



Ocean Rate Bulletin

Fresh Grapefruit (WC):

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during October 1998. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October 1998.

Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October 1998. Source: PIERS, October 1998.

Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: The Pacific Shipper, January 4, 1999 and various sites on the World Wide Web.

Ocean Rates:

Ocean rates are applicable for January 15, 1999. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff and PLUS Tariff retrieval systems.

Container Rate:

Container rates for Fresh Grapefruit are quoted on full, 40-foot refrigerated containers unless otherwise noted.

Definitions

- AI = All Inclusive
- ARB = Arbitrary Charge
- BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.
- CAF = Currency Adjustment Charge
- CFS = Container Freight Station - used to consolidate shipments.
- CY-CY = Container Yard to Container Yard
- KT = 1,000 Kilograms (Metric Ton).
- PC = Per Container
- THC = Terminal Handling Charge, also known as Container Yard Charge (CY).
- FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

Ocean Rate Bulletin

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

Fresh Grapefruit (WC)

Monthly Market Share For: October 1998

Month\Year: 2\37

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 | 100% | 76% | 14 Days | \$2,200 ¹ | | | | | | | | | \$2,200 |
| Maersk | 0% | 11% | 16 Days | \$2.43 | | | | | | | | 1008 pkgs. | \$2,449 |
| Hanjin | 0% | 5% | 15 Days ⁴ | \$3,875 ¹ | | | | | | | | | \$3,875 |
| Sea-Land | 0% | 5% | 16 Days ⁴ | \$2.43 | | | | | | | | 1008 pkgs. | \$2,449 |
| Mitsui OSK | 0% | 3% | 14 Days | \$2.43 | | | | | | | | 1008 pkgs. | \$2,449 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Fresh Grapefruit (WC)

Monthly Market Share For: October 1998

Month\Year: 13\109

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 | 56% | 38% | 13 Days | \$1.77 | \$1 | \$34 | | | | | | | \$2,511 |
| APL | 16% | 22% | 13 Days | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| Sea-Land | 16% | 14% | 8 Days ⁴ | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| Mitsui OSK | 8% | 2% | 13 Days | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| OOCL | 4% | 3% | 17 Days | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| Maersk | 0% | 10% | 15 Days | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| NYK Line | 0% | 4% | 18 Days | \$1.72 | \$1 | \$34 | | | | | | | \$2,124 |
| Hanjin | 0% | 3% | 16 Days ⁴ | \$4.66 | \$1 | | | | | | | 1134 pkgs. | \$5,301 |
| COSCO | 0% | 3% | 18 Days | \$1.28 | \$1 | \$34 | | | | | | | \$1,830 |

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Singapore

Fresh Grapefruit (WC)

Monthly Market Share For: October 1998

Month\Year: 1\2

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 | 99% | 53% | 18 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,416 |
| OOCL | 1% | 1% | 18 Days ⁴ | \$3.08 | \$1 | | | \$34 | | | | | \$3,416 |
| Yang Ming | 0% | 16% | 22 Days | \$3.08 | \$1 | | | \$34 | | | | | |
| Cho Yang | 0% | 13% | 19 Days | \$3.03 | \$1 | | | \$34 | | | | | \$3,579 |
| Hanjin | 0% | 9% | 20 Days ⁴ | \$5.16 | \$1 | | 9% | | | | | 1134 pkgs. | \$6,395 |
| Sea-Land | 0% | 7% | 17 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,416 |
| Maersk | 0% | 2% | 19 Days | \$3.08 | \$1 | | | \$34 | | | | | \$3,416 |

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Fresh Grapefruit (WC)

Monthly Market Share For: October 1998

Month\Year: 301\830

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 | 52% | 33% | 11 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,443 |
| Evergreen | 10% | 6% | 11 Days | \$2.01 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,240 |
| Hanjin | 9% | 4% | 12 Days ⁴ | \$2.56 | \$1 | | 34% | | | | | 1134 pkgs. | \$3,907 |
| Hapag-Lloyd | 8% | 4% | 11 Days | \$2,410 ¹ | \$20 ¹ | | 34% | | | | | | \$3,249 |
| K Line | 4% | 22% | 12 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,443 |
| APL | 2% | 14% | 10 Days | \$2.16 | \$1 | | 34% | \$34 | | | | | \$3,443 |
| Yang Ming | 2% | 8% | 12 Days | \$2.01 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,240 |
| OOCL | 1% | 1% | 11 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,443 |
| Mitsui OSK | 1% | 1% | 10 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,443 |
| NYK Line | 0% | 4% | 12 Days | \$2.16 | \$1 | | 34% | \$34 | | | | 1008 pkgs. | \$3,443 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.