

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: December 1997

Month\Year: 61.4 \ 1,251.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
APL	30%	25%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Maersk	16%	24%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Sea-Land	10%	12%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Neptune	10%	5%	13 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Mitsui OSK	8%	2%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Hanjin	2%	11%	15 Days	\$3.55	\$6			\$26				630 pkgs.	\$2,749
NYK Line	2%	3%	13 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
P&O Nedlloyd	1%	3%	13 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
OOCL	0%	14%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066

Average Container Rate \$3,058

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: December 1997

Month\Year: 0.3 \ 36.5

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	100%	39%	20 Days	\$5.35	\$6			\$34					\$6,096
APL	0%	36%	21 Days	\$5.35	\$6			\$34					\$6,096
K Line	0%	16%	24 Days	\$5.00	\$35		00%	\$6					\$6,096
Sea-Land	0%	9%	22 Days	\$5.35	\$6			\$34					\$6,096

Average Container Rate \$6,096

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: December 1997

Month\Year: 15.4 \ 242.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
APL	52%	43%	19 Days	\$3.40	\$6		13%	\$34					\$4,648
Sea-Land	29%	17%	18 Days	\$3.40	\$6		13%	\$34					\$4,648
Maersk	19%	29%	18 Days	\$3.40	\$6		13%	\$34					\$4,648
APL	13%	13%	26 Days	\$1,445 ¹	\$120 ¹			AI					\$1,565
Neptune	0%	4%	17 Days	\$3.40	\$6		13%	\$34					\$4,648
Mitsui OSK	0%	3%	19 Days	\$3.40	\$6		13%	\$34					\$4,648

¹ Rate is per container

Average Container Rate \$4,294

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: December 1997

Month\Year: 3.0 \ 48.0

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>
K Line	58%	41%	12 Days	\$133	\$6		39%	AI				19 KT	\$4,581
Mitsui OSK	37%	4%	12 Days	\$133	\$6		39%	AI				19 KT	\$4,581
Maersk	5%	19%	10 Days	\$133	\$6		39%	AI				19 KT	\$4,581
NYK Line	0%	13%	15 Days	\$133	\$6		39%	AI				19 KT	\$4,581
APL	0%	10%	11 Days	\$133	\$6		39%	AI				19 KT	\$4,581

Average Container Rate \$4,581