

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Busan, South Korea

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 8.0 \ 8.0

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	75%	75%	15 Days ⁴	\$3.00	\$4			\$34				1400 pkgs.	\$4,700
OOCL	25%	25%	16 Days ⁴	\$3.00	\$4			\$34				1400 pkgs.	\$4,770

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

Average Container Rate \$4,718

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 491.2 \ 570.9

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	46%	45%	15 Days ⁴	\$1.87								1400 pkgs.	\$2,618
OOCL	26%	22%	14 Days ⁴	\$1.87								1400 pkgs.	\$2,618
APL	22%	2%	16 Days	\$1.87								1400 pkgs.	\$2,618
Sea-Land	7%	8%	14 Days	\$1.87								1400 pkgs.	\$2,618

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

Average Container Rate \$2,618

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 38.1 \ 38.1

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>
OOCL	53%	53%	15 Days ⁴	\$290	\$4		4%	\$34					\$5,094 ¹³
Maersk	37%	37%	17 Days	\$590	\$4		4%	\$34					\$5,094 ¹³
APL	5%	5%	14 Days	\$290	\$4		4%	\$34					\$5,094
Sea-Land	3%	3%	15 Days	\$290	\$4		4%	\$34					\$5,094 ¹³
K Line	2%	2%	16 Days	\$290	\$4		4%	\$34					\$5,094 ¹³

¹³ Rate is calculated by KT, not package.

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

Average Container Rate \$5,094

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 24.0 \ 33.0

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	67%	73%	20 Days	\$2.12	\$4			\$34				1400 pkgs.	\$3,538
OOCL	25%	18%	16 Days	\$2.12	\$4			\$34				1400 pkgs.	\$3,538
APL	8%	6%	18 Days	\$2.12	\$4			\$34				1400 pkgs.	\$3,538
Sea-Land	0%	3%	19 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: March 1998

Month\Year: 18.0 \ 8.0

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%	52%	21 Days	\$2.42	\$1			\$34					\$3,958
OOCL	33%	19%	20 Days	\$2.42	\$4			\$34					\$3,958
APL	28%	16%	22 Days	\$2.42	\$4			\$34					\$3,958
Sea-Land	0%	13%	20 Days	\$2.42	\$4			\$34					\$3,958

Average Container Rate \$3,958

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 6.8 \ 6.8

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	85%	85%	19 Days	\$2.42	\$4		9%	\$34					\$4,263
OOCL	15%	15%	18 Days	\$2.42	\$4		9%	\$34					\$4,263

Average Container Rate \$4,263

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: March 1998

Month\Year: 14.0 \ 35.0

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	78%	54%	11 Days	\$2.55	\$1		35%	\$34				1320 pkgs.	\$5,390
APL	14%	17%	13 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390
OOCL	7%	17%	10 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390
P&O Nedlloyd	0%	11%	13 Days	\$2.55	\$4		35%	\$34				1320 pkgs.	\$5,390

Average Container Rate \$5,390