



PORTS AND BORDER TOUR

SEPTEMBER 21 2017
VANCOUVER BC

CP

OUR NETWORK

A STRONG FRANCHISE WITH A DIVERSE REACH



REVENUE MIX

ASIA **33%**

- EXPORT 26%
- IMPORT 7%



EUROPE **5%**

- EXPORT 4%
- IMPORT 1%



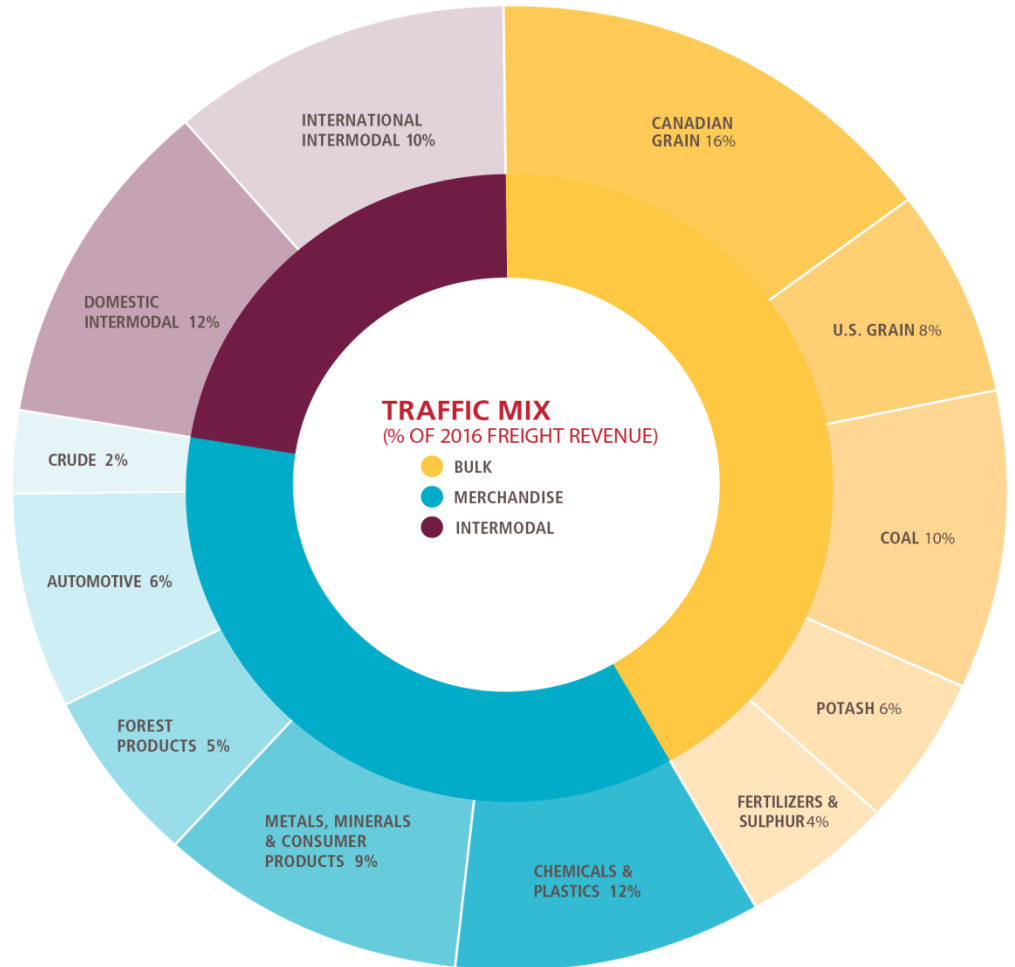
CROSS-BORDER **31%**



CANADA **16%**

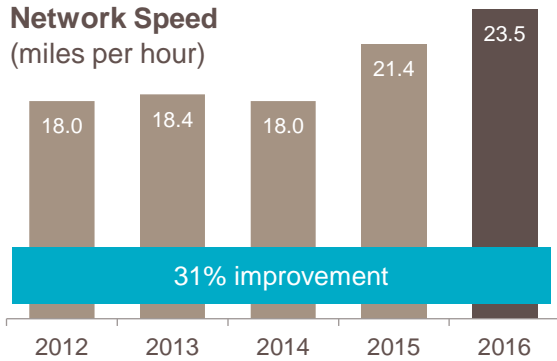


U.S. **15%**

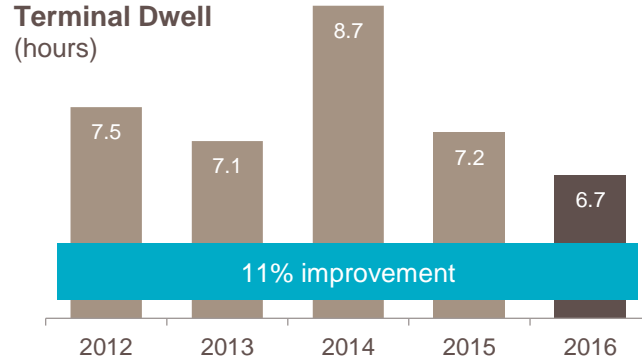


OPERATING MODEL PERFORMANCE

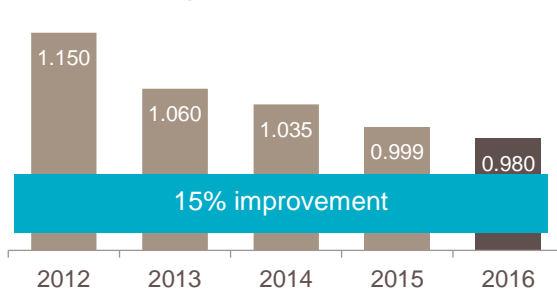
Network Speed
(miles per hour)



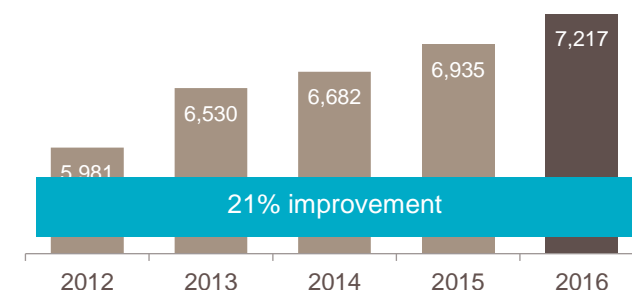
Terminal Dwell
(hours)



Gallons of Locomotive Fuel Consumed
(gallons/1000 GTMs)



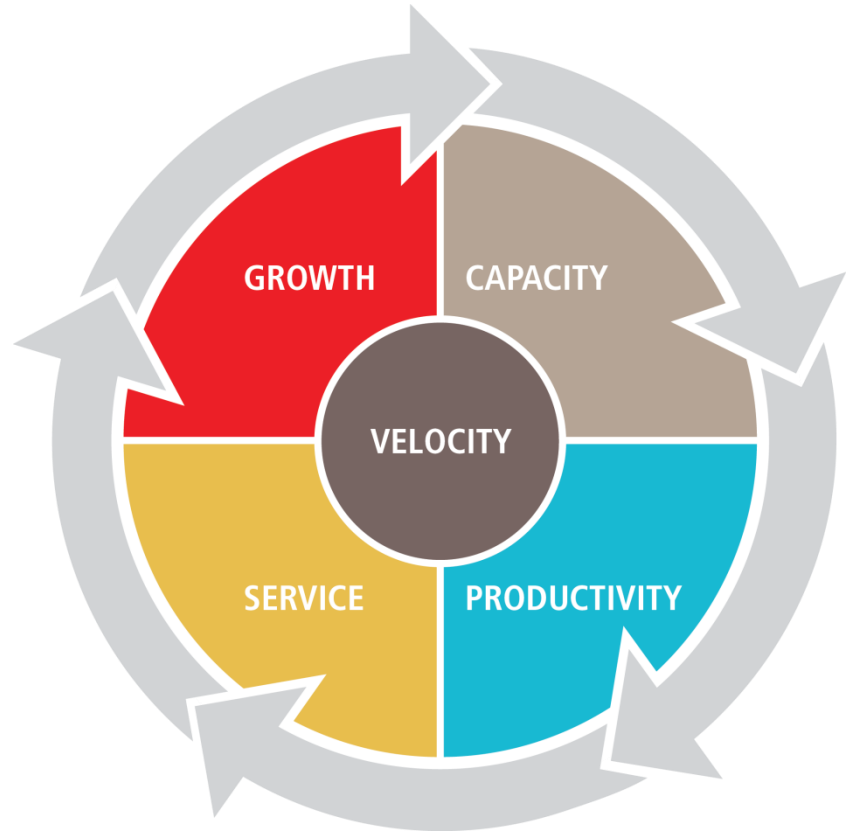
Train Length
(feet)



- Greater efficiency
- Better asset utilization
- Sustainable model

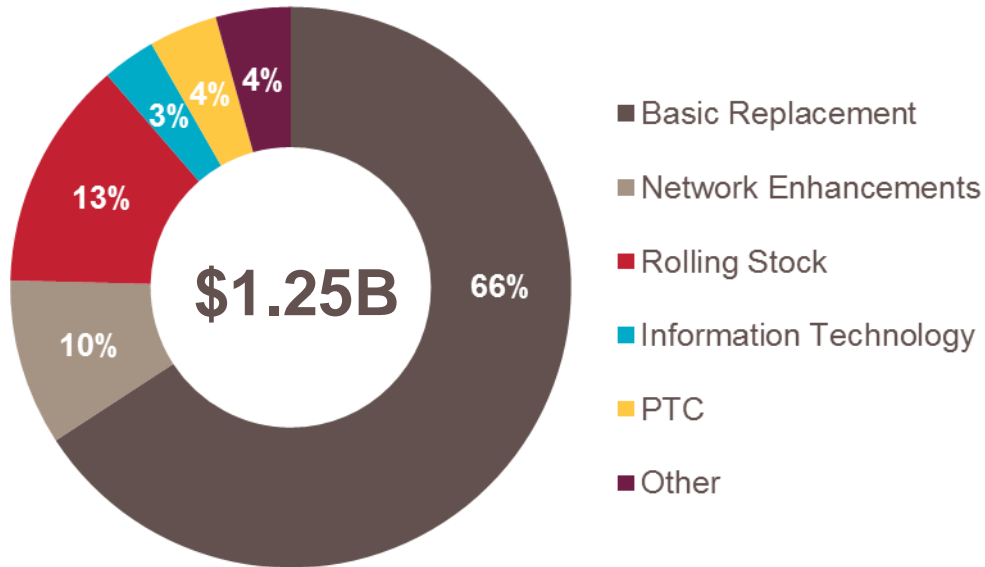
TAKING IT TO THE NEXT LEVEL

- Reinvesting the network
- Improving throughput and capacity
- Continued productivity gains lower our cost structure
- Better service offering
- Accelerated growth

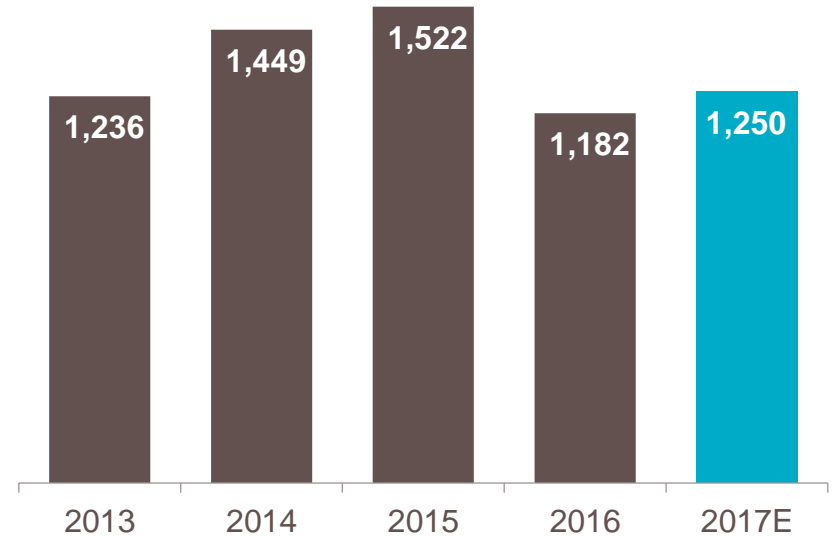


CAPITAL INVESTMENT

2017E Capital Investment Breakdown



Capital Expenditures (\$ millions)



BORDER OPERATIONS

BORDER FACILITATION

- 30 percent of CP's business crosses the Canada/US border
- CP was an early adopter, dating back to the mid 90's, of electronically transmitting waybill data to CBSA and CBP
- 100% all shipments are scanned through VACIS
- Customs agencies have good visibility of CP freight prior to reaching the border and proper risk assessments can be undertaken
- CP has a good working relationship with CBSA and CBP
- CP supports the Canada/US Beyond the Border Action Plan to better facilitate flow of goods between the two countries
- CP supports the principle of “inspect once clear twice” for shipments entering Canada destined to the US and vice-versa

BORDER FACILITATION

Current Issues and Initiatives:

- CBP Carrier Conveyance Contamination Initiative
 - Focused on preventing the importation of contaminant weed seeds; invasive pests; and non compliant WPM
 - Targeted toward overseas origin container traffic with significant increase in examinations
 - Containers found with contaminants are rejected at the border by CBP
 - Canadian Food Inspection Agency (CFIA) approval is required to rejected shipments through Canada
 - Inspections should take place at Canadian ocean ports with resolution prior to the US border
- CP engaged with CBP's automated export reporting pilot and CBSA's ongoing modernization initiatives

VANCOUVER

EDMONTON

CALGARY

SASKATOON

REGINA

WINNIPEG

PORTAL

THUNDER BAY

SUDBURY

DULUTH

MINNEAPOLIS/
ST PAUL

DETROIT

TORONTO

BUFFALO

MASON
CITY

CHICAGO

MILWAUKEE

KANSAS CITY

VANCOUVER TO DETROIT

CP now offers the most direct rail transportation service between Vancouver and Detroit. The seven day-a-week service reduces transit times by as much as 48 hours compared with our nearest competitor.

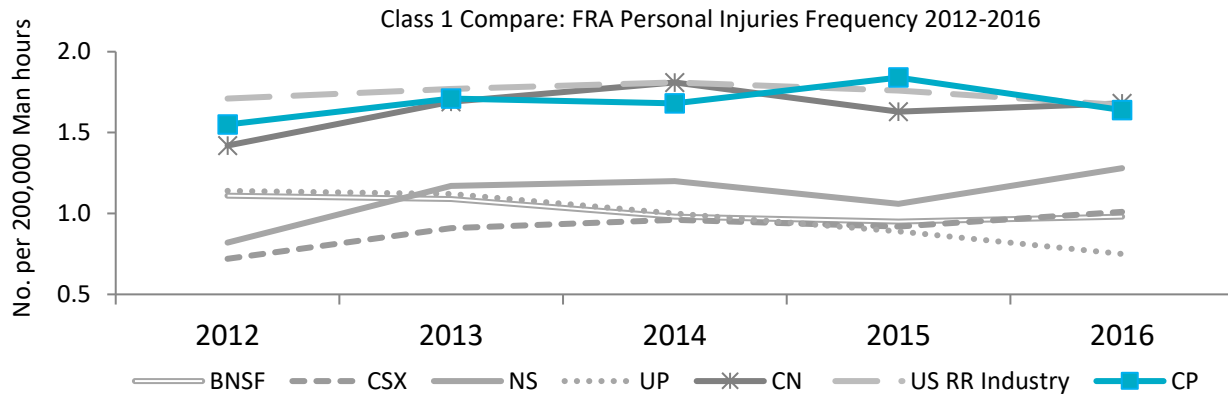
CP

PORTAL ND BORDER “LIVE LIFT”

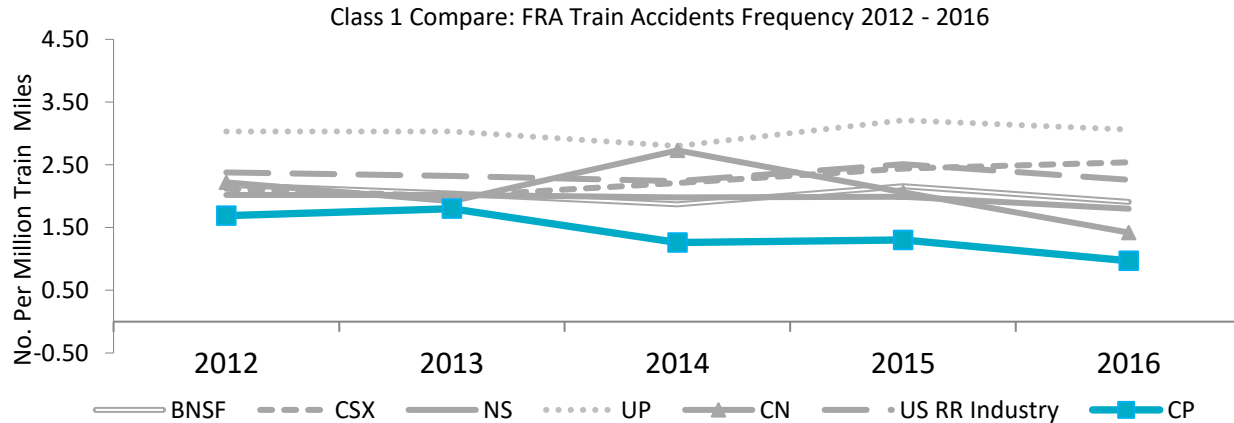
<https://vimeo.com/226369038>

SAFETY

5 YEAR INDUSTRY COMPARE



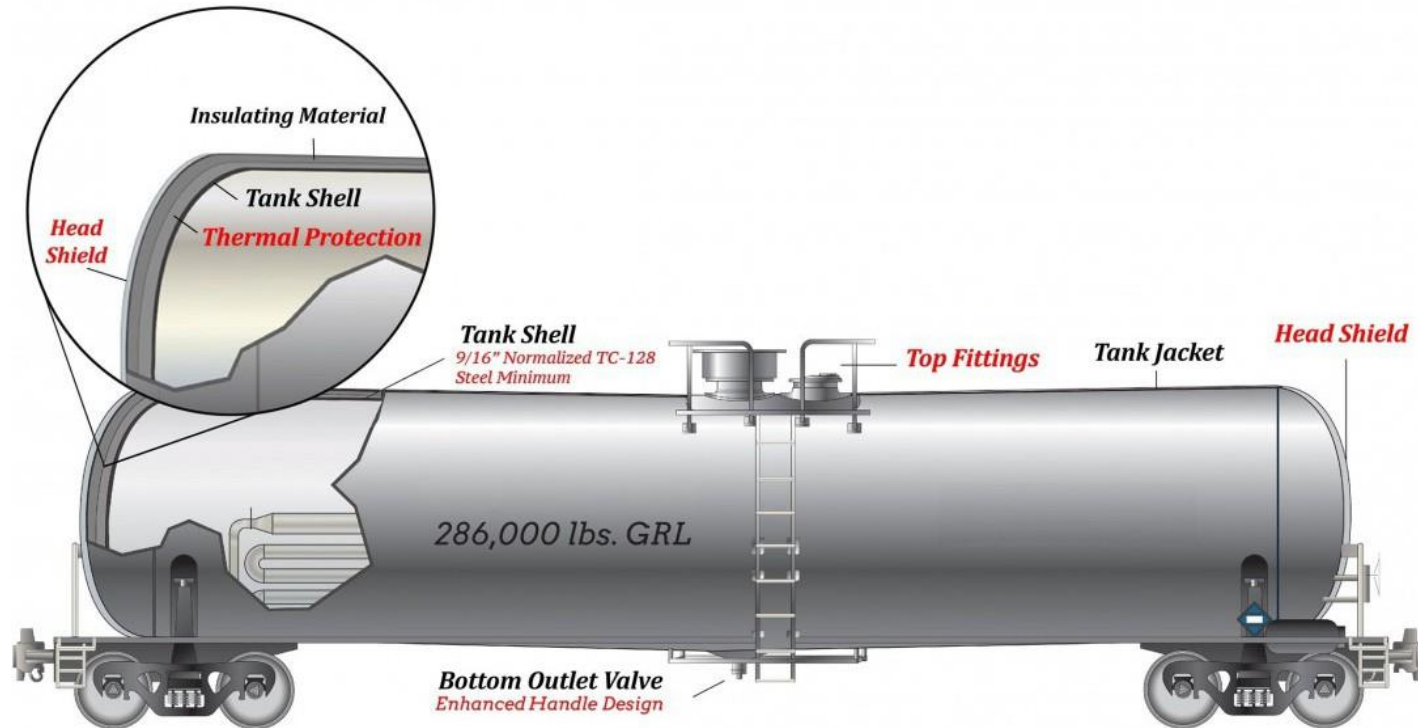
Railway	2012	2013	2014	2015	2016
BNSF	1.11	1.09	0.98	0.95	0.98
CSX	0.72	0.91	0.96	0.92	1.01
NS	0.82	1.17	1.20	1.06	1.28
UP	1.14	1.12	1.00	0.89	0.75
CN	1.42	1.69	1.81	1.63	1.68
US RR Industry	1.71	1.77	1.81	1.76	1.67
CP	1.56	1.71	1.67	1.84	1.64



Railway	2012	2013	2014	2015	2016
BNSF	2.18	2.04	1.87	2.16	1.91
CSX	2.12	2.00	2.21	2.44	2.54
NS	2.02	2.02	1.98	1.99	1.80
UP	3.03	3.03	2.80	3.21	3.06
CN	2.22	1.92	2.73	2.06	1.42
US RR Industry	2.38	2.32	2.24	2.51	2.26
CP	1.69	1.80	1.26	1.33	0.97

MITIGATION THROUGH CHANGES TO TANK CAR STANDARDS

New Construction Standards for the DOT/TC 117



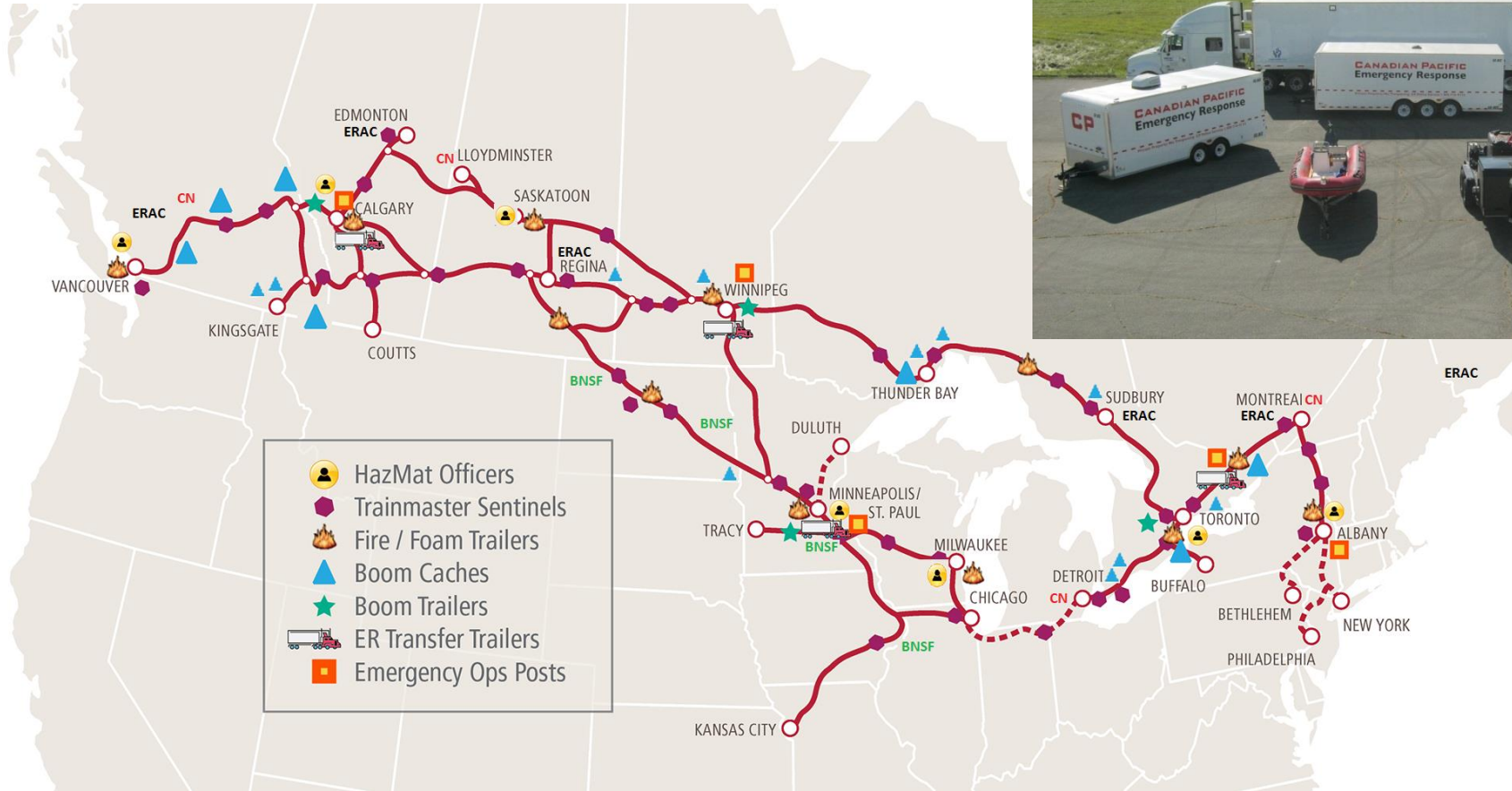
5 CORE ELEMENTS OF CP'S EMERGENCY RESPONSE PROGRAM

1. Expertise

- Part of CP's commitment to safety includes being ready to respond quickly and effectively to those rare times when incidents may occur
- CP has invested extensively in a network of experts, equipment and contractor resources that ensure a highly effective response
- These resources do extensive training and exercises with first responders across our network to ensure effective integration between local first responders and other agencies with CP's internal and contracted experts



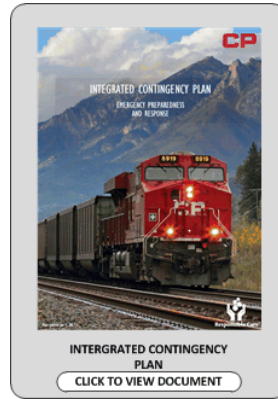
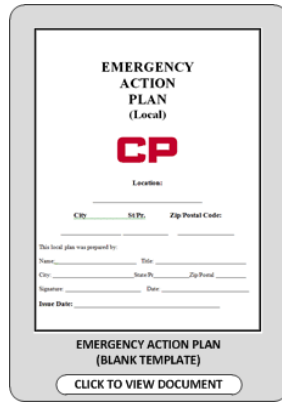
2. EQUIPMENT



Mutual Aid:
BNSF
CN
ERAC

3. PLANNING

MODERNIZATION OF CP RESPONSE PLANS



INCIDENT COMMAND FOR RAILROAD RESPONDERS - ICS 100 (COURSE 2260.2)

Online Course

Online Incident Command Training for operation managers in both Canada and US. [more](#)

INCIDENT COMMAND FOR RAILROAD RESPONDERS - ICS 200 (COURSE 2260.3)

Online Course

Online Incident Command Training for operation managers in both Canada and US. This course is design [more](#)

4. INFORMATION SHARING AND COMMUNICATIONS

Traffic Density Study – CPR 2015
Total Rail Shipments – Railcar and Intermodal

Report Provided to: Recipient Name

Date Report Generated: February 22, 2016

Geographical Description: **City Name**

STCC	CLASS	UN #	PROPER SHIPPING NAME	Q1	Q2
4950150	n/a	n/a	FAK-HAZARDOUS MATERIALS	3424	5179
4910191	3	UN1267	PETROLEUM CRUDE OIL	2002	973
4912210	3	UN1202	DIESEL FUEL	643	434
4905421	2.1	UN1075	PROPANE	859	174
4908175	3	UN1203	GASOLINE	136	335
4920359	2.3	UN1005	AMMONIA, ANHYDROUS	382	211
4961619	9	UN3257	ELEVATED TEMPERATURE LIQUID, N.O.S.	191	294
4917403	4.1	UN2448	SULFUR, MOLTEN	259	146
4908179	3	UN3475	ETHANOL AND GASOLINE MIXTURE	8	187
4910165	3	UN1267	PETROLEUM CRUDE OIL	298	0
4909230	3	UN1230	METHANOL	109	62
4905423	2.1	UN1075	BUTANE	151	88
4905752	2.1	UN1075	PETROLEUM GASES, LIQUEFIED	164	150
4918311	5.1	UN1942	AMMONIUM NITRATE	90	85
4905419	2.1	UN1075	LIQUEFIED PETROLEUM GAS	121	45
4961166	9	UN3166	ENGINES, INTERNAL COMBUSTION	75	141
4941144	9	UN2211	POLYMERIC BEADS, EXPANDABLE	47	110
4917508	4.1	UN1869	MAGNESIUM	68	92
			ENVIRONMENTALLY HAZARDOUS SUBSTANCES, SOLID		

TELUS 8:54 AM 59%


AskRail

RAIX1102

Equipment Details **View Train**


HAZARDOUS

Car Information

RAIX 1102 
LOADED TANK CAR 111A100W1

Contents

Quantity
203510 Pound-1 Tank **UN1267**

Proper Shipping Name
PETROLEUM CRUDE OIL 

HazardClass Packing Group

Car Lookup Rail Information Hazardous Materials

AskRail

Done

GUIDE 128
FLAMMABLE LIQUIDS (Non-Polar / Water-Immiscible)
POTENTIAL HAZARDS
FIRE OR EXPLOSION

HIGHLY FLAMMABLE: Will be easily ignited by heat, sparks or flames.

Vapors may form explosive mixtures with air.

Vapors may travel to source of ignition and flash back.

Most vapors are heavier than air. They will spread along ground and collect in low or confined areas (sewers, basements,

www.cpr.ca/Hazmat

- [TRANSCAER US](#)
- [TRANSCAER Canada](#)
- [Chlorine Safety Tour](#)
- [Anhydrous Ammonia Training Tour](#)
- [Transport Canada Competency Guidelines for Responders to Incidents of Flammable Liquids in Transport](#)
- [Emergency Preparedness for Rail Incidents Involving Flammable Liquids in Canada](#)
- [JIBC - Justice Institute of British Columbia](#)
- [Pipeline and Hazardous Materials Safety Administration](#)
- [Transportation rail incident preparedness & response: flammable liquid unit trains student workbook](#)
- [Security and Emergency Response Training Center \(SERTC\)](#)
- [SERTC Training for Crude-by-rail](#)
- [Ethanol Emergency Response Coalition \(EERC\)](#)
- [Responding to an Ethanol Incident](#)
- [American Petroleum Institute / Association of American Railroads TRANSCAER Crude by Rail Safety Video](#)

5. TRAINING & EXERCISES: CP'S ER TRAINING PROGRAM

CP EXPERTISE

CP's DG team are highly trained experts strategically positioned around the CP network. CP also provides training to its regional contractors and ensures it has quick access to experts in any field that could be required for an incident response.



CP MANAGEMENT TRAINING

133 CP managers & CP Police have been through a one week Emergency Awareness & Response training program at Pueblo, CO, enabling them to understand basic emergency response, integrated command and to do preliminary scene assessments.



CP TRAINING EQUIPMENT

CP911 is a tank car converted into a training car for First Responders to allow hands-on experience working a tank car.

Training Trailers are used by Field HazMat Officers with local Emergency Responders and Fire Departments.

Having mobile training equipment allows the CP HazMat Officers to take the training to the Fire Departments thus allowing more Fire Fighters access to hands on training.



FIRST RESPONDER TRAINING

Firefighters trained at SERTC on CP's network



2014	Cda	90	US	99	Total	189
2015	Cda	81	US	36	Total	117
2016	Cda	93	US	26	Total	119
Total	Cda	264	US	161	Grand total	425

SAFETY TRAINING

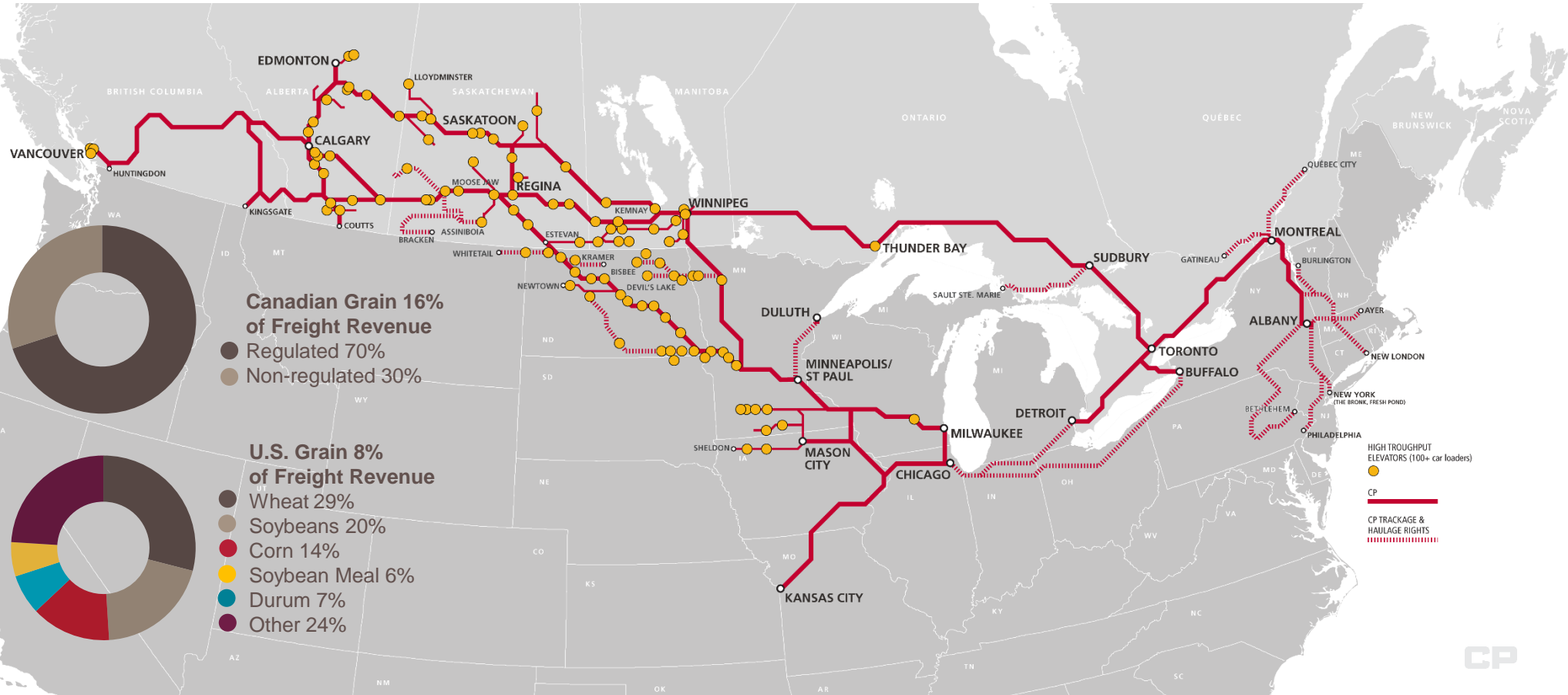
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APPENDIX – MAPS AND MARKET REACH



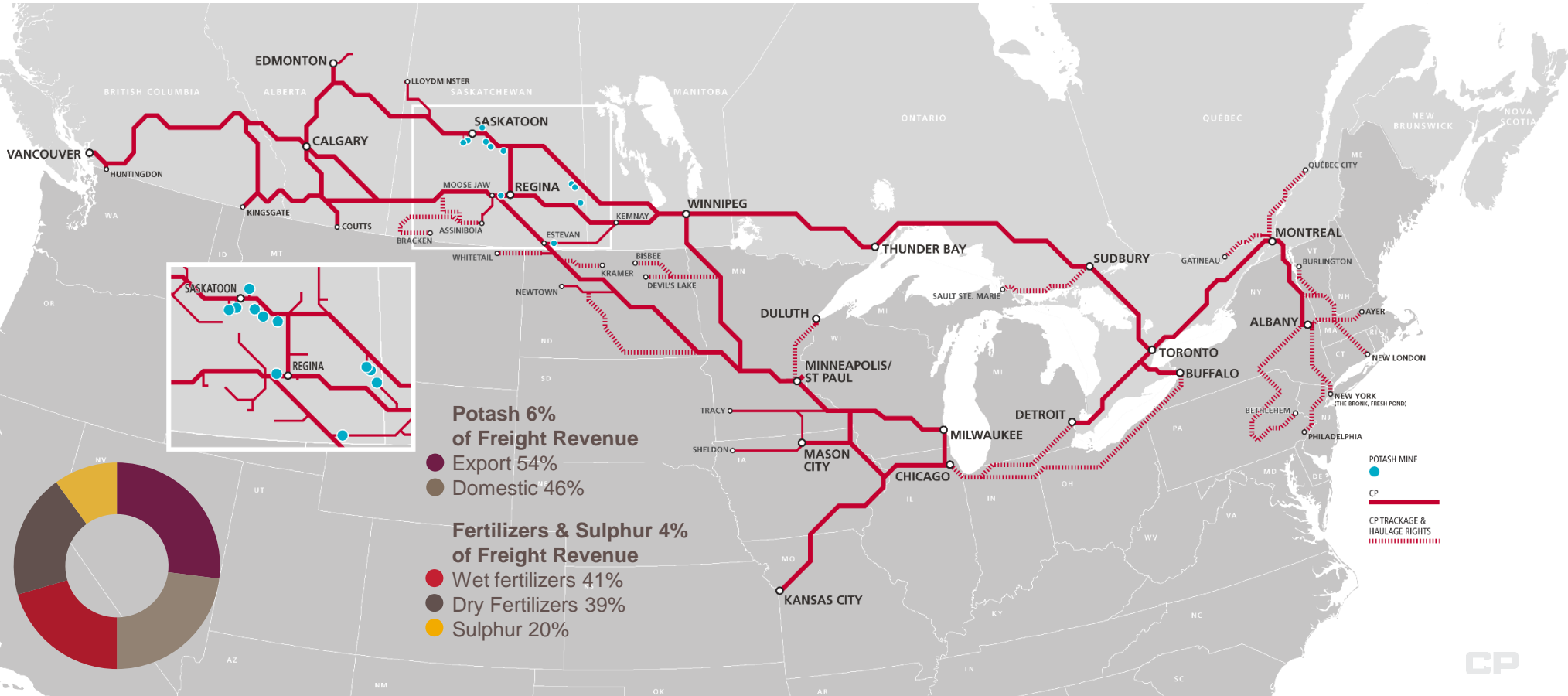
GRAIN



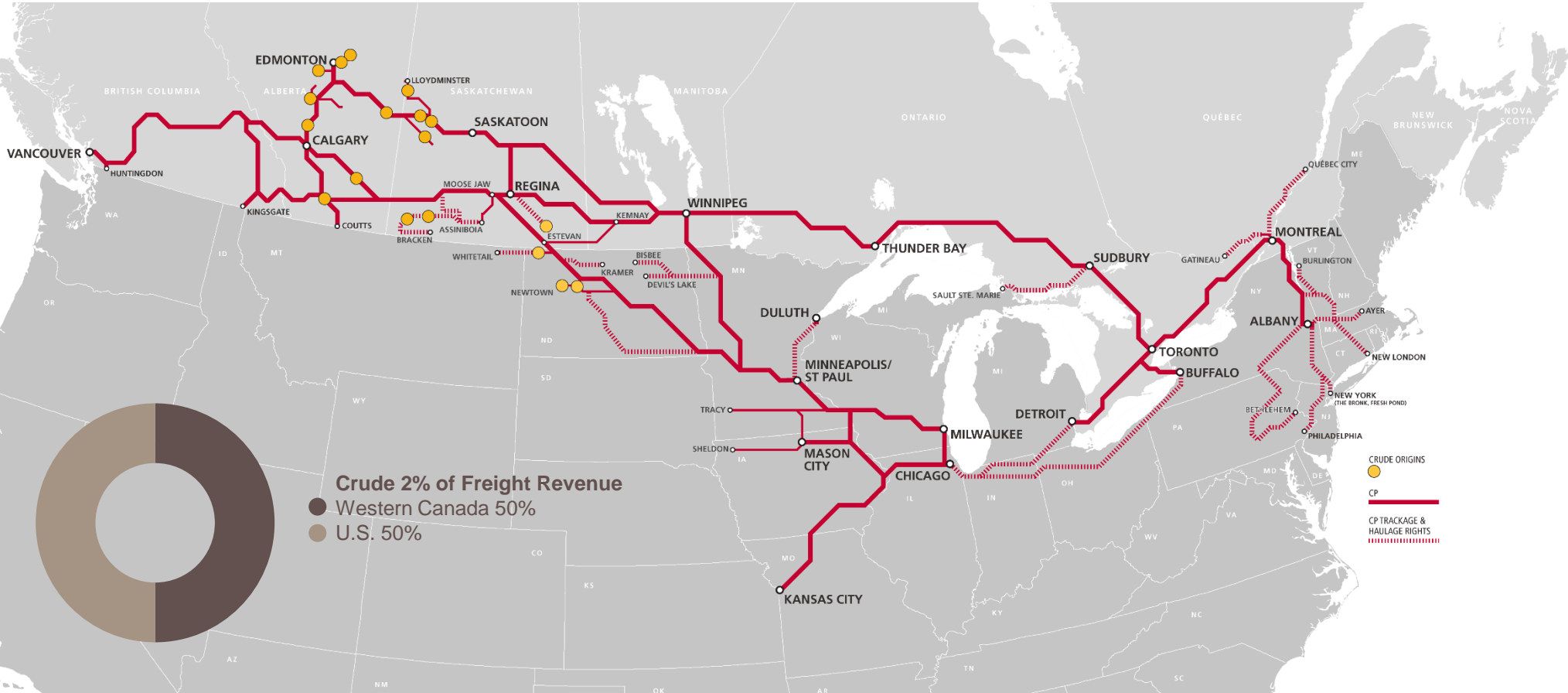
COAL



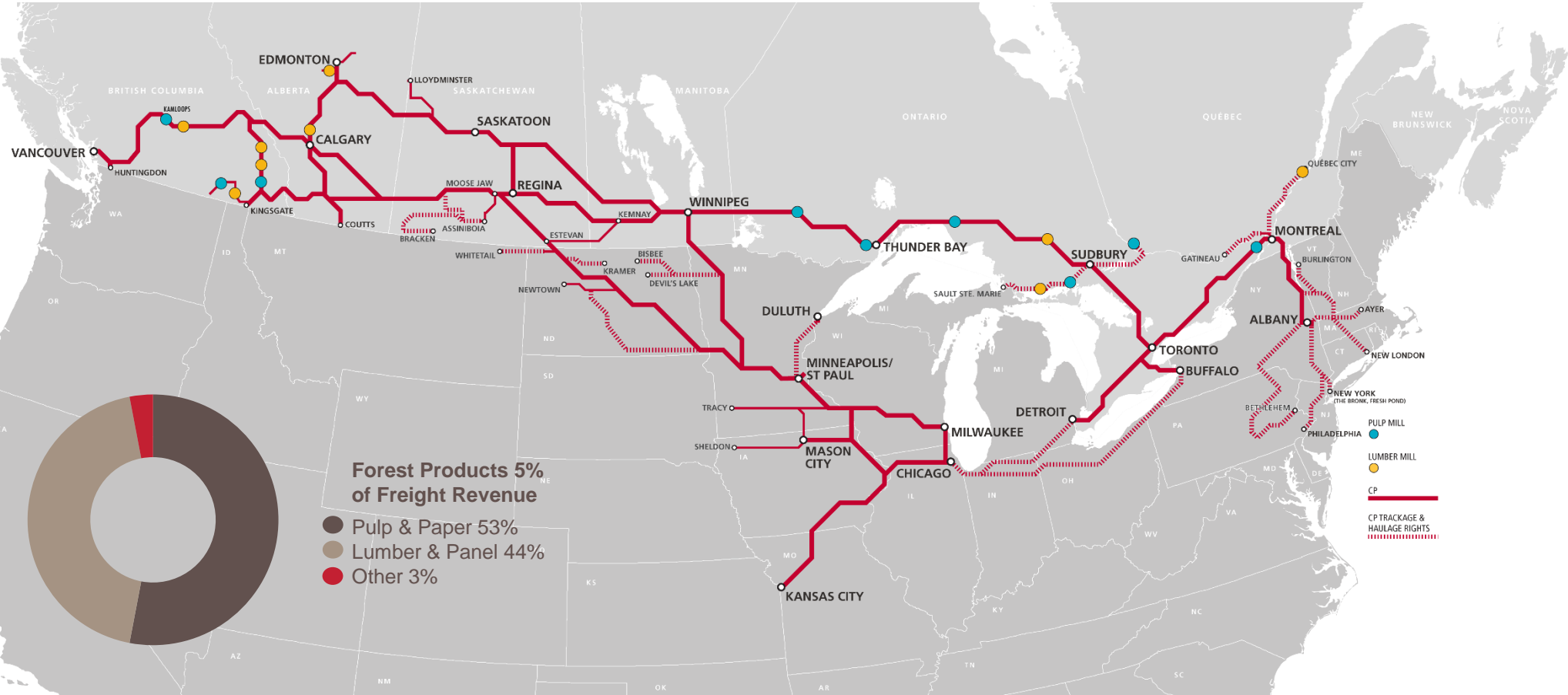
POTASH, FERTILIZER & SULFUR



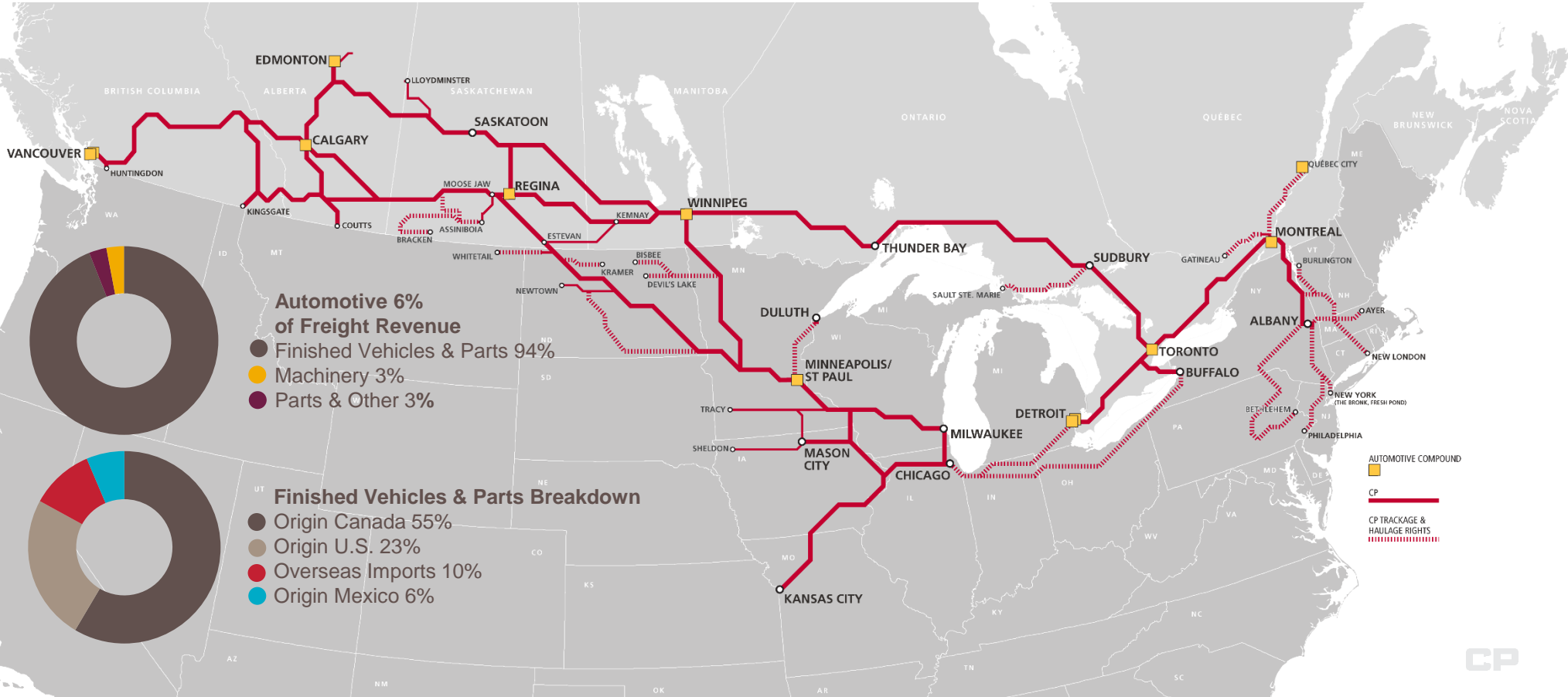
CRUDE



FOREST PRODUCTS



AUTOMOTIVE



Automotive 6% of Freight Revenue

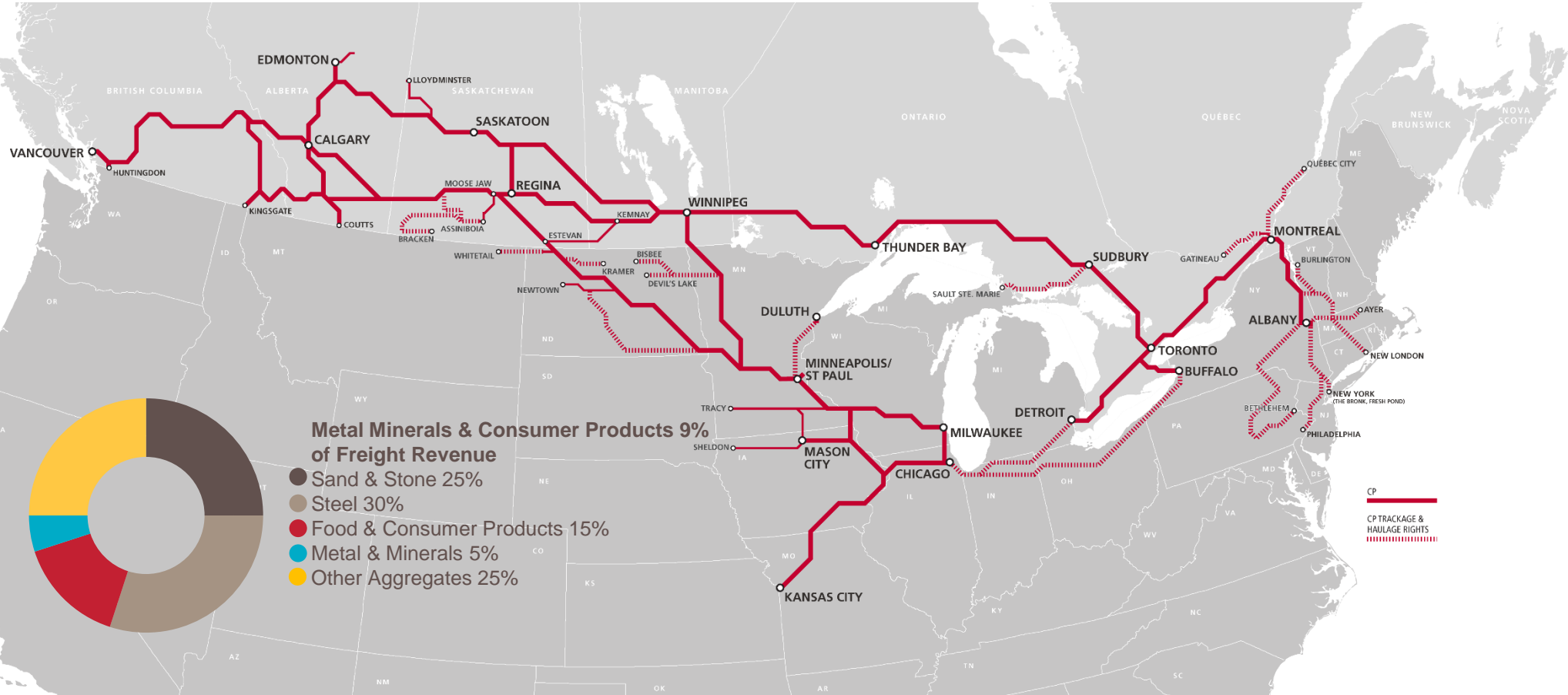
- Finished Vehicles & Parts 94%
- Machinery 3%
- Parts & Other 3%

Finished Vehicles & Parts Breakdown

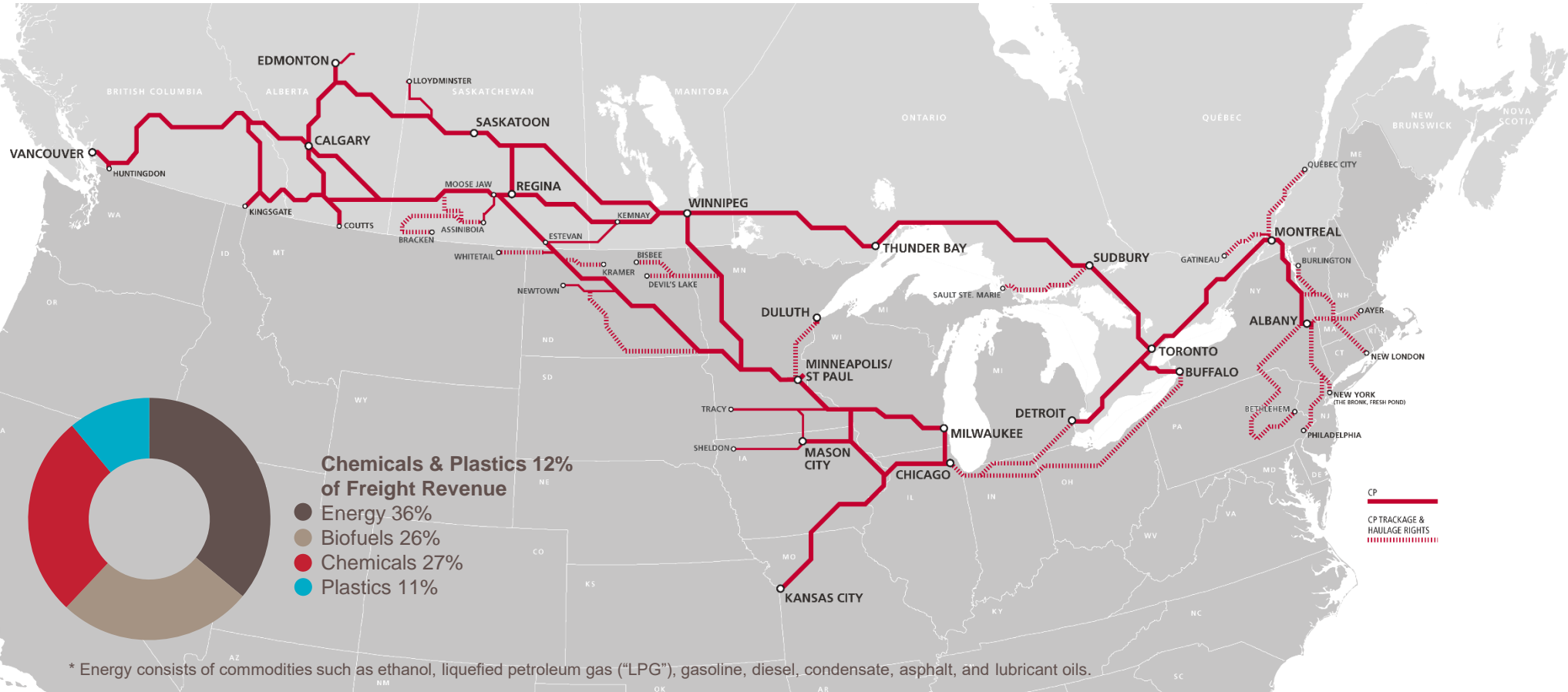
- Origin Canada 55%
- Origin U.S. 23%
- Overseas Imports 10%
- Origin Mexico 6%

■ AUTOMOTIVE COMPOUND
— CP
- - - CP TRACKAGE & HAULAGE RIGHTS

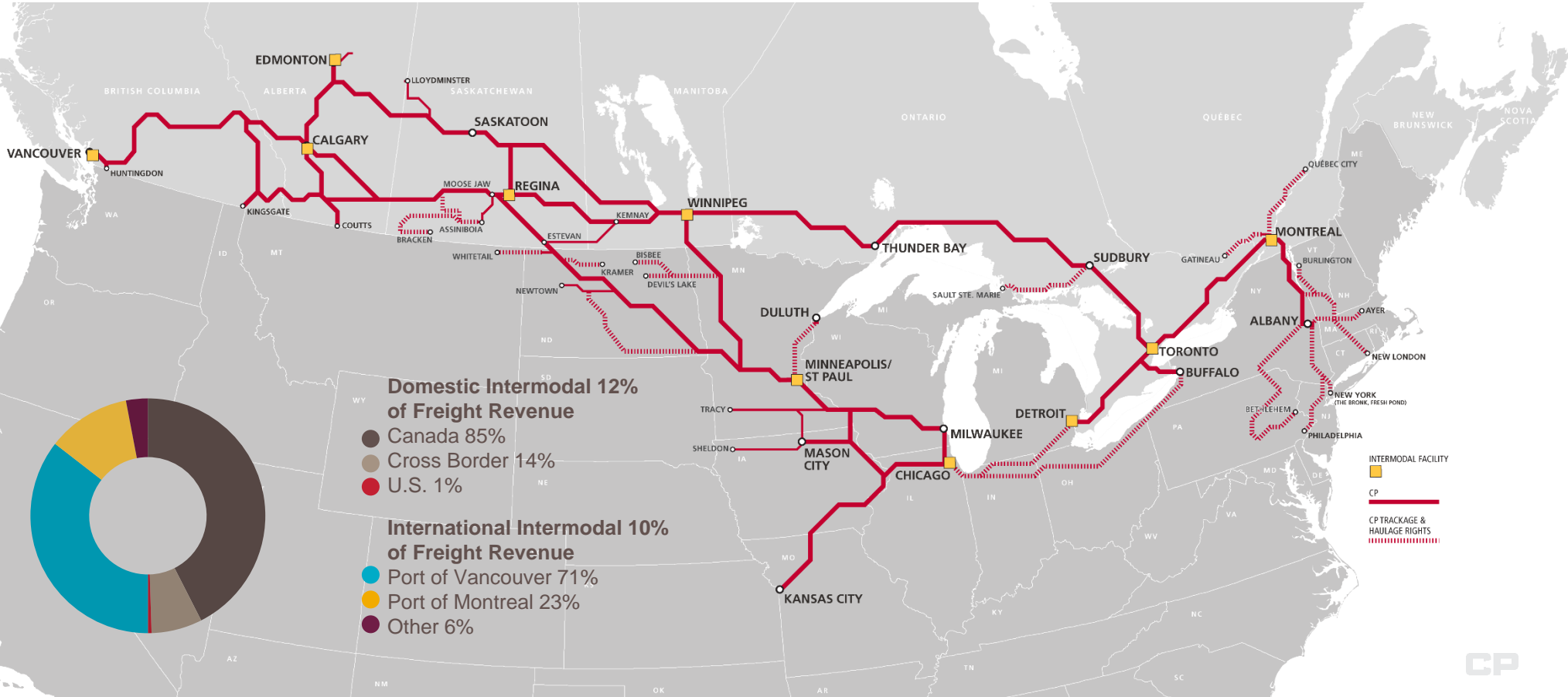
METAL, MINERALS & CONSUMER PRODUCTS



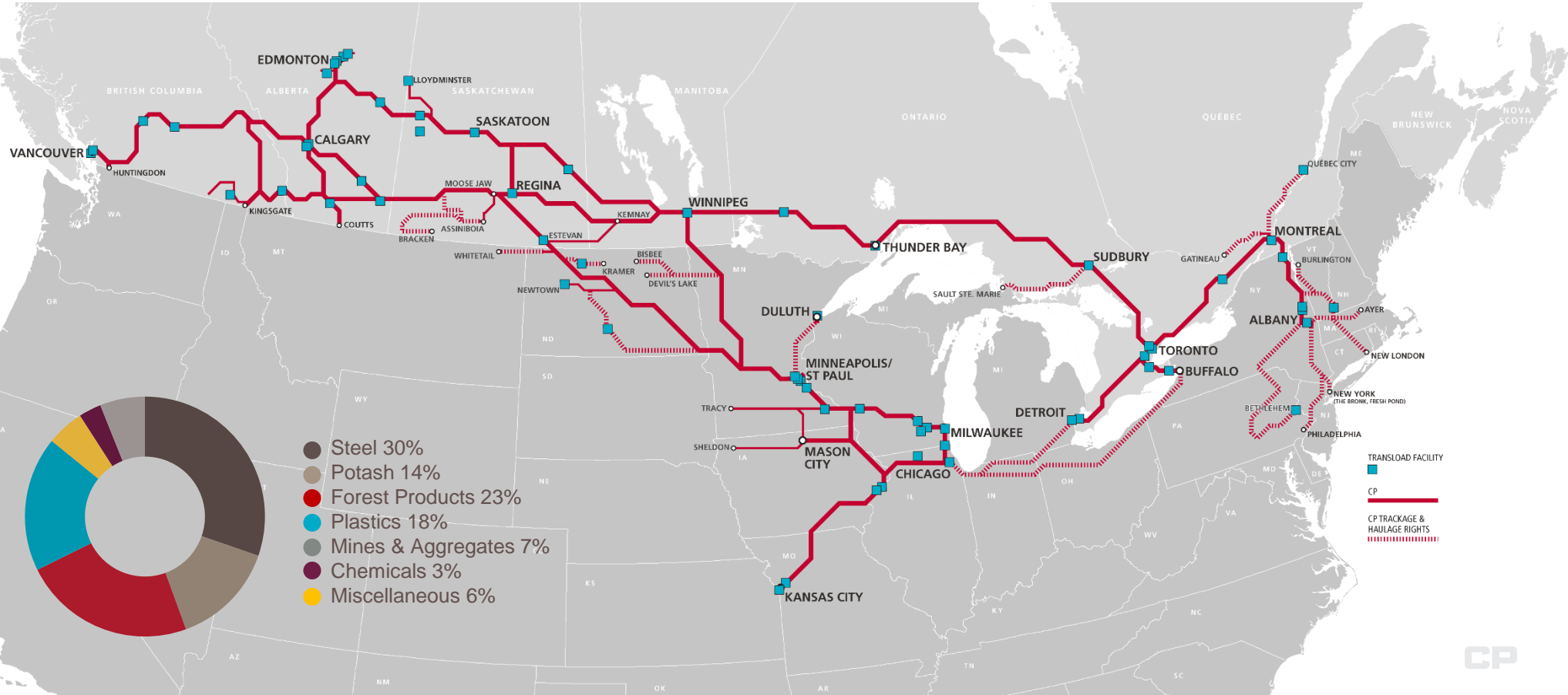
CHEMICALS & PLASTICS



INTERMODAL

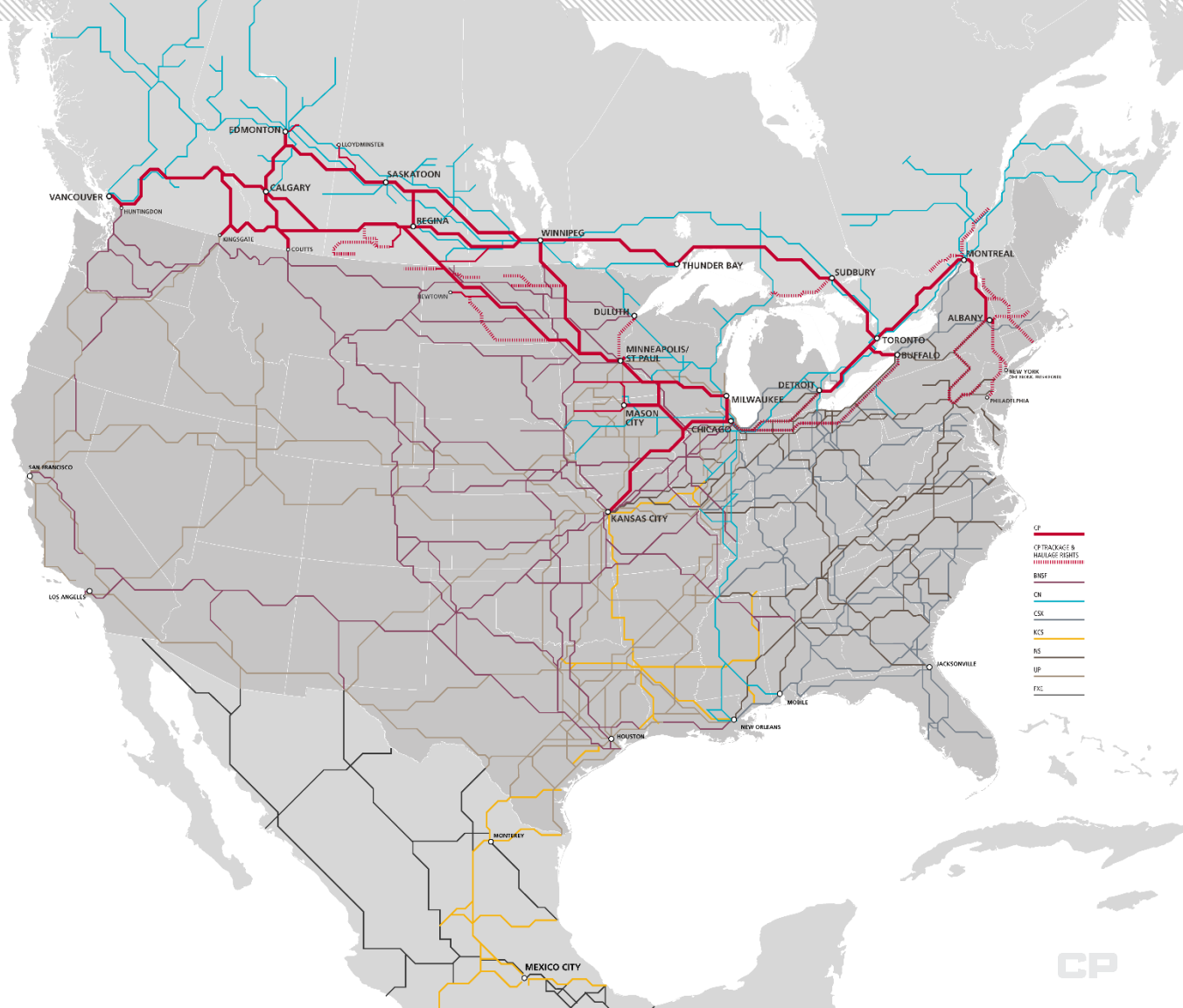


CP TRANSLOAD



CLASS 1 NETWORK

Agreements and commercial arrangements with other carriers extend our reach across North America.



CONNECT

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Public information:
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@CanadianPacific

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800 716-9132

