

Ocean Rate Bulletin

Atlantic/Gulf Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 9\131

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%	31%	21 Days	\$184.00	\$7			AI				19 KT	\$3,629
Maersk	44%	21%	17 Days ³	\$184.00	\$7			AI				19 KT	\$3,629
Sea-Land	11%	34%	16 Days ³	\$184.00	\$7			AI				19 KT	\$3,629
APL	0%	8%	21 Days	\$184.00	\$7			AI				19 KT	\$3,629
NYK Line	0%	2%	27 Days ³	\$184.00	\$7			AI				19 KT	\$3,629

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 22\285

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	54%	26%	17 Days ³	\$161.00	\$7		3%	AI				19 KT	\$3,284
Mitsui OSK	32%	31%	16 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284
Hyundai	5%	27%	9 Days	\$164.00	\$7		3%	AI				19 KT	\$3,342
OOCL	5%	6%	15 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284
Hanjin	5%	2%	12 Days	\$164.00	\$7		3%	AI				19 KT	\$3,342

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 68\925

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	38%	18%	18 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
Mitsui OSK	31%	30%	20 Days	\$160.00	\$7			AI				19 KT	\$3,173
OOCL	7%	8%	11 Days	\$160.00	\$7			AI				19 KT	\$3,173
Evergreen	6%	8%	20 Days ³	\$157.00	\$7			AI				18 KT	\$3,116
APL	6%	6%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
Hyundai	6%	3%	13 Days	\$160.00	\$7			AI				19 KT	\$3,173
Sea-Land	3%	20%	18 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
NYK Line	3%	4%	20 Days ³	\$160.00	\$7			AI				19 KT	\$3,173

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hsingkang, China

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 3\27

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>
COSCO	100%	67%	17 Days	\$4,400 ¹	AI			AI					\$4,400
Maersk	0%	22%	21 Days ³	\$223.00	\$7			AI				19 KT	\$4,370
APL	0%	11%	24 Days	\$223.00	\$7			AI				19 KT	\$4,370

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 9\162

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	56%	31%	22 Days	\$212.00	\$7			AI				19 KT	\$4,161
Maersk	33%	43%	17 Days ³	\$212.00	\$7			AI				19 KT	\$4,161
APL	11%	11%	30 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%	6%	30 Days ³	\$212.00	\$7			AI				19 KT	\$4,161

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 54\595

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	40%	19%	19 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,059
OOCL	22%	18%	12 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
Evergreen	15%	15%	19 Days ³	\$160.00	\$7		AI	AI				19 KT	\$3,173
Mitsui OSK	11%	18%	18 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
NYK Line	8%	8%	19 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,059
Sea-Land	2%	16%	17 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,059
APL	2%	6%	19 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 12\126

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	50%	12%	17 Days	\$209.00	\$7			AI				19 KT	\$4,104
Hyundai	33%	14%	17 Days	\$206.00	\$7			AI				19 KT	\$4,047
APL	17%	59%	20 Days	\$209.00	\$7			AI				19 KT	\$4,104

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 23\443

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	39%	17%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
Hyundai	18%	12%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
Maersk	17%	16%	25 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
Sea-Land	13%	18%	15 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
OOCL	13%	9%	18 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: December 1996

Month\Year: 29\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>
APL	21%	15%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Mitsui OSK	19%	18%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
NYK Line	19%	15%	22 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
OOCL	15%	18%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Sea-Land	9%	10%	14 Days ³	\$174.00	\$7		AI	AI				19 KT	\$3,439
Hyundai	7%	3%	17 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Maersk	4%	10%	14 Days ³	\$174.00	\$7		AI	AI				19 KT	\$3,439
Neptune	3%	7%	21 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Evergreen	3%	4%	27 Days ³	\$171.00	\$7		AI	AI				19 KT	\$3,382

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: December 1996

Month\Year: 98\2,583

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>
COSCO	49%	39%	10 Days	\$1,550 ¹	\$40 ¹		AI	\$500 ¹					\$2,090
Mitsui OSK	23%	39%	12 Days	\$183.00	\$7		47%	\$34				19 KT	\$5,890
Hanjin	17%	5%	11 Days	\$182.00	AI		AI	\$34				18 KT	\$4,104
Hyundai	5%	10%	13 Days ³	\$165.00	\$7		47%	\$34				18.5 KT	\$5,387
NYK Line	4%	3%	12 Days ³	\$183.00	\$7		47%	\$34				19 KT	\$5,890
Mexican Line	1%	0%	12 Days	\$212.00	\$7		47%	AI				19 KT	\$6,054
K Line	1%	0%	13 Days	\$183.00	\$7		47%	\$34				19 KT	\$5,890
APL	0%	2%	12 Days	\$183.00	\$7		47%	\$34				19 KT	\$5,890

1 Rate is per container

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