

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 1.0 \ 36.5

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Cho Yang	100%	63%	14 Days	\$1,322	\$96 <sup>1</sup>		AI	AI					\$1,418
Hanjin	0%	23%	14 Days	\$1,096	\$96 <sup>1</sup>		AI	AI					\$1,192
Zim Line	0%	5%	12 Days	\$800	\$113 <sup>1</sup>		AI	AI					\$913
Yang Ming	0%	5%	17 Days	\$1,064	\$96 <sup>1</sup>		AI	AI					\$1,160
Senator	0%	3%	14 Days	\$1,066	AI		AI	AI					\$1,066

<sup>1</sup> Rate is per container

**Average Container Rate** \$1,418

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 160.0 \ 825.9

*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>
OOCL	67%	41%	15 Days	\$1,092	\$96 <sup>1</sup>			AI					\$1,188
Maersk	10%	22%	15 Days	\$1,092	\$96 <sup>1</sup>			AI					\$1,188
Hyundai	7%	6%	18 Days <sup>5</sup>	\$800	AI			AI					\$800
COSCO	6%	7%	21 Days	\$900	AI			AI					\$900
Hanjin	5%	2%	15 Days	\$1,044	\$96 <sup>1</sup>			AI					\$1,140
Mitsui OSK	3%	7%	15 Days	\$1,092	\$96 <sup>1</sup>			AI					\$1,188
Hapag-Lloyd	1%	10%	13 Days	\$1,092	\$96 <sup>1</sup>			AI					\$1,188
Senator	1%	2%	14 Days	\$1,257	\$96 <sup>1</sup>			AI					\$1,353

1 Rate is per container

5 Transit time is based on departure from Los Angeles, CA.

*Average Container Rate* \$1,143

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 4.6 \ 35.4

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	56%	30%	15 Days		AI		AI	AI					\$745
Hapag-Lloyd	44%	48%	14 Days	\$974	\$96 <sup>1</sup>		8%	AI					\$1,148
OOCL	0%	19%	16 Days	\$974	\$96 <sup>1</sup>		8%	AI					\$1,148

<sup>1</sup> Rate is per container

**Average Container Rate** \$920

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 1.0 \ 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>		
Madrigal	100%	100%	20 Days	\$1,010	\$80 <sup>1</sup>			\$270 <sup>1</sup>					\$1,360

<sup>1</sup> Rate is per container

*Average Container Rate* \$1,360

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 1.0 \ 10.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	100%	40%	20 Days	\$1,536	\$96 <sup>1</sup>			AI					\$1,632
Hapag-Lloyd	0%	40%	23 Days	\$1,536	\$96 <sup>1</sup>			AI					\$1,632
Evergreen	0%	20%	26 Days										

<sup>1</sup> Rate is per container

**Average Container Rate** \$1,632

# Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: December 1997

Month\Year: 10.4 \ 67.4

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
OOCL	29%	28%	19 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Sea-Land	29%	4%	18 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Neptune	19%	3%	17 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Hanjin	10%	15%	19 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Yang Ming	10%	3%	21 Days	\$1,350	AI		AI	AI					\$1,350
Maersk	4%	15%	18 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Hapag-Lloyd	0%	15%	26 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
APL	0%	12%	19 Days	\$1,292	\$96 <sup>1</sup>		13%	AI					\$1,556
Cho Yang	0%	3%	20 Days	\$1,775	AI		AI	AI					\$1,775

<sup>1</sup> Rate is per container

**Average Container Rate** \$1,536

# Ocean Rate Bulletin

Port of Oakland To Jakarta, Indonesia

Pistachios

Monthly Market Share For: December 1997

Month\Year: 0.0 \ 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>
Hapag-Lloyd	100%	38%	31 Days	\$1,636	\$96 <sup>1</sup>			AI				17.5 KT	\$1,732
Hanjin	0%	25%	24 Days	\$1,560	\$96 <sup>1</sup>			AI					\$1,656
APL	0%	25%	25 Days	\$1,636	\$96 <sup>1</sup>			AI				17.5 KT	\$1,732
Maersk	0%	12%	24 Days	\$1,636	\$96 <sup>1</sup>			AI				17.5 KT	\$1,732

1 Rate is per container

*Average Container Rate*