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# Agricultural Refrigerated Truck Quarterly

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## Feature Article

### Railcar and Piggyback Shipments Decreased in 2015

In calendar year 2015, reported refrigerated railcar and piggyback shipments<sup>1</sup> of fresh fruit and vegetables from California decreased by 212,200 tons or 32 percent compared to 2014 (Table 1). Pacific Northwest shipments from Idaho, Oregon, and Washington decreased by 130,250 tons or 17 percent, and shipments from Arizona decreased by 21,000 tons or 29 percent (Tables 2 and 3). Railroads continued to experience intermodal congestion in the first half of 2015 due to the disruptions and congestion at West Coast ports.<sup>2</sup> The railcar and piggyback services that were terminated in Quincy, WA, Fresno, CA, and Selma, CA, in the latter part of 2014 contributed to the reported downturn in 2015.<sup>3</sup>

**California:** The increase in reported railcar and piggyback shipments of lemons was the largest exception to the overall downturn in California shipments in 2015. Lemon shipments increased by 8,600 tons, or 49 percent, compared to 2014 (Table 1). The biggest shipment declines were for carrots (-45,100 tons) and oranges (-55,450 tons).

<sup>1</sup> Railcar and piggyback shipments were reported by rail carriers that issue the initial line-haul revenue waybills. Railcar shipments are those moving in refrigerated railcars. Piggyback shipments include those moving in trailer-on-flat-car, container-on-flat-car service, and intermodal. Cooperation of the railroads, members of the produce industry, and officials of State Departments of Agriculture is gratefully acknowledged.

<sup>2</sup> Oral and written testimony of Katie Farmer, Group Vice President, Consumer Products, BNSF Railway Company. Senate Committee on Commerce, Science and Transportation’s Surface Transportation and Merchant Marine Infrastructure, Safety, and Security Subcommittee [hearing on “Keeping Goods Moving”](#) February 10, 2015.

<sup>3</sup> [Cold Train ends intermodal service, citing poor BNSF performance](#). August 7, 2014. [BNSF to end Fresno-Chicago intermodal services](#). September 11, 2014. [McKay Transcold ends reefer rail service, citing cross-dock issues](#). November 14, 2014. Mark Szakonyi. [joc.com](http://joc.com).

Major Commodities	2015		2014		% change 2015 to 2014	
	Railcar	Piggyback	Railcar	Piggyback	Railcar	Piggyback
Broccoli	3,900	9,500	7,000	13,400	-44%	-29%
Carrots	49,500	6,950	88,900	12,650	-44%	-45%
Cantaloupes	19,000	7,050	28,400	10,950	-33%	-36%
Celery	21,250	27,900	28,800	43,750	-26%	-36%
Grapes	8,500	9,700	16,050	10,700	-47%	-9%
Honeydews	3,050	3,350	6,350	3,400	-52%	-1%
Lemons	4,800	21,300	3,200	14,300	50%	49%
Lettuce-Iceberg	50	43,000	2,350	57,550	-98%	-25%
Lettuce-Romaine	-	27,550	-	34,550	-	-20%
Onions, Dry	18,350	13,300	29,500	21,200	-38%	-37%
Oranges	66,850	34,050	99,300	57,050	-33%	-40%
Potatoes	30,600	1,900	32,850	3,050	-7%	-38%
Other*	4,900	12,650	9,250	26,650	-47%	-53%
<b>Totals</b>	<b>230,750</b>	<b>218,200</b>	<b>351,950</b>	<b>309,200</b>	<b>-34%</b>	<b>-29%</b>
<b>Railcar + Piggyback</b>	<b>448,950</b>		<b>661,150</b>		<b>-32%</b>	

\*including apples, artichokes, cauliflower, grapefruit, grapes for export, grapes-mixed juice and white juice, lettuce-other, nectarines, peaches, pears, peppers-bell type, persimmons, plums, pomegranates, sweet potatoes, tomatoes, watermelon-seedless.

Source: Fresh Fruit and Vegetable Shipments by Commodities, States, and Months, FVAS-4 Calendar Years 2015 and 2014, Agricultural Marketing Service, Specialty Crops Program, Market News Division

State, commodities	2015		2014		% change 2015 to 2014	
	Railcar	Piggyback	Railcar	Piggyback	Railcar	Piggyback
<b>Idaho</b>						
Onions, Dry	41,200	50	49,050	-	-16%	-
Potatoes	227,050	5,850	347,050	5,850	-35%	0%
<b>Subtotal</b>	<b>268,250</b>	<b>5,900</b>	<b>396,100</b>	<b>5,850</b>	<b>-32%</b>	<b>1%</b>
<b>Oregon</b>						
Apples	200	5,750	2,300	2,900	-91%	98%
Onions, Dry	38,600	400	48,000	100	-20%	300%
Pears	250	1,050	500	1,850	-50%	-43%
Potatoes	6,200	500	7,450	100	-17%	400%
<b>Subtotal</b>	<b>45,250</b>	<b>7,700</b>	<b>58,250</b>	<b>4,950</b>	<b>-22%</b>	<b>56%</b>
<b>Washington</b>						
Apples	185,650	3,700	128,850	22,000	44%	-83%
Cherries	-	-	8,900	-	-	-
Onions, Dry	81,400	2,550	93,950	1,900	-13%	34%
Pears	100	-	3,000	50	-97%	-
Potatoes	17,150	2,200	22,800	3,500	-25%	-37%
<b>Subtotal</b>	<b>284,300</b>	<b>8,450</b>	<b>257,500</b>	<b>27,450</b>	<b>10%</b>	<b>-69%</b>
<b>Grand Total</b>	<b>597,800</b>	<b>22,050</b>	<b>711,850</b>	<b>38,250</b>	<b>-16%</b>	<b>-42%</b>
<b>Railcar + Piggyback</b>	<b>619,850</b>		<b>750,100</b>		<b>-17%</b>	

Source: Fresh Fruit and Vegetable Shipments by Commodities, States, and Months, FVAS-4 Calendar Years 2015 and 2014, Agricultural Marketing Service, Specialty Crops Program, Market News Division

**Pacific Northwest:** An increase in reported railcar shipments of apples from Washington was a significant exception to the Pacific Northwest downturn in shipments in 2015. Washington apple railcar shipments increased by 56,800 tons, or 44 percent, compared to 2014 (Table 2). The 2,850 ton increase in piggyback shipments of apples from Oregon was the only other noticeable increase. Potato shippers have long expressed concern about rail service.<sup>4</sup> Reported potato railcar shipments were 126,900 tons less in 2015 compared to 2014.

**Table 3: Arizona Railcar and Piggyback Shipments, 2015 and 2014 (tons)**

Location	2015		2014		% change 2015 to 2014	
	Railcar	Piggyback	Railcar	Piggyback	Railcar	Piggyback
Broccoli	50	2,350	600	3,100	-92%	-24%
Lettuce-Iceberg	150	21,600	350	29,100	-57%	-26%
Lettuce-Romaine	-	15,700	-	20,300	-	-23%
Onions, Dry	350	2,250	700	2,050	-50%	10%
Potatoes	4,850	200	7,950	150	-39%	33%
Other*	600	4,100	750	8,150	-20%	-50%
<b>Total</b>	<b>6,000</b>	<b>46,200</b>	<b>10,350</b>	<b>62,850</b>	<b>-42%</b>	<b>-26%</b>
<b>Railcar + Piggyback</b>	<b>52,200</b>		<b>73,200</b>		<b>-29%</b>	

\*including cantaloupe, cauliflower, celery, honeydews, lemons, lettuce-other, and watermelon-seedless

Source: Fresh Fruit and Vegetable Shipments by Commodities, States, and Months, FVAS-4 Calendar Years 2015 and 2014, Agricultural Marketing Service, Specialty Crops Program, Market News Division

**Arizona:** Compared to 2014, there were significant declines in reported piggyback shipments of iceberg lettuce (- 7,500 tons) and romaine lettuce (- 4,600 tons), as well as railcar shipments of potatoes (- 3,050 tons) from Arizona (Table 3).

**Factors Influencing Railcar and Piggyback Movements:** In addition to rail service reliability, a number of other factors affect railcar and piggyback shipments of fresh fruit and vegetables from year to year. These include the availability of over-the-road trucks and drivers, diesel fuel costs, rail and truck freight rates, and buyer and shipper preferences for either rail service or over-the road trucking. Compared to 2014, truck availability in 2015 was much better, especially in the Pacific Northwest. High intermodal rates and rail service reliability concerns,<sup>5</sup> lower diesel fuel costs, and door-to-door service made over-the-road trucking an attractive option.

<sup>4</sup> On March 23, 2016, the Surface Transportation Board [announced that it is seeking public comment](#) on its proposal to revoke existing class exemptions from railroad-transportation regulations for certain non-agricultural commodities. The Board further invited interested parties to file comments regarding the possible revocation of other commodity class exemptions under 49 U.S.C. § 10502, specifically the commodity exemptions under 49 C.F.R. §§ 1039.10 and 1039.11, the boxcar exemptions under 49 C.F.R. § 1039.14, and trailer-on-flatcar/container-on-flatcar (TOFC/COFC) exemptions under 49 C.F.R. pt. 1090, in Docket No. EP 704 (Sub-No. 1). The Washington State Potato Commission's [comments on this issue were posted on January 24, 2011](#) concerning the railroads' exemption from the obligation to, among other things, provide common carrier rail transportation of their commodities upon reasonable request, maintain reasonable practices and rates, and provide adequate service.

<sup>5</sup> [Signs point to US shippers' slowing intermodal conversion](#). Reynolds Hutchins. June 17, 2015. joc.com.

When trucks are less available and fuel costs are higher, railcar and piggyback shipments can provide a competitive option. Fresh fruit and vegetable shippers and receivers looking for trucks, and trucking companies looking for over-the-road drivers, face competition with other growing areas, seasonal freight such as Christmas trees, and industries that provide better employment opportunities, such as construction, oil, and natural gas.

Commodity prices, market outlook, seasonality, planted acreage, weather, harvest yields, domestic demand, export demand, availability of farm workers, and the availability of water for irrigation impact the number and destinations of fresh fruit and vegetable shipments by road and rail as well.

The USDA Economic Research Service's [Fruit and Tree Nuts Outlook: September 2015](#) discussed the increased demand and prices for lemons. This was reflected in 49 percent increase in California shipments by railcar and piggyback (Table 1). The report also discussed the decrease in apple production in Washington. Nonetheless, shipments of apples by railcar from Washington increased by 44 percent in 2015 (Table 2). [Brian.McGregor@ams.usda.gov](mailto:Brian.McGregor@ams.usda.gov)

## Quarterly Overview

### Fruit and Vegetable Shipments

Reported U.S. truck shipments of fresh produce during the 4th quarter 2015 were 7.7 million tons, 0.5 percent higher than the previous quarter, and 0.7 percent higher than the same quarter last year.

Shipments from Mexico were the highest in the 4th quarter, totaling 1.99 million tons and accounted for 26 percent of the total reported shipments of fresh fruits and vegetables. Shipments from the Pacific Northwest totaled 1.77 million tons, representing 23 of the reported shipments, followed by California which totaled 1.42 million tons and 18 percent of the reported shipments.

The following top 5 commodities accounted for 42 percent of the reported truck movements during the 4th quarter 2015:

- ▶ Potatoes (16 %)
- ▶ Apples (11%)
- ▶ Onions, dry (7 %)
- ▶ Tomatoes (5 %)
- ▶ Lettuce, iceberg (4 %)

### Truck Rates

The table below provides a snapshot of quarterly rates for U.S. produce shipments over 4 mileage categories—0-500, 501-1,500, 1,501-2,500, and 2,500+ miles. U.S. average truck rates are weighted by regional rates and volumes.

U.S. Average Fruit and Vegetable Truck Rates per Mile				
	0-500 miles	501-1,500 miles	1,501-2,500 miles	2,500 miles +
Q4 2014	5.49	2.50	2.33	1.44
Q1 2015	4.68	2.47	2.31	1.32
Q2 2015	5.04	2.62	2.38	1.27
Q3 2015	6.45	2.43	2.33	1.31
Q4 2015	5.01	2.36	2.07	1.08
Q4 Change from Previous Quarter	-22%	-3%	-11%	-17%
Q4 Change from Same Quarter Last Year	-9%	-5%	-11%	-25%

### Diesel Fuel

During the 4th quarter 2015, the U.S. diesel fuel price averaged \$2.43 per gallon—8 percent lower than last quarter, and 32 percent lower than the same quarter last year.

## Regulatory News and Updates

**Heavy Vehicle Speed Limiters Update:** According to the March 14, 2016 [Report on DOT Significant Rulemakings](#), the proposed rule for Heavy Vehicle Speed Limiters is projected to be cleared by Office of Management and Budget's [Office of Information and Regulatory Affairs](#), on April 22, 2016. The rule is slotted to be published in the Federal Register on April 28, 2016, for a 60-day comment period. This joint rulemaking by the Federal Motor Carrier Safety Administration (FMCSA) and the National Highway Traffic Safety Administration (NHTSA) responds to petitions from the American Trucking Associations and Roadsafe America to require the installation of speed limiting devices on heavy trucks. In response to the petitions, NHTSA requested public comment in [Docket No. NHTSA-2007-26851](#) on the subject and received thousands of comments supporting the petitioner's request. Based on the available safety data and the ancillary benefit of reduced fuel consumption, this rulemaking considers a new Federal Motor Vehicle Safety Standard requiring the installation of speed limiting devices on heavy trucks.

**Commercial Driver's License Requirements of Recent Transportation Laws:** On March 16, 2016 and pursuant to the Moving Ahead for Progress in the 21st Century Act (MAP-21) and the Military Commercial Driver's License Act of 2012, the FMCSA proposed amendments to its Commercial Driver's License (CDL) regulations that would ease the transition of military personnel into civilian careers in the truck and bus industry by simplifying the process of getting a commercial learner's permit (CLP) or CDL.

This rulemaking would extend the time period for applying for a skills test waiver from 90 days to 1 year after leaving a military position requiring the operation of a commercial motor vehicle (CMV). This rulemaking also would allow States to accept applications and administer the written and skills tests for a CLP or CDL from active duty military personnel who are stationed in that State. States that choose to accept such applications would be required to transmit the test results electronically to the State of domicile of the military personnel. The State of domicile would be required to issue the CDL or CLP on the basis of those results ([view PDF](#)). FMCSA is working to implement the Military Pilot Program, a provision in the [Fixing America's Surface Transportation Act \(FAST Act\)](#) that will allow select U.S. Military personnel between 18 and 21 years of age to operate a commercial motor vehicle in interstate commerce. On March 10, 2016, FMCSA established a [CDL Military website](#).

**Evaluation of Safety Sensitive Personnel for Moderate-to-Severe Obstructive Sleep Apnea:** On March 10, 2016, the FMCSA and Federal Railroad Administration (FRA) published a request for data and information concerning the prevalence of moderate-to-severe obstructive sleep apnea (OSA) among individuals occupying safety sensitive positions in highway and rail transportation, and on its potential consequences for the safety of rail and highway transportation. FMCSA and FRA (collectively "the Agencies") also requested information on potential costs and benefits from regulatory actions that address the safety risks associated with motor carrier and rail transportation workers in safety sensitive positions who have OSA. For instance, these Agencies requested comments on the costs and benefits of requiring motor carrier operators and rail transportation workers in safety sensitive positions—who also exhibit multiple risk factors for OSA—to undergo evaluation and treatment by a healthcare professional with expertise in sleep disorders ([view PDF](#)).

**Study of CSA's Effectiveness in Identifying "High Risk" Truck and Bus Companies:** In response to Section 5221 of the Fixing America's Surface Transportation Act (FAST Act) of 2015, the FMCSA [announced, on March 7, 2016](#), that it has commissioned the National Academies of Sciences, Engineering, and Medicine, through its Committee on National Statistics and Transportation Research Board, to carry out a study regarding high risk truck and bus companies. The study will examine the

high risk carriers and predict or are correlated with future crash risk or other safety indicators for motor carriers. For further information, see the National Academies of Sciences webpage available ([see here](#)).

**FMCSA Restores Property Carriers' "Absolute Measures" in Compliance with the FAST Act:** Section 5223 (c) of FAST Act of 2015 requires the FMCSA to keep property carriers' absolute measures available to the public. These measures are generated directly from safety data and not based on relative comparison to other motor carriers. The FAST Act prohibits the display of a property carriers' relative percentile, so on December 4, 2015, FMCSA removed the information prohibited from display, and also removed the absolute measures to allow time to modify the SMS website to be compliant. On March 7, 2016, [FMCSA announced](#) those modifications are complete and the SMS website is fully compliant with the FAST Act.

**Minimum Training Requirements for Entry-Level Commercial Motor Vehicle Operators:** On March 7, 2016, the FMCSA published proposed new training standards for certain individuals applying for their initial CDL; an upgrade of their CDL (e.g., a Class B CDL holder seeking a Class A CDL); or a hazardous materials, passenger, or school bus endorsement for their license; and a "refresher" training curriculum. These individuals would be subject to the proposed entry-level driver training requirements and must complete a course of instruction provided by an entity that: (1) meets the minimum qualifications for training providers; (2) covers the curriculum; (3) is listed on FMCSA's proposed Training Provider Registry; and (4) submits electronically to FMCSA the training certificate for each individual who completes the training.

This proposal responds to a Congressional mandate imposed under the Moving Ahead for Progress in the 21st Century Act. The proposed rule is based on consensus recommendations from the Agency's Entry-Level Driver Training Advisory Committee, a negotiated rulemaking committee which held a series of meetings between February and May 2015. The compliance date of this proposed rule would be three years after the effective date of the final rule ([view PDF](#)).

**Safety and Traffic Enforcement Activities Saved More than 7,000 Lives Since 2001:** On February 29, 2016, the FMCSA [released an annual analysis](#) that estimates that commercial vehicle roadside safety inspection and traffic enforcement programs saved 472 lives in 2012. Since 2001, these programs have saved more than 7,000 lives. FMCSA's annual Roadside Intervention Effectiveness Model (RIEM) analysis estimates that in 2012 (the most recent year in which data is available), these life-saving safety programs also prevented nearly 9,000 injuries from more than 14,000 crashes involving large commercial trucks and buses.

The vast majority of these roadside safety inspections are conducted by the States, which receive annual grant support from FMCSA through its Motor Carrier Safety Assistance Program for State commercial motor vehicle safety program activities, including roadside inspections and traffic enforcement. Roadside inspections adhere to North American Standard protocols, which, in close collaboration with Commercial Vehicle Safety Alliance (CVSA), are regularly updated. FMCSA's National Training Center in coordination with CVSA, conducts frequent inspector training programs throughout the country to certify new inspectors or allow individuals to obtain expertise in areas such as hazardous materials safety. The RIEM tool associates each violation of FMCSA's safety regulations with a specific crash probability. Using these probabilities, analysts can estimate the number of crashes avoided as a result of correcting these violations.

**FMCSA Proposes New Rule for Determining Safety Fitness of Motor Carriers:** On March 8, 2016, the FMCSA extended the public comment period for the Agency's notice of proposed rulemaking (NPRM) originally published on January 21, 2016. This NPRM concerns the proposals to the current methodology for issuance of safety fitness determinations for motor carriers. The Agency extended the deadline for the submission of initial comments to May 23, 2016. Reply comments will be due on or before June 23, 2016. In addition, FMCSA corrected the title and date of an American Transportation Research Institute study report that the NPRM cited about the Agency's SMS ([view PDF](#)). The Agency has developed an online calculator for motor carriers to determine how the proposed rule would impact them at [www.fmcsa.dot.gov/sfd](http://www.fmcsa.dot.gov/sfd).

**Commercial Zones at International Border with Mexico:** On February 24, 2016, the FMCSA published a final rule establishing the New Mexico Commercial Zone in Dona Ana County and Luna County, NM. This action is required by the Transportation Equity Act for the 21st Century. The Agency also issued an interim final rule establishing an expanded commercial zone for the City of El Paso, TX, which now includes the new Tornillo-Guadalupe international bridge and port of entry on the border with Mexico. Additionally, through this action, FMCSA provides clarification on the definition of the San Luis, AZ commercial zone. The Agency is interested in receiving public comments regarding what should constitute the eastern boundary for the FMCSA's commercial zone for the City of El Paso, TX, that would include the new Tornillo-Guadalupe international bridge, port of entry, and public access roads O.T. Smith Road and Texas Farm-to-Market Road 3380 (M.F. Aguilera Highway) to Interstate Highway 10 ([view PDF](#)).

**FMCSA Accepts Official Mexican Standards for Inspection Program:** On March 16, 2016, FMCSA announced its acceptance of the Norma Oficial Mexicana ((NOM) or Official Mexican Standard) concerning inspection, repair and maintenance, as well as the periodic inspection (PI) of commercial motor vehicles (CMVs). The Agency has reviewed NOM-068-SCT-2-2014 (NOM 68) and determined that it should be added to the list of programs that are comparable to, or as effective as, the Federal PI requirements contained in the Federal Motor Carrier Safety Regulations (FMCSRs) ([view PDF](#)).

**U.S./Mexico Cross-Border Trucking Update:** On February 8, 2016, the Owner-Operator Independent Drivers Association(OOIDA) filed its [Intervenors Reply Brief](#) in concert with the International Brotherhood of Teamsters, Advocates for Highway and Auto Safety, and Truck Safety Coalition's [Reply Brief](#). These brief challenge the decision of FMCSA to open the border to Mexican trucks. The lawsuit, filed with the U.S. Court of Appeals for the Ninth Circuit on March 10, 2015, contends that FMCSA's final report to Congress, which allowed opening the border to Mexican trucks, violated the Administrative Procedures Act.

**California Air Resources Board Greenhouse Gas Regulations Update:** On March 7, 2016, OOIDA filed its [Appellant's Reply Brief](#) with the United States Court of Appeals for the District of Columbia Circuit on the petition for review concerning OOIDA's objections to the EPA waiver, and the associated California Air Resources Board (CARB) [tractor-trailer greenhouse gas \(GHG\) regulations](#). At issue is whether CARB's enforcement of its GHG regulations on trucks that enter California from another State is a violation of the Commerce Clause of the U.S. Constitution.

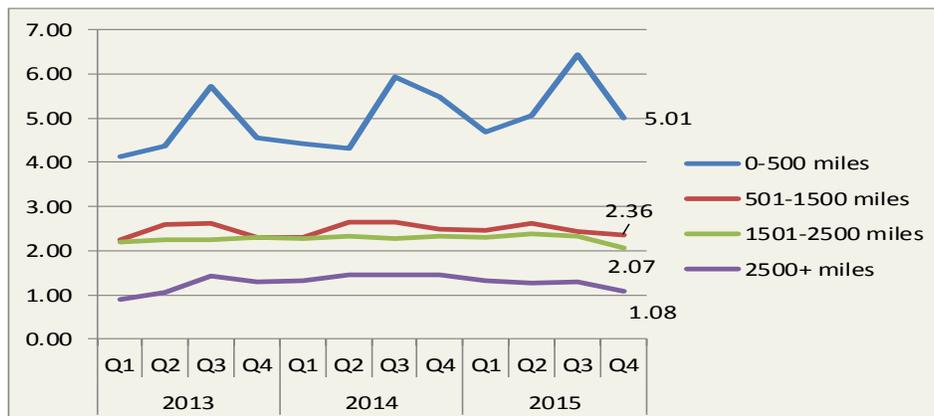
**Update on EPA's Phase 2 Proposed Greenhouse Gas and Fuel Efficiency Standards:** On March 2, 2016, the U.S. Environmental Protection Agency (EPA) and the National Highway Traffic Safety

Administration's (NHTSA) [provided an opportunity to comment](#) on new information to reduce greenhouse gas emissions and fuel consumption for new on-road heavy-duty vehicles and engines. The new information, including memoranda and data, have been placed in the public docket. These memoranda address potential requirements for selective enforcement audits and confirmatory testing related to greenhouse gas emissions, and applicability of emission standards and certification responsibilities for trailers, glider vehicles, and glider kits. Previous comments expressed strong concerns about the statutory authority and assumptions made by EPA and NHTSA, as well as the costs and benefits, and the limited time to provide comments. Trailer-related comments were previously submitted by: [Truck Trailer Manufacturers Association](#), [Utility Trailer Manufacturing Company](#), [Great Dane](#), [Wabash National Corporation](#), [Stoughton Trailers](#), [Owner-Operator Independent Drivers Association](#), and [American Trucking Associations](#).

# National Summary

## U.S. Truck Rates

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



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 1: Average U.S. Truck Rates for Selected Routes between 501 and 1500 miles (\$/Mile)

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	*Annual
2015	2.47	2.62	2.43	2.36	2.47
2014	2.31	2.66	2.65	2.50	2.53
2013	2.24	2.60	2.62	2.31	2.44
2012	2.10	2.54	2.45	2.29	2.35
2011	2.02	2.60	2.77	2.26	2.41
2010	1.82	2.21	2.33	1.94	2.08
2009	1.85	1.99	2.02	1.86	1.93
2008	2.02	2.56	2.77	2.24	2.40
2007	1.89	2.23	2.25	2.03	2.10
2006	1.92	2.10	2.21	2.02	2.06

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

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 2: Quarterly Rates for Key Origins by Month; 501-1500 miles (\$/Mile)

Origin	4th Qtr 2015			3rd Qtr 2015		
	October	November	December	July	August	September
Arizona	n/a	3.66	2.94	n/a	n/a	n/a
California	2.98	3.01	2.84	2.97	2.95	2.95
Florida	2.20	1.99	2.16	n/a	n/a	1.98
Great Lakes	3.04	3.04	2.99	3.40	3.08	3.10
Mexico-Arizona	1.52	1.72	2.20	1.45	1.29	n/a
Mexico-Texas	1.90	1.92	2.07	2.05	1.92	1.86
New York	1.83	1.86	1.93	1.88	1.96	1.93
PNW	1.99	2.11	2.14	1.88	1.88	1.92
Southeast	6.29	4.65	3.43	4.73	5.26	6.42
Texas	2.30	2.15	2.27	2.55	2.45	2.36

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

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

**Table 3: Origin-Destination Truck Rates for Selected Routes , 4th Quarter 2015 (\$/Mile)**

Origin	Destination									
	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
Arizona	2.49	2.34	2.36	2.06	3.14	5.01	2.38	2.40	2.39	.
California	2.26	2.20	2.25	2.02	2.82	6.79	2.25	2.26	2.22	2.86
Florida	2.86	1.88	2.16	2.05	.	.	.	2.25	2.08	.
Great Lake	2.93	3.08	2.94	3.87	2.81	.	2.65	3.22	3.31	.
Mexico-Ari	.	.	.	1.70	.	1.94	1.99	1.98	1.95	.
Mexico-Tex	2.11	1.96	2.15	1.84	2.45	1.57	2.26	2.05	1.97	.
New York	1.76	4.17	6.87	1.74	.	.	2.31	6.49	5.62	.
Other	2.44	2.64	2.88	2.40	3.19	2.01	2.51	2.64	2.50	.
PNW	2.23	2.26	2.30	2.20	2.18	2.09	2.09	2.36	2.27	8.57
Southeast	7.22	7.71	4.91	4.05	3.40	.	5.30	6.11	6.44	.
Texas	2.35	2.09	2.28	2.01	2.95	1.67	2.38	2.20	2.11	.

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

## Truck Rates for Selected Routes

**Table 4: Origin-Destination Truck Rates for Selected Routes , 4th Quarter 2015 (\$/Truck)**

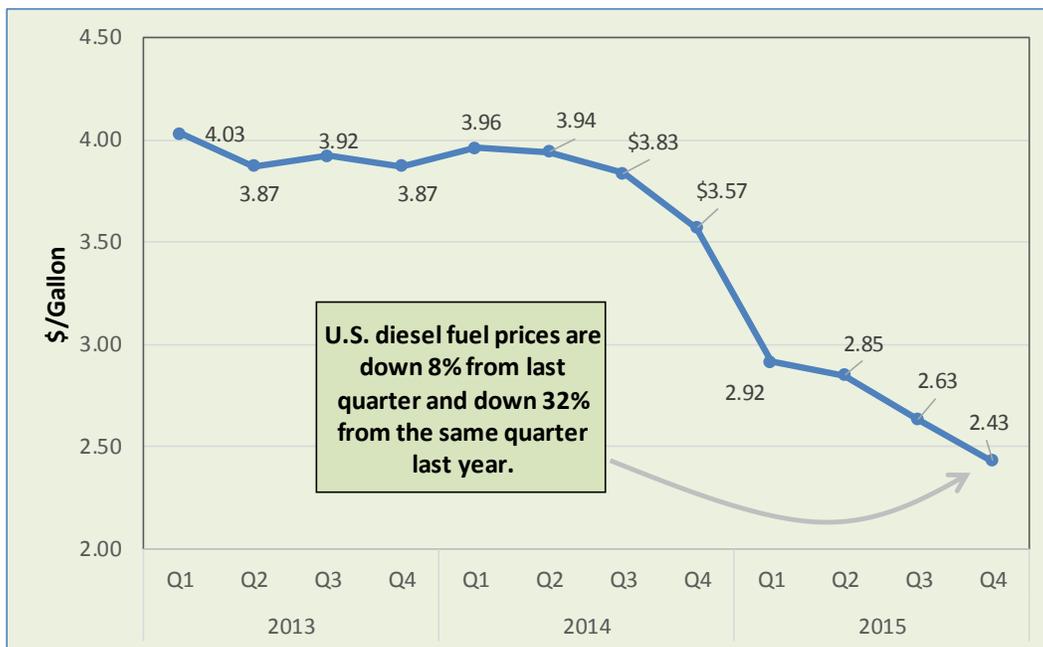
Origin	Destination									
	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
Arizona	4,919	5,750	6,530	3,938	3,836	1,060	6,180	6,125	5,955	.
California	5,079	6,006	6,895	4,228	4,050	948	6,360	6,428	6,193	3,111
Florida	1,053	1,871	3,018	2,174	.	.	.	2,638	2,279	.
Great Lake	2,776	3,559	3,938	1,177	3,118	.	4,432	3,873	3,195	.
Mexico-Ari	.	.	.	3,067	.	1,085	4,521	4,944	4,683	.
Mexico-Tex	2,423	3,512	4,731	2,631	1,223	2,512	3,462	4,100	3,738	.
New York	1,759	1,377	1,450	1,463	.	.	3,350	1,107	1,292	.
Other	2,369	3,705	3,588	2,052	1,678	1,871	4,946	2,547	3,411	.
PNW	5,150	5,552	6,299	3,897	3,978	1,986	6,201	5,983	5,696	1,200
Southeast	2,511	2,841	3,941	3,442	4,083	.	4,079	3,526	3,089	.
Texas	2,436	3,518	4,768	2,650	1,223	2,527	3,459	4,118	3,764	.

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

## 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.

**Figure 2: U.S. Average On-Highway Diesel Fuel Prices**



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

**Table 5: 4th Quarter 2015 Average Diesel Fuel Prices (All Types - \$/Gallon)**

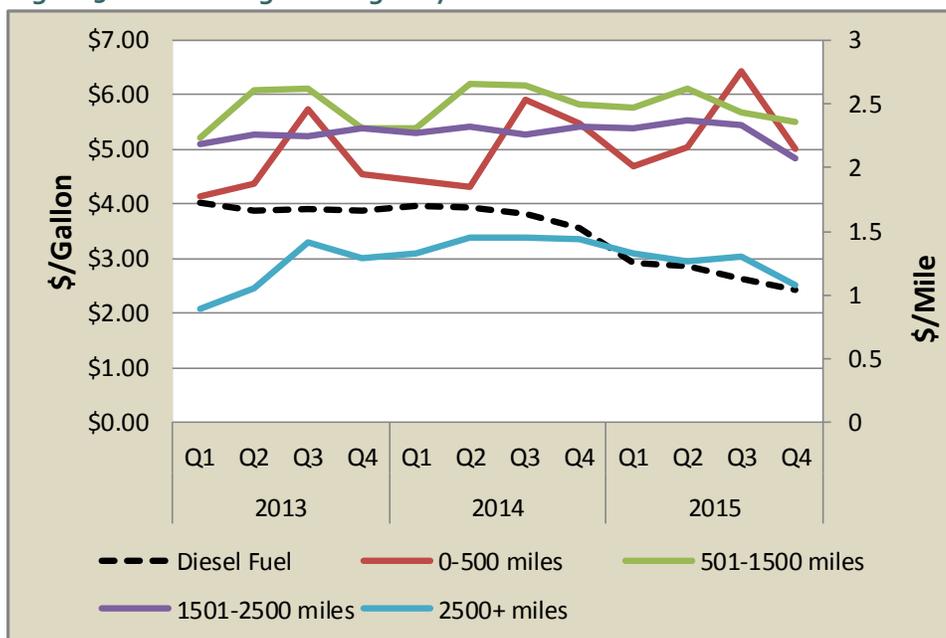
Location	Price	Change From	
		Last Quarter	Same Qtr Last Year
East Coast	2.45	-0.26	-1.09
New England	2.51	-0.30	-1.12
Central Atlantic	2.56	-0.27	-1.05
Lower Atlantic	2.35	-0.25	-1.11
Midwest	2.43	-0.12	-1.17
Gulf Coast	2.27	-0.22	-1.21
Rocky Mountain	2.44	-0.20	-1.22
West Coast	2.64	-0.21	-1.06
West Coast Less Calif	2.52	-0.44	-1.24
California	2.52	-0.22	-1.02
U.S.	2.43	-0.20	-1.14

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

## Relationship Between Diesel Fuel & Truck Rates

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.

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



Sources:  
 Diesel Fuel: Energy Information Administration/U.S. Department of Energy  
 Truck Rate: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

**Table 6: Average Diesel Fuel Prices and Truck Rates**

		Diesel Fuel (\$/gallon)	Truck Rates (\$/mile) 501-1500 miles	% Change From:			
				Last Qtr		Same Qtr Last Year	
				Diesel	Truck	Diesel	Truck
2013	Q1	4.03	2.24	0%	-2%	1%	7%
	Q2	3.87	2.60	-4%	16%	-1%	2%
	Q3	3.92	2.61	1%	0%	-1%	7%
	Q4	3.87	2.27	-1%	-13%	-4%	-1%
2014	Q1	4.03	2.31	2%	2%	-2%	3%
	Q2	3.87	2.65	-1%	14%	2%	2%
	Q3	3.83	2.65	-3%	0%	-2%	2%
	Q4	3.57	2.50	-7%	-6%	-8%	10%
2015	Q1	2.92	2.47	-18%	-1%	-26%	7%
	Q2	2.85	2.62	-2%	6%	-28%	-1%
	Q3	2.63	2.43	-8%	-7%	-31%	-8%
	Q4	2.43	2.36	-8%	-3%	-32%	-6%

Sources:  
 Diesel Fuel: Energy Information Administration/U.S. Department of Energy  
 Truck Rates: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

#### 4th Quarter 2015 Comparison Analysis

Diesel fuel prices averaged \$2.43 per gallon this quarter, 8 percent lower than last quarter and 32 percent lower than the same quarter last year. Average truck rates for shipments between 501 and 1,500 miles were \$2.36 per mile, 3 percent lower than the previous quarter and 5 percent lower than the same quarter last year.

The effect of a change in diesel fuel prices is compounded for produce haulers because the 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 increase in fuel cost to shippers due to existing contracts, competition, and the need for backhaul cargo to cover at least some of the costs of operation. In addition, some shippers offer enough business to a company that the fuel surcharge is waived. In these cases, the total surcharge collected may not be reported or fully reimbursed to those paying for the fuel.

# Quarterly Truck Availability

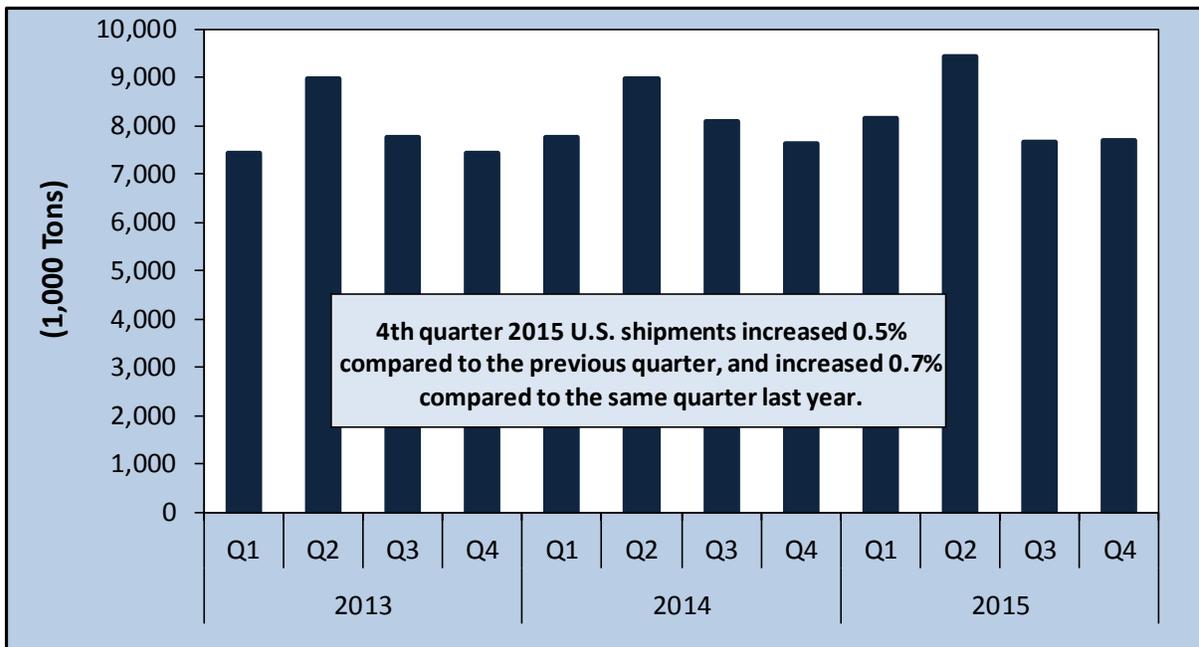
**Table 7: U.S. Fresh Fruit and Vegetable Truck Availability, 4th Quarter 2015**

Region <sup>1</sup>	Commodity <sup>1</sup>	Truck Availability												
		Surplus - 1		Slight Surplus - 2		Adequate - 3		Slight Shortage - 4		Shortage - 5				
		Week Ending <sup>1</sup>												
CALIFORNIA, CENTRAL, AND WESTERN ARIZONA		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Central San Joaquin Valley California	Applepears, Cantaloupe, Corn, Honeydew, Peppers, Plums, Pomegranates, Watermelon, Iceberg Lettuce, Persimmons, Kiwi	2	3		2	1	1	3	3	2	1	2	3	3
Kern District California	Carrots, Grapes	2	2	1	2	1	1	3	3	3	3	3	3	4
Oxnard District California	Cabbage, Cilantro, Leaf Lettuce, Lettuce Romaine, Raspberries,	2	2	1	2	1	1	3	3	3	3	3	3	4
Salinas-Watsonville California	Leaf Lettuce, Lettuce Romaine, Berries, Broccoli, Cauliflower, Lettuce,	2	2	1	2	1	1	3	3	3	3	3	3	4
Santa Maria California	Leaf Lettuce, Strawberries, Broccoli, Cauliflower, Iceberg, Romaine,	2	2	1	2	1	1	3	3	3	3	3	3	4
South District California	Bell Peppers, Citrus	1	1	1	1	1	1	1	1	1	1	1	1	4
Central And Western Arizona	Leaf Lettuce, Broccoli, Lettuce, Cantaloups, Honeydews, Iceberg Lettuce, Romaine Lettuce				2	1	1	3	3					
Imperial, Palo Verde And Coachella Valleys, California And Central And Western Arizona	Leaf Lettuce, Broccoli, Cauliflower, Iceberg Lettuce, Romaine Lettuce									3	3	3	3	4
FLORIDA		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
West District Florida	Tomatoes	3	1	1	1	1	2	2						
Central & South Florida	Berries, Tomatoes, Mixed Vegetables, Mixed Vegetables				1	1	2	2	3	2	3	2	4	4
GREAT LAKE (MI & WI)		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Central Wisconsin	Onions, Potatoes	3	3	3	2	2	3	4	4	3	1	3	3	3
Michigan	Onions, Apples	3	3	3	3	3	3	3	3	3	3	3	3	3
MEXICO BORDER CROSSINGS		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Mexico Crossings Through Texas	Carrots, Citrus, Tomatoes, Mixed Fruits, Vegetables, Watermelons	2	2	3	3	3	3	3	3	3	3	3	3	5
Mexico Crossings Through Nogales, Arizona	Tomatoes, Cucumbers, Melons, Squash, Mixed Vegetables				2	1	1	3	3	2	1	2	3	5
PACIFIC NORTHWEST (ID, OR, & WA)		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Columbia Basin Washington	Onions, Potatoes	2	2	3	3	3	3	4	4	4	3	3	4	4
Idaho And Malheur County, Oregon	Onions	4	4	3	3	3	3	4	4	4	3	3	4	4
Upper Valley, Twin Falls-Burley District Idaho	Potatoes	3	3	3	3	3	3	3	4	4	3	3	4	4
Yakima Valley & Wenatchee District Washington	Apples, Pears	3	3	3	3	3	3	3	3	3	3	3	3	3
SOUTHEAST (GA, SC, & NC)		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Eastern North Carolina	Sweet Potatoes	3	3	3	3	4	4	4	4	3	3	3	3	3
South Georgia	Corn, Peppers, Cabbage, Bell Peppers, Cucumbers, Squash, Beans, Eggplant, Greens, Peppers,, Greens,						3	3	3	3	3	3	3	3
TEXAS AND OKLAHOMA		10/6	10/13	10/20	10/27	11/3	11/10	11/17	11/24	12/1	12/8	12/15	12/22	12/29
Texas	Watermelons	2												
Lower Rio Grande Valley, Texas	Grapefruit, Oranges.				3	3	3	3	3	3	3	3	3	5

<sup>1</sup> Regions reported and commodities shipped vary by week, month, season, and year. Within a region, truck availability may vary by commodity and destination.  
 Source: weekly Fruit and Vegetable Truck Rate Report, Agricultural Marketing Service, Fruit and Vegetable Programs, Market News Division

## Reported U.S. Shipments

Figure 4: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Table 8: Reported U.S. Fruit and Vegetable Shipments (1,000 Tons)

Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	Annual
2015	8,166	9,434	7,663	7,699	32,962
2014	7,779	8,965	8,081	7,643	32,468
2013	7,451	8,972	7,762	7,444	31,629
2012	7,577	9,008	7,774	7,532	31,890
2011	7,007	8,981	7,887	7,988	31,863
2010	7,065	8,881	7,985	7,522	31,454
2009	7,158	8,728	7,990	7,270	31,147
2008	7,059	8,666	7,426	6,904	30,057
2007	6,959	8,585	7,475	7,099	30,118
2006	6,335	8,400	7,854	6,962	29,551
2005	6,877	8,324	7,737	7,387	30,325
2004	6,867	8,331	6,876	6,732	28,807
2003	6,824	8,013	7,043	6,684	28,564
2002	6,787	8,094	6,414	6,460	27,756
2001	6,822	8,144	6,314	6,471	27,751
2000	6,776	8,155	6,916	6,395	28,242

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

## Reported Shipments by Selected Commodities

Table 9: Reported Top 10 Commodity Shipments for 4th Quarter 2015 (1,000 Tons)

Commodity	4th Quarter 2015	Previous Quarter	Same Quarter Last Year	Current Quarter as % change from:	
				Previous Qtr	Same Qtr Last Year
Potatoes	1,194	1,034	1,205	15%	-1%
Apples	847	689	935	23%	-9%
Onions Dry	528	497	468	6%	13%
Tomatoes	359	292	373	23%	-4%
Lettuce, Iceberg	341	286	357	19%	-4%
Grapes	306	358	292	-15%	5%
Lettuce, Romaine	268	201	259	33%	3%
Avocados	253	246	206	3%	23%
Cucumbers	231	139	237	66%	-3%
Pears	212	104	213	104%	0%

# Regional Markets

## California

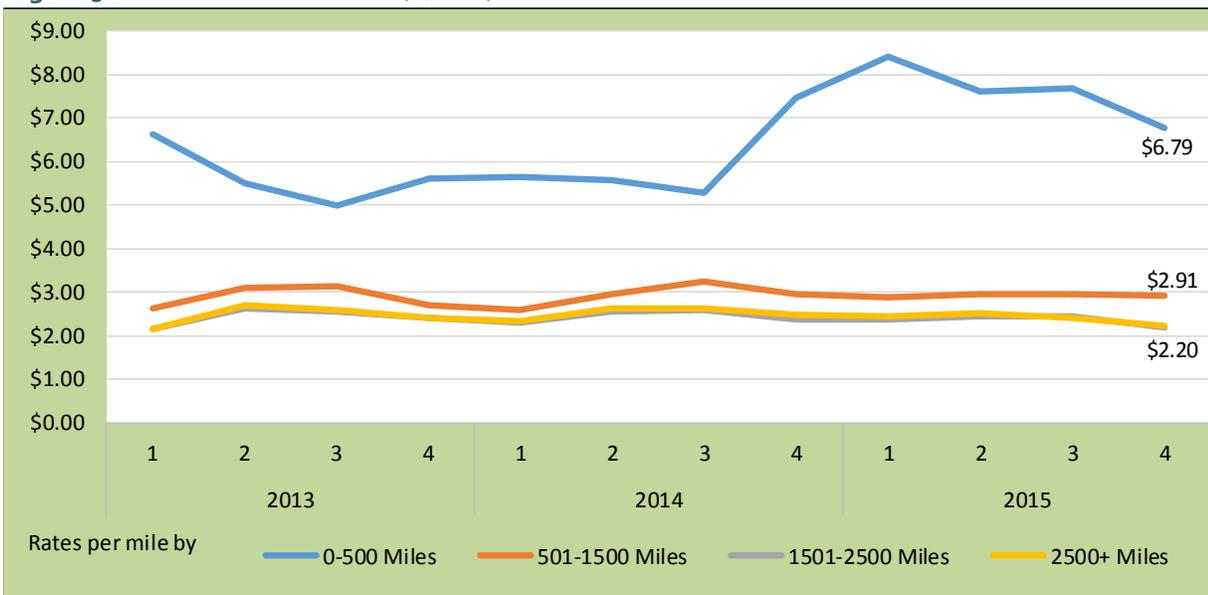
Table 10: Reported Top Five Commodities Shipped from California (1,000 tons)

Commodity	4th Quarter 2015	Share of California Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Grapes	306	22%	357	292	-14%	5%
Celery	182	13%	123	192	48%	-5%
Lettuce, Iceberg	150	11%	282	149	-47%	0%
Lettuce, Romaine	130	9%	200	121	-35%	8%
Lettuce, Processed	88	6%	25	75	255%	18%
<b>Top 5 Total</b>	<b>857</b>	<b>60%</b>	<b>987</b>	<b>829</b>	<b>-13%</b>	<b>3%</b>
<b>California Total</b>	<b>1,417</b>	<b>100%</b>	<b>2,794</b>	<b>1,416</b>	<b>-49%</b>	<b>0%</b>

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 5: California Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 6: California Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	October	November	December	4th Quarter
Central San Joaquin Valley California	2.75	3.00	3.00	2.92
Imperial, Palo Verde, And Coachella Valleys	n/a	n/a	3.20	3.20
Kern District California	1.75	2.00	3.20	2.32
Oxnard District California	1.75	2.04	3.20	2.33
Salinas-Watsonville California	1.75	2.00	3.14	2.30
Santa Maria California	1.75	2.00	3.22	2.32
South District California	1.00	1.00	1.60	1.20
<b>Regional Average Availability</b>	<b>1.79</b>	<b>2.01</b>	<b>2.94</b>	<b>2.24</b>
<b>Diesel Fuel Price (\$/gallon)</b>	<b>2.81</b>	<b>2.77</b>	<b>2.64</b>	<b>2.74</b>

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

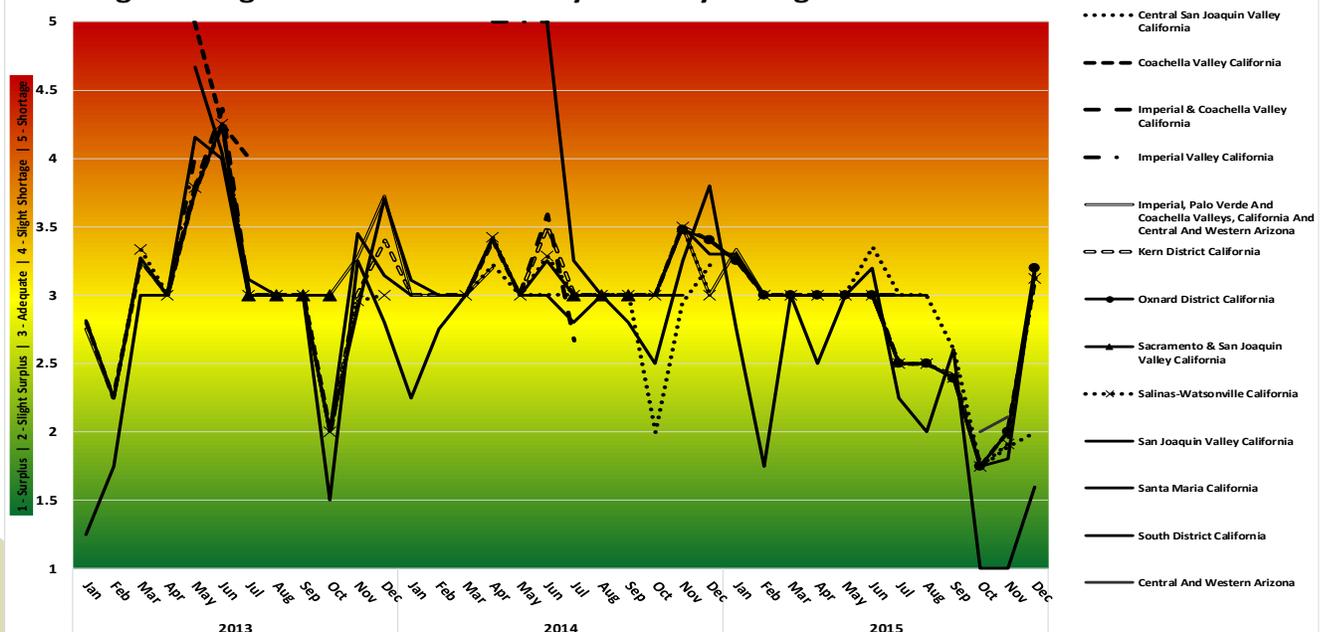
For the purpose of this report the California sub-group of the West Coast PAD District 5 was used to represent the diesel fuel price.

**Volume:** Total reported shipments of fruits and vegetables from California during the 4th quarter of 2015 were 1.42 million tons, relatively unchanged from the same quarter last year. The sum of the top five commodities increased 3 percent from the same quarter last year. Grape shipments rebounded 5 percent from last year's drought reduced crop. Weather induced supply restrictions of lettuce in Arizona likely encouraged the increase in California shipments of romaine and processed lettuce.

**Rates:** The quarterly average truck rate for shipments between 501 and 1,500 miles was \$ 2.91 per mile, 1.6 percent lower than the previous quarter, but 2 percent lower than same quarter last year.

**Truck Overview:** Diesel fuel prices averaged \$ 2.74 per gallon, 7.4 percent lower than last quarter and 27 percent lower than the same period last year. Truck availability for California trended from a slight surplus at the beginning of the quarter to adequate by the end of the quarter.

Fig 7: Refrigerated Truck Availability Monthly Ratings for California



## Pacific Northwest (PNW)

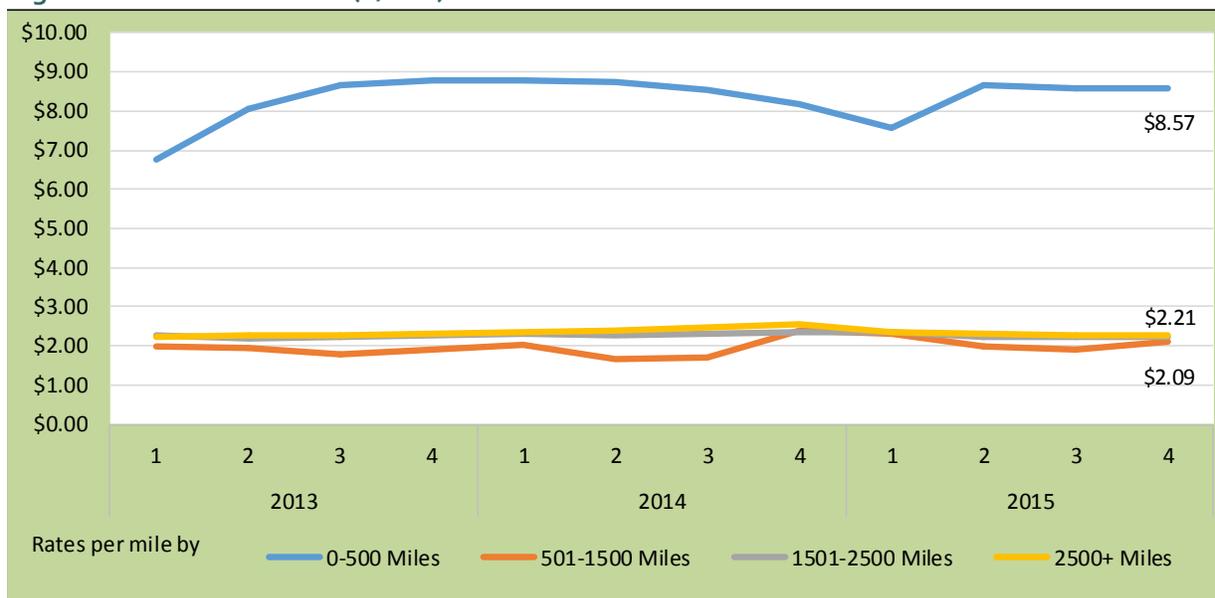
Table 11: Reported Top Five Commodities Shipped from PNW (1,000 tons)

Commodity	4th Quarter 2015	Share of PNW Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Apples	668	38%	603	762	11%	-12%
Potatoes	527	30%	481	525	9%	0%
Onions Dry	367	21%	219	324	68%	13%
Pears	206	12%	68	207	204%	-1%
Cranberries	1	0.1%	0.1	1	-	2%
<b>Top 5 Total</b>	<b>1,768</b>	<b>100%</b>	<b>1,371</b>	<b>1,819</b>	<b>29%</b>	<b>-3%</b>
<b>PNW Total</b>	<b>1,768</b>	<b>100%</b>	<b>1,456</b>	<b>1,819</b>	<b>21%</b>	<b>-3%</b>

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Figure 8: PNW Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 9: PNW Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	October	November	December	4th Quarter
Columbia Basin Washington	2.50	3.50	3.60	<b>3.20</b>
Idaho And Malheur County, Oregon	3.50	3.50	3.60	<b>3.53</b>
Upper Valley, Twin Falls-Burley District Idaho	3.00	3.25	3.60	<b>3.28</b>
Yakima Valley & Wenatchee District Washington	3.00	3.00	3.00	<b>3.00</b>
<b>Regional Average Availability</b>	<b>3.00</b>	<b>3.31</b>	<b>3.45</b>	<b>3.25</b>
<b>Diesel Fuel Price (\$/gallon)</b>	<b>2.58</b>	<b>2.57</b>	<b>2.40</b>	<b>2.51</b>

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

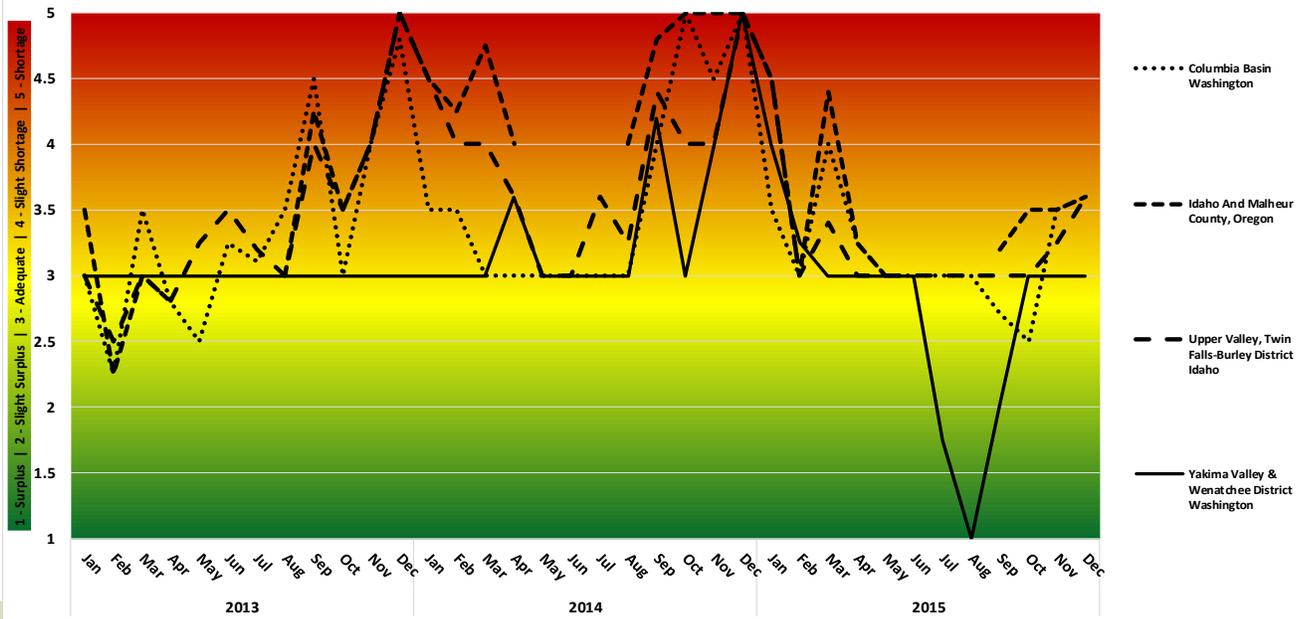
For the purpose of this report the West Coast less California District was used to represent the diesel fuel price for PNW.

**Volume:** Total reported shipments of fruits and vegetables from the PNW during the 4th quarter of 2015 were 1.77 million tons, a decrease of 3 percent from the same quarter last year. The sum of the top 5 commodities decreased 3 percent as well. Shipments of apples and potatoes remain the top commodities shipped from the PNW—representing about 68 percent of the reported shipments. However, apple shipments fell 12 percent from last year, while potatoes remained relatively unchanged. The Packer reports that apple production is down from last year, but overall U.S. supplies are good. Washington apple production was down from last year, and fruit size is smaller as well.

**Rates:** The quarterly average truck rate for shipments between 501 and 1,500 miles was \$ 2.09 per mile, 10 percent higher than the previous quarter but 13 percent lower than same quarter last year.

**Truck Overview:** Diesel fuel prices averaged \$ 2.52 per gallon, 7 percent lower than last quarter and 30 percent lower than the same period last year. Truck availability ranged from adequate to a slight shortage in the PNW. The slight shortages occurred in November and mostly December.

Fig 10: Refrigerated Truck Availability Monthly Ratings for the PNW



## Mexico Border Crossings

Table 12: Reported Top Five Commodities Shipped from Mexico-Tot (1,000 tons)

Commodity	4th Quarter 2015	Share of Mexico-Tot Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Avocados	245	12%	198	196	24%	25%
Cucumbers	180	9%	72	180	151%	0%
Tomatoes	162	8%	97	164	68%	-1%
Peppers, Other	156	8%	114	152	37%	3%
Limes	126	6%	134	112	-5%	13%
<b>Top 5 Total</b>	<b>870</b>	<b>44%</b>	<b>614</b>	<b>803</b>	<b>42%</b>	<b>8%</b>
<b>Mexico-Tot Total</b>	<b>1,984</b>	<b>100%</b>	<b>1,289</b>	<b>1,816</b>	<b>54%</b>	<b>9%</b>

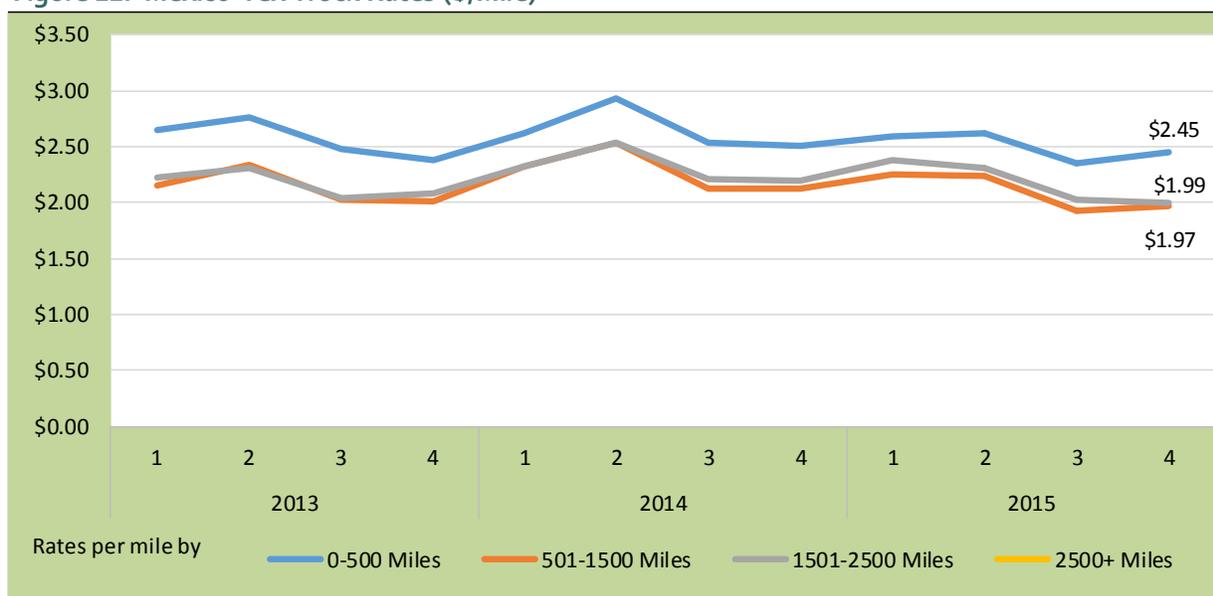
Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

Table 13: Top 5 Commodities Shipped to U.S from Mexico by State of Entry (1,000 tons)

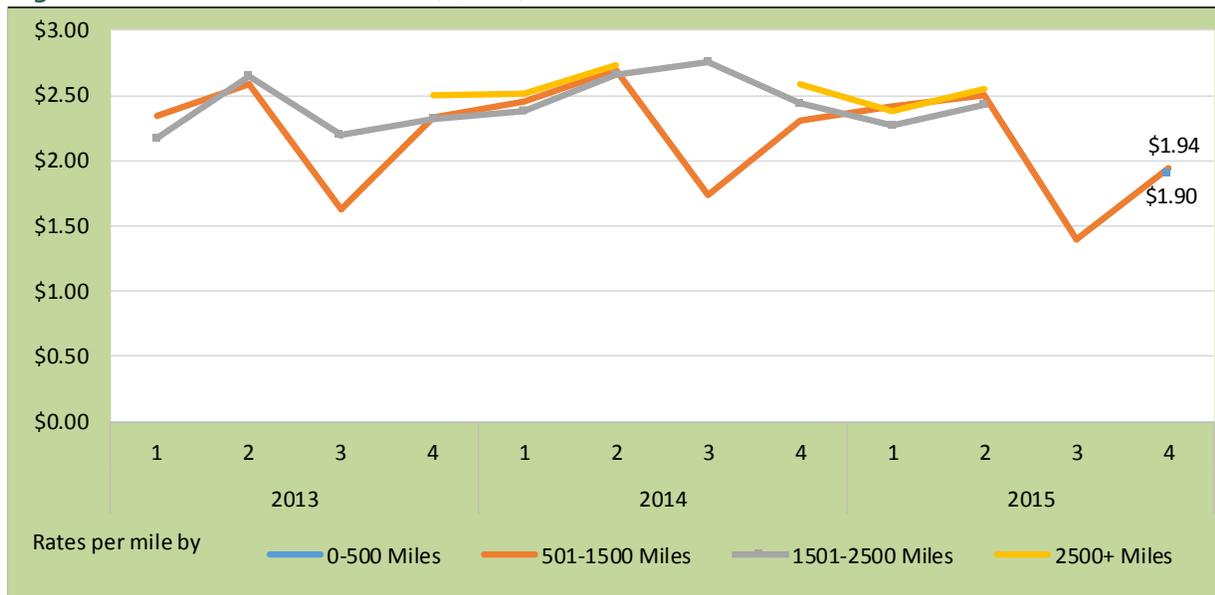
Texas		California		Arizona	
Avocados	236	Tomatoes, Plum Type	45	Cucumbers	125
Tomatoes	114	Onions Green	35	Squash	102
Limes	107	Misc Tropical	32	Watermelons, Seedless	89
Broccoli	64	Peppers, Other	19	Peppers, Bell Type	39
Tomatoes, Plum Type	56	Cucumbers	15	Honeydews	38
Other	435	Other	146	Other	192
<b>Total</b>	<b>1,012</b>	<b>Total</b>	<b>292</b>	<b>Total</b>	<b>585</b>

Figure 11: Mexico-Tex Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 12: Mexico-Ari Truck Rates (\$/Mile)



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

Figure 13: Mexico Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	October	November	December	4th Quarter
Mexico Crossings Through Nogales, Arizona	2.00	2.18	2.60	2.26
Mexico Crossings Through Texas	2.50	3.00	3.40	2.97
<b>Regional Average Availability</b>	2.25	2.59	3.00	2.61
<b>Diesel Fuel Price, through Arizona(\$/gallon)</b>	2.58	2.57	2.40	2.51
<b>Diesel Fuel Price, through Texas (\$/gallon)</b>	2.32	2.29	2.19	2.27

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

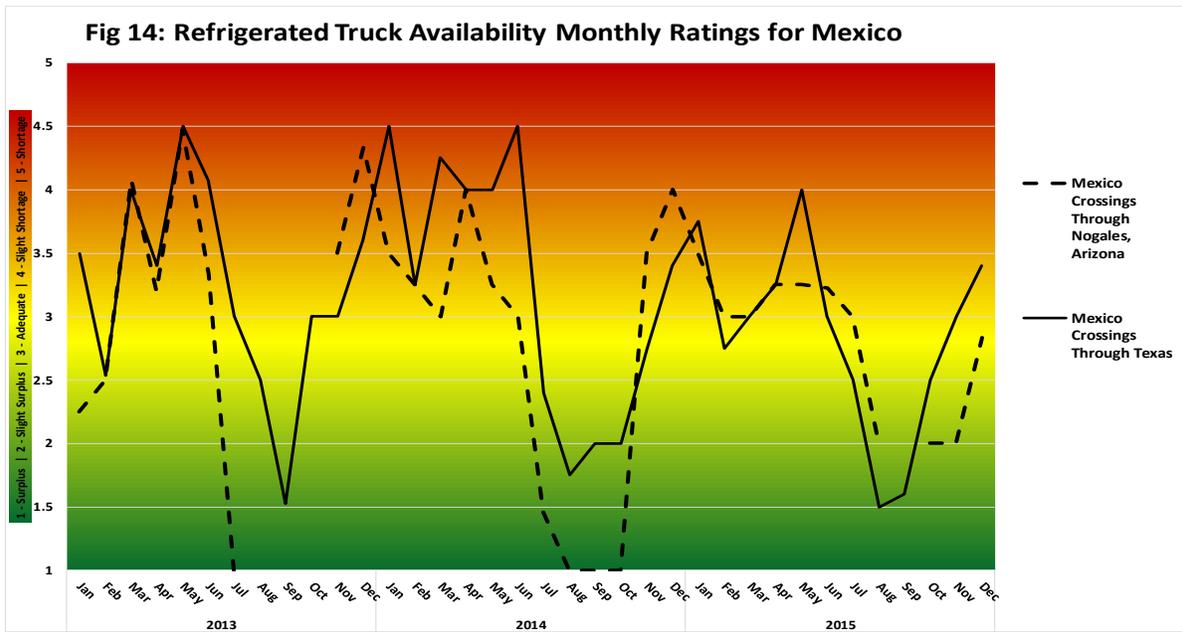
For the purpose of this report the Gulf Coast PAD District 3 was used to represent the diesel fuel price through Texas.

For the purpose of this report the West Coast less California District was used to represent the diesel fuel price through Arizona.

**Volume:** Total reported shipments of fruits and vegetables from Mexico during the 4th quarter of 2015 were 1.98 million tons, a 9 percent increase from the same quarter last year. The sum of the top 5 commodities increased 8 percent from last year. Avocado shipments reached a new high at 245,000 shipments during the 4th quarter, a 25 percent increase from the same quarter last year. Demand for avocados continues to strength in the United States. In fact, quarterly shipments of avocados from Mexico have increased more than 54 percent since 2012.

**Rates:** Truck rates for shipments between 501 and 1,500 miles through the Texas border crossings averaged \$1.97 per mile, up 2 percent from last quarter, but 7 percent lower than the same quarter last year. Rates for shipments between 501 and 1,500 miles through the Arizona border crossings averaged \$ 1.94 per mile, up 39 percent from last quarter, but 16 percent less than the same quarter last year.

**Truck Overview:** Diesel fuel prices for border crossings through Texas averaged \$ 2.27 per gallon, 9 percent lower than the previous quarter, and 35 percent lower than the same quarter last year. Diesel fuel prices for border crossings through Arizona averaged \$ 2.52 per gallon, 7 percent lower than the previous quarter, and 30 percent lower than the same period last year. Truck availability ranged from a slight surplus to adequate during the quarter.



# Arizona

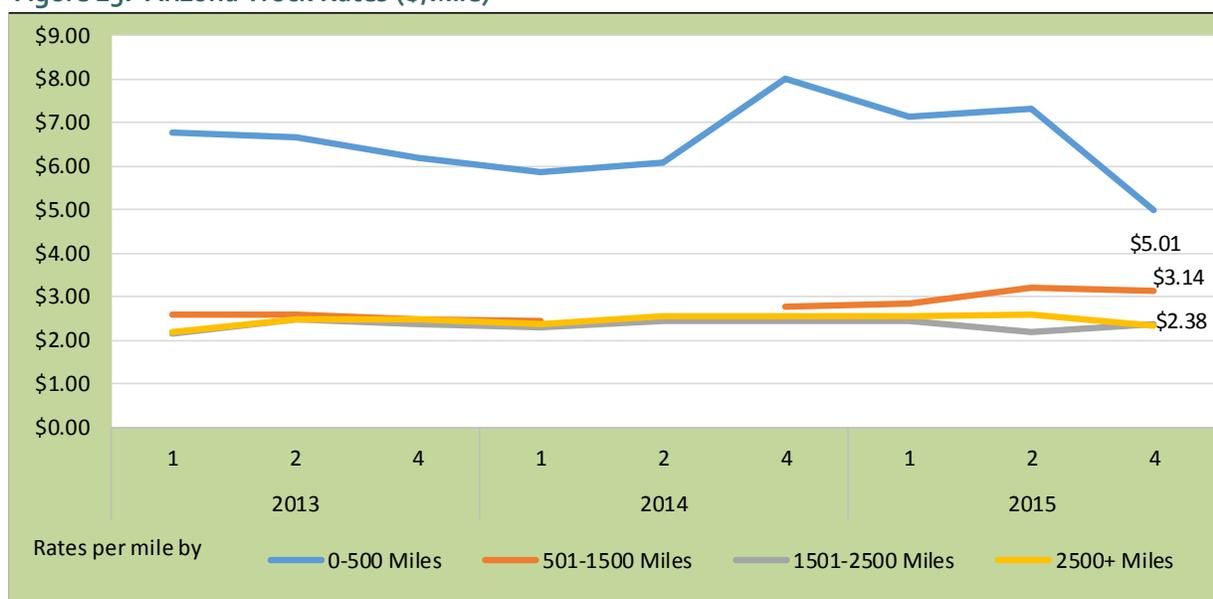
**Table 14: Reported Top Five Commodities Shipped from Arizona (1,000 tons)**

Commodity	4th Quarter 2015	Share of Arizona Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Lettuce, Iceberg	170	34%	0	187	-	-9%
Lettuce, Romaine	126	25%	0	126	-	0%
Cantaloups	64	13%	20	58	212%	10%
Lettuce, Processed	40	8%	0	42	-	-6%
Lettuce, Green Leaf	22	4%	0	15	-	46%
<b>Top 5 Total</b>	<b>422</b>	<b>84%</b>	<b>20</b>	<b>428</b>	<b>1970%</b>	<b>-1%</b>
<b>Arizona Total</b>	<b>502</b>	<b>100%</b>	<b>47</b>	<b>523</b>	<b>959%</b>	<b>-4%</b>

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

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



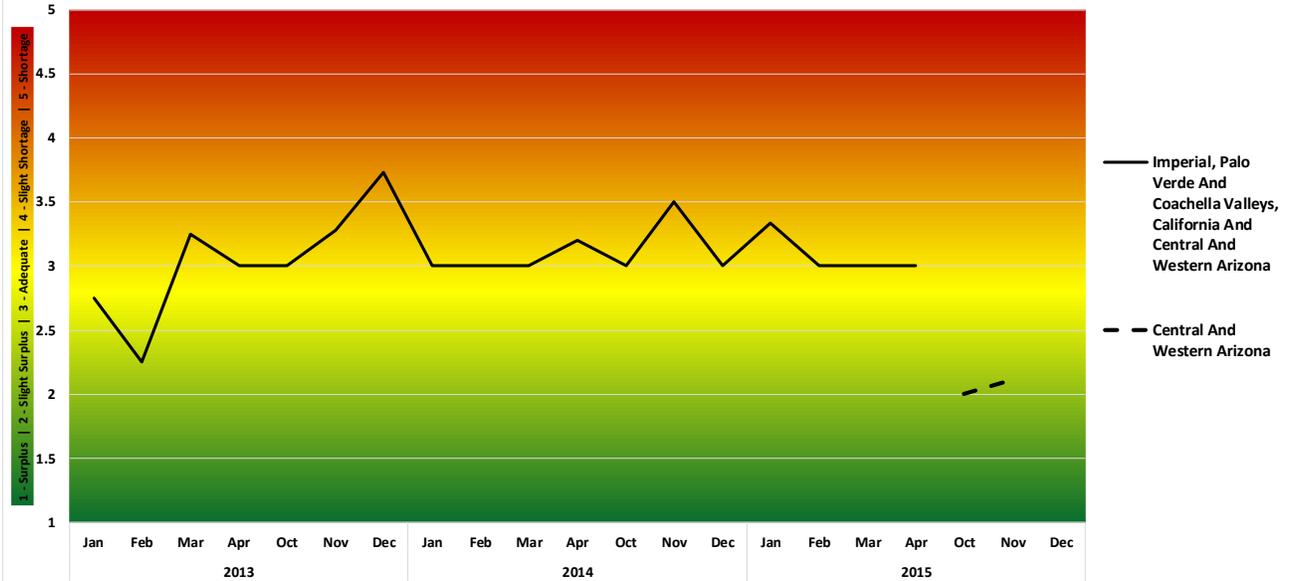
Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

**Volume:** Total reported shipments of fruits and vegetables from Arizona during the 4th quarter of 2015 were 502,000 tons, a 4 percent decrease from the same quarter last year. The sum of the top five commodities decreased only 1 percent from the same quarter last year, with strong increases for cantaloupes and green leaf lettuce; however, the iceberg, romaine, and processed lettuce shipments were flat to down. The Packer reported unusually warm temperatures during the first part of the quarter and unusually cold even freezing temperatures during the latter part of the quarter. This pattern caused weak supplies of many lettuce varieties, pushing prices higher than normal.

**Rates:** The quarterly average truck rate for shipments between 501 and 1,500 miles was \$3.14 per mile, 14 percent higher than same quarter last year.

**Truck Overview:** Diesel fuel prices averaged \$2.52 per gallon, 7 percent lower than last quarter, and 30 percent lower than the same period last year. Truck availability for Arizona was a slight surplus to adequate during the quarter.

**Fig 16: Refrigerated Truck Availability Monthly Ratings for Arizona**



**Figure 17: Arizona Truck Overview**

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	October	November	December	4th Quarter
Central And Western Arizona	2.00	2.14	n/a	<b>2.07</b>
Imperial, Palo Verde And Coachella Valleys, California And Central And Western Arizona	n/a	n/a	3.20	<b>3.20</b>
<b>Regional Average Availability</b>	2.00	2.14	3.20	<b>2.45</b>
<b>Diesel Fuel Price (\$/gallon)</b>	2.58	2.57	2.40	<b>2.51</b>

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

For the purpose of this report the West Coast less California District was used to represent the diesel fuel price for Arizona.

# Florida

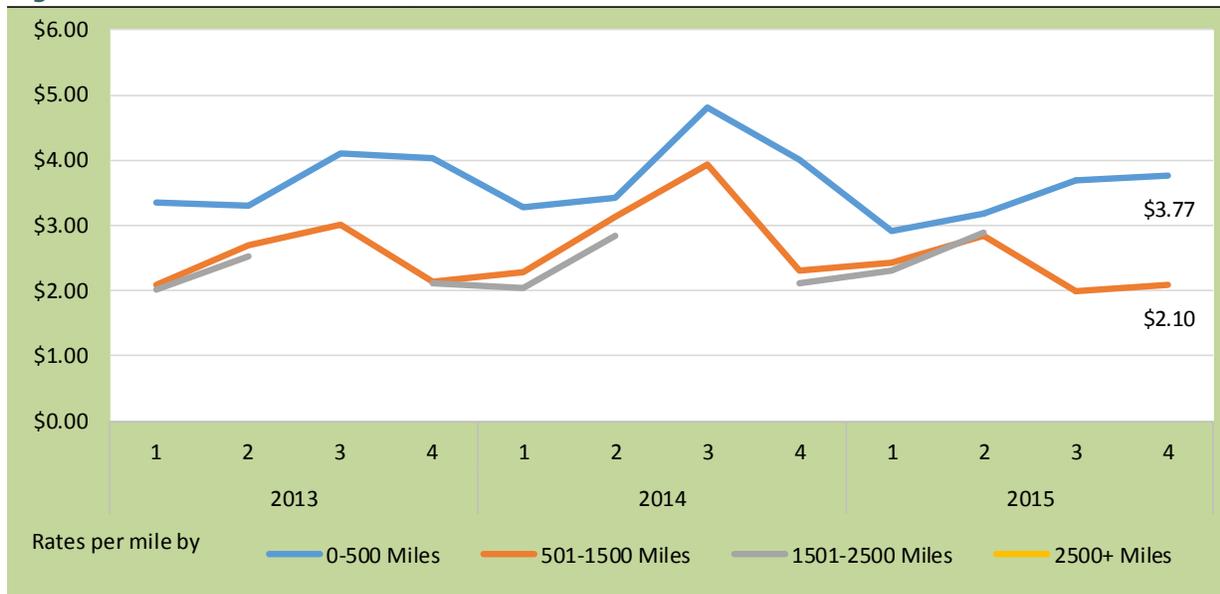
**Table 15: Reported Top Five Commodities Shipped from Florida (1,000 tons)**

Commodity	4th Quarter 2015	Share of Florida Total	Previous Quarter	Same Quarter Last Year	Current Quarter as %	
					Previous Qtr	Same Qtr Last Year
Tomatoes	126	25%	2	128	-	-2%
Grapefruit	76	15%	0.3	93	-	-18%
Oranges	56	11%	6	56	-	1%
Peppers, Bell Type	44	9%	-	39	-	12%
Cucumbers	27	5%	0.1	27	-	-1%
<b>Top 5 Total</b>	<b>329</b>	<b>65%</b>	<b>8</b>	<b>343</b>	-	<b>-4%</b>
<b>Florida Total</b>	<b>505</b>	<b>100%</b>	<b>27</b>	<b>532</b>	<b>1744%</b>	<b>-5%</b>

Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

"-" indicates no reported shipments during the quarter.

**Figure 18: Florida Truck Rates (\$/Mile)**



Source: Agricultural Marketing Service, Specialty Crops Programs, Market News Division

**Volume:** Total reported shipments of fruits and vegetables from Florida during the 4th quarter of 2015 were 505,000 tons, a 5 percent decrease from the same quarter last year. The sum of the top five commodities was 4 percent below the same quarter last year. Tomatoes, grapefruit, and cucumbers decreased compared with last year. The Packer reported Florida citrus growers continue to battle the citrus greening disease, also known as HLB or huanglongbing. HLB has effected grapefruit production and shipments from Florida.

**Rates:** The quarterly average truck rate for shipments between 501 and 1,500 miles was \$ 2.10 per mile, 6 percent higher than the previous quarter, but 9 percent lower than same quarter last year.

**Truck Overview:** Diesel fuel prices averaged \$2.35 per gallon, 9 percent lower than last quarter and 32 percent lower than the same period last year. Truck availability for Florida ranged from a slight surplus at the beginning of the quarter to adequate by the end of the quarter.

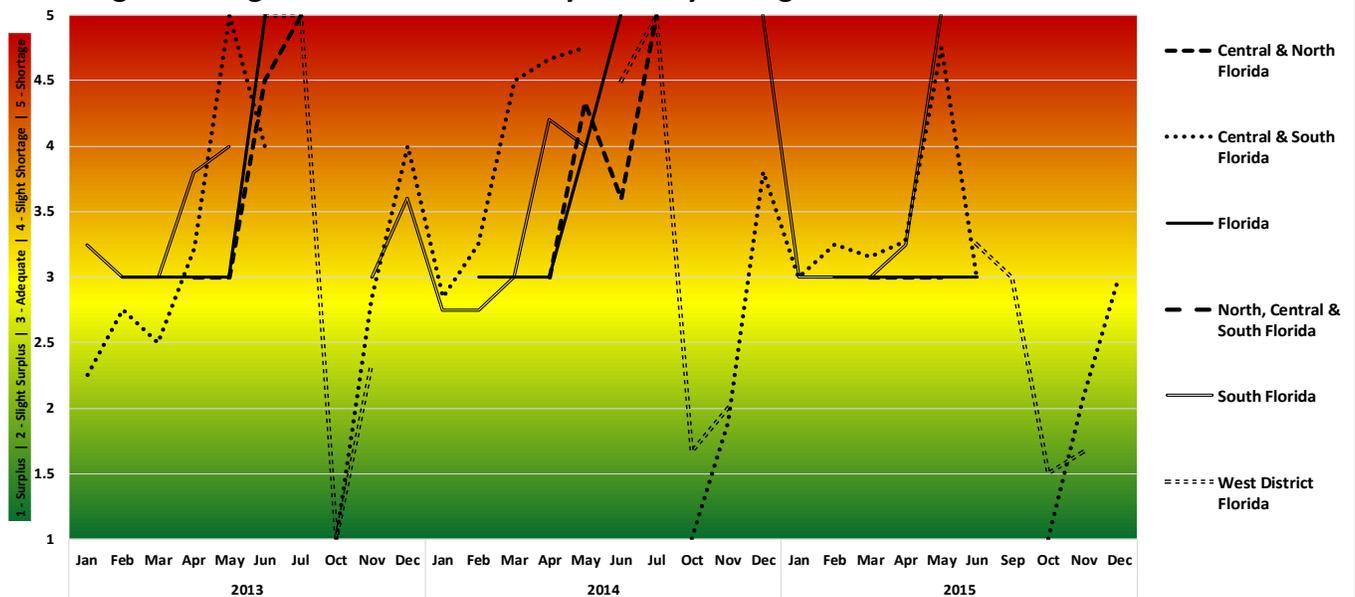
Figure 19: Florida Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage			
	October	November	December	4th Quarter
Central & South Florida	1.00	2.00	3.00	<b>2.00</b>
West District Florida	1.50	1.67	n/a	<b>1.58</b>
<b>Regional Average Availability</b>	1.25	1.83	3.00	<b>2.03</b>
<b>Diesel Fuel Price (\$/gallon)</b>	2.43	2.39	2.23	<b>2.35</b>

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

For the purpose of this report the Lower Atlantic District was used to represent the diesel fuel price for Florida.

Fig 20: Refrigerated Truck Availability Monthly Ratings for Florida



## Terms and References

**Data Sources:** This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report* by USDA, Agricultural Marketing Service (AMS), Fruit and Vegetable Programs, Market News Division. 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 Idaho, Oregon, and Washington. The Great Lakes region includes Michigan, Minnesota, and Wisconsin. The Southeast region includes North Carolina, South Carolina and Georgia.

**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 interstate 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 1,000 tons for this report. Mexican border crossings through Arizona and Texas data is obtained from the Department of Homeland Security (DHS), U.S. Customs and Border and Protection (CBP) through USDA, AMS, Market News.

**Rates:** This information is compiled from the weekly *Fruit and Vegetable Truck Rate Report*. 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 trailers. During Quarter 3, less than 20 percent of onions hauled from Washington, Idaho, and Oregon are on open flatbeds.

**Regional Rates:** Rate data for 10 destination markets are used to calculate average origin regional rates.

**National Rates:** The national rates reflect the average of the regional rates, separated by mileage category and weighted by volume between origin and destination.

## Contact Us

Coordinator April Taylor	<a href="mailto:April.Taylor@ams.usda.gov">April.Taylor@ams.usda.gov</a>	202.295.7374
Quarterly Overview, U.S. Diesel Prices April Taylor	<a href="mailto:April.Taylor@ams.usda.gov">April.Taylor@ams.usda.gov</a>	202.295.7374
Regulatory News/Updates Brian McGregor	<a href="mailto:Brian.McGregor@ams.usda.gov">Brian.McGregor@ams.usda.gov</a>	202.720.0035
Regional Analysis—Southeast, Great Lakes, PNW, California, Mexico April Taylor	<a href="mailto:April.Taylor@ams.usda.gov">April.Taylor@ams.usda.gov</a>	202.295.7374
U.S. Truck Rates and Shipments Pierre Bahizi	<a href="mailto:Pierre.Bahizi@ams.usda.gov">Pierre.Bahizi@ams.usda.gov</a>	202.690.0992
Truck Availability Jesse Gastelle	<a href="mailto:Jesse.gastelle@ams.usda.gov">Jesse.gastelle@ams.usda.gov</a>	202.690.1144
Specialty Crops Programs, Market News Division Data Terry Long	<a href="mailto:Terry.Long@ams.usda.gov">Terry.Long@ams.usda.gov</a>	202-720-2745
To subscribe, please send e-mail to: (Printed copies are available upon request.)	<a href="mailto:April.Taylor@ams.usda.gov">April.Taylor@ams.usda.gov</a>	

### Related Websites:

Specialty Crops Programs

<http://www.ams.usda.gov/about-ams/programs-offices/specialty-crops-program>

Fruit and Vegetable Truck Report

<http://www.ams.usda.gov/market-news/fruits-vegetables>

Economic Research Service Vegetable and Pulses

<http://www.ers.usda.gov/topics/crops/vegetables-pulses.aspx>

Economic Research Service Fruit and Tree Nuts

<http://www.ers.usda.gov/topics/crops/fruit-tree-nuts.aspx>

National Agricultural Statistics Service, Crops

[http://www.nass.usda.gov/Statistics\\_by\\_Subject/index.php?sector=CROPS](http://www.nass.usda.gov/Statistics_by_Subject/index.php?sector=CROPS)

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