

5. Automotive Parts (aftermarket and OEM)	0.85
6. Electrical and Electronic Components (e.g. printed circuit boards, high preci- sion investment castings)	1.00
7. Perishable Products (e.g. frozen fish, beer and wine)	0.85
8. Unprocessed Agricultural Products (e.g. baled peat moss)	0.75

Cost of Private Trucking

The only person capable of determining the cost of shipping your products in your own trucks is yourself. The cost per mile of private carriage will depend on the number, size, age, capital cost, quality, and make of tractors and trailers in the fleet, annual mileage, annual payload, load factor and other considerations. These factors will

directly affect your labour (driver), fuel, maintenance, depreciation and other costs. Once you have determined the per mile operating cost for a particular unit in your fleet, you can translate that cost into a private rate per hundred pounds and compare it to the rate examples given herein. Remember that in using your private fleet you will be facing a total "trip" cost which will be practically the same whether you are carrying 4,000 lb. or 40,000 lb.

Concluding Remarks on Rates

The rate information provided herein is intended to help you identify which transportation alternative is best suited to your particular circumstances, and to help you determine the total costs of selling in Southern U.S. markets. (Other costs such as customs clearance duties, taxes, permits, etc. . . will also be involved.) *There is no substitute for obtaining firm rate quotes from transportation organizations, based on the specific details of your movements.*

RATE VARIATIONS DUE TO DISTANCE* — OCCASIONAL AND LARGE ANNUAL VOLUME FULL LOADS: FREIGHT ALL KINDS (door-to-door rates per hundred pounds in \$ Cdn.)

Distance in Miles (City Pair Examples)	Motor Carrier Rail and Intermodal Occasional Full Load	Intermodal Shipper's Agent Occasional Trailer	Motor Carrier Rail and Intermodal Large Volume and Intermediaries Occasional Full Load	Occasional** and Large Volume Marine Container Load	Direct Shipper- Owner- Operator (Backhauler) Occasional Full Load
1. 700 miles (e.g. Windsor to Atlanta and Memphis)	6.15	5.60	4.60	3.90	3.10
2. 900 miles (e.g. Toronto to Atlanta and Memphis)	8.15	7.40	6.10	5.00	4.10
3. 1,100 miles (e.g. Windsor to Dallas)	10.60	9.65	7.95	6.20	5.30
4. 1,200 miles (e.g. Montreal to Atlanta)	10.35	9.40	7.75	6.70	5.20
5. 1,300 miles (e.g. Montreal to Memphis or Windsor to Miami)	10.25	9.30	7.70	7.30	5.15
6. 1,400 miles (e.g. Toronto to Dallas)	11.50	10.45	8.60	7.80	5.75
7. 1,500 miles (e.g. Toronto to Miami)	10.80	9.80	8.10	8.40	5.40
8. 1,600 miles (e.g. Montreal to Miami)	11.90	10.80	8.90	9.00	5.95
9. 1,700 miles (e.g. Montreal to Dallas)	13.50	12.25	10.10	9.50	6.75

* CAUTION: THESE RATES ARE NOT TO BE TAKEN AS FIRM QUOTES BUT ONLY AS ILLUSTRATIONS OF THEIR RELATIVE MAGNITUDE AS OF MAY, 1984. ILLUSTRATED RATE PROGRESSIONS APPLY WHEN AVERAGING CARRIERS IN A MODE BUT NOT NECESSARILY FOR INDIVIDUAL CARRIERS.

** container rates — service to example city pairs may not exist.