WisDOT Div of Transportation Investment Management
Bureau of Transit, Local Roads, Railroads & Harbors
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Governor Tony Evers
Secretary Craig Thompson
wisconsindot.gov

Northwoods Rail Lines Business Potential Questionnaire

Type-In Fill-in Version

The State of Wisconsin Department of Transportation Railroads and Harbors Section has hired a small group of experienced railroad executives to perform a study and potentially negotiate a purchase of some of CN rail assets to restore reliable local rail service to Northern Wisconsin. The purpose of this questionnaire is to determine the feasibility and potential rail volumes to find an operator of these underutilized rail lines to restore service and maintain a long-term competitive and viable rail service in Northern Wisconsin. Feel free to use this form for separate responses from the perspective of facilities located at different locations within Wisconsin. If possible, distinguish inbound/outbound in your responses. Your responses are subject to the WisDOT Rail Advisor/LSSA Confidentiality Agreement including the LSSA Antitrust Compliance Guidelines.

Note #1: When you type-in your response, if you need more space, use the additional page at the end of the Questionnaire making reference to the Question number. Add pages if needed.

Note #2: Add your own Comments using the additional page at the end of the Questionnaire making reference to the Question number. Add pages if needed.

Note #3: Please return your Response by May 12, 2020 via email to Eklundcompanies@outlook.com and mso@dewittllp.com, subject line: "Northwoods Freight".

Company Name: _____

Location: _____

Contact: _____

Products Manufactured/Received: _____

1. **Does your company currently use rail or has your company used rail:** YES ☐ NO ☐

2. **When you use rail what products and tonnage(s) have you shipped or received by rail?**

3. **Have you shipped or received products from Northern Wisconsin using rail:** YES ☐ NO ☐

4. **Why did you stop using rail?**

5. **What products and tonnage have you used rail or potentially could use rail in Northern Wisconsin?**

6. **What cities or locations in Northern Wisconsin would be necessary for you to use rail?**

7. **How important is flexibility in locating log landings for you to return to use rail?**

8. **Which is more important for you to use rail, service or competitive rates?**

9. **How important is weight or cubic capacity of the amount of goods you prefer to load when you ship?**

10. **Which types of rail equipment would be needed to return your business to rail?**

11. **Would you be willing to invest in your own rail equipment or would you have the railroad make the investment in rail equipment?**

12. If local rail service was restored or expanded to/from Northern Wisconsin, what level of service would be necessary to return your business to use rail?

13. What type of rail rate structure would be necessary for you to make a commitment to use rail? Please be specific in terms of "per car", "per ton" or other economic metric.

14. If a competitive rate could be negotiated as part of the line sales from the current owner of the northern rail lines, would you be willing to make a commitment to use rail?

15. How long and what type of guarantees would you need to make a long-term commitment to use rail?

16. Would you be willing to help the consultants determine what competitive rate is needed to return your business to rail if the rate discussion is confidential?

17. Is there a cost differential of loading or unloading goods moving truck vs. rail? What is the cost differential (examples)?

Company: _____ Page: 4
Location: _____ Contact: _____

Additional Comments Are Welcome

If related to a specific question above, include the Question number in your comment.

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