

Ocean Rate Bulletin



Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 4.0 \ 28.0

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>					<i>Size</i>	<i>ContainerRate</i>		
					<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Evergreen	50%	7%	26 Days	\$5.03	\$6			\$34				840 pkgs.	\$4,945
Maersk	25%	39%	18 Days ³	\$5.13	\$6			\$34				840 pkgs.	\$5,029
APL	25%	18%	19 Days	\$5.13	\$6			\$34				840 pkgs.	\$5,029
OOCL	0%	29%	28 Days	\$5.13	\$6			\$34				840 pkgs.	\$5,029
Hanjin	0%	4%	26 Days	\$4.95	\$6			\$26				850 pkgs.	\$4,734

³ Transit time is based on departure from Tacoma, WA.

Average Container Rate \$4,987

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 155.9 \ 2,178.1

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Hyundai	25%	21%	18 Days	\$2.27	\$6			\$34				840 pkgs.	\$2,627
COSCO	24%	34%	18 Days	\$3.18	AI			AI				840 pkgs.	\$2,671
Evergreen	12%	13%	12 Days ³	\$2.27	\$6			\$34				840 pkgs.	\$2,627
APL	10%	11%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
OOCL	10%	8%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
P&O Nedlloyd	8%	1%	17 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Mitsui OSK	4%	5%	12 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711
Yang Ming	4%	3%	18 Days	\$2.27	\$120 ¹			\$34				840 pkgs.	\$2,639
Sea-Land	1%	1%	18 Days ³	\$2.37	\$6			\$34				840 pkgs.	\$2,711
NYK Line	1%	1%	17 Days	\$2.37	\$6			\$34				840 pkgs.	\$2,711

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Average Container Rate \$2,667

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 133.0 \ 2,650.9

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Hyundai	23%	5%	22 Days	\$3.05	\$6			\$34				840 pkgs.	\$3,282
Sea-Land	22%	25%	20 Days ³	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Maersk	19%	26%	20 Days ³	\$3.15	\$6			\$34				840 pkgs.	\$3,366
APL	11%	20%	22 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Hanjin	10%	1%	23 Days	\$3.05	\$6			\$26				840 pkgs.	\$3,138
NYK Line	7%	6%	25 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
OOCL	6%	9%	19 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
P&O Nedlloyd	2%	1%	26 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Evergreen	0%	5%	26 Days	\$3.05	\$6			\$34				840 pkgs.	\$3,282

³ Transit time is based on departure from Tacoma, WA.

Average Container Rate \$3,324

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 252.1 \ 2,814.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Evergreen	35%	18%	13 Days ³	\$1.69	\$6		8%	\$34				840 pkgs.	\$2,253
NYK Line	19%	23%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Neptune	15%	18%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
APL	7%	12%	17 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Maersk	6%	1%	18 Days ³	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Hapag-Lloyd	5%	6%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
P&O Nedlloyd	4%	4%	14 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
OOCL	3%	4%	17 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616
Hyundai	2%	5%	20 Days	\$1.69	\$6		8%	\$34				840 pkgs.	\$2,253
Mitsui OSK	2%	4%	17 Days	\$2.09	\$6		8%	\$34				840 pkgs.	\$2,616

³ Transit time is based on departure from Tacoma, WA.

Average Container Rate \$2,479

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 179.0 \ 1,261.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
OOCL	37%	10%	24 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Hyundai	34%	35%	23 Days	\$2.93	\$6			\$34				840 pkgs.	\$3,181
APL	9%	18%	20 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Maersk	9%	15%	24 Days ³	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Evergreen	5%	1%	15 Days ³	\$2.93	\$6			\$34				840 pkgs.	\$3,181
NYK Line	3%	2%	21 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Sea-Land	2%	3%	21 Days ³	\$3.13	\$6			\$34				840 pkgs.	\$3,349
P&O Nedlloyd	1%	4%	20 Days	\$3.13	\$6			\$34				840 pkgs.	\$3,349
Hanjin	1%	1%	19 Days	\$2.93	\$6			\$26				840 pkgs.	\$3,037
COSCO	0%	10%	25 Days	\$3.94	AI			AI				840 pkgs.	\$3,310

³ Transit time is based on departure from Tacoma, WA.

Average Container Rate \$3,281

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 39.0 \ 492.3

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
APL	31%	25%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Maersk	20%	23%	16 Days ³	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Sea-Land	15%	18%	20 Days ³	\$3.15	\$6			\$34				840 pkgs.	\$3,366
OOCL	10%	19%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
P&O Nedlloyd	10%	4%	26 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Hyundai	5%	7%	30 Days	\$3.00	\$6			\$34				840 pkgs.	\$3,240
Mitsui OSK	5%	3%	18 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366
Neptune	3%	0%	23 Days	\$3.15	\$6			\$34				840 pkgs.	\$3,366

³ Transit time is based on departure from Tacoma, WA.

Average Container Rate \$3,360

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 62.6 \ 407.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
OOCL	22%	21%	16 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Maersk	21%	9%	14 Days ³	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Sea-Land	15%	8%	14 Days ³	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
APL	14%	16%	16 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
P&O Nedlloyd	13%	5%	28 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Hyundai	10%	28%	25 Days	\$2.84	\$6		13%	\$34				840 pkgs.	\$3,416
Hanjin	3%	0%	21 Days	\$2.84	\$6		13%	\$34				840 pkgs.	\$3,416
COSCO	2%	3%	27 Days	\$4.25	AI		AI	AI				840 pkgs.	\$3,570
Neptune	2%	0%	21 Days	\$2.99	\$6		13%	\$34				840 pkgs.	\$3,558
Cho Yang	0%	6%	21 Days	\$3,950 ¹	AI		AI	AI					\$3,950

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

Average Container Rate \$3,540

Ocean Rate Bulletin

Washington State Ports To Vladivostok, Russian Far East

Fresh Apples

Monthly Market Share For: November 1997

Month\Year: 15.2 \ 76.6

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
FESCO	87%	75%	18 Days ⁷	\$7,400	AI			\$350		\$0			\$9,600
Sunmar	13%	25%	24 Days ⁷	\$7,400	AI			\$350		\$0			\$9,600

⁷ Transit time is based on departure from Olympia, WA

Average Container Rate \$9,600