

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 213\1,527

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	43%	32%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Sea-Land	23%	15%	16 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	11%	6%	19 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	8%	6%	22 Days	\$4.18	\$7			\$34				840 pkgs.	\$4,249
Maersk	8%	5%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
NYK Line	3%	7%	27 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
P&O Nedlloyd	3%	2%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hanjin	0%	7%	24 Days										
Neptune	0%	6%	29 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	0%	2%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 19\106

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
OOCL	47%	24%	25 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
Maersk	26%	27%	17 Days ³	\$7.20	\$7			\$34				850 pkgs.	\$6,858
APL	16%	34%	19 Days	\$7.20	\$7			\$34				850 pkgs.	\$6,858
Sea-Land	11%	4%	18 Days ³	\$7.20	\$7			\$34				850 pkgs.	\$6,858

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 168\2,518

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>							<i>Size</i>	<i>ContainerRate</i>
					<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Hyundai	23%	18%	13 Days	\$3.30	\$7			\$34				840 pkgs.	\$3,510
COSCO	21%	14%	15 Days	\$4.05	AI			AI				840 pkgs.	\$3,402
Evergreen	16%	7%	20 Days ³	\$3.30	\$7			\$34				840 pkgs.	\$3,510
APL	15%	20%	12 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Mitsui OSK	7%	9%	20 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
OOCL	6%	15%	11 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Mexican Line	4%	0%	13 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Maersk	3%	3%	18 Days ³	\$3.40	\$7			\$34				840 pkgs.	\$3,594
NYK Line	1%	4%	20 Days ³	\$3.40	\$7			\$34				840 pkgs.	\$3,594
K Line	1%	0%	13 Days	\$3.40	\$7			\$34				840 pkgs.	\$5,694

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 177\2,093

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	46%	29%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Sea-Land	29%	3%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	15%	18%	30 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
OOCL	5%	3%	19 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
NYK Line	3%	4%	30 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Hyundai	1%	27%	24 Days	\$3.49	\$7			\$34				840 pkgs.	\$3,670
Mitsui OSK	0%	3%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
P&O Nedlloyd	0%	1%	26 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 413\3,497

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
NYK Line	28%	37%	19 Days ³	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Neptune	17%	19%	24 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
APL	12%	6%	19 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Evergreen	12%	6%	19 Days ³	\$3.30	\$7		9%	\$34				840 pkgs.	\$3,759
OOCL	7%	3%	12 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hapag-Lloyd	6%	5%	14 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Mitsui OSK	5%	1%	18 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hyundai	4%	18%	15 Days	\$3.30	\$7		9%	\$34				840 pkgs.	\$3,759
P&O Nedlloyd	4%	1%	12 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Maersk	2%	1%	19 Days ³	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 57\883

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	44%	31%	21 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737
APL	28%	41%	20 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
OOCL	19%	11%	26 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hyundai	4%	8%	17 Days	\$3.37	\$7			\$34				840 pkgs.	\$3,569
Evergreen	4%	0%	21 Days ³	\$3.37	\$7			\$34				840 pkgs.	\$3,569
Hapag-Lloyd	2%	2%	19 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Sea-Land	0%	4%	21 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 96\700

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Maersk	29%	26%	15 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	25%	9%	18 Days	\$4.33	\$7			\$34				840 pkgs.	\$4,375
Sea-Land	22%	20%	15 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	11%	15%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	9%	20%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Mitsui OSK	3%	4%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
P&O Nedlloyd	0%	3%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 73\507

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Sea-Land	28%	13%	14 Days ³	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Hyundai	19%	8%	17 Days	\$4.23	\$7		16%	\$34				840 pkgs.	\$4,860
Cho Yang	15%	3%	25 Days	\$3,400 ¹	\$140 ¹		16%	AI					\$4,084
APL	12%	22%	16 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
OOCL	12%	20%	16 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Maersk	11%	18%	14 Days ³	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Mitsui OSK	3%	3%	16 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Neptune	0%	4%	21 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
NYK Line	0%	2%	22 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
P&O Nedlloyd	0%	1%	10 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Fresh Apples

Monthly Market Share For: December 1996

Month\Year: 2\174

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Evergreen	100%	38%	12 Days	\$3.12	\$7		47%	\$34				840 pkgs.	\$4,591