



As a developing company in Northern BC, we have been frustrated by the slow and inconsistent responses of CN to our inquiries. We look to build a new bioproducts facility. Thus, we require an estimate of shipping costs for a container to different locations.

A request to the local CN representative was not returned for months. A new request to a VP of CN finally got an answer after a few weeks, but only after a reminder. By coincidence the first CN rep came back with an answer a few days after the VP. The budget rate to ship a container was:

Vancouver to Antwerp = \$3,080  
Prince George to Antwerp = \$4000

We had also ask a logistics company for a rate:

Edmonton to Antwerp - \$1268

While the origins are not the same, the rate differentials make no sense between the three points of origin. The latter bid was from Edmonton, because CN was going to charge a \$1,000 just to ship the empty container from Edmonton to Prince George.

For developmental projects (and others) such inconsistent results (and high charges) can scuttle the project.

Since in our area, CN controls container traffic, they should apply fair rates to encourage business development and increased traffic flow, and not list the highest budget rate possible and also take extended amount of time to report them.

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