

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 2.0 \ 106.7

*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>
Maersk	51%	29%	22 Days	\$2.42	\$6			\$34					\$3,988
Sea-Land	49%	28%	21 Days	\$2.42	\$6			\$34					\$3,988
Mitsui OSK	0%	26%	20 Days	\$2.42	\$6			\$34					\$2,988
NYK Line	0%	5%	17 Days	\$2.42	\$6			\$34					\$3,988
Hanjin	0%	3%	16 Days	\$2.32	\$6			\$34				1320 pkgs.	\$3,848

*Average Container Rate* \$3,988

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 481.6 \ 3,590.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB		
Hyundai	57%	19%	16 Days	\$1.63	AI			AI			1400 pkgs.	\$2,282
Maersk	13%	23%	15 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
COSCO	8%	9%	21 Days	\$1.58	AI			AI			1400 pkgs.	\$2,212
Evergreen	8%	4%	19 Days	\$1.58	AI			AI			1400 pkgs.	\$2,212
Sea-Land	6%	9%	15 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
APL	3%	12%	16 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
Hanjin	3%	3%	16 Days	\$1.63	AI			AI			1400 pkgs.	\$2,282
NYK Line	1%	6%	14 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
OOCL	1%	5%	15 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
Mitsui OSK	1%	4%	15 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618

Average Container Rate \$2,354

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 10.0 \ 190.0

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>					<i>Size</i>	<i>ContainerRate</i>		
					<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Hyundai	70%	15%	27 Days	\$2.42	\$6			\$34				1320 pkgs.	\$3,988
Maersk	20%	23%	24 Days	\$2.92	\$6			\$34					\$4,688
NYK Line	10%	7%	22 Days	\$2.92	\$6			\$34					\$4,688
APL	0%	19%	26 Days	\$2.92	\$6			\$34					\$4,688
Sea-Land	0%	18%	24 Days	\$2.92	\$6			\$34					\$4,688

*Average Container Rate* \$4,198

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 53.5 \ 755.6

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>				<i>Size</i>	<i>ContainerRate</i>			
					<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Sea-Land	48%	10%	15 Days	\$300	\$6		8%	\$34					\$5,460 <sup>13</sup>
Evergreen	39%	29%	17 Days	\$2.20	\$6		8%	\$34					\$3,926
OOCL	7%	4%	16 Days	\$300	\$6		8%	\$34					\$5,460 <sup>13</sup>
K Line	4%	19%	15 Days	\$300	\$6		8%	\$34					\$5,460 <sup>13</sup>
APL	2%	8%	14 Days	\$300	\$6		8%	\$34					\$5,460 <sup>13</sup>

<sup>13</sup> Rate is calculated by KT, not package.

*Average Container Rate* \$4,861

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 12.4 \ 911.2

*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>
OOCL	59%	13%	21 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
APL	20%	17%	18 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Maersk	16%	24%	21 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Sea-Land	5%	15%	21 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
P&O Nedlloyd	0%	10%	26 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568

*Average Container Rate* \$3,568

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 17.0 \ 538.2

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	28%	18%	22 Days	\$2.42	\$6			\$34					\$3,988
Maersk	24%	28%	20 Days	\$2.42	\$6			\$34					\$3,988
Hyundai	18%	10%	22 Days	\$2.32	\$6			\$34				1320 pkgs.	\$3,848
APL	13%	22%	22 Days	\$2.42	\$6			\$34					\$3,988
Neptune	12%	7%	22 Days	\$2.42	\$6			\$34					\$3,988
NYK Line	6%	0%	20 Days	\$2.42	\$6			\$34					\$3,988
OOCL	0%	14%	21 Days	\$2.42	\$6			\$34					\$3,988

Average Container Rate \$3,963

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 21.5 \ 357.9

*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%	40%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
APL	23%	18%	19 Days	\$2.42	\$6		13%	\$34					\$4,428
Hyundai	14%	3%	19 Days	\$2.32	\$6		13%	\$34				1320 pkgs.	\$4,270
Sea-Land	9%	16%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
P&O Nedlloyd	9%	3%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
Hapag-Lloyd	9%	1%	18 Days	\$2.42	\$6		13%	\$34					\$4,428
Cho Yang	2%	0%	20 Days										

*Average Container Rate* \$4,405

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: December 1997

Month\Year: 9.0 \ 106.2

*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	78%	46%	12 Days	\$2.55	\$6		39%	\$34				1320 pkgs.	\$5,562
Hanjin	22%	9%	12 Days	\$2.55	\$6		39%	\$26				1320 pkgs.	\$5,442
OOCL	0%	20%	12 Days	\$2.55	\$6		39%	\$34				1320 pkgs.	\$5,562

*Average Container Rate* \$5,535