

Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: March 1997

Month\Year: 96\33

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB		
Hanjin	54%	45%	12 Days	\$192.00	\$7		2%		AI		18 KT	\$3,651
Hyundai	19%	24%	12 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
K Line	13%	12%	12 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Sea-Land	7%	5%	15 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Evergreen	3%	3%	26 Days	\$188.00	\$7		2%		AI		18 KT	\$3,578
NYK Line	2%	4%	16 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Mitsui OSK	1%	1%	17 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
COSCO	1%	0%	24 Days	\$3,500 ¹	AI			AI	AI			\$3,500 ²
OOCL	0%	2%	17 Days	\$183.00	\$7		2%		AI		18 KT	\$3,486
Yang Ming	0%	1%	16 Days	\$188.00	\$7		2%		AI		18 KT	\$3,578

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 Hong Kong

Frozen Beef Primals

Monthly Market Share For: March 1997

Month\Year: 66\204

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Hanjin	41%	50%	15 Days	\$237.00	\$7					\$36		18 KT	\$5,040
Hyundai	14%	11%	15 Days	\$3,672 ¹	\$7					AI		18 KT	\$3,798
Cho Yang	14%	9%	15 Days	\$3,580 ¹	\$140 ¹					AI		18 KT	\$3,720 ²
Mexican Line	11%	5%											
Maersk	7%	4%	14 Days	\$204.00	\$7					AI		18 KT	\$3,798
Evergreen	5%	8%	17 Days	\$241.00	\$7					AI		18 KT	\$4,464 ²
NYK Line	3%	4%	19 Days	\$204.00	\$7					AI		18 KT	\$3,798
P&O Nedlloyd	3%	2%	19 Days	\$204.00	\$7					AI		18 KT	\$3,798
Mitsui OSK	1%	0%	21 Days	\$204.00	\$7					AI		18 KT	\$3,798
OOCL	1%	0%	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: March 1997

Month\Year: 5\12

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	40%	26%	17 Days										
OOCL	40%	22%	19 Days										
Evergreen	20%	17%	27 Days										
COSCO	0%	35%	17 Days	\$5,600 ¹	AI				AI				\$5,600 ²

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: March 1997

Month\Year: 1\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>
Mitsui OSK	100%	26%	26 Days	\$247.00	\$7				\$46			18 KT	\$5,400
Evergreen	0%	35%	31 Days	\$240.00	\$7				AI			18 KT	\$4,446
Hanjin	0%	29%	23 Days	\$252.00	\$7				\$36			18 KT	\$5,310
Hyundai	0%	6%	26 Days	\$230.00	\$7				AI			18 KT	\$4,266
NYK Line	0%	3%	29 Days	\$247.00	\$7				\$46			18 KT	\$5,400

Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: March 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>
Hanjin	41%	28%	17 Days	\$221.00	\$7		10%		\$36			18 KT	\$5,150
Cho Yang	14%	7%	17 Days	\$4,580	AI		AI		AI				\$4,580
Hyundai	14%	7%	15 Days	\$231.00	\$7		10%		AI			18 KT	\$4,700
Mexican Line	11%	6%											
OOCL	7%	4%	15 Days	\$267.00	\$7		10%		AI			18 KT	\$5,413
Maersk	7%	4%	18 Days	\$267.00	\$7		10%		AI			18 KT	\$5,413
Evergreen	5%	21%	20 Days	\$221.00	\$7		10%		AI			18 KT	\$4,502
NYK Line	3%	4%	19 Days ⁵	\$267.00	\$7		10%		AI			18 KT	\$5,413
P&O Nedlloyd	3%	2%	19 Days ⁵	\$267.00	\$7		10%		AI			18 KT	\$5,413
Mitsui OSK	1%	1%	15 Days	\$267.00	\$7		10%		AI			18 KT	\$5,413

⁵ 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: March 1997

Month\Year: \5

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	43%	13%	31 Days										
Sea-Land	30%	40%	19 Days	\$247.00	\$7				\$46			18 KT	\$5,400
NYK Line	27%	34%	21 Days	\$247.00	\$7				\$46			18 KT	\$5,400
K Line	0%	11%	21 Days	\$247.00	\$7				\$46			18 KT	\$5,400
OOCL	0%	2%	20 Days	\$247.00	\$7				\$46			18 KT	\$5,400

Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: March 1997

Month\Year: 609\1,793

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Hanjin	27%	25%	10 Days	\$163.00	\$7		42%		\$36			18 KT	\$4,940
K Line	20%	20%	12 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
COSCO	8%	9%	14 Days	\$237.00	AI		AI		AI			18 KT	\$4,266
Mitsui OSK	8%	9%	12 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Mexican Line	6%	5%											
Pacific Express	5%	6%	15 Days ⁵	\$4,005 ¹	AI		AI		AI				\$4,005 ²
Sea-Land	5%	4%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
NYK Line	5%	4%	13 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Evergreen	5%	4%	14 Days	\$162.00	\$7		42%		AI			15 KT	\$4,267
OOCL	3%	3%	17 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 Singapore

Frozen Beef Primals

Monthly Market Share For: March 1997

Month\Year: 16\23

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	31%	26%	20 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
Cho Yang	25%	22%	23 Days	\$3,265 ¹	\$140 ¹		17%		AI			18 KT	\$3,960
Mitsui OSK	12%	11%	20 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
Sea-Land	12%	9%	23 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
OOCL	7%	12%	23 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
Hanjin	6%	12%	21 Days										
Hyundai	6%	4%	16 Days	\$247.00	\$7		17%		\$46			18 KT	\$6,156
COSCO	0%	4%	37 Days										

¹ Rate is per container

Ocean Rate Bulletin

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

Frozen Beef Primals

Monthly Market Share For: March 1997

Month\Year: 862\2,449

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	19%	20%	10 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Mitsui OSK	14%	14%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Hanjin	11%	11%	11 Days	\$163.00	\$7		42%		AI			18 KT	\$4,940
Mexican Line	9%	7%											
Evergreen	8%	6%	12 Days	\$162.00	\$7		42%		AI			15 KT	\$4,267
Pacific Express	7%	8%	13 Days ⁵	\$4,005 ¹	AI		AI		AI				\$4,005
COSCO	6%	7%	14 Days	\$237.00	AI		AI		AI			18 KT	\$4,266
APL	6%	6%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
OOCL	5%	5%	11 Days	\$168.00	\$7		42%		AI			18 KT	\$4,420
Hyundai	4%	4%	10 Days	\$185.00	\$7		42%		AI				\$4,855

1 Rate is per container

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: March 1997

Month\Year: 65\145

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	26%	17%	17 Days	\$4,500 ¹	AI				AI				\$4,500 ²
Hyundai	20%	22%	20 Days	\$204.00	\$7				AI			18 KT	\$3,798
Hanjin	20%	22%	20 Days	\$237.00	\$7				\$36			18 KT	\$5,040
Evergreen	18%	10%	14 Days ³	\$241.00	\$7				AI			18 KT	\$4,464 ²
Mexican Line	9%	14%											
P&O Nedlloyd	6%	6%	19 Days	\$204.00	\$7				AI			18 KT	\$3,798
OOCL	0%	4%	16 Days	\$204.00	\$7				AI			18 KT	\$3,798
APL	0%	3%	17 Days	\$204.00	\$7				AI			18 KT	\$3,798
NYK Line	0%	1%	19 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.