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Dear International Customer,

Subject: Brampton Intermodal Terminal – Growth Strategy

On 1 December 2004 I outlined two initiatives that CN is undertaking to support your growth in the Toronto area. At this time I want to provide you with some additional detail surrounding the expanded reservations process for export traffic.

Effective 18 January 2005 all export traffic (loads and empties) tendered at CN Brampton and destined to a Canadian port will require a reservation to enter the terminal. The number of reservations available on a daily basis will be based on train service provided to each port, and will assume traffic arrives at CN Brampton throughout a seven-day week. The following general guidelines will assist your customers in optimizing their shipping patterns:

- ? Presently traffic primarily arrives at CN Brampton throughout a five-day week. Moving forward it is likely that some of this traffic will be unable to secure sufficient reservations on weekdays. Traffic may only enter the terminal on its reservation day.
- ? Certain low-volume destinations (Saint John NB, Elimarte NJ (Dockside), Vancouver – Centennial Pier, Vancouver – Fraser-Surrey Docks) do not warrant daily rail service. Reservations to tender traffic at CN Brampton for export via these ports will be offered only on the days of rail service.
- ? Priority access to cut-off day appointments will be provided for requests received prior to 11:00 Eastern Time, two business days prior to the reservation day. Cut-off requests received after this time will be handled on an “as available” basis.
- ? Empties being street-turned into CN Brampton or street-turned into CN MISC for shipment to Robert’s Bank BC (DeltaPort) will require a same-day reservation.

? Cut-off times for export traffic will change. All port traffic will be accepted at CN Brampton until 20:00 on the day of reservation.

A document detailing the specifics on requesting export reservations for Brampton is attached. A similar process will be introduced for export traffic tendered in Montreal effective 2 February 2005. A document detailing the specifics on requesting export reservations for Montreal will be issued shortly.

Should you require additional information on the export reservation process please contact your Account Manager or email cartage2@cn.ca. Thank you for choosing CN.

Yours truly,

Paul Waite