

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 6.0 \ 6.0

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	100%	94%	14 Days	\$2,300 ¹								1008 pkgs.	\$2,300
Hanjin	0%	6%	17 Days	\$3,235 ¹	\$80 ¹								\$3,315

¹ Rate is per container

Average Container Rate \$2,300

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 111.5 \ 179.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Sea-Land	45%	37%	14 Days	\$1.90	\$4			\$34				950 pkgs.	\$2,580
Evergreen	14%	12%	16 Days										
APL	13%	19%	16 Days	\$1.90	\$4			\$34				950 pkgs.	\$2,580
Hyundai	13%	13%	16 Days	\$1.88	\$4			\$34				950 pkgs.	\$2,560
OOCL	12%	7%	14 Days ⁴	\$1.90	\$1			\$34				950 pkgs.	\$2,580
Maersk	5%	13%	15 Days ⁴	\$1.90	\$4			\$34				950 pkgs.	\$2,580
COSCO	5%	4%	20 Days	\$2.45								950 pkgs.	\$2,470
Hanjin	5%	3%	16 Days	\$1.88	\$4			\$34				950 pkgs.	\$2,560
Mitsui OSK	4%	5%	16 Days	\$1.90	\$4			\$34					\$2,580
Yang Ming	4%	5%	17 Days	\$1.90	\$4			\$34				950 pkgs.	\$1,580

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

Average Container Rate \$2,533

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 0.0 \ 0.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	100%	35%	39 Days ⁴	\$4.23	\$4			\$34				900 pkgs.	\$4,910
Sea-Land	0%	65%	22 Days	\$4.23	\$4			\$34				900 pkgs.	\$4,910

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

Average Container Rate

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 4.3 \ 5.3

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>
Yang Ming	73%	59%	16 Days	\$3.17	\$4		4%					950 pkgs.	\$3,393
Cho Yang	24%	19%	22 Days	\$3.17	\$4		4%	\$34				950 pkgs.	\$3,988
OOCL	4%	3%	15 Days	\$3.42	\$4		4%	\$34				950 pkgs.	\$4,250
Evergreen	0%	19%	15 Days	\$3.11	\$4			\$34				950 pkgs.	\$3,781

Average Container Rate \$3,571

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 1.1 \ 1.4

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>
APL	88%	72%	18 Days	\$3.78	\$4			\$34				865 pkgs.	\$4,475
Hyundai	8%	6%	18 Days	\$3.63	\$4			\$34				865 pkgs.	\$4,324
OOCL	4%	3%	16 Days	\$3.78	\$4			\$34				865 pkgs.	\$4,475
NYK Line	0%	15%	19 Days	\$3.78	\$4			\$34				865 pkgs.	\$4,475
Maersk	0%	3%	20 Days	\$3.78	\$4			\$34				865 pkgs.	\$4,475

Average Container Rate \$4,461

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 46.2 \ 46.2

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>
Hanjin	57%	57%	12 Days	\$1.91	\$4		35%	\$34				1008 pkgs.	\$3,264
Maersk	24%	24%	12 Days	\$2,410 ¹	\$4		35%					1008 pkgs.	\$3,334
Evergreen	9%	9%	12 Days	\$2,600 ¹	\$4		35%					1008 pkgs.	\$3,264
Yang Ming	4%	4%	12 Days	\$1.91	\$4		35%	\$34				1008 pkgs.	\$3,264
NYK Line	3%	3%	11 Days	\$2,410 ¹	\$4		35%					1008 pkgs.	\$3,334
COSCO	2%	2%	12 Days	\$3.21								1008 pkgs.	\$3,236
OOCL	1%	1%	11 Days	\$2,410 ¹	\$4		35%						\$3,334

¹ Rate is per container

Average Container Rate \$3,283

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 1.9 \ 5.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Sea-Land	65%	37%	19 Days	\$3.97	\$4			\$34					\$4,667
Mitsui OSK	17%	6%	22 Days	\$3.97	\$4			\$34					\$4,667
OOCL	16%	7%	20 Days	\$3.97	\$4			\$34					\$4,667
Hyundai	2%	1%	22 Days	\$3.87	\$4			\$34					\$4,566
APL	0%	41%	22 Days	\$3.97	\$4			\$34					\$4,667

Average Container Rate \$4,667

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 11.8 \ 23.3

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	49%	49%	19 Days	\$3.97	\$4		9%	\$34					\$5,027
Yang Ming	29%	29%	18 Days										
Sea-Land	9%	9%	18 Days	\$3.97	\$4		9%	\$34					\$5,027
APL	9%	9%	21 Days	\$3.97	\$4		9%	\$34					\$5,027
OOCL	5%	5%	18 Days	\$3.97	\$4		9%	\$34					\$5,027
NYK Line	5%	5%	18 Days	\$3.97	\$4		9%	\$34					\$5,027

Average Container Rate \$5,027

Ocean Rate Bulletin

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

Fresh Lemons

Monthly Market Share For: March 1998

Month\Year: 53.6 \ 95.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Hanjin	51%	43%	10 Days	\$1.91	\$4		35%	\$34				1008 pkgs.	\$3,264
Maersk	35%	35%	11 Days	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
Hapag-Lloyd	4%	3%	10 Days	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
Mitsui OSK	4%	3%	13 Days	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
Yang Ming	3%	4%	11 Days	\$1,500 ¹								1008 pkgs.	\$1,500
NYK Line	3%	3%	11 Days	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
K Line	1%	2%	21 Days	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
COSCO	0%	3%	12 Days	\$3.21									\$3,236
OOCL	0%	3%	11 Days ⁴	\$2.01	\$4		35%	\$34				1008 pkgs.	\$3,400
Evergreen	0%	2%	12 Days	\$1.91	\$4		35%	\$34				1008 pkgs.	\$3,264

¹ Rate is per container

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

Average Container Rate \$3,275