



Ocean Rate Bulletin

Fresh Grapes:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during September 1999. The denominator represents the total number of FEU shipped, by all carriers, throughout the 1999 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, September 1999.

Market Share-September:

Each carrier's current market share is based on the number of containers shipped during September 1999. Source: PIERS, September 1999.

Market Share-CY 1999:

Each carrier's market share is based on the total number of containers shipped throughout the 1999 calendar year. Source: PIERS, 1999.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

Ocean Rates:

Ocean rates are applicable for December 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 E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

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, 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 Hong Kong

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 795\1,984

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate |
|--------------|--------------|-----------------|----------------------|----------------------|--------------------|----|-----|-----|---------|-----|------|---------------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | |
| Maersk | 24% | 26% | 14 Days | \$2,160 ¹ | \$40 ¹ | | | | | | | \$2,200 |
| Hyundai | 20% | 11% | 13 Days | \$2,160 ¹ | \$40 ¹ | | | | | | | \$2,200 |
| APL | 12% | 10% | 14 Days | \$3,200 ¹ | \$40 ¹ | | | | | | | \$3,240 |
| Hanjin | 9% | 9% | 15 Days | \$2,895 ¹ | \$40 ¹ | | | | | | | \$2,895 |
| Sea-Land | 7% | 13% | 14 Days | \$2,160 ¹ | \$40 ¹ | | | | | | | \$2,200 |
| NYK Line | 6% | 3% | 15 Days ⁴ | \$2,160 ¹ | \$160 ¹ | | | | | | | \$2,320 |
| Mitsui OSK | 4% | 13% | 14 Days | \$2,895 ¹ | \$40 ¹ | | | | | | | \$2,935 |
| P&O Nedlloyd | 3% | 2% | 15 Days | | | | | | | | | |
| K Line | 2% | 1% | 15 Days | | | | | | | | | |
| Evergreen | 1% | 1% | 15 Days | \$1,850 ¹ | | | | | | | | \$1,850 |

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 Keelung, Taiwan

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 212\560

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 | 25% | 25% | 12 Days | \$3,200 ¹ | \$40 ¹ | | 5% | | | | | | \$3,400 |
| P&O Nedlloyd | 24% | 16% | 14 Days | | | | | | | | | | |
| APL | 21% | 14% | 12 Days | \$3,200 ¹ | \$40 ¹ | | 5% | | | | | | \$3,400 |
| Hanjin | 16% | 16% | 17 Days | \$3,200 ¹ | \$40 ¹ | | 5% | | | | | | \$3,400 |
| Hyundai | 12% | 22% | 15 Days | \$2,160 ¹ | \$40 ¹ | | 5% | | | | | | \$2,308 |
| NYK Line | 8% | 10% | 12 Days | \$2,160 ¹ | \$160 ¹ | | 5% | | | | | | \$2,428 |
| Mitsui OSK | 6% | 10% | 12 Days | \$3,200 ¹ | \$40 ¹ | | 5% | | | | | | \$3,400 |
| Maersk | 6% | 8% | 13 Days | \$2,160 ¹ | \$40 ¹ | | 5% | | | | | | \$2,268 |
| Sea-Land | 5% | 7% | 12 Days | \$2,160 ¹ | \$40 ¹ | | 5% | | | | | | \$2,308 |
| Yang Ming | 5% | 2% | 14 Days | | | | | | | | | | |

¹ Rate is per container

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 87\223

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 | 25% | 25% | 21 Days | \$2,200 ¹ | \$40 ¹ | | | | | | | | \$2,240 |
| OOCL | 24% | 23% | 17 Days | \$3,450 ¹ | \$40 ¹ | | | | | | | | \$3,490 |
| APL | 12% | 10% | 15 Days | \$3,450 ¹ | \$40 ¹ | | | | | | | | \$3,490 |
| Mitsui OSK | 11% | 18% | 15 Days | \$3,450 ¹ | \$40 ¹ | | | | | | | | \$3,490 |
| P&O Nedlloyd | 7% | 9% | 22 Days | | | | | | | | | | |
| Hyundai | 3% | 2% | 17 Days | \$2,400 ¹ | \$40 ¹ | | | | | | | | \$2,440 |
| Sea-Land | 2% | 7% | 17 Days | \$2,400 ¹ | \$40 ¹ | | | | | | | | \$2,440 |
| NYK Line | 1% | 1% | 16 Days | \$2,400 ¹ | \$160 ¹ | | | | | | | | \$2,560 |
| Evergreen | 1% | 0% | 15 Days | \$2,550 ¹ | | | | | | | | | \$2,550 |

¹ Rate is per container

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 56\210

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 | 58% | 22% | 20 Days | \$2,400 ¹ | \$40 ¹ | | | | | | | | \$2,440 |
| OOCL | 24% | 21% | 22 Days | \$3,800 ¹ | \$40 ¹ | | | | | | | | \$3,840 |
| P&O Nedlloyd | 7% | 9% | 24 Days | | | | | | | | | | |
| Hanjin | 7% | 6% | 25 Days ⁴ | \$2.04 | \$2 | | | \$26 | | | | | \$3,276 |
| APL | 3% | 2% | 22 Days | \$3,800 ¹ | \$40 ¹ | | | | | | | | \$3,840 |
| Maersk | 2% | 30% | 20 Days | \$2,200 ¹ | \$40 ¹ | | | | | | | | \$2,240 |
| Mitsui OSK | 0% | 7% | 23 Days | \$3,800 ¹ | \$40 ¹ | | | | | | | | \$3,840 |
| Hyundai | 0% | 4% | 19 Days ⁴ | \$2,400 ¹ | \$40 ¹ | | | | | | | | \$2,440 |

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 Singapore

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 75\224

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> |
|----------------|---------------------|------------------------|----------------------|----------------------|--------------------|-----------|------------|------------|----------------|------------|------------------|-------------|----------------------|
| P&O Nedlloyd | 24% | 16% | 21 Days | | | | | | | | | | |
| Hyundai | 12% | 22% | 17 Days | \$2,200 ¹ | \$40 ¹ | | 9% | | | | | | \$2,438 |
| Mitsui OSK | 11% | 11% | 21 Days | \$3,450 ¹ | \$40 ¹ | | 9% | | | | | | \$3,801 |
| APL | 11% | 8% | 21 Days | \$3,450 ¹ | \$40 ¹ | | 9% | | | | | | \$1 |
| OOCL | 9% | 10% | 21 Days | \$3,450 ¹ | \$40 ¹ | | 9% | | | | | | \$3,801 |
| Sea-Land | 9% | 6% | 19 Days | \$2,200 ¹ | \$40 ¹ | | 9% | | | | | | \$2,438 |
| NYK Line | 8% | 10% | 27 Days | \$2,160 ¹ | \$160 ¹ | | 9% | | | | | | \$2,428 |
| Maersk | 8% | 8% | 19 Days | \$2,200 ¹ | \$40 ¹ | | 9% | | | | | | \$2,438 |
| Hanjin | 7% | 9% | 23 Days ⁵ | \$2.04 | \$2 | | 9% | \$26 | | | | | \$3,533 |

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 Tokyo, Japan

Fresh Grapes

Monthly Market Share For: September 1999

Month\Year: 13\70

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 | 31% | 7% | 12 Days | \$1.52 | \$2 | | 40% | \$34 | | | | 1540 pkgs. | \$3,853 |
| Maersk | 15% | 24% | 10 Days | \$2,100 ¹ | \$40 ¹ | | 40% | | | | | | \$2,980 |
| Evergreen | 8% | 10% | 10 Days | \$2,550 ¹ | | | | | | | | | \$2,550 |
| Hanjin | 8% | 1% | 20 Days | \$2,925 ¹ | \$40 ¹ | | 40% | | | | | | \$4,134 |
| Hapag-Lloyd | 8% | 1% | 11 Days | \$1.52 | | | 40% | \$34 | | | | 1540 pkgs. | \$3,891 |
| P&O Nedlloyd | 3% | 2% | 11 Days | | | | | | | | | | |
| Mitsui OSK | 0% | 37% | 10 Days | \$2,925 ¹ | \$40 ¹ | | 40% | | | | | | \$4,134 |
| OOCL | 0% | 4% | 11 Days | \$2,925 ¹ | \$40 ¹ | | 40% | | | | | | \$4,134 |

¹ Rate is per container