

is no specific price consideration for weight provided the weight is kept within statutory limitations. This method can represent a considerable saving over common carriers' rates. Back-hauling may not always be a reliable method since trucks may not be available when required. It is possible to arrange for back-hauling by independent truckers from most major Eastern Canadian cities but since regular scheduled freight services are not available, it is necessary to check with independent truckers or their brokers in each case.

Heavy Haulage Specialists--There are a number of heavy haulage specialists operating in the U.S. and Canada who are able to save substantial amounts on freight costs, provided their minimum weight requirements can be met. For example, Canadian Machinery Movers are heavy haulage specialists who are capable of handling the most difficult loads. Savings by using heavy haulage specialists can be as high as 60 percent over common carriers' rates.

Freight Consolidators--Very few of the distributors we talked to use freight consolidators. We mentioned the Los Angeles Machinery Distributors Association (LAMD), a freight consolidating association, to several California distributors and they were very interested in the concept. The LAMD is a non-profit making organization established to reduce freight costs on all types of machines.

LAMD estimates it saves it's members 25 percent to 30 percent on regular freight costs. The association ships to San Francisco and San Diego as