

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: February 1997

Month\Year: 6\6

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>
Sea-Land	67%	67%	13 Days ³	\$461.00	\$7			\$34				19 KT	\$9,538
Maersk	33%	33%	17 Days ³	\$461.00	\$7			\$34				19 KT	\$9,538

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: February 1997

Month\Year: 42\63

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>
Hyundai	56%	63%	9 Days	\$161.00	\$7		2%	AI				19 KT	\$3,253
Maersk	26%	18%	17 Days ³	\$161.00	\$7		2%	AI				19 KT	\$3,253
Mitsui OSK	15%	16%	16 Days	\$161.00	\$7		2%	AI				19 KT	\$3,258
Evergreen	2%	2%	23 Days ³	\$170.00	\$7		2%	AI				19 KT	\$3,428
OOCL	0%	2%	16 Days	\$161.00	\$7		2%	AI				19 KT	\$3,253

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: February 1997

Month\Year: 85\139

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	23%	32%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
Maersk	20%	12%	18 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
OOCL	16%	20%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
Evergreen	13%	8%	14 Days ³	\$3,316 ¹	\$140 ¹			AI					\$3,456
NYK Line	8%	7%	17 Days	\$160.00	\$7			AI				19 KT	\$3,173
Sea-Land	7%	4%	18 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
APL	6%	6%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
COSCO	3%	4%	17 Days	\$136.00	AI			AI				21 KT	\$2,856
Hyundai	2%	5%	13 Days	\$3,376 ¹	\$140 ¹			AI					\$3,516
Yang Ming	1%	1%	21 Days ³	\$158.00	\$7			AI				19 KT	\$3,135

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: February 1997

Month\Year: 7\13

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%	62%	21 Days	\$212.00	\$7			AI				19 KT	\$4,161
APL	14%	31%	22 Days	\$212.00	\$7			AI				19 KT	\$4,161
Evergreen	14%	8%	28 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: February 1997

Month\Year: 38\38

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	34%	37%	17 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
NYK Line	19%	20%	14 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
Mitsui OSK	16%	24%	21 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
Evergreen	16%	7%	17 Days ³	\$160.00	\$7		AI	AI				21 KT	\$3,173
Sea-Land	9%	4%	17 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,059
Maersk	6%	3%	19 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,059
Neptune	0%	3%	31 Days	\$154.00	\$7		AI	AI				21 KT	\$3,059
APL	0%	1%	21 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: February 1997

Month\Year: 14\29

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	72%	69%	20 Days	\$209.00	\$7			AI				19 KT	\$4,104
Sea-Land	28%	14%	21 Days ³	\$207.00	\$7			AI				19 KT	\$4,104

³ 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: February 1997

Month\Year: 34\51

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	31%	44%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
Sea-Land	16%	11%	12 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
Maersk	15%	10%	16 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
OOCL	12%	16%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
APL	12%	8%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
shy	9%	8%	18 Days	\$194.00	\$7			AI				19 KT	\$3,819
Neptune	6%	4%	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: February 1997

Month\Year: 39\39

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
APL	24%	19%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Maersk	21%	10%	14 Days ³	\$174.00	\$7		AI	AI				19 KT	\$3,439
OOCL	17%	23%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Mitsui OSK	10%	12%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Neptune	7%	6%	21 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Evergreen	7%	3%	27 Days ³	\$3,974 ¹	\$140 ¹		AI	AI				19 KT	\$4,114
NYK Line	4%	19%	21 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Yang Ming	4%	2%	16 Days ³	\$172.00	\$7		AI	AI				19 KT	\$3,401
Hyundai	3%	7%	17 Days	\$171.00	\$7		AI	AI				19 KT	\$3,382

1 Rate is per container

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: February 1997

Month\Year: 161\380

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	70%	58%	11 Days	\$237.00	AI		AI	AI					\$4,503
Hyundai	12%	6%	13 Days ³	\$165.00	\$7		42%	\$34				18.5 KT	\$5,231

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