

# Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 617.7 \ 517.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
Hyundai	22%	20%	18 Days <sup>5</sup>	\$99	AI					AI		21 KT	\$2,079
Hanjin	20%	21%	15 Days	\$99	AI					AI		21 KT	\$2,079
Sea-Land	20%	14%	15 Days	\$100	AI					AI		21 KT	\$2,100
Evergreen	15%	11%	17 Days	\$99	AI					AI		21 KT	\$2,079
Maersk	9%	10%	15 Days	\$100	AI					AI		21 KT	\$2,100
P&O Nedlloyd	4%	2%	13 Days	\$100	AI					AI		21 KT	\$2,100
APL	3%	3%	15 Days	\$100	AI					AI		21 KT	\$2,100
OOCL	3%	2%	15 Days	\$100	AI					AI		21 KT	\$2,100
Mitsui OSK	2%	3%	15 Days	\$100	AI					AI		21 KT	\$2,100
NYK Line	1%	0%	13 Days	\$100	AI					AI		21 KT	\$2,100

5 Transit time is based on departure from Los Angeles, CA.

**Average Container Rate** \$2,088

# Ocean Rate Bulletin

L.A./L.B./Oakland Ports To Jakarta, Indonesia

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 1.0 \ 4.0

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Maersk	100%	25%	24 Days	\$248	\$6				AI			21 KT	\$5,334
Mitsui OSK	0%	63%	25 Days	\$248	\$6				AI			21 KT	\$5,334
Hanjin	0%	12%	27 Days <sup>5</sup>	\$246	\$6				AI			21 KT	\$5,292 <sup>14</sup>

<sup>14</sup> Rate is based on SS movement, not SY.

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

**Average Container Rate** \$5,334

# Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 1.0 \ 16.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	100%	14%	34 Days <sup>4</sup>	\$4,210 <sup>1</sup>	\$40 <sup>1</sup>				AI	\$150 <sup>1</sup>			\$4,400
Hanjin	0%	25%	19 Days	\$218	\$6				AI			21 KT	\$4,704
Evergreen	0%	25%	20 Days	\$225	\$6				AI			21 KT	\$4,851
Mitsui OSK	0%	15%	23 Days	\$169	\$6				\$46			21 KT	\$4,641
Sea-Land	0%	13%	21 Days	\$169	\$6				\$46			21 KT	\$4,641

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

**Average Container Rate** \$4,400

# Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 8.8 \ 182.3

*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>
Cho Yang	34%	28%	20 Days	\$3,305 <sup>1</sup>	\$120 <sup>1</sup>		13%		AI				\$3,855
Hanjin	23%	17%	19 Days	\$209	\$6		13%		AI				\$5,086
Hyundai	11%	14%	23 Days <sup>4</sup>	\$172	\$6		13%		AI			21 KT	\$4,208
Mitsui OSK	11%	10%	19 Days	\$172	\$6		13%		AI			19 KT	\$4,208
K Line	11%	9%	21 Days	\$172	\$6		13%		AI			21 KT	\$4,208
OOCL	9%	4%	12 Days	\$172	\$6		13%		\$6			21 KT	\$4,208
Maersk	0%	9%	18 Days	\$172	\$6		13%		AI			21 KT	\$4,208

<sup>1</sup> Rate is per container

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

*Average Container Rate* \$4,287

# Ocean Rate Bulletin

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

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 59.0 \ 1,215.3

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	Surcharges:						Size	ContainerRate	
					BAF	CHASSIS	CAF	THC	CFS Rec	ARB			Cotton R.
K Line	31%	16%	12 Days	\$91	\$6		39%	AI				21 KT	\$2,782
Evergreen	17%	27%	11 Days	\$87	\$6		39%	AI				21 KT	\$2,666
APL	15%	7%	11 Days	\$91	\$6		39%	AI				21 KT	\$2,782
Maersk	8%	8%	10 Days	\$91	\$6		39%	AI				21 KT	\$2,782
COSCO	7%	8%	12 Days	\$99	AI		AI	AI					\$2,079
Hyundai	7%	6%	14 Days <sup>4</sup>	\$91	\$6		39%	AI				21 KT	\$2,782
Mitsui OSK	5%	3%	12 Days	\$91	\$6		39%	AI				21 KT	\$2,782
Hanjin	3%	17%	12 Days	\$108	\$6		39%	AI				21 KT	\$3,279
Yang Ming	3%	3%	12 Days	\$105	\$6		39%	AI				21 KT	\$3,191
NYK Line	3%	3%	15 Days	\$91	\$6		39%	AI				21 KT	\$2,782

<sup>4</sup> Transit time is based on departure from Long Beach, CA.

**Average Container Rate** \$2,741

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Hong Kong

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 668.1 \ 7,054.7

Surcharges:

Carrier	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	THC	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hyundai	37%	37%	18 Days	\$99	AI				AI			21 KT	\$2,079
Evergreen	17%	15%	12 Days <sup>3</sup>	\$99	AI				AI			21 KT	\$2,079
Hanjin	14%	21%	16 Days	\$99	AI				AI			21 KT	\$2,079
Mitsui OSK	7%	3%	12 Days	\$100	AI				AI			21 KT	\$2,100
COSCO	5%	6%	18 Days	\$99	AI				AI				\$2,079
OOCL	5%	6%	12 Days	\$100	AI				AI			21 KT	\$2,100
Sea-Land	4%	4%	18 Days <sup>3</sup>	\$100	AI				AI			21 KT	\$2,100
P&O Nedlloyd	3%	3%	17 Days	\$100	AI				AI			21 KT	\$2,100
Maersk	3%	2%	18 Days <sup>3</sup>	\$100	AI				AI			21 KT	\$2,100
APL	2%	1%	12 Days	\$100	AI				AI			21 KT	\$2,100

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

Average Container Rate \$2,084

# Ocean Rate Bulletin

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 13.6 \ 356.9

*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	37%	42%	11 Days	\$87	\$6		39%	AI				21 KT	\$2,666
COSCO	29%	27%	12 Days										
Mitsui OSK	29%	8%	12 Days	\$91	\$6		39%	AI				21 KT	\$2,782
NYK Line	4%	5%	15 Days	\$91	\$6		39%	AI				21 KT	\$2,782
Yang Ming	0%	7%	12 Days	\$105	\$6		39%	AI				21 KT	\$3,191

*Average Container Rate* \$2,720

# Ocean Rate Bulletin

Tacoma/Olympia/Seattle Ports To Vladivostok, Russia

Frozen Poultry (WC)

Monthly Market Share For: December 1997

Month\Year: 45.5 \ 446.3

*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>
FESCO	66%	60%	18 Days <sup>3</sup>	\$7,400 <sup>1</sup>	AI				\$350				\$7,750 <sup>2</sup>
Sunmar	34%	40%	20 Days <sup>3</sup>	\$7,400 <sup>1</sup>	AI				\$350				\$7,750 <sup>2</sup>

1 Rate is per container

2 Rate is based on a CY-CY movement, not CFS-CY

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

*Average Container Rate* \$7,750