

## Occasional and Large Volume Full Load Rates

As discussed in Section II, more attractive rates are available to shippers who are able to tender full truck, car or container load shipments to transportation companies. Rates improve further for shippers offering substantial regular volumes. For occasional full loads, one will find published class rates for motor carrier truckload, rail carload and intermodal trailerload to be essentially identical depending on the carrier and the commodity. Intermodal shippers' agents' rates would be about 10 per cent lower. Shippers who can offer large volumes (e.g., one hundred 40,000 lb. loads of a specific commodity to a specific destination per year) should be able to receive discounts off published rates in the neighbourhood of 25 per cent off class rates directly from carriers.

Various intermediaries such as forwarders, transportation brokers and shippers' associations making regular use of independent truckers (e.g., fruit and vegetable backhaulers to California and Texas) and who can obtain large volume discounts from all types of carriers, can offer rates averaging 25 per cent lower than common carrier rates. Finally, a shipper confident enough to make his own arrangements with an independent truck owner-operator might achieve savings of 50 per cent or more off common carrier class rates. The attraction of these various rates should be balanced against the service, speed, legal and liability considerations discussed in Section II.

### Variations in Rate According to Commodity Class

The rate examples provided are based on shipments of freight all kinds. However, motor common carriers, railways, marine carriers and airlines often differentiate rates according to the commodity carried; the other transportation organizations (intermediaries) usually make no differentiation as to commodity. The following factors may be multiplied against rates shown for carriers which base rates on commodity classifications in order to estimate the rate you might expect to pay.

Sample Commodity Group	Rate Multiplication Factors
1. Freight All Kinds	1.00
2. Industrial Machinery and Equipment (drilling, excavating, etc.)	0.85
3. Manufactured Products (e.g., office machinery)	1.00
4. Wood Products (e.g., dressed lumber)	0.60
5. Fabricated Wood Products (e.g., doors)	0.90
6. Aircraft and Auto Parts	1.00
7. Beverages (e.g., whiskey and wine)	1.00