
Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 4\29

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 | 50% | 59% | 12 Days | \$1,322 | \$80 ¹ | | AI | AI | | | | | \$1,402 |
| Yang Ming | 50% | 7% | 15 Days | \$1,064 | \$80 ¹ | | AI | AI | | | | | \$1,144 |
| Hanjin | 0% | 28% | 10 Days | \$1,266 | \$80 ¹ | | AI | AI | | | | | \$1,346 |

1 Rate is per container

Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 38\250

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 | 26% | 13% | 16 Days | \$1,092 | \$80 ¹ | | | AI | | | | | \$1,172 |
| OOCL | 16% | 11% | 15 Days | \$1,092 | \$80 ¹ | | | AI | | | | | \$1,172 |
| Hanjin | 16% | 2% | 13 Days | \$800.00 | AI | | | AI | | | | | \$800 |
| Maersk | 13% | 35% | 14 Days | \$1,092 | \$80 ¹ | | | AI | | | | | \$1,172 |
| Hapag-Lloyd | 13% | 16% | 19 Days | \$1,092 | \$80 ¹ | | | AI | | | | | \$1,172 |
| Sea-Land | 10% | 2% | 14 Days | \$1,092 | \$80 ¹ | | | AI | | | | | \$1,172 |
| COSCO | 5% | 10% | 22 Days ⁴ | | | | | | | | | | |

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 Keelung, Taiwan

Pistachios

Monthly Market Share For: August 1997

Month\Year: 5\16

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> |
|----------------|---------------------|------------------------|---------------------|-------------------|-------------------|-----------|------------|------------|----------------|------------|------------------|-------------|----------------------|
| Hapag-Lloyd | 40% | 44% | 18 Days | \$974.00 | \$80 ¹ | | 9% | AI | | | | | \$1,142 |
| OOCL | 40% | 31% | 14 Days | \$974.00 | \$80 ¹ | | 9% | AI | | | | | \$1,142 |
| Yang Ming | 20% | 19% | 13 Days | \$745.00 | AI | | AI | AI | | | | | \$745 |

¹ Rate is per container

Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 1\4

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> |
|----------------|---------------------|------------------------|---------------------|-------------------|-------------------|-----------|------------|--------------------|----------------|------------|------------------|-------------|----------------------|
| MWHL | 100% | 100% | 21 Days | \$1,010 | \$80 ¹ | | | \$270 ¹ | | | | | \$1,360 |

1 Rate is per container

Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 2\6

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> |
|----------------|---------------------|------------------------|---------------------|-------------------|-------------------|-----------|------------|------------|----------------|------------|------------------|-------------|----------------------|
| Hapag-Lloyd | 100% | 67% | 27 Days | \$1,536 | \$80 ¹ | | | AI | | | | | \$1,616 |
| Maersk | 0% | 33% | 22 Days | \$1,536 | \$80 ¹ | | | AI | | | | | \$1,616 |

¹ Rate is per container

Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 1\14

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 | 100% | 29% | 20 Days | \$1,292 | \$80 ¹ | | 15% | AI | | | | | \$1,566 |
| Hapag-Lloyd | 0% | 43% | 24 Days | \$1,292 | \$80 ¹ | | 15% | AI | | | | | \$1,566 |

1 Rate is per container

Ocean Rate Bulletin

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

Pistachios

Monthly Market Share For: August 1997

Month\Year: 5\27

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 | 80% | 15% | 12 Days | \$748.00 | \$80 ¹ | | 43% | \$453 ¹ | | | | | \$1,603 |
| Yang Ming | 20% | 11% | 10 Days | \$2,900 ¹ | AI | | AI | AI | | | | | \$2,900 |
| Evergreen | 0% | 30% | 12 Days | \$1,287 | \$80 ¹ | | 43% | AI | | | | | \$1,920 |

1 Rate is per container