

TABLE 5D15 OWN AND CROSS-PRICE ELASTICITIES FOR FREIGHT DEMAND  
IN THE USA BY REGION AND COMMODITY

|                                       | <i>Own price elasticity</i> |             | <i>Cross-price elasticity</i> |                   |
|---------------------------------------|-----------------------------|-------------|-------------------------------|-------------------|
|                                       | <i>Truck</i>                | <i>Rail</i> | <i>Truck-Rail</i>             | <i>Rail-Truck</i> |
| <i>Durable manufactures</i>           |                             |             |                               |                   |
| Official Territory                    | -0.8262                     | -0.8428     | 0.1638                        | 0.1671            |
| South                                 | -0.9906                     | -0.6989     | 0.1820                        | 0.0848            |
| West                                  | -1.2385                     | -0.5480     | 0.1480                        | 0.0655            |
| <i>Nondurable manufactures</i>        |                             |             |                               |                   |
| Official Territory                    | -0.9863                     | -0.7022     | 0.1820                        | 0.1260            |
| South                                 | -1.0701                     | -0.6432     | 0.1791                        | 0.1076            |
| West                                  | -1.3823                     | -0.4864     | 0.0972                        | 0.0342            |
| <i>Petroleum and related products</i> |                             |             |                               |                   |
| Official Territory                    | -0.5867                     | -1.1638     | 0.0836                        | 0.1659            |
| South                                 | -0.6620                     | -1.0420     | 0.1150                        | 0.1810            |
| West                                  | -0.8318                     | -0.8373     | 0.1650                        | 0.1660            |
| <i>Mineral, chemical &amp; other</i>  |                             |             |                               |                   |
| Official Territory                    | -1.1592                     | -0.5893     | 0.1667                        | 0.0848            |
| South                                 | -1.3780                     | -0.4879     | 0.0989                        | 0.0350            |
| West                                  | -1.8183                     | -0.3707     | 0.1569                        | 0.0320            |

Source: Friedlaender & Spady (1981, table 2.10, p. 55).