



# Canadian Association of Movers

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## OUTLINE

Company Overview

CNTL

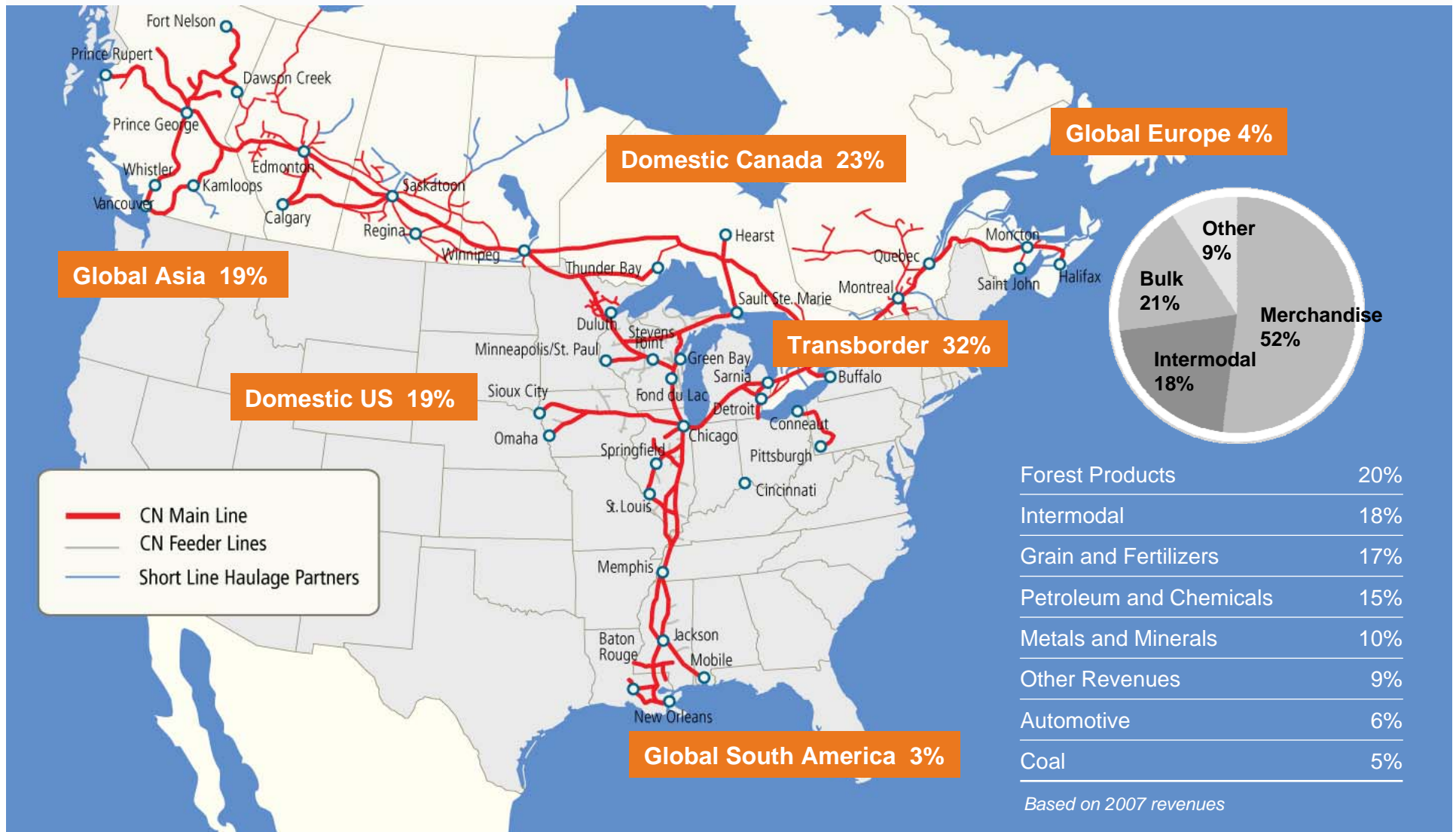
Service

Capacity

Environmental Benefits  
of Shipping Rail



# Great North American franchise



## **Truck-competitive, cost effective service**

- **CN offers a 24-hour advantage over its rail competition from Central to Western Canada**
- **Transit times are competitive with single truck driver service**
- **As a result, CN handles the majority of the Canadian wholesale customer base**
- **Truck-competitive, cost effective service**

# Our offering

## Service

- Fast transit times
- Network of terminals
- Flexibility



## Capacity

- Rail capacity
- Containers
- CNTL truck transportation



## Access

- Major urban centers
- Door-to-door





# Our customers



# Ground Transportation Services



# Capabilities

Door-to-door  
retail Intermodal



Ramp-to-door  
drayage



Asset-based  
intercity over  
the road door-  
to-door



Non-asset-based  
over the road  
door-to-door



All supported by an innovative customer nurturing program managed by our service delivery teams



## GROUND TRANSPORTATION SERVICES

# CNTL Canada



- Wholly-owned CN subsidiary, incorporated in 1998
- 400 drivers, 5,000 containers, 1,000 full load deliveries per day
- Supports \$350M Canadian retail Intermodal franchise
- Covered over 300 million rail miles and 30 million highway miles in 2006
- Top tier safety record



# Service



SERVICE

# Daily scheduled service



SERVICE

# Customer service

Account manager	Service delivery team
Rate quote	Equipment types, weights, ordering process
Establish credit	Online track and trace capabilities
	Customs process
	Door delivery scheduling
	Performance measures

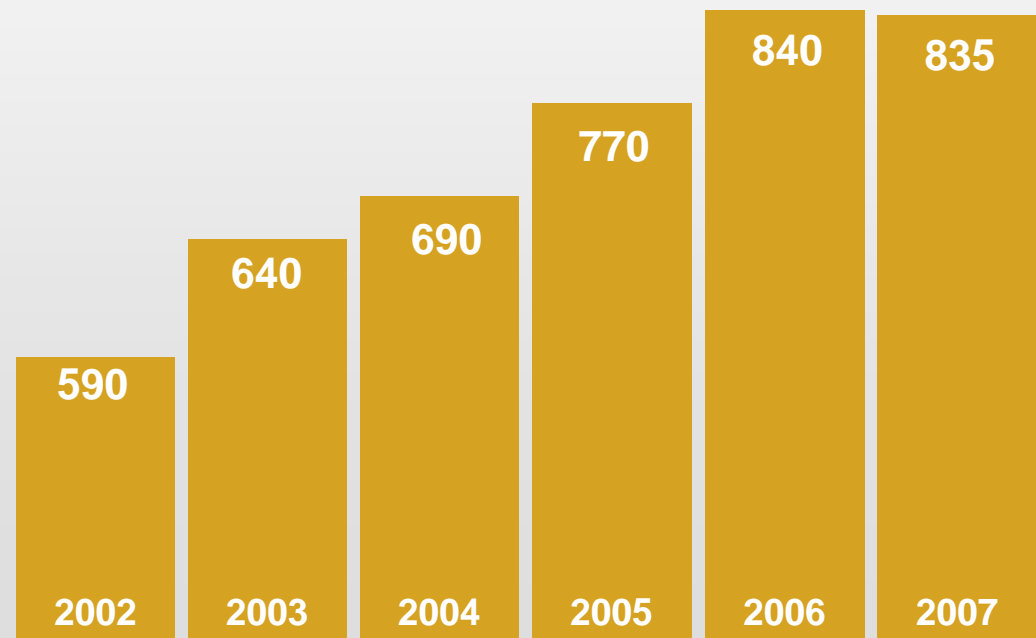


# Capacity



## CAPACITY

# Investing to create capacity

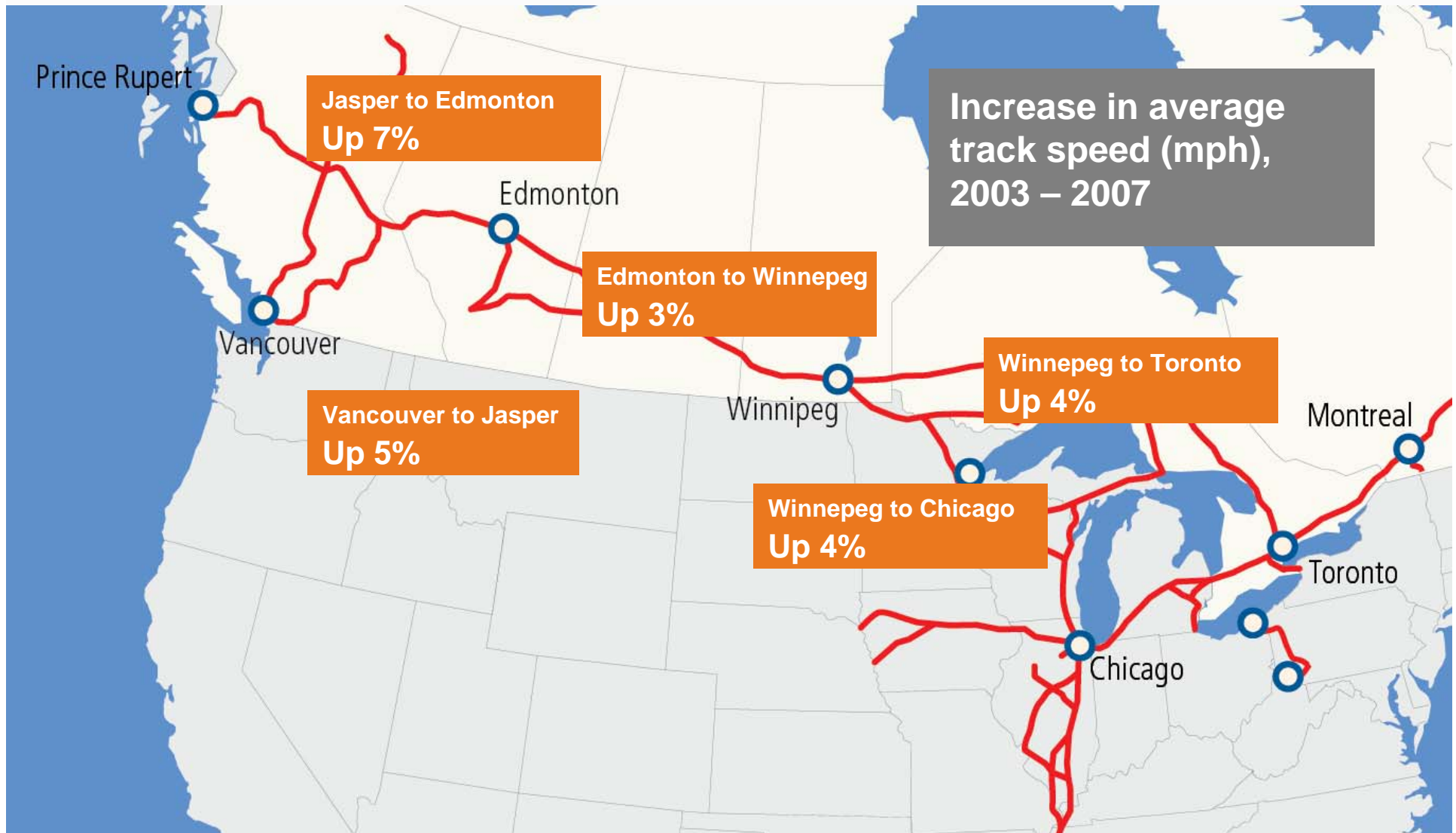
**BASIC CAPITAL COMMITMENT***\$Million (Cdn)*

- **Over 50% of CN capex on basic infrastructure**
- **In 2007:**
  - CN added 50 new 4,300-horsepower
  - 3000' platforms for intermodal service



CAPACITY

# Velocity creates capacity



## **Keeping boxes on chassis creates capacity**

- **Import container loaded directly from truck to chassis to train – or vice versa**
- **Just-in-time live loading reduces time and costs of duplicate handling and storage**
- **Automated gate system to streamline the process and increase gate throughput**
- **CN yards for extra containers and chassis**
- **No domestic containers on the ground**

# Environmental Benefits of Shipping Rail



# Growing pressures to lower CO<sub>2</sub> emissions

## First steps to reducing a company's carbon footprint

### Identify and reduce emissions from operations

### Look for savings within the supply chain

- Target transportation: largest source of CO<sub>2</sub> emissions in the supply chain

## Transportation areas to target for carbon footprint reduction\*

### Destination market optimization

- Eliminate miles through network re-alignment and route optimization

### Maximize payload for every shipment

### Convert to energy-efficient, cost-effective modes

- Rail emits 6x less GHG than heavy trucks
- Ship rail for long haul and truck for short haul

### Use the most efficient carriers

- Precision Railroading and solid asset utilization
- Smartway Transport Partners

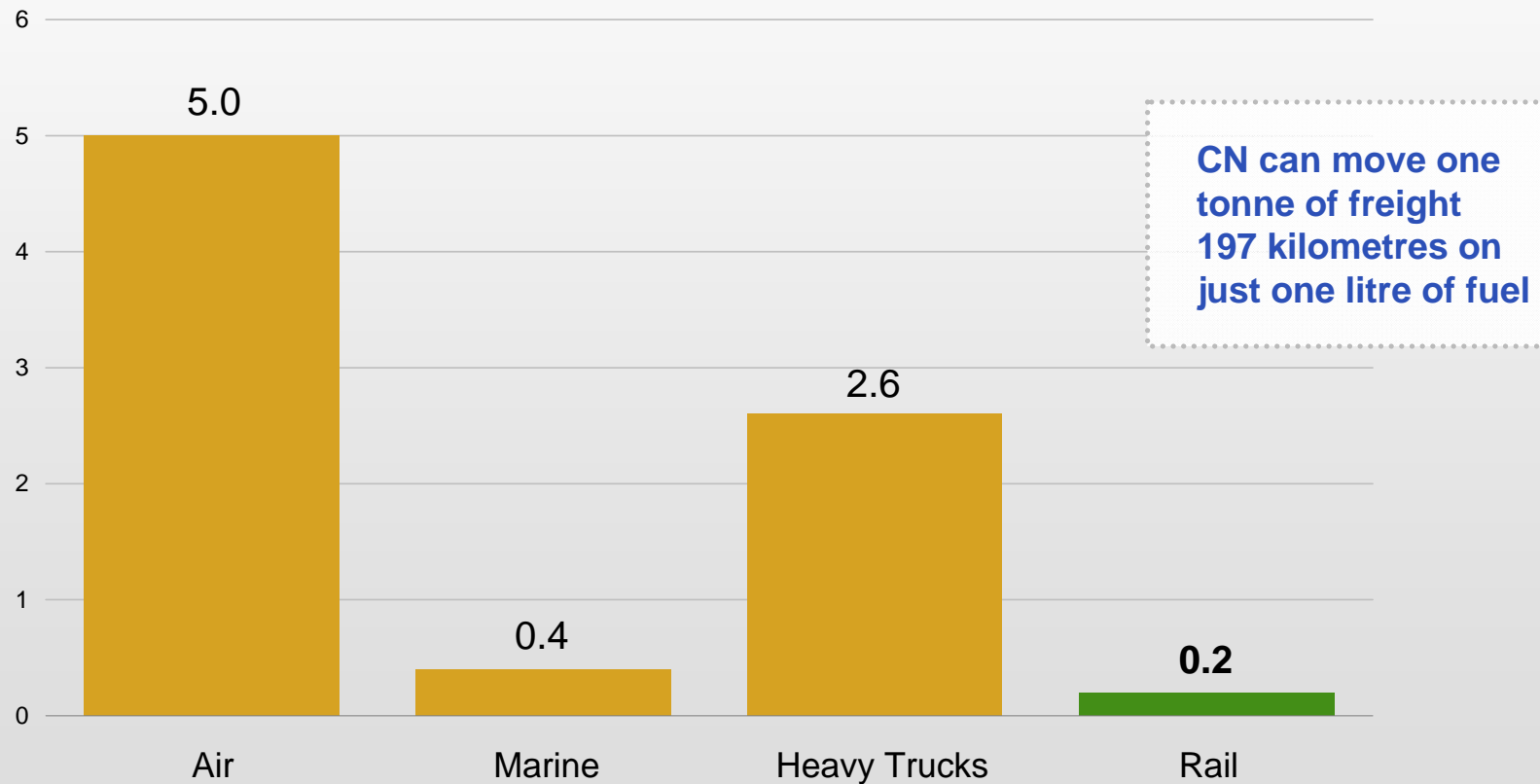
\*Source: J.B. Hunt, October 1, 2008

## ENVIRONMENTAL BENEFITS OF SHIPPING RAIL

# Shipping by rail is energy efficient

## ENERGY INTENSITY OF FREIGHT MODES, 2006

Megajoules / Tonne-kilometre

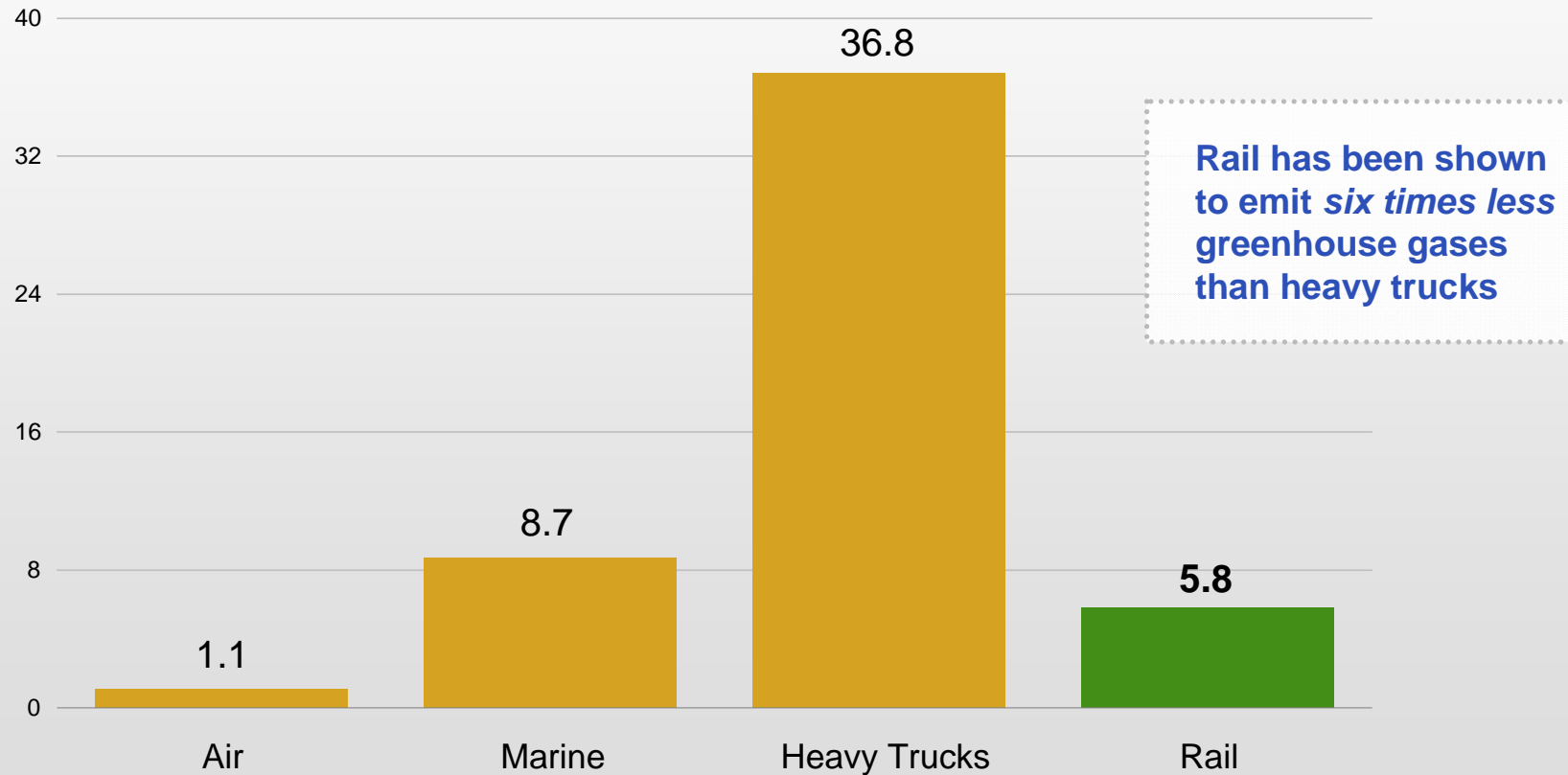


\*Source: National Resources Canada, Office of Energy Efficiency. Energy Use Data Handbook, August 2006.

# Shipping by rail reduces greenhouse gases

## GHG BY TRANSPORTATION MODE

Mt of CO<sub>2</sub>E



\*Source: National Resources Canada, Office of Energy Efficiency. Energy Use Data Handbook, August 2006.



**“For shipments over 1,000 miles using intermodal transport cuts fuel use and greenhouse gas emissions by 65%, relative to truck transport alone.”**

*— U.S. Environmental Protection Agency*

## NEXT STEPS

**Follow-up Meetings**  
**Facility Tours**  
**Questions**  
**Feedback**





[www.cn.ca](http://www.cn.ca)