

# CN's Guiding Principles

- Service
- Cost Control
- Asset Utilization
- Safety
- People

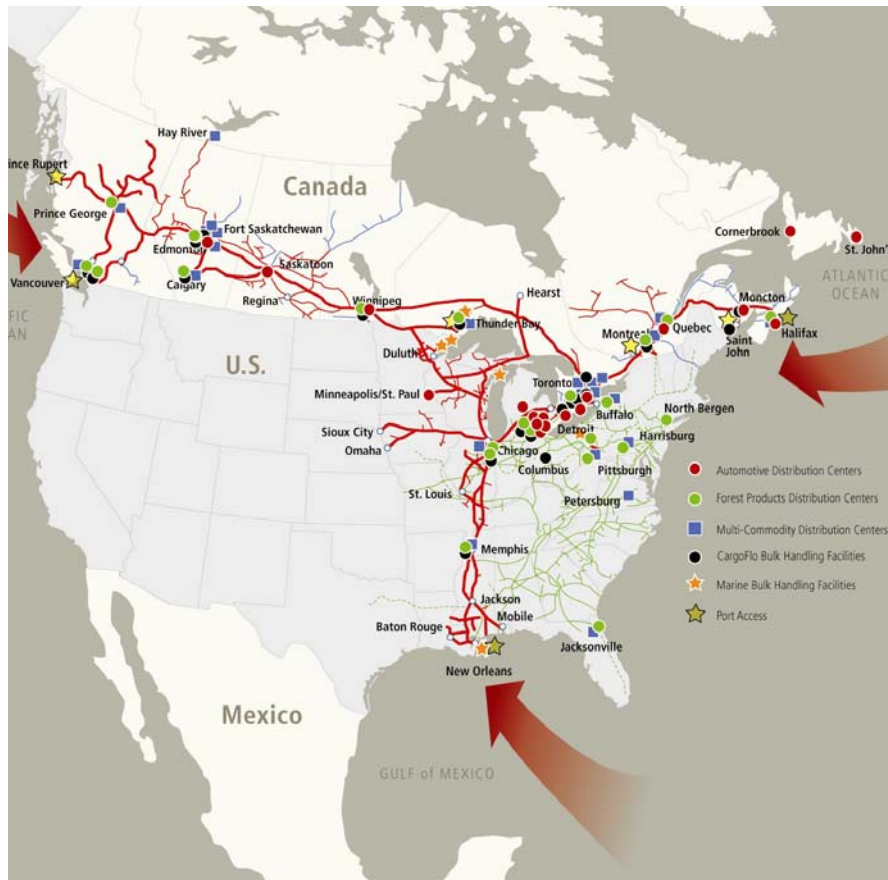
# 2009 Initiatives

- EJE Integration
- Sales Development
- CN Worldwide



- Warehousing and distribution services for multi-commodities, petroleum and chemicals, and metal products
- Autoport facilities
- Marine facilities
- Trucking and Intermodal Services
- Transportation management and customs brokerage

## CN Worldwide Portfolio of Services



**80+**  
facilities in North  
America

More than  
**60 million**  
tons of bulk freight  
handled annually

Over  
**1.2 million**  
sq. ft. of warehouse  
space

We manage over  
**650,000**  
shipments per year

- Access to more than 700 truck owner-operators
- Over 6000 containers combined with 6000 chassis
- Over 30,000,000 highway-miles per year

# True Scope and Scale

A Different Kind of Transportation Company



# Customer Issues

- Overloads – safety concerns
- ITC (Investment Tax Credit) Benefits
  - New capacity projects including track extension / upgrades and turnouts
- eBusiness tools
- Communication
  - Customer Workshops
  - Winter meetings