

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 11\59

Surcharges:

<i>Carrier</i>	<i>Market Share</i>	<i>Market Share CY</i>	<i>Transit Time</i>	<i>Ocean Rate</i>	<i>Surcharges:</i>						<i>Size</i>	<i>ContainerRate</i>	
					<i>BAF</i>	<i>CY</i>	<i>CAF</i>	<i>THC</i>	<i>CFS Rec</i>	<i>ARB</i>	<i>Cotton R.</i>		
Hyundai	36%	19%	13 Days	\$3.30	\$7			\$34				840 pkgs.	\$3,510
APL	18%	25%	12 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Sea-Land	18%	3%	18 Days ³	\$3.40	\$7			\$34				840 pkgs.	\$3,594
OOCL	14%	11%	11 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
Mitsui OSK	9%	8%	20 Days	\$3.40	\$7			\$34				840 pkgs.	\$3,594
NYK Line	5%	8%	20 Days ³	\$3.40	\$7			\$34				840 pkgs.	\$3,594

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta , Indonesia

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 5\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	88%	87%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	12%	7%	30 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 5\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	88%	87%	17 Days ³	\$3.59	\$7			\$34				840 pkgs.	\$3,754
APL	12%	7%	30 Days	\$3.59	\$7			\$34				840 pkgs.	\$3,754

3 Transit time is based on departure from Tacoma, WA.

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 23\155

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>
NYK Line	55%	40%	19 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hanjin	18%	11%	18 Days	\$3.30	\$7		9%	\$34				840 pkgs.	\$3,759
Neptune	18%	11%	24 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
APL	9%	6%	19 Days	\$3.40	\$7		9%	\$34				840 pkgs.	\$3,851
Hyundai	5%	13%	15 Days	\$3.30	\$7		9%	\$34				840 pkgs.	\$3,759

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 1\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>
Mitsui OSK	100%	25%	17 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417
OOCL	0%	75%	18 Days	\$4.38	\$7			\$34				840 pkgs.	\$4,417

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Fresh Pears

Monthly Market Share For: December 1996

Month\Year: 6\22

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	55%	19%	25 Days	\$3,400 ¹	\$140 ¹		16%						\$4,084
Hyundai	27%	12%	17 Days	\$4.23	\$7		16%	\$34				840 pkgs.	\$4,860
APL	18%	42%	16 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
OOCL	0%	14%	16 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Hanjin	0%	9%	22 Days	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006
Sea-Land	0%	5%	14 Days ³	\$4.38	\$7		16%	\$34				840 pkgs.	\$5,006

1 Rate is per container

3 Transit time is based on departure from Tacoma, WA.