

# Ocean Rate Bulletin

Atlantic/Gulf Ports To PT Kelang, Malaysia

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 73\363

*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	40%	28%	18 Days	\$2.42	\$5			\$34					\$3,973
Maersk	19%	26%	22 Days	\$2.42	\$5			\$34					\$3,973
Sea-Land	19%	20%	19 Days	\$2.42	\$5			\$34					\$3,973
OOCL	8%	17%	24 Days	\$2.42	\$5			\$34					\$3,973
Neptune	8%	6%	26 Days	\$2.42	\$5			\$34					\$3,973
Hyundai	3%	2%	22 Days	\$2.32	\$5			\$34				1320 pkgs.	\$3,833
Mitsui OSK	3%	1%	22 Days	\$2.42	\$5			\$34					\$3,973

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 10\60

*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%	26%	25 Days	\$2.42	\$5			\$34					\$3,973
Sea-Land	31%	22%	20 Days	\$2.42	\$5			\$34					\$3,973
NYK Line	15%	7%	21 Days <sup>4</sup>	\$2.42	\$5			\$34					\$3,973
Maersk	10%	34%	24 Days <sup>4</sup>	\$2.42	\$5			\$34					\$3,973
Neptune	0%	5%	32 Days	\$2.42	\$5			\$34					\$3,973

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 19\107

*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	57%	10%	12 Days	\$3.40	\$5		AI	\$34				1320 pkgs.	\$5,345
Hanjin	21%	6%	11 Days	\$3.25	\$5		AI	\$26				1320 pkgs.	\$5,015
Yang Ming	16%	3%	15 Days										
Cho Yang	5%	1%	11 Days	\$3.16	\$5		AI	\$34				1400 pkgs.	\$5,034
Maersk	0%	55%	15 Days	\$3.40	\$5		AI	\$34				1320 pkgs.	\$5,345

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 5\15

*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	51%	20%	19 Days	\$2.42	\$5			\$34		\$1800			\$5,773
Maersk	41%	27%	22 Days <sup>4</sup>	\$2.42	\$5			\$34		\$1800			\$5,773
NYK Line	8%	6%	23 Days	\$2.42	\$5			\$34		\$1800			\$5,773
APL	0%	27%	23 Days	\$2.42	\$5			\$34		\$1800			\$5,773
Sea-Land	0%	13%	20 Days	\$2.42	\$5			\$34		\$1800			\$5,773

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 957\2,662

*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	26%	25%	14 Days	\$1.97	AI			AI				1400 pkgs.	\$2,618
Hyundai	16%	9%	15 Days	\$1.63	AI			AI				1400 pkgs.	\$2,282
COSCO	13%	8%	21 Days <sup>5</sup>	\$1.77	AI			AI				1400 pkgs.	\$2,478
APL	10%	16%	16 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Evergreen	8%	4%	18 Days	\$1.58	AI			AI				1400 pkgs.	\$2,212
Sea-Land	5%	9%	12 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
OOCL	5%	7%	15 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618
Hanjin	5%	3%	15 Days	\$1.63	AI			AI				1400 pkgs.	\$2,282
NYK Line	4%	8%	13 Days <sup>5</sup>	\$1.87	AI			AI				1400 pkgs.	\$2,618
Mitsui OSK	2%	5%	16 Days	\$1.87	AI			AI				1400 pkgs.	\$2,618

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 41\141

*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%	26%	26 Days	\$2.92	\$5			\$34					\$4,673
Sea-Land	18%	24%	22 Days	\$2.92	\$5			\$34					\$4,673
Hanjin	17%	5%	22 Days	\$2.82	\$5			\$26				1320 pkgs.	\$4,413
Evergreen	12%	4%	29 Days	\$2.82	\$5			\$34					\$4,533
OOCL	10%	10%	25 Days	\$2.92	\$5			\$34					\$4,673
NYK Line	5%	5%	22 Days <sup>4</sup>	\$2.92	\$5			\$34					\$4,673
Hyundai	2%	1%	23 Days	\$2.42	\$5			\$34				1320 pkgs.	\$3,973
APL	1%	22%	29 Days	\$2.92	\$5			\$34					\$4,673

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 237\579

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Evergreen	30%	21%	16 Days	\$2.40	\$5		9%	\$34				1400 pkgs.	\$4,038
Yang Ming	17%	15%	13 Days	\$2.45	\$100 <sup>1</sup>		9%	\$34				1320 pkgs.	\$4,349
Maersk	14%	12%	18 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,400
K Line	10%	22%	13 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,400
Mitsui OSK	7%	4%	16 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,400
APL	5%	9%	14 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,400
Sea-Land	5%	6%	11 Days	\$2.50	\$5		9%	\$34				1320 pkgs.	\$4,400
Hanjin	5%	3%	15 Days	\$2.40	\$5		9%	\$34				1008 pkgs.	\$4,247
Zim Line	4%	2%	16 Days	\$3,100 <sup>1</sup>	\$100 <sup>1</sup>		AI	AI				1320 pkgs.	\$3,200
Hyundai	3%	1%	15 Days	\$2.40	\$5		9%	\$34				1320 pkgs.	\$4,247

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 74\360

*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	35%	11%	19 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
Hyundai	24%	11%	19 Days	\$3.75	\$5			\$34				1320 pkgs.	\$5,835
Sea-Land	15%	26%	19 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
Maersk	14%	26%	20 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
APL	11%	12%	18 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
Hapag-Lloyd	1%	4%	24 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
P&O Nedlloyd	0%	5%	25 Days	\$2.12	\$5			\$34				1400 pkgs.	\$3,553
COSCO	0%	3%	27 Days	\$4,500 <sup>1</sup>	\$40 <sup>1</sup>			AI					\$4,540

<sup>1</sup> Rate is per container

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1997

Month\Year: 67\159

*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	32%	37%	20 Days	\$2.42	\$5		15%	\$34					\$4,481
Mitsui OSK	22%	6%	21 Days	\$2.42	\$5		15%	\$34					\$4,481
Sea-Land	17%	16%	23 Days	\$2.42	\$5		15%	\$34					\$4,481
APL	15%	21%	20 Days	\$2.42	\$5		15%	\$34					\$4,481
OOCL	9%	7%	22 Days	\$2.42	\$5		15%	\$34					\$4,481
Hyundai	4%	4%	19 Days	\$2.32	\$5		15%	\$34					\$4,320
NYK Line	2%	1%	21 Days	\$2.42	\$5		15%	\$34					\$4,481
Neptune	0%	3%	24 Days	\$2.42	\$5		15%	\$34					\$4,481
P&O Nedlloyd	0%	2%	24 Days	\$2.42	\$5		15%	\$34					\$4,481