

Common Carriers--California distributors and manufacturer end-users generally use common carrier when importing machinery from the East unless the machine is sufficiently large and specialized to warrant it's own truck or the services of a heavy haulage specialist. Common carriers' rates are between \$20.00 and \$22.00 per 100lb. weight from Eastern Canada to a midwestern U.S. transshipment point, such as Chicago, and around \$20.00 per 100lb. weight from the transshipment point to the West Coast. The quoted prices are for crated machinery. Common carriers' rates can reduce when goods are classified to fit preferential freight tariff classifications. Examples of rates from common carriers are:-

- A 3,000lb. machine being transported from Montreal via New York and Detroit to Los Angeles would cost \$1,574.60 (\$52.48 per 100lb. weight).
- The same machine being transported from Toronto via Detroit to Los Angeles would cost \$1,209.00 (\$40.30 per 100lb. weight)
- A 30,000lb. (minimum weight) machine or combination of machines being transported from Montreal via New York and Detroit to Los Angeles would cost \$4,694.40 (\$15.64 per 100lb. weight).
- The same combination from Toronto via Detroit to Los Angeles would cost \$4,209.00 (\$14.03 per 100lb. weight).

Independent Truckers--Back-hauling by an independent trucker from Detroit to Los Angeles costs around \$2,400.00 for a truck and trailer load. There