

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 0.2 \ 0.8

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Sea-Land	100%	26%	26 Days	\$163	\$4							19 KT	\$3,173
Evergreen	0%	74%	23 Days ³	\$160	\$4							19 KT	\$3,116

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

Average Container Rate \$3,173

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 19.0 \ 62.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Cho Yang	95%	29%	18 Days	\$1,300 ¹									\$1,300
Hyundai	5%	15%	9 Days	\$137	\$4							19 KT	\$2,679
Mitsui OSK	0%	20%	11 Days	\$140	\$4							19 KT	\$2,736
Maersk	0%	15%	18 Days ³	\$140	\$4							19 KT	\$2,736
Hanjin	0%	12%	13 Days	\$137	\$4							19 KT	\$2,679

¹ Rate is per container

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

Average Container Rate \$1,373

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 127.7 \ 127.7

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB		
Hyundai	45%	9%	12 Days	\$137	\$4						19 KT	\$2,679
P&O Nedlloyd	18%	1%	14 Days	\$139	\$4						19 KT	\$2,717
Mitsui OSK	14%	6%	11 Days	\$139	\$4						19 KT	\$2,717
COSCO	9%	27%	16 Days	\$138							21 KT	\$2,898
Maersk	9%	6%	12 Days	\$139	\$4						19 KT	\$2,717
Hanjin	5%	0%	17 Days	\$137	\$4						19 KT	\$2,679
Sea-Land	0%	25%	16 Days ³	\$139	\$4						19 KT	\$2,717
NYK Line	0%	12%	14 Days	\$139	\$4						19 KT	\$2,717
OOCL	0%	6%	13 Days	\$139	\$4						19 KT	\$2,717
Evergreen	0%	6%	15 Days ³	\$136	\$4						19 KT	\$2,660

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

Average Container Rate \$2,714

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 42.0 \ 132.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
APL	57%	34%	24 Days	\$188	\$4							19 KT	\$3,648
P&O Nedlloyd	24%	8%	23 Days	\$188	\$4							19 KT	\$3,648
OOCL	10%	14%	19 Days	\$188	\$4							19 KT	\$3,648
Mitsui OSK	5%	11%	24 Days	\$188	\$4							19 KT	\$3,648
Hapag-Lloyd	2%	2%	19 Days	\$188	\$4							19 KT	\$3,648
Yang Ming	2%	1%	24 Days	\$1,357 ¹	\$4								\$1,457
Evergreen	0%	20%	15 Days ³	\$169	\$4							19 KT	\$3,287
Sea-Land	0%	6%	20 Days	\$188	\$4							19 KT	\$3,648
Hyundai	0%	3%	17 Days	\$169				\$34				19 KT	\$3,857
Hanjin	0%	1%	20 Days	\$186	\$4							19 KT	\$3,610

1 Rate is per container

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

Average Container Rate \$3,606

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 1.0 \ 46.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	100%	11%	17 Days	\$157								19 KT	\$2,983
Evergreen	0%	25%	25 Days ³	\$157								19 KT	\$2,983
OOCL	0%	21%	24 Days	\$176	\$4							19 KT	\$3,420
Maersk	0%	14%	17 Days ³	\$176	\$4							19 KT	\$3,420
Mitsui OSK	0%	13%	17 Days	\$176	\$4							19 KT	\$3,420

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

Average Container Rate \$2,983

Ocean Rate Bulletin

Seattle/Tacoma Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 5.0 \ 5.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	80%	20%	25 Days	\$4,400 ¹	\$82 ¹			\$220 ¹					\$4,702
Hanjin	20%	20%	15 Days	\$210	\$4							19 KT	\$4,066

¹ Rate is per container

Average Container Rate \$4,575

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 13.5 \ 80.6

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	40%	20%	16 Days	\$134								19 KT	\$2,546
APL	40%	19%	16 Days	\$153	\$4							19 KT	\$2,983
Mitsui OSK	12%	14%	15 Days	\$153	\$4							19 KT	\$2,983
Sea-Land	8%	11%	21 Days ³	\$153	\$4							19 KT	\$2,983
P&O Nedlloyd	8%	1%	23 Days ³	\$153	\$4							19 KT	\$2,983

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

Average Container Rate \$2,821

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: March 1998

Month\Year: 72.0 \ 340.7

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>
NYK Line	44%	23%	9 Days	\$150	\$4		35%	\$34				18.5 KT	\$4,570
West	31%	12%	16 Days										
Hyundai	11%	3%	17 Days	\$165	\$4		35%	\$34				18.5 KT	\$4,954
COSCO	8%	28%	10 Days ³	\$165	\$4		35%	\$34				18.5 KT	\$3,500
Hanjin	3%	7%	12 Days	\$147	\$4		35%	\$26				18.5 KT	\$4,341
P&O Nedlloyd	3%	1%	10 Days	\$150	\$4		35%	\$34				18.5 KT	\$4,570
Evergreen	0%	12%	9 Days	\$147	\$4		35%					18.5 KT	\$3,847
Maersk	0%	12%	10 Days	\$150	\$4		35%	\$34				18.5 KT	\$4,570
K Line	0%	1%	9 Days	\$150	\$4		35%	\$34				18.5 KT	\$4,570

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

Average Container Rate \$4,496