

# Agricultural Refrigerated Truck Quarterly

Transportation Services Division  
Transportation and Marketing Programs  
Agricultural Marketing Service  
U.S. Department Of Agriculture

## Quarterly Overview

1<sup>st</sup> Quarter 2008  
Jan-Mar

### Contents

FEATURE  
ARTICLE

REGULATORY  
NEWS/UPDATES

NATIONAL  
SUMMARY:

Truck Rates  
Shipments  
Fuel Prices  
Truck Availability

REGIONAL  
MARKETS:

California

PNW

Florida

Arizona

Great Lakes

Mexico

TERMS AND  
REFERENCES

CONTACT US

**Washington State Shipments Dominate Organic Produce Movements.** Fresh produce shipments of apples, dry onions, and pears from Washington accounted for 97 percent of the volume for total organic produce movements during 1<sup>st</sup> quarter 2007. Shipments of organic apples from Washington accounted for 77 percent of Washington's volume and 75 percent of total organic produce shipments. By the end of the 1<sup>st</sup> quarter 2008, 45,000 metric tons of organic produce had been shipped from Washington and California. The Agricultural Marketing Service, Fruit and Vegetable Programs began reporting weekly volume totals for organic produce shipments in December 2007.

### Fruit and Vegetable Shipments

- **Reported U.S. truck shipments of fresh produce were** 6.6 million tons, 1 percent lower than the 6.7 million tons for the same quarter last year.
- **Mexico shipments declined to 1.6 million tons,** 7,700 tons less compared to the same quarter last year.
- **California shipments** increased 3 percent compared to the same quarter last year.
- **Tomato shipments totaled 628,000 tons, a 17 percent decline** compared to the same quarter last year. This decline is likely due to Mexico's reduction in acreage in response to low prices in 2007 and freezing weather in Florida which also reduce acreage for some growers. Together, Mexico and Florida accounted for 99 percent of the tomato volume during 1<sup>st</sup> quarter 2008.
- **Watermelon shipments from Mexico** increased 35 percent compared to 1<sup>st</sup> quarter 2007. According to *The Packer*, wet weather in the previous quarter was followed by a shift in production to southern areas causing a boost in shipments.

### Truck Rates

- **Reported average truck rates for U.S. produce shipments** were \$1.85 per mile, 28 cents higher than the same quarter last year.
- During 1<sup>st</sup> quarter 2008, the **average rate per mile** for shipments from the **Great Lakes** ranged between \$2.99 -3.07, the highest during the quarter. Rates from the **Pacific Northwest** were the lowest ranging from \$1.74 - \$1.80.
- **Mexico truck rates for crossings through Texas increased** 11 percent compared to the previous quarter and 17 percent compared to 1<sup>st</sup> quarter 2007.

### Diesel Fuel

- 1<sup>st</sup> quarter 2008 **U.S. diesel fuel price averaged \$3.55 per gallon**—9 percent higher than last quarter and 40 percent above the same quarter last year.
- **Average ultra low sulfur diesel prices increased** 9 percent from last quarter to \$3.56 per gallon.
- **Average low sulfur diesel prices also increased** 9 percent from last quarter to \$3.48 per gallon.

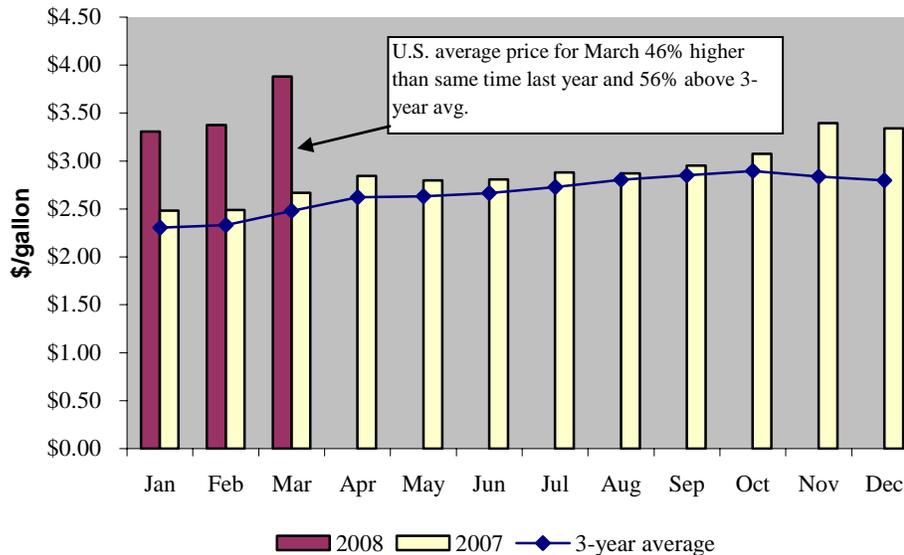
## Feature Article

### The Rising Cost of Diesel Fuel

The rising cost of diesel fuel is having a marked impact on the trucking industry, and is now its greatest expense. According to a statement released by the American Trucking Associations (ATA) on March 27, 2008, fuel has historically been the second-highest operating expense after labor. However, for some carriers fuel has begun to surpass labor as their largest expense. By the end of March, the average diesel fuel price was \$3.88 per gallon, 46 percent higher than the same time last year and 56 percent higher than the 3-year average (see chart).

Regional diesel fuel prices have also reached historic highs. California has reported weekly diesel fuel rates well over \$4 per gallon since early March. The Energy Information Administration (EIA) predicts the average U.S. diesel fuel price will climb as high as 57 cents – 20 percent above the 2007 average price of \$2.88. Moreover, the ATA is now forecasting fuel expenditures at \$141.5 billion in 2008—26 percent higher than 2007.

**Chart 1.**  
**Diesel Fuel Prices**



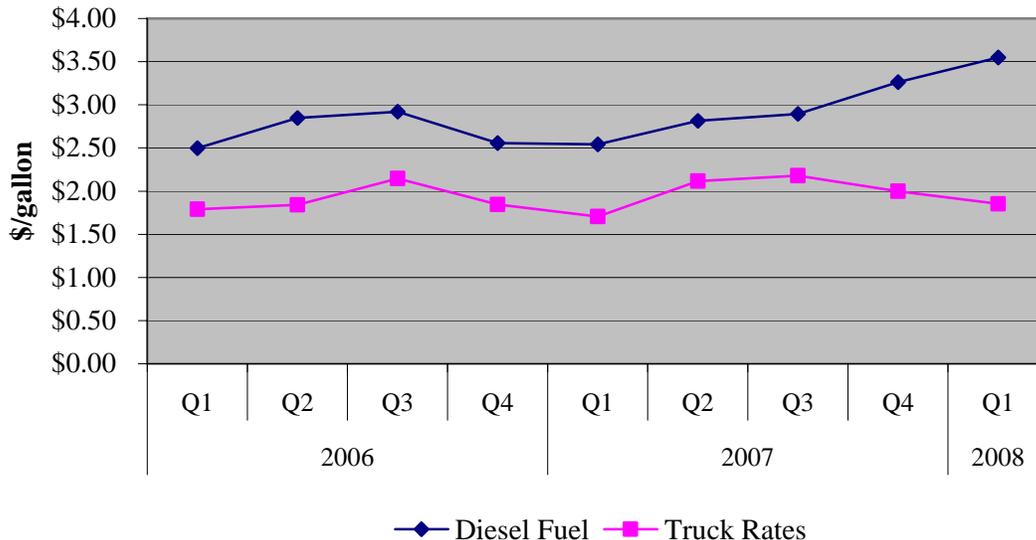
Source: Energy Information Administration/U.S. Department of Energy

There are many factors that affect diesel fuel prices. These include federal excise tax, crude oil cost and supply. The largest cost element for diesel fuel is crude oil. Crude oil prices increase in reaction to world supply and demand, political instability, and bidding among other factors. Increasing demand for oil from growing economies such as China and India has also put pressure on crude oil prices. According to EIA, crude oil accounted for 60 percent of the cost to produce and deliver retail diesel fuel in March 2008 – 20 percent higher than the same period last year.

As diesel fuel prices increase so does the cost of transportation, which in turn increases the cost of consumer goods. Diesel fuel prices have a greater effect on produce haulers than other truckers because fuel is needed to run the refrigeration unit as well as the truck.

In many cases trucking companies and owner-operator independent drivers are not able to pass on the full cost increase of diesel fuel to shippers due to existing contracts, competition, and the desire to haul revenue producing cargo rather than an empty trailer. Some shippers refuse to pay fuel surcharges. Other shippers pay fuel surcharges, but the total amount collected may not be reported or fully reimburse those who actually pay for the fuel.

**Chart 2.**  
**Quarterly Diesel Fuel Price and Truck Rates**



**Sources**

Diesel Fuel: Energy Information Administration/U.S. Department of Energy  
 Truck Rate: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

With the seasonality of fruit and vegetable production, weather conditions, and the downturn in the economy, more trucks than needed may be available at shipping points at different times of the year (See Table 9). A surplus puts downward pressure on truck rates. Competition from rail service in the Pacific Northwest also affects truck rates. When truck rates are too low to cover the cost of diesel fuel and other operating expenses, some drivers stop accepting loads and some trucking companies go out of business. [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov); [Brian.McGregor@usda.gov](mailto:Brian.McGregor@usda.gov)

## Regulatory News/Updates

**Fuel Surcharge Disclosure and Pass Through Legislation Introduced.** On April 24, 2008, Senator Olympia Snowe introduced S.2910 to require brokers to disclose and pay independent truckers for any fuel surcharges received from shippers that relate to fuel costs paid for by the truckers. According to the Owner-Operator Independent Drivers Association “brokers and others who collect the fuel surcharges often fail to pass along 100 percent of it to the truckers who are actually purchasing the fuel.”

**Comments due May 23, 2008, on Minimum Training Requirements for Entry-Level Commercial Motor Vehicle Operators.** The Federal Motor Carrier Safety Administration (FMSCA) proposes to revise the standards for mandatory training requirements for entry-level operators of commercial motor vehicles who are required to possess a commercial driver’s license (CDL). Three years after the final rule goes into effect, persons applying for a new or upgraded CDL would be required to successfully complete specified minimum classroom and behind-the-wheel training from an accredited institution or program. The docket ID on <http://www.regulations.gov> is FMSCA-2007-27748.

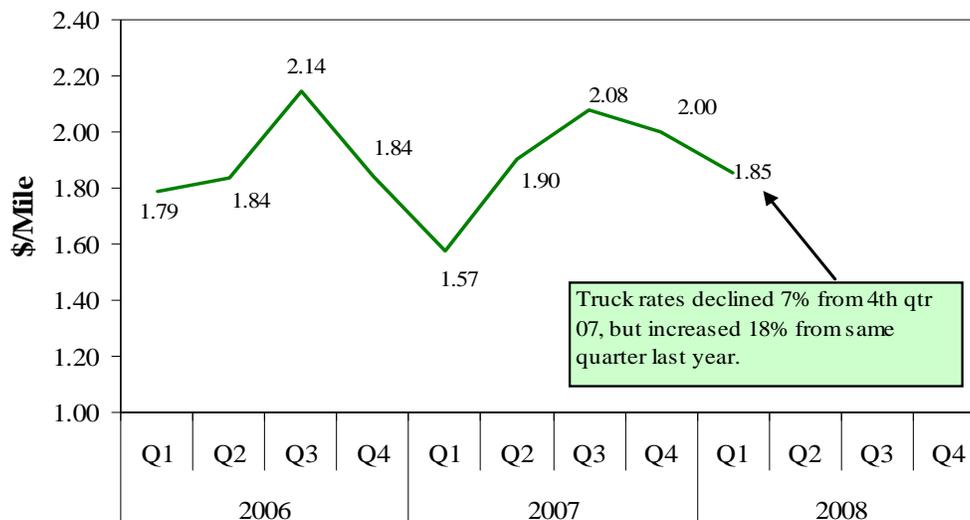
**Update on Transport Refrigeration Units in California.** The California Air Resources Board (ARB) continues to hope the U.S. Environmental Protection Agency (EPA) will grant a waiver of preemption under the federal Clean Air Act for its Transport Refrigeration Unit (TRU) Airborne Toxic Control Measure (ATCM) in the very near future. Compliance with the first phase of implementation of the in-use emission standards is not required by TRU owners and operators until December 31, 2008. Pending the EPA decision, ARB will enforce all other requirements of the regulation (e.g. Facility Report, ARB Identification Number, and Operator Report). Facility reports for “large” facilities with 20 or more loading spaces serving refrigerated storage areas were due January 31, 2006 and operator reports and ARB Identification Number applications are due by January 31, 2009. To find out more visit: [http://www.arb.ca.gov/diesel/tru/documents/statusupdate\\_3\\_08.pdf](http://www.arb.ca.gov/diesel/tru/documents/statusupdate_3_08.pdf)

**Transportation Working Group Formed.** On February 8, 2008, the USDA Fruit and Vegetable Industry Advisory Committee formed a transportation workgroup to provide AMS with recommendations on how the Agency’s transportation programs can better meet their needs. Members of the workgroup include Scott Danner, Jennifer Verdelli, Gordon Bowman, Matthew D’Arrigo (Chair), Fred Caito, and Jim Corby. The workgroup will gather information and meet by conference call prior to the next meeting of the Advisory Committee in September 2008. Formation of the group followed a presentation by Bruce Blanton, Director, AMS Transportation Services Division, on The State of U.S Transportation: Implications for the Fruit & Vegetable Industries, which can be found at: <http://www.ams.usda.gov/AMSv1.0/getfile?dDocName=STELPRDC5065612> The presentation provided data obtained from the U.S. Department of Transportation, USDA’s Economic Research Service, and other sources on current and projected U.S. transportation, production, and trade of fruits, vegetables, and nuts.

**Transportation Worker Identification Credential (TWIC) Enrollment Reaches 88 Cities.** According to the Transportation Security Administration (TSA), 88 cities opened TWIC centers since the enrollment began on October 16, 2007. The last enrollment center for 1st quarter 2008 opened on March 26, 2008, in Bangor, ME. TWIC enrollments for the 2nd quarter 2008, began in Bay City, MI, and New London, CT, on April 16, 2008. The program’s goal is to ensure that any individual who has unescorted access to secure areas of port facilities and vessels has received a thorough background check and is not a security threat. To find out more about TWIC see: [http://www.tsa.gov/what\\_we\\_do/layers/twic/index.shtm](http://www.tsa.gov/what_we_do/layers/twic/index.shtm)

# U.S. Truck Rates

**Figure 1: Average Truck Rates for Selected Long Haul Routes (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

Note: Actual rates reported in table 1.

**Table 1: Average U.S. Truck Rates for Selected Long-Haul Routes (\$/Mile)**

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	*Annual
2008	1.85				
2007	1.57	1.90	2.08	2.00	1.89
2006	1.79	1.84	2.14	1.84	1.90
2005	1.56	1.88	2.10	2.08	1.91
2004	1.35	1.63	1.81	1.76	1.64

\* Annual: Weighted average rate for all 4 quarters.

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Table 2: Quarterly Rates for Key Origins by Month (\$/Mile)**

Origin	1st Qtr 2008			4th Qtr 2007		
	Jan	Feb	Mar	Oct	Nov	Dec
Arizona	2.13	1.90	2.01	n/a	n/a	2.17
California	2.07	1.87	2.02	2.06	2.14	2.10
Florida	1.98	1.91	1.97	1.66	1.79	2.04
Great Lakes	2.99	2.96	3.07	2.86	3.00	3.00
Mexico - Arizona	2.00	1.82	2.08	n/a	1.95	2.02
Mexico - Texas	1.86	1.83	2.03	1.74	2.05	2.12
PNW	1.74	1.80	1.74	1.70	1.85	1.90

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

Note: "n/a" indicates rates not available.

Note: The rates for 8 long-haul fruit and vegetable truck corridors are included in the national rate, weighted by commodity and origin volume.

# Truck Rates for Selected Routes and Commodities

**Table 3: Origin-Destination Truck Rates for Selected Routes and Commodities, 1st Qtr 2008 (\$/Mile)**

Origin	Commodity	Destination							
		New York	Atlanta	Chicago	Boston	Baltimore	Miami	Philadelphia	Seattle
Arizona	Asparagus	2.19	2.29	1.92	2.03	n/a	n/a	2.18	1.40
	Lettuce	2.21	2.27	1.97	2.05	n/a	n/a	2.19	1.45
California	Asparagus	1.96	1.97	1.82	1.88	1.91	1.77	1.92	3.22
	Carrots	1.84	1.87	1.74	1.77	1.86	1.65	1.80	2.92
	Kiwi	1.88	1.92	1.83	1.81	1.87	1.71	1.86	2.94
	Lettuce	1.95	1.91	1.78	1.84	n/a	n/a	1.88	3.18
	Mixed Vegetables	1.99	1.97	1.83	1.86	1.90	1.74	1.91	3.05
	Other Citrus	1.82	1.77	1.69	1.76	1.82	1.63	1.79	2.93
Florida	Mixed Vegetables	2.23	2.74	1.83	1.82	1.78	n/a	1.77	n/a
	Other Citrus	2.21	2.68	1.80	1.82	1.78	n/a	1.78	n/a
	Potatoes	2.38	2.70	1.98	1.90	2.03	0.23	1.96	n/a
	Tomatoes	2.23	2.75	1.83	1.82	1.79	n/a	1.77	n/a
Great Lakes	Apples	n/a	2.47	2.69	n/a	n/a	2.02	2.90	n/a
	Onions	3.64	2.47	2.80	3.14	3.79	2.46	3.26	n/a
Mexico - AZ	Tomatoes	2.00	n/a	1.76	2.01	1.89	2.05	2.07	n/a
Mexico - TX	Other Citrus	1.95	1.98	1.56	1.89	n/a	2.14	2.05	n/a
Pacific Northwest	Apples	2.17	2.19	2.18	1.87	1.96	1.75	1.91	0.32
	Onions	1.95	1.66	1.76	1.70	1.70	1.56	1.68	n/a
	Potatoes	1.72	1.52	1.50	1.52	1.54	1.51	1.47	n/a

Note: "n/a" indicates rates were not available

Source: AMS, Fruit and Vegetable Programs, Market News Branch

**Table 4: Origin-Destination Truck Rates for Selected Routes and Commodities, 1st Qtr 2008 (\$/Truck)**

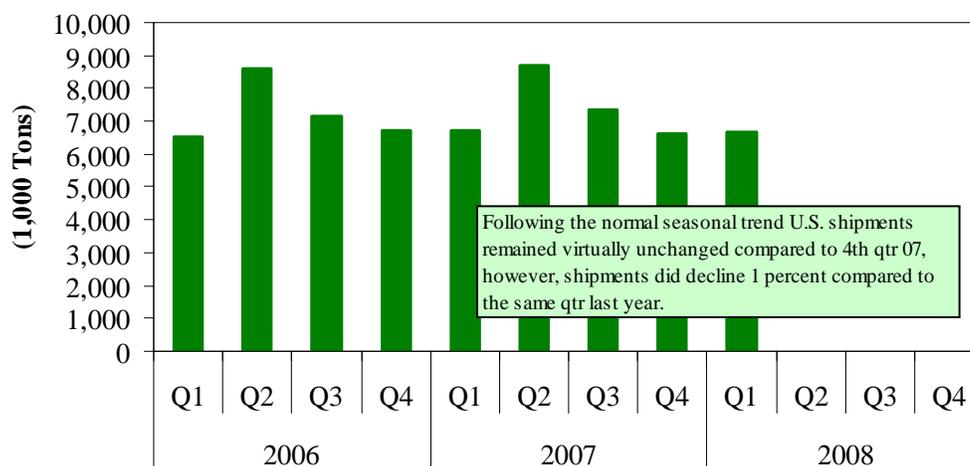
Origin	Commodity	Destination							
		New York	Atlanta	Chicago	Boston	Baltimore	Miami	Philadelphia	Seattle
Arizona	Asparagus	5,400	4,218	3,477	5,491	n/a	n/a	5,218	2,300
	Lettuce	5,462	4,196	3,562	5,542	n/a	n/a	5,242	2,390
California	Asparagus	5,483	4,325	3,642	5,667	5,233	5,525	5,367	2,425
	Carrots	5,154	4,108	3,485	5,350	5,073	5,146	5,019	2,192
	Kiwi	5,270	4,230	3,660	5,450	5,100	5,330	5,200	2,210
	Lettuce	5,462	4,196	3,562	5,542	n/a	n/a	5,242	2,390
	Mixed Vegetables	5,562	4,335	3,654	5,623	5,192	5,442	5,335	2,296
	Other Citrus	5,088	3,900	3,381	5,296	4,973	5,081	5,000	2,206
Florida	Mixed Vegetables	2,458	1,095	2,192	2,750	1,969	n/a	2,136	n/a
	Other Citrus	2,435	1,073	2,162	2,754	1,969	n/a	2,142	n/a
	Potatoes	2,614	1,080	2,372	2,881	2,243	575	2,362	n/a
	Tomatoes	2,458	1,100	2,192	2,750	1,973	n/a	2,136	n/a
Great Lakes	Apples	n/a	2,150	781	n/a	n/a	3,012	2,258	n/a
	Onions	2,916	2,153	812	3,028	2,740	3,674	2,534	n/a
Mexico - AZ	Tomatoes	5,123	n/a	3,538	5,319	4,383	4,675	4,873	n/a
Mexico - TX	Other Citrus	3,869	2,273	2,300	4,138	n/a	3,315	3,875	n/a
Pacific Northwest	Apples	5,633	5,265	3,925	5,725	5,433	5,888	5,388	800
	Onions	5,065	3,982	3,171	5,198	4,706	5,247	4,763	n/a
	Potatoes	4,471	3,641	2,699	4,643	4,274	5,074	4,159	n/a

Note: "n/a" indicates rates were not available

Source: AMS, Fruit and Vegetable Programs, Market News Branch

## U.S. Shipments

**Figure 2: U.S. Refrigerated Fruit and Vegetable Shipments (1,000 Tons)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Table 5: U.S. Refrigerated Fruit and Vegetable Shipments (1,000 Tons)**

Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
2008	6,669				
2007	6,704	8,683	7,324	6,640	29,351
2006	6,542	8,595	7,140	6,733	29,010
2005	6,610	8,405	7,351	6,618	28,984
2004	6,576	8,589	6,759	6,539	28,463

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

### Shipments by Selected Commodities

**Table 6: Top 10 Commodity Shipments for 1st Qtr 2008 (1,000 Tons)**

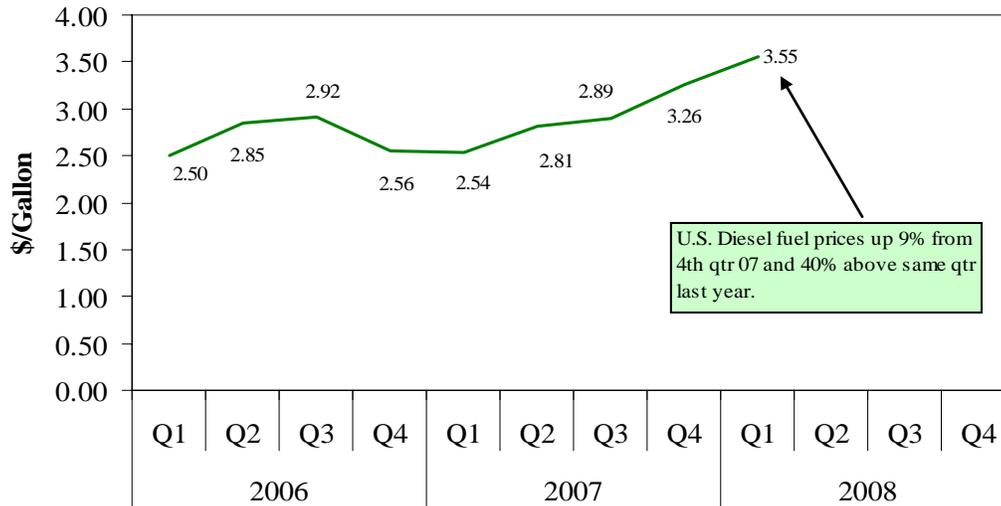
Commodity	1st Quarter 2008	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
				Previous Qtr	Same Qtr Last Year
Potatoes	1,309	1,313	1,196	0%	9%
Lettuce	848	748	837	13%	1%
Tomatoes	628	512	755	23%	-17%
Apples	544	555	543	-2%	0%
Onions	524	515	494	2%	6%
Peppers	319	292	289	9%	11%
Celery	218	226	192	-4%	14%
Cabbage	206	157	203	32%	2%
Cucumbers	178	187	175	-5%	2%
Strawberries	149	85	144	75%	3%

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

## U.S. Diesel Fuel Prices

The **diesel fuel price** provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant expense for fruit and vegetable movements, accounting for a substantial portion of operating costs.

**Figure 3: U.S. Average On-Highway Diesel Fuel Prices**



Source: Energy Information Administration/U.S. Department of Energy

**Table 7: 1st Quarter 2008 Average Diesel Fuel Prices (All Types - \$/Gallon)**

Location	Price	Change From	
		Last Quarter	Same Qtr Last Year
East Coast	3.61	0.33	1.08
New England	3.77	0.36	1.11
Central Atlantic	3.72	0.33	1.11
Lower Atlantic	3.54	0.33	1.06
Midwest	3.52	0.28	1.02
Gulf Coast	3.50	0.32	1.02
Rocky Mountain	3.50	0.17	0.87
West Coast	3.62	0.21	0.84
California	3.67	0.23	0.82
U.S.	3.55	0.29	1.01

Source: Energy Information Administration/U.S. Department of Energy

## Ultra Low and Low Sulfur Diesel Fuel Prices

**Table 8: U.S. Average Ultra Low and Low Sulfur Diesel Prices (\$/Gallon)**

2008	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
Ultra Low	3.56			
Low	3.48			

Source: Energy Information Administration/U.S. Department of Energy

# Quarterly Truck Availability

Table 9: U.S. Fresh Fruit and Vegetable Truck Availability, 1st Qtr 2008

		Truck Availability													
		Surplus - 1		Slight Surplus - 2		Adequate - 3		Slight Shortage - 4		Shortage - 5					
		Week Ending													
Region	Commodity	1/2	1/8	1/15	1/22	1/29	2/5	2/12	2/19	2/26	3/4	3/11	3/18	3/25	4/1
<b>CALIFORNIA, ARIZONA</b>															
<b>Imp. and Palo Verde Valley, CA &amp; Cen. &amp; W, AZ</b>	Lettuce	5	4	3	3	1	1	1	1	3	3	3	3	3	3
	Mixed Vegetables	5	4	3	3	1	1	1	1	3	3	3	3	3	3
<b>Kern District</b>	Carrots	4	3	3	3	1	1	1	1	3	3	3	3	3	3
<b>Salinas-Watsonville</b>	Asparagus											3	3	3	2
	Broccoli											3	3	3	2
	Cauliflower											3	3	3	2
<b>Central San Joaquin Valley</b>	Lettuce														3
	Mixed Vegetables														3
<b>San Joaquin Valley</b>	Kiwi	3	3	2	1	1									
<b>Santa Maria</b>	Mixed Vegetables	5	5	4	3	1	1	1	1	3	3	3	3	3	3
	Strawberries	5										3	3	3	3
<b>South District</b>	Citrus	3	3	3	3	1	1	1	3	3	3	3	3	3	3
	Strawberries	3	3	3	3	1	1	1	3	3	3	3	3	3	3
	Raspberries	3	3	3	3	1	1	1	3	3	3	3	3	3	3
<b>PACIFIC NORTHWEST (WA, ID, OR)</b>															
<b>WA - Columbia Basin</b>	Onions	3	2	2	2	3	3	3	3	4	3	4	5	5	3
	Potatoes	3	2	2	2	3	3	3	3	4	3	4	5	5	3
<b>WA - Yakima Valley &amp; Wenatchee District</b>	Apples	3	3	3	3	3	3	3	3	3	3	3	3	3	3
	Pears	3	3	3	3	3	3	3	3	3	3	3	3	3	3
<b>ID- Upper Valley, Twin Falls-Burley District</b>	Potatoes	3	3	3	2	3	3	3	3	3	3	3	4	4	4
	<b>Idaho and Malheur Country, Oregon</b>	Onions	4	3	3	3	3	3	3	3	3	3	4	5	5
<b>FLORIDA</b>															
<b>Central and South</b>	Potatoes												3	3	3
	Citrus	3	3	3	1	1	3	1	1	1	1	1	5	3	3
	Mixed Vegetables	3	3	3	1	1	3	1	1	1	1	1	5	3	3
	Tomatoes	3	3	3	1	1	3	1	1	1	1	1	5	3	3
<b>GREAT LAKES (MI, WI)</b>															
<b>Michigan</b>	Apples	3	3	3	3	3	3	3	3	3	3	3	3	3	3
	Onions	3	3	3	3	3	3	3	3	3	3	3	3	3	3
<b>Wisconsin- Central</b>	Onions	3	3	3	3	2	3	3	3	3	3	3	4	4	3
	Potatoes	3	3	3	3	2	3	3	3	3	3	3	4	4	3
<b>MEXICO BORDER CROSSINGS</b>															
<b>Through Texas</b>	Citrus	4	4	4	3	2	2	2	2	3	3	3	5	5	5
	Mixed Vegetables	4	4	4	3	2	2	2	2	3	3	3	5	5	5
	Avocados	4	4	4	3	2	2	2	2	3	3	3	5	5	5
<b>Through Nogales, Arizona</b>	Mixed Vegetables	5	5	5	1	1	1	1	1	1	4	4	3	3	3
	Tomatoes	5	5	5	1	1	1	1	1	1	4	4	3	3	3
<b>Through Calexico, CA and San Luis, AZ</b>	Asparagus			3	3	1	1	1	1	3	3	3	3	3	3

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

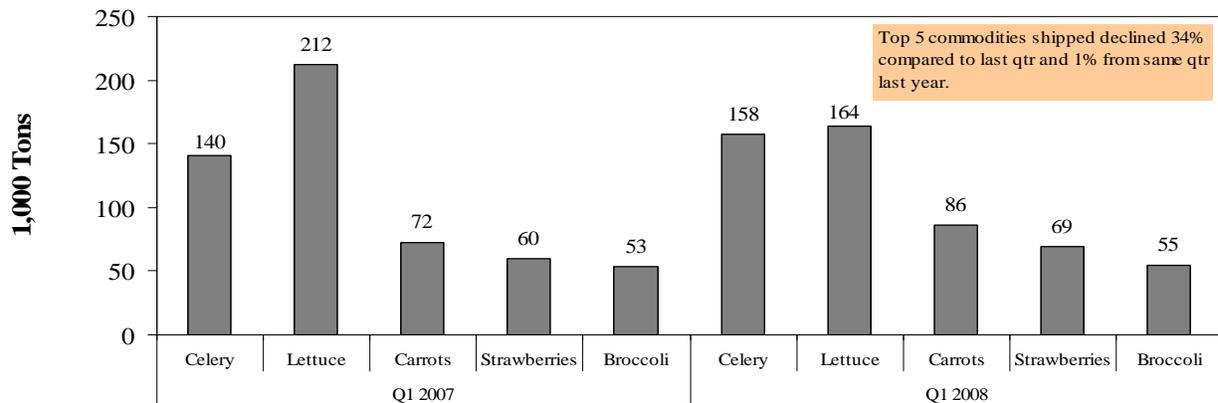
# California

**Table 10: Top Five Commodities Shipped from California (1,000 tons)**

Commodity	1st Quarter 2008	Share of California Total	Previous Same Quarter		Current Quarter as % change from:	
			Quarter	Last Year	Previous Qtr	Same Qtr Last Year
Celery	158	22%	219	140	-28%	12%
Lettuce	164	23%	378	212	-57%	-23%
Carrots	86	12%	72	72	20%	20%
Strawberries	69	10%	65	60	6%	15%
Broccoli	55	8%	72	53	-24%	3%
<b>Top 5 Total</b>	<b>532</b>	<b>74%</b>	<b>806</b>	<b>538</b>	<b>-34%</b>	<b>-1%</b>
<b>California Total</b>	<b>717</b>	<b>100%</b>	<b>1,321</b>	<b>696</b>	<b>-46%</b>	<b>3%</b>

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 4: Top Five Commodities Shipped from California**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 5: California Truck Rates (\$/mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

## Truck Availability Highlight, 1st Quarter 2008

There was a surplus of trucks in Imperial and Palo Verde Valleys, Kern District, Santa Maria, and South District for lettuce, mixed vegetables, carrots, citrus, strawberries, and raspberries during the 4 week period ending February 19. Celery prices were lower in January. California strawberries were in demand as Florida strawberries production was reduced due to freezing weather in January. Lettuce production was reduced in response to lower prices and reduced availability of irrigation water. See Table 9.

Source: *The Packer* crops and markets reporting

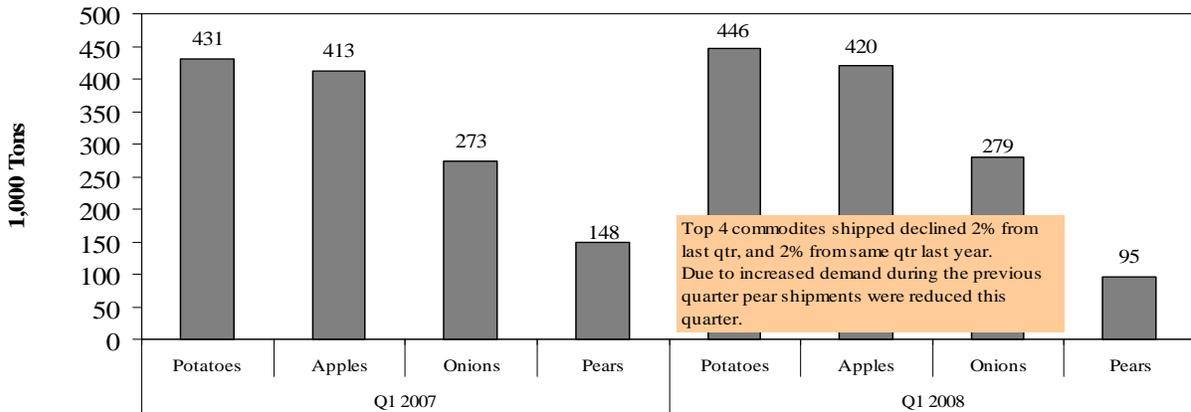
# Pacific Northwest

**Table 11: Top Four Commodities Shipped from PNW (1,000 tons)**

Commodity	1st Quarter 2008	Share of PNW Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Potatoes	446	36%	468	431	-5%	4%
Apples	420	34%	381	413	10%	2%
Onions	279	22%	288	273	-3%	2%
Pears	95	8%	128	148	-26%	-36%
<b>Top 4 Total</b>	<b>1,240</b>	<b>100%</b>	<b>1,264</b>	<b>1,265</b>	<b>-2%</b>	<b>-2%</b>
<b>PNW Total</b>	<b>1,240</b>	<b>100%</b>	<b>1,264</b>	<b>1,265</b>	<b>-2%</b>	<b>-2%</b>

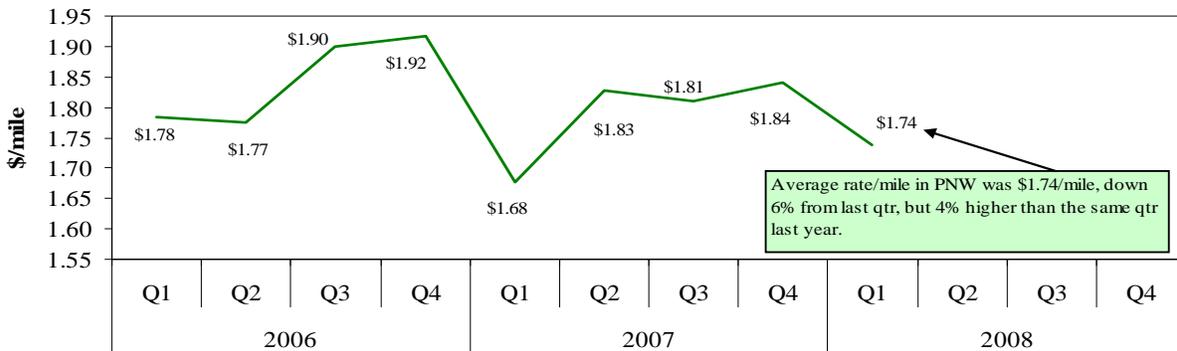
Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 6: Top Four Commodities Shipped from PNW**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs

**Figure 7: PNW Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

### Truck Availability Highlight, 1st Quarter 2008

There was a slight surplus of trucks for Columbia Basin Washington onions and potatoes during the 3 week period ending January 22 and shortages during the 3 week period ending March 25. There was a slight shortage of trucks for Idaho Upper Valley, Twin Falls-Burley District potatoes for the 3 week period ending April 1. There were shortages of trucks for Idaho and Malheur County, Oregon onions during the 4 week period ending April 1.

See Table 9.

Source: *The Packer* crops and markets reporting

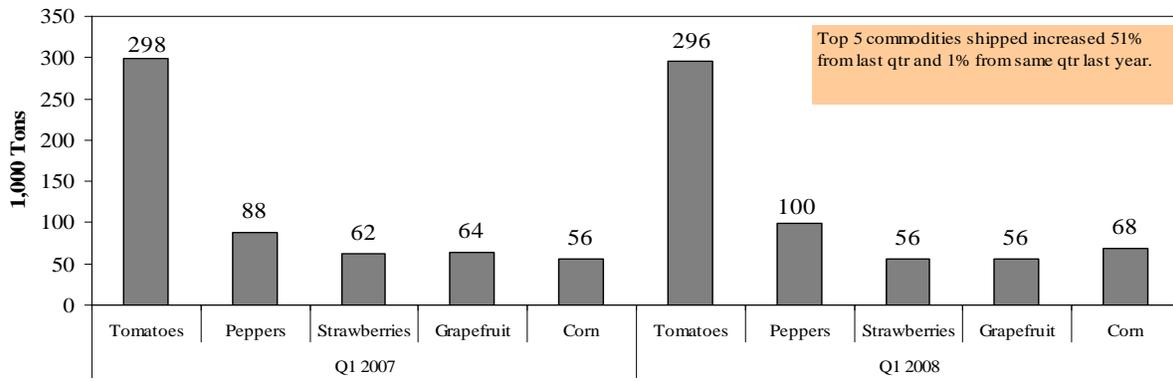
# Florida

**Table 12: Top Five Commodities Shipped from Florida (1,000 tons)**

Commodity	1st Quarter 2008	Share of Florida Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Tomatoes	296	32%	253	298	17%	-1%
Peppers	100	11%	51	88	96%	13%
Strawberries	56	6%	12	62	348%	-10%
Grapefruit	56	6%	46	64	22%	-13%
Corn	68	7%	19	56	251%	21%
<b>Top 5 Total</b>	<b>575</b>	<b>62%</b>	<b>381</b>	<b>569</b>	<b>51%</b>	<b>1%</b>
<b>Florida Total</b>	<b>931</b>	<b>100%</b>	<b>618</b>	<b>909</b>	<b>51%</b>	<b>2%</b>

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 8: Top Five Commodities Shipped from Florida**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 9: Florida Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

Note: Reported rates for some quarters could not be determined.

### Truck Availability Highlight, 1st Quarter 2008

There was a surplus of trucks for Central and South Florida citrus, mixed vegetables, and tomatoes during the 8 week period ending March 11. Freezing weather in January reduced production and shipments of strawberries and tomatoes. Some growers had reduced tomato acreage compared to 2007. Warmer than usual weather in 2007 affected grapefruit production and shipments in 2008 and sizes and the number of cartons shipped were reduced. There was increased production of corn and peppers. See Table 9.

Source: *The Packer* crops and markets reporting.

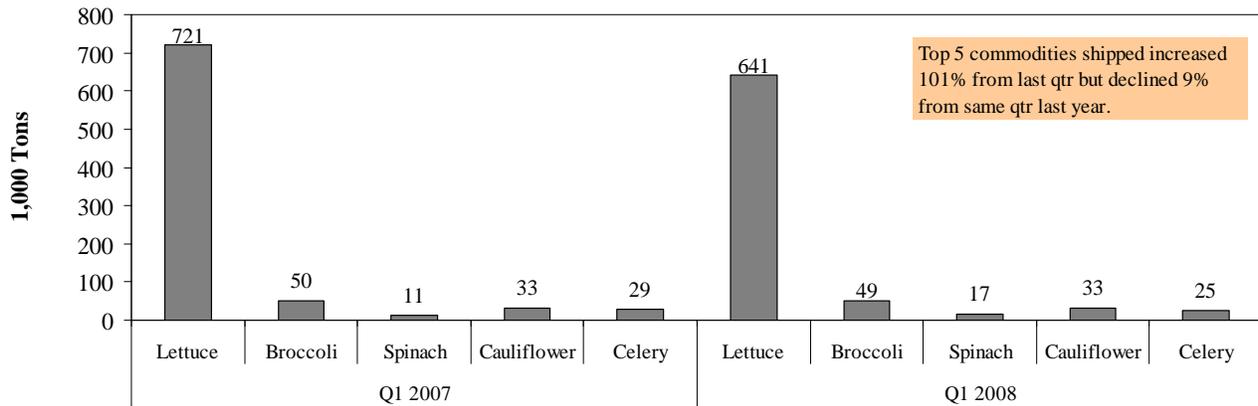
# Arizona

**Table 13: Top Five Commodities Shipped from Arizona (1,000 tons)**

Commodity	1st Quarter 2008	Share of Arizona Total	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
					Previous Qtr	Same Qtr Last Year
Lettuce	641	80%	339	721	-47%	-11%
Broccoli	49	6%	18	50	176%	-2%
Spinach	17	2%	6	11	-62%	47%
Cauliflower	33	4%	15	33	113%	0%
Celery	25	3%	1	29	-96%	14%
<b>Top 5 Total</b>	<b>765</b>	<b>96%</b>	<b>380</b>	<b>844</b>	<b>101%</b>	<b>-9%</b>
<b>Arizona Total</b>	<b>800</b>	<b>100%</b>	<b>426</b>	<b>881</b>	<b>88%</b>	<b>-9%</b>

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 10: Top Five Commodities Shipped from Arizona**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 11: Arizona Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

### Truck Availability Highlight, 1st Quarter 2008

There was a surplus of trucks for lettuce and mixed vegetables from Central and Western Arizona during the 4 week period ending February 19. Cool weather in January slowed production of lettuce. Consumer demand for spinach continues to rebound after the e-coli contamination of California spinach discovered in September 2006. **See Table 9.**

Source: *The Packer* crops and markets reporting.

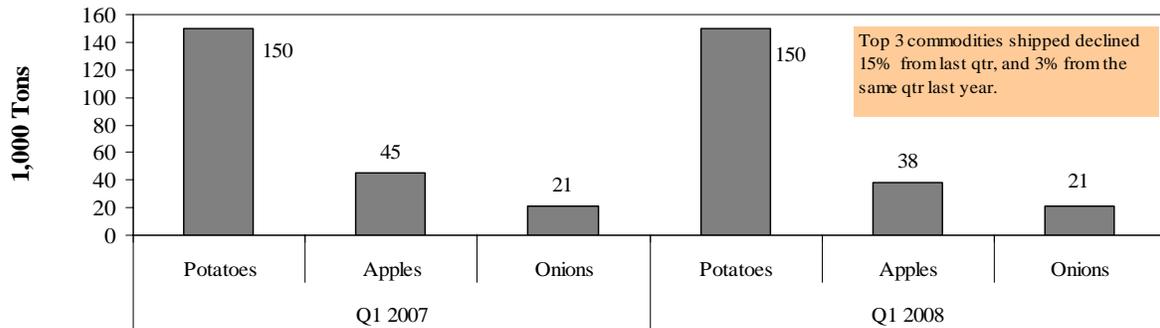
## Great Lakes

**Table 14: Top 3 Commodities Shipped from Great Lakes (1,000 tons)**

Commodity	1st Quarter 2008		Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
	2008	Share of Great Lakes Total			Previous Qtr	Same Qtr Last Year
Potatoes	150	72%	171	150	-13%	0%
Apples	38	18%	50	45	-24%	-16%
Onions	21	10%	25	21	-16%	2%
<b>Top 3 Total</b>	<b>209</b>	<b>100%</b>	<b>246</b>	<b>216</b>	<b>-15%</b>	<b>-3%</b>
<b>Great Lakes Total</b>	<b>209</b>	<b>100%</b>	<b>246</b>	<b>216</b>	<b>-15%</b>	<b>-3%</b>

Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 12: Top Three Commodities Shipped from Great Lakes**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 13: Great Lakes Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

### Truck Availability Highlight, 1st Quarter, 2008

There was a slight shortage of trucks for Central Wisconsin onions and potatoes for during the 2 week period March 25. See Table 9.

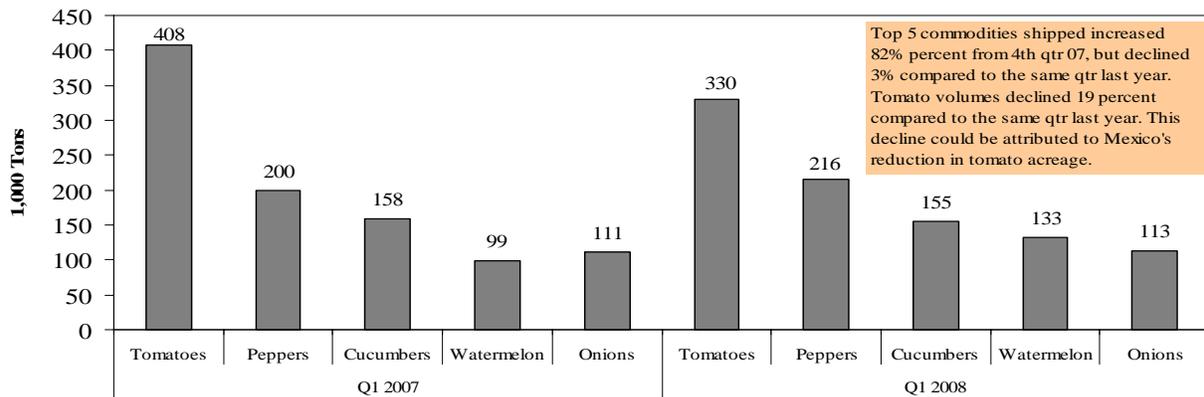
## Mexico

**Table 15: Top Five Commodities Shipped from Mexico (1,000 tons)**

Commodity	1st Quarter 2008	Share of Mexico Total	Previous Same Quarter		Current Quarter as % change from:	
			Quarter	Last Year	Previous Qtr	Same Qtr Last Year
Tomatoes	330	19%	132	408	150%	-19%
Peppers	216	13%	151	200	43%	8%
Cucumbers	155	9%	112	158	38%	-2%
Watermelon	133	8%	91	99	46%	35%
Onions	113	7%	33	111	244%	2%
<b>Top 5 Total</b>	<b>947</b>	<b>56%</b>	<b>520</b>	<b>976</b>	<b>82%</b>	<b>-3%</b>
<b>Mexico Total</b>	<b>1,694</b>	<b>100%</b>	<b>1,126</b>	<b>1,702</b>	<b>50%</b>	<b>0%</b>

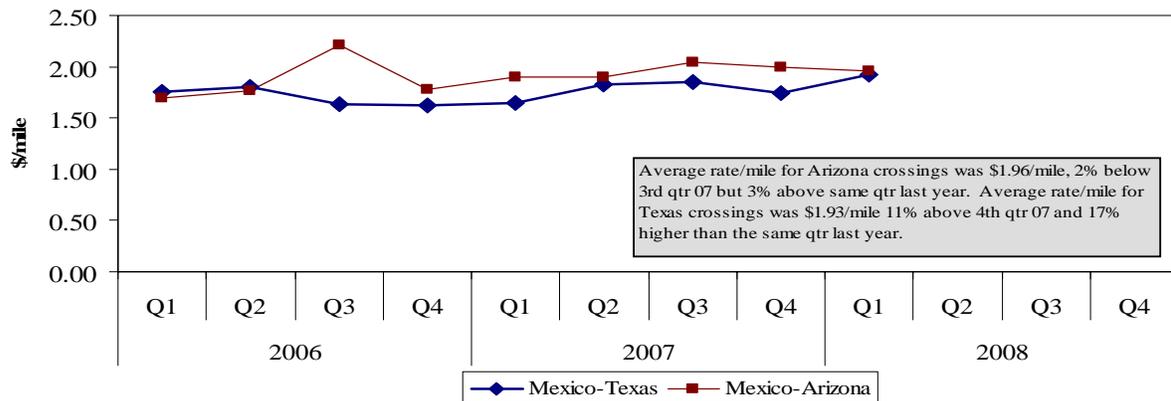
Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 14: Top Five Commodities Shipped from Mexico**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

**Figure 15: Mexico Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Branch

### Truck Availability Highlight, 1st Quarter 2008

There were shortages of trucks for citrus, mixed vegetables, and avocados crossing through Texas during the 3 week period ending January 15 and the 3 week period ending April 1, and a slight surplus during the 4 week period ending February 19. There were shortages of trucks for mixed vegetables and tomatoes crossing through Nogales, Arizona during the 3 week period ending January 15 and a 2 week period ending March 11, and a surplus of trucks during 6 weeks ending February 26. There was a surplus of trucks for asparagus crossing through Calexico, California and San Luis, Arizona during the 4 week period ending February 19. Tomato acreage was reduced in response to low prices in 2007. Onions were priced lower in response to increased volumes from Florida. **See Table 9.**

Source: *The Packer* crops and markets reporting.

## Terms and References

**Data Sources:** This information is compiled from the weekly Fruit and Vegetable Truck Rate Reports by USDA, Agricultural Marketing Service (AMS), Fruit and Vegetable Programs, Market News Branch. The website is <http://marketnews.usda.gov/portal/fv>

**Regional Markets:** For the regional markets, some states are grouped into producing regions. The Pacific Northwest region includes ID, OR, and WA. The Great Lakes region includes MI and WI.

**Shipment Volumes:** Truck shipments for all commodities and origins are not available. Those obtainable are reported, but should not be interpreted as representing complete movements of a commodity. Truck shipments from all states are collected at shipping points and include both inter and intrastate movements. They are obtained from various sources, including Federal marketing orders, administrative committees, Federal State Inspection Service, and shippers. Volume amounts are represented in 10,000 pound units, or 1,000 10-lb packages but are converted to tons for this report. Source: Fruit and Vegetable Weekly Shipment reports: <http://www.ams.usda.gov/fv/mnmovement.htm>

**Rates:** This information is compiled from the weekly Fruit and Vegetable Truck Rate Reports. Rates quoted represent open (spot) market rates that shippers or receivers pay depending on basis of sale, per load, including truck brokers fees for shipments in truck load volume to a single destination. Extra charges for delivery to terminal markets, multipickup and multidrop shipments are not included unless otherwise stated. Rates are based on the most usual loads in 48-53 foot trailers from the origin shipping area to the destination receiving city. In areas where rates are based on package rates, per load rates were derived by multiplying the package rate by the number of packages in the most usual load in a 48-53 foot trailer. Slightly cheaper rates will be reported during Quarters 2 and 3 as about 50 percent of onion shipments from California are hauled on open flatbed reefers. During Quarter 3, less than 20 percent of onions hauled from WA, ID, and OR are on open flatbed. This information is compiled from the weekly Fruit and Vegetable Truck Rate Reports by USDA, Agricultural Marketing Service (AMS), Fruit and Vegetable Programs, Market News Branch. The website is <http://www.ams.usda.gov/fv/mnmovement.htm>

**Regional Rates:** Rate data for 8 destination markets are used to calculate average origin regional rates.

**Long-Haul Route Detail:** The national rate on page 3 reflects long-haul truck rates. The rates include the national rate, weighted by commodity and origin volume. For the purpose of this report long-hauls considered as distance traveled over 100 miles from point of origin to the destination.

# Contact Us

## Quarterly Overview

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## Feature Article

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

Brian McGregor [Brian.McGregor@usda.gov](mailto:Brian.McGregor@usda.gov) (202) 690-1319

## Regulatory News/Updates

Brian McGregor [Brian.McGregor@usda.gov](mailto:Brian.McGregor@usda.gov) (202) 690-1319

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

Ron Hagen [Ron.Hagen@usda.gov](mailto:Ron.Hagen@usda.gov) (202) 690-1320

## U.S. Truck Rates

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## U.S. Truck Shipment Volumes

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## U.S. Diesel Prices

Ron Hagen [Ron.Hagen@usda.gov](mailto:Ron.Hagen@usda.gov) (202) 690-1320

## California, Mexico, Florida

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## Pacific Northwest and Arizona

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## Great Lakes

Camia Lane [Camia.Lane@usda.gov](mailto:Camia.Lane@usda.gov) (202) 720-9801

## For Subscriptions email:

[RTQContactUs@USDA.gov](mailto:RTQContactUs@USDA.gov)

*(printed copies are also available upon request)*

## Related Websites

Fruit and Vegetable Programs

<http://www.ams.usda.gov/fv/mnmovement.htm>

Fruit and Vegetable Truck Rate Report

<http://marketnews.usda.gov/portal/fv>

Economic Research Service

<http://www.ers.usda.gov/>

National Agricultural Statistics Service

<http://www.nass.usda.gov/>