

lies with the motor carrier.

## MARINE - OCEAN CONTAINER

In referring to the marine option for shipping to U.S. markets, what is really meant is the ocean liner container services available out of Halifax and to a lesser extent Saint John. The advent of round the world ocean services has resulted in ocean liners sailing across the Atlantic from Europe and calling at several North American ports before carrying on to Pacific rim countries. For example, a fully loaded ship from Europe may unload some of its cargo at Halifax then proceed on to New York, Miami, Los Angeles, etc. to discharge and pick up other containers. Several ocean lines take on U.S.-bound containers (non-refrigerated) at Halifax for the ultimate purpose of positioning containers in U.S. port cities, where the Atlantic Canada freight will be dispatched to U.S. consignees and the containers will become available for the use of U.S. shippers.

The several ocean container services (including roll-on/roll-off highway trailer service) currently available out of Halifax and Saint John are described in detail on pages 67 to 69. Although most of the lines are prepared to dispatch containers to any point in Atlantic Canada (the surface portion of the movement from plant to port will not be included in the rate quoted to you), exporters to the United States will find marine container rates attractive only to very distant destinations such as California. Occasional single container rates to eastern U.S. seaboard markets are not competitive with motor carrier truckload rates. Furthermore, availability of containership space is sporadic and difficult to predict.

Shippers considering ocean services should also be aware that ocean lines earn most of their revenue on long voyages; therefore given the fixed capacity of a ship and faced with the option of either finding space for your container bound for New York or another shipper's container bound for Japan, the ocean liner is more likely to haul the second shipper's freight. (As a matter of interest, a good variety of ocean container services are available to Caribbean/Latin American markets from the ports of Halifax and Saint John. Furthermore, very large-scale shippers of bulk/granular/resource material are reminded that for shipments weighing in the thousands of tons, it may be feasible to charter a full or part ship. Freight forwarders listed on page 70 should be able to direct you to, or arrange for, ship chartering service.)

## INTERMODAL OPTIONS

In addition to the above-mentioned modal options several transportation alternatives including combinations of modes are possible. These include:

- a) Truck/Rail - (Trailer on flat car - TOFC) also known as piggy-back involves loading a highway trailer for shipment by rail. For large volume users shipping very long distances (at least over 800 miles) TOFC can