

Ocean Rate Bulletin



Ocean Rate Bulletin

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 14.0 \ 14.0

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>
Maersk	36%	36%	18 Days ³	\$5.13	\$4			\$34				840 pkgs.	\$4,993
APL	29%	29%	19 Days	\$5.13	\$4			\$34				840 pkgs.	\$4,993
Hanjin	14%	14%	23 Days	\$4.95	\$4			\$26				850 pkgs.	\$4,748

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

Average Container Rate \$4,949

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 282.1 \ 282.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Hyundai	24%	24%	11 Days	\$2.27	\$4			\$34				840 pkgs.	\$2,591
APL	22%	22%	11 Days	\$2.37	\$4			\$34				840 pkgs.	\$2,675
OOCL	15%	15%	14 Days	\$2.37	\$4			\$34				840 pkgs.	\$2,675
Mitsui OSK	10%	10%	11 Days	\$2.37	\$4			\$34				840 pkgs.	\$2,675
COSCO	10%	10%	18 Days	\$3.04								840 pkgs.	\$2,554
Yang Ming	7%	7%	19 Days	\$2.27	\$120 ¹			\$34				840 pkgs.	\$2,639
Evergreen	5%	5%	15 Days ³	\$2.27	\$4			\$34				840 pkgs.	\$2,591
P&O Nedlloyd	2%	2%	18 Days	\$2.37	\$4			\$34				840 pkgs.	\$2,675
NYK Line	2%	2%	14 Days	\$2.37	\$4			\$34				840 pkgs.	\$2,675
Cho Yang	2%	2%	17 Days	\$2.27	\$4			\$34				840 pkgs.	\$2,591

1 Rate is per container

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

Average Container Rate \$2,634

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 6.0 \ 6.0

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>		
Maersk	83%	83%	20 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Sea-Land	17%	17%	20 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330

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

Average Container Rate \$3,330

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 7.0 \ 7.0

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>
OOCL	100%	100%	24 Days	\$3.13	\$4			\$34				840 pkgs.	\$3,313

Average Container Rate \$3,313

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 20.9 \ 20.9

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>		
OOCL	38%	38%	24 Days	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Hyundai	19%	19%	17 Days	\$3.00	\$6			\$32				840 pkgs.	\$3,204
APL	19%	19%	17 Days	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Maersk	19%	19%	16 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Sea-Land	5%	5%	20 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330

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

Average Container Rate \$3,306

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 21.0 \ 21.0

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>		
Hyundai	43%	43%	18 Days	\$3.05	\$4			\$34				840 pkgs.	\$3,246
Sea-Land	19%	19%	17 Days ³	\$3.25	\$4			\$34				840 pkgs.	\$3,414
APL	10%	10%	30 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414
Mitsui OSK	5%	5%	20 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414

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

Average Container Rate \$3,321

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 469.6 \ 469.6

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:					Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec			ARB
Evergreen	53%	53%	13 Days ³	\$1.69	\$4		4%	\$34			840 pkgs.	\$2,160
APL	36%	36%	15 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
NYK Line	35%	35%	18 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$3,510
P&O Nedlloyd	13%	13%	17 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Hapag-Lloyd	6%	6%	14 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Mitsui OSK	5%	5%	20 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
OOCL	5%	5%	18 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Cho Yang	4%	4%	16 Days	\$1.63	\$4		4%	\$34			840 pkgs.	\$2,108
Hanjin	3%	3%	16 Days	\$1.69	\$4		4%	\$26			840 pkgs.	\$2,016
K Line	3%	3%	20 Days ³	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510

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

Average Container Rate \$2,592

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Singapore

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 35.5 \ 35.5

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>
Maersk	37%	37%	14 Days ³	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Sea-Land	20%	20%	14 Days ³	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
APL	17%	17%	16 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
OOCL	11%	11%	23 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Hanjin	6%	6%	21 Days	\$2.84	\$4		9%	\$26				840 pkgs.	\$3,140
Hyundai	3%	3%	16 Days	\$2.84	\$4		9%	\$34				840 pkgs.	\$3,284
Mitsui OSK	3%	3%	15 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
P&O Nedlloyd	3%	3%	23 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Yang Ming	1%	1%	29 Days	\$2.84	\$4		9%	\$34				840 pkgs.	\$3,284

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

Average Container Rate \$3,400

Ocean Rate Bulletin

Washington State Ports To Magadan, Russian Far East

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 29.0 \ 29.0

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>		
FESCO	97%	97%	14 Days ⁷	\$5,650				\$550 ¹					\$6,200
Sunmar	3%	3%	14 Days ⁷	\$5,650				\$550 ¹					\$6,200

¹ Rate is per container

⁷ Transit time is based on departure from Olympia, WA

Average Container Rate \$6,200

Ocean Rate Bulletin

Washington State Ports To Vladivostok, Russian Far East

Fresh Apples

Monthly Market Share For: January 1998

Month\Year: 18.1 \ 18.1

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>		
FESCO	94%	94%	22 Days ⁷	\$5,650				\$550 ¹					\$6,200
Hyundai	6%	6%	20 Days	\$6,500									\$6,500

¹ Rate is per container

⁷ Transit time is based on departure from Olympia, WA

Average Container Rate \$6,218