



Partners in Innovation

Northwestern University

Chicago, IL
April 6, 2011





1998
Scheduled
Railroading

2009
Sustainability
Action Plan

2010
Co-Location
Logistics Park

2002
CN and CP
Co-Production

2008
International Freight
Forwarding
Solutions

2010
Supply Chain
Agreements with
Stakeholders

2004
IMX Service

2007
Rupert Gateway
Opening

2010
Customer Focus



Partnering for Innovation

Ground Breaking Supply Chain Agreements

Ports	Prince Rupert	Vancouver	Montreal	Halifax
Port Framework Agreement	✓	✓	✓	✓
Terminal Operator Service Level Agreement (SLAs)	✓	✓	✓	✓
Daily scorecard	✓	2/3	✓	✓
Daily Conference Call	✓	✓	✓	✓
Vessel Data Sharing (EDI Transfer)	✓	1/3	✓	✓



Working With Port and Terminal Operators



Connected and now coordinated

13 days

Vessel arrives in Vancouver 13 days after departure from the Port of Yantian

4 - 20 hrs

A crane lifts the container off the ship in 16 hours

8 - 92 hrs

After sitting on the dock the container is put on a railcar. Aging boxes are given special attention.

127 hrs

Train arrives in Toronto in 127 hours

4 hrs

Container is unloaded and available in 4 hours

Same day

Gate is open 24/7 for pickup by truck



CN & Terminal as Partners: Serving shared customers



- Supply chain thinking is critical
- Working with all partners and stakeholders is the most effective way to improve supply chain
- Engaging customers early on to understand their needs differentiates carriers from partners



In Conclusion