

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: January 1998

Month\Year: 79.8 \ 79.8

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>		
Maersk	40%	40%	14 Days	\$1.87								1400 pkgs.	\$2,618
APL	23%	23%	14 Days	\$1.87								1400 pkgs.	\$2,618
Sea-Land	13%	13%	15 Days	\$1.87								1400 pkgs.	\$2,618
Hyundai	13%	13%	14 Days	\$1.63								1400 pkgs.	\$2,282
Mitsui OSK	6%	6%	14 Days	\$1.87								1400 pkgs.	\$2,618
Hanjin	5%	5%	13 Days	\$1.87								1400 pkgs.	\$2,618
P&O Nedlloyd	1%	1%	14 Days	\$1.63								1400 pkgs.	\$2,282

Average Container Rate \$2,571

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: January 1998

Month\Year: 9.0 \ 9.0

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>		
Maersk	89%	89%	20 Days	\$2.12	\$4			\$34				1400 pkgs.	\$3,538
Sea-Land	11%	11%	16 Days	\$2.12	\$4			\$34				1400 pkgs.	\$3,538

Average Container Rate \$3,538

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: January 1998

Month\Year: 13.0 \ 13.0

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	69%	69%	22 Days	\$2.42	\$4			\$34					\$3,958
Sea-Land	31%	31%	22 Days	\$2.42	\$4			\$34					\$3,958

Average Container Rate \$3,958

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

Fresh Grapes

Monthly Market Share For: January 1998

Month\Year: 21.0 \ 21.0

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	38%	38%	10 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390
OOCL	24%	24%	12 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390
P&O Nedlloyd	19%	19%	13 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390
APL	19%	19%	11 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390

Average Container Rate \$5,390