



Ocean Rate Bulletin

Raw Cotton:

Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during October 1998. The denominator represents the total number of TEU shipped, by all carriers, throughout the 1998 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, October 1998.

Market Share-October:

Each carrier's current market share is based on the number of containers shipped during October 1998. Source: PIERS, October 1998.

Market Share-CY 1998:

Each carrier's market share is based on the total number of containers shipped throughout the 1998 calendar year. Source: PIERS, 1998.

Transit Time:

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: The Pacific Shipper, November 2, 1998 and various sites on the World Wide Web.

Ocean Rates:

Ocean rates are applicable for December 30, 1998. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the DXI on-line rate tariff retrieval system.

Container Rate:

Container rates for Raw Cotton are quoted on full, 19.5 KT per 40-foot dry containers unless otherwise noted.

Container movements of raw cotton are defined by PIERS as "American, Raw Cotton, Compressed."

Definitions

- AI = All Inclusive
- ARB = Arbitrary Charge
- BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.
- CAF = Currency Adjustment Charge
- CFS = Container Freight Station - used to consolidate shipments.
- CY-CY = Container Yard to Container Yard
- KT = 1,000 Kilograms (Metric Ton).
- PC = Per Container
- THC = Terminal Handling Charge, also known as Container Yard Charge (CY).
- FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Heidi Reichert and Ron Hagen of the Shipper & Exporter Assistance Program, Transportation and Marketing Division, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325 or fax both on (202) 690-1498.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Bangkok, Thailand

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 21\1,557

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate | |
|--------------|--------------|-----------------|----------------------|----------------------|-------------|----|-----|------|---------|-----|--------------------|---------------|-----------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | | Cotton R. |
| Evergreen | 29% | 21% | 29 Days | \$1,225 ¹ | | | | | | | \$399 ¹ | | \$1,624 |
| Hanjin | 29% | 4% | 24 Days ⁴ | \$100.00 | \$2 | | | \$22 | | | | | \$2,418 |
| Yang Ming | 19% | 23% | 25 Days | \$1,520 ¹ | \$2 | | | \$26 | | | | | \$2,080 |
| Mitsui OSK | 14% | 13% | 6 Days | \$1,400 ¹ | | | | | | | | | \$1,400 |
| NYK Line | 10% | 9% | 17 Days | \$1,400 ¹ | | | | | | | | | \$1,400 |
| APL | 0% | 7% | 20 Days | \$1,400 ¹ | | | | | | | | | \$1,400 |
| Sea-Land | 0% | 6% | 23 Days ⁴ | \$1,400 ¹ | | | | | | | | | \$1,400 |
| K Line | 0% | 5% | 23 Days | \$1,400 ¹ | | | | | | | | | \$1,400 |
| P&O Nedlloyd | 0% | 3% | 17 Days | \$1,520 ¹ | \$2 | | | | | | \$399 ¹ | | \$1,959 |
| OOCL | 0% | 3% | 19 Days ⁴ | \$1,400 ¹ | | | | | | | | | \$1,400 |
| Hyundai | 0% | 3% | 22 Days | \$78.00 | \$2 | | | \$22 | | | | | \$1,989 |
| Zim Line | 0% | 2% | | \$1,250 ¹ | | | | | | | | | \$1,250 |

¹ Rate is per container

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 282\6,453

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> |
|----------------|---------------------|------------------------|----------------------|----------------------|------------|-----------|------------|------------|----------------|------------|------------------|-------------|----------------------|
| Hanjin | 40% | 24% | 28 Days ⁴ | | | | | | | | | | |
| Zim Line | 37% | 24% | 22 Days | \$101.00 | \$2 | | | | | | | | \$1,970 |
| Hyundai | 15% | 23% | 13 Days | \$91.00 | \$2 | | | | | | \$22 | | \$2,242 |
| Cho Yang | 7% | 14% | 14 Days | \$101.00 | \$2 | | | | | | | | \$2,163 |
| Senator | 0% | 8% | 12 Days | \$104.00 | \$7 | | | | | | | | \$2,035 |
| OOCL | 0% | 4% | 25 Days | \$1,372 ¹ | | | | | | | | | \$1,372 |
| Maersk | 0% | 2% | 16 Days ⁴ | \$1,372 ¹ | | | | | | | | | \$1,372 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Ho Chi Minh, Vietnam

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 24\84

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> |
|----------------|---------------------|------------------------|----------------------|-------------------|------------|-----------|------------|------------|----------------|------------|------------------|-------------|----------------------|
| Hanjin | 75% | 50% | 24 Days ⁴ | | | | | | | | | | |
| OOCL | 25% | 7% | 20 Days | | | | | | | | | | |
| Mitsui OSK | 0% | 22% | | | | | | | | | | | |
| Yang Ming | 0% | 8% | 24 Days | | | | | | | | | | |
| Maersk | 0% | 6% | 27 Days ⁴ | | | | | | | | | | |
| Evergreen | 0% | 6% | | | | | | | | | | | |
| Zim Line | 0% | 4% | | | | | | | | | | | |

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 41\1,327

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate |
|-------------|--------------|-----------------|----------------------|----------------------|-------------|------|-----|-----|---------|--------------------|------|---------------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | |
| Yang Ming | 58% | 11% | 17 Days | \$1,195 ¹ | \$2 | \$26 | | | | | | \$1,755 |
| Hanjin | 27% | 27% | 24 Days ⁴ | | | | | | | | | |
| Sea-Land | 10% | 6% | 8 Days ⁴ | \$1,100 ¹ | | | | | | | | \$1,100 |
| NYK Line | 5% | 1% | 14 Days | \$1,100 ¹ | | | | | | | | \$1,100 |
| Evergreen | 0% | 22% | 19 Days | \$1,045 ¹ | | | | | | \$399 ¹ | | \$1,459 |
| Mitsui OSK | 0% | 18% | 13 Days | \$1,100 ¹ | | | | | | | | \$1,100 |
| OOCL | 0% | 4% | 20 Days | \$1,100 ¹ | | | | | | | | \$1,100 |
| K Line | 0% | 3% | 18 Days | \$1,100 ¹ | | | | | | | | \$1,100 |
| APL | 0% | 2% | 12 Days | \$1,100 ¹ | | | | | | | | \$1,100 |
| Zim Line | 0% | 2% | 18 Days | \$53.00 | \$2 | | | | | | | \$1,072 |
| Hapag-Lloyd | 0% | 2% | 20 Days | | | | | | | | | |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 60\132

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate | |
|-------------|--------------|-----------------|----------------------|-----------------------|-------------|----|-----|------|---------|-----|--------------------|---------------|-----------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | | Cotton R. |
| Hanjin | 48% | 17% | 25 Days ⁴ | | | | | | | | | | |
| Mitsui OSK | 20% | 13% | 22 Days | \$910.00 ¹ | | | | | | | | | \$910 |
| OOCL | 10% | 10% | 23 Days | \$910.00 ¹ | | | | | | | | | \$910 |
| Evergreen | 10% | 9% | 30 Days | \$1,060 ¹ | | | | | | | \$399 ¹ | | \$1,459 |
| Yang Ming | 5% | 18% | 28 Days | \$1,440 ¹ | \$2 | | | \$26 | | | | | \$2,000 |
| Cho Yang | 5% | 9% | | \$111.00 | \$2 | | | | | | | | \$2,373 |
| Sea-Land | 2% | 2% | 22 Days ⁴ | \$910.00 ¹ | | | | | | | | | \$910 |
| NYK Line | 0% | 8% | 22 Days | \$910.00 ¹ | | | | | | | | | \$910 |
| APL | 0% | 6% | 23 Days | \$910.00 ¹ | | | | | | | | | \$910 |
| Hyundai | 0% | 2% | 21 Days | \$74.00 | \$2 | | | \$22 | | | | | \$1,911 |
| Hapag-Lloyd | 0% | 2% | 23 Days ⁴ | \$1,000 ¹ | | | | | | | | | \$1,000 |

¹ Rate is per container

⁴ Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 31\957

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 | 43% | 10% | 14 Days ⁴ | \$1,050 ¹ | | | | | | | | | \$1,050 |
| Yang Ming | 33% | 18% | 15 Days | \$1,100 ¹ | \$2 | | | \$26 | | | | | \$1,693 |
| Mitsui OSK | 16% | 8% | 14 Days | \$1,050 ¹ | | | | | | | | | \$1,050 |
| Hanjin | 8% | 17% | 15 Days | | | | | | | | | | |
| Evergreen | 0% | 19% | 22 Days | \$1,040 ¹ | | | | | | | \$399 ¹ | | \$1,439 |
| OOCL | 0% | 6% | 20 Days ⁴ | \$1,050 ¹ | | | | | | | | | \$1,050 |
| P&O Nedlloyd | 0% | 5% | 14 Days | \$1,100 ¹ | \$2 | | 3% | | | | \$399 ¹ | | \$1,572 |
| Zim Line | 0% | 4% | 20 Days | \$895.00 | | | | | | | | | \$895 |
| APL | 0% | 3% | 14 Days | \$1,050 ¹ | | | | | | | | | \$1,050 |
| K Line | 0% | 3% | 15 Days | \$1,050 ¹ | | | | | | | | | \$1,050 |
| Hyundai | 0% | 3% | 14 Days | \$56.00 | \$2 | | 3% | \$22 | | | | | \$1,593 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 39\1,323

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate | |
|--------------|--------------|-----------------|----------------------|-----------------------|-------------|----|-----|------|---------|-----|------|--------------------|-----------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | | Cotton R. |
| APL | 31% | 7% | 14 Days | \$1,000 ¹ | | | | | | | | | \$1,000 |
| Sea-Land | 26% | 15% | 12 Days ⁴ | \$1,000 ¹ | | | | | | | | | \$1,000 |
| Hanjin | 23% | 5% | 13 Days ⁴ | | | | | | | | | | |
| NYK Line | 15% | 16% | 13 Days | \$1,000 ¹ | | | | | | | | | \$1,000 |
| Mitsui OSK | 0% | 14% | 14 Days | \$1,000 ¹ | | | | | | | | | \$1,000 |
| Yang Ming | 0% | 12% | 14 Days | \$725.00 ¹ | \$2 | | 28% | \$26 | | | | | \$2,140 |
| P&O Nedlloyd | 0% | 12% | 14 Days | \$725.00 ¹ | \$2 | | 28% | | | | | \$399 ¹ | \$2,192 |
| Evergreen | 0% | 10% | 13 Days | \$725.00 ¹ | | | | | | | | \$399 ¹ | \$1,124 |
| OOCL | 0% | 2% | 21 Days | \$1,000 ¹ | | | | | | | | | \$1,000 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

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

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 40\400

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | BAF | CY | CAF | THC | CFS Rec | ARB | Cotton R. | Size | ContainerRate |
|------------|--------------|-----------------|----------------------|-----------------------|--------------------|--------------------|-----|------|---------|-----|--------------------|------|---------------|
| Hanjin | 55% | 8% | 18 Days ⁴ | | | | | | | | | | |
| APL | 20% | 3% | 16 Days | \$1,450 ¹ | | | | | | | | | \$1,450 |
| Hyundai | 20% | 2% | 18 Days | \$82.00 | \$2 | | | \$22 | | | | | \$2,067 |
| Yang Ming | 5% | 3% | 12 Days | \$1,600 ¹ | \$2 | \$26 | | | | | | | \$2,140 |
| Madrigal | 0% | 35% | 21 Days | \$655.00 ¹ | \$100 ¹ | \$300 ¹ | | | | | | | \$1,055 |
| Sea-Land | 0% | 17% | 15 Days ⁴ | \$1,450 ¹ | | | | | | | | | \$1,450 |
| NYK Line | 0% | 13% | 23 Days | \$1,450 ¹ | | | | | | | | | \$1,450 |
| Evergreen | 0% | 7% | | \$1,520 ¹ | | | | | | | \$399 ¹ | | \$1,439 |
| Mitsui OSK | 0% | 5% | 17 Days | \$1,450 ¹ | | | | | | | | | \$1,450 |
| OOCL | 0% | 4% | 17 Days | \$1,450 ¹ | | | | | | | | | \$1,450 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.

Ocean Rate Bulletin

L.A./L.B./Oakland Ports To PT Kelang, Malaysia

Raw Cotton

Monthly Market Share For: October 1998

Month\Year: 35\388

Surcharges:

| Carrier | Market Share | Market Share CY | Transit Time | Ocean Rate | Surcharges: | | | | | | Size | ContainerRate | |
|--------------|--------------|-----------------|----------------------|----------------------|-------------|----|-----|------|---------|-----|--------------------|---------------|-----------|
| | | | | | BAF | CY | CAF | THC | CFS Rec | ARB | | | Cotton R. |
| Yang Ming | 57% | 10% | 17 Days | \$1,580 ¹ | \$2 | | | \$26 | | | | | \$2,140 |
| APL | 43% | 5% | 19 Days | \$1,115 ¹ | | | | | | | | | \$1,115 |
| Sea-Land | 0% | 43% | 21 Days ⁴ | \$1,115 ¹ | | | | | | | | | \$1,115 |
| OOCL | 0% | 20% | 20 Days ⁴ | \$1,115 ¹ | | | | | | | | | \$1,115 |
| Evergreen | 0% | 6% | 26 Days | \$1,545 ¹ | | | | | | | \$399 ¹ | | \$1,944 |
| Mitsui OSK | 0% | 5% | 19 Days | \$1,115 ¹ | | | | | | | | | \$1,115 |
| Zim Line | 0% | 4% | 50 Days | | | | | | | | | | |
| Hanjin | 0% | 2% | 22 Days | | | | | | | | | | |
| P&O Nedlloyd | 0% | 2% | 20 Days ⁴ | \$1,580 ¹ | \$2 | | | | | | \$399 ¹ | | \$2,192 |
| K Line | 0% | 2% | 23 Days | \$1,115 ¹ | | | | | | | | | \$1,115 |

1 Rate is per container

4 Transit time is based on departure from Long Beach, CA.