

REACH FARTHER

WITH CN INTERMODAL 101



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What is Intermodal?

If you are looking to improve the service and efficiency of your supply chain while also cutting costs, CN Intermodal can give you the competitive edge you need.

Fast and efficient, one benefit of intermodal shipping is that modes of transportation can be changed without handling the freight itself. When containers move from vessel to rail – nothing inside of them needs to be unpacked and repacked.

These steel boxes are designed to transport anything that can fit and be safely moved inside them.

CN Intermodal greatly reduces the amount of time transportation providers spend handling cargo. This increases the speed while reducing the cost it takes to carry goods from origin to destination.

In addition to this, driver shortages, increased regulations regarding service hours on the road and ever rising fuel prices, mean that over-the-road transportation for long distances incur not only higher shipping costs but environmental costs as well.

As trains are approximately **four times more fuel-efficient** than trucks, the greater use of combined methods of transportation helps reduce emissions and also helps reduce traffic congestion, accidents, and the burden on an overstressed transportation infrastructure.



How can I benefit from CN Intermodal services?

For shippers trucking cargo distances greater than 700-800 miles, combining methods of transport (such as train and truck) can provide significant cost savings while adding tremendous value in terms of efficiency and sustainability.

CN Intermodal allows shippers to take advantage of the best attributes of rail, truck, and marine vessel, providing a single point of contact that integrates them all for increased efficiencies throughout the supply chain.

These increased efficiencies and reduced shipping costs, combined with CN's ongoing investment in intermodal infrastructure and technological innovation, help our customers win in their markets.

Why Should I Ship Intermodal?

FLEXIBILITY IS AT THE CORE OF INTERMODAL SHIPPING

Why should I ship Intermodal?

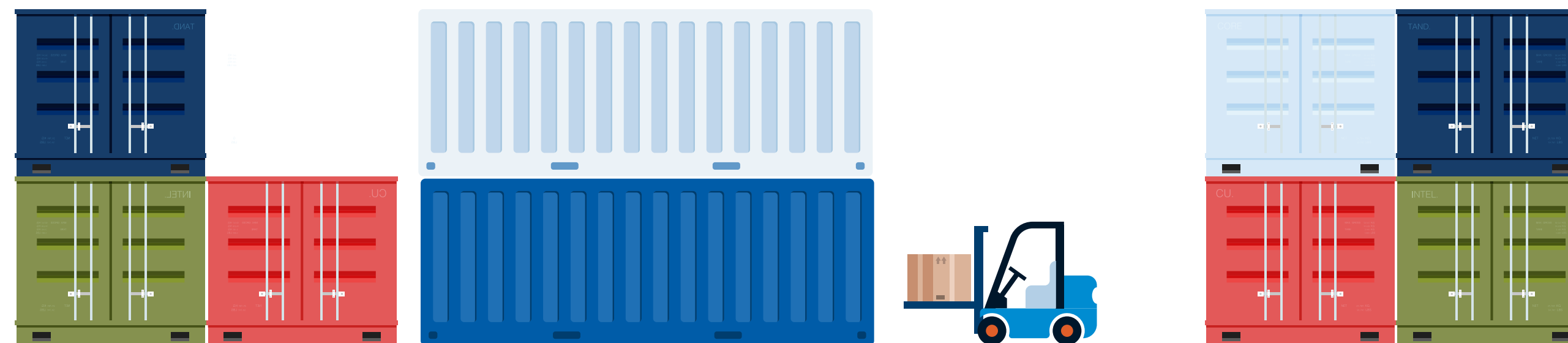
Flexibility is at the core of intermodal shipping.

When you ship intermodal, you don't have to be what's known as "rail-served." Customers who are rail-served have their own track leading to their facility and are typically customers who ship a large volume of goods by rail on a regular basis.

Intermodal is accessible to customers of all sizes. If you can fill one container, we can ship it.

Businesses of all sizes can benefit from CN Intermodal.

With intermodal shipping, you don't need the infrastructure of larger operations, like your own rail siding. Customers need only be located within a 500-km radius of one of CN's intermodal terminals and we're able to send a truck to their facility.



Save on shipping

When you're a small to medium-sized business, every dollar counts.

With intermodal, we've been able to help our customers **save up to 20%** of their shipping costs. For larger retailers, working with CN means they don't need to seek out a third-party freight manager to handle their logistics.

We take care of that.

Fluctuating market demands

As the economy fluctuates, so does demand for goods.

Intermodal helps you better manage your inventory because you're able to call for a container when need arises.

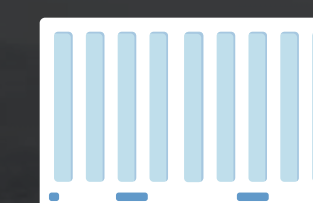
Lower your carbon footprint

We work with many of our customers to measure and help them reduce their transportation supply chain GHG emissions by leveraging low carbon rail for the long haul and trucking over shorter distances. CN has developed an industry leading carbon calculator that provides a method for our customers to easily measure the emissions savings from rail, marine, and truck transportation.



Show me a shipping container

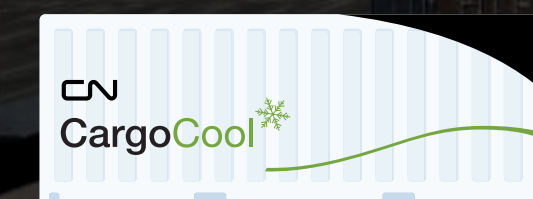
Containers come in different sizes, but they all serve the same purpose – moving every type of product imaginable.



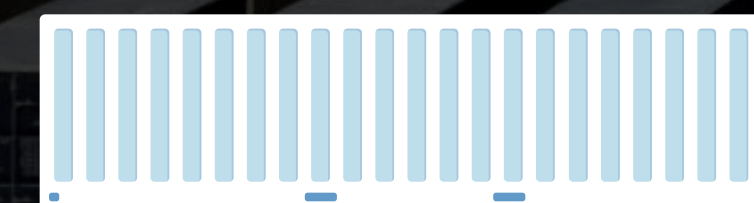
20-ft intermodal container



40-ft intermodal container



40-ft insulated intermodal container



53-ft intermodal container

The majority of shipping containers are general purpose.

Looking at a container yard full of containers, there could be anything from laundry room appliances to clothing to dry goods inside. Like we said, if it can fit into a container and be safely moved, we can ship it.

Fresh and frozen goods, as well as goods that need specialized temperature controls to keep them from freezing in cold conditions, are moved in refrigerated (referred to as reefers around the industry) or thermal containers.

How does Intermodal work?

CN's intermodal network stretches across North America.

Our sales team works hand-in-hand with customers to help them reach new markets and grow their business. With 24/7 customer service and a suite of digital tools for managing your shipments, we've made getting started with CN Intermodal shipping easy for our customers.

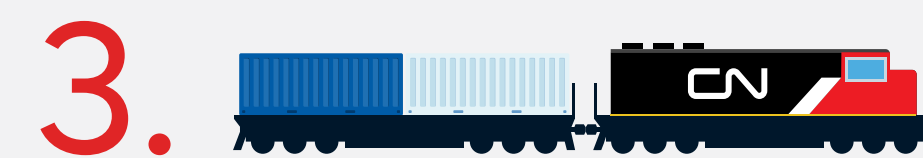
Intermodal shipping in four easy steps:



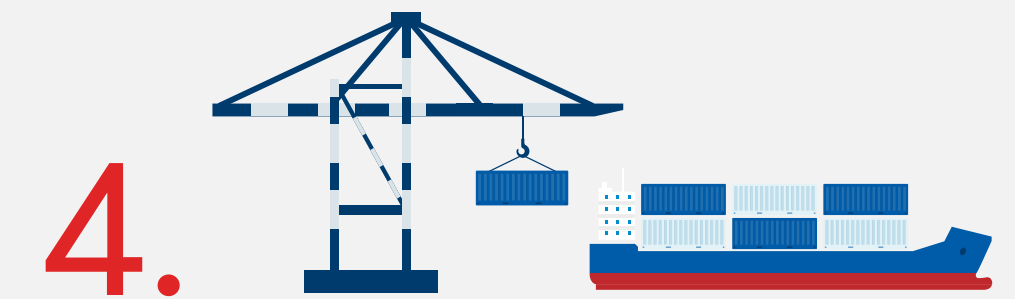
You have enough goods to ship safely in one container. Containers don't have to be entirely packed with goods, but they do have to be packed safely. Our Damage Prevention team has a wealth of expertise to help customers understand how to pack goods in a way that prevents them from being damaged in transit.



You get in touch with CN. We'll assess your location in proximity to our available services, give you a route and a rate based on your shipping needs and bring a container to your facility with one of our CNTL trucks.



From there, you fill one of our CNTL containers and we will truck it to our nearest intermodal facility for loading to a CN train. Our rail network spans 32,000 kilometers and touches three coasts – from Canada's east and west coasts, all the way to the Gulf of Mexico.



We take your cargo to its destination, whether that is a port for overseas passage, another facility or to your end user.

A freight train is shown in motion, traveling along tracks that curve through a rugged, mountainous landscape. The scene is captured in a dark, moody tone, likely during twilight. The train consists of several white intermodal containers stacked on flatcars. In the background, steep mountains rise under a cloudy sky. Overlaid on the image is a faint, light-colored network diagram consisting of several circles connected by lines, suggesting a global or interconnected logistics system.

CN's Intermodal Service

END-TO-END SERVICE WITH ONE POINT OF CONTACT

Reach Farther with CN's Intermodal Service

CN Intermodal offers the efficiency of rail for the long haul and the flexibility of truck for the first and last mile.

Canada's first container train was operated by CN, carrying 200 containers from Montreal to Toronto in 1968.

Now, intermodal makes up a quarter of CN's total business. For us, intermodal means versatility – anticipating that extra mile and adapting to it. The intermodal journey harnesses the global reach of marine vessels, the speed and efficiency of trains and the locality of trucking.

As a North American transportation and logistics leader, our intermodal services extend beyond our tracks. When you partner with CN you are able to tap into CN's experience, dedication, and industry leading innovation. By leveraging our unparalleled mix of services, equipment, assets, partnerships, and network reach, we move your goods to the markets that you want to be in throughout North America and abroad.

Through CN you also benefit from one of Canada's largest full-service trucking companies, CNTL, offering a complete end-to-end supply chain service to our customers in Canada, the United States and Mexico.

The flexible nature of intermodal and CN's extended trucking arm means that we don't need to have a train track running through your region for CN Intermodal to serve you.

With 23 strategically located intermodal terminals and access to 3 coasts, CN offers end-to-end shipping solutions to get your products to market with one point of contact.



23

Plus 3!

In the heart of Mexico's
manufacturing regions



Along the way

With CN, you have one point of contact – your account manager. This helps to ensure all of your communication is streamlined. It also ensures you’re working with someone who knows you and knows your business.



After hours, we offer **24/7** customer support. You will have a line to call around the clock with any of your questions.

Adding value for our customers

You might know CN as a railroad, but we’re more than that. We’re an end-to-end transportation and logistics leader.

Our transportation services move goods. But, your cargo’s journey is about more than moving. It’s about effective, efficient supply chain.

We offer our customers added-value options like:



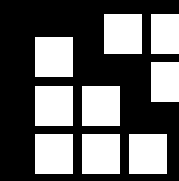
Complete Trucking Service

Our full load trucking service CNTL is available for local pick up and delivery. This means that even if you do not have CN track running through your region, you can still benefit from CN Intermodal for a complete end-to-end supply chain.



Customs Brokerage

We act as your translators when it comes to understanding the movement of cargo across borders. Our Customs Brokerage teams communicate with government agencies on your behalf and ensure all proper procedures have been followed for smooth border crossing.



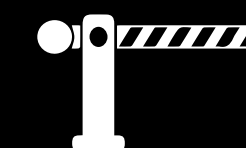
Logistics Parks

If you’re looking to grow your business and enhance your ability to quickly connect to your market, CN’s logistics parks can make it happen. We have land available for customers to develop, strategically located in hubs like Calgary, Chicago, Memphis, Toronto and Montreal.



Freight Forwarding

Think of a freight forwarder as a travel agent, but for your cargo. We do the legwork for you; we work with our ocean partners to move your product along the best supply chain routes. This ensures that your cargo moves quickly and efficiently and limits the amount of time you have to spend connecting with third-party suppliers.



Cross Border LTL

Even when moving less than a full container load, the CN team can work with you to move multiple bills of lading across the border by rail.



Mobile Transport Trays

We help you increase efficiencies throughout your intermodal journey. When moving steel, building materials, or dimensional machinery, CN’s mobile transport trays provide the quickest way to load an intermodal container.

Make your business more sustainable

The environmental benefits of shipping by rail.

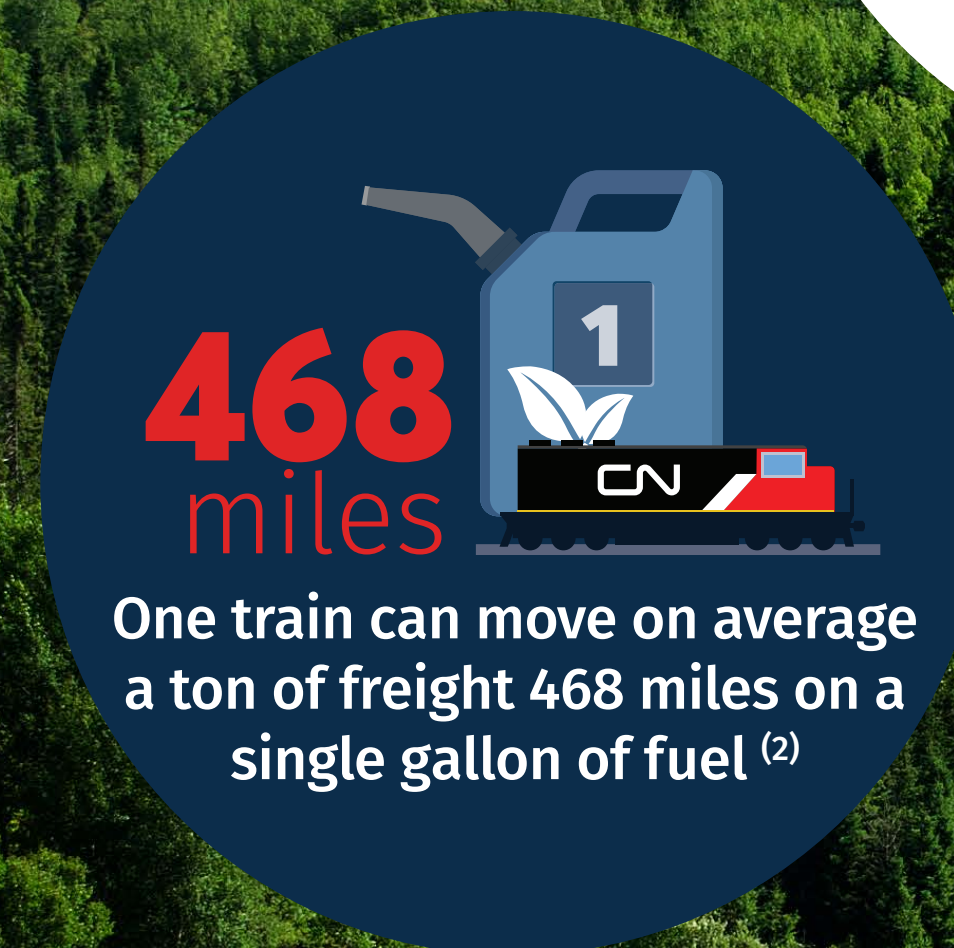
As one of the most efficient and environmentally friendly ways to move goods, rail has a tremendous potential to reduce the environmental impact of transportation by offering sustainable transportation solutions today and into the future.

Rail is one of the most sustainable way of shipping cargo over land, emitting four times less greenhouse gases than trucking alone.

CN is also the most carbon-efficient North American railroad, consuming **15% less** fuel per gross ton mile than the industry average.

“ If just **5%** of freight moved by truck traveled by rail instead, greenhouse gas emissions would fall by approximately **9 million tons**.

– *The Association of American Railroads*



⁽²⁾ The Association of American Railroads

CN Intermodal revolutionizes the cold supply chain

When it comes to shipping your temperature sensitive goods every degree counts and CN has innovated some really “cool” technologies to integrate temperature-controlled shipping into our already efficient, cost-effective, and flexible Intermodal services.

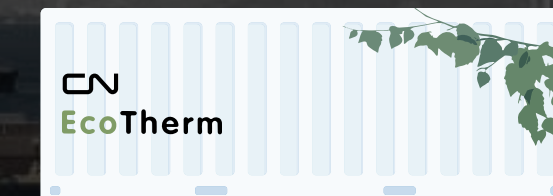
CargoCool Cool Facts

- CN containers use the latest in telematics technology for transporting perishable goods.
- Each CargoCool container offers the power of up to 100 refrigerators to ensure that your perishable commodities arrive cool and fresh
- 17 CargoCool containers can be powered by a single IntelliGEN power pack
- ReeferTrak technology provides up-to-the-minute temperature monitoring as well as real-time GPS tracking and fuel consumption
- CN has almost quadrupled our CargoCool container units in the last three years to ensure capacity

“The three core competencies of a cold supply chain are: strong reporting, a robust monitoring capability, and superior exception management.

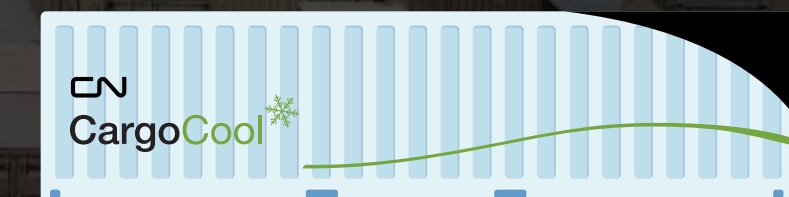
– Girish Nair, Director of Multimodal at CN

For shipping perishable goods, CN proudly offers two container options that seamlessly integrate with our existing Intermodal service offerings:



40-ft Eco-Therm insulated container

These containers have unique insulating properties that protect products from freezing for up to 8 days of transit.



53-ft CargoCool refrigerated container

CN's state-of-the-art 53" CargoCool refrigerated containers ensure that proper temperatures are maintained for every step of the way.

Resilient supply chains and the transforming retail economy

Supply chains are often far-reaching.

The further goods move, the more moving parts are required to help them get to their destination.

The flexibility and accessibility of intermodal helps your supply chain avoid vulnerabilities.

FOR EXAMPLE, TAKE THE SPRING THAW.

As winter winds down, melting snow and ice seep into the ground. This can cause the ground to shift under stressful conditions and impacts the pavement resting on it.

That's why regions across North America implement policies on truck loads, forcing shippers to ship the same amount of goods in more trucks. Rail doesn't have those restrictions, allowing our customers to save money during times like this.



The transforming retail economy

As a business owner, you know better than anyone how ecommerce is transforming the way people shop. Of course, that changes the way you ship.

The rise of ecommerce and the immediacy of content and connections has changed the expectations people have for the products they buy. Shippers need to be more agile and better distribute their goods for reaching their customers quickly.

Speed matters.

CN industry-leading innovation is committed to the speed and efficient delivery of your cargo.

HERE ARE SOME EXAMPLES:

- CN pioneered live-lifting for fluid border crossing.
- CN innovated the only Chicago bypass enabling our customers to save travel time by avoiding Chicago congestion.
- CN connected exporter to the Port of Prince Rupert, the closest North American port to Asian markets.



Frequently Asked Questions

Here are the questions we get the most often from our new customers:

1. How much does it cost to ship?

Our team of supply chain experts are ready to build a price for you, based on the weight of your commodity, transit time and location. Prices vary by commodity, mileage and destination.

2. How do I know if I'm an intermodal or carload customer?

You're an intermodal customer if your business is not directly served by rail. That means, unless you have rail siding that a CN or shortline partner train can access, your goods can be shipped by intermodal.

3. What can be shipped in an intermodal container?

Any product that you see on store shelves can be containerized. We can also containerize some bulk products, like specialty crops (beans, lentils, chickpeas, dried peas). Some grain, metal/mineral and forest products can also be containerized.

4. What about products like fresh produce, meat or perishable goods?

CN's cold supply chain service – CargoCool – is a comprehensive supply chain solution for temperature-sensitive goods. We have a fleet of 400 53-foot refrigerated containers with modern gensets that can accommodate up to 17 containers at once. A dedicated Cargo Cool team can help you build a shipping strategy that keeps your commodities cool.

5. Can I ship my container on your trucks?

No. CNTL trucks are loaded only with CN containers. Our trucking fleet has ample capacity, with 8,000 containers and chassis. Our drivers will bring the container to your facility for you to load and move it to its next destination.

Frequently Asked Questions (cont'd)

6. Can I ship my container on your trains?

Yes. You will be responsible for delivering the container to one of our 23 intermodal facilities, located in key centres across North America. To find the nearest one to you, consult the “Our Network Reach” section of this document.

7. Can CN ship my household goods during a move?

For the safety of your home and neighbourhood, we’re unable to bring CN trucks to most residential communities. If you have your own container and means of moving it to one of CN’s 23 intermodal terminals, we are able to move your household contents.

8. Can CN ship my personal vehicle?

CN is unable to move personal vehicles. To ship your vehicle, contact Livingston.

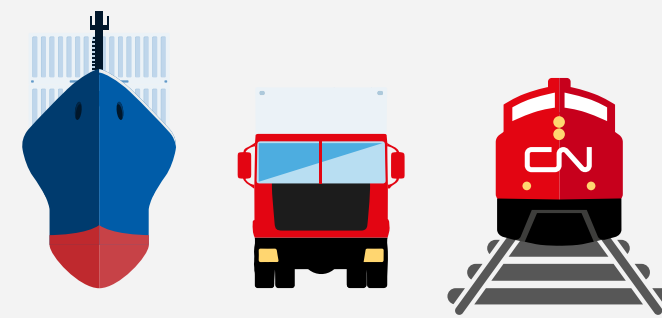
9. Can I buy a container from you?

We do sell our surplus assets, though availability of containers varies. [Contact our experts](#) for more information.

10. Is there anything you don’t ship?

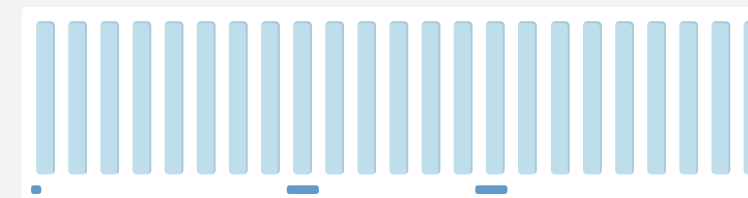
CN does not carry living creatures, including livestock and passengers. We’re also unable to ship anything that cannot be safely moved by rail, such as an item too large for safe transport. Consult our Dimensional Loads team if you’re looking to move something large.

Glossary of terms



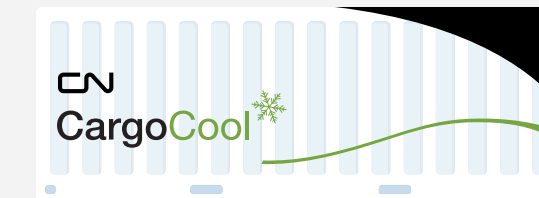
Intermodal

Shipping involving two or more methods of transportation



Shipping Container

A steel box designed to hold cargo and fit securely onto a cargo ship, train or truck



Reefer

A temperature-controlled shipping container, otherwise known as a refrigerated container.



CNTL

CN's trucking line, with 1,050 drivers serving locations across North America



Chassis

The mechanism of a truck to which a container can be secured for moving



Intermodal Terminal

CN's intermodal terminals facilitate the loading of containers from truck to rail



REACH FARTHER.

 [@CNRailway](#) www.cn.ca/intermodal

Questions?

Contact sales@cn.ca or call 1-800-668-4626