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September 1, 2013

## **SUCCESS – NOW FOR THE HEAVY LIFTING** 2013 Update, Ahead 2014 and Beyond

**Success.** The cornerstone and most of the foundation of our cooperation – in a coordinated, collaborative enterprise – is now in place. The Canadian National Advisory Board has fielded two working committees, the CN/WCGroup Intermodal Committee and CN/WCGroup Log (Forest Products) Committee.

**Intermodal:** We are focused on design and systematic build-out of a network of traditional terminal and other transload locations to provide the entire CN/WCG Region best in class truck-competitive access to/from domestic and international markets. Among our first tasks is confidentially assembling and maintaining a base of actionable freight lane data, at the origin/destination level, from which the build-out can be prioritized in a sustainable manner.

**Forest Products:** Near term, we will attempt to address further relief from car supply and service problems through better utilization and targeted investment calibrated to longer term goals. Our longer term focus is railroad and stakeholder investments that optimize the competitiveness of Great Lakes Forest resources (hence, health of the Forest) and our forest products industries in domestic and international markets.

**Overall Objective – How to Get There?** Increase freight on the Region’s lighter density rail lines by taking freight from over-the-road trucking and increasing freight lane demand.

**“Industries, jobs and taxes want to go where the railroad is.”<sup>1</sup>**

We have the rail lines. Increasing density is the path to long term sustainability for the rail lines, communities and natural resources of the region.

**Beyond Beginning, The Work Ahead:** Beyond establishing the foundation for collaboration, the real work is underway and will expand rapidly. Our level of activity in 2013 expanded accordingly. See “[Highlights](#)” (at p. 4). From our discussion, gathering actionable freight data and planning, we expect to move into building the business cases and generating private and public investment in specific projects. See “[Illustrative Projects](#)” (next two pages).

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<sup>1</sup> Wick Moorman, CEO Norfolk Southern, [Congressional Testimony](#), 4/24/2013.

### **Illustrative Potential Projects – Line and Local**

These “projects” are for illustrative purposes. In general, our preference is to make sufficiently compelling business cases that:

- The Railroad is convinced to provide capital for the primary rail facilities and operations (lines, switches and train service); and
- Private and public stakeholders step up to be primarily responsible for necessary ancillary facilities (e.g., spur track, loading/unloading and terminals for multipurpose transloading).

Railcars and intermodal lift may be mixed or shared investments.

Project numbers key to “[Potential Projects – Line and Local](#).” See next page.

#### **Prospective Projects – Line and Local – CN/WC Lines.**

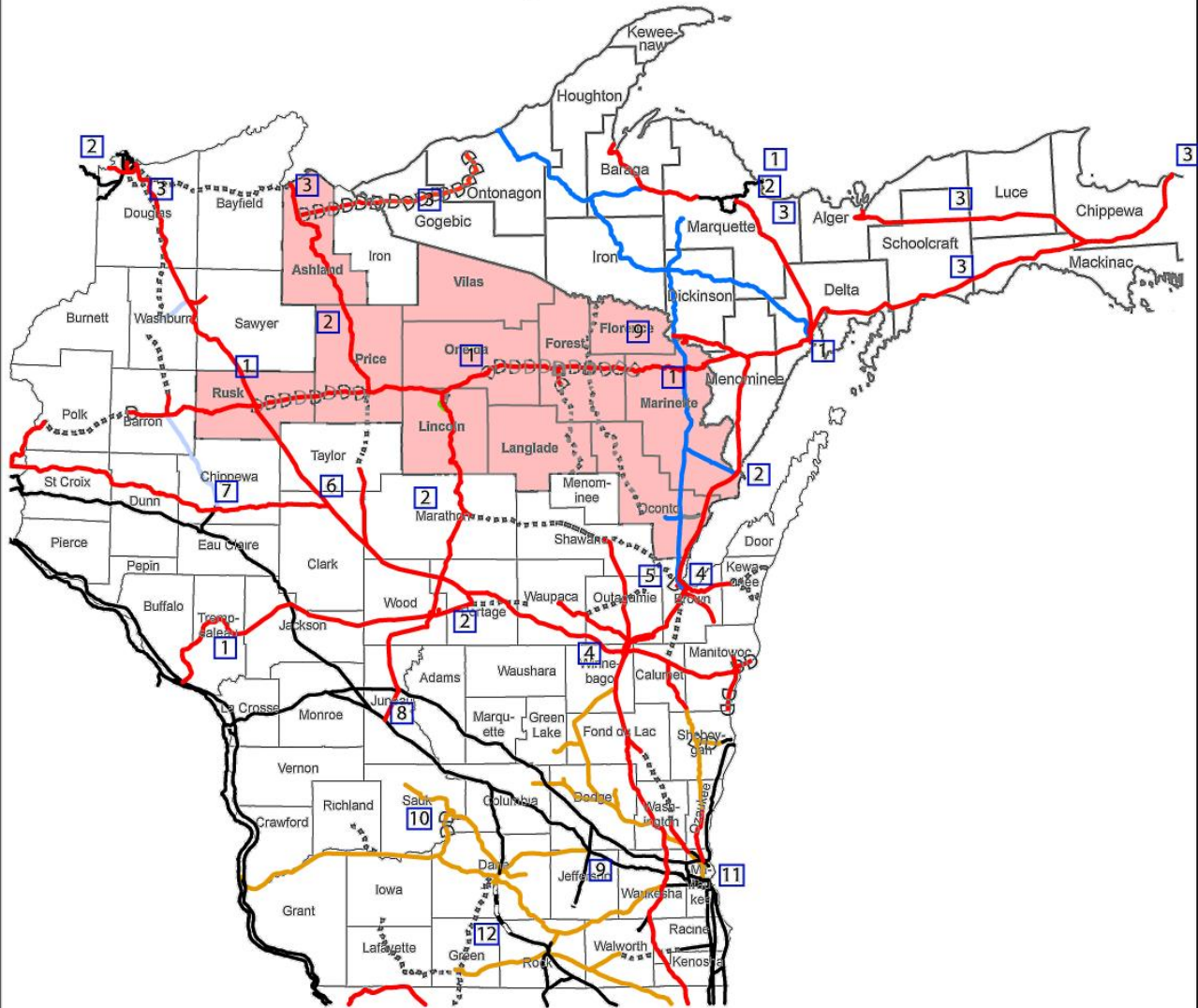
1. Multipurpose transload sites (logs, intermodal, etc.)?
2. Intermodal terminal and/or networked remote intermodal locations?
3. CN Northern Lines, generally, multiple “flex landings” for raw forest products?
4. Brown County and/or Fox Cities catchment areas, intermodal terminal?
5. New London shipper cluster, potential remote intermodal, export?
6. Medford subdivision, re-connect with “disconnected” shippers?  
One of many opportunities, we expect to address with local line sub-committees.
7. Chippewa Falls intermodal terminal expansion.

#### **Prospective Projects – Line and Local – Other Lines.**

8. Juneau County Junction, intermodal and transload (access CN, UP and CP)?
  9. Clyman-Fort Atkinson, shipper reconnections, intermodal (UP or shortline)?
  10. Madison-Baraboo-Reedsburg ancillary facilities (WSOR, Watco).
  11. Port of Milwaukee and/or Waukesha County intermodal terminal (CN, WSOR)?
  12. Evansville connection (WSOR, Watco).
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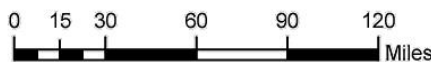


## Potential Projects - Line and Local



**Legend**

- CN
- ELS
- TR
- PR
- WSOR
- Other Railroad
- WSOR (Out of Service)
- Union Pacific (Out of Service)
- CN (Out of Service)
- Local Rail Bank
- Rails to Trails



Source: WI DNR, NCWRPC, CUPPAD

This map is neither a legally recorded map nor a survey and is not intended to be used as one. This drawing is a compilation of records, information and data used for reference purposes only. NCWRPC is not responsible for any inaccuracies herein contained.



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**Highlights – Wisconsin Central Group Activity 2010-2013**  
 Selected Highlights Only – Detailed Activity Report Available on Request

2010, June	WCGroup name adopted, Steering Committee organized, explore seeking regulatory relief from the Surface Transportation, rail service & competition.
2011, Feb. & June	WCGroup comments and appears (Washington, D.C.) in STB Dockets EP-704, <i>Review of Commodity, Box Car and TOFC/COFC Exemptions</i> , and EP-705, <i>Competition in the Railroad Industry</i> .
2011, June 7	At Wausau, meeting with Canadian National representatives (marketing, operations, public affairs), Domtar, NewPage, Wausau Papers, PCA, WI Paper Council – CN to compete on all CN/WC lines.
2012, Jan. & May	Agreement on 2012 Joint Projects Initiative and, for first time, identify effort as a “collaboration”; “Contact Committee” to negotiate with Canadian National, defining “collaboration” and “projects.”
2012, Sept. 4	At PCA, Lake Forest IL, meeting with Canadian National (including VP Marketing), agreement on creation of Canadian National Advisory Board – Great Lakes Region, a/k/a CN Advisory Board.
2012, Sept. 7	At Oshkosh, Great Lakes Timber Professionals Association, Board of Directors; present CN/WCGroup 2012 Joint Projects Initiative, Log Project. Announce agreement on creation of CN Advisory Board.
2012, Dec. 12	Initial meeting CN Advisory Board (call-in), discuss potential projects, schedule in-person meeting.
2013, Jan. 23	At Oakbrook IL, CN Advisory Board meets (in-person and call-in) and directs recruitment two initial working committees “Log” and “Intermodal.”
2013-, March 5	At Sheboygan, LINKe transportaion sub-committee and WI DATCP export specialists. Develop concept for potential use of shipper association model for drayage serving the CN/WC Region.
2013, March 26	At Green Bay, Brown County Port/Rail Development Committee meeting, participate with CN representatives, discussion re intermodal location including freight and operational issues.
2013, March 27	At Rhinelander, Northwoods Rail Transit Commission meeting, participate with CN representatives, discussion re WisDOT freight survey. Report on <i>pro bono</i> assistance re drafting and approval of “interstate cooperation agreement” to add Michigan counties to NRTC.
2013, March 27	At Rhinelander, meet with officers GLTPA, briefing on Log Committee, CN/WCGroup agenda.
2013, April 2-3	At Green Bay, CSCMP “State of Intermodal in Wisconsin” – participate/network, separate meetings with stakeholders & CFIRE (UW Center for Freight and Infrastructure Research and Education).
2013, April 18	At Rhinelander, “Pellet Industry Summit” – participate with CN and network with representatives of WI State Energy Office, CFIRE, WI Department of Agriculture, Trade etc. (export specialists).
2013, May	Update website, issue papers incl. “Public Benefits of Our Efforts.” Continue committee recruitment.
2013, June 6	Presentation of CN/WCGroup agenda to WI Counties Association, WI League of Municipalities, WI Towns Association, at invitation of Sen. Petrowski, WI Senate Transportation Committee Chair.
2013, June 18	Initial CN/WCG Intermodal Committee meeting (call-in).
2013, June 24	At Carter WI, 2nd Bi-Annual Great Lakes Forestry Policy, hosted by Cong. Benishek, Duffy, and Ribble, panel presentation by CN and CN/WCGroup Log Committee members.
2013, July 8	At Lake Geneva, CN Advisory Board meeting (in-person and call-in).
2013, Aug. 8	At Green Bay, CN/WCGroup Intermodal Committee meeting (in-person and call-in).
2013, Aug 9	At Green Bay, Cong. Ribble Transportation Policy Conference, participate with CN representative.
2013, Aug 22	Initial meeting of CN/WCgroup Log Committee.
2014, Jan. 15	At Oakbrook CN Advisory Board. Committee meetings & Board call-ins as need thru 2013.