

Ocean Rate Bulletin

Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: October 1996

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	40%	27%	21 Days	\$187.00	\$7			AI				19 KT	\$3,629
Sea-Land	33%	37%	22 Days ³	\$184.00	\$7			AI				19 KT	\$3,629
Maersk	13%	20%	21 Days ³	\$184.00	\$7			AI				19 KT	\$3,629
APL	7%	10%	30 Days	\$184.00	\$7			AI				19 KT	\$3,629
NYK Line	7%	3%	31 Days	\$184.00	\$7			AI				19 KT	\$3,629

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: October 1996

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	38%	30%	9 Days	\$164.00	\$7		3%	AI				19 KT	\$3,342
Mitsui OSK	28%	28%	17 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284
Maersk	19%	22%	28 Days ³	\$161.00	\$7		3%	AI				19 KT	\$3,284
Sea-Land	12%	2%	15 Days ³	\$161.00	\$7		3%	AI				19 KT	\$3,284
OOCL	3%	7%	16 Days	\$161.00	\$7		3%	AI				19 KT	\$3,284

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: October 1996

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Mitsui OSK	35%	31%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
Sea-Land	21%	23%	18 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
Maersk	13%	15%	17 Days ³	\$160.00	\$7			AI				19 KT	\$3,173
OOCL	12%	7%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173
Evergreen	7%	8%	19 Days ³	\$3,316 ¹	\$140 ¹			AI				19 KT	\$3,416
NYK Line	6%	4%	16 Days	\$160.00	\$7			AI				19 KT	\$3,173
Yang Ming	3%	1%	16 Days	\$159.00	\$7			AI				21 KT	\$3,154
Hyundai	2%	3%	13 Days	\$160.00	\$7			AI				19 KT	\$3,173
APL	1%	7%	12 Days	\$160.00	\$7			AI				19 KT	\$3,173

1 Rate is per container

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Hsingkang, China

Frozen Potatoes

Monthly Market Share For: October 1996

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%	68%	18 Days										
Maersk	0%	27%	21 Days ³	\$268.00	\$5		AI	AI				19 KT	\$5,187
APL	0%	5%	21 Days ³	\$268.00	\$5		AI	AI				19 KT	\$5,187

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: October 1996

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>		
Maersk	67%	38%	10 Days ³	\$212.00	\$7			\$200				19 KT	\$4,361
APL	33%	12%	22 Days	\$212.00	\$7			\$200				19 KT	\$4,361
Mitsui OSK	0%	30%	20 Days	\$212.00	\$7			\$200				19 KT	\$4,361
Neptune	0%	11%	21 Days	\$212.00	\$7			\$200				19 KT	\$4,361
NYK Line	0%	8%	24 Days	\$212.00	\$7			\$200				19 KT	\$4,361

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Keelung, Taiwan

Frozen Potatoes

Monthly Market Share For: October 1996

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	26%	16%	25 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,381
Mitsui OSK	25%	18%	21 Days	\$154.00	\$7		AI	AI				21 KT	\$3,381
Evergreen	21%	15%	20 Days ³	\$3,625 ¹	\$140 ¹		AI	AI				21 KT	\$3,765
Sea-Land	10%	18%	21 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,381
OOCL	8%	17%	21 Days ³	\$154.00	\$7		AI	AI				21 KT	\$3,381
APL	8%	7%	19 Days	\$154.00	\$7		AI	AI				21 KT	\$3,381
NYK Line	2%	8%	14 Days	\$154.00	\$7		AI	AI				21 KT	\$3,381

1 Rate is per container

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: October 1996

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	31%	12%	18 Days	\$197.00	\$7			AI				19 KT	\$3,876
Sea-Land	16%	19%	25 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
Mitsui OSK	16%	13%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
Maersk	14%	16%	17 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
APL	10%	22%	17 Days	\$197.00	\$7			AI				19 KT	\$3,876
OOCL	8%	8%	17 Days ³	\$197.00	\$7			AI				19 KT	\$3,876
Neptune	4%	6%	22 Days	\$197.00	\$7			AI				19 KT	\$3,876

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

Ocean Rate Bulletin

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: October 1996

Surcharges:

Carrier	Market Share	Market Share CY	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CY	CAF	THC	CFS Rec	ARB			Cotton R.
Sea-Land	19%	10%	24 Days ³	\$174.00	\$7		AI	AI				19 KT	\$3,439
OOCL	14%	17%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
APL	13%	14%	16 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Mitsui OSK	12%	17%	12 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Maersk	12%	11%	15 Days ³	\$174.00	\$7		AI	AI				19 KT	\$3,439
NYK Line	11%	15%	22 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Neptune	9%	7%	20 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439
Evergreen	4%	5%	27 Days ³	\$3,974 ¹	\$140 ¹		AI	AI					\$4,114
Hyundai	4%	3%	17 Days	\$174.00	\$7		AI	AI				19 KT	\$3,439

1 Rate is per container

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: October 1996

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	41%	40%	13 Days	\$237.00	AI		AI	AI				19 KT	\$4,503
Mitsui OSK	41%	38%	12 Days	\$168.00	\$7		47%	\$34				18.5 KT	\$5,327
Hyundai	9%	10%	13 Days ³	\$168.00	\$7		47%	\$34				18.5 KT	\$5,327
Hanjin	7%	5%	14 Days	\$165.00	\$7		47%	\$34				18.5 KT	\$5,246
Mexican Line	3%	1%	12 Days	\$212.00	\$7		47%	AI				19 KT	\$6,054
K Line	1%	0%	12 Days ³	\$168.00	\$7		47%	\$34				18.5 KT	\$5,327
APL	1%	0%	12 Days	\$168.00	\$7		47%	\$34				18.5 KT	\$5,327

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