

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 9\9

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	59%	59%	22 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Neptune	24%	24%	32 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Sea-Land	12%	12%	20 Days ⁴	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Hanjin	6%	6%	25 Days	\$3.94	\$7			\$34				900 pkgs.	\$4,023

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

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 128\128

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	39%	39%	12 Days	\$2.59	AI		AI	AI				1008 pkgs.	\$2,611
Hyundai	31%	31%	12 Days	\$2.59	AI		AI	AI				1008 pkgs.	\$2,611
Cho Yang	21%	21%	13 Days	\$2.57	AI		AI	AI				1008 pkgs.	\$2,591
Maersk	9%	9%	15 Days	\$2.59	AI		AI	AI				1008 pkgs.	\$2,611

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 2\2

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	50%	50%	20 Days	\$6.75	\$7			\$34				865 pkgs.	\$6,454
Hanjin	50%	50%	25 Days	\$5.50	\$140 ¹			\$34				850 pkgs.	\$5,408

1 Rate is per container

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 1,025\1,025

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	19%	19%	12 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797
Hyundai	16%	16%	16 Days	\$2.11	\$7			\$34				950 pkgs.	\$2,702
Sea-Land	11%	11%	14 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797
NYK Line	9%	9%	19 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797
APL	8%	8%	17 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797
Mexican Line	7%	7%	16 Days	\$1.63	\$7			\$26				950 pkgs.	\$2,110
OOCL	6%	6%	15 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797
COSCO	5%	5%	25 Days	\$2.45	AI			AI				950 pkgs.	\$2,328
Hanjin	5%	5%	15 Days	\$2.11	\$7			\$34				950 pkgs.	\$2,702
Neptune	4%	4%	20 Days	\$2.21	\$7			\$34				950 pkgs.	\$2,797

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 8\8

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	68%	68%	21 Days	\$4.35	\$7			\$34				900 pkgs.	\$4,571
Sea-Land	20%	20%	23 Days	\$4.35	\$7			\$34				900 pkgs.	\$4,571
NYK Line	12%	12%	29 Days	\$4.35	\$7			\$34				900 pkgs.	\$4,571

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 3\3

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>
Cho Yang	33%	33%	17 Days	\$3.17	\$7		10%	\$34				1008 pkgs.	\$4,253
K Line	33%	33%	14 Days	\$3.33	\$7		10%	\$34				1008 pkgs.	\$4,430
Maersk	33%	33%	16 Days	\$3.33	\$7		10%	\$34				1008 pkgs.	\$4,430

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 55\55

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	49%	49%	21 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
Maersk	35%	35%	16 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
APL	7%	7%	19 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997
Hyundai	5%	5%	20 Days	\$3.76	\$7			\$34				865 pkgs.	\$3,867
NYK Line	4%	4%	26 Days	\$3.91	\$7			\$34				865 pkgs.	\$3,997

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 61\61

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	26%	26%	21 Days ⁴	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Sea-Land	25%	25%	21 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Maersk	18%	18%	20 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
APL	17%	17%	25 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
P&O Nedlloyd	8%	8%	27 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153
Hyundai	5%	5%	21 Days	\$3.94	\$7			\$34				900 pkgs.	\$4,023
Mitsui OSK	1%	1%	22 Days	\$4.09	\$7			\$34				865 pkgs.	\$4,153

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

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 85\85

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	40%	40%	16 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
APL	24%	24%	21 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Sea-Land	13%	13%	20 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
OOCL	7%	7%	17 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Neptune	5%	5%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
P&O Nedlloyd	4%	4%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
NYK Line	2%	2%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Hapag-Lloyd	2%	2%	24 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754
Yang Ming	1%	1%	16 Days										
Mitsui OSK	1%	1%	21 Days	\$4.09	\$7		17%	\$34				865 pkgs.	\$4,754

Ocean Rate Bulletin

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

Fresh Oranges

Monthly Market Share For: January 1997

Month\Year: 122\122

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	28%	28%	9 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,615
Hanjin	23%	23%	11 Days	\$1.96	\$7		42%	AI				1008 pkgs.	\$2,931
Sea-Land	12%	12%	12 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,615
NYK Line	9%	9%	10 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,615
Mexican Line	7%	7%	10 Days	\$2.06	\$7		42%	\$26				1008 pkgs.	\$3,543
K Line	3%	3%	10 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,615
Pacific Express	3%	3%	13 Days ⁵	\$3,715 ¹	AI		AI	AI					\$3,715
Mitsui OSK	3%	3%	11 Days	\$2.01	\$7		42%	\$34				1008 pkgs.	\$3,615
Evergreen	3%	3%	12 Days	\$1.91	\$7		42%	\$34				1008 pkgs.	\$3,472
COSCO	2%	2%	12 Days	\$2,500 ¹	AI		50%	AI					\$3,750

1 Rate is per container

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