The Midwest Inland Port
Presenting Today

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  Executive Director Midwest Inland Port & Community Marketing Manager

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  Senior Solutions Manager, CN
VISION The strategic development of the Midwest Inland Port as Illinois' designated downstate freight transportation hub with a focus on broad-based economic development throughout the central Illinois region and on relieving rail and highway congestion in Chicago.
Illinois Transportation Facts

- Illinois is 2nd in the Nation with over 7,000 Miles of Railroad Tracks
- Only State in which all Seven Class I Railroads Operate
- 3rd in the Nation with 144,300 Public Road Miles
- 3rd in the Nation with 1.2 Billion Tons in Freight Tonnage
- 3rd in the Nation in Transportation and Warehousing with $9.9 Billion Paid in Employment
Chicago | Busiest Rail Hub in U.S.

- Handles ¼ of the Nation’s Freight Rail Traffic
- 37,500 Railcars Per Day
- 500 Freight Trains & 700 Passenger Trains
- Has Become the Largest U.S. Rail Freight Chokepoint (IDOT)
- Demand for Freight Rail Service in Chicago Will Double (IDOT)
What is an Inland Port?

An inland port is an interior land facility that is linked to a seaport by rail. An inland port can speed the flow of cargo between ships and major land transportation networks, creating a more centralized less congested distribution point.
What is the Midwest Inland Port?

A Multi-Modal Hub Located in Decatur Consisting of:

- Intermodal Ramp
- 3 Class 1 Railroads
- 5 Major Roadways
- Airport
Decatur’s Truck Radius

Reaching More Than 95 Million People Within a 10-Hour Truck Drive
Rail Access
Coast to Coast

Canadian National
CSX
Norfolk Southern
BN
Rapid Conversion - Save More Sooner
1st Conversation > Change Transportation = 90 Days
- Including 2 Small Test Runs

- Same Day Delivery
- 40-45% Cost Savings
  ($400,000 Annually)
- More Goods in Each Shipment
- Ease of Business

Case Study
A True Supply Chain Enabler
An Overview of CN

May 18 2017  |  Champaign, IL
Who We Are
A backbone of the economy and a true supply chain enabler.

CN is a world-class transportation leader and the only transcontinental railway in North America. Our 19,600 mile network spans Canada and Mid-America, connecting three coasts.

We offer fully integrated rail and other transportation services, including intermodal, trucking, freight forwarding, warehousing, and distribution. Our extensive network coupled with our unique supply chain partnerships provide connections to all points in North America and beyond.

A true backbone of the economy, CN handles over $250 billion worth of goods, hauls about 20% of Canada’s exports and carries more than 300 million tons of cargo annually.

If you eat it, drive it, or use it, chances are we move it.

2016 HIGHLIGHTS

22,250 employees
C$12 billion in revenue
55.9% operating ratio
C$2.75 billion in capital investments
20,000 route miles
C$70 billion market capitalization
5.2 million carloads
CN Leadership
Backed by a dedicated team of over 22,000 railroaders.

CLOCKWISE FROM TOP LEFT:
Sean Finn
Executive Vice-President Corporate Services and Chief Legal Officer
Kimberly Madigan
Vice-President Human Resources
Serge Leduc
Senior Vice-President and Chief Information & Technology Officer
Scott Daniels
Senior Vice-President Strategy and Innovation
Janet Drysdale
Vice-President Corporate Development

Luc Jobin
President and Chief Executive Officer
Ghislain Houle
Executive Vice-President and Chief Financial Officer
Jean-Jacques Ruest
Executive Vice-President and Chief Marketing Officer
Mike Cory
Executive Vice-President and Chief Operating Officer
Our Journey
CN today is one of the leaders of the North American rail industry in terms of efficiency and service.

Building a Strong Franchise Through Acquisitions
From a strong core network, CN has made several strategic acquisitions since privatization in 1995.

1998 | Illinois Central
2001 | Wisconsin Central
2004 | BC Rail
2004 | Great Lakes Transportation
2009 | Elgin, Joliet and Eastern

It has been a remarkable transformational journey with CN taking the lead in developing collaborative supply chain solutions, creating more value for our customers.
What We Stand For

A set of five core beliefs that drive how we conduct our business every day.
CN by the Numbers

450 train starts and
14,200 shipments moving each day (5.2 M shipments/year)

1,500 high HP locomotives and
115,000 active cars on line on any given day

6 major port connections,
10 main yards,
17 automotive compounds,
21 intermodal terminals,
58 transload centres,
200 interchange locations

11,000 origin/destination pairs
4,000 active customers

All working together to enable
$250 billion worth of trade every year
Decatur: Connecting the Midwest to the World

CN Quick Facts

- The only rail service to connect 3 coasts
- 6 intermodal port terminal connections to Decatur
- Comprehensive Service Level Agreements with port authorities and terminal operators

CN's Fast Track Around Chicago

198 miles of track encircling the city of Chicago
Our Chicago Advantage
Your fast track around the city

- New streamlined interchange points with other carriers
- Better control of CN trains and routes
- Improved service offering to customers
- More efficient operations

Leithton connection
Munger connection
Matteson connection
Griffith connection

CN
Shortline (IHB, BRC)
Focus on supply chain collaboration with an end-to-end perspective

Increased menu of choices via West, East and Gulf coasts

Offering more inland destinations

Network of logistics parks in Calgary, Chicago, Memphis, Montreal and Toronto connecting rail with trucks, vessels as well as warehousing services

Working closely to develop new export opportunities with a focus on round-trip costs and increased matchback

Our International Intermodal Franchise

As the primary rail carrier of 16 out of 20 ocean carriers calling on Canadian ports, we understand the unique needs of this market.

Overseas Volumes
(in thousand units)
Growing Network of Intermodal Terminals

- Located near ports and large urban centres, allowing goods to access major markets in North America and overseas
- Providing greater reach and additional destinations
- Offering innovative products, i.e. CargoCool and OnDeck container sleds
A True Supply Chain Enabler
A diverse scope of services allows us to provide flexible and all-encompassing transportation solutions.

**Rail**
With a network that extends to three coasts, you can access over 75% of the U.S. population and all major Canadian markets.

**Intermodal**
Whether it’s door-to-door, terminal-to-terminal, or overseas, we offer the flexibility you need to get your product to any and all markets.

**Trucking**
We work together with our trucking partners, including our CNTL team, who deliver more than 1,300 loads a day.

**Warehousing & Distribution**
1.3 million square feet of space available to share with customers across our network of more than 80 strategically located facilities.

**Logistics Parks**
Offering ultimate flexibility and optimal round-trip efficiencies to our customers in Calgary, Chicago, Memphis, Toronto and Montreal.

**Freight Forwarding**
We are a one-stop shop. We do the legwork, working with our ocean partners to move your product along the best supply chain routes.
We’re Redefining Service

Evolving from Railroad Thinking...

Rail origin → Rail destination

...to Supply Chain & Round-Trip Thinking

True origin → True destination

Export loads → Round-trip → Domestic repositioning program
CN WorldWide: End to End Freight Forwarding Solutions

Reducing Costs in the Supply Chain to Deliver Value to You!

- CN’s subsidiary, CN WorldWide (CNWW) offers global ocean freight forwarding/NVOCC services in tandem with other CN Supply Chain Services for end to end solutions.
- CN Worldwide’s Asset Balance Model focuses on maximizing asset utilization and reducing round trip costs of the supply chain = competitive price for you!
- CNWW has access to import, export, and domestic intermodal flows which allow repositioning of containers for other uses.
CN Brokerage Customs Clearance Services

- Nomination of an Account Representative
- Creation of profile and database
- Accurate customs classification and tariff treatment
- Personalized Services
- We appoint a licensed broker to the customer to work with. This individual will be the single point of contact for all their import and export needs.
- No AMPS penalties due to broker error. Customer have a compliance management tool at the no extra cost
- 24/7 with 1 800 with no VM, single e-mail and fax #.
- Customize import/export solution to meet the customers’ needs with a very strong compliance culture.
- Since inception, 10 years, no CN brokerage customer has paid a single demurrage invoice due to broker hold
- End to end web visibility with superior customer service and EDI capability.
- Detailed reporting and web visibility for ARL (account receiver ledger- new program introduced by the Govt which is a huge challenge to the industry as they lack visibility)
- Due to Power of Attorney we are bound by confidentiality and the information is not shared
- We simplify importing and exporting and keep you informed every step of the way.
- We clear any load on any mode – which means that customers can utilize our service for all their book of business and not just CN rail shipments.
We Put Safety First

• Safety is of the utmost importance at CN. We all have an important role to play - we need to look out for each other. This means keeping our railroad, our employees, our communities, our customers and their goods safe.

• We must all be engaged and responsible for practicing safety and protecting one another no matter the season.

Download your copy of the Customer Safety Handbook at www.cn.ca/seasonalsafety
Delivering Responsibly

75%
Moving freight by rail instead of truck lowers GHG emissions by 75%

4x
Railroads are approximately four times more fuel efficient than trucks

479 miles
One train can move a ton of freight over 479 miles on a single gallon of fuel

280 trucks
A single freight train can replace 280 big trucks
Environment

The EcoConnexions Partnership Program recognizes customers whose organizations promote sustainability, environmental and social responsibility through their policies and actions.

32 customers were selected as partners in the 2017 EcoConnexions Program.


Labatt Brewing Company Ltd  Loblaw Inc  Maersk Line A/S  MOL  Mondelēz International  NYK Line  OOCL Canada Inc  Pepsico Foods Canada  Resolute Forest Products  Teck  Tembec  Tenaris  UPS  Verso Corporation

Walmart Canada  West Fraser Timber Co. Ltd  Weyerhaeuser  Yang Ming

100,000 trees will be planted this year across Canada and in the U.S. in recognition of our partners' sustainability efforts.
Thank You
THIRDING SUPPORTING INDUSTRIES

Food Processing
- #1 in the Nation for Food-Related Patents
- >$75B in Output 2015

Business Services
- Home to the Largest Intermodal System

Logistics, Distribution & Packaging
- Illinois Medical District has Most Diverse Patient Population in U.S.

Engineering
- UIUC Graduates More Engineers than MIT, Cal Tech and Stanford Combined

Manufacturing
- Contributes $161B to Illinois Economy

Life Sciences
-
Co-Marketing with ADM, Akorn, Caterpillar, DMH, Decatur Airport
Questions and Answers