Duluth Intermodal Terminal

September 2016

Working With Our Port Partners

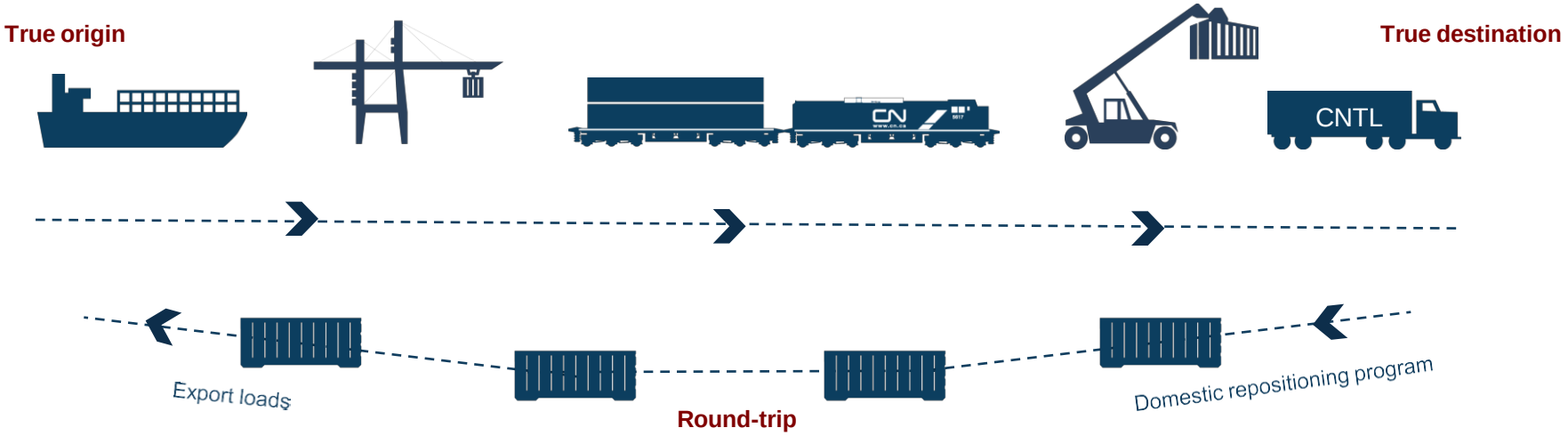
$2.75B planned CN Investments for 2016

Supply chain success does not come by going at it alone

Delivering & Refining the End-to-End Supply Chain

Evolved from railroad thinking…

…to Supply Chain Thinking & Round Trip Thinking



" It's about the velocity of the container through the Entire Supply Chain"

Facing and resolving Challenges

Ocean Vessels

Import volume forecast
Vessels schedule

Continuous improvement of forecast accuracy working with Steamship lines

Port Evacuation

Railcar Supply
Labour

Service Level Agreements – Joint KPI's
CN Port Managers
Port expansions
Railcar pipeline management
Pre-positioning equipment in strategic locations

Train Service

Train connections
Service disruptions

Continuous improvements
Recovery Plans
Key Process Indicators
Reliable & consistent transit times

Inland Terminals

Carter turn time
On-time train schedule

Automated gate system
Gate & train Reservations
Expanded footprints
Managing to optimize operations

Export Shipments

At ports to meet vessels

Constant monitoring of ETA's
Export cut-offs managed on daily basis

Access via 3 Coasts in North America

Transit Time - Imports

Origin	Destination	Critical Mass Transit Time	Start up Transit Time
Prince Rupert	Duluth	7th Day AM	10th Day AM
Port of Vancouver	Duluth	7th Day AM	9th Day AM
Port of Montreal	Duluth	5th Day PM	6th Day PM
Port of Halifax	Duluth	7th Day PM	8th Day PM
Port of New Orleans	Duluth	5th Day PM	6th Day PM
Port of Mobile	Duluth	7th Day PM	8th Day PM

Transit Time - Exports

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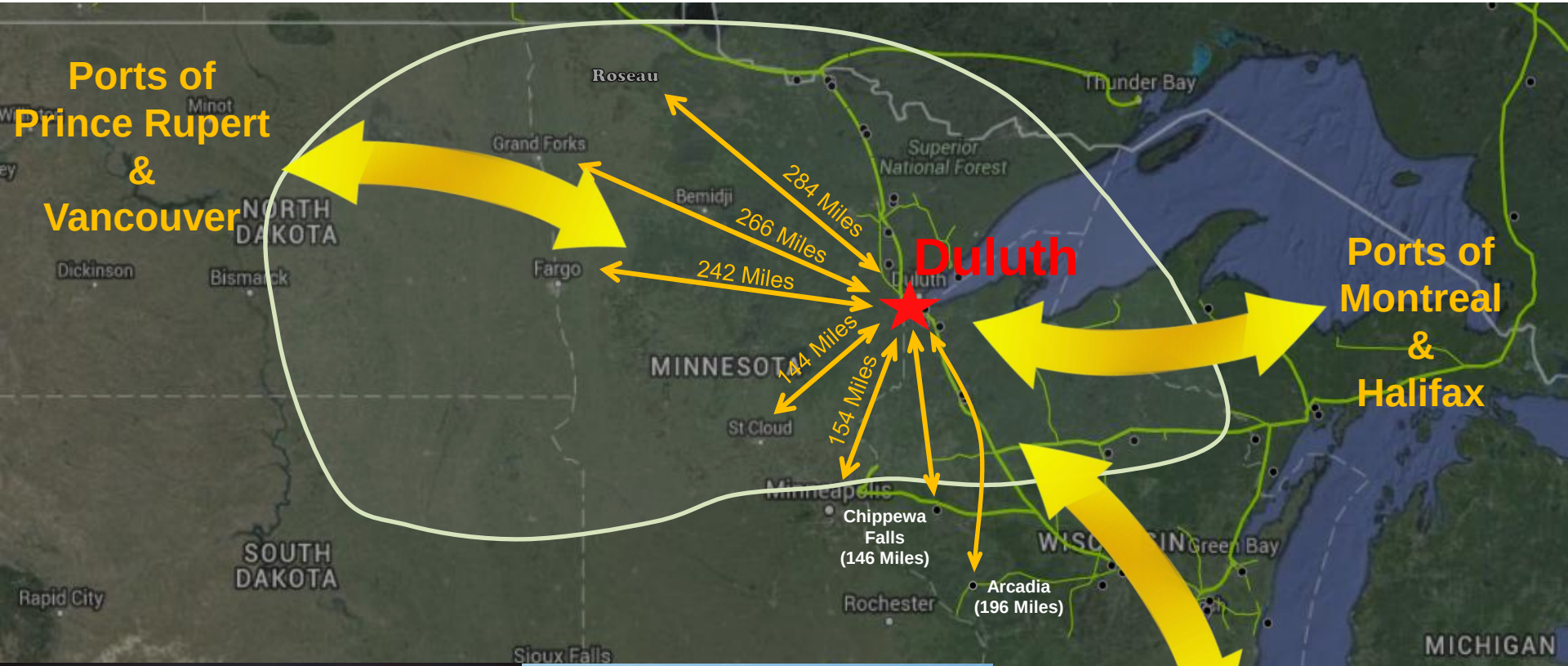
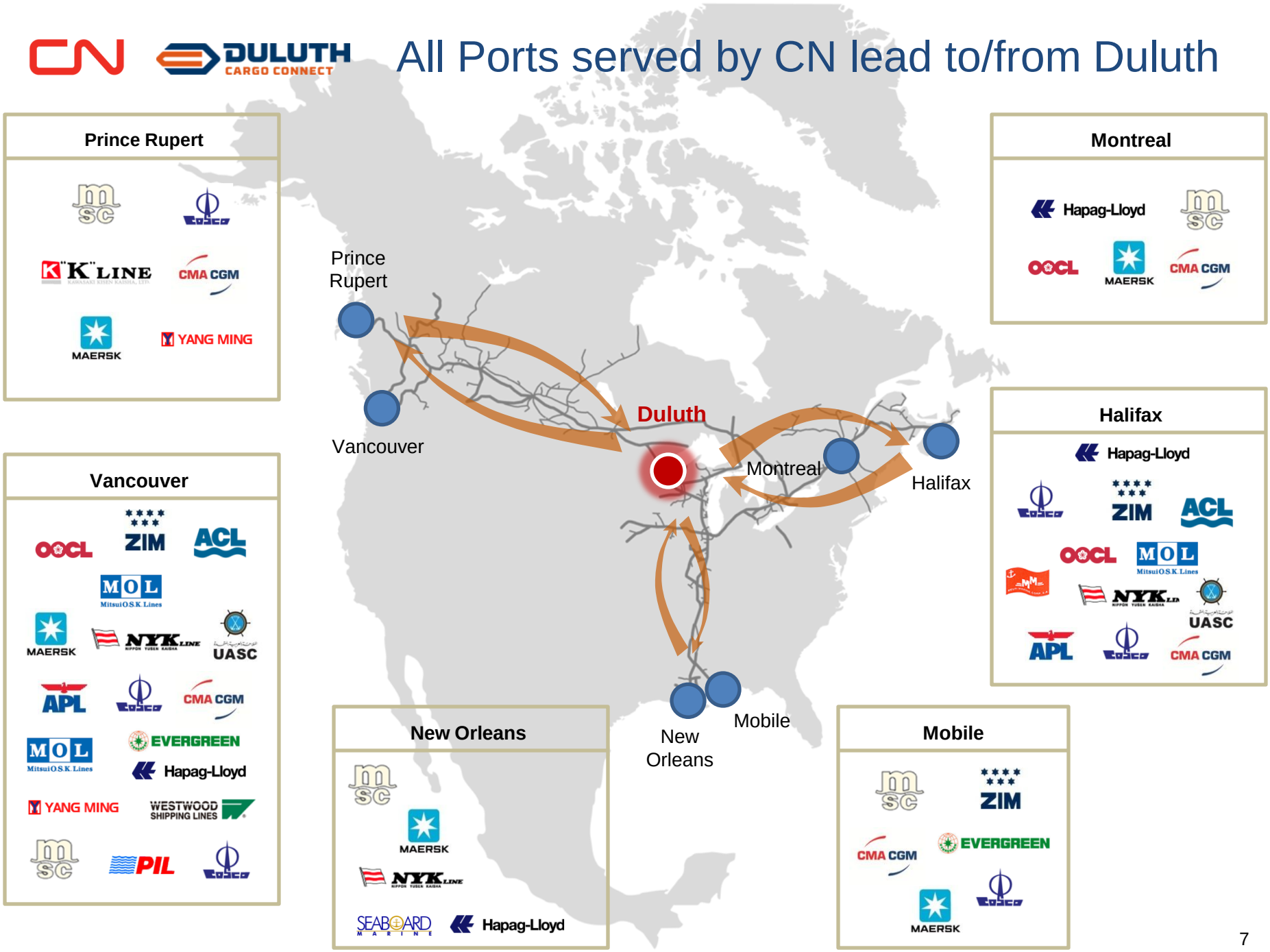
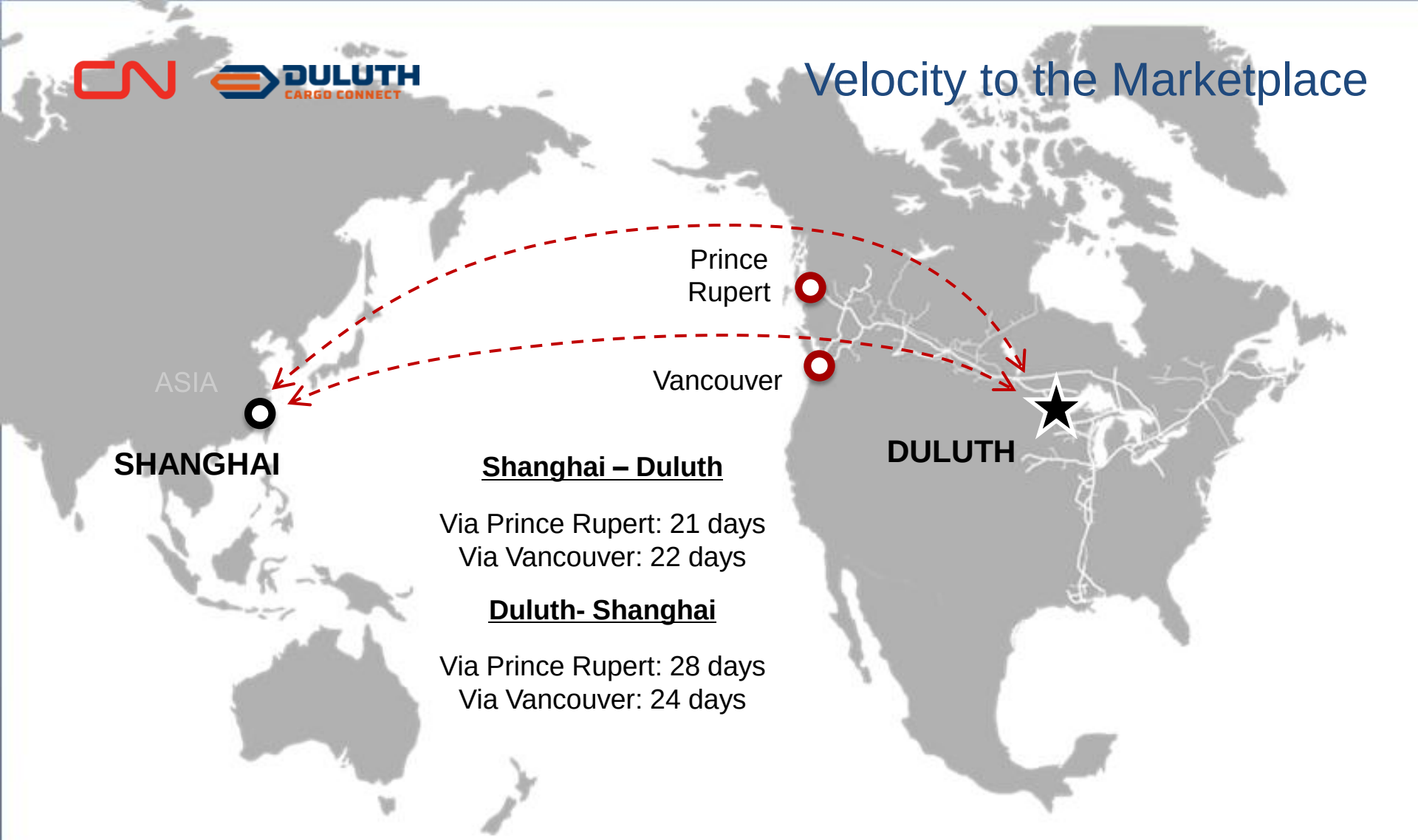
Duluth Intermodal Terminal Catchment Area



All Ports served by CN lead to/from Duluth



Velocity to the Marketplace

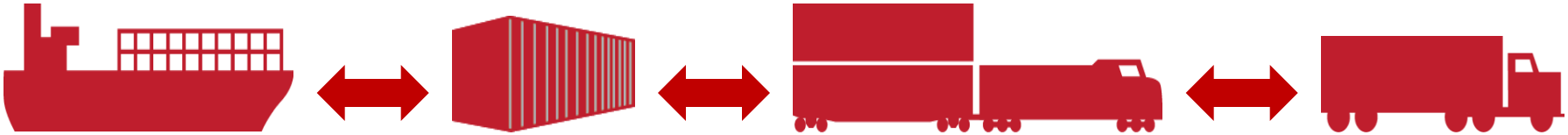


Shanghai – Duluth

Via Prince Rupert: 21 days
Via Vancouver: 22 days

Duluth- Shanghai

Via Prince Rupert: 28 days
Via Vancouver: 24 days



Fast Ocean Transit | Fluid Port Terminals | Fast, Reliable Rail Transit | Local Truck Delivery

Duluth Intermodal Terminal Details

Terminal Hours and Days of Service

- Monday to Friday 07:00 to 18:00
- Saturday 08:00 to 12:00

Terminal Address

1310 Port Terminal Drive
Duluth, MN 55802

Terminal Operations Contact

Brian Granholm
Manager – Warehousing & Logistics
Brian.Granholm@duluthcargo.com
(218) 727-6646 (Office)
(218) 727-6646 (Fax)

Terminal Details

- 7.5 total acres for ramp operations
- 1 Reach stacker
- 2 x 81 metric ton gantry cranes
- Annual throughput capacity of 45,000 TEUs
- Freetime = 48 hours
- Transload service capability
- Foreign Trade Zone designated (FTZ #51)
- Local USCBP and Ag Inspectors
- CY Storage capacity of 1,500 TEUs
- 3rd party chassis pool on-site
- Reefer plugs available upon request
- Congestion free highway access to I35 & Highways 2, 23, 53, 61 & 210

Duluth Terminal - Value Added Services

3PL Warehousing and Transload Services

- Ag & industrial transload capabilities
- 400,000+ square feet of warehouse space plus 40+ acres of secure outdoor storage
- Heated storage available
- Tier II Warehouse Management Software
- Scanning, RFID, and EDI capabilities with customer portal
- Forklift capacity up to 55,000 lbs
- Indoor overhead cranes for open-top container loading
- Heat treated dunnage certification
- Customized skid and crate fabrication
- Certified public truck scale for SOLAS weight compliance
- Additional rail capacity for carload cargo transfer to/from containers
- Customizable solutions to fulfill additional customer needs

SIGNIFICANT CATCHMENT AREA

CAPACITY

EXPORT MATCHBACK

ENGAGED PARTNERS

RELIABILITY

cn.ca

duluthcargo.com