

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Fresh Apples

Monthly Market Share For: July 1997

Month\Year: 84\878

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>
Hanjin	28%	7%	21 Days	\$4.18	\$100 ¹			\$34				840 pkgs.	\$4,223
Mitsui OSK	24%	37%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Sea-Land	22%	18%	17 Days ³	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Hyundai	12%	18%	25 Days	\$4.18	\$5			\$34				840 pkgs.	\$4,213
Maersk	5%	3%	20 Days ³	\$3.25	\$5			\$34				840 pkgs.	\$3,432
OOCL	4%	10%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
COSCO	2%	3%	21 Days	\$5.15	AI			AI				840 pkgs.	\$4,326
APL	2%	2%	21 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
P&O Nedlloyd	1%	1%	26 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432

1 Rate is per container

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: July 1997

Month\Year: 1\21

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	100%	38%	18 Days ³	\$7.20	\$5			\$34					\$6,822
OOCL	0%	38%	25 Days	\$7.20	\$5			\$34					\$6,822
APL	0%	19%	19 Days	\$7.20	\$5			\$34					\$6,822

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: July 1997

Month\Year: 254\1,591

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	51%	36%	17 Days	\$3.50	AI			AI				840 pkgs.	\$2,940
Hyundai	19%	20%	13 Days	\$3.15	\$5			\$34				840 pkgs.	\$3,348
Evergreen	14%	2%	15 Days ³	\$3.15	\$5			\$34				840 pkgs.	\$3,348
Yang Ming	7%	2%	18 Days	\$3.30	\$100 ¹			\$34				840 pkgs.	\$3,484
Mitsui OSK	3%	5%	12 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
APL	2%	12%	12 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
OOCL	2%	8%	11 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
NYK Line	1%	2%	17 Days	\$3.25	\$5			\$34				840 pkgs.	\$3,432
Sea-Land	0%	1%	18 Days ³	\$3.25	\$5			\$34				840 pkgs.	\$3,432

1 Rate is per container

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: July 1997

Month\Year: 416\2,057

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Maersk	29%	27%	17 Days ³	\$3.59	\$5			\$34				840 pkgs.	\$3,718
Sea-Land	27%	27%	20 Days ³	\$3.59	\$5			\$34				840 pkgs.	\$3,718
APL	18%	21%	22 Days	\$3.59	\$5			\$34				840 pkgs.	\$3,718
OOCL	7%	8%	18 Days	\$3.59	\$5			\$34				840 pkgs.	\$3,718
Hyundai	6%	4%	24 Days	\$3.49	\$5			\$34				840 pkgs.	\$3,634
NYK Line	5%	6%	25 Days	\$3.59	\$5			\$34				840 pkgs.	\$3,718
Evergreen	5%	4%	22 Days ³	\$3.42	\$5			\$34				840 pkgs.	\$3,575
Mitsui OSK	1%	2%	22 Days	\$3.59	\$5			\$34				840 pkgs.	\$3,718
P&O Nedlloyd	1%	1%	26 Days	\$3.59	\$5			\$34				840 pkgs.	\$3,718
Yang Ming	1%	0%	26 Days										

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: July 1997

Month\Year: 185\2,167

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	30%	11%	13 Days ³	\$3.15	\$5		9%	\$34					\$3,586
Neptune	28%	19%	14 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
NYK Line	21%	25%	14 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
APL	4%	15%	17 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
Hyundai	4%	6%	15 Days	\$3.15	\$5		9%	\$34				840 pkgs.	\$3,586
Mitsui OSK	4%	4%	17 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
OOCL	3%	5%	17 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
Hapag-Lloyd	2%	7%	13 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678
Cho Yang	2%	2%	16 Days	\$3.35	\$5		9%	AI					\$3,157
P&O Nedlloyd	1%	4%	15 Days	\$3.25	\$5		9%	\$34				840 pkgs.	\$3,678

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: July 1997

Month\Year: 2,228\949

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	31%	35%	19 Days	\$3.37	\$5			\$34				840 pkgs.	\$3,533
APL	18%	20%	20 Days	\$3.57	\$5			\$34				840 pkgs.	\$3,701
Maersk	14%	18%	24 Days ³	\$3.57	\$5			\$34				840 pkgs.	\$3,701
COSCO	14%	10%	20 Days	\$4.33	AI			AI					\$3,637
P&O Nedlloyd	10%	4%	20 Days	\$3.57	\$5			\$34				840 pkgs.	\$3,701
OOCL	7%	6%	23 Days	\$3.57	\$5			\$34				840 pkgs.	\$3,701
Sea-Land	5%	3%	21 Days	\$3.57	\$5			\$34				840 pkgs.	\$3,701
NYK Line	1%	1%	21 Days ³	\$3.57	\$5			\$34				840 pkgs.	\$3,701

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: July 1997

Month\Year: 49\373

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	29%	19%	20 Days ³	\$4.38	\$5			\$34				840 pkgs.	\$4,381
Maersk	27%	23%	16 Days	\$4.38	\$5			\$34				840 pkgs.	\$4,381
APL	24%	24%	18 Days	\$4.38	\$5			\$34				840 pkgs.	\$4,381
OOCL	12%	22%	16 Days	\$4.38	\$5			\$34				840 pkgs.	\$4,381
Hyundai	4%	6%	22 Days	\$4.23	\$5			\$34				840 pkgs.	\$4,255
Mitsui OSK	4%	2%	17 Days	\$4.38	\$5			\$34				840 pkgs.	\$4,381

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Apples

Monthly Market Share For: July 1997

Month\Year: 35\302

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	34%	34%	25 Days	\$4.23	\$5		15%	\$34				840 pkgs.	\$4,788
P&O Nedlloyd	29%	3%	21 Days	\$4.38	\$5		15%	\$34				840 pkgs.	\$4,933
Maersk	15%	6%	14 Days ³	\$3.35	\$5		15%	AI				840 pkgs.	\$3,326
Sea-Land	11%	7%	14 Days ³	\$4.38	\$5		15%	\$34				840 pkgs.	\$4,933
APL	6%	16%	16 Days	\$4.38	\$5		15%	\$34				840 pkgs.	\$4,933
Evergreen	3%	0%	18 Days ³	\$4.23	\$5		15%	\$34				840 pkgs.	\$4,788
NYK Line	1%	0%	21 Days	\$4.38	\$5		15%	\$34				840 pkgs.	\$4,933
OOCL	0%	21%	15 Days	\$4.38	\$5		15%	\$34				840 pkgs.	\$4,933

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