

## **OVERVIEW**

Cando: Who We Are, What We Do

Different Shortline Models: BCRY, Sturgeon Terminal, CEMR/Winnipeg Terminal

Case Study: Value of a Shortline in the Supply Chain

Shortlines Reducing Emissions in the Supply Chain

Questions/Discussion







# **TRACK THIS**

46 YEARS

OF RAILWAY EXPERIENCE WE HANDLE:





2.4
MILLION
RAILCARS/YEAR



1.8

MILLION

CONTAINERS/YEAR



95+ LOCOMOTIVES IN FLEET



12 STRATEGICALLY LOCATED TERMINALS

allow us to keep customers' product moving

100%

CUSTOMER RETENTION Cando has never lost a customer.

MOVE AND MANAGE \$94.2 BILLION OF PRODUCT FOR CUSTOMERS A YEAR INCLUDING:

**19** 

BILLION LITRES

of energy and chemical products

20.5

MILLION TONS of potash, 90% of all potash produced in Canada 4.7

MILLION TONS of pulp and paper products 1.4

**MILLION** 

truck frames and new vehicles



# BARRIE COLLINGWOOD RAILWAY (BCRY):

COMMUNITY OWNED, THIRD PARTY OPERATED MODEL



#### **LOCATION & OVERVIEW**

19 mile shortline that runs from CPKC Interchange at Utopia, ON to Barrie, ON

Seven customers, twice weekly service

Commodities include chemicals, lumber, plastics, carbon fibre and heavy equipment

Owned by the City of Barrie, operated by Cando



## **SOLUTIONS**

First Mile/Last Mile services

Railcar storage services

Supporting the continuation of a vibrant manufacturing and industrial base in the community



# CANDO STURGEON MULTI-PURPOSE TERMINAL:

# VIRTUAL SHORTLINE MODEL



#### **LOCATION & CAPACITY**

3,600 railcar spots for staging, storage, & transloading

Directly serviced by CN

302 acres, located in Alberta's Industrial Heartland

Expansion – capacity for 5,000 railcar spots

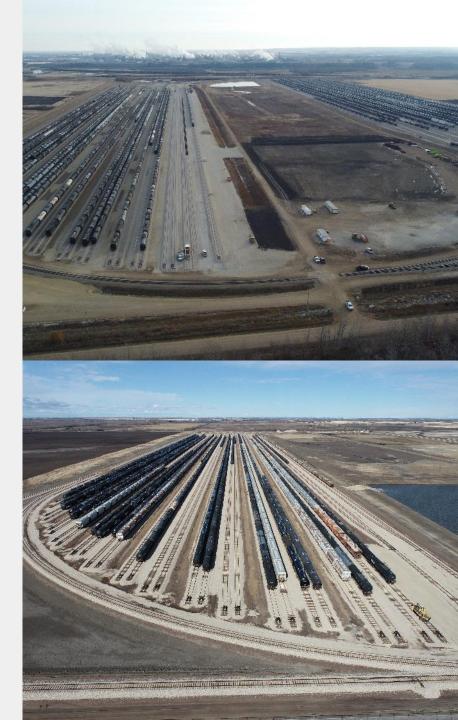
Opened October 1, 2020



#### **SOLUTIONS**

Ancillary service offerings:

- First Mile/Last Mile haulage on CN track to and from terminal (virtual short line)
- Unit train assembly
- Transloading
- Railcar inspection & repair
- Railcar cleaning/washing



#### CANDO WINNIPEG MULTI-PURPOSE TERMINAL:

SHORTLINE "PLUS" MODEL

CENTRAL MANITOBA RAILWAY (CEMR)



#### **LOCATION & CAPACITY**

Multi-purpose rail terminal and shortline railway in Winnipeg, MB servicing more than 80 customers stretching over two subdivisions and 87 miles of track

3,600 spots of railcar and unit train staging & storage

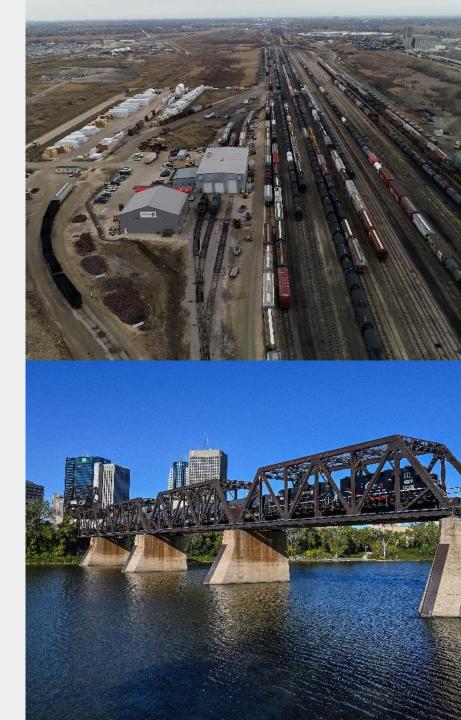
Interchanges daily with CN at Symington Yard and CPKC at North Transcona, MB



#### **SOLUTIONS**

Service offerings:

- First Mile/Last Mile switching
- Railcar storage
- Transloading
- Railcar repair
- Locomotive repair

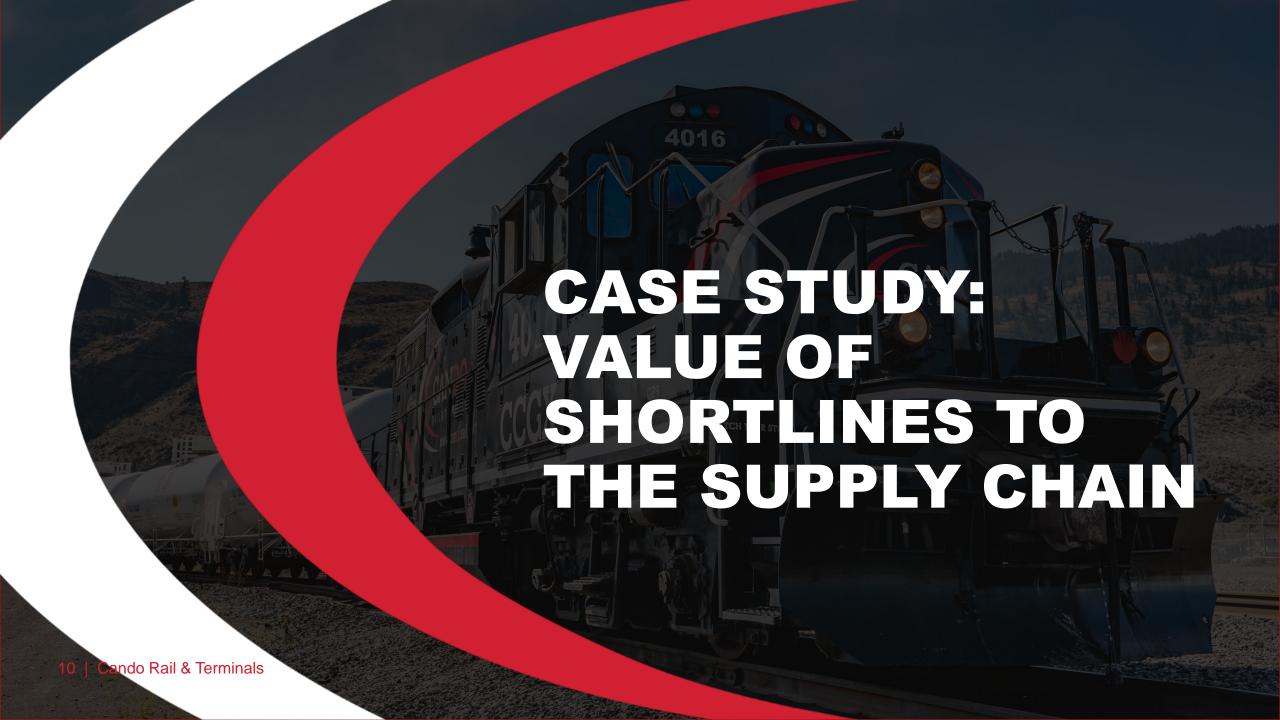


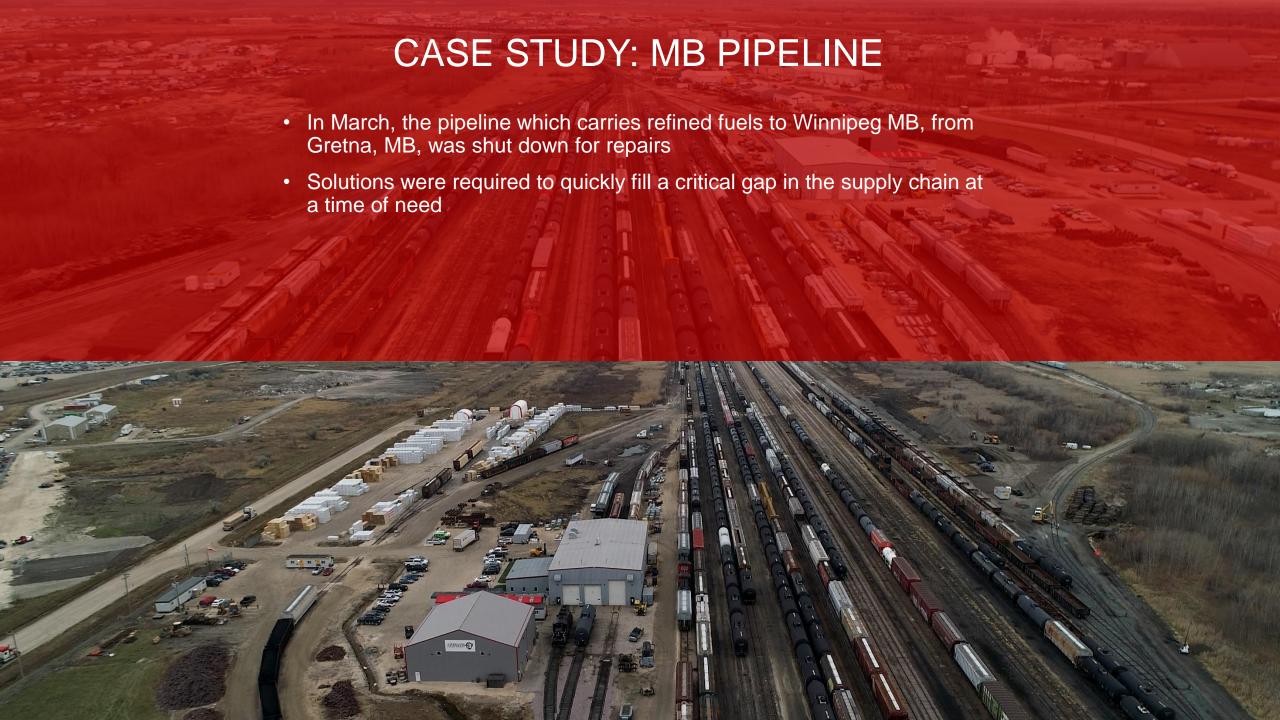
## CEMR HISTORY & OVERVIEW

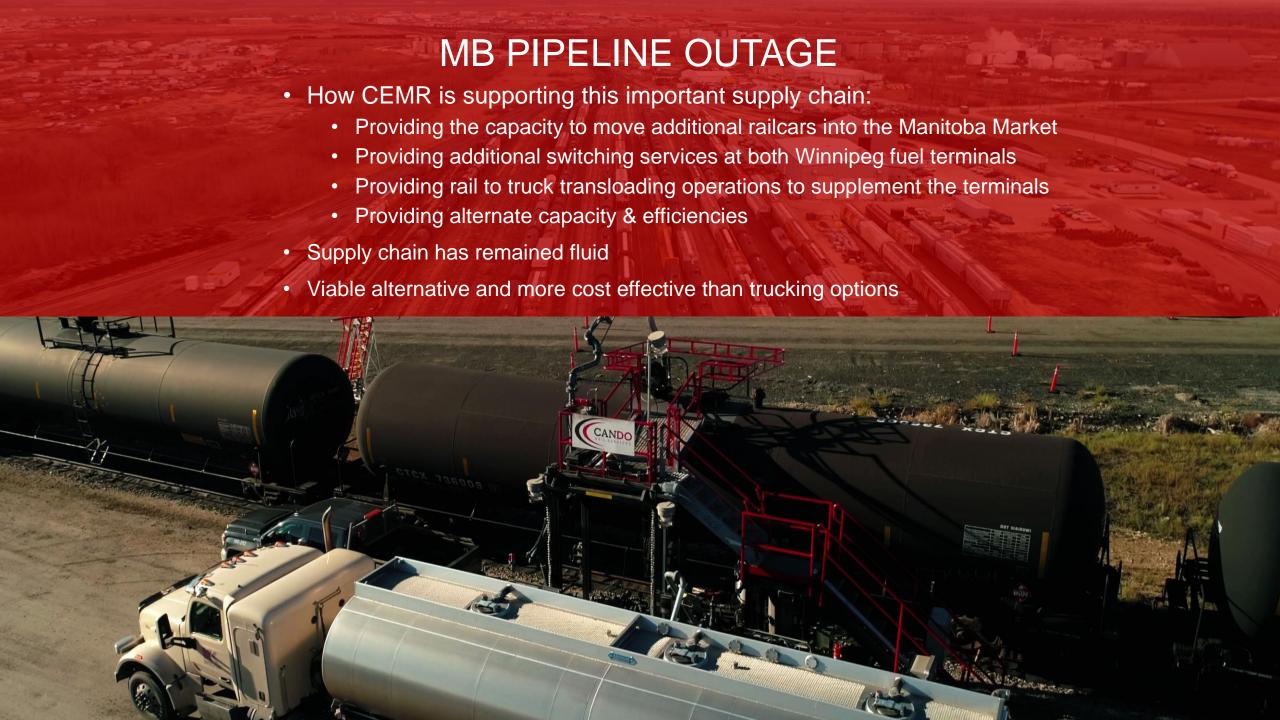
- Established in 1999, in the traditional shortline railway model providing First Mile/Last Mile services on a low volume branch line previously owned by a Class I railway
- Over 10,000 carloads per year, mixed traffic including grains, fertilizer, chemicals, manufacturing, lumber, and refined fuels
- Through our entrepreneurial spirit and desire (Can-do Attitude) to grow the operation and terminal footprint beyond that of a traditional shortline, the facility now includes:
  - Railcar repair shop
  - Locomotive repair shop, back shop, and parts warehouse
  - Railcar storage
  - Multi-track, multi-commodity, multi customer transload facility including:
    - Rail to truck, truck to rail, rail to rail
    - Bulk liquid and dry commodities
    - Renewable and refined fuels
- CEMR served as the test bed of what became Cando's Terminal & Transload Operations (Multi-Purpose Terminals)
- As traffic volumes from the original line haul customers have slowly declined over the years, this has been more than made up for by the traffic generated by the Terminal & Transload operations
- CEMR's transload now generates the third largest volume of revenue carloads handled











### MB PIPELINE: BY THE NUMBERS

- 400% increase in daily switching at the Winnipeg fuel terminals
- 6 Mobile Transload Units operating
  - Handling more than 2MM litres (20 railcars), 16 hours per day
  - Supporting six different fuel suppliers and ten different trucking operators
- 30 additional transloading and switching personnel from across Cando's network
- Over 150 trucks per day off the road between Edmonton/Regina and Winnipeg







## SHORTLINES REDUCING EMISSIONS CANDO'S ELECTRIC SWITCHING LOCOMOTIVE PROJECT

- We recognize that reducing transportation-related GHG emissions is an industry-wide effort
- We applaud the Class I's climate goals and investments
- Shortlines also have an important role as a shortline operator and rail service provider we are committed to doing our part developing a Lithium-Ion (Li-Ion) battery-powered switching locomotive at our Winnipeg shortline mechanical shop
- Government of Alberta providing \$2 million through Emissions Reduction Alberta's Industrial Transformation Challenge
- Once retrofit complete, we will demo the battery-powered locomotive/supporting charging infrastructure in a real-world switching environment in the Fort Saskatchewan area







