



# *Ocean Rate Bulletin*

## Fresh Grapes:

### **Total TEU/FEU:**

The numerator represents the total number of 40-foot equivalent unit (TEU) shipped, by all carriers, during September 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, September 1998.

### **Market Share-September:**

Each carrier's current market share is based on the number of containers shipped during September 1998. Source: PIERS, September 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 15, 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 Fresh Grapes are quoted on full, 40-foot refrigerated containers unless otherwise noted.

### **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

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 12\28

*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	46%	32%	6 Days	\$1.89	\$2			\$34					\$3,186
Sea-Land	37%	30%	23 Days <sup>4</sup>	\$1.89	\$2			\$34					\$3,186
APL	17%	7%	20 Days	\$1.89	\$2			\$34					\$3,186
OOCL	0%	7%	19 Days <sup>4</sup>	\$1.89	\$2			\$34					\$3,186

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

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 5\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>
Hanjin	62%	44%	24 Days <sup>4</sup>	\$4.14	\$2			\$26				1440 pkgs.	\$6,382
Sea-Land	21%	44%	8 Days <sup>4</sup>										
Mitsui OSK	10%	7%											

<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 1998

Month\Year: 812\2,519

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CY	CAF	THC	CFS Rec	ARB		
APL	21%	20%	12 Days	\$1.10							1400 pkgs.	\$1,540
Hyundai	20%	8%	14 Days	\$1.10							1400 pkgs.	\$1,540
Maersk	14%	35%	15 Days <sup>4</sup>	\$1.10							1400 pkgs.	\$1,540
Sea-Land	9%	8%	8 Days <sup>4</sup>	\$1.20							1400 pkgs.	\$1,680
OOCL	7%	3%	20 Days	\$1.10							1400 pkgs.	\$1,540
Mitsui OSK	6%	3%	13 Days	\$1.10							1400 pkgs.	\$1,540
Hanjin	5%	3%	24 Days <sup>4</sup>	\$1.10							1400 pkgs.	\$1,540
P&O Nedlloyd	5%	2%	20 Days	\$1.10							1400 pkgs.	\$1,540
Cho Yang	5%	2%	16 Days	\$1.10							1400 pkgs.	\$1,540
COSCO	5%	2%	17 Days	\$1.87							1400 pkgs.	\$2,618
Hapag-Lloyd	2%	1%	20 Days	\$1.40							1400 pkgs.	\$1,960
Yang Ming	1%	1%	17 Days	\$1.10							1400 pkgs.	\$1,540
Evergreen	1%	0%	19 Days	\$1.10							1400 pkgs.	\$1,540

<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 1998

Month\Year: 165\241

*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>
Yang Ming	21%	16%	15 Days	\$2.00	\$2		3%	\$34				1400 pkgs.	\$3,424
APL	18%	25%	14 Days	\$1.80	\$2		3%	\$34				1400 pkgs.	\$3,136
Maersk	5%	4%	13 Days <sup>4</sup>	\$1.80	\$2		3%	\$34				1400 pkgs.	\$3,136
K Line	3%	3%	15 Days	\$1.80	\$2		3%	\$34				1400 pkgs.	\$3,136
P&O Nedlloyd	2%	2%	14 Days	\$1.80	\$2		3%	\$34				1400 pkgs.	\$3,290
Evergreen	2%	2%	22 Days	\$1.80	\$2		3%	\$34				1400 pkgs.	\$3,136
Hapag-Lloyd	2%	2%	15 Days	\$2.23	\$2		3%	\$34				1400 pkgs.	\$3,756
Hanjin	1%	4%	15 Days <sup>4</sup>	\$2.00	\$2		3%	\$34				1400 pkgs.	\$3,424
Cho Yang	1%	2%	14 Days	\$2.00	\$2		3%	\$34				1400 pkgs.	\$3,424

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

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 71\242

*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%	50%	22 Days <sup>4</sup>	\$1.80	\$2			\$34					\$3,172
APL	21%	9%	16 Days	\$1.80	\$2			\$34					\$3,172
OOCL	20%	22%	25 Days	\$1.80	\$2			\$34					\$3,172
Hyundai	17%	8%	18 Days	\$2.03	\$2			\$34				1400 pkgs.	\$3,412
Sea-Land	7%	8%	15 Days <sup>4</sup>	\$1.80	\$2			\$34					\$3,172
Mitsui OSK	1%	2%	17 Days	\$1.80	\$2			\$34					\$3,172
P&O Nedlloyd	0%	2%	17 Days	\$1.88	\$2			\$34					\$3,322

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

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 48\176

*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	57%	31%	19 Days	\$1.89	\$2			\$34					\$3,186
OOCL	16%	16%	20 Days <sup>4</sup>	\$1.89	\$2			\$34					\$3,186
Sea-Land	10%	7%	21 Days <sup>4</sup>	\$1.89	\$2			\$34					\$3,186
Maersk	7%	40%	24 Days <sup>4</sup>	\$1.89	\$2			\$34					\$3,186
Mitsui OSK	5%	2%	19 Days	\$1.89	\$2			\$34					\$3,186
Hyundai	3%	2%	19 Days	\$1.89	\$2			\$34					\$3,186
K Line	1%	1%	23 Days	\$1.89	\$2			\$34					\$3,186
NYK Line	1%	0%	20 Days	\$1.89	\$2			\$34					\$3,186

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

# Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 59\207

*Surcharges:*

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:					Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec			ARB
Cho Yang	30%	22%	20 Days	\$2.04	\$2		9%	\$34				\$3,424
APL	24%	18%	18 Days	\$1.89	\$2		9%	\$34				\$3,424
Maersk	11%	21%	11 Days <sup>4</sup>	\$1.89	\$2		9%	\$34				\$3,424
Hanjin	9%	4%	20 Days <sup>4</sup>	\$2.04	\$2		9%	\$26				\$3,533
P&O Nedlloyd	8%	12%	18 Days <sup>4</sup>	\$1.89	\$2		9%	\$34				\$3,588
Sea-Land	5%	6%	11 Days <sup>4</sup>	\$1.89	\$2		9%	\$34				\$3,424
OOCL	3%	9%	18 Days <sup>4</sup>	\$1.89	\$2		9%	\$34				\$3,424
Hyundai	3%	4%	18 Days	\$2.29	\$2		9%	\$34				\$4,065
Yang Ming	3%	2%	22 Days	\$2.39	\$40 <sup>1</sup>		9%	\$34			1400 pkgs.	\$4,197
Mitsui OSK	2%	1%	10 Days	\$1.89	\$2		9%	\$34				\$3,424
NYK Line	2%	1%	18 Days	\$1.89	\$2		9%	\$34				\$3,424

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 Tokyo, Japan

Fresh Grapes

Monthly Market Share For: September 1998

Month\Year: 15\83

*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>
P&O Nedlloyd	55%	15%	14 Days	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
Evergreen	19%	4%	11 Days	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
Hanjin	13%	2%	12 Days <sup>4</sup>	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
Maersk	6%	39%	11 Days <sup>4</sup>	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
OOCL	6%	20%	11 Days	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
COSCO	3%	0%	12 Days										
APL	0%	16%	10 Days	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826
Sea-Land	0%	4%	11 Days	\$2.95	\$2		28%	\$34				1400 pkgs.	\$5,826

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