



April 26, 2013

## Shipper Freight Lane Planning Detail - Confidential<sup>1</sup>

### 1. ODs by commodity<sup>2</sup> –

- Direction, in/out (for balance, equipment positioning)?
- Volume:
  - Annual, weekly, day-of-week (for matching blocks by train)?
  - Distinguish current, anticipated future, consistency, likely variations?
- Equipment: dry/reefer; domestic/international; car type?
- Shipment detail, loading, other transportation characteristics.
- TL route(s), miles, rate(s), FSC (format), typical accessorial?
- Rail/intermodal route options: miles, rate(s), FSC (format), accessorial?
- Scheduling flexibility, *e.g.*:
  - Matching blocks by day-of-week, train & carrier connections?
  - Stocking or DC v. JIT, predictability, lead time visibility?
  - Hot load by-pass potential?

### 2. Facility detail (O&D as appropriate) –

- Shipping/receiving, days per week, hours per day?
- Loading/unloading docks, railcar, truck/container, capacity (*e.g.*, turn time)?
- Industrial spur (yes/no, track layout detail)?
- To/from intermodal terminals, distances, other relevant factors?
- Production dictates, DC, storage, load-n-hold practices?

### 3. Other relevant transportation characteristics, objectives?

### 4. Prioritizing ODs, building sustainable density/operations on CN/WC lines.

- ODs mix including ODs maximizing:
  - CN single line and length of haul on CN system?
  - Vol., equipment capture, consistency, *etc.*, to trump short distances?
  - Filling capacity on existing manifest trains, jobs?
- Pairing ODs for return or balance, capturing equipment, min. mty return:
  - ODs of individual shippers?
  - ODs of shippers within operational proximity on CN/WC lines?

<sup>1</sup> Per 49 USC § 14908 for railroad and its agents and/or non-disclosure agreement as shipper may require.

<sup>2</sup> Include STCC and, for volume, typical commercial measure plus weight (with variations) and cube conversion factors.