

SHIPPER INTERVIEW

(Personal Interview)

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SHIPPER INTERVIEW

1. Name of firm and dock code number: _____
 If this firm is a subsidiary of anyone, please list the parent firm and its home office location.

2. Name the primary types of commodities you receive and ship. Give the number of tons of each commodity moved during a typical year by each mode of transportation listed on the right.

	<u>Name of Commodity</u>	<u>Truck Tons/Year</u>	<u>Rail Tons/Year</u>	<u>Barge Tons/Year</u>	<u>Steamship Tons/Year</u>	<u>Pipeline Tons/yr.</u>
<u>Receipts:</u>	1. _____	_____	_____	_____	_____	_____
	2. _____	_____	_____	_____	_____	_____
	3. _____	_____	_____	_____	_____	_____
	4. _____	_____	_____	_____	_____	_____
	5. _____	_____	_____	_____	_____	_____
	6. _____	_____	_____	_____	_____	_____
	7. _____	_____	_____	_____	_____	_____
	8. _____	_____	_____	_____	_____	_____
	9. _____	_____	_____	_____	_____	_____
	10. _____	_____	_____	_____	_____	_____
<u>Shipments:</u>	1. _____	_____	_____	_____	_____	_____
	2. _____	_____	_____	_____	_____	_____
	3. _____	_____	_____	_____	_____	_____
	4. _____	_____	_____	_____	_____	_____
	5. _____	_____	_____	_____	_____	_____
	6. _____	_____	_____	_____	_____	_____
	7. _____	_____	_____	_____	_____	_____
	8. _____	_____	_____	_____	_____	_____
	9. _____	_____	_____	_____	_____	_____
	10. _____	_____	_____	_____	_____	_____

3. How are each of these products shipped? (Circle one)

Names of Commodities	Form Shipped				
	Drums	Pallets	Packages	Dry Bulk	Liquid Bulk
1. _____	a	b	c	d	e
2. _____	a	b	c	d	e
3. _____	a	b	c	d	e
4. _____	a	b	c	d	e
5. _____	a	b	c	d	e
6. _____	a	b	c	d	e
7. _____	a	b	c	d	e
8. _____	a	b	c	d	e
9. _____	a	b	c	d	e
10. _____	a	b	c	d	e

4. What size barges, railroad cars, and trucks (in terms of tons) do you generally use to receive or ship each of your commodities and what are the specific frequency of shipments of each of these commodities? *Repeat commodity listing for each mode of transportation.

*Names of Commodities	Transport Mode	Mode Size (in tons)	Frequency (Times per mo.)
1. _____	_____	_____	_____
2. _____	_____	_____	_____
3. _____	_____	_____	_____
4. _____	_____	_____	_____
5. _____	_____	_____	_____
6. _____	_____	_____	_____
7. _____	_____	_____	_____
8. _____	_____	_____	_____
9. _____	_____	_____	_____
10. _____	_____	_____	_____

5. For each mode of movement, what are the line haul rates of shipment for each commodity? You may attach a published rate schedule in lieu of filling out the information below.

	<u>Name of Commodity</u>	<u>Truck \$ Per Ton</u>	<u>Rail \$ Per Ton</u>	<u>Barge \$ Per Ton</u>	<u>Steamship \$ Per Ton</u>	<u>Pipeline \$ Per Ton</u>
<u>Receipts:</u>	1.					
	2.					
	3.					
	4.					
	5.					
	6.					
	7.					
	8.					
	9.					
	10.					
<u>Shipments:</u>	1.					
	2.					
	3.					
	4.					
	5.					
	6.					
	7.					
	8.					
	9.					
	10.					

6. Who generally controls the modal choice (routing) of these movements?

7. Who generally pays the freight of these movements?

8. Who in your organization could I talk to about getting additional line-haul rate information?

Name: _____

Address: _____

Phone: _____

Location: _____

9. Are you anticipating a major shift in transportation modes in the near future?

Yes No

If yes, please explain:

10. What are the various reasons you ship by each mode of transportation? Are service, cost, or other factors overriding?
