



GRAIN

**Products & Services
2018-19**





Dedicated Train Program

CP's Dedicated Train Program (DTP) gives customers greater clarity and control of their car supply to manage their supply chain

- More than 75% of CP's Western Canadian grain business uses the DTP
- CP's dedicated train program responds to demand, working with customers to ensure they have the necessary freight for each crop year to bring their grain to market
- Customers control their own train assets for a period of 12 months
- DTP customers use the capacity they need when they need it and trains can be used in Canada and the U.S.
- Customers who do not qualify for the DTP, or choose not to sign up for the program, can order cars in the open distribution program. Open distribution allows shippers to input orders for four weeks, and as orders are filled, new orders can be placed



Dedicated Auction Train (DAT) Program

CP's Dedicated Auction Trains (DAT's) provide customers with greater flexibility and car supply certainty for short term periods, complementing our Open Distribution program.

- Auction will be offered for 3 Periods over the 2018-19 crop year:

Program Details	Period 1	Period 2	Period 3
Auction Date	Wed Aug 08/18	Thu Nov 1/18	Friday Feb 1/19
Period	Oct 1, 2018 - Dec 31, 2018	Jan 1, 2019 - Mar 31, 2019	Apr 1, 2019 - July 31, 2019

- DAT will be spotted as a 100 car block at eligible origins that can receive a unit train in one switch.
- Auction DATs must be cycled for a minimum of one loaded movement per month.
- Eligible corridors are U.S to U.S. and Canada to US
- Freight rates will be CP grain tariff rates (CPRS 4444, CPRS 4445, CPRS 4450).
- CP Tariffs 1 through 10 will apply.
- Bidding:
 - Auction bids can be submitted on the dates outlined above between 0700 – 1700 CST.
 - Bids will be emailed to grain_auction@cpr.ca.
 - Bids must be on a train (100 cars per train) and customers may bid on multiple DAT's.
 - All bids must be in USD.



Open Distribution (OD)

Open Distribution (OD) is available to all customers for their car supply requirements, on a first-come, first-serve basis.

- Weekly allocation of cars based on requests entered into Request Management System.
- DT holders may not order trains (100+ cars for one origin-destination pair) from Open Distribution.
- Cars may be ordered up to 2 weeks in advance of want date for one spot per week.