



Agricultural Refrigerated Truck Quarterly

1st Quarter, 2018 January—March

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Feature Article

2017 Overview of Intermodal and Rail Shipments from California and the Pacific Northwest

In 2017, investments in refrigerated facilities and technology have increased the long -haul capacity for shipping fresh fruits and vegetables by intermodal and rail. Furthermore, increasing fuel costs and a driver shortage for trucks may further increase demand for shipping fresh produce by intermodal and rail. This article provides an overview of the short term and long term trends impacting refrigerated shipments of fresh fruit and vegetables by intermodal and rail, including industry and regional highlights.

Developments in Refrigerated Service for Intermodal and Rail

Since 2012, the overall trend for intermodal and rail shipments of fresh fruit and vegetables has been decreasing for shipments originating in California and the Pacific Northwest (PNW), with a 42 percent decrease between 2012 and 2017 (Figure 1). Combined rail and intermodal shipments decreased from 1,602,445 tons in 2012 to 937,265 tons in 2017. Between 2016 and 2017, rail shipments decreased 22,055 tons and intermodal shipments decreased 3,230 tons.

The demise of Cold Train—a major provider of refrigerated railcar service through its partnership with BNSF Railway—in 2014 decreased the availability of intermodal and rail service for fresh produce, but recent developments may reverse the trend. In January 2017, Union Pacific (UP) announced it had acquired Railex LLC's refrigerated railcar and cold storage distribution facilities in Delano, CA; Wallula, WA; and Rotterdam, NY. Railex had been a refrigerated railcar service and third-party logistics company partnered with UP which connects to CSX for through-service to Rotterdam. UP announced the purchase would offer its customers increased access to additional cold-chain capacity and service. In October 2017, <u>UP announced</u> it would increase the frequency from 3 to 5 days per week for *Cold Connect* on east-bound departures from California and Washington.

¹Together, California and the Pacific Northwest accounted for about 91 percent of originations for refrigerated produce shipments by intermodal and rail in 2017.

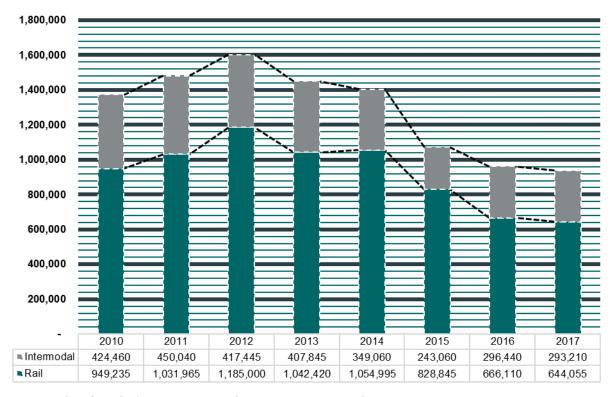


Figure 1.California and PNW Intermodal and Rail Shipments: 2010-17 (Tons)

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

Furthermore, recent trends in rising diesel prices and truck rates may make refrigerated shipments by intermodal and rail more competitive relative to truck. Diesel prices rose from \$2.47 per gallon at the end of 2016 to \$2.87 per gallon by the end of 2017. According to Tiger Cool Express, rising diesel prices make trucks a less competitive option to intermodal and rail. This is because diesel fuel makes up a higher percentage of the variable costs associated with truck movements. Thus, changes in diesel prices have a larger impact on truck pricing than rail pricing. Diesel fuel averaged close to \$4.00 per gallon in 2012, during the peak year for shipments by intermodal and rail, but shipments by intermodal and rail decreased in the following years as did diesel prices. However, increasing diesel prices could reverse this trend. In addition, strong economic growth in 2017 increased demand for shipments by truck, putting upward pressure on truck rates while decreasing capacity. Truck availability at most shipping points ranged from adequate to a full shortage throughout 2017, indicating tight truck capacity and potentially causing some shippers to consider seeking capacity for shipments of fresh produce via intermodal or rail.²

Regional Highlights

California

In 2017, reported intermodal shipments of two types of lettuce—iceberg and romaine—increased from the previous year. Reported shipments increased 24 percent (10,125 tons) for iceberg lettuce and 28 percent (7,280) for romaine lettuce. Conversely, reported shipments of lemons decreased 50 percent (112,230 tons), possibly due to a lighter lemon crop in 2017.³

²4th Quarter 2017 Agricultural Refrigerated Truck Quarterly, "Refrigerated Truck Rates Reach Historic Highs."

Table 1 Intermodal and Rail Shipments Originated in California during 2016 and 2017 (short tons)

		R	tail			Inter	modal	
Commodity	Volu	ıme	C	hange	Volu	ıme	Cł	ange
Commodity	2016	2017	Tons	Percentage	2016	2017	Tons	Percent- age
Apples	275		(275)	-100%	745	400	(345)	-46%
Artichokes			-	-	175	25	(150)	-86%
Avocados	275		(275)	-100%	6,115	905	(5,210)	-85%
Broccoli	7,390	4,210	(3,180)	-43%	10,945	12,085	1,140	10%
Cantaloupes	16,345	8,450	(7,895)	-48%	8,325	7,260	(1,065)	-13%
Carrots	43,065	54,770	11,705	27%	8,620	13,210	4,590	53%
Cauliflower	,	,	-	-	3,440	5,720	2,280	66%
Celery	16,760	17,190	430	3%	28,085	35,385	7,300	26%
Grapefruit	160	240	80	50%	1,500	1,265	(235)	-16%
Grapes	475	1,470	995	209%	15,665	15,940	275	2%
Grapes-Mixed Juice			-	-	335	540	205	61%
Honeydews	2,680	4,215	1,535	57%	3,205	3,160	(45)	-1%
Lemons	1,335	70	(465)	-35%	25,820	12,115	(13,70 5)	-53%
Lettuce, Iceberg		75	75	-	42,355	52,480	10,125	24%
Lettuce, Processed			-	-		25	25	-
Lettuce, Romaine			-	-	25,720	33,000	7,280	28%
Lettuce-Other			-	-	1,945	2,225	280	14%
Mixed And Misc Mel- ons			-	-	125		(125)	-100%
Nectarines		2,270	2,270	-	2,290	2,825	535	23%
Onions Dry	11,570	15,045	3,475	30%	15,115	7,940	(7,175)	-47%
Oranges	66,785	53,300	(13,48 5)	-20%	43,970	38,370	(5,600)	-13%
Peaches	3,665	5,385	1,720	47%	3,150	2,300	(850)	-27%
Pears	55	10,255	10,200	18545%	895	1,140	245	27%
Peppers, Bell Type			-	-	1,510	4,780	3,270	217%
Persimmons	240		(240)	-100%	30		(30)	-100%
Plums	1,695	3,235	1,540	91%	800	640	(160)	-20%
Pomegranates	165		(165)	-100%		40	40	-
Potatoes	24,190	14,200	(9,990)	-41%	735	2,405	1,670	227%
Sweet Potatoes	300	500	200	67%	4,440	4,080	(360)	-8%
Tomatoes			-	-	1,745	3,020	1,275	73%
Watermelons				<u>-</u>		20	20	
Watermelons, Seed- less		55	55	-	1,060	1,260	200	19%
<u>Total</u>	197,425	<u>195,735</u>	(1,690)	<u>-1%</u>	258,860	264,560	<u>5,700</u>	<u>2%</u>

Source: Annual Specialty Crops Shipments. Fresh Fruit and Vegetable Shipments by Commodities, States and Months. FVAS-4. Calendar Year 2017 and 2016. Table 3. Agricultural Marketing Service, Specialty Crops Program, Market News Division

In 2017, reported rail shipments of pears increased 18,545 percent (10,200 tons). USDA reported although overall pear production in the U.S is declining, production in California increased 9-10 percent due to favorable weather and a good bloom set.⁴ Reported shipments decreased 20 percent (13,480 tons) for oranges due to the overall decline in annual citrus production and, specifically, the drought-stressed trees from the previous season in California.

Pacific Northwest⁵

In 2017, reported intermodal shipments decreased 72 percent (4,995 tons) for dry onions. The Packer reported poor market conditions in 2016 led to a decrease in onion acreage in the Colombia Basin in 2017.⁶

Reported rail shipments increased 5 percent (8,925 tons) for potatoes. According to an article in Capital Press, Union Pacific's refrigerated food train, *Cold Connect*, is using new refrigerated railcars specifically designed for potatoes and had an 18 percent increase in potato shipments in 2017. *Cold Connect* runs from Washington to New York in 8 to 9 days with stops along the way, including a stop in Idaho to load potatoes. This service is about 4 days quicker than conventional rail service as it uses a dedicated train and does not need to be reconfigured.

Table 2 Intermodal and Rail Shipments Originated in Pacific Northwest during 2016 and 2017 (short tons)

	Rail						Intermodal						
Commodity	Volu	Volume		nge	Vol	ume	Change						
	2016	2017	Tons	Percent- age	2016	2017	Tons	Percent- age					
Apples	120,275	114,550	(5,725)	-5%	15,275	13,180	(2,095)	-14%					
Onions Dry	153,830	130,310	(23,520)	-15%	6,980	1,985	(4,995)	-72%					
Pears	380	330	(50)	-13%	1,130	2,045	915	81%					
Potatoes	194,080	203,005	8,925	5%	14,195	11,440	(2,755)	-19%					
Potatoes- Seed	120	125	5	4%			-	-					
<u>Total</u>	<u>468,685</u>	<u>448,320</u>	<u>(20,365)</u>	<u>-4%</u>	<u>37,580</u>	<u>28,650</u>	<u>(8,930)</u>	<u>-24%</u>					

Source: Annual Specialty Crops Shipments. Fresh Fruit and Vegetable Shipments by Commodities, States and Months. FVAS-4. Calendar Year 2017 and 2016. Table 3. Agricultural Marketing Service, Specialty Crops Program, Market News Division

³ Offner, Jim. "Lighter lemon crop on tap this year." The Packer. October 17, 2017.

⁴ USDA. *Fruit and Tree Nuts Outlook.* September 29, 2017.

⁵ Idaho, Oregon, and Washington

⁶Crawford, Chris. "Washington, Oregon onions delayed by weather." The Packer. August 14, 2017.

Conclusion

For some shippers, moving perishable goods by truck will always be the most economical option. However, improvements in the refrigerated supply chain for intermodal and rail may make this a viable option for additional shippers, especially over long-haul routes. Furthermore, even if shipments by rail typically take several days longer than by truck, shippers may be willing to trade time for capacity and lower costs if the truck capacity crunch and rising diesel prices persist.

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Quarterly Overview

Fruit and Vegetable Shipments

Reported U.S. truck shipments of fresh produce during the first quarter of 2018 were 7.99 million tons, 3 percent higher than the previous quarter, but 0.4 percent lower than the same quarter last year.

Shipments from Mexico were the highest in the first quarter, totaling 1.21 million tons and accounting for 38 percent of the total reported shipments of fresh fruits and vegetables. Shipments from the Pacific Northwest totaled 725,000 tons, representing 23 percent of the reported shipments. Movements from Arizona totaled nearly 300,000 tons, representing 9 percent of the reported total.

The following top five commodities accounted for 41 percent of the reported truck movements during the first quarter of 2018:

- ► Potatoes (14 percent)
- ► Apples (11 percent)
- ► Onion, dry (7 percent)
- ► Tomatoes (5 percent)
- ► Avocados (4 percent)

Truck Rates

The table below provides a snapshot of quarterly truck rates for U.S. produce shipments over four mileage categories—o-500, 501-1,500, 1,501-2,500, and 2,500+ miles. Please note the U.S. average truck rates provided below are calculated using weighted regional rates and volumes.

U.S. Ave	rage Fruit and \	Vegetable Trucl	k Rates per Mile	e
	o-500 miles	501-1,500 miles	1,501-2,500 miles	2,500 miles +
Q1 2017	2.81	1.86	2.05	1.05
Q2 2017	4.10	2.40	2.12	1.04
Q3 2017	5.06	2.52	2.25	1.26
Q4 2017	3.16	2.55	2.52	1.22
Q1 2018	3.05	2.64	2.54	1.04
Q4 Change from Previous Quarter	-3%	3%	0.5%	-14%
Q4 Change from Same Quarter Last Year	9%	41%	23%	0.3%

Diesel Fuel

During the first quarter 2018, the U.S. diesel fuel price averaged \$3.02 per gallon—5 percent higher than the previous quarter and 18 percent higher than the same quarter last year.

Regulatory News and Updates

New Guidance on Driver Rules for Agricultural Commodities, Personal Conveyance

On May 31, 2018, the Federal Motor Carrier Safety Administration (FMCSA) <u>announced</u> new regulatory guidance clarifying the longstanding <u>150 air-miles and hours-of-service agricultural commodity exemption</u>, as well as providing additional explanatory detail of the "personal conveyance" provision. With the announcement, FMCSA provided clarity on the use of the agricultural exemption and personal conveyance to both industry and law enforcement and said it was providing as much flexibility as possible for the industry, while maintaining safety. Documents, comments, and how the "source" of the commodity is determined for the 150 air-miles and hours-of-service agricultural commodity exemption can be viewed in Docket Number <u>FMCSA-2017-0360</u>. Documents and comments on the use of a laden or unladen commercial motor vehicle as a personal conveyance while off-duty, such as to find parking, can be viewed in Docket Number <u>FMCSA-2017-0108</u>.

Comments Available Concerning Exemption for MirrorEye[™] Camera Monitor System Technology

On May 7, 2018, the comment period ended for Stoneridge, Inc.'s requested exemption from the Federal Motor Carrier Safety Regulations (FMCSR) to allow the installation of MirrorEyeTM Camera Monitor System technology, as an alternative to the two rear-vision mirrors required by FMCSR. The initial request and comments may be viewed in Docket Number FMCSA-2018-0141.

Large Truck and Bus Crash Facts 2016 is Now Available

On May 8, 2018, the U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) <u>released</u> the 2016 annual edition of "Large Truck and Bus Crash Facts," which contains descriptive statistics about fatal, injury, and property damage for crashes involving large trucks and buses. Selected crash statistics on passenger vehicles are also presented for comparison purposes. The Analysis Division of the FMCSA organized the report into four chapters: trends, crashes, vehicles and people.

DOT Soliciting Applications for BUILD Grants

On April 27, 2018, the Office of the Secretary of Transportation <u>solicited applications</u> for the "Better Utilizing Investments to Leverage Development" or "BUILD Transportation Discretionary Grants." The Consolidated Appropriations Act, 2018 appropriated \$1.5 billion for the grants.

Comments Available Concerning Exemption for GPS Technology Installation

On April 23, 2018, the comment period ended for the Traditional Trucking Corporation's (TTC) requested exemption from the Federal Motor Carrier Safety Regulations (FMCSR) to allow the installation of a Global Positioning System (GPS) device in areas allowed for vehicle safety technology. The initial request and comments may be viewed in Docket Number FMCSA-2018-0098.

FHWA Makes \$60 Million Available for Advanced Transportation Technologies Grants

On April 18, 2018, the U.S. Department of Transportation's Federal Highway Administration (FHWA) <u>released</u> a <u>Notice of Funding Opportunity</u> for States, cities, and other agencies to compete for \$60 million in the Advanced Transportation and Congestion Management Technologies Deployment Program (ACTMTD). ATCMTD provides grants to fund new technologies that improve transportation efficiency and safety, while working to improve the performance of U.S. transportation systems, reduce traffic congestion, and improve the safety of the traveling public.

FHWA Announces \$1 Billion in Emergency Relief for Road and Bridge Repairs

On April 13, 2018, the U.S. Department of Transportation's Federal Highway Administration (FWHA) announced more than \$1 billion in reimbursable funds to States for road and bridge repairs. FHWA's emergency relief program reimburses States, territories, and Federal land management agencies for eligible expenses associated with damage from natural disasters or other emergency situations. The funds help to pay for the reconstruction or replacement of damaged highways and bridges, the arrangement of detours, and replacement of guardrails or other damaged safety devices.

Secretary Chao Commits to Continue Improvements to Infrastructure Review and Permitting Process

On April 9, 2018, the Secretary of the U.S. Department of Transportation <u>signed</u> a Memorandum of Understanding (MOU) committing to follow the President's One Federal Decision framework for processing environmental reviews and permits for major infrastructure projects. The MOU states the agreement is based upon the following principles: "Establish a lead Federal Agency for the Complete Process;" "Commitment to Meeting the Lead Federal Agency's Permitting Timetable;" "Commitment to Conduct the Necessary Review Process Concurrently;" and "Automatic Elevation of Interagency Disputes."

Renewal of Exemption from CLP Requirements for Oregon Department of Transportation

On April 4, 2018, FMCSA <u>announced</u> its decision to renew the Oregon Department of Transportation's (ODOT) exemption from the commercial learner's permit (CLP) requirements. The exemption allows ODOT and participating SDLAs to extend, to one year, the 180-day timeline for the CLP from the date of issuance, without requiring the CLP holder to retake the general and endorsement knowledge tests. Under the exemption, an applicant wishing to have a new CLP after the previous one expires will be required to take all applicable tests before a new CLP is issued.

Motor Carriers Challenge the Constitutionality of the Imposition of Excessive Tolls

On March 15, 2018, Owner Operator Independent Drivers Association, Inc. and several other parties filed a <u>complaint</u> in the United States District Court for the Middle District of Pennsylvania. The complaint challenges the constitutionality of the imposition of excessive tolls, by the Pennsylvania Turnpike Commission, on the named Plaintiffs and on the members of the putative class of motor carriers, drivers, and motorists operating on the Pennsylvania Turnpike, which the Plaintiffs seek to represent.

DOT Announces TIGER Grants for 41 Projects in 43 States

On March 9, 2018, the U.S. Department of Transportation (DOT) <u>announced</u> the list of 41 recipients of nearly \$500 million in Fiscal Year 2017 discretionary grant funding for road, transit, maritime, and rail projects, through the Transportation Investment Generating Economic Recovery (TIGER). The TIGER program gave special consideration to projects that emphasized improved access to reliable, safe, and affordable transportation for communities in rural areas. Selected projects focus on improving infrastructure condition, addressing public health and safety, promoting regional connectivity, or facilitating economic growth or competitiveness.

National Summary

U.S. Truck Rates

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



Source: Agricultural Marketing Service, Specialty Crops Program, 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
2018	2.64				
2017	1.86	2.40	2.52	2.55	2.33
2016	2.22	2.34	2.47	2.04	2.26
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 Program, Market News Division

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

	1	Lst Qtr 2018	,		4th Qtr 2017	7
Origin	January	February	March	October	November	December
Arizona	3.62	2.88	2.69	2.50	3.27	2.69
California	3.35	2.81	2.70	2.70	2.78	2.86
Florida	2.49	2.74	2.56	-	1.90	2.60
Great Lakes	3.62	3.62	3.59	3.54	3.52	3.47
New York	2.99	3.02	2.87	3.14	2.95	2.40
Other	3.02	2.86	2.82	2.39	2.67	2.85
Mexico-Arizona	3.28	2.71	2.67	2.27	2.33	2.56
Mexico-Texas	3.29	2.71	2.77	2.25	2.31	2.53
PNW	2.65	2.24	2.18	2.05	2.37	2.82
Southeast	3.76	3.87	3.87	4.56	2.75	2.59

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

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

Truck Rates for Selected Routes

Table 3: Origin-Destination Truck Rates for Selected Routes, 1st Quarter 2018 (\$/Mile)

Origin						Destination				
Origin	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
Arizona	2.79	2.79	2.75	2.67	3.11		2.84	2.81	2.79	
California	2.74	2.76	2.69	2.65	2.93		2.76	2.77	2.76	2.92
Florida	2.38	2.92	2.68	2.03			2.84	2.89	2.66	
Great Lake	3.46	3.49	3.90	4.31	3.19		3.16	3.69	3.81	
Mexico-Arizona				2.42	3.01	2.82	2.62	2.78	2.87	
Mexico-Texas	3.13	3.14	3.12	2.77	3.35	2.58	2.78	3.29	3.25	2.93
New York	3.21	4.69	10.36		2.40		2.71	12.08	6.89	
Other	2.80	2.80	3.37	2.81	3.62	2.42	2.72	3.34	2.97	
PNW	2.49	2.53	2.55	2.47	2.42	2.38	2.46	2.66	2.62	6.95
Southeast	5.54	4.84	3.80	3.53			3.25	4.64	4.49	•

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

Truck Rates for Selected Routes

Table 4: Origin-Destination Truck Rates for Selected Routes, 1st Quarter 2018 (\$/Truck)

Origin						Destination				
Origin	Atlanta	Baltimore	Boston	Chicago	Dallas	Los Angeles	Miami	New York	Philadelphia	Seattle
Arizona	5,854	7,254	7,962	5,419	4,038		7,396	7,596	7,392	
California	6,065	7,461	8,081	5,547	4,261		7,677	7,748	7,584	3,342
Florida	1,310	2,763	3,768	2,652			681	3,442	2,948	
Great Lake	3,490	3,974	4,340	1,431	3,551		5,248	4,500	3,665	
Mexico-Arizona				4,350	2,950	1,581	5,962	6,962	6,885	
Mexico-Texas	3,604	5,623	6,858	3,962	1,677	4,123	4,246	6,581	6,181	7,027
New York	3,213	1,546	1,762		4,000		3,937	1,812	1,585	
Other	2,947	4,354	4,003	2,381	2,033	2,250	5,368	4,310	3,744	
PNW	5,516	5,922	6,988	4,369	4,403	2,382	7,086	6,758	6,535	973
Southeast	2,057	1,796	2,979	3,000			2,500	2,614	2,114	

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.

3.20 U.S. diesel prices are up 5% 3.00 3.02 from last quarter and up 18% from the same quarter last year 2.80 2.87 \$/Gallon 2.57 2.60 2.38 2.63 2.55 2.30 2.40 2.47 2.20 2.07 2.00 Q1 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q3 Q4 2016 2017 2018

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

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

Table 5: 1st Quarter 2018 Average Diesel Fuel Prices (All Types - \$/Gallon)

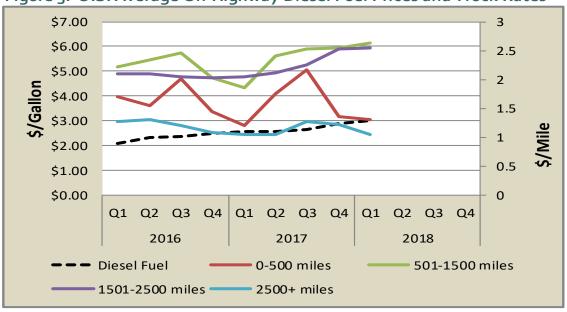
Location	Price -	Cha	nge From
Location	Price	Last Quarter	Same Qtr Last Year
East Coast	3.06	0.20	0.44
New England	3.12	0.28	0.47
Central Atlantic	3.25	0.24	0.48
Lower Atlantic	2.91	0.14	0.40
Midwest	2.96	0.13	0.46
Gulf Coast	2.82	0.15	0.40
Rocky Mountain	2.96	0.00	0.40
West Coast	3.41	0.14	0.55
California	3.66	0.22	0.72
U.S.	3.02	0.15	0.45

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

Relationship Between Diesel Fuel and 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 Program, Market News Division

Table 6: Average Diesel Fuel Prices and Truck Rates

		Discol	Truck Rates		% Cha	% Change From:					
		Diesel	(\$/mile)	Last	t Qtr	Same Qt	r Last Year				
		Fuel (\$/gallon)	501-1500 miles	Diesel	Truck	Diesel	Truck				
2016	Q1	2.07	2.22	-15%	-6%	-29%	-10%				
	Q2	2.30	2.34	11%	5%	-19%	-11%				
	Q3	2.38	2.47	3%	6%	-10%	2%				
	Q4	2.47	2.04	4%	-17%	2%	-14%				
2017	Q1	2.57	1.86	4%	-9%	24%	-16%				
	Q2	2.55	2.40	-1%	29%	11%	3%				
	Q3	2.63	2.52	3%	5%	11%	2%				
	Q4	2.87	2.55	9%	1%	16%	25%				
2018	Q1	3.02	2.64	5%	4%	18%	42%				
	Q2										
	Q3										
	Q4										

Sources:

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

1st Quarter 2018 Comparison Analysis

Diesel fuel prices averaged \$3.02 per gallon this quarter, 5 percent higher than last quarter and 18 percent higher than the same quarter last year. Average truck rates for shipments between 501 and 1,500 miles were \$2.64 per mile, 3 percent higher than the previous quarter and 42 percent higher than the same quarter last year.

Quarterly Truck Availability

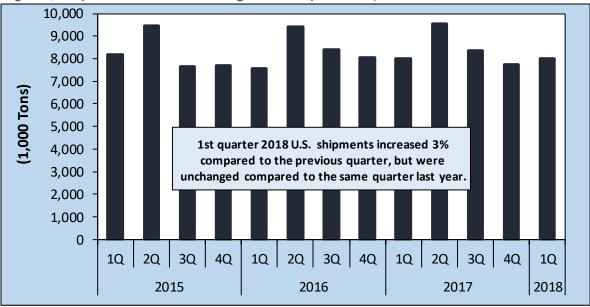
Table 7: U.S. Fresh Fruit and Vegetable Truck Availability, 1st Quarter 2018

								k Availa	_					
Region ¹	Commodity ¹	Surp	lus - 1	Sligh	nt Surpl	us - 2		lequate		Sligh	t Shorta	ige - 4	Shorta	ige - 5
							Week Ending ¹							
CALIFORNIA, CENTRAL, AND WESTERN ARIZONA		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Imperial, Palo Verde And Coachella Valleys,	Broccoli, Cauliflower, Iceberg Lettuce, Leaf Lettuce, Lettuce	5	5	5	4	3	3	3	3	3	3	3	3	4
California And Central And Western Arizona	Romaine, Leaf Lettuce,	3	3	,	4	٥	3	3	3	3	3	3	3	4
Kern District California	Carrots, Grapes	5	5	5	4	3	3	3	3	3	3	3	3	4
Oxnard District California	Leaf Lettuce, Lettuce Romaine, Cabbage, Celery, Cilantro, Kale,	5	5	5	4	3	3	3	3	3	3	3	3	4
San Joaquin Valley California	Apples, Kiwi	5	5	5	3	3	3	3	3	3	3	3	3	
Santa Maria California	Broccoli, Cauliflower, Celery, Strawberries	5	5	5	4	3	3	3	3	3	3	3	3	4
South District California	Avocados, Citrus	5	5	4	3	3	3	3	3	3	3	3	3	3
Salinas-Watsonville California	Broccoli, Cauliflower												3	4
FLORIDA		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Central & South Florida	Berries, Mixed Vegetables, Tomatoes	5	4	3	3	4	4	4	3	3	3	3	3	3
South Florida	Melons	4	3	3	3	3	4	3	3	3		3	3	3
Florida	Potatoes						3	3	3	3	3	3	3	3
GREAT LAKE (MI & WI)		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Central Wisconsin	Onions, Potatoes	5	5	5	4	3	3	3	3	3	3	3	3	3
Michigan	Apples	3	4	4	4	3	3	3	3	3	3	3	3	3
MEXICO BORDER CROSSINGS		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Mexico Crossings Through Nogales, Arizona	Mixed Vegetables, Cucumber, Honeydew, Squash, Tomato, Watermelon	5	5	5	4	3	3	3	3	3	3	3	4	4
Mexico Crossings Through Texas	Broccoli, Carrots, Tomatoes, Limes, Mangoes, Mixed Fruits, Vegetables	5	5	5	4	3	3	3	3	3	3	4	4	4
PACIFIC NORTHWEST (ID, OR, & WA)		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Columbia Basin Washington	Onions, Potatoes	4	5	5	5	5	3	3	3	3	3	3	3	3
Idaho And Malheur County, Oregon	Onions	5	5	5	5	5	3	3	3	3	3	3	3	3
Upper Valley, Twin Falls-Burley District Idaho	Potatoes	5	5	5	5	5	5	3	3	3	3	3	3	3
Yakima Valley & Wenatchee District														
Washington	Apples, Pears	5	5	5	4	3	4	3	3	3	3	3	3	3
SOUTHEAST (GA, SC, & NC)		1/2	1/9	1/16	1/23	1/30	2/6	2/13	2/20	2/27	3/6	3/13	3/20	3/27
Eastern North Carolina	Sweet Potatoes	4	4	3		4	5	5	5	5	5	5	5	5
South Georgia	Cabbage, Brocolli, Greens	3	3											

¹ 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 Specialty Crops Program Truck Rate Report, Agricultural Marketing Service, Specialty Crops Program, Market News Division

Reported U.S. Shipments

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



Source: A gricultural Marketing Service, Specialty Crops Program, 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
2018	7,988				7,988
2017	8,017	9,518	8,334	7,722	33,592
2016	7,562	9,417	8,406	8,053	33,438
2015	8,166	9,433	7,659	7,699	32,957
2014	7,779	8,965	8,081	7,643	32,468
2013	7,451	8,972	7,762	6,546	30,731
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	6,960	29,550
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	27,755

Reported Shipments by Selected Commodities

Table 9: Reported Top 10 Commodity Shipments for 1st Quarter 2018 (1,000 Tons)

Commodity	1st Quarter	Previous	Same Quarter	Current Quarte	er as % change from:
Commodity	2018	Quarter	Last Year	Previous Qtr	Same Qtr Last Year
Potatoes	1,118	1,170	1,119	-4%	0%
Apples	914	895	832	2%	10%
Onions Dry	540	525	573	3%	-6%
Tomatoes	432	334	481	29%	-10%
Avocados	296	235	261	26%	13%
Lettuce, Iceberg	294	289	300	2%	-2%
Lettuce, Romaine	291	281	320	3%	-9%
Peppers, Bell Type	277	201	267	38%	4%
Cucumbers	267	258	249	3%	7%
Strawberries	260	166	269	57%	-3%

Source: A gricultural Marketing Service, Specialty Crops Program, Market News Division

Regional Markets

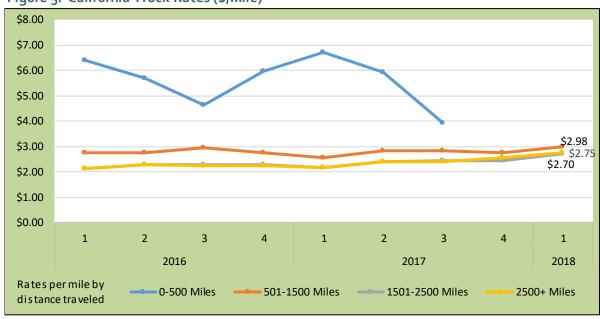
California

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

	1st Quarter	Share of Previous		Same	Current Qu	arter as %
Commodity	2018	California	Quarter	Quarter	Previous	Same Qtr
	2018	Total	Quarter	Last Year	Qtr	Last Year
Celery	109	18%	179	115	-39%	-5%
Carrots	77	13%	76	85	2%	-9%
Strawberries	55	9%	113	57	-52%	-5%
Lettuce, Romaine	49	8%	137	56	-64%	-13%
Broccoli	44	8%	56	33	-21%	35%
Top 5 Total	334	57%	561	346	-40%	-4%
California Total	589	100%	1,433	561	-59%	5%

 $Source: A gricultural\ Marketing\ Service,\ Specialty\ Crops\ Program,\ Market\ News\ Division$

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



[&]quot;-" indicates no reported shipments during the quarter.

Figure 6: California Truck Overview

	Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage				
Region/Reporting District		January	February	March	1st Quarter	
Г	Imperial, Palo Verde, And Coachella Valleys	4.40	3.00	3.25	3.55	
	Kern District California	4.40	3.00	3.25	3.55	
	Oxnard District California	4.40	3.00	3.24	3.55	
	Salinas-Watsonville California	n/a	n/a	3.50	3.50	
	San Joaquin Valley California	4.20	3.00	3.00	3.40	
	Santa Maria California	4.40	3.00	3.25	3.55	
	South District California	4.00	3.00	3.00	3.33	
	Regional Average Availability	4.30	3.00	3.21	3.50	
	Diesel Fuel Price (\$/gallon)	3.64	3.68	3.65	3.66	

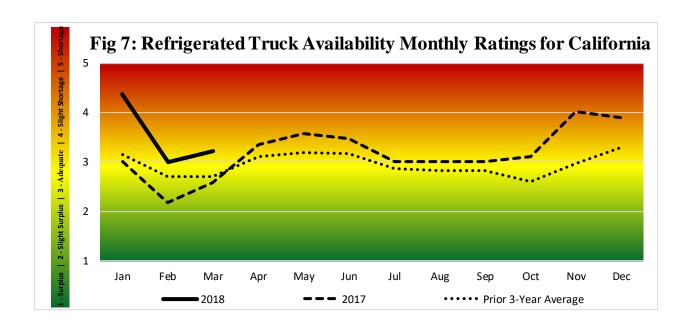
Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy

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 first quarter of 2018 were 589 thousand tons, a 5 percent increase from the same quarter last year. The sum of the top five commodities decreased 4 percent from the previous year, despite a 35 percent increase in broccoli, which displaced iceberg lettuce from the top 5.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$2.98 per mile, 7 percent higher than the previous quarter, and 16 percent higher than the same quarter last year.

Truck Overview: Diesel fuel prices averaged \$3.66 per gallon, 6 percent higher than the previous quarter, and 24 percent higher than the same period last year. Truck availability in all California districts was reported as a shortage from the beginning to mid-January; from the end of January through mid-March, shippers reported adequate availability with some districts reporting a slight shortage during the last week of March.



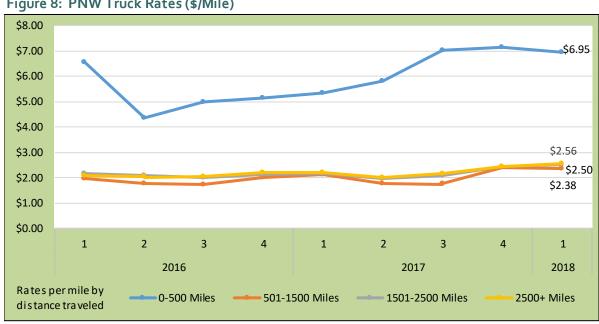
Pacific Northwest (PNW)

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

	1st Quarter	Share of PNW	Previous	Same	Current Quarter as %	
Commodity	2018	Total	Quarter	Quarter	Previous	Same Qtr
	2018	Total	Quarter	Last Year	Qtr	Last Year
Apples	806	44%	743	723	8%	12%
Potatoes	554	31%	588	559	-6%	-1%
Onions Dry	335	18%	382	378	-12%	-11%
Pears	119	7%	155	123	-23%	-4%
Top 4 Total	1,814	100%	1,869	1,783	-3%	2%
PNW Total	1,814	100%	1,871	1,783	-3%	2%

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

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



[&]quot;-" indicates no reported shipments during the quarter.

Figure 9: PNW Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage					
Region/Reporting District	January	February	March	1st Quarter		
Columbia Basin Washington	4.80	3.00	3.00	3.60		
Idaho And Malheur County, Oregon	5.00	3.00	3.00	3.67		
Upper Valley, Twin Falls-Burley District Idaho	5.00	3.11	3.00	3.70		
Yakima Valley & Wenatchee District Washington	4.44	3.22	3.00	3.55		
Regional Average Availability	4.81	3.08	3.00	3.63		
Diesel Fuel Price (\$/gallon)	3.09	3.10	3.08	3.09		

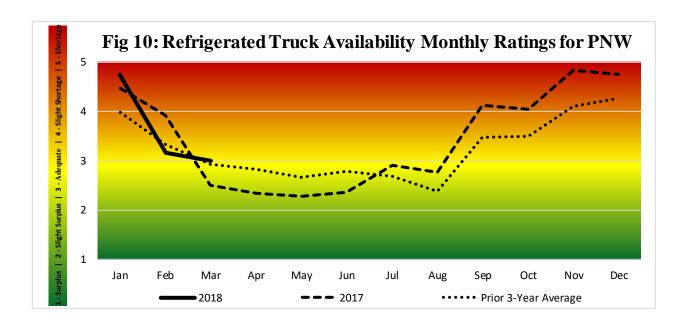
Diesel Fuel Source: Energy Information Administration/U.S. Department of Energy

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 Pacific Northwest (PNW) during the first quarter of 2018 were 1.81 million tons, an increase of 2 percent from the same quarter last year. The top commodity – apples – increased 12 percent from the previous year, enough to increase the quarterly total by offsetting decreases in potatoes, onions, and pears.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$2.38 per mile, the same as the previous quarter and 11 percent higher than the same quarter last year.

Truck Overview: Diesel fuel prices averaged \$3.09 per gallon, 1 percent higher than last quarter, and 12 percent higher than the same period last year. Shippers in most districts across the PNW reported shortage conditions for truck availability each week from January through the first week of February. However, availability was adequate for the remainder of the quarter.



Mexico Border Crossings

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

	1st Quarter Share of Previous		Provious	Same	Current Quarter as	
Commodity	2018	Mexico Total	Quarter	Quarter	Previous	Same Qtr
	2018	Wexico Total	Quarter	Last Year	Qtr	Last Year
Tomatoes	276	9%	199	282	39%	-2%
Avocados	272	9%	235	248	16%	10%
Cucumbers	259	9%	221	236	17%	10%
Peppers, Bell Type	229	8%	115	205	98%	12%
Tomatoes, Plum Type	209	7%	148	217	41%	-4%
Top 5 Total	1,244	41%	919	1,187	35%	5%
Mexico Total	3,040	100%	2,319	2,965	31%	3%

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

Figure 11: Mexico Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage					
negion/neporting district	January	February	March	1st Quarter		
Mexico Crossings Through Nogales, Arizona	4.40	3.00	3.50	3.63		
Mexico Crossings Through Texas	4.40	3.00	3.75	3.72		
Regional Average Availability	4.40	3.00	3.63	3.68		
Diesel Fuel Price, through Arizona(\$/gallon)	3.09	3.10	3.08	3.09		
Diesel Fuel Price, through Texas (\$/gallon)	2.81	2.84	2.80	2.81		

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.

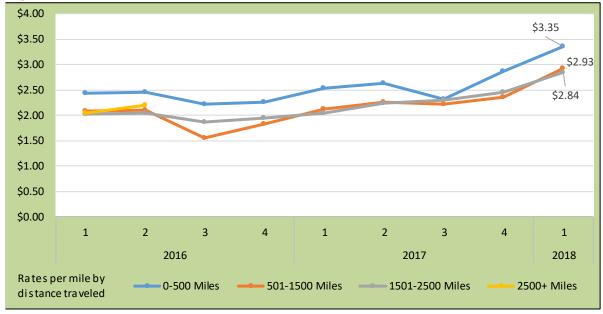
For the purpose of this report the West Coast less California District was used to represent the diesel fuel price through Arizona.

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

Table 13. Top 5 Commodities Shipped to 0.5 from Mexico by State of Entry (1,000 tons)						
Texas		California		Arizona		
Avocados	266	Asparagus	65	Cucumbers	183	
Tomatoes	147	Onions Green	46	Squash	168	
Limes	106	Misc Tropical	35	Peppers, Bell Type	168	
Onions Dry	95	Strawberries	30	Tomatoes, Plum Type	129	
Strawberries	72	Peppers, Other	28	Tomatoes	118	
Top 5 Total	686	Top 5 Total	204	Top 5 Total	766	
Mexico-TX Total	1,424	Mexico-CA Total	431	Mexico-AZ Total	1,177	

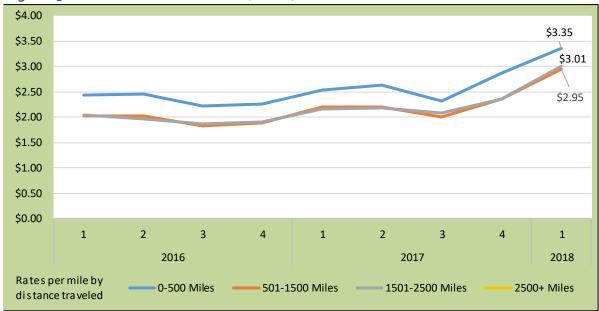
[&]quot;-" indicates no reported shipments during the quarter.

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



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

Figure 13: Mexico-Texas Truck Rates (\$/Mile)



\$3.50 \$2.92 \$3.00 \$2.50 \$2.67 \$2.00 \$1.50 \$1.00 \$0.50 \$0.00 1 2016 2017 2018 Rates per mile by -0-500 Miles 1501-2500 Miles 2500+ Miles 501-1500 Miles distance traveled

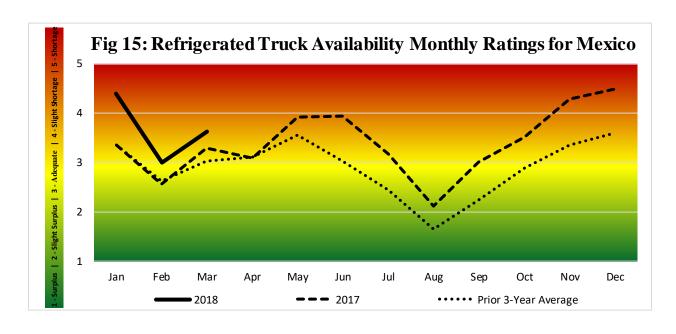
Figure 14: Mexico-Arizona Truck Rates (\$/Mile)

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

Volume: Total reported shipments of fruits and vegetables from Mexico during the first quarter of 2018 were 3 million tons, 3 percent more than the same quarter last year. The sum of the top five commodities increased 5 percent from last year with increases in avocados, cucumbers, and bell peppers offsetting decreases in tomatoes.

Rates: Truck rates for shipments between 501 and 1,500 miles from the Texas border crossings averaged \$2.95 per mile, up 25 percent from the previous quarter, and 35 percent higher than the same quarter last year. Rates for shipments between 501 and 1,500 miles from the Arizona border crossings averaged \$2.92 per mile, up 23 percent from last quarter, and 42 percent higher than the same quarter last year.

Truck Overview: Diesel fuel prices for border crossings from Texas averaged \$2.81 per gallon, 5 percent higher than the previous quarter, and 16 percent higher than the same quarter last year. Diesel fuel prices for border crossings from Arizona averaged \$3.09 per gallon, 1 percent higher than the previous quarter, and 12 percent higher than the same period last year. There was a reported shortage of truck availability through the Arizona and Texas border crossings at the beginning of the quarter through the end of January. Reported truck availability was adequate for the remainder of the quarter with the exception of a slight shortage at the end of March.



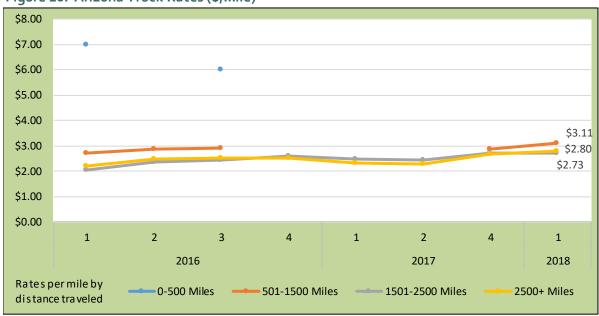
Arizona

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

	1st Quarter	Share of	Previous	Same	Current Qu	arter as %
Commodity	2018	Arizona Total	Quarter	Quarter	Previous	Same Qtr
	2018	Alizona lotai	Quarter	Last Year	Qtr	Last Year
Lettuce, Romaine	219	29%	131	246	67%	-11%
Lettuce, Iceberg	218	29%	121	224	80%	-3%
Lettuce, Processed	112	15%	57	105	97%	6%
Celery	39	5%	2	31	1,963%	25%
Spinach	32	4%	13	32	139%	-2%
Top 5 Total	619	83%	324	638	91%	-3%
Arizona Total	746	100%	427	765	75%	-3%

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

Figure 16: Arizona Truck Rates (\$/Mile)



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

Volume: Total reported shipments of fruits and vegetables from the Arizona during the first quarter of 2018 were 746 thousand tons, a 3 percent decrease from the same quarter last year. The sum of the top five commodities also decreased 3 percent from the same quarter last year, led by decreases for romaine and iceberg lettuce and spinach, despite an increase in processed lettuce.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$3.11 per mile, 8 percent higher than last quarter.

Truck Overview: Diesel fuel prices averaged \$3.09 per gallon, 1 percent higher than the previous quarter and 12 percent higher than the same period last year. Truck availability in Arizona was reported as a shortage from the beginning to mid-January; from the end of January through mid-March, shippers reported adequate availability with a slight shortage during the last week of March.

[&]quot;-" indicates no reported shipments during the quarter.

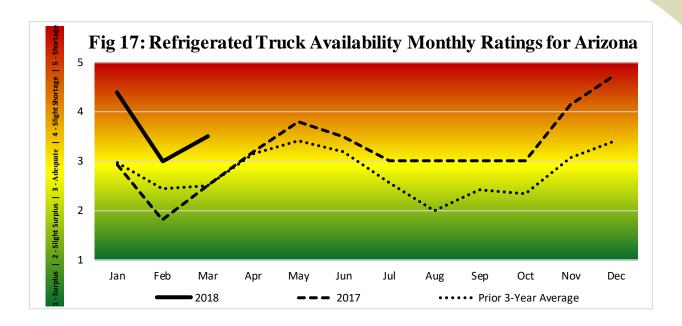


Figure 18: Arizona Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage					
Region/Reporting District	January	February	March	1st Quarter		
Imperial, Palo Verde And Coachella Valleys,	4.40	3.00	3.25	3.55		
California And Central And Western Arizona	4.40	3.00	3.23	3.33		
Mexico Crossings Through Nogales, Arizona	4.40	3.00	3.50	3.63		
Regional Average Availability	4.40	3.00	3.38	3.59		
Diesel Fuel Price (\$/gallon)	3.09	3.10	3.08	3.09		

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.

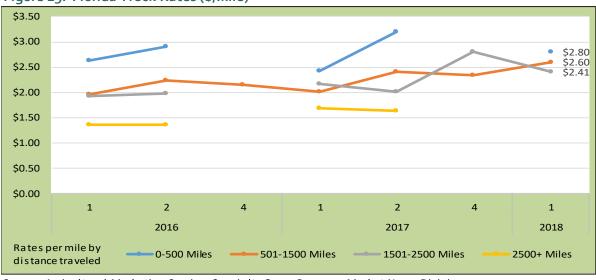
Florida

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

	1st Quarter	Share of	Previous	Same	Current Qu	arter as %
Commodity	2018	Florida Total	Quarter	Quarter	Previous	Same Qtr
	2016	FIOITUA TOLAI	Quarter	Last Year	Qtr	Last Year
Tomatoes	140	20%	69	176	105%	-20%
Strawberries	104	14%	19	110	455%	-5%
Corn-Sweet	75	10%	17	83	330%	-10%
Cabbage	64	9%	-	86	-	-26%
Peppers, Bell Type	46	6%	19	57	138%	-18%
Top 5 Total	429	60%	124	511	246%	-16%
Florida Total	718	100%	272	861	164%	-17%

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

Figure 19: Florida Truck Rates (\$/Mile)



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

Volume: Total reported shipments of fruits and vegetables from Florida during the first quarter of 2018 were 718 thousand tons, down 17 percent from the same quarter last year. The sum of the top five commodities decreased 16 percent with decreases in all five commodities led by a 20 percent decrease in tomatoes, a 10 percent decrease in sweet corn, and a 26 percent decrease in cabbage.

Rates: The quarterly average truck rate for shipments between 501 and 1,500 miles was \$2.60 per mile, 11 percent higher than the previous quarter, and 29 percent higher than the same quarter last year.

Truck Overview: Diesel fuel prices averaged \$2.91 per gallon, 5 percent higher than last quarter, and 16 percent higher than the same period last year. Shippers in Florida reported mostly adequate truck availability throughout the quarter, with the exception of a shortage during the first week of the quarter and a slight shortage lasting three weeks beginning at the end of January in Central and South Florida.

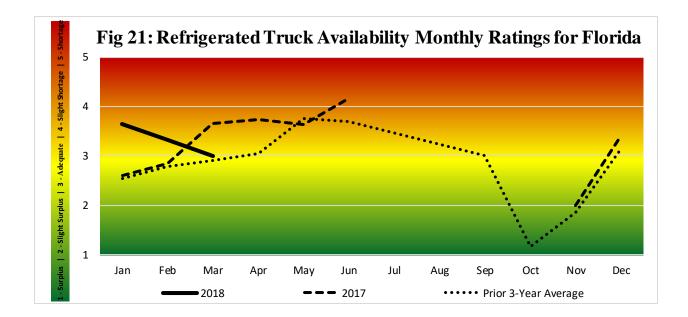
[&]quot;-" indicates no reported shipments during the quarter.

Figure 20: Florida Truck Overview

Region/Reporting District	Availability Rating, 1=Surplus to 5=Shortage				
Region/Reporting District	January	February	March	1st Quarter	
Central & South Florida	3.80	3.50	3.00	3.43	
Florida	n/a	3.00	3.00	3.00	
South Florida	3.17	3.20	3.00	3.12	
Regional Average Availability	3.48	3.23	3.00	3.24	
Diesel Fuel Price (\$/gallon)	2.91	2.95	2.88	2.91	

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.



Terms and References

Data Sources: This information is compiled from the weekly Specialty Crops *Truck Rate Report* by USDA, Agricultural Marketing Service (AMS), <u>Specialty Crops Program</u>, Market News Division. The website is: https://www.marketnews.usda.gov/mnp/fv-home.

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 Specialty Crops *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.

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Related Websites:

Specialty Crops Program

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

Specialty Crops Truck Rate 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

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