



Ocean Rate Bulletin

Fresh Grapes:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during August 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, August 1998.

Market Share-August:

Each carrier's current market share is based on the number of containers shipped during August 1998. Source: PIERS, August 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, November 2, 1998 and various sites on the Internet.

Ocean Rates:

Ocean rates are applicable for November 15, 1998. 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 retrieval system.

Container Rate:

Container rates for Fresh Grapes 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 Division, 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.

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 7\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	41%	22%	6 Days	\$2.29	\$2	\$34							\$3,746
Sea-Land	30%	24%	23 Days ⁴	\$2.29	\$2	\$34							\$3,746
Maersk	15%	41%	22 Days ⁴	\$2.29	\$2	\$34							\$3,746
OOCL	15%	14%	19 Days ⁴	\$2.29	\$2	\$34							\$3,746

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

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L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Fresh Grapes

Monthly Market Share For: August 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>
Sea-Land	100%	100%	21 Days ⁴	\$2.04	\$2	\$34							\$3,396

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

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 225\1,708

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>						<i>Size</i>	<i>ContainerRate</i>	
					<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Maersk	19%	45%	15 Days ⁴	\$1.10								1400 pkgs.	\$1,540
APL	19%	19%	12 Days	\$1.10								1400 pkgs.	\$1,540
Hyundai	14%	2%	14 Days	\$1.10								1400 pkgs.	\$1,540
Sea-Land	9%	7%	8 Days ⁴	\$1.10								1400 pkgs.	\$1,540
Mitsui OSK	9%	2%	13 Days	\$1.10								1400 pkgs.	\$1,540
Cho Yang	9%	1%	12 Days	\$1.10								1400 pkgs.	\$1,540
Hanjin	7%	1%	24 Days ⁴	\$1.10								1400 pkgs.	\$1,540
OOCL	6%	20%	20 Days	\$1.10								1400 pkgs.	\$1,540
P&O Nedlloyd	5%	1%	20 Days	\$1.10								1400 pkgs.	\$1,540

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

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 72\76

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	43%	42%	14 Days	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
OOCL	15%	14%	20 Days ⁴	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
Hanjin	10%	9%	15 Days ⁴	\$2.00	\$2	\$34	3%					1400 pkgs.	\$3,424
Sea-Land	7%	6%	14 Days ⁴	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
Yang Ming	6%	5%	15 Days										
Mitsui OSK	6%	5%	14 Days	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
K Line	4%	4%	15 Days	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
Hyundai	3%	3%	14 Days	\$2.23	\$2	\$34	3%					1400 pkgs.	\$3,786
Cho Yang	3%	3%	14 Days	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
NYK Line	3%	3%	14 Days	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467
Maersk	0%	3%	13 Days ⁴	\$2.03	\$2	\$34	3%					1400 pkgs.	\$3,467

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

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 48\171

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	40%	22%	25 Days	\$2.03	\$2	\$34						1400 pkgs.	\$3,382
Maersk	31%	57%	22 Days ⁴	\$2.03	\$2	\$34						1400 pkgs.	\$3,382
Hyundai	17%	5%	18 Days	\$2.03	\$40 ¹							1400 pkgs.	\$2,882
Mitsui OSK	6%	2%	17 Days	\$2.03	\$2	\$34						1400 pkgs.	\$3,382
Sea-Land	4%	8%	15 Days ⁴	\$2.03	\$2	\$34						1400 pkgs.	\$3,382
APL	2%	3%	16 Days	\$2.03	\$2	\$34						1400 pkgs.	\$3,382
P&O Nedlloyd	0%	2%	17 Days	\$2.03	\$2	\$34						1400 pkgs.	\$3,382

1 Rate is per container

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

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 33\128

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	38%	22%	19 Days	\$1.89	\$2	\$34							\$3,186
OOCL	24%	16%	20 Days ⁴	\$1.89	\$2	\$34							\$3,816
Maersk	13%	53%	24 Days ⁴	\$1.89	\$2	\$34							\$3,186
Sea-Land	9%	5%	21 Days ⁴	\$1.89	\$2	\$34							\$3,816
Cho Yang	9%	1%	21 Days										
Hyundai	4%	1%	19 Days	\$2.04	\$2	\$34						1400 pkgs.	\$3,396
Mitsui OSK	4%	1%	19 Days	\$1.89	\$2	\$34							\$3,816
P&O Nedlloyd	3%	1%	20 Days ⁴	\$1.89	\$2	\$34							\$3,186
K Line	3%	1%	23 Days	\$1.89	\$2	\$34							\$3,186

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

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

Fresh Grapes

Monthly Market Share For: August 1998

Month\Year: 69\147

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>
Cho Yang	34%	19%	20 Days	\$2.04	\$2	\$34	9%						\$3,653
APL	27%	16%	18 Days	\$2.04	\$2	\$34	9%						\$3,653
P&O Nedlloyd	9%	14%	18 Days ⁴	\$2.29	\$2	\$34	9%						\$4,035
Maersk	7%	25%	19 Days ⁴	\$2.04	\$2	\$34	9%						\$3,653
OOCL	5%	11%	18 Days ⁴	\$2.04	\$2	\$34	9%						\$3,653
Sea-Land	5%	6%	19 Days ⁴	\$2.04	\$2	\$34	9%						\$3,653
Hanjin	4%	2%	20 Days ⁴	\$2.04	\$2	\$34	9%						\$3,533
Hyundai	3%	4%	18 Days	\$2.29	\$2	\$34	9%						\$4,035
Yang Ming	3%	1%	22 Days										
Mitsui OSK	1%	1%	18 Days	\$2.04	\$2	\$34	9%						\$3,653
NYK Line	1%	1%	18 Days	\$2.04	\$2	\$34	9%						\$3,653

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