

# Ocean Rate Bulletin

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

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 37.4 \ 332.0

*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>
OOCL	42%	24%	24 Days	\$188	\$6			AI				19 KT	\$3,686
APL	25%	39%	20 Days	\$188	\$6			AI				19 KT	\$3,686
Mitsui OSK	17%	5%	23 Days	\$188	\$6			AI				19 KT	\$3,686
Sea-Land	11%	5%	21 Days <sup>3</sup>	\$188	\$6			AI				19 KT	\$3,686
Hyundai	3%	3%	16 Days	\$180	\$6			AI				19 KT	\$3,686
Hapag-Lloyd	3%	1%	19 Days	\$188	\$6			AI				19 KT	\$3,686

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

*Average Container Rate* \$3,686

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# *Ocean Rate Bulletin*

Seattle/Tacoma Ports To Busan, Korea

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 15.0 \ 217.3

*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>
Hyundai	53%	48%	9 Days	\$137	\$6		AI	AI				19 KT	\$2,717
Hanjin	47%	35%	14 Days	\$137	\$6		AI	AI				19 KT	\$2,717

*Average Container Rate* \$2,717

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 18.6 \ 246.5

*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>
Hyundai	47%	19%	12 Days	\$137	\$6			AI				19 KT	\$2,717
COSCO	23%	5%	18 Days	\$138	AI			AI				21 KT	\$2,898
Mitsui OSK	18%	22%	12 Days	\$139	\$6			AI				19 KT	\$2,755
APL	12%	7%	12 Days	\$139	\$6			AI				19 KT	\$2,755

*Average Container Rate* \$2,770

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 10.0 \ 81.5

*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	90%	55%	17 Days <sup>3</sup>	\$191	\$6			AI				19 KT	\$3,743
APL	10%	15%	22 Days	\$191	\$6			AI				19 KT	\$3,743

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

*Average Container Rate* \$3,743

# Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 10.0 \ 115.5

*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>		
OOCL	40%	16%	18 Days	\$176	\$6			AI				19 KT	\$3,458
APL	30%	28%	18 Days	\$176	\$6			AI				19 KT	\$3,458
Mitsui OSK	10%	23%	18 Days	\$176	\$6			AI				19 KT	\$3,458
Hyundai	10%	10%	19 Days	\$168	\$6			AI				19 KT	\$3,306
Maersk	10%	8%	16 Days <sup>3</sup>	\$176	\$6			AI				19 KT	\$3,458

<sup>3</sup> Transit time is based on departure from Tacoma, WA.

*Average Container Rate* \$3,443

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: October 1997

Month\Year: 108.4 \ 996.9

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Maersk	37%	22%	10 Days <sup>3</sup>	\$150	\$6		39%	\$34				18.5 KT	\$4,772
NYK Line	23%	7%	10 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
West	15%	12%	21 Days	\$4,200 <sup>1</sup>	AI		AI	AI					\$4,200
K Line	10%	3%	11 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
Evergreen	8%	11%	9 Days <sup>3</sup>	\$147	\$5		39%	AI				18.5 KT	\$3,977
Sea-Land	3%	1%	21 Days <sup>6</sup>	\$150	\$6		39%	\$34				18.5 KT	\$4,722
Hanjin	2%	6%	13 Days <sup>3</sup>	\$147	\$6		39%	\$26				18.5 KT	\$4,490
COSCO	1%	29%	9 Days <sup>3</sup>	\$3,500 <sup>1</sup>	AI		AI	AI				19 KT	\$3,500
Mitsui OSK	1%	14%	12 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.

6 Transit time is based on departure from Portland, OR.

**Average Container Rate** \$4,585