

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 20.5 \ 104.7

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	29%	28%	21 Days	\$2.42	\$6			\$34					\$3,988
Mitsui OSK	27%	26%	27 Days	\$2.42	\$6			\$34					\$3,988
Maersk	20%	29%	22 Days	\$2.42	\$6			\$34					\$3,988
Hanjin	10%	3%	24 Days	\$2.32	\$6			\$34				1320 pkgs.	\$3,848
NYK Line	5%	5%	21 Days	\$2.42	\$6			\$34					\$3,988
Neptune	5%	4%	27 Days	\$2.42	\$6			\$34					\$3,988
OOCL	5%	3%	39 Days	\$2.42	\$6			\$34					\$3,988

Average Container Rate \$3,974

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 13.0 \ 35.8

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	62%	36%	22 Days	\$2.42	\$6			\$34		\$1800			\$5,788
APL	31%	36%	22 Days	\$2.42	\$6			\$34		\$1800			\$5,788
OOCL	8%	17%	21 Days	\$2.42	\$6			\$34		\$1800			\$5,788
Sea-Land	0%	5%	23 Days	\$2.42	\$6			\$34		\$1800			\$5,788
Hanjin	0%	3%	25 Days	\$4.10	\$6			\$26				1440 pkgs.	\$6,384

Average Container Rate \$5,788

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 481.6 \ 3,591.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	35%	14%	18 Days ⁴	\$1.63	AI			AI				1400 pkgs.	\$2,282
Maersk	18%	24%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Sea-Land	15%	10%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
COSCO	11%	9%	21 Days	\$1.58	AI			AI				1400 pkgs.	\$2,212
APL	5%	13%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
P&O Nedlloyd	4%	2%	13 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Yang Ming	3%	1%	17 Days										
OOCL	2%	6%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Hanjin	2%	3%	15 Days	\$1.63	AI			AI				1400 pkgs.	\$2,282
Evergreen	2%	3%	17 Days	\$1.58	AI			AI				1400 pkgs.	\$2,212

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

Average Container Rate \$2,430

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 39.0 \ 180.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	51%	12%	27 Days ⁴	\$2.42	\$6			\$34				1320 pkgs.	\$3,988
NYK Line	15%	7%	25 Days	\$2.92	\$6			\$34					\$4,688
Maersk	10%	23%	24 Days	\$2.92	\$6			\$34					\$4,688
APL	10%	20%	25 Days	\$2.92	\$6			\$34					\$4,688
Hanjin	8%	6%	24 Days	\$2.42	\$6			\$26					\$3,868
Sea-Land	3%	19%	24 Days	\$2.92	\$6			\$34					\$4,688
P&O Nedlloyd	3%	1%	22 Days	\$2.92	\$6			\$34					\$4,688
OOCL	0%	8%	22 Days	\$2.92	\$6			\$34					\$4,688

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

Average Container Rate \$4,267

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 10.0 \ 702.1

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	100%	28%	17 Days	\$2.20	\$6		8%	\$34					\$3,926
COSCO	0%	28%	27 Days										
K Line	0%	25%	15 Days	\$1.70	\$6		8%	\$34					\$3,170
Maersk	0%	10%	16 Days	\$1.70	\$6		8%	\$34					\$3,170
Yang Ming		13%	15 Days										

Average Container Rate \$3,926

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 404.8 \ 898.5

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Maersk	23%	24%	23 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
APL	23%	17%	20 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
P&O Nedlloyd	19%	10%	25 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
OOCL	16%	13%	21 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Sea-Land	5%	15%	21 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Hyundai	5%	9%	22 Days ⁴	\$3.75	\$6			\$34				1320 pkgs.	\$5,850
Hanjin	4%	3%	19 Days	\$2.12	\$6			\$26					\$3,448
Mitsui-OSKL	3%	2%	23 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
COSCO	1%	4%	34 Days ⁴	\$4,500 ¹	\$40 ¹			\$150 ¹					\$4,690
Neptune	1%	1%	23 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568

¹ Rate is per container

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

Average Container Rate \$3,688

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 90.2 \ 521.2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	33%	28%	21 Days	\$2.42	\$6			\$34					\$3,988
Hyundai	30%	10%	25 Days ⁴	\$2.32	\$6			\$34				1320 pkgs.	\$3,848
APL	10%	23%	21 Days	\$2.42	\$6			\$34					\$3,988
Sea-Land	10%	18%	22 Days	\$2.42	\$6			\$34					\$3,988
Neptune	10%	7%	19 Days	\$2.42	\$6			\$34					\$3,988
OOCL	7%	14%	21 Days	\$2.42	\$6			\$34					\$3,988
Mitsui OSK	0%	1%	21 Days	\$2.42	\$6			\$34					\$3,988

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

Average Container Rate \$3,946

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 74.7 \ 336.4

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	48%	41%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
Sea-Land	16%	17%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
OOCL	14%	10%	19 Days	\$2.42	\$6		13%	\$34					\$4,428
APL	11%	18%	19 Days	\$2.42	\$6		13%	\$34					\$4,428
P&O Nedlloyd	7%	3%	17 Days	\$2.42	\$6		13%	\$34					\$4,428
Mitsui OSK	3%	4%	19 Days	\$2.42	\$6		13%	\$34					\$4,428
Neptune	1%	2%	17 Days	\$2.42	\$6		13%	\$34					\$4,428
NYK Line	1%	2%	17 Days	\$2.42	\$6		13%	\$34					\$4,428

Average Container Rate \$4,428

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: November 1997

Month\Year: 29.0 \ 97.2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	79%	43%	13 Days	\$2.55	\$6		39%	\$34				1320 pkgs.	\$5,562
Hanjin	10%	8%	12 Days	\$2.55	\$6		39%	\$26				1320 pkgs.	\$5,442
Pacific Express	7%	12%	none	\$3,650 ¹	AI		AI	AI					\$3,650
Maersk	3%	2%	10 Days	\$2.55	\$34		39%	\$6				1320 pkgs.	\$5,562
OOCL	0%	22%	12 Days	\$2.55	\$6		39%	\$34				1320 pkgs.	\$5,562

¹ Rate is per container

Average Container Rate \$5,417