

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 29\35

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	58%	48%	27 Days	\$161.00	\$7			AI				19 KT	\$3,192
Evergreen	20%	17%	25 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
OOCL	17%	14%	20 Days ³	\$163.00	\$7			AI				19 KT	\$3,230
Sea-Land	5%	15%	23 Days ³	\$163.00	\$7			AI				19 KT	\$3,230
Maersk	0%	6%	17 Days ³	\$163.00	\$7			AI				19 KT	\$3,230

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 24\86

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>
Hyundai	58%	62%	9 Days	\$140.00	\$7		2%	AI				19 KT	\$2,846
Hanjin	42%	12%	16 Days	\$138.00	\$7		2%	AI				19 KT	\$2,807
Maersk	0%	13%	17 Days ³	\$140.00	\$7		2%	AI				19 KT	\$2,846
Mitsui OSK	0%	12%	17 Days	\$140.00	\$7		2%	AI				19 KT	\$2,846
Evergreen	0%	1%	23 Days ³	\$137.00	\$7		2%	AI				19 KT	\$2,788

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 10\149

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>
Hyundai	70%	9%	13 Days	\$3,376 ¹	\$140 ¹			AI					\$3,516
Mitsui OSK	15%	31%	12 Days	\$139.00	\$7			AI				19 KT	\$2,774
APL	10%	7%	12 Days	\$139.00	\$7			AI				19 KT	\$2,774
NYK Line	5%	7%	17 Days	\$139.00	\$7			AI				19 KT	\$2,774
OOCL	0%	19%	12 Days	\$139.00	\$7			AI				19 KT	\$2,774
Maersk	0%	11%	18 Days ³	\$139.00	\$7			AI				19 KT	\$2,774
Evergreen	0%	7%	14 Days ³	\$136.00	\$7			AI				19 KT	\$2,717
COSCO	0%	4%	17 Days	\$5,360 ¹	\$40			AI					\$5,400

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 12\25

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>
APL	43%	37%	22 Days	\$191.00	\$7			AI				19 KT	\$3,762
Hanjin	26%	12%	26 Days	\$189.00	\$7			AI				19 KT	\$3,724
OOCL	9%	4%	19 Days	\$191.00	\$7			AI				19 KT	\$3,762
Mitsui OSK	0%	33%	22 Days	\$191.00	\$7			AI				19 KT	\$3,762
Maersk	0%	4%	17 Days	\$191.00	\$7			AI				19 KT	\$3,762

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 11\81

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>
Evergreen	56%	14%	17 Days ³	\$132.00	\$7		AI	AI				21 KT	\$2,641
Mitsui OSK	16%	19%	17 Days	\$156.00	\$7		AI	AI				21 KT	\$3,097
APL	9%	2%	17 Days	\$156.00	\$7		AI	AI				21 KT	\$3,097
Yang Ming	9%	1%	14 Days	\$171.00	\$7		AI	AI				21 KT	\$3,382
Maersk	6%	3%	19 Days ³	\$156.00	\$7		AI	AI				21 KT	\$3,097
NYK Line	1%	17%	14 Days	\$156.00	\$7		AI	AI				21 KT	\$3,097
OOCL	0%	32%	17 Days	\$156.00	\$7		AI	AI				21 KT	\$3,097
Sea-Land	0%	4%	17 Days ³	\$156.00	\$7		AI	AI				21 KT	\$3,097
Neptune	0%	3%	14 Days	\$156.00	\$7		AI	AI				21 KT	\$3,097

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 14\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>
OOCL	29%	22%	24 Days	\$188.00	\$7			AI				19 KT	\$3,705
APL	27%	37%	20 Days	\$188.00	\$7			AI				19 KT	\$3,705
Mitsui OSK	16%	12%	24 Days	\$188.00	\$7			AI				19 KT	\$3,705
Hanjin	14%	10%	23 Days	\$186.00	\$7			AI				19 KT	\$3,667
Sea-Land	6%	8%	23 Days ³	\$188.00	\$7			AI				19 KT	\$3,705
Hyundai	5%	7%	17 Days	\$188.00	\$7			AI				19 KT	\$3,705
Evergreen	3%	3%	19 Days ³	\$185.00	\$7			AI				19 KT	\$3,648
Hapag-Lloyd	1%	1%	19 Days	\$188.00	\$7			AI				19 KT	\$3,705

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 9\60

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	31%	39%	18 Days	\$176.00	\$7			AI				19 KT	\$3,477
Sea-Land	16%	10%	26 Days ³	\$176.00	\$7			AI				19 KT	\$3,477
Maersk	15%	10%	16 Days ³	\$176.00	\$7			AI				19 KT	\$3,477
APL	12%	8%	18 Days	\$176.00	\$7			AI				19 KT	\$3,477
OOCL	12%	5%	18 Days	\$176.00	\$7			AI				19 KT	\$3,477
Hyundai	9%	12%	31 Days	\$176.00	\$7			AI				19 KT	\$3,477
Evergreen	0%	3%	24 Days ³	\$173.00	\$7			AI				19 KT	\$3,420

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 19\88

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>
APL	31%	22%	16 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040
Evergreen	21%	7%	27 Days ³	\$150.00	\$7		AI	AI				19 KT	\$2,983
Sea-Land	15%	3%	24 Days ³	\$153.00	\$7		AI	AI				19 KT	\$3,040
Mitsui OSK	13%	12%	16 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040
OOCL	10%	20%	16 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040
Neptune	5%	6%	21 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040
Hanjin	5%	1%	24 Days	\$151.00	\$7		AI	AI				19 KT	\$3,002
NYK Line	0%	15%	21 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040
Maersk	0%	8%	14 Days	\$153.00	\$7		AI	AI				19 KT	\$3,040

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 62\421

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>
West	32%	0%	11 Days	\$4,100 ¹	AI		AI	AI					\$4,100
Maersk	28%	4%	12 Days ³	\$150.00	\$7		42%	\$34				18.5 KT	\$4,826
Evergreen	23%	6%	9 Days ³	\$188.00	\$7		AI	AI				19 KT	\$3,705
COSCO	5%	53%	14 Days	\$4,800 ¹	\$40		AI	AI					\$4,840
K Line	5%	1%	13 Days ³	\$150.00	\$7		42%	\$34				18.5 KT	\$4,826
NYK Line	4%	1%	10 Days	\$150.00	\$7		42%	\$34				18.5 KT	\$4,826
Italia	2%	0%	15 Days ³	\$4,000 ¹	AI		AI	AI					\$4,000
APL	2%	0%	12 Days	\$150.00	\$7		42%	\$34				18.5 KT	\$4,826
Mitsui OSK	0%	21%	12 Days	\$150.00	\$7		42%	\$34				18.5 KT	\$4,826
Hanjin	0%	9%	13 Days	\$147.00	\$7		42%	\$26					\$4,593

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma/Portland Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: March 1997

Month\Year: 4\5

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>
COSCO	100%	100%	22 Days	\$4,400 ¹	\$82 ¹			\$220 ¹					\$4,702

¹ Rate is per container