

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: November 1997

Month\Year: 76.9 \ 1,193.4

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
APL	36%	24%	16 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Maersk	30%	24%	14 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Sea-Land	14%	12%	14 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
OOCL	8%	14%	13 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Neptune	4%	4%	19 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Hanjin	3%	12%	13 Days	\$3.55	\$6			\$26				630 pkgs.	\$2,749
P&O Nedlloyd	3%	3%	19 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Mitsui OSK	2%	2%	15 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
NYK Line	0%	3%	19 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066
Hapag-Lloyd	0%	1%	17 Days	\$3.85	\$6			\$34				630 pkgs.	\$3,066

Average Container Rate \$3,057

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: November 1997

Month\Year: 8.3 \ 183.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Maersk	46%	16%	16 Days ⁵	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
K Line	28%	24%	13 Days	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
Sea-Land	18%	6%	16 Days	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
Evergreen	9%	1%	16 Days	\$4.95	\$6		8%	\$34				960 pkgs.	\$6,092
APL	0%	22%	14 Days	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
OOCL	0%	11%	15 Days	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
Yang Ming	0%	8%	13 Days	\$4.95	\$6		8%	\$34				960 pkgs.	\$6,092
Mitsui OSK	0%	7%	16 Days	\$5.20	\$6		8%	\$34				960 pkgs.	\$6,351
Hanjin	0%	4%	11 Days	\$4.95	\$6		8%	\$34				960 pkgs.	\$6,092
Hyundai	0%	2%	15 Days	\$4.95	\$6		8%	\$34				960 pkgs.	\$6,092

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

Average Container Rate \$6,329

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: November 1997

Month\Year: 4.4 \ 40.7

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	46%	40%	20 Days ⁴	\$5.35	\$6			\$34					\$6,096
K Line	28%	17%	22 Days	\$5.35	\$6			\$34					\$6,096
Sea-Land	16%	10%	22 Days ⁴	\$5.35	\$6			\$34					\$6,096
Evergreen	9%	1%	17 Days	\$5.25	\$6			\$34					\$6,000
APL	0%	32%	24 Days	\$5.35	\$6			\$34					\$6,096

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

Average Container Rate \$6,087

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: November 1997

Month\Year: 21.6 \ 226.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
APL	39%	43%	20 Days	\$3.40	\$6		13%	\$34					\$4,648
Maersk	31%	30%	18 Days ⁴	\$3.40	\$6		13%	\$34					\$4,648
Sea-Land	11%	16%	23 Days	\$3.40	\$6		13%	\$34					\$4,648
Neptune	9%	5%	24 Days	\$3.40	\$6		13%	\$34					\$4,648
Hyundai	9%	2%	19 Days	\$7.15	\$6		13%	AI				540 pkgs.	\$4,536
Mitsui OSK	0%	3%	21 Days	\$3.40	\$6		13%	\$34					\$4,648
OOCL	0%	1%	17 Days	\$3.40	\$6		13%	\$34					\$4,648

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

Average Container Rate \$4,638

Ocean Rate Bulletin

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

Lettuce

Monthly Market Share For: November 1997

Month\Year: 1.7 \ 43.8

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>
P&O Nedlloyd	51%	2%	11 Days	\$133	\$6		39%	AI				19 KT	\$4,581
Neptune	26%	1%	12 Days	\$133	\$6		39%	AI				19 KT	\$4,581
Maersk	9%	20%	10 Days ⁴	\$133	\$6		39%	AI				19 KT	\$4,581
K Line	7%	40%	10 Days	\$133	\$6		39%	AI				19 KT	\$4,581
NYK Line	4%	14%	11 Days	\$133	\$6		39%	AI				19 KT	\$4,581
OOCL	4%	7%	11 Days	\$133	\$6		39%	AI				19 KT	\$4,581
APL	0%	11%	10 Days	\$133	\$6		39%	AI				19 KT	\$4,581

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

Average Container Rate \$4,581