



Covered Hopper - Fleet Integration Program 2014-15



Covered Hopper Fleet Integration Program

CN is offering our Fleet Integration Program for grain shippers who are using privately owned, covered hopper cars for their shipments. The objectives of this program are to:

- Increase operating efficiency
- Reduce unnecessary switching
- Improve transit times
- Reduce congestion in the terminals

You will benefit from:

- Guaranteed service
- Having CN manage your fleet of private cars

This program applies to specific loading locations (CCOs) in the states of Iowa, Illinois, Wisconsin, Tennessee, Mississippi and Michigan for loading Corn, Soybeans or Wheat in covered hoppers.

- Shipments from the origins of Iowa, Illinois, Wisconsin, Tennessee, Mississippi and Michigan apply on both domestic and export shipments moving under rates published in tariffs [CN 4012](#), [CN 4013](#), [CN 4075](#), [CN 4050](#) and [CN 4051](#). Shipments from the origins stated above must be completely unloaded at the destinations named in the applicable tariffs and cannot be used in a Rule 11 movement beyond those destinations.
- Customers have the option to bid cars into the Fleet Integration Program for a one, two or three year term.
 - 1-year program: From September 1, 2014 to August 31, 2015
 - 2-year program: From September 1, 2014 to August 31, 2016
 - 3-year program: From September 1, 2014 to August 31, 2017
- CN will allow up to a maximum of 2,000 private cars to be integrated into the fleet under a bid process during any one term. We reserve the right to refuse or reject any bid.
- The overall integrated fleet size will be based on forecasted loading volumes and anticipated cycles.
- A rolling 4-month forecast will be used to size the fleet monthly.
- Cars coming into the program will be treated as system cars, with no mileage paid.
- Railway asset use will be applied as per [CN 9000](#) Optional Services.

Program guidelines

- Customers are invited to make bids to participate in the Fleet Integration Program.
- Successful bidders agree to enter into a Fleet Integration Agreement with CN.
- Customers will continue to be responsible for all lease obligations (on hatches, gates, etc.).
- You may begin submitting bids on **July 15, 2014**.
- You may submit bids to the attention of "Sr. Manager, Bulk Commodities U.S." by fax: 708-332-3673 or by email: steve.gehrt@cn.ca.
- No bids will be accepted later than 5:00 PM Central Time on **Friday, August 8, 2014**.
- Participation will be awarded beginning with the lowest bid up to the program maximum. Customers with successful bids will receive electronic confirmation that their bid has been accepted no later than 5:00 PM Central Time **on Wednesday, August 13, 2014**.

Customers with the lowest bid will enter the program to within the program limit. The maximum bid for participation in the program is set as follows:

- 1-year program: From September 1, 2014 to August 31, 2015
 - US\$400 per car for cars with cubic capacity equal to or greater than 4750 cubic feet and less than 5100 cubic feet
 - US\$525 per car for cars with cubic capacity equal to or greater than 5100 cubic foot capacity but less than 5300 cubic foot capacity.
- 2-year program: From September 1, 2014 to August 31, 2016
 - US\$375 per car for cars with cubic capacity equal to or greater than 4750 cubic feet and less than 5100 cubic feet
 - US\$525 per car for cars with cubic capacity equal to or greater than 5100 cubic foot capacity but less than 5300 cubic foot capacity.
- 3-year program: From September 1, 2014 to August 31, 2017
 - US\$375 per car for cars with cubic capacity equal to or greater than 4750 cubic feet and less than 5100 cubic feet
 - US\$525 per car for cars with cubic capacity equal to or greater than 5100 cubic foot capacity but less than 5300 cubic foot capacity.

Each bid must contain the following information:

- Company name
- Total number of cars and cubic capacity of the cars you are bidding to be placed in the program
- Number of years bidding to cars into the program, i.e. one, two or three year participation
- Bid amount in dollars per car for each car desired to be placed in the program
- Fax number and email address of a contact if you are a successful bidder

CN reserves the right to:

- Not accept any or all valid bids or portions thereof
- Limit the number of cars accepted into the integrated fleet to any one party to a maximum of 35% of the total cars that CN is offering to integrate, but reserves the right to award cars above this maximum level
- Accept valid offers based on the lowest per car bid if the number of cars is over-subscribed

If you wish to end your participation in the program prior to your committed term, the following provisions will apply:

- You must provide CN with thirty (30) days advance notice of your desire to remove cars from the integrated fleet.
- You will not be allowed to place any orders under the program once you have given us notice that you wish to end your participation.
- You will be invoiced for US\$360 per car for early cancellations.
- Upon receipt by CN of notice of desire to cease participation in the Fleet Integration Program, CN will pay you US\$14 per day per car until the car is returned to you.

If you are unable to fill your guaranteed placements for an extended period of time but wish to remain in the program, CN may continue to use your private cars. You will be reimbursed the Monthly Car Utilization Fee, subject to the US\$100 per car order cancellation fee. If there is no demand, we are not obligated to continue using your fleet of cars. Customers who don't wish to participate in Fleet Integration Program will still have the ability to operate private cars on the CN open tariff rates, provided the appropriate OT5 authority is in place.

Performance commitment

Under the Fleet Integration Program, CN will provide a service commitment according to the following provisions:

- Participants are required to have their lessors show CN as the lessor
- Customers will receive **2.0 spots per month for each car** accepted and integrated into the fleet:

Example: 100 cars accepted in program equals 200 guaranteed spots per month

- Cars accepted into the program must have a minimum cubic capacity of 4,750 cubic feet and a maximum capacity of 5,300 cubic feet. Only cars that have been built on or after July 1, 1974 will be accepted into the program. Note that **no aluminum cars** will be allowed into the program.
- Monthly spot allotment must be **ordered weekly and evenly spread** throughout the month.
- You must submit orders to CN in writing by 1:00 PM Central Time on Wednesdays, providing a **minimum of seven (7) days in advance** of the want date for shipments originating in the U.S.
- CN will target placement **within ten (10) days of the want date** and pay non-performance if the cars are not placed within that time frame.
- If you change your loading location once CN has notified you that the cars have been applied, we will do our best to accommodate your request but will not guarantee that the cars will be placed on time and will not be subject to the penalty for non-placement of cars as outlined below.
- If you request that CN spot cars as a 25-car, 50-car or 100-car unit, all cars spotted in the unit must be billed to the same destination.
- The fee for non-placement of cars is **\$100 per car**. Orders will fall under normal allocation and will be placed within thirty (30) days of the failure, i.e. no later than forty (40) days from the original want date.
- When customers do not have sufficient orders to meet the guaranteed spots, a fee of **\$100 per car** will apply.

Monthly fleet utilization payments

Within thirty (30) days of the end of each month during the Fleet Integration Program, CN will verify customer orders and whether CN has filled all orders placed up to the maximum spots that you are entitled to receive. If it is determined that you placed your orders in a timely order and have fulfilled your commitment for the maximum spots, we will issue you a cheque in the amount equal to the number of cars that you have in the Fleet Integration program multiplied by your per car bid.

Example: 100 cars in Fleet Integration Program at \$250 per car. If all conditions have been met, we will issue you a cheque in the amount of \$25,000.

Storage

- If there is a downturn in business and cars must be stored, you will be required to provide storage facilities for the number of your private cars that are not being used in the movement of their respective allotments.
- Cars stored will be from the integrated fleet and may be a mix of both private and railway marked cars.
- Storage charges will apply if you cannot provide private storage facilities.

Fleet Integration Program - Frequently Asked Questions

Q:

To which markets will the program apply?

A:

CN Domestic, export, KCS, CAGY and Canada.

Q:

Will CN pay me for the excess mileage in private cars?

A:

In the event that the average actual mileage for all cars accepted into the program from a customer incurs excess mileage, CN will pay the excess mileage charges. You'll need to supply CN with certified documentation for both mileage and cost per mile for the excess mileage.

Q:

Who is responsible for maintenance of private equipment in the program?

A:

Responsibility for maintenance of private equipment (including gates and hatches) in the program will remain with the lessor. CN will continue to be responsible for maintenance of railway equipment (including gates and hatches) that may be used by the private car shipper.

Q:

What commodities will be included in the pooling arrangement?

A:

Grain and grain products, except dried distillers grain solubles, malt, starch, sweeteners, flour, tankage and mammalian products such as bone meal, blood meal, feather meal, etc. NOTE: Any products loaded in cars under the program and found to have excessive carry back will be taken out of the program.

Q:

What happens if my car lease is terminated during the program?

A:

CN expects that customers joining the program will provide cars that do not require lease return during the program term. Any cars required to be switched out of the program are subject to a charge of \$360 per car and you have the option to replace the car or be subject to a reduction in the number of guaranteed spots.

Q:

What if there are contamination issues with the cars provided?

A:

Customers are responsible to completely unload the car and close the gates. If cars are found with contamination, cars should be rejected. CN will investigate and take corrective actions. If the cause of contamination is a specific product, that product will be removed as an eligible product under the program.

Q:

What about quality of equipment in the program?

A:

Cars put into the program must be fully suitable for use and you are required to certify that the cars have not been used for the transportation of mammalian products (such as bone meal, blood meal, feather meal, etc.). Equipment

that is found to be defective will be switched out and repaired. Rejection rates are monitored on a regular basis and if rejects are found to be high, actions will be taken to improve fleet quality.

Q:

Can I trade or sell cars placements in the program?

A:

We have no objection as long as the handling is transparent to CN, with no additional workload.

Q:

What are my options if there is a downturn in business?

A:

You could trade or sell your spot capacity or CN may be able to use the car capacity. A penalty would only apply if cars cannot be used and you must also provide storage facilities for the cars.

Q:

Can I exit the program early?

A:

While the expectation is that customers will commit their fleet to the program for a year, CN recognizes there may be factors that can cause you to want to exit the program early. In this situation, you must provide 30 days notification to CN. We will begin switching out the private equipment to return to you as quickly as possible. You will be responsible for a \$360 per car switch fee while CN will continue to pay a daily fee until such car is returned to you.

Q:

Can a private car shipper choose not to participate in this program?

A:

While CN believes a private car shipper will benefit by participating in the program, we respect the right of a private car shipper to operate his fleet on CN outside of this program. Customers who don't join the Fleet Integration Program will still be able to operate private cars on CN's open tariff rates, provided appropriate OT5 authority is in place.

Q:

How will private cars outside the program be handled?

A:

Private car shippers can continue to operate their fleet on CN, as they do today, outside of this program and these cars will receive no different priority in handling than they do today.