

Ocean Rate Bulletin

Atlantic/Gulf Ports To Ho Chi Minh, Vietnam

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 8.5 \ 22.8

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	59%	40%	23 Days	\$2.42	\$6			\$34		\$1800			\$5,788
OOCL	24%	22%	21 Days ⁴	\$2.42	\$6			\$34		\$1800			\$5,788
Maersk	12%	22%	22 Days ⁵	\$2.42	\$6			\$34		\$1800			\$5,788
Hapag-Lloyd	6%	0%	26 Days	\$2.42	\$6			\$34		\$1800			\$5,788

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

5 Transit time is based on departure from Los Angeles, CA.

Average Container Rate \$5,788

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 24.7 \ 84.2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	39%	27%	21 Days ⁵	\$2.42	\$6			\$34					\$3,988
Mitsui OSK	26%	26%	25 Days	\$2.42	\$6			\$34					\$3,988
Maersk	24%	31%	24 Days ⁴	\$2.42	\$6			\$34					\$3,988
Hanjin	4%	1%	20 Days	\$2.32	\$6			\$34				1320 pkgs.	\$3,848
APL	4%	1%	24 Days	\$2.42	\$6			\$34					\$3,988
NYK Line	2%	5%	28 Days	\$2.42	\$6			\$34					\$3,988

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

5 Transit time is based on departure from Los Angeles, CA.

Average Container Rate \$3,982

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 1.0 \ 108.2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	100%	6%	13 Days	\$3.25	\$6		AI	\$26				1320 pkgs.	\$5,030

Average Container Rate \$5,030

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 446.7 \ 3,108.6

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB		
Maersk	27%	25%	16 Days ⁵	\$1.87	AI			AI			1400 pkgs.	\$2,618
Hyundai	24%	11%	15 Days	\$1.63	AI			AI			1400 pkgs.	\$2,282
COSCO	14%	9%	21 Days ⁵	\$1.58	AI			AI			1400 pkgs.	\$2,212
Sea-Land	12%	9%	14 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
Hanjin	4%	3%	13 Days	\$1.63	AI			AI			1400 pkgs.	\$2,282
NYK Line	3%	7%	19 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
Mitsui OSK	3%	5%	15 Days ⁵	\$1.87	AI			AI			1400 pkgs.	\$2,618
APL	2%	14%	16 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
OOCL	2%	6%	13 Days	\$1.87	AI			AI			1400 pkgs.	\$2,618
Evergreen	2%	4%	19 Days ⁵	\$1.58	AI			AI			1400 pkgs.	\$2,212

⁵ Transit time is based on departure from Los Angeles, CA.

Average Container Rate \$2,447

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 112.8 \ 692.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Evergreen	57%	27%	16 Days	\$2.32	\$6		8%	\$34					\$4,108
K Line	12%	20%	13 Days	\$1.70	\$6		8%	\$34					\$3,170
Sea-Land	12%	7%	16 Days	\$1.70	\$6		8%	\$34					\$3,170
Yang Ming	7%	14%	13 Days	\$1.70	\$6		8%	\$34					\$3,170
APL	4%	8%	14 Days	\$1.70	\$6		8%	\$34					\$3,170
Mitsui OSK	3%	4%	16 Days	\$1.70	\$6		8%	\$34					\$3,170
Zim Line	3%	2%	22 Days	\$2,500 ¹	\$100 ¹		AI	\$520 ¹					\$3,120
Maersk	2%	10%	16 Days ⁴	\$1.70	\$6		8%	\$34					\$3,170
Hanjin	1%	2%	11 Days	\$2.40	\$6		8%	\$34				1400 pkgs.	\$4,229

¹ Rate is per container

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

Average Container Rate \$3,708

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 133.9 \ 493.7

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>						<i>Size</i>	<i>ContainerRate</i>	
					<i>BAF</i>	<i>CHASSIS</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Maersk	19%	24%	20 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Hyundai	18%	13%	19 Days	\$3.75	\$6			\$34				1320 pkgs.	\$5,850
COSCO	18%	7%	32 Days	\$4,500 ¹	\$40 ¹			AI					\$4,540
Sea-Land	14%	23%	20 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
APL	14%	13%	18 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
OOCL	8%	10%	19 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Mitsui-OSKL	5%	1%	16 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568
Hanjin	2%	1%	16 Days	\$2.12	\$6			\$26					\$3,448
P&O Nedlloyd	1%	4%	23 Days	\$2.12	\$6			\$34				1400 pkgs.	\$3,568

¹ Rate is per container

Average Container Rate \$4,158

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 68.7 \ 431.0

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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%	27%	20 Days	\$2.42	\$6			\$34					\$3,988
Hyundai	22%	5%	22 Days	\$2.32	\$6			\$34				1320 pkgs.	\$3,848
Sea-Land	17%	20%	22 Days ⁴	\$2.42	\$6			\$34					\$3,988
Neptune	12%	7%	26 Days	\$2.42	\$6			\$34					\$3,988
APL	10%	25%	24 Days	\$2.42	\$6			\$34					\$3,988
OOCL	7%	16%	24 Days ⁴	\$2.42	\$6			\$34					\$3,988
Hapag-Lloyd	1%	0%	24 Days	\$2.42	\$6			\$34					\$3,988

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

Average Container Rate \$3,958

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 47.2 \ 261.7

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	47%	39%	18 Days ⁴	\$2.42	\$6		13%	\$34					\$4,428
Sea-Land	23%	17%	23 Days	\$2.42	\$6		13%	\$34					\$4,428
APL	19%	11%	20 Days	\$2.42	\$6		13%	\$34					\$4,428
OOCL	17%	9%	17 Days	\$2.42	\$6		13%	\$34					\$4,428
COSCO	2%	2%	28 Days	\$4,385 ¹	\$40 ¹		AI	AI					\$4,425
Cho Yang	1%	0%	18 Days										

¹ Rate is per container

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

Average Container Rate \$4,428

Ocean Rate Bulletin

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

Fresh Grapes

Monthly Market Share For: October 1997

Month\Year: 32.5 \ 68.2

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>BAF</i>	<i>CHASSIS</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	52%	28%	11 Days	\$2.55	\$6		39%	AI				1320 pkgs.	\$5,052
Pacific Express	25%	15%	none	\$3,650 ¹	AI		AI	AI					\$3,650
Hanjin	9%	7%	10 Days	\$2.55	\$6		39%	\$26				1320 pkgs.	\$5,442
Hyundai	6%	3%	10 Days	\$2.70	\$6		39%	\$34				1320 pkgs.	\$5,854
OOCL	3%	31%	11 Days	\$2.55	\$6		39%	AI				1320 pkgs.	\$5,052
Sea-Land	3%	1%	12 Days	\$2.55	\$6		39%	AI				1320 pkgs.	\$5,052
Mitsui OSK	2%	4%	11 Days	\$2.55	\$6		39%	AI				1320 pkgs.	\$5,052

¹ Rate is per container

Average Container Rate \$4,783