

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 44.0 \ 117.5

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	32%	20%	23 Days	\$189	\$6			AI				19 KT	\$3,705
NYK Line	23%	9%	25 Days	\$191	\$6			AI				19 KT	\$3,743
Sea-Land	16%	6%	20 Days ³	\$191	\$6			AI				19 KT	\$3,743
Mitsui OSK	9%	12%	22 Days	\$191	\$6			AI				19 KT	\$3,743
APL	7%	13%	22 Days	\$191	\$6			AI				19 KT	\$3,743
Evergreen	7%	7%	26 Days	\$188	\$6			AI				19 KT	\$3,686
Maersk	2%	32%	20 Days ³	\$191	\$6			AI				19 KT	\$3,743

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

Average Container Rate \$3,726

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 71.2 \ 184.1

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	16%	11%	16 Days ³	\$176	\$6			AI				19 KT	\$3,458
OOCL	15%	14%	18 Days	\$176	\$6			AI				19 KT	\$3,458
Mitsui OSK	13%	20%	18 Days	\$176	\$6			AI				19 KT	\$3,458
Evergreen	11%	10%	25 Days ³	\$173	\$6			AI				19 KT	\$3,401
Neptune	11%	6%	23 Days	\$176	\$6			AI				19 KT	\$3,458
Hyundai	9%	10%	30 Days	\$168	\$6			AI				19 KT	\$3,306
APL	8%	20%	18 Days	\$176	\$6			AI				19 KT	\$3,458
COSCO	3%	1%	23 Days										
NYK Line	1%	1%	23 Days	\$176	\$6			AI				19 KT	\$3,458
Hanjin	1%	1%	25 Days	\$174	\$6			AI				19 KT	\$3,420

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

Average Container Rate \$3,434

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 178.6 \ 224.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Mitsui OSK	14%	14%	16 Days	\$153	\$6		AI	AI				19 KT	\$3,021
OOCL	14%	13%	16 Days	\$153	\$6		AI	AI				19 KT	\$3,021
Maersk	14%	9%	14 Days ³	\$153	\$6		AI	AI				19 KT	\$3,021
Hyundai	11%	12%	25 Days	\$189	\$6		AI	AI				19 KT	\$3,705
Evergreen	9%	10%	22 Days ³	\$142			AI	AI				19 KT	\$2,812
APL	8%	17%	16 Days	\$153	\$6		AI	AI				19 KT	\$3,021
Sea-Land	7%	6%	14 Days ³	\$153	\$6		AI	AI				19 KT	\$3,021
Hanjin	6%	4%	21 Days	\$151	\$6		AI	AI				19 KT	\$2,983
Yang Ming	6%	2%	26 Days	\$172	\$6		AI	AI				19 KT	\$3,382
COSCO	4%	2%	27 Days										

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

Average Container Rate \$3,106

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 6.0 \ 102.0

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>
Evergreen	100%	31%	25 Days	\$160	\$6			AI				19 KT	\$3,154
Hanjin	0%	43%	23 Days	\$161	\$6			AI				19 KT	\$3,173
OOCL	0%	14%	20 Days	\$163	\$6			AI				19 KT	\$3,211
Sea-Land	0%	7%	17 Days ³	\$163	\$6			AI				19 KT	\$3,211

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

Average Container Rate \$3,154

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Busan, S. Korea

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 44.0 \ 280.4

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>
Hyundai	42%	45%	15 Days	\$137	\$6		AI	AI				19 KT	\$2,717
Mitsui OSK	24%	7%	9 Days	\$137	\$6		AI	AI				19 KT	\$2,717
Hanjin	18%	35%	18 Days	\$137	\$6		AI	AI				19 KT	\$2,717
Maersk	11%	7%	18 Days ³	\$140	\$6		AI	AI				19 KT	\$2,774
Sea-Land	5%	1%	15 Days ³	\$140	\$6		AI	AI				19 KT	\$2,774

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

Average Container Rate \$2,726

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 156.8 \ 419.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
COSCO	38%	17%	18 Days	\$138	AI			AI				21 KT	\$2,898
Sea-Land	18%	9%	18 Days ³	\$139	\$6			AI				19 KT	\$2,755
Mitsui OSK	11%	19%	12 Days	\$139	\$6			AI				19 KT	\$2,755
Evergreen	11%	12%	12 Days ³	\$136	\$6			AI				19 KT	\$2,698
NYK Line	8%	6%	17 Days	\$139	\$6			AI				19 KT	\$2,755
Hyundai	4%	13%	18 Days	\$137	\$6			AI				19 KT	\$2,717
Yang Ming	4%	4%	18 Days	\$158	\$6			AI				19 KT	\$3,116
APL	4%	1%	12 Days	\$139	\$6			AI				19 KT	\$2,755
Hanjin	2%	1%	16 Days	\$137	\$6			AI				19 KT	\$2,717
Italia	2%	1%	21 Days										

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

Average Container Rate \$2,815

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 79.5 \ 357.4

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>
Evergreen	30%	37%	13 Days ³	\$132	\$6		AI	AI				21 KT	\$2,898
Maersk	19%	7%	14 Days	\$156	\$6		AI	AI				19 KT	\$3,078
OOCL	13%	15%	17 Days	\$156	\$6		AI	AI				19 KT	\$3,078
NYK Line	12%	15%	14 Days	\$156	\$6		AI	AI				19 KT	\$3,078
Sea-Land	9%	4%	17 Days ³	\$156	\$6		AI	AI				19 KT	\$3,078
Mitsui OSK	8%	14%	17 Days	\$156	\$6		AI	AI				19 KT	\$3,078
Neptune	8%	4%	14 Days	\$156	\$6		AI	AI				19 KT	\$3,078

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

Average Container Rate \$3,024

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 103.0 \ 448.7

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>
OOCL	28%	26%	24 Days	\$188	\$6			AI				19 KT	\$3,686
APL	19%	33%	20 Days	\$188	\$6			AI				19 KT	\$3,686
Mitsui OSK	19%	14%	24 Days	\$188	\$6			AI				19 KT	\$3,686
Evergreen	12%	9%	15 Days ³	\$185	\$6			AI				19 KT	\$3,629
Yang Ming	10%	2%	21 Days										
Sea-Land	8%	5%	21 Days ³	\$188	\$6			AI				19 KT	\$3,686
Maersk	4%	1%	24 Days ³	\$188	\$6			AI				19 KT	\$3,686
Hanjin	0%	3%	19 Days	\$186	\$6			AI				19 KT	\$3,648

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

Average Container Rate \$3,678

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 5.0 \ 28.2

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>
Evergreen	40%	14%	20 Days	\$184	AI			\$6				19 KT	\$3,610
Yang Ming	40%	7%	23 Days										
Hanjin	20%	4%	16 Days	\$210	AI			\$6				19 KT	\$4,104
COSCO	0%	72%	26 Days	\$4,400 ¹	\$82 ¹			AI					\$4,702
Hyundai	0%	4%	18 Days	\$189	\$6			AI				19 KT	\$3,705

¹ Rate is per container

Average Container Rate \$3,775

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: November 1997

Month\Year: 549.1 \ 1,476.1

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>
Mitsui OSK	24%	19%	10 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
COSCO	20%	27%	10 Days	\$3,500 ¹	AI		AI	AI				19 KT	\$3,500
Hyundai	12%	8%	12 Days	\$315	\$6		AI	AI				18.5 KT	\$6,099
NYK Line	11%	7%	10 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
Evergreen	10%	12%	9 Days ³	\$147	\$6		39%	AI				18.5 KT	\$3,996
Maersk	7%	14%	12 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
Hanjin	6%	6%	11 Days	\$147	\$6		39%	\$26				18.5 KT	\$4,490
K Line	3%	2%	13 Days	\$150	\$6		39%	\$34				18.5 KT	\$4,722
Yang Ming	3%	2%	13 Days	\$315	\$6		AI	AI				19 KT	\$6,099
West	2%	9%	21 Days										

1 Rate is per container

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

Average Container Rate \$4,593