

component that is part of every shipment regardless of size. Very often, twice the volume or weight can be shipped the same distance for just a small additional total cost. Savings of 20 to 50 per cent are possible by consolidating multiple shipments into one lot. Such savings of course must be weighed against the possible costs of slower delivery times and increased storage/inventory costs.

You should also be aware that many carriers (in particular trucking companies and railways) quote rates based on commodity classifications by grouping goods that have similar transportation characteristics into the same "class". Classifications are based on value, density (weight per cubic measure), susceptibility to loss, damage and pilferage, competitive considerations and the regularity and volume of similar movements. Very often, goods may be classified in more than one, in fact, many categories. Lower class ratings (and therefore rates) can be obtained by:

1. reducing carrier liability for loss and damage by reducing the declared value of the product to its true level;
2. shipping the product in different configurations (in bulk versus packages); and,
3. changing packaging (e.g., sending goods knocked down instead of set up)

Therefore, by properly describing your goods to the carrier, your efforts can often pay off by securing lower rates.

Shippers should also note the importance of maximizing the use wherever possible of those carriers who offer direct service from origin to destination or those carriers or intermediaries who will accept full responsibility and liability for the door-to-door movement. In a survey [1] of users' perceptions of transborder trucking services respondents expressed a preference for single line service over joint line (or interline) service for numerous reasons including:

1. interline freight has higher loss and damage ratios;
2. interline freight claims, particularly on hidden damage, are more difficult to resolve;
3. interline freight is harder to trace, expedite and control;
4. interline freight is less reliable and takes longer; and,
5. discounts are not always available on interline service.

Although the above mentioned study was oriented specifically to truck movements, the same observations can apply to situations where more than one airline or railway are involved.

---

1. Maister, D. H. and J. M. Munro. Transborder Trucking: An Analysis of User Perceptions. Working Paper No. 25 Centre for Transportation Studies, University of British Columbia, April, 1977.