carriers and intermediaries . The importance of backhaul in securing attractive rates applies to every type of transportation arrangement.

Direct use of these independent truckers usually presumes that the shipper has truckload quantities to be moved. **Therefore, the best way for LTL shippers to use such operators is to deal through a freight forwarder, transportation broker, or other intermediary with whom many owner-operators have established a track record and who are willing to accept legal responsibility for the shipment.** In order to access the services of private truckers/backhaulers you can refer to the information sources listed on pages 77 and 78. In addition, a partial listing of transportation brokers, shippers' agents, shippers' associations and freight forwarders who may be able to identify independent truckers/backhaulers to carry your truckload traffic is provided on pages 54 to 57.

Rail Carload

Rail carload movements are most appropriate for large volume shippers with their own railroad siding and with large volumes of goods to be transported. A minimum rail shipment size is in the order of 40,000 lb. However, rail transportation becomes feasible when a shipper can fill a car to capacity (over 100,000 lb.) Goods which are suitable for rail transport are those which can be stowed compactly, wedged or tied down such as carpets, appliances, furniture and similar commodities (knocked down or folded flat), steel products, newsprint, paper, etc. Cargo which is susceptible to damage from knocking or jarring (such as computers and other sensitive equipment) is not usually shipped by rail because of frequent coupling and uncoupling of cars, humping, and shunting.

Unlike in Canada where in most cases one of our two transcontinental railways can haul your goods from origin to destination, shipping to most of the Western United States requires the use of at least two connecting rail carriers. This situation contributes to the relative slowness of the mode; transit time for carload shipments from British Columbia and Alberta to the more distant Southwestern and Western U.S. markets can reach 12 to 15 days or more. In these circumstances, rail would be most suitable where product value per pound is not exceptionally high and when expedited delivery is not of great importance.

With rail deregulation in the United States, the U.S. based carriers compete aggressively with each other and with motor carriers for traffic. A new era of competition brought about by the Staggers Rail Act of 1980 has produced a number of innovative rail pricing concepts, perhaps the most important of which is the confidential contract with an individual railway which can provide rebates to the shipper electing to use that particular railway. To date rail deregulation applies to agricultural commodities (e.g., fruits and vegetables), trailers on flat car (TOFC), containers on flat cars (COFC) and goods moving in box cars.

Current Canadian law does not permit Canadian railways to provide such rebates (although this matter may be resolved in the near future); therefore large volume Canadian shippers wishing to take advantage of confidential contracts may do so by approaching the U.S. railway which will be involved in the move. These carriers will quote a through rate for the Canada to U.S. move and arrange for the sharing of the revenue between themselves and the originating Canadian rail carrier. Therefore, if