars being imported from the US in the 4th quarter. The government already plans further cuts for 2016.



Top Destinations in Europe



Finland

Car shipping volumes to Finland have been plummeting each quarter due to political turmoil. Finland was previously a large re-export hub for vehicles destined for Russia. As Russian demand for import cars fell, so have the number of vehicles being shipped to Finland.

Germany

Germany is one of the most popular destinations for classic cars from the US. Vintage Porsches, BMWs and Mercedes are exported to Germany in large numbers. And as the demand for classic cars continues to grow, so do the number of exports to Germany.

Georgia

One of the largest increases by volume for 2014 was seen by Georgia. It has been a major re-export hub for surrounding countries including Azerbaijan and Armenia. But since losing most of Azerbaijan's volume due to new emission standards and losing Armenia to the Eurasian Economic Union, we foresee a slow-down in its auto growth during 2015.

Lithuania

When it comes to car shipping, Lithuania is in a similar situation as Finland. They handle re-exports to both Russia and Asia, but with demand lacking in the last 4 quarters, so are the prospects of growth in Lithuania's car import future.

Netherlands

The Netherlands currently offer some of the most competitive rates for classic car importers in the EU. We see a large volumes of VW buses, classic Porsches, and classic American muscle cars being shipped to Rotterdam. Tesla ships most of their overseas cars to Rotterdam. You can find see more details on shipping to Rotterdam here - [Link](#)

Turkey

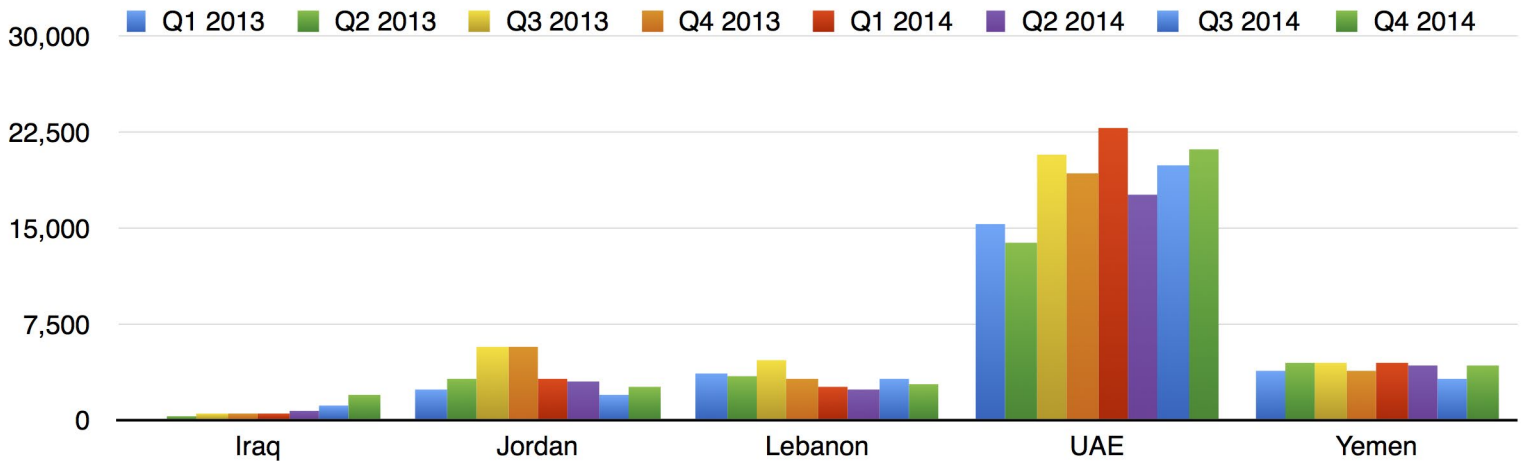
Turkey's car import volume from the US has fallen significantly since 2014 began. This is due to newly introduced import taxes that have greatly increased the cost for importing vehicles into the country. Turkey is now focusing on forcing automakers to produce vehicles locally.

United Kingdom

Classic cars account for almost 75% of the car import volume into the UK. Most are classic european cars being imported back to Europe either for sale or classic car events. The growth in demand correlates with the growing interest in classic cars.



Top Destinations in the Middle East



Iraq

Since banning Iranian car imports in 2013, Iraq's demand for cars from the US has grown by almost 300%. Most of the vehicles being shipped to Iraq, are late model Hyundais and Toyotas.

Jordan

Jordan was previously a major importer of used late model Toyotas & Hyundais from the US. But they have recently began to shift over their market to South Korea. They are also a re-export hub for cars to Libya.

Lebanon

Lebanon is remaining stagnant due to it's increased import taxes and competition with Korean and Chinese vehicles. Previously, Lebanon has had greater demand for larger and more expensive vehicles from the US, but due to their economical uncertainty it has slowly shifted towards cheaper cars from Korea and China.

United Arab Emirates

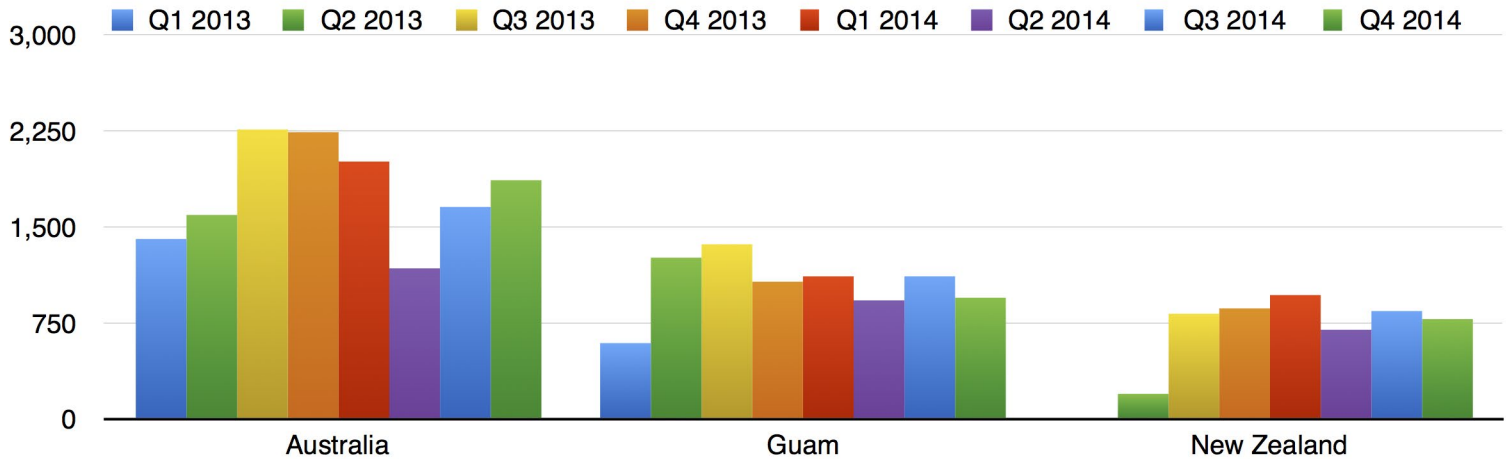
The UAE is once again the top destination for containerized car exports from the US. Records volumes are due to the affordable shipping costs and the continued reliance of neighboring countries on UAE as a major re-export hub in the region. The US continues to be the number one exporter to the UAE.

Yemen

After banning salvage cars back in 2013, Yemen has continued to import cars at a consistent volume each quarter. It has not seen any changes in it's auto demand.



Top Destinations in Oceania



Australia

A strong US dollar is presenting a challenge for international car traders who ship to Australia. In the last 12 months, the USD has appreciated over 20% against the Australian dollar. But they are still picking up volume due to the demand of both new and classic American muscle cars and pickups. Read more on how the a strong dollar hurts exports - [Link](#)

New Zealand

New Zealand has not experienced any significant growth, but car shipping volumes have been consistent for the past 6 quarters. The majority of of cars being shipped there are American muscle cars. Both classic and new models are extremely popular with the locals.

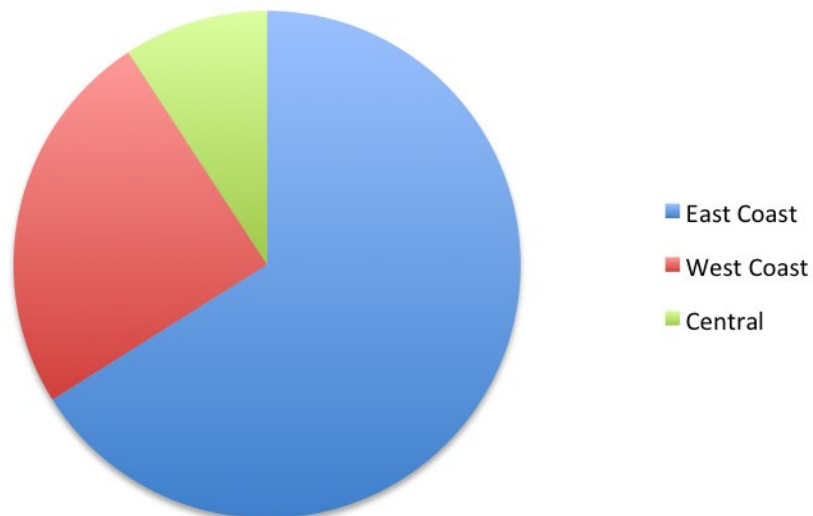
Guam

Most vehicles that get shipped to Guam are either military vehicles or personal vehicles of the army men. The only ports that service Guam are Honolulu and Los Angeles.



Top US Ports of Departure for Cars in Q4 2014

Top U.S. Ports	2014 (cars)	2014 vs 2013	2014 Q4 Cars	Q4 vs 2014 Q3
New York/New Jersey	173,974	-10%	45,074	+12%
Savannah	62,866	+20%	16,638	+1%
Long Beach	62,033	+23%	14,689	-7%
Los Angeles	50,058	+1%	10,485	-17%
Houston	45,825	+17%	12,512	+9%
Pt Everglades	41,137	+3%	11,205	-3%
Norfolk	22,203	+3%	6,300	+3%
Miami	19,019	-4%	4,970	+14%
Oakland	12,296	-6%	3,028	-1%
Charleston	10,803	+55%	3,520	+16%
Baltimore	6,671	-38%	1,607	-9%
Wilmington Delaware	5,961	-18%	2,175	+25%
Jacksonville	5,656	-14%	1,481	-16%
Seattle	4,557	+48%	1,019	-18%
West Palm Beach	4,202	+8%	1,372	+48%
Freeport Texas	3,443	+115%	1,182	+26%
Tacoma	2,874	-5%	596	+27%





Top Ocean Carriers Handling Car Shipping in Q4

Top Ocean Carriers	2014 (cars)	2014 vs 2013	Q4 2014 (cars)	Q4 vs 2014 Q3
MSC	81,170	-	21,354	-1%
Maersk	72,434	+31%	20,491	+11%
APL	38,902	-3%	8,686	+4%
United Arab Shipping	36,243	+43%	8,809	+23%
OOCL	27,081	-2%	6,458	-3%
Hapag-Lloyd	26,862	+58%	7,838	+3%
Great White Fleet Ltd	25,182	+29%	6,167	-20%
CMA-CGM	23,400	+9%	5,742	+8%
Evergreen Line	20,900	-31%	5,501	+27%
ZIM	20,388	+4%	4,755	-9%
MOL	20,291	+36%	4,717	-9%
Hyundai Merchant Marine	17,024	-36%	3,538	-27%
Hanjin Shipping Company	16,200	-32%	4,011	-
Safmarine	15,504	+65%	5,346	+31%
ANL Container Line	9,065	+136%	1,991	-24%
NYK Line	9,042	+33%	2,457	+3%
China Ocean Shipping	8,578	-19%	2,103	+5%
Yang Ming Line	8,128	-2%	1,379	-25%
Crowley Liner Services	8,010	-14%	2,610	+8%
Seaboard Marine Ltd	7,055	+15%	2,294	+37%
King Ocean Services	5,811	+16%	2,054	+55%
Hamburg Sud	5,553	-8%	1,264	-23%
Dole Ocean Cargo Express	4,550	-1%	2,062	+170%
Matson Navigation Co Inc	4,333	+7%	1,043	-10%
Tropical Shipping	4,015	+19%	1,320	+46%
Empresa De Nevegacao	3,104	+34%	719	-40%
Pacific Int. Line	2,885	-46%	714	+52%
Hybur Shipping	2,226	+65%	396	-46%
Wan Hai Lines Ltd	1,724	+415%	320	-51%
Atlantic Container Line	1,634	-3%	429	+22%
Transatlantic Lines	845	-23%	341	+42%



West Coast Shipping Services



Car Export Service Shipping Cars FROM the United States

Warehouse locations on both the East and West Coast US

Pickup from anywhere in the continental US

Shipping from the US to over 40 countries around the world

In-House team which handles loading, documentation, customs clearance and overseas shipping.

Extensive experience with shipping classics, exotics and event submarines.

Car Import Service Shipping Cars TO the United States

Warehouse locations on the East and West Coast US

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+1.510.236.3008
contactus@wcshipping.com