



Atlantic Container Line

---

50 Cardinal Drive • Westfield, New Jersey 07090 • Tel.: 908-518-5300

Writer's Direct Number:

Phone: (908) 518-5710

Fax: (908) 518-7326

E-mail: [BMcBride@ACLCargo.com](mailto:BMcBride@ACLCargo.com)

January 12, 2010

ACL uses the port of Halifax as its main gateway for our North Europe container service. The CN is the rail carrier for the import and export traffic to/from Montreal, Toronto and Chicago.

This is the only service area in which we are relegated to the use of one vendor. This of course places our business in an uncompromising position. At other ports along the USA east coast, there is a two vendor option for all rail services at every port. There are also third party logistics companies that offer competitive pricing using these two rail options. The port of Halifax offers no such option to shippers.

CN constantly changes train schedules; cancels trains; invokes surcharges; implements rules; and are generally uncommunicative in relation to these changes. It is also extremely difficult to get anyone from the CN group to respond to new requests.

A business environment without competing services allows for unfair pricing and substandard services.

In the future, we would like to see a competitive option developed for the Halifax gateway.

Brian McBride  
Vice President – Corporate Logistics