

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: March 1997

Month\Year: 221\538

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	33%	46%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Sea-Land	24%	19%	23 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	21%	12%	25 Days	\$4.18	\$7			\$34				840 pkgs.	\$4,417
OOCL	13%	3%	20 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Maersk	4%	2%	17 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
K Line	2%	2%	24 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	2%	2%	21 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
NYK Line	1%	1%	27 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hanjin	0%	3%	27 Days	\$5.10	\$7			\$34				840 pkgs.	\$5,022
P&O Nedlloyd	0%	1%	26 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 Hong Kong

Fresh Apples

Monthly Market Share For: March 1997

Month\Year: 143\797

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>
COSCO	35%	21%	17 Days	\$3.50	AI			AI				840 pkgs.	\$2,940
Hyundai	20%	22%	13 Days	\$3.15	\$7			\$34				840 pkgs.	\$3,384
Evergreen	17%	10%	14 Days ³	\$3.15	\$7			\$34				840 pkgs.	\$3,384
Mitsui OSK	6%	6%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Mexican Line	5%	3%											
OOCL	3%	13%	12 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Maersk	3%	2%	18 Days ³	\$3.25	\$7			\$34				840 pkgs.	\$3,468
Hanjin	2%	4%	20 Days	\$3.15	\$7			\$34				840 pkgs.	\$3,384
Sea-Land	2%	1%	18 Days ³	\$3.25	\$7			\$34				840 pkgs.	\$3,468
K Line	1%	16%	13 Days	\$3.25	\$7			\$34				840 pkgs.	\$3,468

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: March 1997

Month\Year: 280\621

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	35%	34%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Sea-Land	27%	24%	27 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	20%	24%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
OOCL	11%	12%	19 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Hyundai	5%	5%	30 Days	\$3.49	\$7			\$34				840 pkgs.	\$3,670
NYK Line	1%	1%	25 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Mitsui OSK	1%	0%	22 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754
Evergreen	1%	0%	28 Days ³	\$3.42	\$7			\$34				840 pkgs.	\$3,611

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: March 1997

Month\Year: 316\1,230

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>
APL	25%	17%	16 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
NYK Line	21%	30%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Neptune	12%	18%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Hapag-Lloyd	10%	7%	20 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Evergreen	8%	5%	17 Days ³	\$3.15	\$7		10%	\$34				840 pkgs.	\$3,649
Hyundai	7%	6%	20 Days	\$3.15	\$7		10%	\$34				840 pkgs.	\$3,649
OOCL	5%	5%	17 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Mitsui OSK	4%	5%	17 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
Maersk	4%	1%	19 Days ³	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741
P&O Nedlloyd	2%	5%	14 Days	\$3.25	\$7		10%	\$34				840 pkgs.	\$3,741

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: March 1997

Month\Year: 85\306

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	33%	28%	21 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hyundai	32%	34%	17 Days	\$3.37	\$7			\$34				840 pkgs.	\$3,569
APL	15%	23%	20 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
OOCL	12%	7%	24 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Sea-Land	2%	3%	23 Days ³	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Evergreen	2%	1%	19 Days ³	\$3.37	\$7			\$34				840 pkgs.	\$3,569
Neptune	2%	1%	29 Days	\$3.57	\$7			\$34				840 pkgs.	\$3,737
Hapag-Lloyd	1%	2%	19 Days	\$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: March 1997

Month\Year: 68\182

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%	18%	26 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	25%	26%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Maersk	25%	20%	16 Days ³	\$4.38	\$7			\$34				840 pkgs.	\$4,417
APL	16%	27%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
Hyundai	3%	7%	31 Days	\$4.33	\$7			\$34				840 pkgs.	\$4,375
COSCO	1%	1%	27 Days	\$4,500 ¹	AI			AI					\$4,500
Mitsui OSK	1%	1%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: March 1997

Month\Year: 68\152

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>
Hyundai	48%	29%	25 Days	\$4.23	\$7		17%	\$34				840 pkgs.	\$4,895
Maersk	16%	6%	14 Days ³	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
OOCL	11%	25%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
COSCO	8%	4%	27 Days	\$5,000 ¹	AI		AI	AI					\$5,000
Cho Yang	6%	8%	24 Days										
Sea-Land	6%	3%	24 Days ³	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
APL	4%	21%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043
Mitsui OSK	0%	2%	16 Days	\$4.38	\$7		17%	\$34				840 pkgs.	\$5,043

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: March 1997

Month\Year: 1\15

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>
Hapag-Lloyd	100%	20%	10 Days	\$3.30	\$7		42%	\$34				950 pkgs.	\$5,272
Evergreen	0%	73%	9 Days ³	\$3.12	\$7		42%	\$34				840 pkgs.	\$4,460

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