

you are a large carload shipper and you know which railways would be involved in the movement of your goods, you would do well to obtain through rate quotes from each participating carrier and pick the lowest. A general rule to remember, however, is that the more railways are involved, the higher the through rate will be and the longer will be the transit time. In deciding whether to ship by rail, you should consult railway maps (See Section VII for further information) to determine if there is a choice of railways or routings serving the city to which you wish to ship.

In general, for single carload shipments, carload rates are competitive with motor carrier truckload rates and intermodal trailerload rates. The railways are willing to be quite flexible in constructing rates which will satisfy the needs of volume shippers. In order to negotiate with rail carriers you should be prepared to provide specific details as to the nature and volume of the goods to be shipped. Major savings in rail rates start to occur when you can offer the railways five to ten cars a week. As the above implies, and because Canadian and American railways stopped carrying LCL (Less than Car Load) traffic years ago, rail transportation is not an alternative for small shippers.

Prospective rail shippers should be aware that Canadian railways are willing to discuss rates for southbound shipments and, if possible, make modifications. It should be recognized, however, that Canadian railways can only adjust the domestic portion of international rates and that adjustments for the U.S. portion would have to come from American carriers. If the shipper, after negotiation with the carrier, is dissatisfied with the results, he may wish to pursue this matter through the Canadian Transport Commission (CTC), which currently has jurisdiction over railway freight rates. The CTC has an informal procedure for assisting shippers questioning freight rates, which includes the examination of disputed rates and a railway/shipper mediation service, if both parties are agreeable.

B.C. and Alberta office locations of Canada's two major railways are listed in Section VI (page 54).

Intermodal

Intermodal transportation, also called "piggyback", "trailer-on-flatcar" (TOFC) or "container-on-flatcar" (COFC), is a unique marriage of the rail and highway modes. The concept involves loading a highway trailer for shipment to a railroad piggyback ramp (terminal) for movement beyond by rail. For large volume users, TOFC features the lower cost of rail service combined with the convenience of door-to-door shipping available in motor carriage.