

Northeastern U.S. cities (e.g., Portland and Boston) from where your goods can be interlined with appropriate U.S. carriers serving more distant markets.

- b) Common carriers with Atlantic Canada/U.S. specific commodity operating authority also offer direct cost-effective service for shipping to the Northeastern states but are restricted to hauling certain commodities specified in their licenses (e.g. goods requiring temperature control, foodstuffs, lumber, fish, etc...) Such carriers also offer interline service to distant U.S. destinations from their Northeastern U.S. terminals.
- c) Interprovincial common carriers also will haul U.S. shipments via central Canadian points such as Montreal and Toronto where they will be turned over to a U.S. carrier authorized to haul the goods to their final destination. This option be appropriate sense for shipments to western U.S. markets like Chicago and Los Angeles but is not economical for shipments to the Northeastern states due to circuitous routing (i.e. substantial back-tracking.)

At present, no Canadian or U.S. based motor carrier with operating authority in all 48 continental states provides regularly scheduled 48 state service from Atlantic Canada. Names and phone numbers of the carriers offering service between your province and the Northeastern states are listed on pages 61 to 64.

ROAD TRANSPORT - INDEPENDENT TRUCKERS/OWNER-OPERATORS/BACKHAULERS

Another road transport option for Atlantic Canada shippers with full truckloads to send to U.S. markets is the independent trucker/owner operator/backhauler who having hauled fruit and vegetables northbound to Atlantic Canada, Maine, or New Hampshire is seeking a full load to haul south in order to avoid a revenueless return.

This type of trucker is available to a greater extent in other regions of Canada where substantially more traffic moves north than moves south into the United States. Very low rates sometimes barely covering fuel costs are charged to avoid an empty return trip south. In Atlantic Canada the reverse situation exists - that is, more traffic moves into United States particularly refrigerated goods such as frozen food and fish, from Atlantic Canada than comes north from the United States. Therefore such truckers are neither as cheaply or readily available in Atlantic Canada as they are in other parts of Canada.

It is noted that because the address and location of independent truckers amount 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 goods is reported by the consignee. For this reason, and because economical rates are offered by authorized common carriers, most shippers in Atlantic Canada do not use this option. The predominant use of independent truckers is to haul occasional loads of potatoes from New Brunswick, and to lesser extent, Prince Edward Island. Arrangements for this type of transportation may be made by contacting the transportation brokers listed on page 71.