

Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 8\32

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	50%	19%	12 Days	\$156.00	\$7		2%		AI			21 KT	\$3,489
OOCL	25%	10%	17 Days	\$210.00	\$7		2%		AI			21 KT	\$4,645
Hanjin	13%	22%	12 Days	\$156.00	\$7		2%		AI			21 KT	\$3,489
K Line	13%	6%	12 Days	\$210.00	\$7		2%		AI			21 KT	\$4,645
COSCO	0%	10%	25 Days	\$3,550 ¹	AI		AI		AI			21 KT	\$3,550
Sea-Land	0%	10%	15 Days	\$210.00	\$7		2%		AI			21 KT	\$4,645
Hapag-Lloyd	0%	8%	20 Days	\$210.00	\$7		2%		AI			21 KT	\$4,645
Evergreen	0%	6%	26 Days	\$195.00	\$7		2%		AI			18 KT	\$4,324

¹ Rate is per container

Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 413\1,100

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>
Mexican Line	16%	12%	17 Days	\$2,850 ¹	AI				AI				\$2,850
Hyundai	15%	16%	16 Days	\$121.00	\$7				AI			21 KT	\$2,569
Hanjin	14%	19%	15 Days	\$120.00	\$7				AI			21 KT	\$2,667
OOCL	13%	6%	16 Days	\$121.00	AI				AI			21 KT	\$2,541
Sea-Land	10%	14%	14 Days	\$121.00	AI				AI			21 KT	\$2,541
Maersk	9%	10%	14 Days	\$121.00	AI				AI			21 KT	\$2,541
Evergreen	8%	7%	17 Days	\$121.00	AI				AI			21 KT	\$2,541
Cho Yang	7%	6%	19 Days	\$3,060 ¹	\$7				AI			21 KT	\$3,060
Mitsui OSK	3%	3%	17 Days	\$121.00	AI				AI			21 KT	\$2,541
COSCO	2%	2%	26 Days	\$122.00	AI				AI			21 KT	\$2,562

¹ Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 1\1

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	100%	100%	12 Days	\$257.00	\$7				AI			21 KT	\$5,544

Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 2\7

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>
Evergreen	100%	86%	20 Days	\$147.00	\$7		AI		AI			21 KT	\$3,234
Yang Ming	0%	14%	19 Days	\$147.00	\$7		AI		AI			21 KT	\$3,234

Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: \1

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	43%	7%	30 Days	\$4,210 ¹	\$40				AI			21 KT	\$4,250
Sea-Land	30%	10%	19 Days	\$227.00	\$7				AI			21 KT	\$4,914
NYK Line	27%	5%	21 Days	\$227.00	\$7				AI			21 KT	\$4,914
Hanjin	0%	78%	21 Days	\$228.00	\$7				AI			21 KT	\$4,935

¹ Rate is per container

Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 18\25

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	31%	27%	20 Days	\$183.00	\$7		17%		AI			21 KT	\$4,643
Cho Yang	25%	17%	23 Days	\$3,305 ¹	\$140 ¹		17%						\$4,007 ²
Mitsui OSK	12%	17%	21 Days	\$183.00	\$7		17%		AI			21 KT	\$4,643
Sea-Land	12%	7%	23 Days	\$183.00	\$7		17%		AI			21 KT	\$4,643
OOCL	7%	3%	23 Days	\$183.00	\$7		17%		AI			21 KT	\$4,643
Hanjin	6%	10%	21 Days	\$219.00	\$7		17%		AI			21 KT	\$5,528
Hyundai	6%	7%	20 Days	\$192.00	\$7		17%		AI			21 KT	\$4,864
K Line	0%	2%	20 Days	\$183.00	\$7		17%		AI			21 KT	\$4,643

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Tokyo, Japan

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 80\211

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB		
K Line	29%	19%	10 Days	\$115.00	\$7		42%		AI		21 KT	\$3,576
Evergreen	28%	26%	12 Days	\$4,197 ¹	AI		AI		AI			\$4,197
Hanjin	14%	22%	11 Days	\$108.00	\$7		42%		AI		21 KT	\$3,368
Mexican Line	13%	5%	10 Days	\$108.00	\$7		42%		AI		21 KT	\$3,368
Maersk	6%	6%	10 Days	\$115.00	\$7		42%		AI		21 KT	\$3,576
COSCO	4%	9%	15 Days	\$2,564	AI		45%		AI			\$3,718
APL	4%	6%	11 Days	\$115.00	\$7		42%		AI		21 KT	\$3,576
Yang Ming	4%	3%	13 Days	\$4,147 ¹	AI		AI		AI			\$4,147
Sea-Land	3%	1%	12 Days	\$115.00	\$7		42%		AI		21 KT	\$3,576
Mitsui OSK	2%	2%	11 Days	\$115.00	\$7		42%		AI		21 KT	\$3,576

¹ Rate is per container

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Xiamen, China

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 1\11

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	100%	52%	23 Days	\$187.00	\$7				AI			21 KT	\$4,074
Hanjin	0%	19%	18 Days	\$225.00	\$7				AI			21 KT	\$4,872
Maersk	0%	19%	19 Days	\$190.00	\$7				AI			21 KT	\$4,137
Evergreen	0%	10%	27 Days	\$187.00	\$7				AI			21 KT	\$4,074

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 863\1,399

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	40%	42%	13 Days	\$121.00	\$7				AI			21 KT	\$2,688
Hanjin	20%	21%	20 Days	\$120.00	\$7				AI			21 KT	\$2,667
Evergreen	13%	11%	14 Days ³	\$121.00	AI				AI			21 KT	\$2,541
COSCO	11%	9%	17 Days	\$122.00	AI				AI			21 KT	\$2,562
OOCL	6%	7%	21 Days	\$121.00	AI				AI			21 KT	\$2,541
Sea-Land	3%	2%	18 Days ³	\$121.00	AI				AI			21 KT	\$2,541
Mitsui OSK	2%	2%	12 Days	\$121.00	AI				AI			21 KT	\$2,541
P&O Nedlloyd	2%	2%	17 Days	\$121.00	AI				AI			21 KT	\$2,541
APL	1%	1%	12 Days	\$121.00	AI				AI			21 KT	\$2,541
NYK Line	1%	1%	16 Days	\$121.00	AI				AI			21 KT	\$2,541

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Poultry (WC)

Monthly Market Share For: March 1997

Month\Year: 28\103

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>
Evergreen	82%	47%	9 Days ³	\$4,197 ¹	AI		AI		AI				\$4,197
Yang Ming	18%	17%	13 Days ³	\$4,047 ¹	AI		AI		AI				\$4,047
COSCO	0%	22%	12 Days	\$2,564 ¹	AI		42%		AI				\$3,718
Hanjin	0%	8%	13 Days	\$108.00	\$7		42%		AI			21 KT	\$3,368
NYK Line	0%	5%	10 Days	\$115.00	\$7		42%		AI			21 KT	\$3,576

1 Rate is per container

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