

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 7\122

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	71%	30%	21 Days	\$184.00	\$7			AI				19 KT	\$3,629
Sea-Land	14%	36%	22 Days <sup>3</sup>	\$184.00	\$7			AI				19 KT	\$3,629
Maersk	14%	20%	21 Days	\$184.00	\$7			AI				19 KT	\$3,629
APL	0%	9%	30 Days	\$184.00	\$7			AI				19 KT	\$3,629
NYK Line	0%	2%	32 Days	\$184.00	\$7			AI				19 KT	\$3,629

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

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, Korea

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 34\263

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	44%	30%	16 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284
Maersk	29%	23%	15 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284
Hyundai	21%	29%	12 Days	\$164.00	\$7		3%	AI				19 KT	\$3,342
Sea-Land	6%	3%	15 Days <sup>3</sup>	\$161.00	\$7		3%	AI				19 KT	\$3,284
OOCL	0%	6%	16 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284

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

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 96\857

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	22%	30%	17 Days	\$160.00	\$7			AI				19 KT	\$3,173
Maersk	22%	16%	19 Days	\$160.00	\$7			AI				19 KT	\$3,173
OOCL	16%	8%	17 Days	\$160.00	\$7			AI				19 KT	\$3,173
Evergreen	13%	9%	23 Days <sup>3</sup>	\$169.00	\$7			AI				18 KT	\$3,344
Sea-Land	9%	21%	19 Days <sup>3</sup>	\$160.00	\$7			AI				19 KT	\$3,173
Hyundai	6%	3%	16 Days	\$160.00	\$7			AI				19 KT	\$3,173
APL	4%	6%	19 Days	\$160.00	\$7			AI				19 KT	\$3,173
NYK Line	3%	4%	19 Days	\$160.00	\$7			AI				19 KT	\$3,173
Yang Ming	3%	1%	22 Days	\$158.00	\$7			AI				19 KT	\$3,135

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

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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

*Monthly Market Share For: November 1996*

Month\Year: 24\153

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</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	71%	44%	22 Days	\$212.00	\$7			AI				19 KT	\$4,161
Mitsui OSK	29%	30%	22 Days	\$212.00	\$7			AI				19 KT	\$4,161
APL	0%	10%	22 Days	\$212.00	\$7			AI				19 KT	\$4,161
Neptune	0%	9%	27 Days	\$212.00	\$7			AI				19 KT	\$4,161
NYK Line	0%	7%	25 Days	\$212.00	\$7			AI				19 KT	\$4,161

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 35\541

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</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	34%	17%	18 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
OOCL	21%	17%	21 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
Mitsui OSK	17%	18%	17 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
Evergreen	11%	15%	22 Days <sup>3</sup>	\$157.00	\$7		AI	AI				19 KT	\$3,116
Sea-Land	8%	17%	27 Days <sup>3</sup>	\$154.00	\$7		AI	AI				21 KT	\$3,059
NYK Line	6%	8%	14 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
APL	3%	6%	21 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059

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

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 1\114

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</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	100%	4%	21 Days	\$209.00	\$7			AI				19 KT	\$4,104
APL	0%	63%	22 Days	\$209.00	\$7			AI				19 KT	\$4,104
Mitsui OSK	0%	8%	24 Days	\$209.00	\$7			AI				19 KT	\$4,104
Sea-Land	0%	8%	16 Days <sup>3</sup>	\$209.00	\$7			AI				19 KT	\$4,104
Maersk	0%	3%	21 Days	\$209.00	\$7			AI				19 KT	\$4,104

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

# Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 39\420

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	41%	16%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
Hyundai	15%	12%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
Sea-Land	13%	18%	25 Days <sup>3</sup>	\$197.00	\$7			AI				19 KT	\$3,876
Maersk	13%	16%	21 Days	\$197.00	\$7			AI				19 KT	\$3,876
OOCL	13%	8%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
APL	5%	20%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
Neptune	0%	5%	23 Days	\$197.00	\$7			AI				19 KT	\$3,876

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

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: November 1996

Month\Year: 43\391

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
OOCL	26%	18%	24 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Mitsui OSK	25%	18%	23 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
APL	19%	15%	21 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
NYK Line	15%	15%	22 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Sea-Land	5%	10%	20 Days <sup>3</sup>	\$174.00	\$7		AI	AI				19 KT	\$3,439
Maersk	2%	10%	19 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Neptune	2%	7%	21 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Evergreen	2%	4%	33 Days <sup>3</sup>	\$3,974 <sup>1</sup>	\$140 <sup>1</sup>		AI	AI					\$4,114
Hyundai	2%	3%	20 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Hanjin	2%	0%	22 Days	\$172.00	\$7		AI	AI				19 KT	\$3,401

1 Rate is per container

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

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## ***Ocean Rate Bulletin***

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

*Monthly Market Share For: November 1996*

Month\Year: 294\485

*Surcharges:*

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>	<i>Size</i>	<i>ContainerRate</i>
Mitsui OSK	52%	39%	11 Days	\$168.00	\$7		47%	\$34				18.5 KT	\$5,471
COSCO	31%	39%	10 Days	\$237.00	AI		AI	AI				19 KT	\$4,503
Hyundai	8%	10%	10 Days	\$165.00	\$7		47%	\$34				18.5 KT	\$5,387
Hanjin	7%	5%	11 Days	\$165.00	\$7		47%	\$34				18.5 KT	\$5,387
Mexican Line	1%	0%	12 Days	\$212.00	\$7		47%	AI				19 KT	\$6,054
APL	0%	2%	12 Days	\$168.00	\$7		47%	\$34				18.5 KT	\$4,825
Evergreen	0%	1%	15 Days	\$180.00	\$7		47%	AI				18 KT	\$5,160