



From Producer . . . To The World

Rail Freight Service Review
Suite 808
180 Elgin Street
Ottawa, Ontario
K1A 0N5

April 26, 2010

To The Rail Freight Service Review Panel:

Alliance Grain Traders Inc. is a publicly traded company listed on the Toronto Stock Exchange under the symbol AGT. Alliance's operating company, Alliance Pulse Processors Inc. is a Saskatchewan based corporation that owns and operates a number of pulse and specialty crop processing plants in the following locations:

Regina, Sask. (2 plants shipping container and intermodal), Milestone Sask. (CP Rail served with a 25 car spot), Assiniboa, Sask. (CP Rail served with a 25 car spot), Wilkie, Sask. (CP Rail served with a 30 car spot), Rosetown, Sask. (2 facilities, one plant shipping container and intermodal and one CN Rail served with a 30 car spot), Aberdeen, Sask. (CN Rail served with a 20 car spot), Gibbons Alberta (CN Rail served with a 20 car spot) and St. Joseph, Manitoba (CN Rail served with a 15 car spot).

Alliance has grown to become the largest lentil exporter in the world and is among the largest agri-container shippers in the world. The company was founded in 2001 in Regina and shipped its first container of lentils in January 2003. In seven short years, Alliance has expanded from its first plant in Regina to become a major player in the global pulses processing and export sector.

A key component of our global growth and acquisition strategy is freight and logistics. With our plants located in Western Canada and the key shipment locations for our containerized products being in Montreal and Vancouver, we have significant physical distance to get our products to market. Rail service is a critical component of our overall strategy and you can see from our locations above that we have plenty of exposure to major Canadian Railways, CP and CN.

Our business is very unique in that we were a start-up company only seven short years ago and now handle hundreds of thousands of metric tonnes of pulses and specialty crops through our assets and we are also a direct exporter to over 85 countries around the globe. I can say with great certainty that without the support and efforts of CN and CP Rail, Alliance's business would not have expanded to the level that it has. In fact, the growth of our company created over 250 new jobs in Canada in the past seven years and Alliance sales in 2009 were over \$380 million.

The breadth and depth of our relationship with CN and CP encompass the totality of our business as we are regular users of bulk hopper carload services, intermodal and ocean containers. The approach of the Customer Service Teams at CP and CN have been responsive, innovative and creative to assist us in designing service delivery techniques that suit the dynamic nature of the shipment of grains to international customers.

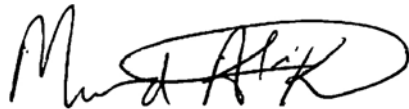
We have focused our efforts on proper forecasting and have communicated effectively that Alliance's business is a regular and year-round business and we have also focused on ensuring that our infrastructure at our plants matched our loading requirements to the service delivery modes and expectations of our Rail provider. For example, we desired to load more at our Milestone Facility and undertook a \$1.5 million expansion in our capacity as we saw an

Opportunity with CP to capitalize on using available capacity on their line that services that particular plant.

Our company is quite unique in that is a heavy user of both major Railways bulk carload and intermodal train services. We are pleased with our level of service and have a constant line of communication open between our working level staff and the staff of the Railways and our management team and the teams at CN and CP.

No commercial relationship is without bumps and turns in the road but we are certainly appreciative of the approach and assistance that CN and CP have given our Company. We encourage the Rail Service review panel to recognize that there are cases where a negotiated commercial relationship is indeed working between a shipper and the Railways and we are an example of this. When I review the performance of CN and CP for our business, I am satisfied that we have made substantive progress in the relationship and am optimistic that we will continue to grow and strengthen it as my business grows.

Sincerely,

A handwritten signature in black ink, appearing to read "Murad Al-Katib". The signature is fluid and cursive, with the first name "Murad" and the last name "Al-Katib" clearly distinguishable.

Murad Al-Katib
President and CEO
Alliance Pulse Processors Inc.