

# Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 1\7

*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	50%	23%	23 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
COSCO	50%	15%	37 Days	\$4,900 <sup>1</sup>	AI		AI		AI				\$4,900

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 103\237

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB		
Hanjin	53%	42%	12 Days	\$192.00	\$7		2%		AI		18 KT	\$3,651
Hyundai	19%	26%	12 Days	\$186.00	\$7		2%		AI		18 KT	\$3,541
K Line	14%	12%	25 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Sea-Land	6%	4%	15 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
OOCL	3%	3%	17 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Evergreen	1%	3%	26 Days	\$188.00	\$7		2%		AI		18 KT	\$3,578
APL	1%	1%	18 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Yang Ming	1%	1%	16 Days	\$188.00	\$7		2%		AI		18 KT	\$3,578
Cho Yang	1%	0%	13 Days	\$159.00	\$7		2%		AI		18 KT	\$3,045 <sup>2</sup>
Neptune	1%	0%	22 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hong Kong

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 56\138

*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	51%	55%	15 Days	\$237.00	\$7				\$36			18 KT	\$5,040
Evergreen	11%	9%	17 Days	\$241.00	\$7				AI			18 KT	\$4,464
Cho Yang	9%	7%	17 Days	\$3,580 <sup>1</sup>	\$140 <sup>1</sup>				AI			18 KT	\$3,720 <sup>2</sup>
Hyundai	4%	9%	16 Days	\$241.00	\$7				AI			18 KT	\$4,464 <sup>2</sup>
Sea-Land	4%	3%	14 Days	\$204.00	\$7				AI			18 KT	\$3,798
Mexican Line	4%	3%	16 Days	\$263.00	\$7				\$46			18 KT	\$5,688
APL	4%	1%	17 Days	\$204.00	\$7				AI			18 KT	\$3,798
COSCO	4%	1%	25 Days	\$3,660 <sup>1</sup>	AI				AI				\$3,660
Maersk	3%	3%	14 Days	\$204.00	\$7				AI			18 KT	\$3,798
K Line	3%	2%	16 Days	\$204.00	\$7				AI			18 KT	\$3,798

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Hsingkang, China

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 4\7

*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	57%	62%	17 Days	\$5,600 <sup>1</sup>	AI				AI				\$5,600 <sup>2</sup>
Evergreen	29%	15%	28 Days	\$240.00	\$7				AI			18 KT	\$4,446
OOCL	14%	8%	9 Days										

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 10\17

*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	42%	36%	31 Days	\$240.00	\$7				AI			18 KT	\$4,446
Hanjin	21%	30%	23 Days	\$252.00	\$7				\$36			18 KT	\$5,310
Mitsui OSK	21%	24%	27 Days	\$247.00	\$7				\$46			18 KT	\$5,400
Hyundai	11%	6%	27 Days	\$231.00	\$140 <sup>1</sup>				AI			20 KT	\$4,760
NYK Line	5%	3%	19 Days <sup>5</sup>	\$247.00	\$7				\$46			18 KT	\$5,400

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 31\61

*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	42%	39%	20 Days	\$221.00	\$7	10%			AI			18 KT	\$4,502
Sea-Land	13%	11%	18 Days	\$267.00	\$7	10%			AI			18 KT	\$5,413
Yang Ming	13%	10%	19 Days	\$221.00	\$7	10%			AI			18 KT	\$4,502
K Line	11%	15%	14 Days	\$267.00	\$7	10%			AI			18 KT	\$5,413
Hanjin	10%	15%	19 Days	\$224.00	\$7	10%			AI			18 KT	\$4,561
OOCL	6%	3%	16 Days	\$267.00	\$7	10%			AI			18 KT	\$5,413
NYK Line	5%	5%	19 Days <sup>5</sup>	\$267.00	\$7	10%			AI			18 KT	\$5,413

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Manila, Philippines

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 2\4

*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	30%	40%	19 Days	\$247.00	\$7				\$46			18 KT	\$5,400
NYK Line	22%	34%	26 Days	\$247.00	\$7				\$46			18 KT	\$5,400
COSCO	22%	11%	29 Days	\$4,210 <sup>1</sup>	\$40 <sup>1</sup>				AI				\$4,250
K Line	22%	11%	21 Days	\$247.00	\$7				\$46			18 KT	\$5,400
OOCL	5%	3%	21 Days	\$247.00	\$7				\$46			18 KT	\$5,400

1 Rate is per container

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Osaka, Japan

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 608\1,184

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Hanjin	26%	24%	10 Days	\$183.00	\$7		42%		AI			18 KT	\$4,803
K Line	18%	20%	12 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
COSCO	11%	9%	14 Days	\$237.00	AI		AI		AI			18 KT	\$4,266
Mitsui OSK	8%	10%	12 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Pacific Express	7%	7%	15 Days <sup>5</sup>	\$3,900 <sup>1</sup>	AI		AI		AI				\$3,900 <sup>2</sup>
Hyundai	7%	6%	8 Days	\$182.00	\$7		42%		AI			15 KT	\$4,778
Mexican Line	5%	4%	13 Days	\$166.00	\$7		42%		AI			18 KT	\$4,369
Yang Ming	4%	3%	13 Days	\$162.00	\$7		42%		AI			18 KT	\$4,267
Evergreen	3%	4%	14 Days	\$162.00	\$7		42%		AI			15 KT	\$4,267
Sea-Land	3%	3%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

5 Transit time is based on departure from Los Angeles, CA.

---

# ***Ocean Rate Bulletin***

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Frozen Beef Primals

*Monthly Market Share For: February 1997*

Month\Year: 1\1

*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	100%	100%	22 Days	\$247.00	\$7				\$46			18 KT	\$5,400

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 866\1,587

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
K Line	18%	20%	10 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Hanjin	13%	12%	11 Days	\$183.00	\$7		42%		AI			18 KT	\$4,803
Mitsui OSK	12%	14%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Pacific Express	8%	8%	12 Days <sup>5</sup>	\$3,900 <sup>1</sup>	AI		AI		AI				\$3,900 <sup>2</sup>
Mexican Line	8%	6%	10 Days	\$166.00	\$7		42%		AI			18 KT	\$4,369
COSCO	7%	7%	12 Days	\$237.00	AI		AI		AI			18 KT	\$4,266
APL	5%	6%	10 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Evergreen	5%	5%	12 Days	\$162.00	\$7		42%		AI			15 KT	\$4,267
Hanjin	5%	4%	10 Days	\$182.00	\$7		42%		AI			15 KT	\$4,778
NYK Line	4%	4%	16 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

5 Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Beef Primals

Monthly Market Share For: February 1997

Month\Year: 40\80

*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>
Mexican Line	32%	19%	13 Days	\$262.00	\$7				AI			18 KT	\$4,842
Hanjin	27%	27%	18 Days	\$237.00	\$7				\$36			18 KT	\$5,040
COSCO	16%	10%	17 Days	\$3,660 <sup>1</sup>	AI				AI				\$3,660
Hyundai	15%	24%	13 Days	\$241.00	\$7				AI			18 KT	\$4,464 <sup>2</sup>
Evergreen	8%	4%	14 Days <sup>3</sup>	\$241.00	\$7				AI			18 KT	\$4,464
NYK Line	1%	1%	17 Days	\$204.00	\$7				AI			18 KT	\$3,798
OOCL	0%	8%	12 Days	\$204.00	\$7				AI			18 KT	\$3,798
APL	0%	5%	12 Days	\$204.00	\$7				AI			18 KT	\$3,798
P&O Nedlloyd	0%	5%	17 Days	\$204.00	\$7				AI			18 KT	\$3,798

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

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