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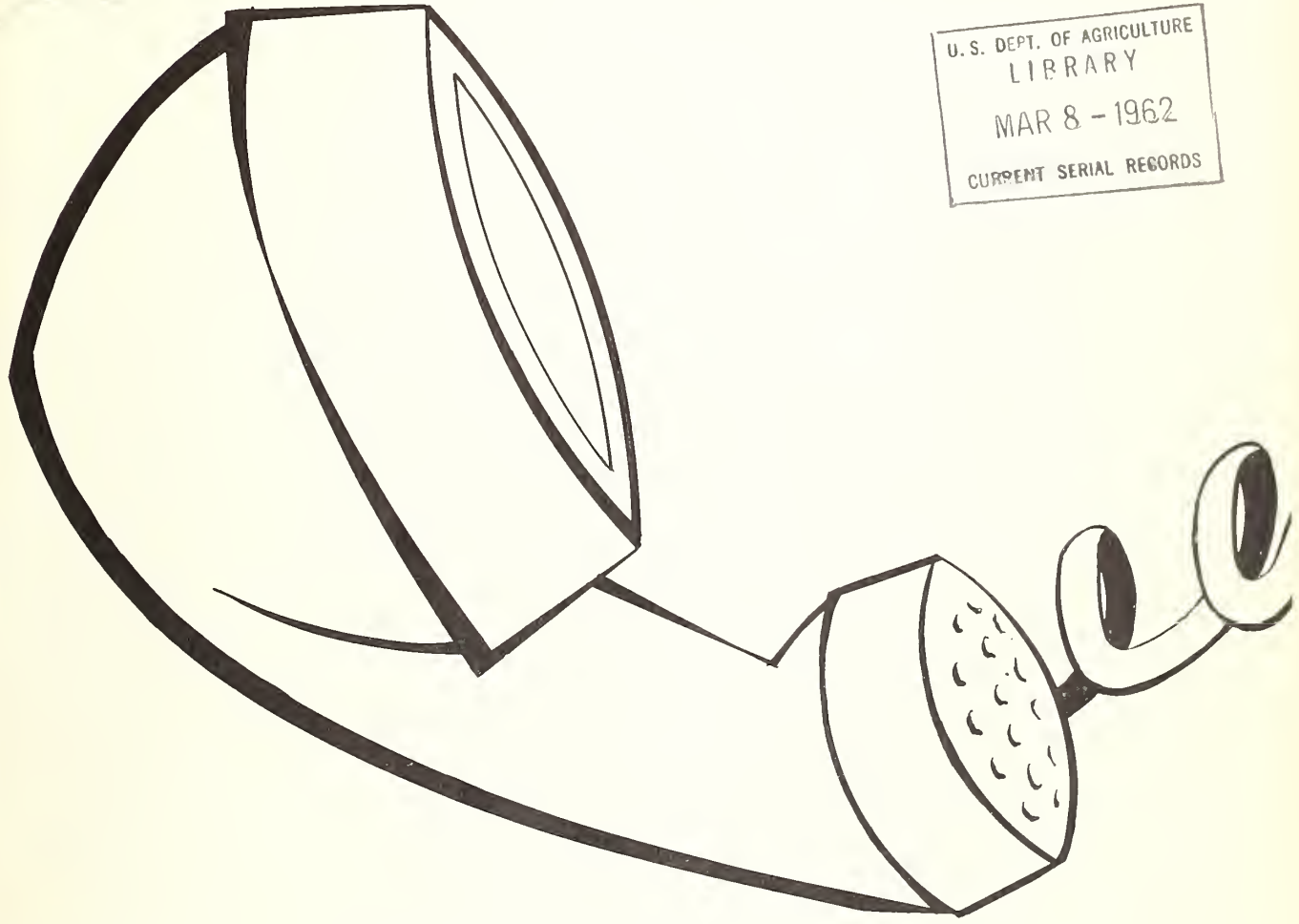
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the role of truck brokers in the movement of exempt agricultural commodities

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SUMMARY

The truck broker plays a vital role in the transportation of exempt agricultural commodities, because of the services he performs not only for the trucker but for the shipper and receiver as well. He is a valuable link between the shipper or receiver and the trucker.

Truck brokers find the demand for their services is greatest for perishable, seasonally produced commodities which are handled without well-organized price reporting systems. In some industries production can be scheduled, but neither the production of nor the demand for these commodities can be accurately predicted. Consequently, some system is needed to make a large volume of very flexible transportation available when and where it is needed.

Exempt for-hire truck operators provide the large volume of cargo space necessary for the transportation of agricultural commodities, and the exemption from regulation of routes and rates makes the use of this space very flexible. Truck brokers provide the means for matching the available trucks with the available cargo, thus promoting efficient use of transportation resources.

This report is based on information furnished by 195 truck brokers throughout the United States who were engaged in the business of booking loads of agricultural commodities from economic regulation by the Interstate Commerce Commission during 1959. The loads booked moved predominately in interstate commerce. Figures in statistical tables were expanded to represent 246 truck brokers who were located and found to have been in operation during 1959.

These 246 truck brokers booked 3,808,000 tons of agricultural commodities in interstate commerce and 143,000 tons in intrastate commerce--a total of 3,952,000 tons during 1959.

Fresh fruits and vegetables made up 76 percent of total commodity tonnage booked in interstate commerce. The remaining 24 percent was distributed among nine additional commodity groups.

Exempt for-hire carriers of agricultural commodities hauled 81 percent, private carriers 10 percent, and common or contract carriers 9 percent of the total interstate tonnage booked. Commodity tonnage booked does not include the tonnage hauled by brokers also operating as for-hire carriers of exempt agricultural commodities with their own trucks.

Approximately one-half of the truck brokers interviewed also operated as for-hire carriers of exempt agricultural commodities. Almost one fourth of the truck brokers who operated as for-hire carriers also held Interstate Commerce Commission operating rights to haul one or more commodities under ICC regulation. Truck brokers operated an average of 9 semitrailers and 8 tractors, or an average of 17 pieces of equipment per broker.

Of the 246 truck broker firms, 120 (49 percent) were sole proprietorships, 93 firms (38 percent) were incorporated, and 33 (13 percent) were partnerships. Most of the firms operated on a full-time basis; half of the firms had been in

operation 7.7 years or more.

Brokers usually booked loads with trucking firms in their own region or nearby. Destination of the loads, however, was most often to eastern or mid-western markets.

Truckers had to lay over an average of 13 hours during the busy shipping season and an average of 57 hours during the slow shipping season before getting a load.

Truck brokers provided various services to shippers and receivers and to truckers. Services to shippers and receivers were: Checking the safety of vehicles used, driver licenses, and driver familiarity with ICC safety requirements, and supplying copies of ICC safety regulations to truckers. Services to truckers were: Obtaining cargo insurance, carrying public liability and property damage insurance to cover the truckers, providing information on State regulations, and assisting truckers in filling out forms.

Truck brokers established the rate for 39 percent of the agricultural commodity tonnage booked in 1959. No other group in the exempt carrier industry established the rate to this extent. Truck brokers in the North Atlantic region established the rate for more than 50 percent of the tonnage. No tariffs are published on exempt agricultural commodities, but suggested rate sheets are published by broker and shipper organizations. The suggested rates are generally adhered to under normal shipping conditions.

More than one-half of the truck brokers interviewed stated that rates varied somewhat during the shipping season. Rates varied most often because of changes in the supply of and demand for trucks. Although there is a noticeable degree of seasonal variation in rates, the overall level of rates has been quite stable during the last 10 years.

Truck broker fees varied between regions and between brokers within regions. Most truck brokers charged from 5 to 7 percent of gross freight receipts for booking loads and an additional 2 percent for advancing operating expenses. Many brokers advance operating expenses without making a separate charge when they know the trucker. Very few brokers charge the trucker a fee for obtaining cargo insurance and other services performed. The truck broker usually collects the transportation charge from the shipper or receiver and pays the trucker after deducting his commission for booking the load.

There are indications that the services of truck brokers will continue to be needed especially for seasonally produced agricultural commodities. The truck broker is in the unique position of being able to serve both shippers and truckers simultaneously. He can attract trucks to a particular shipping area when they are needed, and when the demand for trucks has been satisfied he can serve the same function for another shipping area.

THE ROLE OF TRUCK BROKERS IN THE MOVEMENT OF EXEMPT AGRICULTURAL COMMODITIES

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INTRODUCTION

Truck brokers of agricultural commodities exempt from regulation are the essential link between producers, truckers, and receivers, particularly for seasonally produced perishables. Truck brokers simply arrange transportation by truck for shippers or receivers of maturing perishables and other exempt commodities for movement to storage, processing points, and market areas, as contrasted to commodity brokers who arrange for the purchase and sales of commodities for a fee.

Timely and efficient movement is a critical part of the marketing of agricultural perishables. Receivers at scattered market points depend upon reliable delivery of these commodities from widely dispersed producing areas.

For-hire truckers of exempt agricultural commodities have the available capacity to serve the needs of both producers and shippers. They also provide the necessary flexibility to move perishables unrestricted by regulation of routes and rates. The truckers of exempt commodities try to provide transportation when and where it is needed.

The transportation system for exempt agricultural commodities depends on truck brokers to match shipments of perishable commodities as they mature in various producing areas with the available capacity of the exempt for-hire truckers ^{1/} and the market demands of processors and urban consumers. The coordination of producers, truckers, and brokers insures a reliable and efficient method of moving exempt agricultural commodities.

This report presents information on truck broker operations. Most of the transportation arranged for by brokers is for commodities trucked in interstate commerce. The report explains in some detail the important part the broker plays in the truck movement of exempt agricultural commodities.

^{1/} Exempt for-hire truckers, except for occasional leases to another carrier, carry only agricultural commodities that are exempt from regulation by the Interstate Commerce Commission.

The Agricultural Exemption

The agricultural exemption is that provision in the Interstate Commerce Act exempting motor carriers of agricultural commodities (including unmanufactured products thereof) from economic regulation by the Interstate Commerce Commission. Economic regulation includes control over who may engage in trucking, the routes or areas to be served, and the rates to be charged. This provision is designated in Part II of the Interstate Commerce Act as section 203 (b) and sub-sections (4a), (5), and (6). 2/ Motor carriers operating under the agricultural exemption fall in the category of 203 (b) (6) which reads as follows:

...motor vehicles used in carrying property consisting of ordinary livestock, fish (including shell fish), or agricultural (including horticultural) commodities (not including manufactured products thereof), if such motor vehicles are not used in carrying any other property, or passengers, for compensation;

The agricultural exemption in Section 203 (b) (6) of the Interstate Commerce Act was amended by the Transportation Act of 1958 so as to provide that the words "property consisting of ordinary livestock, fish (including shell fish), or agricultural (including horticultural) commodities (not including manufactured products thereof)" shall include property shown as "Exempt" in the Commodity List in the Bureau of Motor Carriers' Administrative Ruling No. 107 of March 19, 1958, and shall not include property shown therein as "Not Exempt" but with certain exceptions.

The exceptions in the amendment are to the effect that notwithstanding what is shown in Administrative Ruling No. 107, the words of the exemption shall not be deemed to include "frozen fruits, frozen berries, frozen vegetables, cocoa beans, coffee beans, tea, bananas, or hemp, and wool imported from any foreign country, wool tops and noils,

2/ Sec. 203.

(b) Nothing in this part, except the provisions of section 204 relative to qualifications and maximum hours of service of employees and safety of operation or standards of equipment shall be construed to include***

(4a) motor vehicles controlled and operated by any farmer and used in the transportation of his agricultural commodities and products thereof, or in the transportation of supplies to his farm; or

(5) motor vehicles controlled and operated by a cooperative association as defined in the Agricultural Marketing Act, approved June 15, 1929, as amended, or by a federation of such cooperative associations, if such federation possesses no greater powers or purposes than cooperative associations so defined;***

or wool waste (carded, spun, woven, or knitted)" and shall be deemed to include "cooked or uncooked (including breaded) fish or shell fish when frozen or fresh (but not including fish and shell fish which have been treated for preserving, such as canned, smoked, pickled, spiced, corned or kippered products)."

Scope of Study

This report presents data on the operations of truck brokers throughout the continental United States in 1959. Truck brokers are concentrated in areas producing fresh fruits and vegetables. For ease in comparing geographic data, statistics are presented for regions rather than individual States. The North Atlantic region includes Delaware and Maryland; the South Atlantic region includes only the States of West Virginia, Virginia, North Carolina, South Carolina, and Georgia. (See figure 1 for identification of geographic regions used in the study).

Source of the Data

Questionnaires were mailed to a list of 825 names taken from "The Packer" Red Book, the National Agricultural Transportation League,

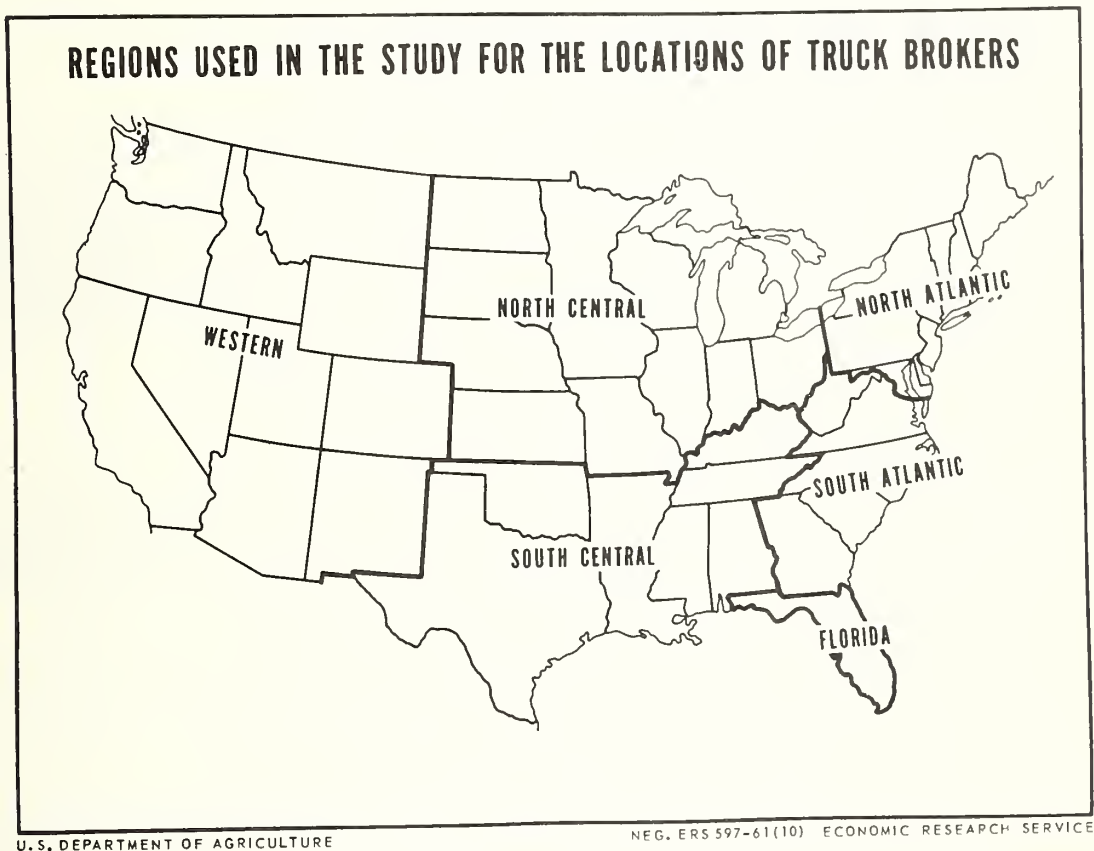


Figure 1

previous studies conducted in the Department, and replies to a truckstop questionnaire. From the replies received, 246 truck brokers of exempt agricultural commodities were located throughout the United States (table 1). This figure includes only truck brokers located by the survey; it excludes those people who occasionally arrange for a load of agricultural commodities to move by truck but whose primary business is something other than operating as a truck broker.

Table 1.--Number of truck brokers included in the study and number and percentage interviewed, by regions, 1959

Region	Total	Interviewed	
	Brokers	Brokers	Percent
North Atlantic.....	27	24	89
South Atlantic.....	22	21	95
North Central.....	46	41	89
South Central.....	30	25	83
Western.....	41	39	95
Florida.....	80	45	56
Total.....	246	195	79

In addition to information received on the mail questionnaire, 195 of the truck brokers were interviewed by Department personnel. This is a 90-percent sample with the exception of Florida for which only a 56-percent sample was completed. Because Florida had such a large number of truck brokers, only 45 of the 80 brokers in Florida were interviewed. This report is based on information from the 195 firms interviewed, but the data have been expanded to represent the 246 truck brokers in operation during 1959.

BUSINESS CHARACTERISTICS OF TRUCK BROKERS

Of the 246 truck brokers, 132 or 54 percent also operated as for-hire carriers of exempt agricultural commodities (table 2). Only 30 truck brokers or 12 percent held ICC operating rights to haul one or more regulated commodities.

Of the 246 truck brokerage firms reporting, 120 or 49 percent were sole proprietorships. Of the remainder, 93 firms or 38 percent were incorporated and only 33 firms or 13 percent were partnerships (table 3).

Truck brokers also operating as for-hire carriers of exempt agricultural commodities owned or leased an average of 9 semitrailers and 8 tractors per broker, or a total of 17 pieces of equipment (table 4). This equipment was used in part to transport regulated commodities as well as unregulated agricultural commodities.

Table 2.--Number of truck brokers also operating as for-hire carriers of exempt agricultural commodities and number holding operating rights from the Interstate Commerce Commission to haul one or more regulated commodities, by regions, 1959

Region	Operating as a for-hire carrier			Holding ICC operating rights			
	Truck Brokers	Yes	No	No Ans.	Yes	No	No ans.
North Atlantic...	27	11	14	2	2	23	2
South Atlantic...	22	14	8	0	2	20	0
North Central...	46	21	23	2	9	36	1
South Central...	30	19	11	0	6	24	0
Western.....	41	14	21	6	5	32	4
Florida.....	80	53	27	0	6	74	0
Total.....	246	132	104	10	30	209	7

Table 3.--Truck brokerage firms, by type of organization, by regions, 1959

	Sole proprietorship	Partnership	Incorporated	Total
	Brokers	Brokers	Brokers	Brokers
North Atlantic...	10	3	14	27
South Atlantic...	14	5	3	22
North Central...	15	8	23	46
South Central...	16	1	13	30
Western.....	27	8	6	41
Florida.....	38	8	34	80
Total.....	120	33	93	246

Of the total pieces of equipment operated by truck brokers, 72 percent were owned and 28 percent leased. For pieces of equipment owned, 58 percent were semitrailers and 42 percent tractors. For leased equipment, 40 percent were semitrailers and 60 percent were tractors (table 4).

Over 86 percent of the truck brokers operated on a full-time basis (table 5). All brokers in the Western region and all but one each in the South Atlantic and South Central regions operated full time. Of those operating part time, 12 percent operated between 6 months and a year, and only 2 percent operated less than 6 months during the year.

Table 4.--Pieces of trucking equipment owned or leased by truck brokers who also operate as for-hire carriers of exempt agricultural commodities, by type of equipment and by regions, 1959 ^{1/}

Region ^{1/}	Semitrailers					Tractors			
	Truck brokers : also operating: as a for-hire carrier	Owned	Leased ^{2/}	Total	Av. per broker	Owned	Leased ^{2/}	Total	Av. per broker
	Brokers	Number	Number	Number	Number	Number	Number	Number	Number
North Atlantic ...	11	92	6	98	8.9	74	6	80	7.3
South Atlantic ...	14	139	33	172	12.3	135	37	172	12.2
North Central	21	178	79	257	12.2	98	113	211	10.0
South Central	19	119	91	210	11.1	40	138	178	9.4
Western	14	78	21	99	7.1	67	21	88	6.3
Florida	53	331	28	359	6.8	278	69	347	6.5
Total	132	937	258	1,195	9.1	692	384	1,076	8.2

^{1/} 26 straight trucks and 5 full trailers were also owned by truck brokers.

^{2/} Pieces of leased equipment do not include trip leases.

Table 5.--Truck brokers operating full or part time and having branch offices, and years of operation, by regions, 1959

Region	All brokers	Period of operation during year			Median years in operation	Branch offices in other States		
		12 months ^{1/}	6 to 11 months	Less than 6 months		Yes	No	No answer
	Firms	Firms	Firms	Firms	Years	Firms	Firms	Firms
North Atlantic....	27	24	3	-	7.5	8	16	3
South Atlantic....	22	21	1	-	10.0	6	14	2
North Central.....	46	38	7	1	5.0	9	34	3
South Central.....	30	29	1	-	6.5	6	24	-
Western.....	41	41	-	-	7.0	10	31	-
Florida.....	80	59	18	3	10.0	53	27	-
Total.....	246	212	30	4	7.7	92	146	8

^{1/} Includes headquarters and branch offices, if any.

^{2/} Half the brokers had been in operation longer than the specified number of years and half had been in operation a shorter time.

The median number of years in operation varied from 5 years in the North Central region to 10 years in Florida and the South Atlantic region (table 5). The median number of years for all regions was 7.7.

Of the 246 truck brokers, 92 or 37 percent have branch offices in one or more States, not including the State in which their home office is located. It is not uncommon for a truck broker to have three or more branch offices (table 5).

VOLUME BOOKED BY TRUCK BROKERS

Total Volume

Truck brokers in the South Atlantic region booked the smallest tonnage moved in interstate commerce and the largest tonnage in intrastate commerce. The South Atlantic was the only region with any considerable percentage of intrastate tonnage. Truck brokers in Florida booked the largest tonnage in interstate commerce and the second largest tonnage in intrastate commerce. The South Atlantic region had the smallest total tonnage booked and Florida had the most. Interstate tonnage accounted for 96 percent and intrastate for 4 percent of the total tonnage booked (table 6).

Interstate Volume

Type of Carrier

Of the total tonnage of agricultural commodities moved in interstate commerce booked by truck brokers, exempt for-hire carriers hauled 81 percent, common or contract carriers 9 percent, and private carriers 10 percent (table 7). Exempt for-hire carriers hauled 3,075,000 tons of the 3,808,000 tons hauled by all carriers.

Brokers in the North Atlantic region booked the smallest percentage of traffic with exempt for-hire trucks (70 percent) and the largest tonnage by common or contract carriers (21 percent). In the Western region, private carriers hauled 20 percent of brokers' bookings, a much larger share moved by private carriers than in any other region. Florida had the highest percentage (87 percent) booked with exempt for-hire carriers. There was considerable uniformity among the regions in kind

Table 6.--Tonnage booked in interstate and intrastate commerce by brokers, by regions, 1959

Region	Truck brokers	Tonnage booked			Percentage distribution			Region per- centage of total	
		Inter- state	Intra- state	Total	Inter- state	Intra- state	Total	Inter- state	Intra- state
		Firms	Tons	Tons	Tons	Pct.	Pct.	Pct.	Pct.
North Atlantic....	27	398,432	21,341	419,773	94.9	5.1	100.0	10.5	14.9
South Atlantic....	22	278,727	58,062	336,789	82.8	17.2	100.0	7.3	40.5
North Central....	46	633,745	11,656	645,401	98.2	1.8	100.0	16.6	8.1
South Central....	30	421,877	17,220	439,097	96.1	3.9	100.0	11.1	12.0
Western.....	41	769,836	8,709	778,545	98.9	1.1	100.0	20.2	6.1
Florida.....	80	1,305,838	26,490	1,332,328	98.0	2.0	100.0	34.3	18.4
Total.....	246	3,808,455	143,478	3,951,933	96.4	3.6	100.0	100.0	100.0

Table 7.--Interstate tonnage of agricultural commodities booked by truck brokers, by type of carrier and by regions, 1959

Region	Truck brokers	All carriers	Exempt		Common and contract		Private	
			Tons	Pct.	Tons	Pct.	Tons	Pct.
			Firms	Tons	Pct.	Tons	Pct.	Tons
North Atlantic....	27	398,432	277,309	69.6	82,874	20.8	38,249	9.6
South Atlantic....	22	278,727	211,275	75.8	32,332	11.6	35,120	12.6
North Central....	46	633,745	526,008	83.0	45,630	7.2	62,107	9.8
South Central....	30	421,877	343,830	81.5	29,109	6.9	48,938	11.6
Western.....	41	769,836	584,306	75.9	32,333	4.2	153,197	19.9
Florida.....	80	1,305,838	1,132,653	86.7	135,241	10.4	37,944	2.9
Total....	246	3,808,455	3,075,381	80.7	357,519	9.4	375,555	9.9

of carriers used; about 4/5 of the volume was hauled by exempt for-hire carriers and 1/5 by private and regulated carriers.

Commodity Groups

Fresh fruits and vegetables represented 76 percent of all commodity tonnage booked by truck brokers. For the remaining tonnage booked, grain, poultry, and eggs were the largest groups (table 8).

Fresh fruits and vegetables were the principal commodities booked by truck brokers in all regions with the exception of the North Central and South Central regions. Brokers in these two regions booked more grain than fresh fruit because this is a major grain producing area. Brokers in the South Atlantic region booked nearly 51,000 tons of grain, 18 percent of the region's bookings. A considerable volume of grain was also booked in the Western region, nearly 102,000 tons or 13 percent of total bookings.

Poultry and eggs accounted for 8 percent of the commodities booked by truck brokers. Poultry was booked primarily in the North Atlantic, North Central, and South Central regions. The North Central region had 63 percent and the South Central region 17 percent of total eggs booked. Only small percentages of eggs were booked in each of the other regions.

No appreciable quantities of nuts were booked by truck brokers in any region, although brokers in each region did book a small volume. Nuts were approximately 1 percent of total volume booked in each region and also 1 percent of total volume booked in all regions.

Hay and forage and milk and cream were seldom booked by truck brokers. These commodities combined accounted for only 1 percent of total bookings and were booked primarily by brokers in the North Central region.

Fish and shellfish amounted to 2.4 percent of total commodities booked by truck brokers. Actual estimated volume was 89,000 tons. Fish and shellfish were booked more often by brokers in the North Atlantic, South Central, and Western regions.

Nursery stock and seed, which accounted for an estimated 102,000 tons or nearly 3 percent of all commodities, were booked primarily by brokers in the North Central region. These commodities were 7.3 percent of total volume booked in the North Central region.

With the exception of fruits and vegetables, no commodity amounted to as much as 10 percent of total bookings in any region. This is not surprising as truck brokers are seldom located in other than fruit and vegetable producing areas.

Table 8.--Interstate tonnage booked by truck brokers, by commodity groups and by regions, 1979

Commodity	North		South		North		South		Central		Florida		Total
	Atlantic	Central	Atlantic	Central	Atlantic	Central	Atlantic	Central	Atlantic	Central	Atlantic	Central	
Fresh fruits and berries:													
Tons	55,382	82,387	72,748	63,703	361,053	801,077	1,436,350						
Percent	13.9	13.0	26.1	15.1	46.9	61.3	37.7						
Fresh vegetables:													
Tons	260,973	225,929	116,229	148,501	243,268	442,325	1,467,225						
Percent	65.5	40.4	41.7	35.2	31.6	33.9	38.5						
Nuts:													
Tons	4,383	5,070	3,066	6,750	7,698	8,160	35,127						
Percent	1.1	0.8	1.1	1.6	1.0	0.6	0.9						
Poultry:													
Tons	48,210	37,391	19,790	52,313	4,619	2,228	164,551						
Percent	12.1	5.9	7.1	12.4	0.6	0.2	4.3						
Eggs:													
Tons	2,789	81,119	2,509	21,938	4,619	15,891	128,865						
Percent	0.7	12.8	0.9	5.2	0.6	1.2	3.4						
Grain:													
Tons	413	93,794	50,728	84,797	101,618	2,560	333,910						
Percent	0.1	14.8	18.2	20.1	13.2	0.2	8.8						
Hay and forage:													
Tons	797	12,675	1,115	2,109	770	997	18,463						
Percent	0.2	2.0	0.4	0.5	0.1	0.1	0.5						
Milk and cream:													
Tons	1,195	10,140	1,672	844	336	1,915	16,102						
Percent	0.3	1.6	0.6	0.2	0.0	0.1	0.4						
Fish and shellfish:													
Tons	16,336	6,337	6,689	37,125	13,857	8,934	89,278						
Percent	4.1	1.0	2.4	8.8	1.8	0.7	2.4						
Nursery stock:													
Tons	7,570	27,251	4,181	3,797	8,468	21,751	73,018						
Percent	1.9	4.3	1.5	0.9	1.1	1.7	1.9						
Seed:													
Tons	0.0	19,012	0.0	0.0	10,010	0.0	29,022						
Percent	0.0	3.0	0.0	0.0	1.3	0.0	0.8						
Other 1/:													
Tons	384	2,640	--	--	13,520	--	16,544						
Percent	0.1	0.4	--	--	1.8	--	0.4						
Total:													
Tons	398,432	633,745	278,727	421,877	769,836	1,305,838	3,808,455						
Percent	100.0	100.0	100.0	100.0	100.0	100.0	100.0						

1/ Truck brokers in all regions booked 1,984 tons of livestock, 11,952 tons of cotton, 1,376 tons of wool, and 1,232 tons of miscellaneous commodities (16,544 tons); each group consisted of less than 1/2 of 1 percent of total commodities booked.

Table 9.--Volume of agricultural commodities shipped by truck and booked by truck brokers in major producing areas, 1959

Commodity groups and producing areas	Total	Truck brokers		
	volume	Volume	Volume as	Number
	shipped by truck 1/	booked 2/	percentage of total	
	<u>1,000 tons</u>	<u>1,000 tons</u>	<u>Percent</u>	<u>Firms</u>
Fresh fruits and vegetables:				
Florida.....	2,500	1,250	50.0	80
California.....	1,400 <u>3/</u>	350	25.0	17
Arizona.....	363	86	23.7	4
Texas.....	277	44	15.9	7
Total.....	4,540	1,730	38.1	108
Grain:				
North Central Region.....	7,143	94	1.3	46

1/ From Fresh Fruit and Vegetable Carlot Shipments, (AMS-41), Agricultural Marketing Service, U.S. Department of Agriculture, 1959. Computed from truck unloads at various markets; may include some intrastate shipments.

2/ Entirely interstate movement.

3/ California border passings (interstate movement).

Major Producing Areas

Truck brokers in Florida booked approximately $1\frac{1}{4}$ of the $2\frac{1}{2}$ million tons of fresh fruits and vegetables moved out of the State during 1959 (table 9). Brokers booked an estimated 88 percent of the fresh citrus movement and 28 percent of the fresh vegetable movement. Truck brokers are very significant in the out-of-state movement of Florida fresh fruits and vegetables because trucks move about two-thirds of the total volume.

Truck brokers in California booked approximately 25 percent of the 1.4 million tons of fresh fruits and vegetables trucked out of the State during 1959. Truck brokers are not as significant in California as in Florida in moving fresh fruits and vegetables, as approximately 65 percent of the California volume moved by rail. Thirty percent of the truck shipments moved to destinations within the State, primarily to markets in Los Angeles and the San Francisco-Oakland area.

Truck brokers in Arizona booked approximately 24 percent of the State's interstate truck shipments of fresh fruits and vegetables during 1959. This is very nearly the same percentage as in California. Truck brokers booked 86,000 tons of the total interstate truck movement of 353,000 tons. Arizona does not compare with California and Florida in production but it is rapidly becoming a major producing area. Total shipments of Arizona fresh fruits and vegetables in 1959 were nearly 18 percent greater than for 1957.

Truck brokers in Texas booked approximately 16 percent of the total truck shipments of fresh fruits and vegetables moved out of the State during 1959. Truck brokers booked an estimated 44,000 tons of the total truck movement of 277,000 tons. Approximately 41 percent of Texas fresh fruit and vegetable shipments in interstate commerce during 1959 moved by truck.

Truck brokers in the four major fruit and vegetable producing areas of Florida, California, Arizona, and Texas booked an estimated 1,730,000 tons or 38 percent of the 4,540,000 tons of fresh fruits and vegetables moved by truck in interstate commerce. Truck brokers book about one of every three truck shipments of fresh fruits and vegetables in interstate movement.

The volume of grain booked by truck brokers in the North Central region was relatively insignificant when compared to the total volume of grain moved by truck in interstate commerce. Truck brokers booked an estimated 94,000 tons of a total estimated movement of 7,143,000 tons, or 1.3 percent. Truck movement of a considerable volume of grain was also arranged by grain brokers and others in the grain trade. Much of the grain was moved from the elevators by itinerant merchant truckers who buy and sell grain but do not use the services of a truck broker.

While the evidence which could be assembled is meager, the relatively more frequent use of truck brokers for fresh fruits and vegetables than for grain is probably due to three factors: (1) perishability, (2) kind of market organization, and (3) seasonal demands.

Grain is less perishable than fruits and vegetables. The time between sale and shipment of grain depends more on the agreement between the buyer and seller than on when the crop matures.

The different kinds of grain are relatively homogeneous commodities with a well-organized price-reporting system based on relationships to the Chicago grain futures market. This price reporting system makes it much simpler for truckers to engage in "buy and sell" operations for grain than for fruits and vegetables, and makes the services of truck brokers unnecessary.

Milk is very perishable but little was brokered apparently because long distance interstate movement is small. Fluid milk has a very stable demand and lends itself to contractual transportation arrangements.

Thus it appears that brokers of exempt agricultural commodities find the demand for their services most useful for perishable, seasonally produced commodities without a well-organized price-reporting system. Grain lends itself to "buy-sell" operations because it is readily available and readily salable over wide areas at small risk on the basis of widely disseminated price information.

Table 10.--Trucking firms hauling loads booked by truck brokers, and truckers hauling exempt commodities only, by regions, 1959

Region	Truck brokers	Trucking Firms	Truckers per broker	Trucking firms hauling exempt commodities only	Percent
	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Number</u>	<u>Percent</u>
N. Atlantic....	27	4,315	160	3,464	80.3
S. Atlantic....	22	2,190	100	1,810	82.6
N. Central.....	46	6,127	121	5,017	81.9
S. Central.....	30	4,714	157	3,667	77.8
Western.....	41	4,032	98	3,370	83.6
Florida.....	80	7,554	94	6,558	86.8
Total.....	246	28,932	118	23,886	82.6

1/ Includes 1-man operators.

CHARACTERISTICS OF TRUCKING FIRMS USING BROKER SERVICES

Number of Truckers

Truck brokers in the North Central region and Florida did business with more trucking firms than truck brokers in the other regions. However, the North Atlantic region had the most trucking firms per broker--160 compared to the average of 118 per broker (table 10).

Of the nearly 29,000 truckers hauling loads booked by truck brokers, 83 percent hauled exempt commodities only. There is only a slight variation from this percentage by any individual region.

Trucker Origins

A high percentage of the trucking firms had home offices in the same area as the truck brokers who booked them, or in a nearby area.

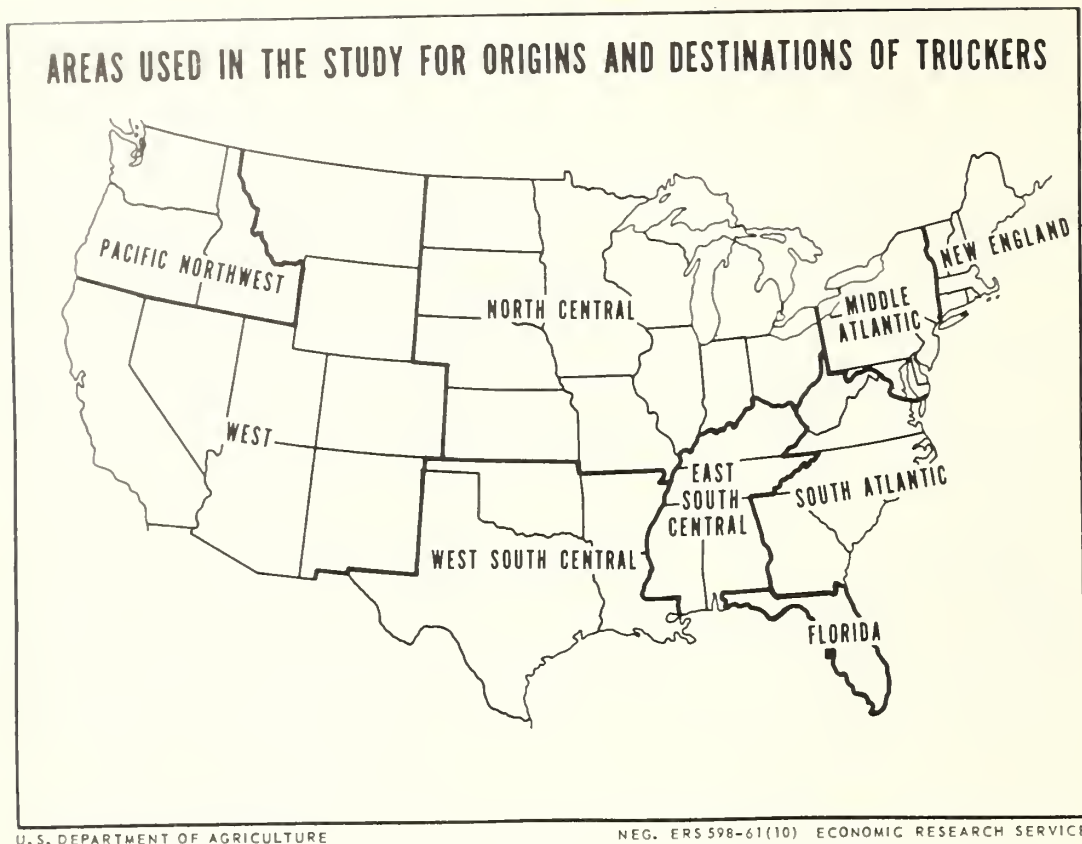


Figure 2

Truck brokers listed the Florida, South Atlantic, and North Central areas most often as being the location of the home office of the truckers they did business with (table 11). Fewest truckers originated in the New England and Pacific Northwest areas. The North Atlantic area includes Delaware and Maryland; the South Atlantic area includes only States of West Virginia, Virginia, North Carolina, South Carolina, and Georgia. (See figure 2 for origin areas of truckers.)

Trucker Destinations

The Middle Atlantic and North Central areas are the principle destinations of loads booked by truck brokers, chiefly because most of the major metropolitan centers are located in these two areas. Fewer trucks were destined for the Pacific Northwest, East South Central, and Florida areas (table 12).

Table 11.--Truck brokers booking loads with trucking firms, by location of brokers and truckers, 1959

Location of:Truck brokers	Home office of truckers ^{1/}										
	New	Middle	South	E.South:W.South: North							Pacific
	:brokers:England:	Atlantic:	Atlantic:	Florida:	Central:	Central:	Central:	Central:	West	: Northwest	
	:Brokers:	:Brokers:	:Brokers	:Brokers	:Brokers:	:Brokers:	:Brokers:	:Brokers:	:Brokers	: Brokers	
North Atlantic ^{2/} :	27	2	13	10	13	0	3	8	3	0	
South Atlantic....:	22	2	9	21	12	6	3	7	0	0	
North Central....:	46	4	14	18	18	13	18	36	12	2	
South Central....:	30	0	5	6	8	18	18	18	6	2	
Western....:	41	1	6	7	10	14	22	20	40	14	
Florida....:	80	2	22	70	80	19	6	22	5	0	
Total.....:	246	11	69	132	141	70	70	111	66	18	

^{1/} Brokers were asked to list an area of origin only if 5 percent or more of the truckers hauling loads booked by them originated in that area.

^{2/} Eight truck brokers did not list any trucker origins.

Table 12.--Truck brokers booking loads with trucking firms, by destination of load and location of brokers, 1959

Location of:Truck brokers	Trucker destinations ^{1/}										
	New	Middle	South	E. South:W. South: North							Pacific
	:brokers:England:	Atlantic:	Atlantic:	Florida:	Central:	Central:	Central:	Central:	West	: Northwest	
	:Brokers:	:Brokers:	:Brokers	:Brokers	:Brokers:	:Brokers:	:Brokers:	:Brokers:	:Brokers	: Brokers	
North Atlantic ^{2/} :	27	8	14	11	9	3	1	11	5	0	
South Atlantic....:	22	12	20	9	7	2	2	16	1	0	
North Central....:	46	14	25	19	15	14	21	35	8	4	
South Central....:	30	2	7	6	5	7	14	19	10	1	
Western....:	41	2	11	10	9	10	15	23	28	9	
Florida....:	80	73	75	15	0	9	11	61	28	5	
Total	246	111	152	70	45	45	64	165	80	19	

^{1/} Brokers were asked to list an area of destination only if 5 percent or more of the truckers hauling loads booked by them went to that destination.

^{2/} Eight truck brokers did not list any trucker destinations.

Table 13.--Average layover of truckers before truck broker could get them loads, by regions, 1959

Hours	: Busy shipping : season	: Slow shipping : season	: Total shipping : season
	: <u>Hours</u>	: <u>Hours</u>	: <u>Hours</u>
North Atlantic....:	13	36	24
South Atlantic....:	11	49	30
North Central....:	14	32	23
South Central....:	14	56	35
Western.....:	11	69	40
Florida.....:	17	100	58
Total.....:	13	57	35

Brokers from each region listed several areas to which at least 5 percent of the trucks they booked were bound. (See figure 2 for destination areas of truckers.)

Truck Layover Time

During the busy season truckers had to lay over an average of 13 hours before the truck broker could get them loads (table 13). A few truck brokers stated that there was no delay during the busy season.

Layover during the slow season was considerably longer than for the busy season in all regions. The North Central region had the shortest layover (32 hours) and Florida had the longest (100 hours or 4.2 days). Of the 246 truck brokers interviewed, 12 percent ordered a truck only when a load was available, and 13 percent did not book loads during the slow season. The average layover for truckers during the whole shipping season ranged from 1 to 2½ days; the average for all regions was 35 hour or almost 1½ days.

TRUCK BROKER SERVICES

Services to Shippers and Receivers

ICC Safety Regulations

Of the truck brokers interviewed, 58 percent checked whether the drivers of trucks hauling loads booked by them had an unrevoked or unexpired license to drive (table 14). Some truck brokers did not check because they booked business only with known drivers. Other brokers checked only the license of an unknown driver.

Table 14.--Truck brokers providing specified services to shippers and receivers, by regions, 1959

Region	: Total : Check for unrevoked : truck : or unexpired license : to drive :		: Check to see if driver is familiar with ICC : requirements on safety regulations relating : to -- :		: Maximum driving time : Keeping a daily log :		: Do you supply copies : of ICC safety regu- : lations :	
	Yes	No	Yes	No	Yes	No	Yes	No
	Brokers	Brokers	Brokers	Brokers	Brokers	Brokers	Brokers	Brokers
North Atlantic...	27	8	13	13	1	15	3	24
South Atlantic...	22	12	11	10	1	10	4	18
North Central...	46	15	28	18	--	18	8	36
South Central...	30	16	12	17	1	17	6	23
Western.....	41	23	14	26	1	28	7	32
Florida.....	80	26	25	55	--	58	13	67
Total.....	246	143	103	139	4	146	3	200

Nearly 42 percent of the truck brokers checked whether the driver was familiar with ICC requirements on safety regulations for maximum driving time and 39 percent checked whether the driver was familiar with ICC requirements on daily logs.

Of the truck brokers interviewed, 17 percent supplied copies of ICC safety regulations to the drivers of trucks hauling loads booked by them. Although some brokers did not supply copies of safety regulations, they had this information available in their offices for drivers. Other brokers furnished information to truckers on request.

Vehicle Safety Checks

Almost 84 percent of the truck brokers made a safety check on the trucks hauling loads booked by them. Fifty-eight percent of the checks were visual inspection, 22 percent mechanical, and 4 percent other checks or kind of checks not indicated (table 15).

Services to Truckers

Types of Services Provided

Of the 246 truck brokers, 96 (39 percent) always obtained cargo insurance for loads booked, and 97 of the truck brokers occasionally obtained cargo insurance for truckers, usually to supplement the base amount of cargo insurance policies carried by truckers (table 16). About 22 percent of the truck brokers never obtained cargo insurance for truckers because they dealt only with a known established clientele.

About 84 percent of the truck brokers carried a blanket cargo insurance policy on loads booked regardless of policies carried by truckers. This assured a high degree of cargo protection.

More than one-half of the truck brokers (60 percent) carried personal liability and property damage insurance to cover truckers with whom they booked loads regardless of policies carried by truckers.

Only 14 (6 percent) of the 246 truck brokers did bookkeeping for truckers. However, truck brokers frequently answered questions about bookkeeping and they sometimes referred the truckers to a bookkeeper.

Many truck brokers provided information on State regulations: 77 percent of the truck brokers provided information on gross axle weight limitations, 76 percent on length limitations, 72 percent on PUC operating authority, 72 percent on fuel use, ton-mile, and axle-mile taxes, and 73 percent on vehicle licenses. Over 40 percent of the truck brokers assisted truckers in filling out forms to comply with State regulations.

Table 15.--Truck brokers checking on the safety of vehicles hauling loads, by type of check and by regions, 1959

Region	Type of check performed		Type of check not indicated		All types	
	Visual inspection of safety devices	Miscellaneous checks	Mechanical inspection of safety devices	Miscellaneous checks	Types	No check
	Brokers	Brokers	Brokers	Brokers	Brokers	Brokers
North Atlantic.....	27	15	3	1	1	20
South Atlantic.....	22	14	6	0	1	21
North Central.....	46	20	18	1	0	39
South Central.....	30	15	7	0	0	22
Western.....	41	18	6	2	0	26
Florida.....	80	60	14	1	3	78
Total.....	246	142	54	5	5	206

✓ Checks State safety stickers, chooses only familiar carriers, checks drivers' safety record.

Table 16.--Number of truck brokers providing specified services for truckers, by regions, 1959 ✓

Region	Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations		Do you supply information on State regulations	
	Always	Occasionally	Never	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes	No	Yes
N. Atlantic.....	15	3	9	19	8	15	12	4	23	23	4	23	4	23	4	21	6	21	6	18	9	27
S. Atlantic.....	7	10	5	16	6	8	14	1	21	17	5	17	5	15	7	14	8	15	7	10	12	22
N. Central.....	29	12	5	39	7	30	16	1	45	37	9	37	9	37	9	36	10	34	12	22	24	46
S. Central.....	15	8	7	27	3	15	15	6	24	24	6	24	6	23	7	24	6	24	6	16	14	30
Western.....	5	10	33	8	11	30	11	30	41	30	11	28	13	26	15	25	16	19	22	41	22	41
Florida.....	4	59	17	72	8	68	12	2	78	59	21	55	25	50	30	55	25	60	20	60	20	60
Total.....	96	97	53	206	40	147	99	14	232	190	56	186	60	176	70	176	70	179	67	105	141	246

✓ Other services by some brokers include ample parking space for trucks, a lounge consisting of chairs and reading matter, bunks, showers, and a few TV sets.

Cargo Insurance

Cargo insurance policies carried by truck brokers in addition to cargo insurance policies carried by truckers ranged from \$1,000 to \$35,000 and over (table 17). The amount of cargo insurance most often carried was from \$5,000 to \$7,500. Fourteen truck brokers who carried cargo insurance did not specify the amount carried.

Only 45 of 246 truck brokers, or 18 percent, did not carry cargo insurance. These 45 brokers generally required the truckers to have an adequate amount of cargo insurance.

Personal Liability and Property Damage Insurance

The amount of personal liability and property damage insurance most frequently carried by truck brokers to cover the truckers with whom they booked loads was \$100,000 per person for each accident, \$300,000 total for each accident, and \$50,000 property damage (table 18). Of the 146 truck brokers carrying PL and PD insurance, 60 were covered for this amount. Fifteen truck brokers did not specify the amount of coverage.

Florida had the largest percentage of truck brokers (68 out of 80) who carried PL and PD insurance. The Western region had the smallest percentage, with 12 of 41 or 29 percent. The percentage in other regions ranged from 36 percent in the South Atlantic to 63 percent in the North Central. Fifty-nine percent of all truck brokers carried public liability and property damage insurance (146 of 246 brokers).

TRUCKING CHARGES AND BROKER COMPENSATION

Establishing Trucking Rates

Truck brokers had a major role in establishing the trucking charges for exempt agricultural commodities; they established the rate on 39 percent of the tonnage booked in 1959 (table 19).

Rates were negotiated by interested parties for 31 percent of the tonnage; truck brokers were usually involved. Brokers publish rate sheets for agricultural commodities moving between specified points. These rate sheets are based on costs of operation and are used as a guide under normal shipping conditions.

Range in Trucking Rates

More than one-half of the truck brokers (55 percent) reported rates varied somewhat during the 1959 shipping season (table 20). Rates varied more often in the Florida, North Atlantic, and Western regions than in the North Central, South Central, and South Atlantic regions.

Table 17.--Truck brokers carrying specified amounts of cargo insurance on loads booked, by regions, 1959

Amount of Insurance	North Atlantic Brokers	South Atlantic Brokers	North Central Brokers	South Central Brokers	Western Brokers	Florida Brokers	Total Brokers
\$1,000 - \$2,499.....	7	1	4	1	0	0	13
\$2,500 - \$4,999.....	3	3	4	2	6	31	49
\$5,000 - \$7,499.....	2	4	6	7	7	29	55
\$7,500 - \$14,999.....	1	2	7	6	7	4	27
\$15,000 - \$24,999....	0	0	6	2	4	2	14
\$25,000 - \$34,999....	4	2	7	6	4	0	23
\$35,000 & over.....	0	1	1	1	2	1	6
Answered "yes", no amount given.....	2	2	3	1	3	3	14
Answered "no" or no answer.....	8	7	8	4	8	10	45
Total.....	27	22	46	30	41	80	246

Table 18.--Truck brokers carrying specified amounts of personal liability and property damage insurance, by regions, 1959

Person	Amount of Insurance	North Atlantic Brokers	South Atlantic Brokers	North Central Brokers	South Central Brokers	Western Brokers	Florida Brokers	Total Brokers
\$ 25,000	\$ 50,000	--	1	--	--	--	--	1
25,000	100,000	--	--	--	1	--	--	1
50,000	100,000	--	--	2	--	--	3	5
50,000	100,000	2	--	--	1	1	5	9
100,000	200,000	--	--	--	--	--	3	3
100,000	200,000	--	--	1	1	--	--	2
100,000	300,000	2	1	1	--	--	32	36
100,000	300,000	6	1	20	9	6	18	60
100,000	300,000	--	--	1	--	2	2	5
100,000	350,000	--	--	1	--	--	--	1
100,000	400,000	--	1	--	--	--	--	1
100,000	500,000	--	1	--	--	--	--	1
100,000	500,000	--	--	--	--	--	2	2
100,000	500,000	--	--	1	--	--	--	1
150,000	300,000	--	--	1	--	--	--	1
200,000	300,000	--	--	--	1	--	--	1
300,000	500,000	1	--	--	--	--	--	1
"Yes," but no amount given.....		2	3	1	3	3	3	15
None.....		14	14	17	14	29	12	100
Total.....		27	22	46	30	41	80	246

Table 19.--Percentage of tonnage booked by brokers for which specified groups established the rate, by regions, 1959

Region	Rate established by--												
	Truck brokers		Shippers		Receivers		Truckers		Brokers		Negotiations		Total
	Number	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
North Atlantic.....	27	33.4	.0	1.5	52.7	12.4							100
South Atlantic.....	22	36.2	3.8	5.1	39.0	15.9							100
North Central.....	46	31.1	3.9	2.0	38.9	24.1							100
South Central.....	30	23.9	8.2	.0	33.4	34.5							100
Western.....	41	15.7	7.1	.5	31.1	45.6							100
Florida.....	80	20.5	4.7	.2	41.9	32.7							100
Total.....	246	24.2	4.9	1.0	39.2	30.7							100

Table 20.--Number of truck brokers specifying whether rates vary for hauling the same commodities between the same points during the shipping season, by regions, 1959

	Do rates vary			Percentage of brokers answering "yes"
	Yes	No	Total	
	Brokers	Brokers	Brokers	Percent
North Atlantic.....	17	10	27	63.0
South Atlantic.....	11	11	22	50.0
North Central.....	19	27	46	41.3
South Central.....	14	16	30	46.7
Western.....	23	18	41	59.0
Florida.....	51	29	80	63.8
Total.....	135	111	246	54.9

The reason given most often by truck brokers for rates varying during a shipping season was "the supply of and demand for trucks." Sometimes trucks become concentrated in a particular producing area because it is almost as costly to move out empty as loaded, and rates are severely depressed for a short time. It is unlikely that rates can go sharply above normal for long because brokers can rapidly attract a supply of trucks to move maturing crops.

Other reasons given as to why rates may vary are: Competition at market points for incoming commodities, a trucker may state the rate for which he is willing to haul a load, the shipper may determine different rates, and the rates may vary for some commodities but not for others.

A few reasons given by brokers as to why rates do not vary are: Agreement between broker and shipper or receiver, some brokers establish suggested rate sheets and will not vary from them, and sometimes contracts are established between a trucker and a shipper or receiver.

Most of the the truck brokers interviewed stressed that although rates had risen gradually during the last 10 years for regulated commodities, exempt for-hire rates for agricultural commodities had remained relatively stable despite increased equipment and operating costs. There has been ample capital investment to provide a growing capacity in the exempt for-hire industry, indicating that this freely competitive nonregulated segment of our transport industry has been able to offset increased costs with larger, more efficient equipment and to provide shippers and consumers with low-cost transportation.

The range in reported truck rates on agricultural commodities varied from an average of 11 cents per 100 pounds between high and low rates on

shipments to Philadelphia, Pa., up to an average of 59 cents per 100 pounds on shipments to Miami, Fla. The range in rates varied an average of 33 cents per 100 pounds on shipments to the 9 major markets listed in table 21.

The greatest range in rates recorded from truck brokers was \$1.15 per 100 pounds, from California to the New York market. The smallest range recorded was 2 cents per 100 pounds from South Carolina to the Jacksonville, Fla., market.

Methods of Collecting Brokerage Fees

Truck brokers generally collected the transportation charge from the shipper or receiver and paid the trucker the proceeds after deducting their own commission. Seventy-one percent of the truck brokers interviewed used this method in collecting service fees (table 22). Seven percent of the truck brokers collected their commission from the shipper or receiver and the trucker received his charges from the shipper or receiver. Nine percent collected their commission from the trucker after he had received payment from the shipper or receiver. The remaining 12 percent of the brokers reporting used two or more methods in collecting service fees.

Brokers' Charges for Booking Loads

Truck brokers interviewed listed 7 percent of gross freight receipts as the fee most often charged for booking a load of agricultural commodities (table 23). Five percent of gross freight receipts was the next most often listed fee. Only 16 of 246 truck brokers charged less than 5 percent and only 21 charged more than 10 percent. Some fees listed by truck brokers include a small charge for obtaining cargo insurance.

Brokers' Charges for Advancing Operating Expenses

The usual charge by truck brokers for advancing operating expenses to truckers was 2 percent of gross freight receipts when such a charge was assessed (table 24). Eighty-five of 246 truck brokers stated they did not charge separately for this service.

Table 21.--Truck rates reported by truck brokers on agricultural commodities to 9 major markets, by origin of shipments, 1959

Destination and origin of commodities	Maximum	Minimum	Range
	rates	rates	
	Cents per cwt.	Cents per cwt.	Cents per cwt.
To Chicago, Ill.:			
<u>Citrus, from--</u>			
Haines City, Fla.....	130	85	45
Lake Alfred, Fla.....	130	75	55
Lakeland, Fla.....	120	90	30
Los Angeles, Calif.....	260	190	70
<u>Nectarines, from Fresno, Calif.....</u>	280	215	65
<u>Grapes, from Bakersfield, Calif.....</u>	320	270	50
<u>Watermelons, from Allendale, S.C.....</u>	135	110	25
<u>Cabbage, from--</u>			
Norfolk, Va.....	190	85	105
Pharr, Texas.....	150	125	25
<u>Carrots, from Pharr, Texas.....</u>	150	125	25
<u>Cauliflower, from Rinerhead, N.Y.....</u>	180	150	30
<u>Celery, from Belle Glade, Fla.....</u>	175	145	30
<u>Greens, from Norfolk, Va.....</u>	145	85	60
<u>Lettuce, from--</u>			
El Centro, Calif.....	220	180	40
Los Angeles, Calif.....	250	170	80
<u>Potatoes, from--</u>			
Riverhead, N.Y.....	100	70	30
Antigo, Wisc.....	45	40	5
Antigo, Wisc.....	35	30	5
<u>Tomatoes, from--</u>			
Charla Vista, Calif.....	235	190	45
El Centro, Calif.....	335	240	95
National City, Calif.....	295	220	75
To Atlanta, Ga:			
<u>Apples, from Charlottesville, Va.....</u>	100	65	35
<u>Citrus, from Orlando, Fla.....</u>	70	60	10
<u>Grapes, from Bakersfield, Calif.....</u>	255	225	30
<u>Wheat, from Topeka, Kansas.....</u>	100	75	25
<u>Ferns, from Chehalis, Wash.....</u>	1/	1/	1/
<u>Lettuce, from El Centro, Calif.....</u>	220	150	70
<u>Potatoes, from Highstown, N.J.....</u>	95	90	5
To Dallas, Texas:			
<u>Peat moss, from Imlay City, Mich.....</u>	90	80	10
<u>Apples, from Grand Rapids, Mich.....</u>	110	80	30
<u>Dry beans, from --</u>			
Detroit, Mich.....	90	70	20
Saginaw, Mich.....	85	75	10
<u>Potatoes, from Greeley, Colo.....</u>	80	75	5
<u>Oats, from Omaha, Nebr.....</u>	75	50	25
<u>Eggs, from Sioux City, Iowa.....</u>	135	95	40
To Denver, Colo.:			
<u>Citrus, from --</u>			
Orlando, Fla.....	185	155	30
Terrero, N. M.....	100	85	15
<u>Cabbage, from El Centro, Calif.....</u>	150	120	30
<u>Celery, from El Centro, Calif.....</u>	160	120	40
<u>Lettuce, from El Centro, Calif.....</u>	140	100	40
<u>Mixed vegetables, from Pharr, Tex.....</u>	110	80	30

1/ Maximum rate - \$1,000 per truck load, minimum rate - \$900 per truck load, range - \$100 per truck load.

Table 21.--Truck rates reported by truck brokers on agricultural commodities to 9 major markets, by origin of shipments, 1959--Continued

Destination and origin of commodities	Maximum rates	Minimum rates	Range Cents per cwt.
	Cents per cwt.	Cents per cwt.	Cents per cwt.
To Miami, Fla.:			
Apples, from Florida, N.Y.....	175	85	90
Lettuce, from Florida, N.Y.....	250	225	25
Onions, from Florida, N.Y.....	130	100	30
Potatoes, from --			
Wyoming, Del.....	130	50	80
Berwick, Pa.....	120	50	70
Long Island, N.Y.....	150	65	85
Eggs, from Chicago, Ill.....	180	150	30
To Jacksonville, Fla.:			
Cantalopes, from Yuma, Ariz.....	300	250	50
Watermelons, from Allendale, S.C.....	12	10	2
Cabbage, from Batavia, N.Y.....	110	90	20
Onions, from --			
Batavia, N.Y.....	110	90	20
Homer, Mich.....	100	80	20
Potatoes, from --			
Cranbury, N.J.....	75	35	40
Robinsville, N.J.....	85	35	40
Long Island, N.Y.....	100	50	50
Corn, from Allendale, S.C.....	12	10	2
To Los Angeles, Calif.:			
Apples, from --			
Oroville, Wash.....	120	80	40
Wenatchee, Wash.....	125	90	35
Yakima, Wash.....	120	70	50
Pears, from Cashmere, Wash.....	115	80	35
Onions, from Nampa, Idaho.....	80	75	5
Potatoes, from --			
Nampa, Idaho.....	80	75	5
Yakima, Wash.....	115	75	40
Corn, from Omaha, Nebr.....	105	80	25
Wheat, from Wichita Falls, Tex.....	75	50	25
Chickens, from Springdale, Ark.....	130	100	30
To New York, N.Y.:			
Citrus, from --			
Vero Beach, Fla.....	140	110	30
Haines City, Fla.....	130	100	30
Leesburg, Fla.....	140	100	40
Orlando, Fla.....	130	105	25
Crescent City, Fla.....	120	105	15
Jacksonville, Fla.....	125	100	25
Tampa, Fla.....	130	90	40
Nectarines, from Fresno, Calif.....	415	300	115
Plums & grapes, from Fresno, Calif.....	415	300	115
Peaches, from --			
Fresno, Calif.....	425	350	75
Atlanta, Ga.....	185	155	30

Table 21.--Truck rates reported by truck brokers on agricultural commodities to 9 major markets, by origin of shipments, 1959--Continued

Destination and origin of commodities	Maximum rates	Minimum rates	Range
	<u>Cents per cwt.</u>	<u>Cents per cwt.</u>	<u>Cents per cwt.</u>
To New York, N. Y.: (continued)			
Asparagus, from Fresno, Calif.....:	415	325	90
Corn, from Belle Glade, Fla.....:	225	200	25
Mixed vegetables, from Atlanta, Ga.....:	185	155	30
Potatoes, from --			
Norfolk, Va.....:	75	45	30
Antigo, Wisc.....:	100	90	10
Rice, from Stuttgart, Ark.....:	125	115	10
Rutabaga, from Ieland, Mich.....:	80	70	10
Tomatoes, from Miami, Fla.....:	155	100	55
Chickens, from --			
Atlanta, Ga.....:	110	95	15
Chicago, Ill.....:	125	120	5
Wadena, Minn.....:	185	165	20
Turkeys, from Omaha, Nebr.....:	200	100	100
Eggs, from --			
Omaha, Nebr.....:	175	100	75
Atlanta, Ga.....:	125	95	30
To Philadelphia, Pa.....:			
Watermelons, from Leesburg, Fla.....:	105	95	10
Onions, from --			
Higgins, Mich.....:	90	85	5
Knowlesville, N.Y.....:	60	50	10
Potatoes, from --			
Homestead, Fla.....:	110	90	20
Antigo, Wisc.....:	90	80	10

Table 22.--Truck brokers using specified methods of collecting their transportation service fees, by regions, 1959

Method of collecting service fee	North		South		North		South		Western		Florida		Total
	Atlantic	Brokers	Atlantic	Brokers	Central	Brokers	Central	Brokers	Western	Brokers	Florida	Brokers	
Shipper or receiver pays transportation charge to broker, who pays the trucker after deducting brokerage commission	19	17	38	25	20	56	175						
Brokers and truckers are paid separately by shipper or receiver	1	1	3	--	6	7	18						
Shipper or receiver pays trucker, who pays broker a commission	7	3	2	5	4	2	23						
Two or more of above methods	--	1	3	--	11	15	30						
All methods	27	22	46	30	41	80	246						

Table 23.--Truck brokers charging truckers specified fees for booking loads of agricultural commodities, by regions, 1959

Fee, as percentage of gross freight receipts:	North Atlantic Brokers	South Atlantic Brokers	North Central Brokers	South Central Brokers	Western Brokers	Florida Brokers	Total Brokers
Less than 5 percent....	2	1	7	4	2	0	16
5 percent.....	14	9	10	7	4	12	56
6 percent.....	4	3	1	1	4	10	23
7 percent.....	2	6	10	2	5	51	76
8 percent.....	0	1	2	4	14	4	25
10 percent.....	3	1	7	8	10	0	29
Over 10 percent.....	2	1	9	4	2	3	21
Total.....	27	22	46	30	41	80	246

Table 24.--Truck brokers charging truckers specified fees per trip for advancing operating expenses, by regions, 1959

Fee, as percentage of gross freight receipts:	North Atlantic Brokers	South Atlantic Brokers	North Central Brokers	South Central Brokers	Western Brokers	Florida Brokers	Total Brokers
Less than 1 percent....	1	0	0	0	0	0	1
1 percent.....	4	0	0	0	2	4	10
2 percent.....	11	1	14	5	4	37	72
3 percent.....	1	2	0	0	0	5	8
Over 3 percent.....	0	0	0	0	0	1	1
No separate charge.....	0	9	18	8	19	31	85
No answer.....	10	10	14	17	16	2	69
Total.....	27	22	46	30	41	80	246



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