

volumes are large or small.

To summarize, shippers wishing to use motor common carriers should always do the following when seeking rate quotes:

1. fully describe goods for proper classification;
2. try to increase the shipment size by consolidating loads destined to the same place;
3. check on the availability of backhaul rates even to the point of contacting the carrier's office in the city to which you wish to ship;
4. check on the availability of non-tariff bureaux carriers who may offer very competitive rates; and,
5. ask for details about special discount programs.

A large number of motor carriers offer services between Western Canada and the Western mainland U.S.. Several motor carriers offer direct over the road service from Alberta and Northern British Columbia to Alaska, but for shipments to Alaska from the Vancouver area, motor carriers will make use of one of the marine services operating from Seattle. Consult the yellow pages of your telephone book, or any of the motor carrier directories listed on pages 72 and 73 for further information. A partial listing of motor carriers and their telephone numbers is provided as follows: Western Mainland U.S.A. - pages 52 and 53; Hawaii - pages 59 and 60, Alaska - pages 62, 63 and 65.

#### **Independent Truckers/Owner-Operators/Backhaulers**

The second type of motor carrier is the owner-operator or independent trucker, sometimes referred to as the "backhauler". They are a small "niche" in the transportation market place where individuals have found the freedom to act as entrepreneurs. Canadian and American legislation allows these owner-operators to lease their equipment and their driving services to shippers and common carriers who are increasingly using them to keep costs down. If you have sufficient volumes, you can make an exclusive contractual arrangement with an owner-operator to act in effect as a private carrier, or by seeking out common carriers who make extensive use of owner-operators you can obtain lower rates than those offered by carriers who operate employee driven fleets.

As pointed out by current B.C. and Alberta exporters to the U.S. (see pages 6 to 9), a certain attraction exists for using the independent trucker who, seeking return southbound loads, will sometimes haul goods for as little as the cost of the fuel. Although such truckers are primarily interested in full loads in the neighbourhood of 40,000 lb. some can be induced to offer special deals for loads as low as 10,000 lb. Again, fruit and vegetable haulers from California and Texas abound. However, because the address and the location of these operations amounts to the cab of their truck, it is impossible to trace the goods in transit, or even to locate the individual to press a claim if damage or non-receipt of the goods is reported by the consignee. Attractive backhaul rates can be obtained by contacting authorized licensed motor