



## **NEWS RELEASE**

# **CN, Duluth Cargo Connect to establish first intermodal container terminal in Twin Ports**

**Duluth, March 27, 2017** — CN (TSX: CNR) (NYSE: CNI) and Duluth Cargo Connect today announced a new alliance establishing the first rail-served intermodal container ramp in the Twin Ports of Duluth, Minn. and Superior, Wis.

Duluth Cargo Connect, a working partnership of the Duluth Seaway Port Authority and Lake Superior Warehousing, will operate the rail-served facility at the port's Clure Public Marine Terminal.

"Opening CN's newest intermodal location here in Duluth instantly connects our region to containerized imports and exports via CN's rail network, avoiding the congestion in large urban intermodal facilities," said Vanta Coda, executive director of the Duluth Seaway Port Authority. "Our truck traffic has grown exponentially in recent years, and now we've partnered with CN to bring a whole new mode of efficient transportation services to the Twin Ports."

JJ Ruest, CN executive vice-president and chief marketing officer, said: "CN's innovative partnership with Duluth Cargo Connect opens up a new logistics supply chain and growth opportunities for the port's partners and shippers in the region. CN is pleased to bring its extensive contacts in international markets, freight-forwarding knowledge, and customs and marketing support to the Twin Ports."

Added to Duluth Cargo Connect's existing suite of services, CN's new intermodal service furthers the port terminal's 25-year record of success with stevedoring, cargo handling and warehousing operations.

"By working with CN to establish this Duluth intermodal ramp, Duluth Cargo Connect is helping customers move freight by its shortest and most economical path," said Jonathan Lamb, president of Lake Superior Warehousing. "CN is the only railroad in this market with direct service to East, West and Gulf Coast ports."

Congressman Rick Nolan, a member of the U.S. House Transportation Committee, said the new ramp is an important addition to the Duluth economy. "I'm pleased CN has partnered with Duluth Cargo Connect to make the Port of Duluth its newest Midwest destination," said Nolan, a member of the House Ports Caucus. "This partnership and efficient transportation networks mean more imports and exports coming through Duluth, and most importantly, economic stability and good-paying jobs for our region."

Loaded import containers from ports originating on all three coasts served by CN will arrive in Duluth via CN's rail network. The import containers can be used by Twin Ports exporters as new capacity to ship their goods to world markets. CN and Duluth Cargo Connect will begin serving import and export markets in March.

## **Forward-Looking Statements**

Certain statements included in this news release constitute “forward-looking statements” within the meaning of the United States Private Securities Litigation Reform Act of 1995 and under Canadian securities laws. By their nature, forward-looking statements involve risks, uncertainties and assumptions. The Company cautions that its assumptions may not materialize and that current economic conditions render such assumptions, although reasonable at the time they were made, subject to greater uncertainty. Forward-looking statements may be identified by the use of terminology such as “believes,” “expects,” “anticipates,” “assumes,” “outlook,” “plans,” “targets,” or other similar words.

Forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of the Company to be materially different from the outlook or any future results or performance implied by such statements. Accordingly, readers are advised not to place undue reliance on forward-looking statements. Important risk factors that could affect the forward-looking statements include, but are not limited to, the effects of general economic and business conditions; industry competition; inflation, currency and interest rate fluctuations; changes in fuel prices; legislative and/or regulatory developments; compliance with environmental laws and regulations; actions by regulators; security threats; reliance on technology; transportation of hazardous materials; various events which could disrupt operations, including natural events such as severe weather, droughts, floods and earthquakes; effects of climate change; labor negotiations and disruptions; environmental claims; uncertainties of investigations, proceedings or other types of claims and litigation; risks and liabilities arising from derailments; and other risks detailed from time to time in reports filed by CN with securities regulators in Canada and the United States. Reference should be made to Management’s Discussion and Analysis (MD&A) in CN’s annual and interim reports, Annual Information Form and Form 40-F, filed with Canadian and U.S. securities regulators and available on CN’s website, for a description of major risk factors.

Forward-looking statements reflect information as of the date on which they are made. CN assumes no obligation to update or revise forward-looking statements to reflect future events, changes in circumstances, or changes in beliefs, unless required by applicable securities laws. In the event CN does update any forward-looking statement, no inference should be made that CN will make additional updates with respect to that statement, related matters, or any other forward-looking statement.

## **About CN**

CN transports more than C\$250 billion worth of goods annually for a wide range of business sectors, ranging from resource products to manufactured products to consumer goods, across a rail network of approximately 20,000 route-miles spanning Canada and mid-America. CN – Canadian National Railway Company, along with its operating railway subsidiaries – serves the cities and ports of Vancouver, Prince Rupert, B.C., Montreal, Halifax, New Orleans, and Mobile, Ala., and the metropolitan areas of Toronto, Edmonton, Winnipeg, Calgary, Chicago, Memphis, Detroit, Duluth, Minn./Superior, Wis., and Jackson, Miss., with connections to all points in North America. For more information about CN, visit the Company’s website at [www.cn.ca](http://www.cn.ca).

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