



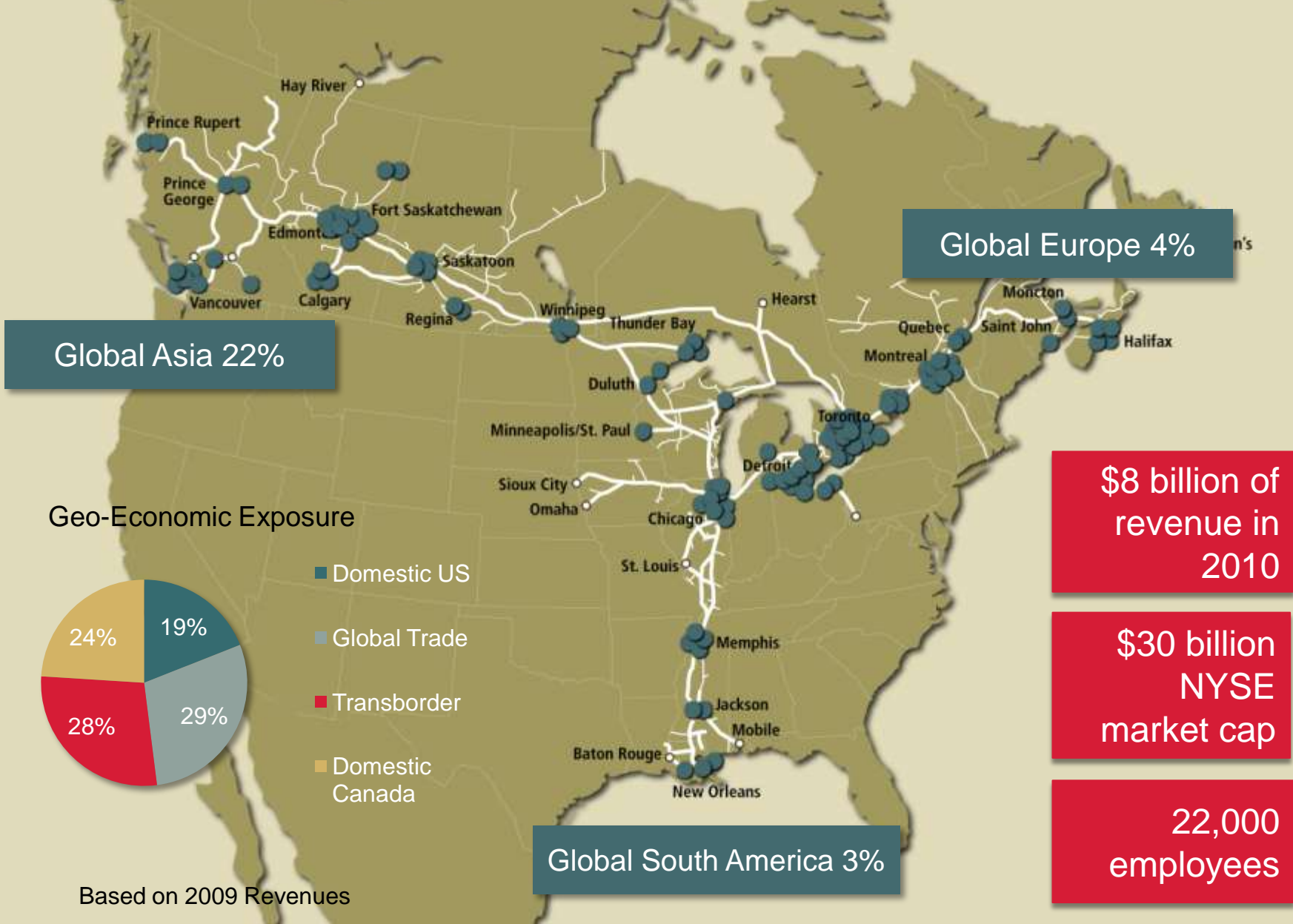
Jean-Jacques Ruest
Chief Marketing Officer

AAPA 2010

American Association of
Port Authorities
Halifax, September,
2010



A DNA of Innovation



A Unique Transportation Company



Prince Rupert

Vancouver

Halifax

Montreal

Mobile

New Orleans

The only rail connection to 3 coasts

The only rail calling both US and Canada home market.

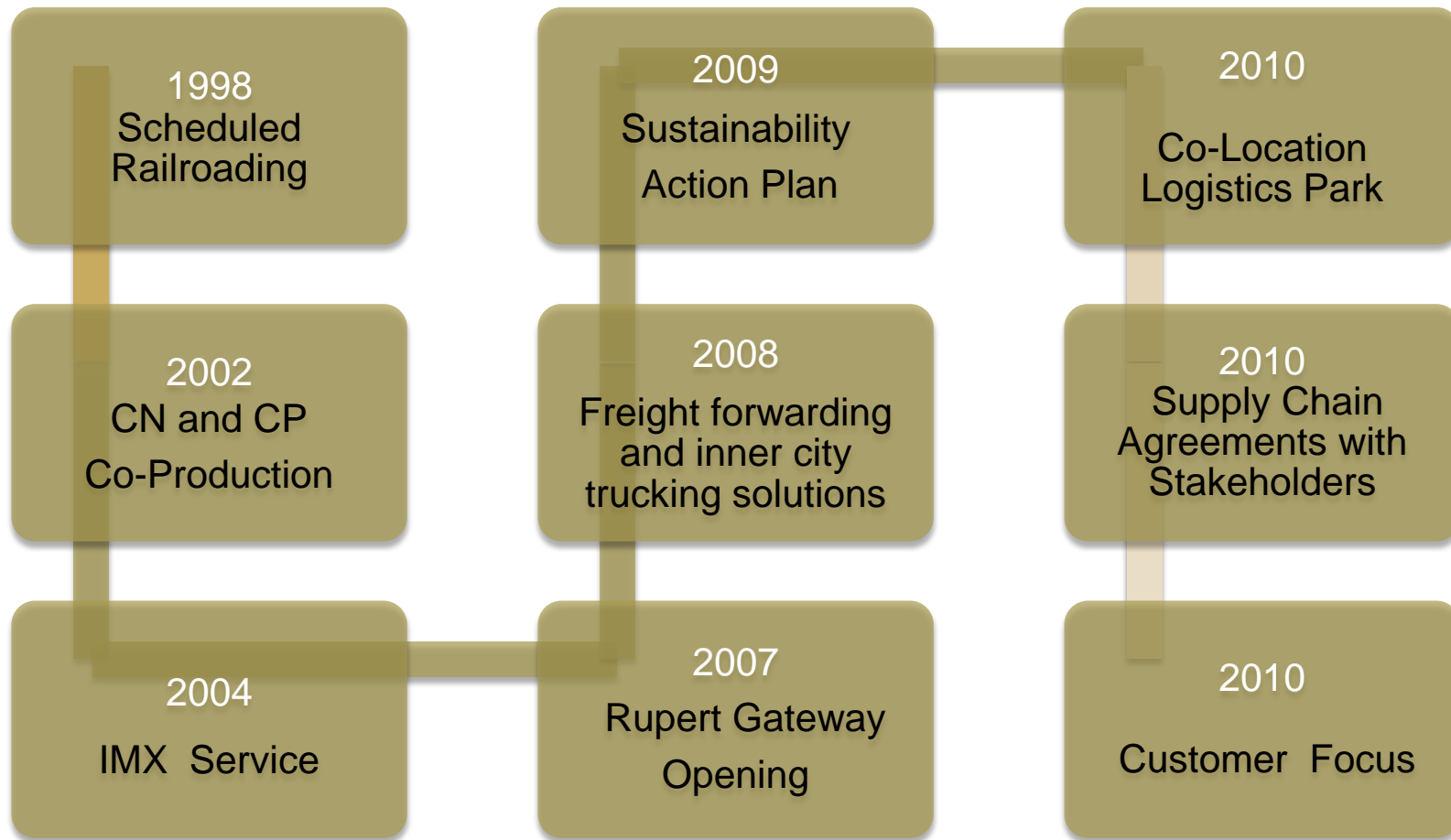


Gateway Champion



“We have people with a deep DNA of innovation at CN. It’s our people that make the difference.”

Claude Mongeau, President and CEO



A Track Record of Innovation



- “Hot Shot” service from Prince Rupert and Vancouver to Chicago in 100 hours
- Focus on terminal average dwell time and older box
- Service level agreement with specific performance KPIs targets



West Coast Gateways

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

Prototype - Discharge from TSI Terminal

Destinations	Average time containers dwell before vessel discharge hrs	Average time containers dwell at port terminal hrs	Average Rail Transit Time to Destination hrs	Complete transit time hrs
Edmonton	9	65	45	119
Calgary	9	46	63	118
Toronto	9	64	123	196
Montreal	9	49	132	190
Chicago	9	48	124	180
Memphis	9	43	147	200



Import Glowing Boxes Report

Discharge Date – September 10, 2010

Includes Customs Hold

- Electronic data links with TSI, Maher, Cast and Racine
- Report lists the containers on ground at each terminal that have been unloaded from vessel for more than 72 hours

Port	Containers in Terminal	Containers in terminal >72 hours	%>72 hours
Halifax	1	1	100%
Montreal	186	4	2.2%
Prince Rupert	626	45	7.2%
Vancouver	2064	418	20.3%



Glowing Visibility

Total corridor fuel consumption = US gallon/ton

Prince Rupert

5.2 gallons

Vancouver
Seattle

4.9 gallons

6.6 gallons

Los Angeles

6.0 gallons

Chicago

- Canadian Rockies passage offer the lowest grade
- Rupert has the smallest above sea level elevation: 3,000 ft.
- Canadian Pacific Gateways to Chicago generate the smallest carbon footprint

Source: Independent Study from ICF International



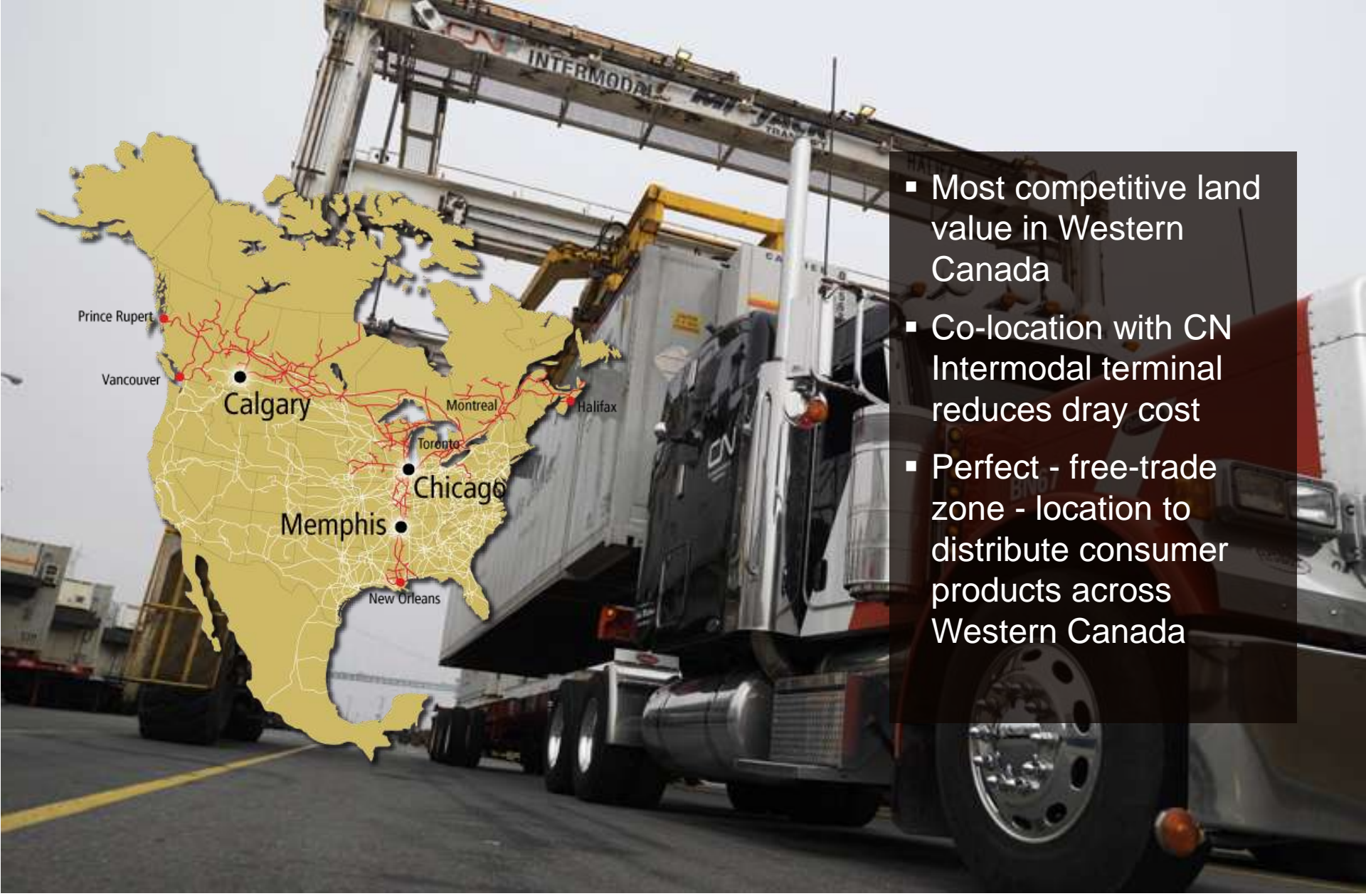
Where you climb the Rockies becomes relevant



- Focus on inland terminal service
- Injected additional rail platforms into the fleet
- Additional cranes and resources
- Increased car repairs
- Generate export freight paying return
- CNTL - the largest CDN inner city trucking fleet



Inland Initiatives



- Most competitive land value in Western Canada
- Co-location with CN Intermodal terminal reduces dray cost
- Perfect - free-trade zone - location to distribute consumer products across Western Canada



Co-Location in Calgary Logistics Park

Coming up: October 14
in Toronto



Deeper Customer Engagement



Feedback