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# Agricultural Refrigerated Truck Quarterly

a quarterly publication of the Agricultural Marketing Service

## Contents

# Quarterly Overview

## Fruit and Vegetable Shipments

During first quarter 2020, reported U.S. truck shipments of fresh produce were 10.07 million tons, 15 percent higher than the previous quarter and 7 percent higher than the same quarter last year.

Also, in the first quarter, shipments from the Mexico border were higher than those from any other origin, totaling 3.04 million tons and accounting for 30 percent of the total reported shipments of fresh fruits and vegetables. Shipments from California totaled 2.435 million tons, representing 24 percent of the total. Movements from the Pacific Northwest totaled 1.876 million tons, representing 19 percent of the reported total.

These top five commodities accounted for 41 percent of the reported truck movements during first quarter 2020:

- Potatoes (12 percent)
- Oranges (10 percent)
- Apples (9 percent)
- Onions, dry (6 percent)
- Tomatoes (4 percent)

## Truck Rates

The table below provides a snapshot of quarterly truck rates for U.S. produce shipments over four mileage categories—0-500; 501-1,500; 1,501-2,500; and 2,501+ miles. Please note the U.S. average truck rates provided below were calculated using weighted regional rates and volumes.

**Average U.S. Truck Rates for Selected Routes between 501 and 1500 miles ($/Mile)**

| | 0-500 miles | 501-1,500 miles | 1,501-2,500 miles | 2,501+ miles |
|---|---|---|---|---|
| **Q1 2019** | 2.90 | 2.59 | 2.46 | 1.30 |
| **Q2 2019** | 2.87 | 2.60 | 2.13 | 1.24 |
| **Q3 2019** | 4.94 | 2.47 | 2.30 | 1.35 |
| **Q4 2019** | 3.21 | 2.52 | 2.29 | 1.36 |
| **Q1 2020** | 2.72 | 2.56 | 2.36 | 1.60 |
| **Q1 Change from Previous Quarter** | -15% | 2% | 3% | 17% |
| **Q1 Change from Same Quarter Last Year** | -6% | -1% | -4% | 22% |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Table values may not conform exactly due to rounding.

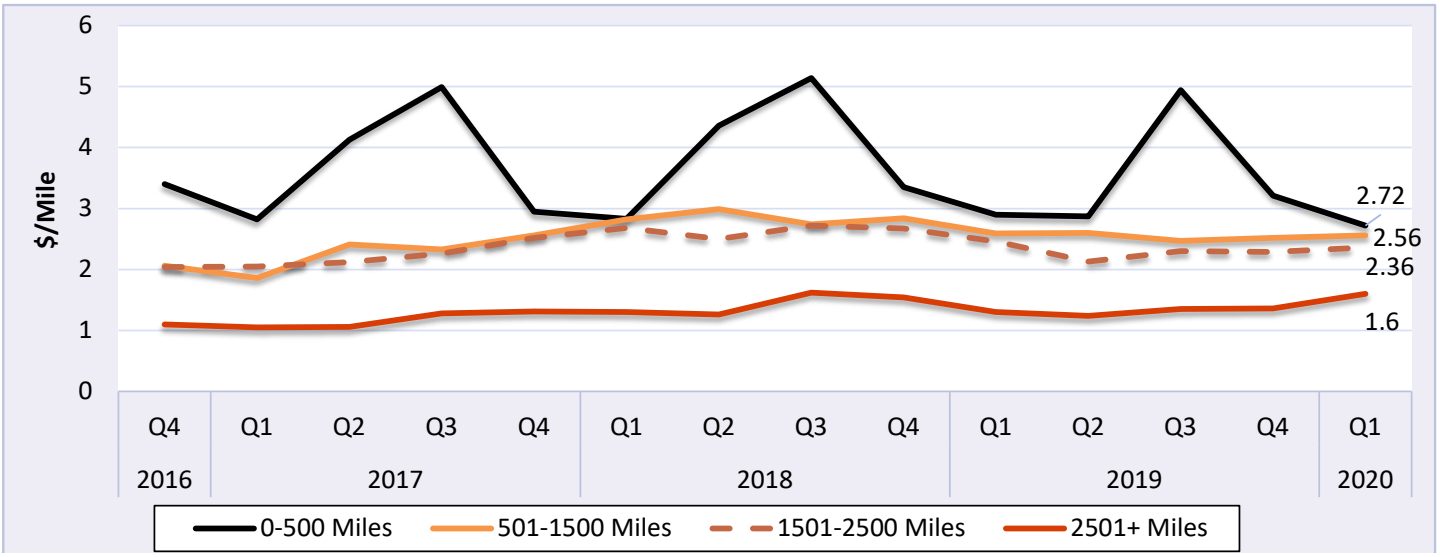
## Diesel Fuel

During first quarter 2020, the U.S. diesel fuel price averaged $2.90 per gallon—5 percent lower than the previous quarter and 4 percent lower than the same quarter last year.

# NATIONAL SUMMARY

## Truck Rates

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




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.

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

| Year | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | Annual |
|---|---|---|---|---|---|
| **2020** | 2.56 | | | | 2.56 |
| **2019** | 2.59 | 2.60 | 2.47 | 2.52 | 2.54 |
| **2018** | 2.82 | 2.99 | 2.74 | 2.84 | 2.85 |
| **2017** | 1.86 | 2.41 | 2.33 | 2.56 | 2.29 |
| **2016** | 2.22 | 2.37 | 2.49 | 2.06 | 2.28 |
| **2015** | 2.47 | 2.63 | 2.59 | 2.36 | 2.51 |
| **2014** | 2.32 | 2.67 | 2.64 | 2.49 | 2.53 |
| **2013** | 2.24 | 2.60 | 2.62 | 2.27 | 2.43 |
| **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 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Table values may not conform exactly due to rounding.



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

| | 1st Quarter, 2020 | | | 4th Quarter, 2019 | | |
|---|---|---|---|---|---|---|
| U.S. Origin | January | February | March | October | November | December |
| Arizona | 2.92 | 2.62 | 2.87 | n/a | 3.30 | 2.85 |
| Arizona-Mexico | 2.54 | 2.43 | 2.61 | 1.89 | 2.14 | 2.43 |
| California | 2.99 | 2.75 | 2.87 | 2.93 | 3.05 | 3.07 |
| Florida | 1.98 | 2.23 | 2.15 | 1.81 | 1.66 | 2.29 |
| Great Lakes | 3.52 | 3.49 | 3.49 | 3.55 | 3.47 | 3.48 |
| New York | 3.06 | 3.06 | 3.06 | 2.05 | 2.05 | 2.91 |
| Other | 2.66 | 2.65 | 2.70 | 2.25 | 2.50 | 2.66 |
| PNW | 2.30 | 2.22 | 2.09 | 2.04 | 2.18 | 2.31 |
| Southeast | 3.79 | 3.79 | 3.79 | 6.66 | 3.91 | 3.89 |
| Texas-Mexico | 2.67 | 2.34 | 2.46 | 2.01 | 2.08 | 2.56 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
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, 1st Quarter 2020 ($/Mile)

| U.S. Origin | Destination | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Atlanta | Baltimore | Boston | Chicago | Dallas | Los Angeles | Miami | New York | Philadelphia | Seattle |
| Arizona | 2.47 | 2.42 | 2.44 | 2.29 | 2.73 | n/a | 2.49 | 2.48 | 2.45 | 3.92 |
| Arizona-Mexico | 2.41 | 2.33 | 2.40 | 2.04 | 2.47 | 2.59 | 2.33 | 2.37 | 2.38 | n/a |
| California | 2.54 | 2.49 | 2.43 | 2.36 | 2.63 | n/a | 2.49 | 2.50 | 2.47 | 3.19 |
| Florida | 2.22 | 2.21 | 2.12 | 1.72 | n/a | 1.55 | 2.71 | 2.38 | 2.09 | n/a |
| Great Lakes | 3.31 | 3.83 | 3.22 | 4.13 | 2.81 | n/a | 2.83 | 4.02 | 3.65 | n/a |
| New York | 3.50 | 5.36 | 11.76 | n/a | n/a | n/a | 2.62 | 12.33 | 7.49 | n/a |
| Other | 2.85 | 2.89 | 3.09 | 2.21 | 3.41 | 1.99 | 2.31 | 2.92 | 2.83 | n/a |
| PNW | 2.37 | 2.38 | 2.29 | 2.32 | 2.27 | 2.20 | 2.33 | 2.40 | 2.37 | 7.83 |
| Southeast | 5.83 | 6.06 | 4.05 | 3.53 | n/a | n/a | 3.25 | 4.33 | 5.23 | n/a |
| Texas-Mexico | 2.73 | 2.68 | 2.64 | 2.25 | 2.94 | 2.04 | 2.57 | 2.74 | 2.60 | 2.41 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: "n/a" indicates rates not available

### Table 4: Origin-Destination Truck Rates for Selected Routes, 1st Quarter 2020 ($/Truck)

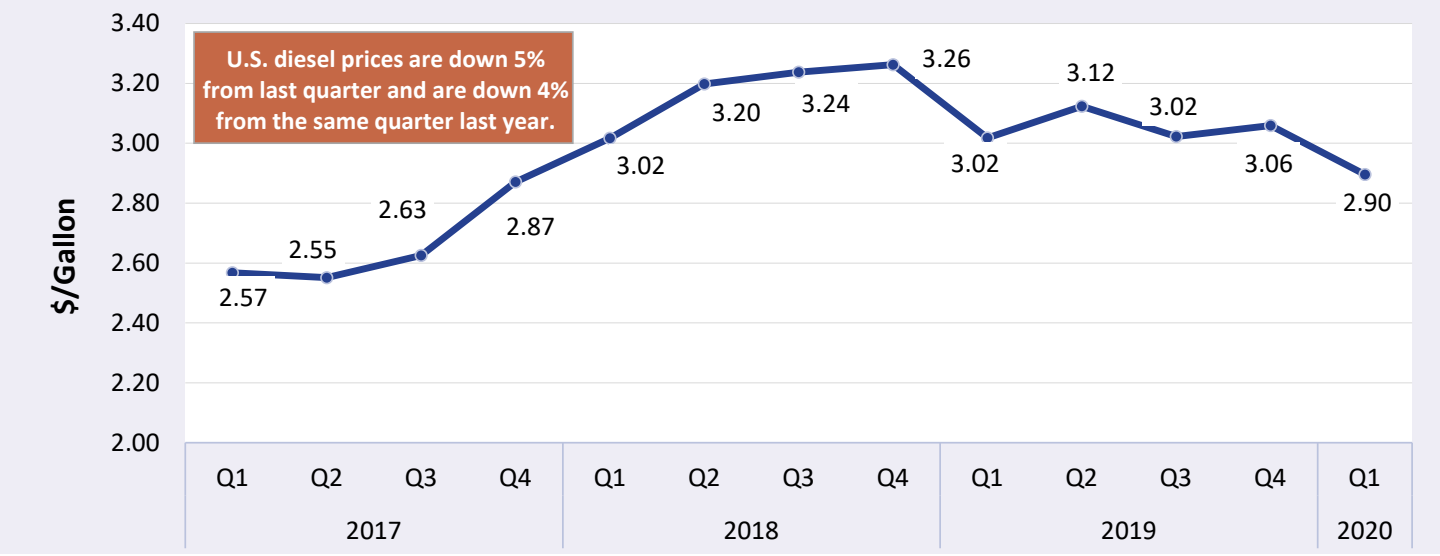
| U.S. Origin | Destination | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | Atlanta | Baltimore | Boston | Chicago | Dallas | Los Angeles | Miami | New York | Philadelphia | Seattle |
| Arizona | 5,183 | 6,285 | 7,073 | 4,646 | 3,546 | n/a | 6,485 | 6,704 | 6,488 | 5,100 |
| Arizona-Mexico | 4,338 | 5,473 | 6,477 | 3,665 | 2,423 | 1,450 | 5,296 | 5,935 | 5,700 | n/a |
| California | 5,614 | 6,688 | 7,318 | 4,904 | 3,784 | n/a | 6,859 | 7,015 | 6,765 | 3,480 |
| Florida | 1,222 | 2,188 | 3,086 | 2,273 | n/a | 3,900 | 650 | 2,826 | 2,332 | n/a |
| Great Lakes | 3,364 | 3,548 | 4,417 | 1,421 | 3,112 | n/a | 5,087 | 4,090 | 3,545 | n/a |
| New York | 3,500 | 1,769 | 2,000 | n/a | n/a | n/a | 3,804 | 1,850 | 1,723 | n/a |
| Other | 2,262 | 3,387 | 3,037 | 2,059 | 1,784 | 1,853 | 4,730 | 3,445 | 3,210 | n/a |
| PNW | 5,454 | 5,814 | 6,265 | 4,125 | 4,128 | 2,184 | 6,711 | 6,085 | 5,909 | 1,096 |
| Southeast | 2,333 | 2,000 | 3,000 | 3,000 | n/a | n/a | 2,500 | 2,250 | 2,250 | n/a |
| Texas-Mexico | 3,135 | 4,804 | 5,815 | 3,219 | 1,469 | 3,258 | 3,935 | 5,473 | 4,935 | 5,772 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: "n/a" indicates rates not available.

## U.S. Diesel Fuel Prices

The diesel fuel price provides a proxy for trends in U.S. truck rates. Diesel fuel is a significant component underlying truck rates.

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




Source: AMS Transportation Services Division analysis of Energy Information Administration/U.S. Department of Energy data.

### Table 5: Average Diesel Fuel Prices (All Types)

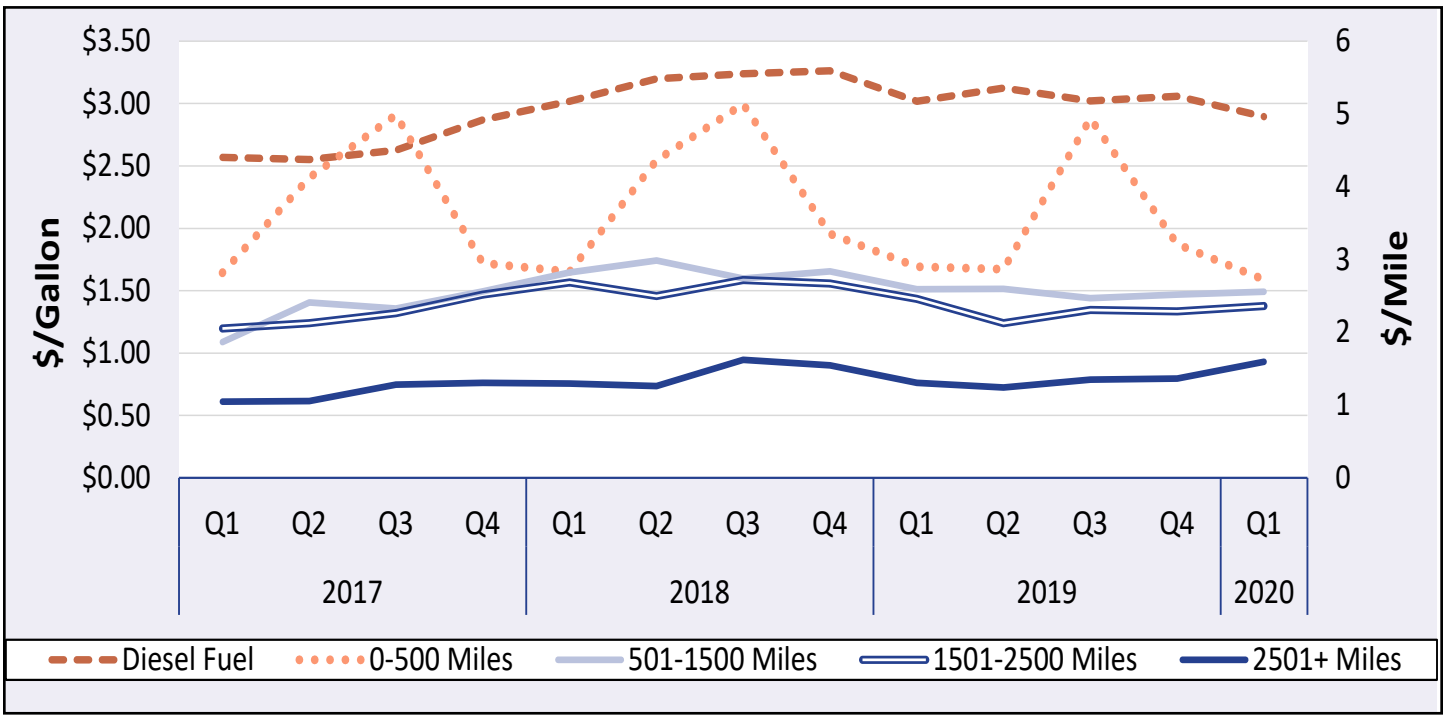
| Region | 1st Quarter 2020 Price $/Gallon | Change From Last Quarter | Change From Same Quarter Last Year |
|---|---|---|---|
| East Coast | 2.94 | -4% | -5% |
| California | 3.75 | -5% | -0% |
| New England | 3.04 | -1% | -5% |
| Central Atlantic | 3.13 | -3% | -4% |
| Lower Atlantic | 2.80 | -4% | -4% |
| Gulf Coast | 2.66 | -5% | -6% |
| Midwest | 2.77 | -7% | -5% |
| Rocky Mountain | 2.89 | -8% | -1% |
| West Coast Except California | 3.09 | -7% | -1% |
| **U.S.** | **2.90** | **-5%** | **-4%** |

Source: AMS Transportation Services Division analysis of Energy Information Administration/U.S. Department of Energy data.
Note: Table values may not conform exactly due to rounding.

## 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: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data and Energy Information Administration/ U.S. Department of Energy data.

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

| Year | Quarter | Diesel Fuel ($/gallon) | Truck Rates ($/mile) 501-1500 miles | % Change From | | | |
|---|---|---|---|---|---|---|---|
| | | | | Last Quarter | | Last Year | |
| | | | | Diesel | Truck | Diesel | Truck |
| **2017** | Q1 | 2.57 | 1.86 | 4% | -9% | 24% | -16% |
| | Q2 | 2.55 | 2.41 | -1% | 29% | 11% | 2% |
| | Q3 | 2.63 | 2.33 | 3% | -4% | 10% | -7% |
| | Q4 | 2.87 | 2.56 | 9% | 10% | 16% | 25% |
| **2018** | Q1 | 3.02 | 2.82 | 5% | 10% | 18% | 51% |
| | Q2 | 3.20 | 2.99 | 6% | 6% | 25% | 24% |
| | Q3 | 3.24 | 2.74 | 1% | -8% | 23% | 18% |
| | Q4 | 3.26 | 2.84 | 1% | 4% | 14% | 11% |
| **2019** | Q1 | 3.02 | 2.59 | -8% | -9% | 0% | -8% |
| | Q2 | 3.12 | 2.60 | 4% | 0% | -2% | -13% |
| | Q3 | 3.02 | 2.47 | -3% | -5% | -7% | -10% |
| | Q4 | 3.06 | 2.52 | 1% | 2% | -6% | -11% |
| **2020** | Q1 | 2.90 | 2.56 | -5% | 2% | -4% | -1% |

Sources: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data and Energy Information Administration/U.S. Department of Energy data.
Note: Table values may not conform exactly due to rounding.



# Quarterly Truck Availability

## Table 7: U.S. Fresh Fruit and Vegetable Truck Availability

| Truck availability legend | | | | |
|---|---|---|---|---|
| 1=Surplus | 2=Slight surplus | 3=Adequate | 4=Slight shortage | 5=Shortage |

| California, Central, And Western Arizona | Commodity | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Central San Joaquin Valley California** | Iceberg Lettuce, Romaine, Leaf Lettuce | | | | | | | | | | | | 3 | 2 |
| **Imperial, Palo Verde And Coachella Valleys, California And Central And Western Arizona** | Lettuce, Broccoli, Cauliflower, Romaine, Leaf Lettuce | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 2 |
| **Kern District California** | Carrots | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 2 |
| **Oxnard District California** | Celery, Strawberries, Romaine, Leaf Lettuce, Cilantro, Kale, Parsley | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 2 |
| **Salinas-Watsonville California** | Broccoli, Cauliflower, Romaine, Leaf Lettuce | | | | | | | | | | | 4 | 3 | 2 |
| **Santa Maria California** | Broccoli, Cauliflower, Celery, Lettuce, Romaine, Leaf Lettuce, Strawberries | 5 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 3 | 2 |
| **South District California** | Citrus, Avocados | 3 | 3 | 3 | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |

| Florida | Commodities | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Central & South Florida** | Tomatoes, Mixed Vegetables, Berries, Melons | 2 | 3 | 2 | 3 | 5 | 5 | 5 | 3 | 2 | 3 | 4 | 5 | 3 |
| **Florida** | Potatoes | | | | | | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 |
| **South Florida** | Melons | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 2 | 2 | 4 | 4 | 2 |

| Great Lakes (MI & WI) | Commodity | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Central Wisconsin** | Potatoes, Onions | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| **Michigan** | Apples | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Empty cells were not reported.



## Table 7, continued: U.S. Fresh Fruit and Vegetable Truck Availability

| Truck availability legend | | | | |
|---|---|---|---|---|
| 1=Surplus | 2=Slight surplus | 3=Adequate | 4=Slight shortage | 5=Shortage |

| U.S.-Mexico border | Commodity | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Nogales, Arizona** | Cucumbers, Beans, Eggplant, Peppers, Tomatoes, Mixed Vegetables, Melons | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 2 | 1 |
| **Texas** | Limes, Mangos, Tomatoes, Broccoli, Mixed Fruit and Vegetables | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 | 2 |

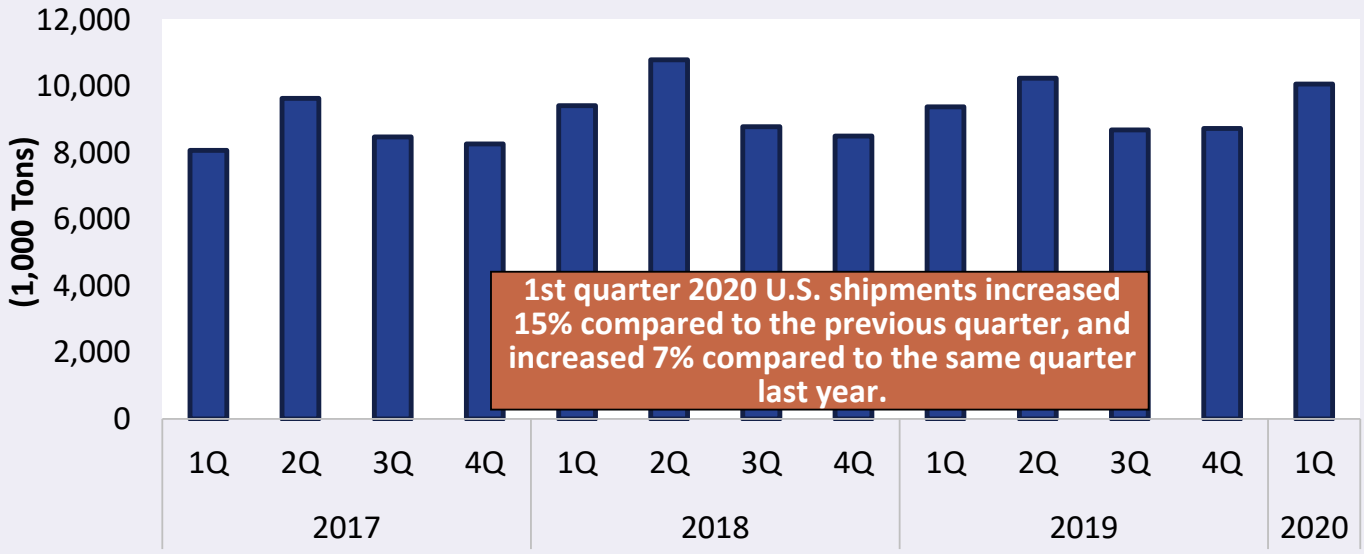
| Pacific Northwest (ID, OR, &, WA) | Commodity | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Columbia Basin Washington** | Potatoes, Onions | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 5 | 4 | 3 |
| **Idaho And Malheur County, Oregon** | Onions | 4 | 4 | 4 | 4 | 4 | 4 | 4 | 3 | 3 | 3 | 5 | 4 | 3 |
| **Upper Valley, Twin Falls-Burley District Idaho** | Potatoes | 4 | 4 | 4 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 5 | 4 | 3 |
| **Yakima Valley & Wenatchee District Washington** | Apples, Pears | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 4 | 4 | 3 |

| Southeast (GA, SC, & NC) | Commodity | 1/7 | 1/14 | 1/21 | 1/28 | 2/4 | 2/11 | 2/18 | 2/25 | 3/3 | 3/10 | 3/17 | 3/24 | 3/31 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **Eastern North Carolina** | Sweet Potatoes | 4 | 3 | 3 | 1 | 3 | 3 | 4 | 3 | 3 | | 5 | 3 | 3 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Empty cells were not reported.

# Reported U.S. Shipments

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




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data

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

| Year | 1st Quarter | 2nd Quarter | 3rd Quarter | 4th Quarter | Annual |
|---|---|---|---|---|---|
| **2020** | 10,067 | | | | 10,067 |
| **2019** | 9,381 | 10,246 | 8,687 | 8,732 | 37,046 |
| **2018** | 9,421 | 10,795 | 8,789 | 8,503 | 37,508 |
| **2017** | 8,072 | 9,642 | 8,479 | 8,267 | 34,459 |
| **2016** | 8,094 | 9,761 | 8,541 | 8,188 | 34,583 |
| **2015** | 8,118 | 9,630 | 8,324 | 7,771 | 33,842 |
| **2014** | 7,733 | 9,139 | 8,080 | 7,725 | 32,677 |
| **2013** | 7,451 | 8,972 | 7,762 | 7,527 | 31,712 |
| **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 |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Table values may not conform exactly due to rounding.

# Reported Shipments by Selected Commodities

## Table 9: Reported Top 10 Commodity Shipments (1,000 Tons)

| Commodity | 1st Quarter 2020 | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|
| | | | | Previous Qtr | Same Qtr Last Year |
| Potatoes | 1,166 | 1,090 | 1,053 | 7% | 11% |
| Oranges | 1,004 | 481 | 858 | 109% | 17% |
| Apples | 936 | 903 | 848 | 4% | 10% |
| Onions Dry | 598 | 549 | 579 | 9% | 3% |
| Tomatoes | 402 | 331 | 374 | 22% | 8% |
| Tangerines | 387 | 26 | 422 | 1415% | -8% |
| Lemons | 353 | 235 | 333 | 50% | 6% |
| Avocados | 322 | 299 | 290 | 7% | 11% |
| Lettuce, Iceberg | 304 | 317 | 326 | -4% | -7% |
| Peppers, Bell Type | 290 | 214 | 258 | 36% | 13% |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Table values may not conform exactly due to rounding.

## Table 10: Reported Top 10 Regions (1,000 Tons)

| Origin | 1st Quarter 2020 Volume | % Change from Last Quarter | % Change From Same Quarter Last Year |
|---|---|---|---|
| California | 2435 | < 1% | 12% |
| PNW | 1876 | < 1% | 1% |
| Mexico-Texas | 1560 | 25% | 18% |
| Mexico-Arizona | 1099 | 61% | < 1% |
| Arizona | 769 | 82% | -7% |
| Florida | 738 | 91% | 4% |
| Mexico-California | 370 | 13% | -5% |
| Other | 238 | -11% | -12% |
| Colorado | 217 | -3% | 16% |
| Great Lakes | 196 | -26% | 19% |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Note: Table values may not conform exactly due to rounding.

# Regional Markets

## California

### Volume

Total reported shipments of fruits and vegetables from California during the first quarter of 2020 were 2.435 million tons, an increase of 12 percent year to year. The top five commodities increased 8 percent from year to year. Of the top 5 commodities, celery, oranges, and lemons showed year-to-year increases of 28 percent, 17 percent, and 6 percent, respectively.

### Rates

The quarterly average truck rate for shipments between 501 miles and 1,500 miles was $2.87 per mile, a 5-percent decrease quarter to quarter, but an 11-percent increase year to year.

### Truck Overview

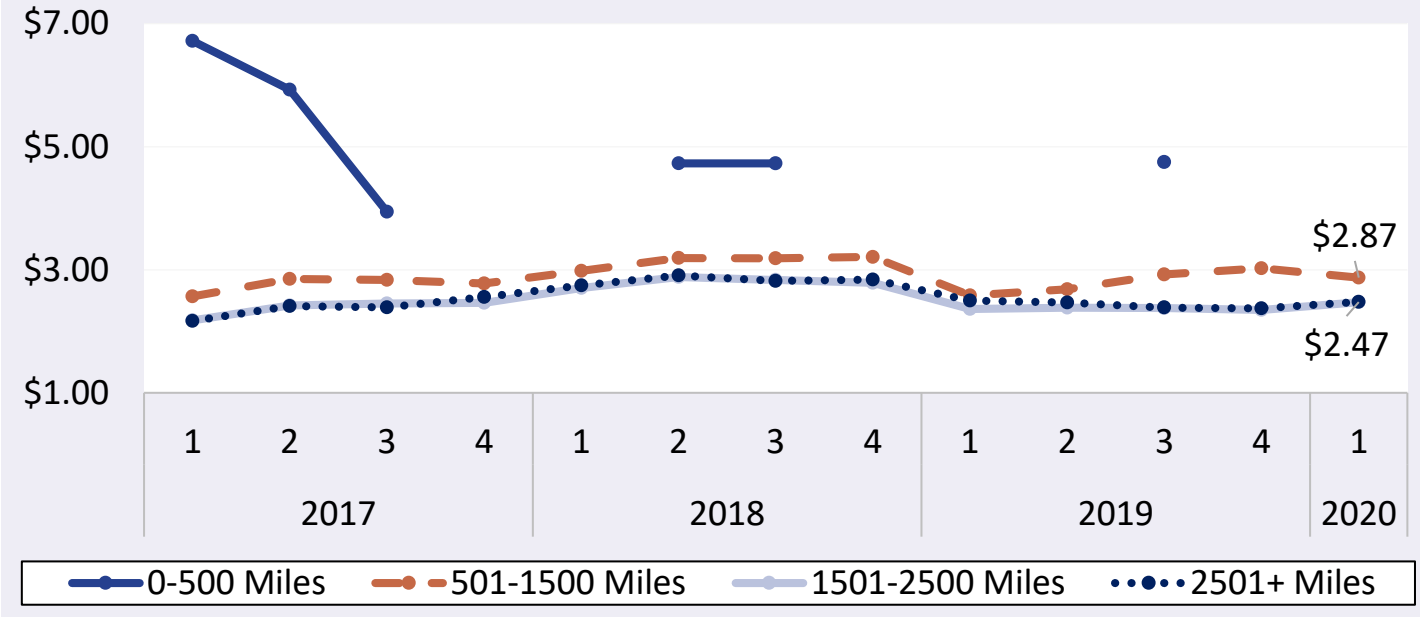
Diesel fuel prices averaged $3.75 per gallon, a 5-percent decrease quarter to quarter and a 0.3-percent decrease year to year. Shippers reported a shortage of truck availability during the first week of January, and adequate conditions until the third week of March when availability tightened again to a slight shortage. However, March ended with a slight surplus.

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

| Commodity | 1st Quarter 2020 | Share of California Total | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|---|
| | | | | | Previous Qtr | Same Qtr Last Year |
| **Oranges** | 922 | 38% | 417 | 791 | 121% | 17% |
| **Tangerines** | 373 | 15% | 15 | 410 | 2,462% | -9% |
| **Lemons** | 352 | 14% | 204 | 331 | 72% | 6% |
| **Celery** | 141 | 6% | 201 | 110 | -30% | 28% |
| **Carrots** | 99 | 4% | 97 | 100 | 2% | -2% |
| **Top 5 Total** | **1,887** | **77%** | **934** | **1,743** | **102%** | **8%** |
| **California Total** | **2,435** | **100%** | **2,440** | **2,173** | **> -1%** | **12%** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 5: California Truck Rates ($/Mile by Distance Travelled)



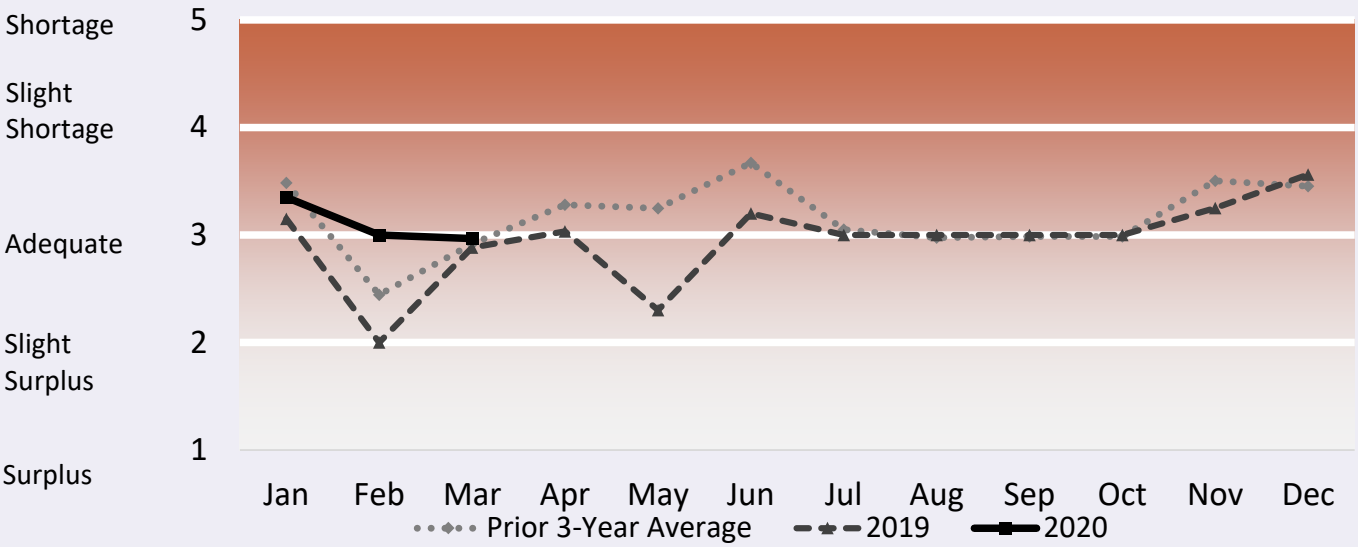

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Table 12: California Truck Overview (Availability Rating: 1=Surplus to 5=Shortage)

| Region/Reporting District | January | February | March | 1st Quarter |
|---|---|---|---|---|
| Central San Joaquin Valley California | - | - | 2.5 | 2.5 |
| Imperial, Palo Verde And Coachella Valleys, California And Central And Western Arizona | 3.5 | 3 | 2.97 | 3.16 |
| Kern District California | 3.5 | 3 | 3 | 3.17 |
| Oxnard District California | 3.5 | 3 | 3 | 3.17 |
| Salinas-Watsonville California | - | - | 2.65 | 2.65 |
| Santa Maria California | 3.5 | 3 | 3 | 3.17 |
| South District California | 2.75 | 3 | 3 | 2.92 |
| Regional Average Availability | 3.35 | 3 | 2.87 | 3.07 |
| **Diesel Fuel Price ($/gallon)** | **3.87** | **3.79** | **3.60** | **3.75** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 6: Refrigerated Truck Availability Monthly Ratings for California




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

# PNW

## Volume

During the first quarter of 2020, total reported shipments of fruits and vegetables from the Pacific Northwest were 1.876 million tons, increasing 1 percent year to year. The sum of the top five commodities also increased 1 percent year to year. Decreases in shipments of dry onions (12 percent) and pears (11 percent) were offset by increases in shipments of apples (12 percent) and rhubarb (18 percent).

## Rates

The quarterly average truck rate for shipments between 501 miles and 1,500 miles was $2.20 per mile, increasing 1 percent quarter to quarter, but decreasing 2 percent year to year.

## Truck Overview

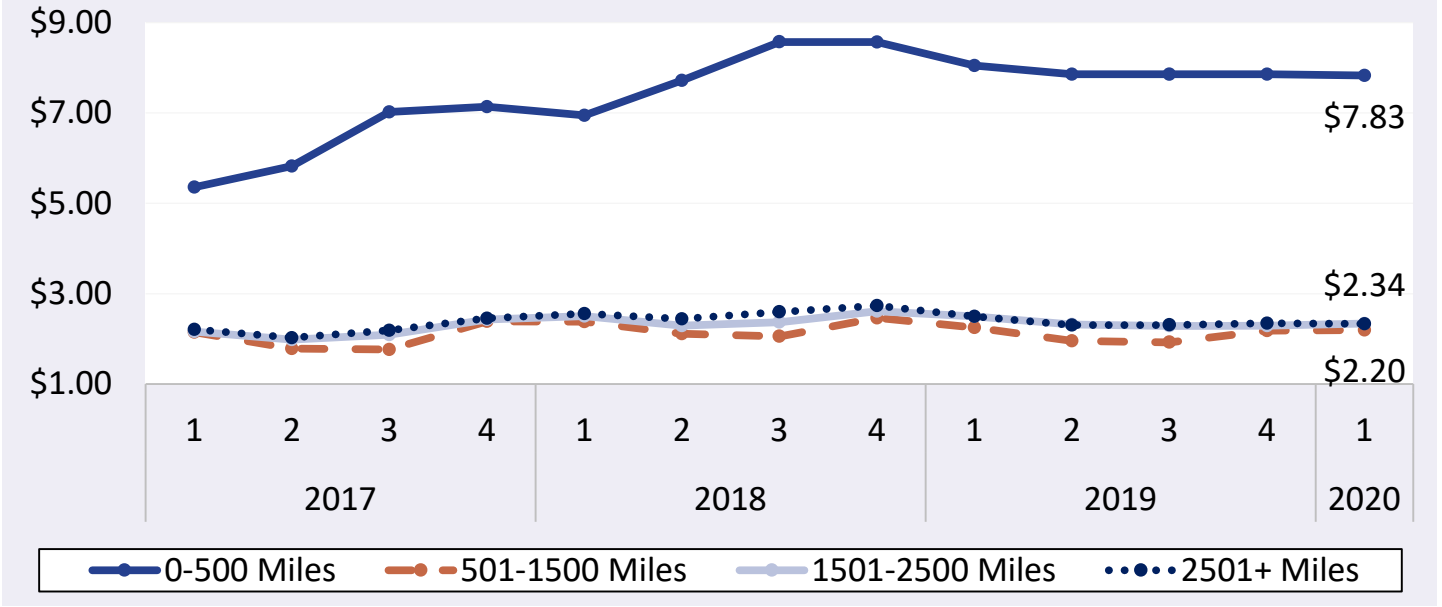
Diesel fuel prices averaged $3.09 per gallon, with decreases of 7 percent quarter to quarter and 1 percent year to year. Shippers in the Columbia Basin of Washington and parts of Idaho and Oregon reported a slight shortage of truck availability in January and February. Conditions loosened slightly to adequate in the first 2 weeks of March and then tightened to shortage conditions the last 3 weeks of the month.

### Table 13: Reported Top Five Commodities Shipped from the PNW (1,000 tons)

| Commodity | 1st Quarter 2020 | Share of PNW Total | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|---|
| | | | | | Previous Qtr | Same Qtr Last Year |
| **Apples** | 811 | 43% | 741 | 722 | 9% | 12% |
| **Potatoes** | 521 | 28% | 531 | 509 | -2% | 2% |
| **Onions Dry** | 406 | 22% | 431 | 464 | -6% | -12% |
| **Pears** | 137 | 7% | 165 | 155 | -17% | -11% |
| **Rhubarb** | < 1 | < 1% | < 1 | < 1 | - | 18% |
| **Top 5 Total** | **1,876** | **100%** | **1,869** | **1,850** | **< 1%** | **1%** |
| **PNW Total** | **1,876** | **100%** | **1,871** | **1,850** | **< 1%** | **1%** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 7: PNW Truck Rates ($/Mile by Distance Traveled)



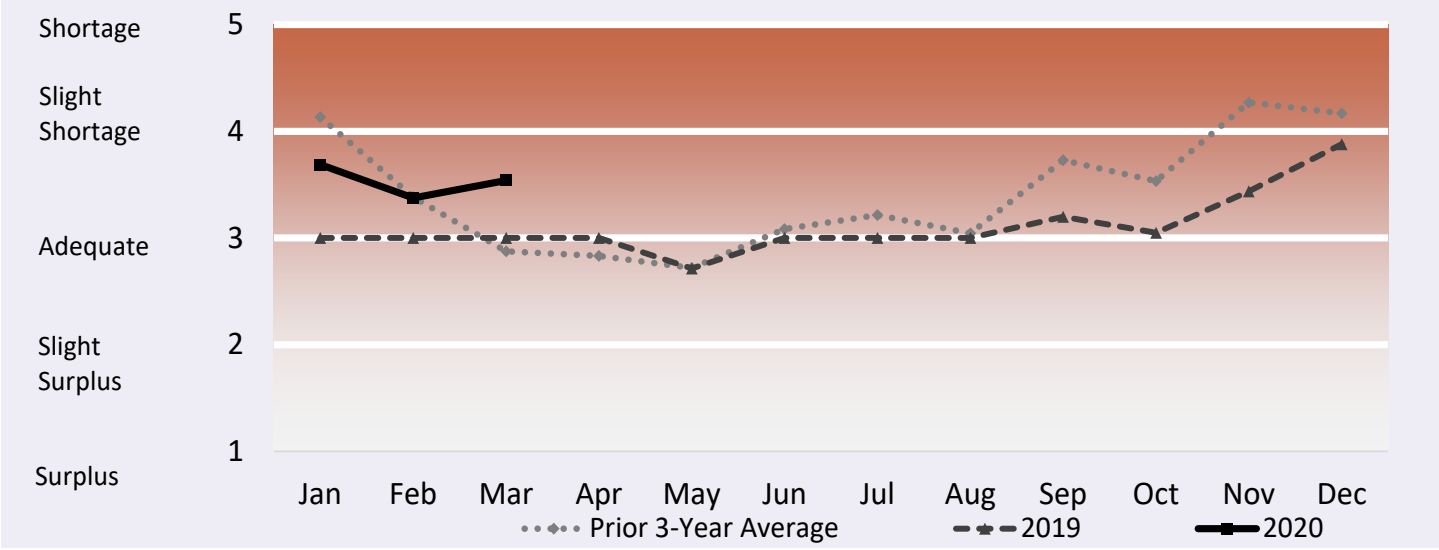

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Table 14: PNW Truck Overview (Availability Rating: 1=Surplus to 5=Shortage)

| Region/Reporting District | Availability Rating, 1=Surplus to 5=Shortage | | | |
|---|---|---|---|---|
| | January | February | March | 1st Quarter |
| Columbia Basin Washington | 4 | 3.75 | 3.6 | 3.78 |
| Idaho And Malheur County, Oregon | 4 | 3.75 | 3.6 | 3.78 |
| Upper Valley, Twin Falls-Burley District Idaho | 3.75 | 3 | 3.56 | 3.44 |
| Yakima Valley & Wenatchee District Washington | 3 | 3 | 3.4 | 3.13 |
| Regional Average Availability | 3.69 | 3.38 | 3.54 | 3.53 |
| **Diesel Fuel Price ($/gallon)** | **3.23** | **3.10** | **2.94** | **3.09** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 8: Refrigerated Truck Availability Monthly Ratings for the PNW




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

# U.S.-Mexico Border

## Volume

Total reported shipments of fruits and vegetables from Mexico during the first quarter of 2020 were 3.04 million tons, an 8-percent increase from the first quarter of 2019 (year to year). The sum of the top five commodities also increased 8 percent year to year. Though avocados remain the top agricultural commodity shipped during the first quarter, bell peppers saw the largest year-to-year increase at 17 percent.

## Rates

In first quarter 2020, truck rates for shipments between 501 miles and 1,500 miles from the Arizona border crossings averaged $2.53 per mile, up 15 percent from fourth quarter 2019 (quarter to quarter) and up 1 percent year to year. Rates for shipments between 501 miles and 1,500 miles from the Texas border crossings averaged $2.49 per mile, up 12 percent quarter to quarter and up 2 percent year to year.

## Truck Overview

Diesel fuel prices for border crossings from Arizona averaged $3.09 per gallon, decreasing 7 percent quarter to quarter and 1 percent year to year. Diesel fuel prices for border crossings from Texas averaged $2.66 per gallon, a 5-percent decrease quarter to quarter, and a 6-percent decrease year to year. Shippers reported slight truck shortage for crossing the Arizona border in January, adequate availability through early March, slight shortage again the third week of March, and surplus conditions for the remainder of March. At Texas border-crossing locations, shippers reported adequate truck availability from January through early March, then 2 weeks of a slight shortage, and surplus conditions for the last week of March.

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

| Commodity | 1st Quarter 2020 | Share of Mexico Total | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|---|
| | | | | | Previous Qtr | Same Qtr Last Year |
| **Avocados** | 294 | 10% | 293 | 286 | < 1% | 3% |
| **Cucumbers** | 254 | 8% | 207 | 243 | 23% | 4% |
| **Tomatoes** | 249 | 8% | 168 | 229 | 48% | 8% |
| **Peppers, Bell Type** | 243 | 8% | 126 | 208 | 93% | 17% |
| **Tomatoes, Plum Type** | 231 | 8% | 152 | 206 | 52% | 12% |
| **Top 5 Total** | **1,270** | **42%** | **945** | **1,172** | **34%** | **8%** |
| **Mexico Total** | **3,042** | **100%** | **2,348** | **2,825** | **30%** | **8%** |

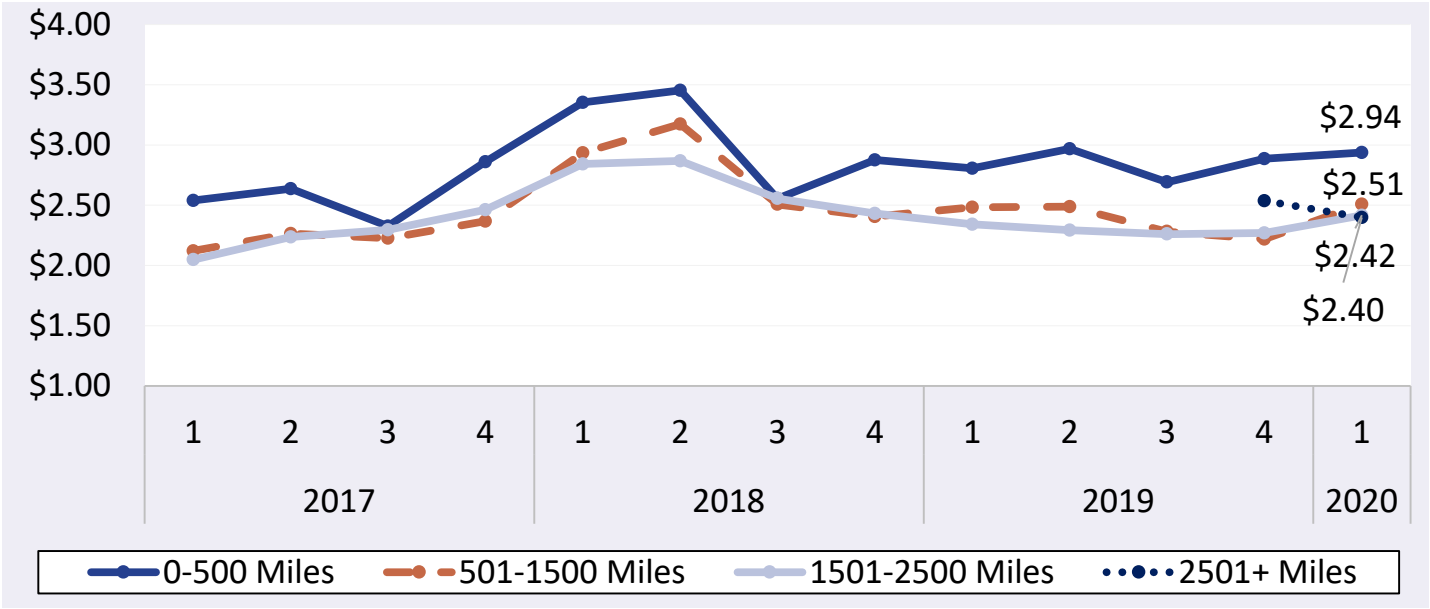
Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Table 16: Top 5 Commodities Shipped to U.S. from Mexico by State of Entry (1,000 tons)

| Texas | | California | | Arizona | | New Mexico | |
|---|---|---|---|---|---|---|---|
| Commodity | 1st Quarter 2020 | Commodity | 1st Quarter 2020 | Commodity | 1st Quarter 2020 | Commodity | 1st Quarter 2020 |
| **Avocados** | 289 | Asparagus | 63 | Cucumbers | 169 | Peppers, Other | 12 |
| **Tomatoes** | 152 | Onions Green | 43 | Peppers, Bell Type | 155 | Corn-Sweet | < 1 |
| **Limes** | 135 | Celery | 25 | Squash | 151 | Misc Tropical | < 1 |
| **Peppers, Bell Type** | 81 | Misc Tropical | 23 | Tomatoes, Plum Type | 149 | Misc Herbs | < 1 |
| **Cucumbers** | 79 | Brussels Sprouts | 23 | Tomatoes | 94 | Cactus Leaf (Nopales) | < 1 |
| **Mexico through TX Total** | **1560** | **Mexico through CA Total** | **370** | **Mexico through AZ Total** | **1099** | **Mexico through NM Total** | **13** |

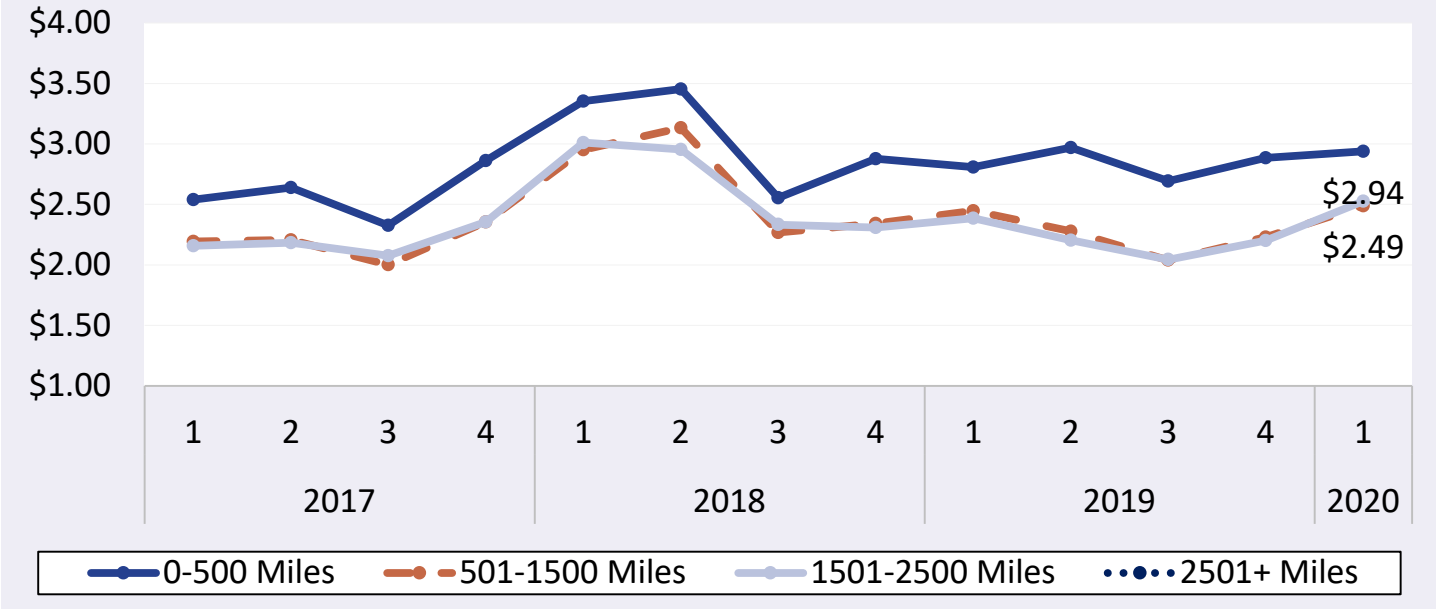
Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 9: Truck Rates from U.S.-Mexico Border ($/Mile by Distance Traveled)



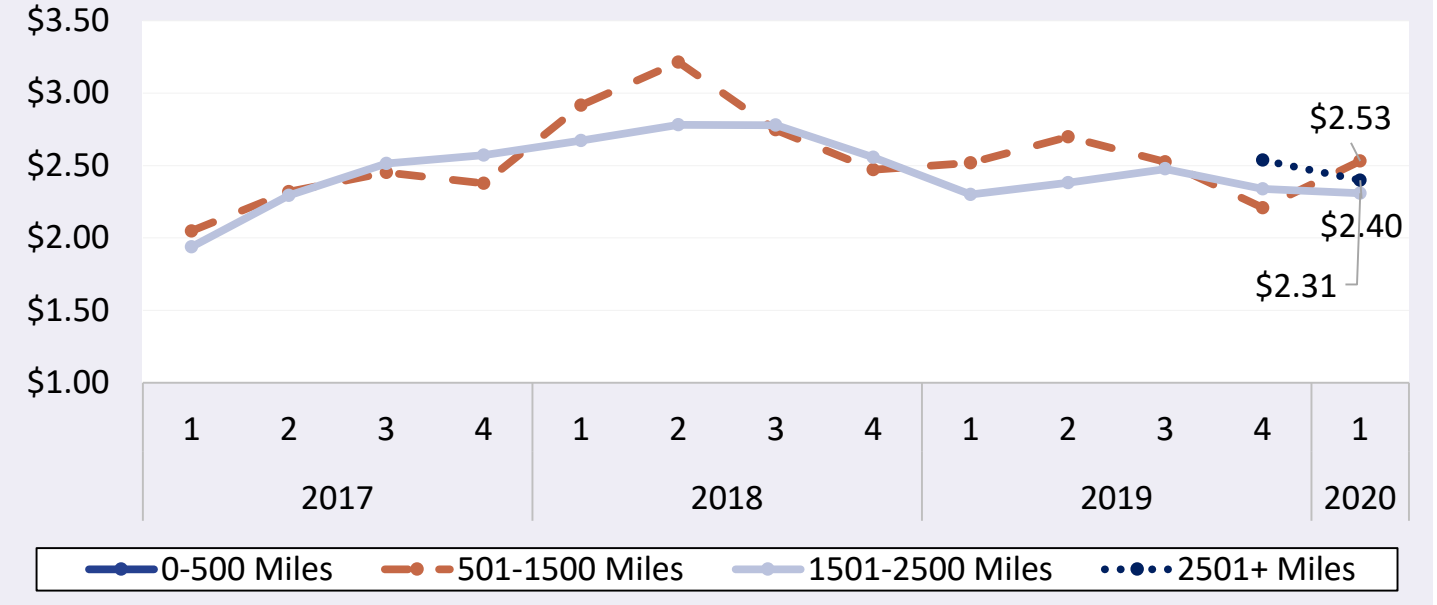

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Figure 10: Texas Truck Rates from U.S.-Mexico Border ($/Mile by Distance Traveled)




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Figure 11: Arizona Truck Rates from U.S.-Mexico Border ($/Mile by Distance Traveled)



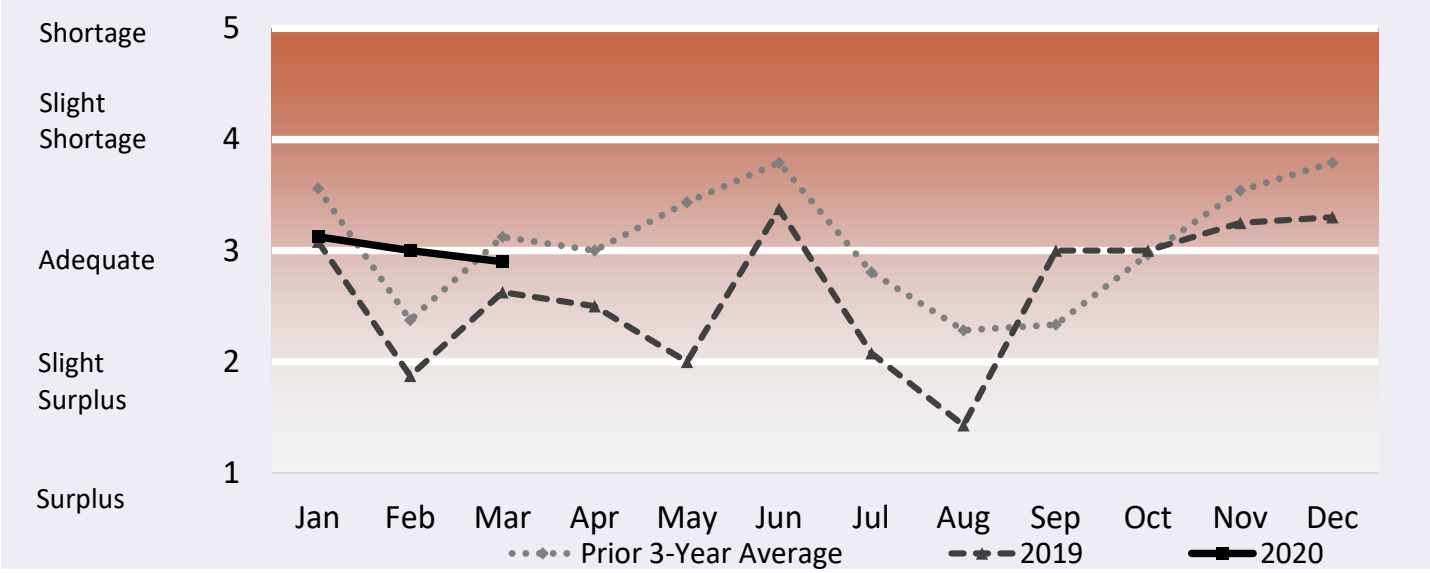

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Table 17: Truck Overview from the U.S.-Mexico Border

| Region/Reporting District | Availability Rating, 1=Surplus to 5=Shortage | | | |
|---|---|---|---|---|
| | January | February | March | 1st Quarter |
| Mexico Crossings Through Nogales, Arizona | 3.25 | 3 | 2.6 | 2.95 |
| Mexico Crossings Through Texas | 3 | 3 | 3.21 | 3.07 |
| Regional Average Availability | 3.13 | 3 | 2.90 | 3.01 |
| **Diesel Fuel Price ($/gallon), through Texas** | **2.80** | **2.67** | **2.50** | **2.66** |
| **Diesel Fuel Price ($/gallon), through Arizona** | **3.23** | **3.10** | **2.94** | **3.09** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 12: Refrigerated Truck Availability Monthly Ratings from the U.S-Mexico Border




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

# Arizona

## Volume

During the first quarter of 2020, total reported shipments of fruits and vegetables from Arizona were 769,000 tons, down 7 percent year to year. The sum of the top five commodities decreased 4 percent year to year. Decreases in iceberg lettuce (23 percent), romaine lettuce (11 percent), and cauliflower (6 percent) were offset by a strong increase in processed lettuce (54 percent).

## Rates

The quarterly average truck rate for shipments between 501 miles and 1,500 miles was $2.81 per mile, down 6 percent quarter to quarter and down 18 percent year to year.

## Truck Overview

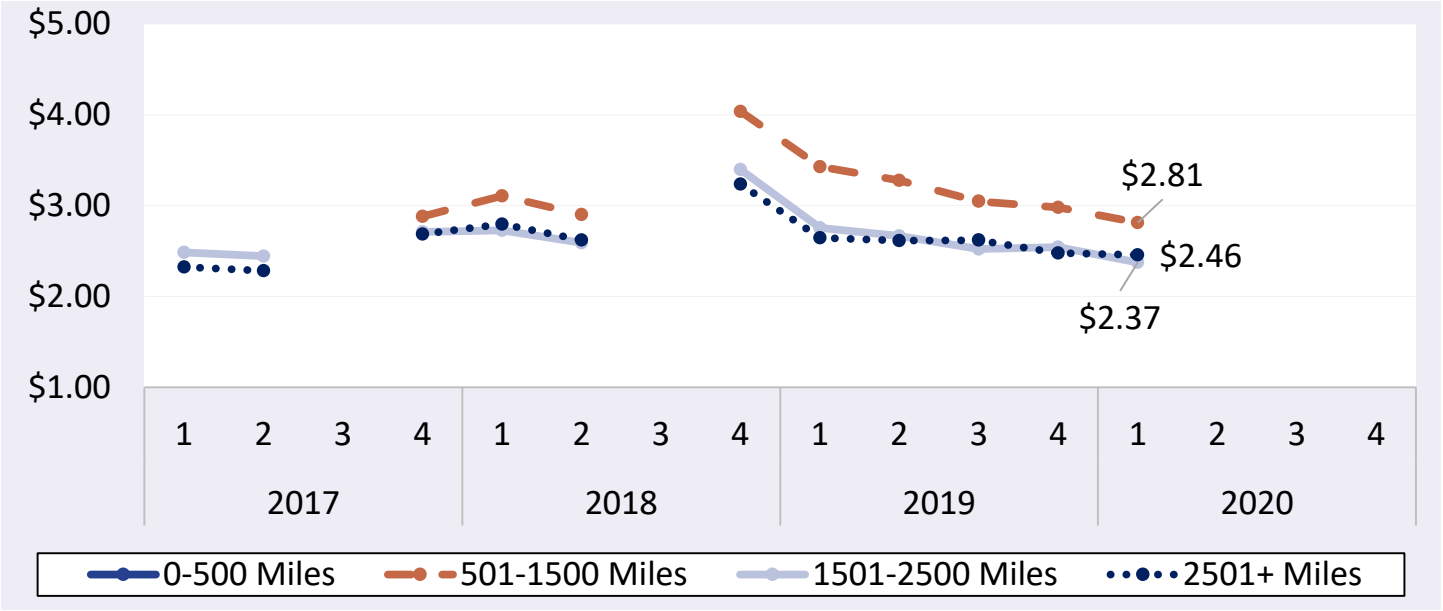
Diesel fuel prices averaged $3.09 per gallon, down 7 percent quarter to quarter and down 1 percent year to year. Shippers reported a shortage of truck availability during the first week of January then adequate conditions through early March. Availability tightened to a slight shortage during the third week of March, and then loosened to a slight surplus for the last 2 weeks of the month.

**Table 18: Reported Top Five Commodities Shipped from Arizona (1,000 tons)**

| Commodity | 1st Quarter 2020 | Share of Arizona Total | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|---|
| | | | | | Previous Qtr | Same Qtr Last Year |
| **Lettuce, Romaine** | 214 | 28% | 114 | 240 | 87% | -11% |
| **Lettuce, Iceberg** | 196 | 26% | 128 | 256 | 54% | -23% |
| **Lettuce, Processed** | 166 | 22% | 55 | 108 | 204% | 54% |
| **Celery** | 41 | 5% | 4 | 39 | 873% | 6% |
| **Cauliflower** | 31 | 4% | 17 | 33 | 81% | -6% |
| **Top 5 Total** | **649** | **84%** | **318** | **675** | **104%** | **-4%** |
| **Arizona Total** | **769** | **100%** | **422** | **829** | **82%** | **-7%** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 9: Arizona Truck Rates ($/Mile by Distance Traveled)



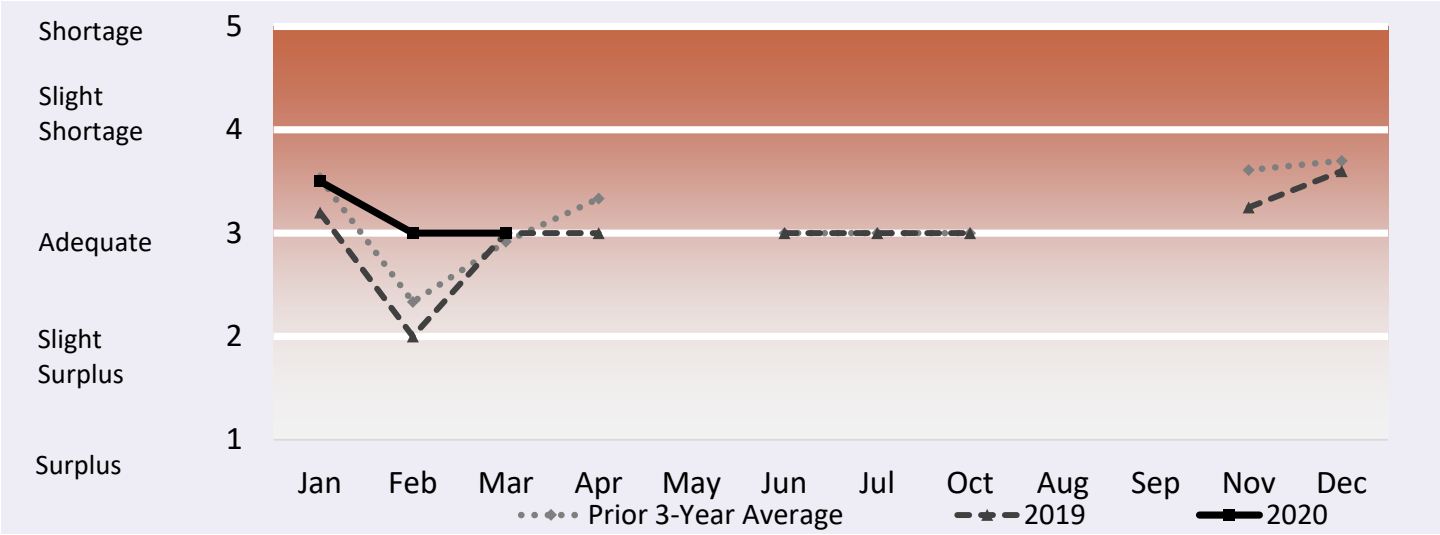

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Table 13: Arizona Truck Overview (Availability Rating: 1=Surplus to 5=Shortage)

| Region/Reporting District | January | February | March | 1st Quarter |
|---|---|---|---|---|
| Imperial, Palo Verde And Coachella Valleys, California And Central And Western Arizona | 3.5 | 3 | 2.97 | 3.16 |
| Regional Average Availability | 3.5 | 3 | 2.97 | 3.16 |
| **Diesel Fuel Price ($/gallon)** | **3.23** | **3.10** | **2.94** | **3.09** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 10: Refrigerated Truck Availability Monthly Ratings for Arizona




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

# Florida

## Volume

Total reported shipments of fruits and vegetables from Florida during the first quarter of 2020 were 738,000 tons, up 4 percent year to year. The sum of the top five commodities increased 11 percent year to year. All of the top five commodities—including oranges (up 37 percent), strawberries (up 26 percent), and cabbage (up 9 percent)—increased year to year.

## Rates

The quarterly average truck rate for shipments between 501 miles and 1,500 miles was $2.13 per mile, up 12 percent quarter to quarter, but down 6 percent year to year.

## Truck Overview

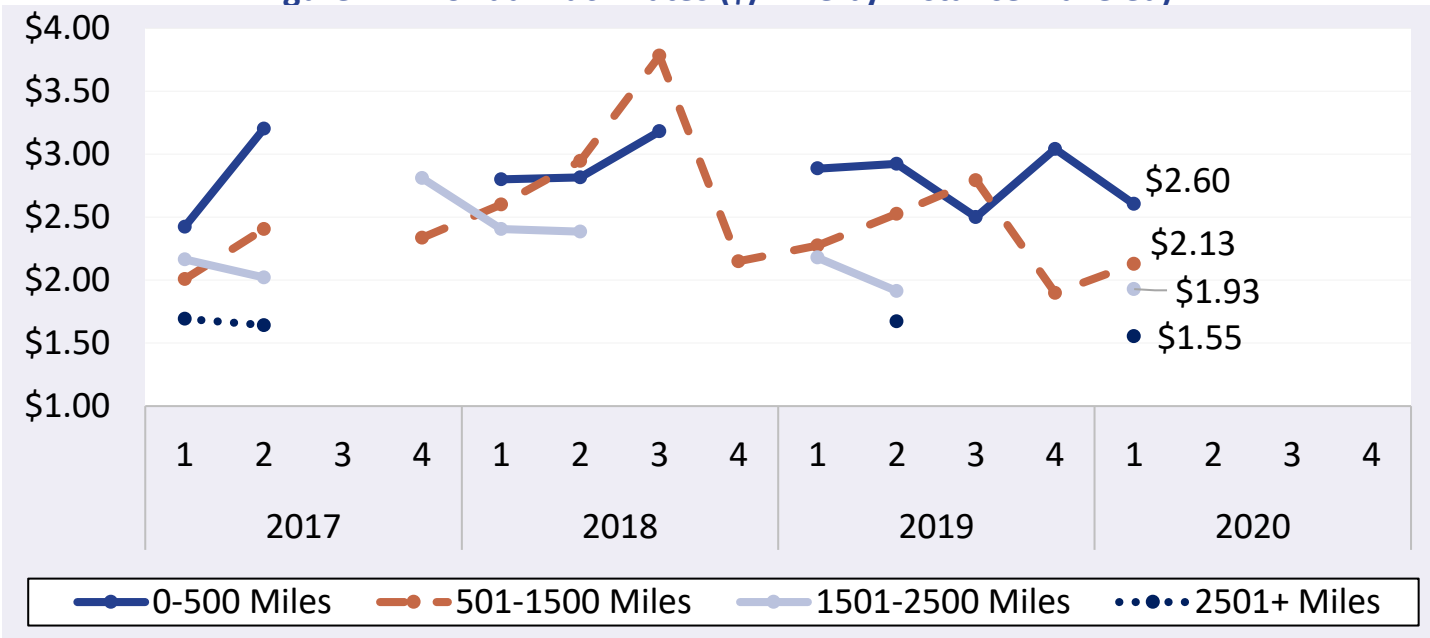
Diesel fuel prices averaged $2.80 per gallon, down 4 percent quarter to quarter and down 4 percent year to year. Shippers of tomatoes, mixed vegetables, berries, and melons in central and south Florida reported slight surplus and adequate truck availability in January, but shortage conditions for most of February. Conditions loosened in late February and early March, tightened again during the third and fourth weeks of March, and then ended the month with adequate conditions.

**Table 19: Reported Top Five Commodities Shipped from Florida (1,000 tons)**

| Commodity | 1st Quarter 2020 | Share of Florida Total | Previous Quarter | Same Quarter Last Year | Current Quarter as % change from: | |
|---|---|---|---|---|---|---|
| | | | | | Previous Qtr | Same Qtr Last Year |
| **Tomatoes** | 129 | 17% | 106 | 129 | 21% | < 1% |
| **Strawberries** | 105 | 14% | 17 | 83 | 503% | 26% |
| **Cabbage** | 68 | 9% | 10 | 63 | 558% | 9% |
| **Corn-Sweet** | 68 | 9% | 21 | 68 | 219% | < 1% |
| **Oranges** | 47 | 6% | 38 | 34 | 24% | 37% |
| **Top 5 Total** | **417** | **57%** | **172** | **377** | **143%** | **11%** |
| **Florida Total** | **738** | **100%** | **387** | **707** | **91%** | **4%** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 11: Florida Truck Rates ($/Mile by Distance Traveled)



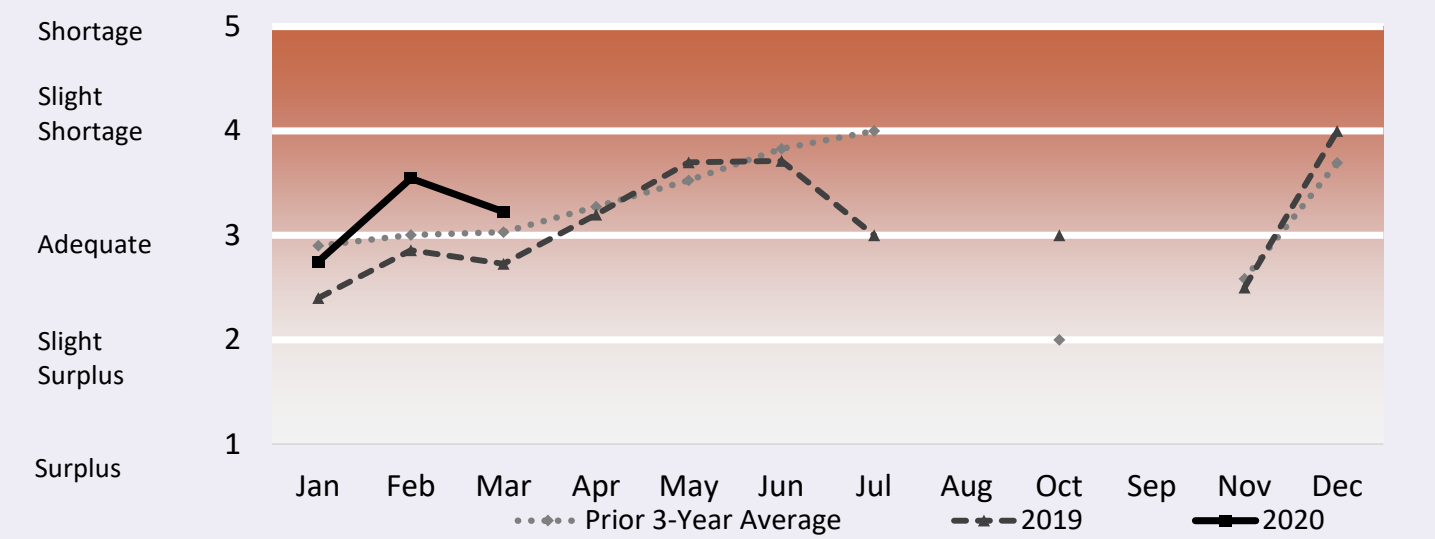

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

## Table 15: Florida Truck Overview (Availability Rating: 1=Surplus to 5=Shortage)

| Region/Reporting District | Availability Rating, 1=Surplus to 5=Shortage | | | |
|---|---|---|---|---|
| | January | February | March | 1st Quarter |
| Central & South Florida | 2.5 | 4.5 | 3.4 | 3.47 |
| Florida | - | 3 | 3.4 | 3.2 |
| South Florida | 3 | 3 | 2.88 | 2.96 |
| Regional Average Availability | 2.75 | 3.5 | 3.23 | 3.16 |
| **Diesel Fuel Price ($/gallon)** | **2.96** | **2.81** | **2.63** | **2.80** |

Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
"-" indicates no reported shipments during the quarter.
Note: Table values may not conform exactly due to rounding.

## Figure 12: Refrigerated Truck Availability Monthly Ratings for Florida




Source: AMS Transportation Services Division analysis of AMS Specialty Crops Program Market News data.
Gaps in the chart lines are the result of quarters with no reported data for the region.

# Terms and References

## Data Sources

This information is compiled from the weekly Specialty Crops Truck Rate Report by USDA, Agricultural Marketing Service (AMS), Specialty Crops Program, 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.

# Contact Information

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For assistance with accessibility issues related to this document, please e-mail SharonC.Williams@usda.gov.

## Related Websites

USDA's Agricultural Transportation Open Data Platform
https://agtransport.usda.gov/

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
https://www.ers.usda.gov/topics/crops/vegetables-pulses/

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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

Refrigerated Truck Quarterly Datasets
https://www.ams.usda.gov/services/transportation-analysis/agricultural-refrigerated-truck-quarterly-datasets

Protecting Perishable Foods During Transport by Truck and Rail
https://edis.ifas.ufl.edu/pdffiles/HS/HS132800.pdf

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