Inland Terminals
A Railway Perspective
CILTNA Fall Outlook
November 14, 2016
CP’s Network
Current Inland Terminals On CP’s Network

Ashcroft Terminal – Ashcroft BC
Global Transportation Hub – Regina SK
CentrePort Canada – Winnipeg MB
Eastern Iowa Industrial Center – Davenport IA
What is the Railway’s View of an Inland Terminal

- Carload and multi-commodity transload demand exists and in certain locations there is insufficient supply.
- Doesn’t always need to be “intermodal centric” - Agronomy/Carload demand – require aggregation sites
- “Upstream” support for congested Port/terminals
- Railways are looking for opportunities to drive manifest/carload business into centralized locations to maximize service efficiencies
What is the Railway’s View of an Inland Terminal – Continued

- Integrated road/rail requirements
- Hook and Haul Design requirements, terminal switcher
- Challenges of existing “urban industrial parks”
- Modern day facilities must be “autonomous” from the railway’s network
Benefits of the Inland Terminal

• Aggregation/consolidation of traffic from a truck/rail perspective
• Public benefit of incremental road infrastructure (bypasses, grade separations)
• Railway service consistency
• At strategic locations, a “sell to” location for the railway
• Competitive Rail Rates
• Cost synergies for carload shippers
Benefits of the Inland Terminal - Continued

- Shipper/Receiver turn key / value add solutions
- Co-location potentials
- Other tenant benefits (Foreign Trade Zones, autonomy from a land development perspective)
Hurdles Facing the Inland Terminal

• Rail/Road infrastructure is capital intensive

• Build it and they will come versus business case capital ask??

• Associated costs to the prospective tenant – can the economics work for the tenant?
CentrePort Canada – Winnipeg MB

• 700 Acre Development

**Tri-Modal Concept**

**Rail** – CP serving carrier with CTA access to CN and BNSF
• Unit Train Agronomy facility along with planned manifest shipper/receivers
• Delivery and Departure Track for CP
• Local On-Site Switch Carrier to provide dock to dock shipments to rail-served tenants

**Road** – “5 minutes to 55 MPH”
• Features grade separated road/rail crossings
• Efficient east/west and north/south truck routes

**Air** – Adjacent to James Richardson International Airport
Global Transportation Hub – Regina SK
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- 1900 Acre Development
- Serving the Asia Pacific Gateway and facilitating the movement of goods into and out of the Province of SK

Multi-Modal Concept

Rail – CP serving carrier with CTA interswitch access CN
- Unit Train Agronomy facility along with planned manifest shipper/receivers
- Capabilities for unit train and manifest shippers and receivers
- CP Regina Intermodal Facility adjacent to GTH and Loblaw’s DC and CFF onsite,

Road – “60 million consumers within a 1-day drive”
- Features grade separated road and rail crossings (planned west Regina bypass project)
- Efficient east/west and north/south truck routes
Ashcroft Terminal – Ashcroft BC

- 320 Acre Industrial Zoned Development
- Serving the Asia Pacific Gateway

**Multi-Modal Concept**

**Rail** – CP serving carrier with CTA access to CN
- 32,000 feet (8.7KM) of onsite rail track
- Bulk/Transload Services
- Rail Car Storage / Private Rail Car Fleet management
- Intermodal (container filling)
- ~200 rail miles to tidal water terminals

**Road** - Proximity to Trans Canada and 97C Highway as well as provincial north/south routes
EIIC – Davenport IA

• Owned and developed by the City of Davenport
• $6.7M secured through US Economic Development Administration (EDA)

Multi-Modal Concept

Rail – Direct CP access
• Approximately 2 miles of 286K capable rail on site
• Savage Services providing switch carrier service to the EIIC
• Designed to handle hazardous commodities and other bulk liquids
• 20,000 square foot box car served cross dock facility

Road - Adjacent to I80 - “trucks can be up to full speed within five minutes”