

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 69.0 \ 90.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Hyundai	35%	37%	25 Days	\$3.05	\$4			\$34				840 pkgs.	\$3,246
Sea-Land	22%	21%	26 Days ³	\$3.25	\$4			\$34				840 pkgs.	\$3,246
Mitsui OSK	17%	14%	21 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414
APL	11%	12%	15 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414
Maersk	6%	8%	16 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414
Cho Yang	4%	3%	20 Days	\$3.05	\$4			\$34				840 pkgs.	\$3,246
Hanjin	1%	2%	20 Days	\$3.05	\$4			\$26				840 pkgs.	\$3,102
OOCL	1%	2%	21 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414
P&O Nedlloyd	1%	1%	22 Days	\$3.25	\$4			\$34				840 pkgs.	\$3,414

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

Average Container Rate \$3,306

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Keelung, Taiwan

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 512.6 \ 982.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:					Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec			ARB
Evergreen	43%	38%	13 Days	\$2.02	\$4		4%	\$34			840 pkgs.	\$2,449
APL	16%	19%	15 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Mitsui OSK	9%	6%	15 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Sea-Land	7%	4%	15 Days ³	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
NYK Line	5%	13%	82.09 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
OOCL	5%	4%	17 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Hanjin	4%	3%	14 Days	\$1.49	\$4		4%	\$26			840 pkgs.	\$1,842
Cho Yang	4%	3%	17 Days	\$1.63	\$4		4%	\$34			840 pkgs.	\$2,108
P&O Nedlloyd	2%	5%	16 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510
Hapag-Lloyd	2%	3%	18 Days	\$2.09	\$4		4%	\$34			840 pkgs.	\$2,510

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

Average Container Rate \$2,439

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 1.0 \ 1.0

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>		
Cho Yang	100%	100%	18 Days										

Average Container Rate

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 139.5 \ 421.6

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>
Hyundai	19%	22%	12 Days	\$2.02	\$4			\$34				840 pkgs.	\$2,381
COSCO	17%	12%	16 Days	\$2.12	\$4			\$34				840 pkgs.	\$2,465
Evergreen	15%	8%	15 Days	\$2.02	\$4			\$34				840 pkgs.	\$2,381
Yang Ming	10%	8%	18 Days	\$2.27	\$4			\$34				840 pkgs.	\$2,591
Cho Yang	9%	14%	18 Days	\$2.27	\$4			\$34				840 pkgs.	\$2,591

Average Container Rate \$2,459

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 2.0 \ 8.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	50%	75%	19 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Sea-Land	50%	25%	26 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 Magadan, Russian Far East

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 0.8 \ 29.9

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>		
Sunmar	400%	6%	16 Days ⁷	\$5,650 ¹				\$550 ¹					\$6,200
FESCO	0%	94%	13 Days ⁷	\$4,500 ¹				\$415 ¹					\$4,915

¹ Rate is per container

⁷ Transit time is based on departure from Olympia, WA

Average Container Rate \$6,200

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 44.0 \ 51.0

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>
Hyundai	68%	59%	17 Days	\$2.93	\$4			\$34				840 pkgs.	\$3,145
Cho Yang	11%	10%	25 Days	\$2.93	\$4			\$34				840 pkgs.	\$3,145
APL	9%	8%	24 Days	\$3.13	\$4			\$34				840 pkgs.	\$3,313
OOCL	5%	18%	19 Days	\$3.13	\$4			\$34				840 pkgs.	\$3,313
Mitsui OSK	5%	4%	24 Days	\$3.13	\$4			\$34				840 pkgs.	\$3,313
Maersk	2%	2%	20 Days	\$3.13	\$4			\$34				840 pkgs.	\$3,313

Average Container Rate \$3,181

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 27.0 \ 47.9

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	44%	33%	17 Days	\$3.00	\$4			\$32				840 pkgs.	\$3,204
Sea-Land	22%	15%	22 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330
OOCL	7%	21%	24 Days	\$3.15	\$4			\$34				840 pkgs.	\$3,330
P&O Nedlloyd	7%	4%	17 Days ³	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Maersk	4%	10%	17 Days	\$3.15	\$4			\$34				840 pkgs.	\$3,330
APL	4%	10%	17 Days	\$3.15	\$4			\$34				840 pkgs.	\$3,330
Cho Yang	4%	2%	22 Days	\$3.00	\$4			\$34				840 pkgs.	\$3,204

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

Average Container Rate \$3,264

Ocean Rate Bulletin

Seattle/Tacoma Ports To Shanghai, China

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 1.0 \ 4.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
NYK Line	10%	50%	16 Days	\$2.34	\$4			\$34				840 pkgs.	\$2,686
OOCL	0%	50%	18 Days	\$2.34	\$4			\$34				840 pkgs.	\$2,686

Average Container Rate \$2,686

Ocean Rate Bulletin

Seattle/Tacoma Ports To Vladivostok, Russian Far East

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 19.9 \ 38.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sunmar	100%	52%	18 Days	\$4,450 ¹				\$550 ¹					\$5,000
FESCO	0%	45%	15 Days ⁷	\$3,885 ¹				\$415 ¹					\$4,300
Hyundai	0%	3%	20 Days	\$6,500 ¹									\$6,500

¹ Rate is per container

⁷ Transit time is based on departure from Olympia, WA

Average Container Rate \$5,000

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Singapore

Fresh Apples

Monthly Market Share For: March 1998

Month\Year: 17.7 \ 53.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Cho Yang	37%	12%	19 Days	\$2.84	\$4		9%	\$34				840 pkgs.	\$3,284
Maersk	17%	30%	15 Days ³	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Hyundai	17%	8%	16 Days	\$2.84	\$4		9%	\$34				840 pkgs.	\$3,284
APL	11%	15%	16 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Sea-Land	6%	15%	21 Days ³	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
OOCL	0%	8%	23 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Hanjin	0%	4%	19 Days	\$2.84	\$4		9%	\$26				840 pkgs.	\$3,140
P&O Nedlloyd	0%	2%	23 Days	\$2.99	\$4		9%	\$34				840 pkgs.	\$3,422
Yang Ming	0%	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 \$3,337