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**CANADIAN PACIFIC RAILWAY LIMITED, ET AL. – CONTROL – KANSAS CITY SOUTHERN, ET AL.
(GENERAL OVERSIGHT)**

CPKC'S JANUARY 2024 TRAFFIC DIVERSION SUBMISSION

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CPKC’S JANUARY 2024 TRAFFIC DIVERSION SUBMISSION

In accord with Oversight Decision No. 1 served on September 1, 2023, Canadian Pacific Kansas City Limited (“CPKC”), on behalf of itself and its U.S. rail carrier subsidiaries,¹ provides this first semiannual report on the traffic impacts of the CP/KCS transaction, covering the first six months of common control (April 14, 2023 through October 31, 2023).

I. INTRODUCTION

Decision No. 35 required CPKC to report, on a biannual basis, the following:

“With respect to the following, Applicants will be required to report information on a biannual basis (every six months), categorized by two-digit STCC and on a carload basis:

- Truck-to-rail diversions on the CP and KCS lines subject to this proceeding.
- Rail-to-rail diversions on the CP and KCS lines subject to this proceeding broken out in the following categories:
 - Joint-line movements converted to single-line service
 - Movements that CPKC has diverted from other railroads on to the merged system.”

Finance Docket No. 36500, Decision No. 35 at 82.

Decision No. 1 in the General Oversight docket established that the first biannual report be submitted on January 15, 2024.² The Board declined to order CPKC to report this information “on a corridor- or route- specific basis,” but asked CPKC to “provide justification for the level of detail chosen to present the information required in Decision No. 35.”³

¹ CPKC’s U.S. rail carrier subsidiaries include Soo Line Railroad Company; Central Maine & Quebec Railway US Inc.; Dakota, Minnesota & Eastern Railroad Corporation; Delaware & Hudson Railway Company, Inc. (collectively “CP” or “CP/Soo”); The Kansas City Southern Railway Company, Gateway Eastern Railway Company, and The Texas Mexican Railway Company (collectively, “KCSR”).

² This Submission is being filed on January 16 because January 15 is a federal holiday.

³ Finance Docket No. 36500 (Sub-No. 6) at 6.

This report is organized as follows. Section II explains the methodology used to develop CPKC's traffic estimates and the manner in which CPKC has categorized the estimated traffic gains. In Section III, CPKC summarizes the estimated traffic gains resulting from the Transaction in each of the categories required by Decision No. 35. Section IV discusses those gains on a corridor-by-corridor basis, providing specific examples of the ways the Transaction has attracted new traffic to the CPKC network.

II. SUMMARY OF CPKC'S APPROACH TO ESTIMATING THE TRAFFIC ATTRACTED BY CPKC AS A RESULT OF THE CP/KCS TRANSACTION

CPKC undertook a thorough quantitative and qualitative review of changes in its traffic base for the period between April 14, 2023, when CP exercised control of KCS, and October 31, 2023, for the purpose of estimating the impact of the transaction on rail traffic flows in each of the categories required by Decision No. 35.

A. Scope of Traffic Analysis

This Submission provides CPKC's best estimates of the traffic "diverted" to the new CPKC network as a result of the CP/KCS combination in accord with the requirements of Decision No. 35. The estimated traffic gains reported herein are those most directly attributable to the Transaction; namely new CPKC traffic in cross-network lanes that benefitted most directly from the new single-system reach and service offerings of the new network. To develop our estimates, we therefore examined the CPKC traffic that moved between former-CP and former KCSR points between April 14, 2023 and October 31, 2023, with the goal of identifying the portion of that traffic that was attracted to the CPKC network as a result of the CP/KCS combination. As explained in Section III.C. below, this analysis did not seek to report other traffic gains flowing from CPKC's greater attractiveness to rail customers for shipments traversing only one of the two pre-Transaction networks.

As discussed below, CPKC estimates that the Transaction has already enabled CPKC to attract substantial volumes of new rail traffic – from trucks, from other rail routes, as well as from decisions by shippers to ship goods to different destinations, or from different origins, using new, more attractive CPKC combined-network routes. The accompanying datafile itemizes the estimated gains on a commodity-by-commodity and corridor-by-corridor basis.

B. Estimating CPKC Traffic Growth Directly Attributable to Transaction

The methodological approach used by CPKC for this analysis is consistent with how CPKC has conducted its own internal analyses of Transaction-related synergies. As noted above, CPKC began by identifying traffic on the CPKC network during the covered period that spanned portions of both the former-CP and former-KCS networks. For this traffic group, CPKC systematically compared traffic volumes on the combined CPKC network with traffic on the separate CP and KCS networks in 2021, with the aim of identifying traffic flows that had grown faster than CP's and KCS's separate pre-Transaction forecasts had predicted. Volumes for 2021 were chosen as the starting point so as to provide a reasonable baseline unaffected by shipper decisions affecting 2022 traffic flows that may have been made in anticipation of the successful implementation of the CP/KCS transaction. By limiting the universe of potential gains to traffic that grew faster than pre-Transaction forecasts, CPKC's analysis avoided over-counting growth that CP or KCS anticipated absent the Transaction. On the other hand, the results may understate the effect of the Transaction somewhat in situations where an entire traffic category grew less rapidly than had been forecasted, but the Transaction nonetheless contributed to CPKC's 2023 traffic base.

Starting with this universe of potential gains, CPKC examined the circumstances underlying particular gains in order to assess whether they were appropriately attributed to the Transaction.

C. Classifying the Source of CPKC Traffic Gains

In order to report the estimated traffic gains in the manner requested by the Board, CPKC has attempted to categorize each specific gain based on whether the new CPKC traffic was attracted from trucks, attracted from other railroads, or represents entirely new shipments prompted by the availability of improved transportation options.

The first and most straightforward categorization involved joint-line rail movements in which either CP or KCS had participated pre-Transaction, and which CPKC succeeded in attracting to new single-line CPKC routes. In some cases, those successes were relatively easy to identify – such as where an individual shipper shifted a consistent flow of traffic from an interline route to a CPKC route. In other cases, those shifts were more difficult to identify, particularly for traffic flows that are less consistent. In all cases, CPKC reasonably estimated the magnitude of these shifts based on available market knowledge.

Second, CPKC used available market knowledge to categorize the source of identified traffic gains that were entirely new to the CPKC network. Where CPKC possessed information indicating that particular traffic had previously been moving by truck, gains were classified as truck-to-rail shifts. Where CPKC possessed information indicating that particular traffic had previously been moving via another railroad, gains were classified as rail-to-rail shifts to a new CPKC single-line option. In general, rail-to-rail shifts involved traffic moving between the same origin and same destination for the same shipper, but via a CPKC routing rather than another carrier's route. For bulk commodities such as grain, rail-to-rail shifts include new traffic flows attracted by CPKC's new single-system routes even where the commodities may previously have originated or terminated at different locations (*e.g.*, at an alternate rail-served grain elevator), but CPKC could reasonably conclude that the traffic had moved by rail via other rail carriers. Finally, where CPKC possessed information indicating that particular traffic had not previously

moved at all – such as where improved transportation options enabled by the CP/KCS Transaction allowed a shipper to expand its production to serve new markets – traffic gains were classified as “growth” traffic representing shipper decisions to take advantage of CPKC’s newly improved network reach. Where CPKC identified traffic as incremental to the CPKC network resulting from the Transaction but lacked specific knowledge allowing its classification into one of the three categories above, CPKC treated the traffic as a rail-to-rail shift. This default approach likely understates the degree to which, for certain commodities, CPKC’s new single-line offerings attracted traffic that previously would have moved via truck.

D. Reporting by Commodity and Corridor

Consistent with the Board’s reporting requirements, CPKC is reporting estimated traffic gains by commodity and corridor, as summarized below.

1. CPKC Commodity Classifications

The Board sought reporting based on two-digit STCC codes. The CPKC records used to perform the traffic analysis use CPKC “line of business” categorizations that are somewhat different from two-digit STCC classifications – usually more granular so as to reflect differences among commodities within two-digit STCC groupings. Those classifications have been developed by CPKC to reflect the market realities associated with CPKC’s traffic base, and CPKC regards them as more informative than two-digit STCC codes in many respects. In particular, they generally are far more specific than two-digit STCC codes. For example, STCC 01 covers all “farm products,” whereas CPKC’s three-digit codes enable reporting (as set forth in

the datafile accompanying this Submission) of more than a dozen more-specific commodity groupings in the farm products category.⁴

Appendix A below lists CPKC's commodity classifications and identifies the two-digit STCCs associated with each such classification. As the Board will note, most two-digit STCCs are divided across several CPKC classifications. Appendix B identifies the CPKC designations that correspond with each of the two-digit STCCs and demonstrates that reporting by CPKC's commodity designations will provide considerably more detail than reporting by two-digit STCCs.

For intermodal traffic, CPKC is reporting volumes in the following sub-categories: (a) the movement of loaded containers in international service (*i.e.*, shipments to/from vessels); (b) the movement of empty international containers in revenue service; and (c) the movement of containers in domestic service (including, of course, movements that cross international boundaries by truck or rail). Consistent with CPKC's ordinary course internal tracking of intermodal traffic gains, CPKC is not reporting the commodity classifications associated with the shipments contained in intermodal containers (which are not consistent in terms of their specificity).

2. Corridor-Based Reporting

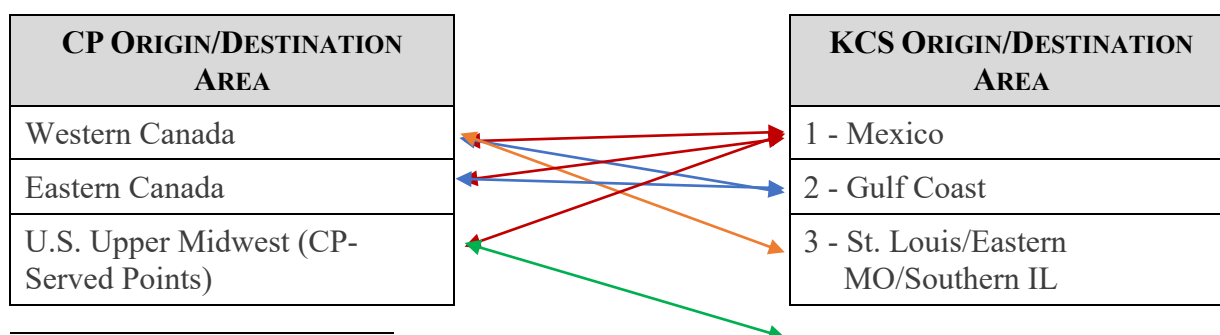
The Board also requested reporting of traffic gains on a route or corridor basis. CPKC has developed a group of "corridors" for reporting purposes that is designed to fulfill the Board's goals in examining traffic gains on a corridor-specific basis. We began by focusing on the

⁴ Specifically, the Diversion Estimate File reports data for, among other more-specific farm products commodities: 010 (wheat), 011 (durum), 022 (corn), 023 (rapeseed/canola), 024 (flaxseed), 072 (canary seeds), 075 (legumes - peas, lentils), 076 (soybeans), 090 (meats & by products), and 600 (dairy & food products).

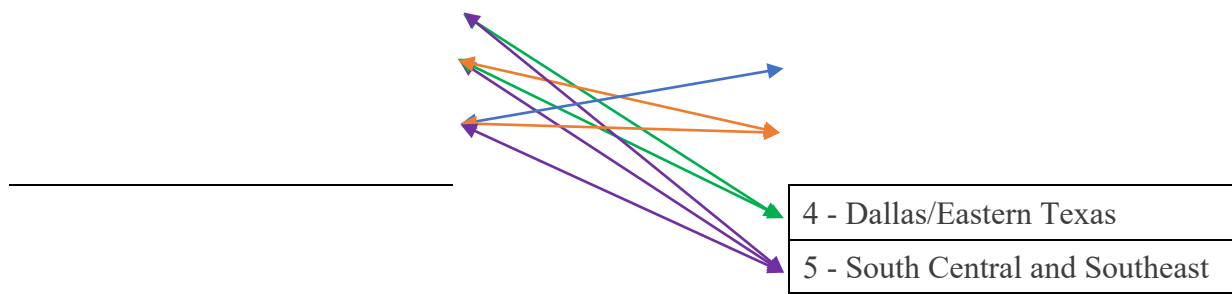
geographic corridors addressed by Applicants in the underlying merger proceeding – *i.e.*, the region-to-region traffic flows where Applicants anticipated that the combination of CP and KCS would have the greatest impact in improving the attractiveness of the rail services offered by the combined CPKC network.

Table 2 below depicts the corridors used to categorize the estimated traffic gains. It divides the CP-portion of the network into three geographic groupings: Western Canada, Eastern Canada, and the Upper Midwest United States (principally, Iowa, Illinois, Wisconsin, Minnesota, Michigan, and the Dakotas). It divides the KCS-portion of the network into five geographic groupings corresponding to the traffic flows examined in the merger proceeding: Mexico; the Gulf region (including the ports of Port Arthur and New Orleans); Dallas/Fort Worth (and nearby portions of eastern Texas served by KCSR); St. Louis (and nearby portions of Missouri and Illinois served by KCSR); and the Southeastern United States and other portions of the South Central States served by the KCS network (Missouri, Arkansas, Oklahoma, Louisiana, Mississippi, and Alabama).⁵ The detailed traffic file provides diversion estimates for each of these geographic pairings (*e.g.*, CP-Midwest to Mexico or Gulf Coast to Western Canada).

TABLE 1
CORRIDORS USED TO REPORT ESTIMATED TRAFFIC GAINS

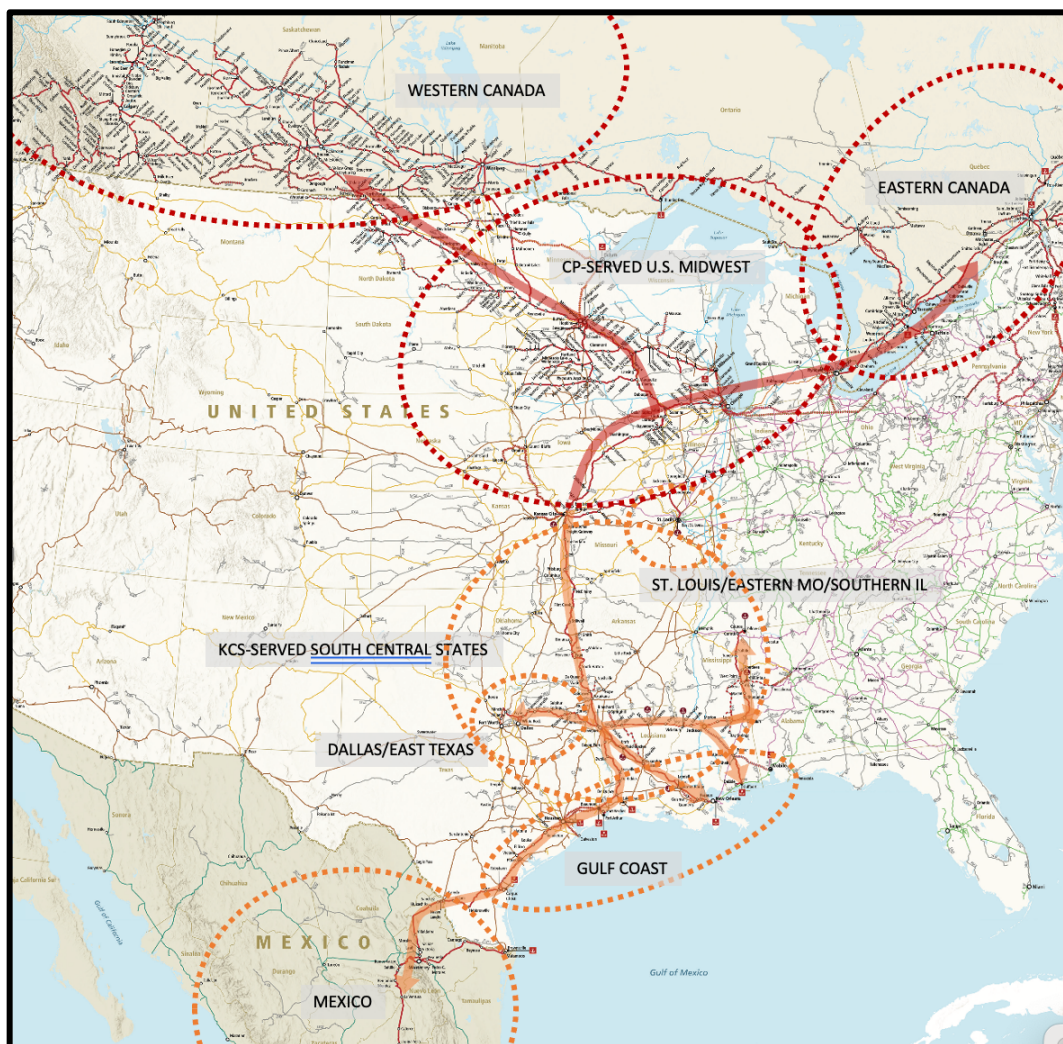


⁵ Traffic originating or terminating outside these regions, or on other carriers connecting to the CPKC network, is included in these corridors based on where the traffic entered or exited the CPKC network. For example, traffic originating on another carrier in the Western United States and interchanged with CPKC north of Kansas City for movement to Mexico would be treated as within the Midwest-Mexico corridor.



When these corridors are plotted on a map of the CPKC network, they effectively blanket the entire U.S. portion of the network, as shown in Figure 1 below.

FIGURE 1
MAP IDENTIFYING CORRIDORS USED FOR REPORTING



Given the relatively linear nature of CPKC's U.S. rail network, the corridors for which we are reporting amply reveal how new single-system CPKC transportation options have

attracted additional rail traffic across the full scope of the combined CPKC U.S. network.

Breaking the estimated traffic gains down into smaller origin or destination areas would be burdensome without providing material additional information.

Section IV summarizes the aggregate volumes of estimated diversions (a) between the CP network and each of the geographic subdivisions of the KCS network (in Sections IV(A)-(E)) and (b) between the KCS network and each of the geographic subdivisions of the CP network (in Section IV(F)). Section IV also discusses illustrative examples of estimated diversions in each of these corridors.

III. OVERVIEW OF TRAFFIC GAINS ARISING FROM CP/KCS TRANSACTION

A. Quantitative Estimates of Traffic Attracted as a Result of the Transaction

CPKC's best estimate of the magnitude of traffic (in terms of carloads and intermodal units) attracted to the CPKC network as a result of the Transaction and within the scope of this analysis is set forth in File

"STB_FD_36500_6_DIVERSION_HC_2024_01_202401151610.csv" (the "Diversion Estimate File"). CPKC has designated that file as Highly Confidential in its entirety because it reflects detailed information about traffic flows on the CPKC network. Disclosure of such information to the public – and especially to competing railroads – would cause commercial and competitive harm to CPKC and undermine the competitive process. Table 2 and Section IV below provide considerable detail regarding CPKC's traffic diversion estimates, albeit in sufficiently aggregated form so as to mitigate the commercial and competitive concerns associated with disclosure of the underlying details.

The Diversion Estimate File contains, for each directional corridor (*e.g.*, Western Canada to Gulf States) and for each separate CPKC commodity code, the following fields:

- Report period: here, April 14, 2023 to October 31, 2023;
- Corridor (*e.g.*, “CP Midwest to Mexico”);
- Commodity (*e.g.*, “022 – CORN”) and associated two-digit STCC codes;
- Truck-to-Rail Traffic gains (reflecting CPKC’s estimate of new traffic attracted from trucks);
- Rail-to-Rail Extended Haul Traffic gains (reflecting CPKC’s estimate of traffic previously handled by CP or KCS to an interchange point and now handled via a new CPKC single-system route);
- Rail-to-Rail New Single Line Traffic gains (reflecting CPKC’s estimate of traffic previously handled by another rail carrier and now handled via a new CPKC single-system route); and
- New “Growth” Traffic gains (reflecting CPKC’s estimate of traffic not previously transported by the shipper, but made possible by the improved transportation options provided by new CPKC single-system routes).

As summarized in Table 2 below, CPKC estimates that the Transaction has stimulated substantial procompetitive traffic growth on the combined CPKC network during the first 200 days following the consummation of the Transaction on April 14, 2023.

TABLE 2
SUMMARY OF ESTIMATED TRANSACTION-RELATED TRAFFIC GROWTH

CORRIDOR	TRUCK-TO-RAIL TRAFFIC ⁶	GAINS FROM OTHER RAILROADS (“RAIL-TO-RAIL”)		NEW “GROWTH” TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound: CP Network to KCS Network	1,513	10,276	4,992	2,171	18,952
Northbound: KCS Network to CP Network	753	6,159	3,084	2,588	12,584
TOTALS	2,266	16,435	8,076	4,759	31,536

B. CPKC’s Diversion Estimates Represent Only the Early Manifestations of the Investments and Improved Single-System Capabilities Made Possible by the Transaction

The Diversion Estimate File provides CPKC’s best estimates of the new carloads and intermodal units attracted to the portions of the CPKC network most directly affected by the CP/KCS Transaction during the first 200 days of CP-KCS common control. These traffic gains provide an early-days glimpse at the potential of the combination to provide rail customers with new and more competitive transportation options. CPKC has hit the ground running with efforts to bring the benefits of the Transaction to the attention of those customers, and the data reported here shows considerable early success.

CPKC’s early traffic gains reflect the considerably broader reach of the CPKC network as compared to the separate CP and KCS networks. They also reflect the early implementation of new operational service design initiatives made possible by the combination – such as the new

⁶ The total estimated gains from trucks reported in this column represent CPKC intermodal units, each of which is approximately equivalent to one over-the-road truck removed from the highway.

Chicago-to-Mexico “Midwest Mexico Express” (or “MMX”) expedited train service discussed in Section IV(A) below, deeper blocking across terminals for traffic moving between the former-CP and former-KCS networks, and disciplined attention to service execution across the entire CPKC network. They also reflect some initial investments by CPKC to support new traffic growth, such as new temperature-controlled intermodal containers designed to support opportunities to move perishable commodities (vegetables and proteins) to/from Mexico and new Plate K bi-level autorack cars to support opportunities to serve a major automotive manufacturer’s decision to use the CPKC network in lanes previously served only by other Class 1s. Many other investments by CPKC and rail customers designed to take advantage of the new capabilities of the CPKC network – such as Americold’s announced plan to develop temperature-controlled warehouse facilities adjacent to CPKC’s International Freight Gateway (“IFG”) terminal south of Kansas City and other key points⁷ – have longer lead times and remain underway, as does CPKC’s ongoing work to expand capacity on its mainline between Texas and the Upper Midwest. CPKC looks forward to providing the Board and public with the data reflecting the new CPKC network’s emergence as a more effective competitive alternative and its continuing progress towards offering rail customers efficient and reliable rail service that meets their transportation needs.

C. The Transaction Has Also Stimulated Competition in Ways Not Reflected in These Data

The scope of this Submission covers only one category of evidence of the pro-competitive impacts of the CP/KCS Transaction: the direct impact on CPKC traffic levels of

⁷ See CPKC Press Release, “CPKC and Americold Establish Strategic Collaboration to Optimize Temperature-Controlled Logistics Across North America,” (June 21, 2023), available at <https://www.cpkcr.com/en/media/CPKC-Americold-strategic-collaboration-temperature-controlled-logistics>.

Transaction-related improvements in CP-KCS cross-network lanes. There are at least two additional ways that the CP/KCS Transaction has already provided shippers with improved, more competitive rail transportation options.

First, the data presented in the Diversion Estimate File and the specific gains summarized in Section IV below cover only the corridors most directly affected by the Transaction. CPKC has found that the expanded network reach resulting from the combination has also led customers to view CPKC as a more attractive transportation service provider for an array of shipments that include those *occurring entirely within* the boundaries of either the pre-Transaction CP or KCS network. Many customers with a diverse set of geographic shipping needs have found that the CPKC network now has a much-improved ability to meet a greater portion of those needs, enabling CPKC to attract traffic that previously would have been moved by another railroad (or trucking company) with network reach that could not be matched by either CP or KCS separately. To illustrate, as a result of the CP/KCS Transaction, a major international intermodal customer chose to enter into a contract with CPKC that covered both growth opportunities in CPKC cross-network lanes (such as between Western Canada and Dallas) as well as shifting traffic to CPKC routes entirely within Canada. That shipper's choice of CPKC turned on the railroad's improved ability – with its newly expanded network-wide reach – to support a broader set of the customer's future growth aspirations. The quantitative analysis accompanying this Submission does not include traffic that does not touch portions of both the former-CP and former-KCS networks – such as movements wholly within Canada – attracted to CPKC as a result of enhanced competitive attractiveness of CPKC resulting from the Transaction.

In the aggregate, CPKC estimates that gains such as these that are *indirectly* attributable to the Transaction have driven significant additional growth for CPKC – which CPKC estimates at approximately 7,500 carloads and 90,000 intermodal units during the reporting period. Taken together with the traffic directly benefitting from the new single-system services enabled by the Transaction, this Transaction-enabled traffic growth puts CPKC well on track to realizing the synergies that CPKC has communicated to the Board, to the public, and to investors.

Second, in the short period since CP consummated control of KCS, the promise that the new CPKC would enable stronger competition against larger incumbent Class 1s have led those railroads to step up their competitive efforts. Just 10 days after CP took control of KCS, UP and CN announced that they had partnered to create the “Falcon Service,” an entirely new premium intermodal service linking Mexico and Canada. The UP-CN Falcon Service was designed to bypass KCSM and the Laredo gateway entirely – using FXE in Mexico and the Eagle Pass gateway to reach UP’s network. The carriers initially claimed that the new service would offer the fastest scheduled service between Canada, the U.S. Midwest, and Mexico (although CPKC’s new MMX service was faster).⁸ Then, in September, UP announced that it had developed new schedules for both the Falcon Service and UP’s own service between Mexico and the Upper Midwest (called the “Eagle” premium service, also via FXE and the Eagle Pass gateway) that were faster still, taking another 24 hours out of the scheduled transits for these services.⁹

⁸ UP Press Release, “*CN, UP, and GMXT Announce New Transformational Mexico-US- Canada Intermodal Service*” (Apr. 24, 2023), available at <https://www.up.com/media/releases/falcon-premium-intermodal-nr-230424.htm>.

⁹ UP Press Release, “*Union Pacific’s Newest Offering Removes Full Day of Transit Between the U.S., Mexico and Canada, Creating Unmatched Service for Customers*” (Sept. 12, 2023), available at <https://www.up.com/media/releases/unmatched-intermodal-services-nr-230912.htm>.

Simultaneously, BNSF was developing its own improved intermodal services linking Mexico with the Upper Midwest in conjunction with partner J.B. Hunt. BNSF's new "Quantum" offering, first announced on November 7, 2023, also chose to bypass KCSM and the Laredo gateway using FXE within Mexico and the Eagle Pass gateway to reach BNSF's network. And, like UP, BNSF claimed that it had managed to find a way to squeeze a full day out of the scheduled transit time for this service between Monterrey and Chicago.¹⁰

These two intermodal initiatives are just the most public and concrete of the many ways in which the transformative change brought about by the CP/KCS combination has undoubtedly stimulated improvement in the rail transportation options offered by other Class 1 railroads. The Application anticipated this effect, and CPKC looks forward to continuing to be a catalyst for a more competitive rail network.

IV. CORRIDOR-BY-CORRIDOR REVIEW OF TRAFFIC IMPACTS

As set forth in the Diversion Estimate File, the CP/KCS Transaction has already led to substantial improvements in the competitiveness of the CPKC network, as reflected in CPKC's ability to attract new rail traffic across all of the corridors affected by the Transaction. In the sections that follow, we provide specific examples of the traffic gains underlying the data contained in the Diversion Estimate File, which offer insight into how the Transaction has led to the estimated gains.

¹⁰ BNSF Press Release, "*BNSF, GMXT and JB Hunt Collaborate to Launch New Intermodal Service through Eagle Pass Gateway to and from Mexico*" (Nov. 13, 2023), available at <https://www.bnsf.com/news-media/news-releases/newsrelease.page?relId=bnsf-gmxt-and-jb-hunt-collaborate-to-launch-new-intermodal-service-through-eagle-pass-gateway-to-and-from-mexico.htm>.

A. Corridor 1: Between KCSM-Served Regions of Mexico and CP-Served Regions of Canada and the Upper Midwest

Table 3 below summarizes CPKC’s best estimate of the magnitude of traffic (in terms of carloads and intermodal units) attracted to the CPKC network as a result of the Transaction in Corridor 1 (*i.e.*, traffic moving on the CPKC network between Mexico and points on the CP network in Canada and the Upper Midwest).

**TABLE 3
CORRIDOR 1 TRAFFIC GAINS**

CORRIDOR BETWEEN CP NETWORK AND MEXICO	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound:	1,480	6,181	4,206	993	12,860
Northbound:	740	5,423	1,067	1,567	8,797
TOTALS	2,220	11,604	5,273	2,560	21,657

CPKC’s ability to attract new traffic in this corridor has benefitted from CPKC’s single-system service design initiatives, including the launch in May 2023 of the Midwest Mexico Express “MMX” service linking Chicago and several key markets in Mexico (including Monterrey and San Luis Potosi) on an expedited schedule. Notwithstanding the rhetoric of CPKC’s rivals UP and BNSF about their own Mexico intermodal services, the MMX service remains the fastest service in the market and it has proven highly reliable. The southbound service (MMX Train 180) has averaged four hours faster than its planned transit time, while the northbound train (MMX Train 181) averages more than two hours ahead of schedule on arrival

in Chicago. As set forth in detail in the Diversion Estimate File, these services have attracted considerable new intermodal and other traffic in this corridor.

Operational initiatives like CPKC's MMX service, deeper run-through blocking, and disciplined attention to service reliability in this corridor (including within Mexico), coupled with the broader market reach enabled by the Transaction, have enabled CPKC to attract a wide array of new traffic in this corridor, including:

- CPKC's new MMX intermodal service has successfully enabled CPKC to enter new relationships with major intermodal service providers – including Schneider National, Knight-Swift, and Bison – who have used the new MMX service (along with other intermodal services across the CPKC network) to move many thousands of intermodal units between Mexico (as well as CPKC's Laredo, TX intermodal ramp) and CP-served facilities in Chicago and Canada (with loads moving between Mexico and Western Canada bypassing Chicago).¹¹ CPKC estimates that a meaningful portion of that new CPKC intermodal traffic was attracted from trucks, taking advantage of the high reliability of the CPKC MMX service.¹² CPKC has underway significant additional initiatives to attract traffic that today moves by truck between Mexico and the United States and Canada. For example, CPKC has invested in 1,000 new temperature-controlled containers

¹¹ The new MMX service has also supported growth in intermodal volumes moving between Mexico and both Dallas and Kansas City by providing improved transit times and reliability. Because these movements did not touch both the KCS and CP networks, they are not reported in the Diversion Estimate File.

¹² This traffic is reported as Commodity Code Domestic Intermodal.

– many of which have recently been delivered – to take advantage of these opportunities.¹³

- Working with steamship companies like Hapag-Lloyd and intermodal service providers, CPKC has been actively developing the capability to move international intermodal shipments between the Port of Lazaro Cardenas and destinations in the U.S. Midwest reached via CPKC’s intermodal ramp in Chicago.¹⁴ The volume of these shipments has declined somewhat since the period when the Ports of Los Angeles and Long Beach were severely congested, but CPKC anticipates considerable further growth in this corridor as steamship companies adapt to take advantage of the capabilities of the new CPKC routings.
- CPKC’s new single-system routes between Mexico and CP-served regions of the Upper Midwest and Canada have enabled it to attract new finished vehicles traffic (automobiles and trucks) originating at multiple auto assembly plants in the Bajio region of central Mexico. Much of that traffic has benefitted from CPKC’s new expedited MMX train service providing a direct route to Chicago, with connections to CP-served auto compounds in Eastern Canada. Some traffic also moves to CPKC auto compounds in Western Canada, bypassing Chicago.¹⁵
- CPKC’s new single-system routes have provided grain customers with attractive new transportation options. Producers in the Upper Midwest and Canada have realized expanded market opportunities reached via efficient single-system CPKC

¹³ CPKC Press Release, “*CPKC Adds 1,000 Reefers to Expanding MMX Service*” (May 30, 2023), available at <https://www.cpkcr.com/en/media/cpkc-adds-1-000-reefers-to-expanding-mmx-service->.

¹⁴ This traffic is reported as Commodity Code 680 (import/export dry loads).

¹⁵ This traffic is reported as Commodity Codes 390 (automobiles) and 400 (trucks).

unit train services. The Diversion Estimates File reflects numerous such examples, including flows of grains (including corn, wheat, and rapeseed/canola), other crops (*e.g.*, legumes), and animal feed from Upper Midwest and Eastern Canada origins to receivers in Mexico for a number of significant customers.¹⁶

- CPKC’s new single-system routes between Mexico and the Upper Midwest and Canada have attracted a wide array of other manifest carload traffic, as shown in the Diversion Estimate File. For example:
 - CPKC’s new network reach has enabled it to offer “load loop” triangular-trade shipping options for shippers of steel products that unlock significant equipment utilization efficiencies. For example, CPKC has been able to move railcars loaded with steel pipe in Santa Fe, Mexico to destinations on the former-CP network in Alberta, then move those cars empty to a different shipper in Manitoba where the cars were loaded with finished steel products destined for a receiver in Mexico. Once unloaded, the cars are moved to the first Mexican shipper for new loads that continue the loop.¹⁷
 - CPKC new single-system offerings have attracted new shipments of liquefied petroleum gas (“LPG”) and plastics originating at multiple points in Alberta and destined for consumers in central Mexico.¹⁸

¹⁶ This traffic is reported as Commodity Codes 010 (wheat), 022 (corn), 023 (rapeseed/canola), 075 (legumes), and 620 (animal feed manufactured).

¹⁷ This traffic is reported as Commodity Codes 331 (pipe) and 332 (slabs and structurals).

¹⁸ This traffic is reported as Commodity Codes 460 (LPG) and 640 (plastics).

B. Corridor 2: Between KCSR-Served Regions of the U.S. Gulf Coast and CP-Served Regions of Canada and the Upper Midwest

Table 4 below summarizes CPKC’s best estimate of the magnitude of traffic (in terms of carloads and intermodal units) attracted to the CPKC network as a result of the Transaction in Corridor 2 (*i.e.*, traffic moving on the CPKC network between the KCS-served areas of the Gulf Coast, including the ports of Port Arthur and New Orleans, and points on the CP network in Canada and the Upper Midwest).

**TABLE 4
CORRIDOR 2 TRAFFIC GAINS**

CORRIDOR BETWEEN U.S. GULF COAST AND CP NETWORK	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound:	0	338	167	122	627
Northbound:	0	176	76	69	321
TOTALS	0	514	243	191	948

Gains in this corridor have been achieved primarily through CPKC’s single-system service design improvements and improved network reach, which have made CPKC options more attractive relative to other transportation alternatives. CPKC’s investments in further rail capacity to support increased traffic volumes in this and other corridors are ongoing. Examples of customer decisions reflecting CPKC’s improved capabilities in this corridor include the following:

- The new single-system CPKC routes created by the Transaction enabled CPKC to attract meaningful new volumes of canola oil traffic moving from multiple

crusher facilities in Western Canada to KCSR-served receivers along the Gulf Coast;¹⁹

- CPKC's new single-system capabilities have enabled it to attract meaningful new volumes of plastics traffic moving between plants in the Gulf Coast and receivers in the Upper Midwest and Canada;²⁰
- Likewise, the Transaction enabled CPKC to attract new refined products originating in the Gulf Coast and destined for points on the former-CP network in Western Canada and the Upper Midwest.²¹ This traffic was attracted to new CPKC single-line routes primarily from other, larger Class 1 carriers.
- Among the other traffic flows attracted by CPKC's new single-line routes in this corridor have been shipments of woodpulp moving from Eastern Canada origins to Mobile, AL.²²

In addition, as the Board is aware, CPKC has been attracting interest on the part of multiple grain customers in opportunities to use CPKC single-system routes to move grain from CP-served origins in the Upper Midwest (*e.g.*, North Dakota) to the Port of Houston (reached via rights granted KCSR as a condition of UP's acquisition of M-K-T in 1988).²³ The Diversion Estimate File reflects one such movement that took place before UP interceded to block the use

¹⁹ This traffic is reported as Commodity Code 632 (canola oil).

²⁰ This traffic is reported as Commodity Code 640 (plastics).

²¹ This traffic is reported as Commodity Code 470 (other refined petroleum).

²² This traffic is reported as Commodity Code 520 (woodpulp).

²³ See *Union Pacific Corp., Union Pacific R.R. & Missouri Pacific R.R. – Control – Missouri-Kansas-Texas R.R., et al.*, Finance Docket No. 30800, KCSR Petition to Enforce Conditions (filed Aug. 1, 2023).

of KCSR’s rights for such shipments.²⁴ CPKC and its prospective customers eagerly await confirmation that KCSR continues to have the right to move that traffic between Beaumont and Houston.

C. Corridor 3: Between St. Louis and CP-Served Regions of Canada and the Upper Midwest

Table 5 below summarizes CPKC’s best estimate of the magnitude of traffic (in terms of carloads and intermodal units) attracted to the CPKC network as a result of the Transaction in Corridor 3 (*i.e.*, traffic moving on the CPKC network between St. Louis (and nearby KCS-served areas of Illinois and eastern Missouri), and points on the CP network in Canada and the Upper Midwest).

**TABLE 5
CORRIDOR 3 TRAFFIC GAINS**

CORRIDOR BETWEEN ST. LOUIS AREA AND CP NETWORK	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound:	0	2,936	3	321	3,260
Northbound:	0	0	0	312	312
TOTALS	0	2,936	3	633	3,572

As with other corridors, CPKC’s traffic gains in this corridor have been achieved primarily through CPKC’s single-system service design improvements and improved network reach. CPKC’s new single-system routes connecting CP-served points in the Upper Midwest

²⁴ This traffic is reported as Commodity Code 022 (corn).

and Canada with St. Louis and other points in eastern Missouri and southern Illinois served by KCSR has unlocked significant new opportunities for customers, as reflected in the Diversion Estimates File. Traffic gains reflecting CPKC's improved attractiveness as a competitive transportation option in this corridor include the following:

- Shippers of grains (especially durum) and soybeans from CP-served points in Western Canada and the Upper Midwest (as well as origins on other railroads connecting with CP) now have new single-system rail routes to terminals in St. Louis and East St. Louis. The Diversion Estimate File reflects decisions by multiple large shippers to take advantage of these new single-system rail options.²⁵
- The Transaction has also created new opportunities for fertilizer shippers and customers across the farming regions served by CP to receive inbound shipments of product via St. Louis (off of the Mississippi River). Previously, CP was the only Class 1 rail carrier without direct access to St. Louis, which serves as a hub for imported fertilizer produced abroad, shipped in large vessels to the Port of New Orleans, and barged north to terminals in St. Louis. The new CPKC single-system routing has already attracted material volumes of fertilizer traffic from St. Louis to points on the former-CP network during the first six months of CP control.²⁶
- The new CPKC single-system link between Canada and St. Louis has also benefitted potash customers. CPKC has worked with Canadian potash shippers to

²⁵ This traffic is reported as Commodity Codes 011 (durum) and 076 (soybeans).

²⁶ This traffic is reported as Commodity Codes 650 (dry fertilizers), 652 (urea), and 653 (phosphate).

move material new volumes of potash from Saskatchewan mines to the Port of St. Louis, where shipments are then barged to destination markets in the U.S. Southeast.²⁷

- A variety of other manifest carload traffic has also taken advantage of the new single-system services enabled by the Transaction, including plastics traffic moving from production facilities in Alberta to a KCSR-served customer facility in southern Illinois.²⁸

D. Corridor 4: Between Dallas and CP-Served Regions of Canada and the Upper Midwest

Table 6 below summarizes CPKC’s best estimate of the magnitude of traffic (in terms of carloads and intermodal units) attracted to the CPKC network as a result of the Transaction in Corridor 4 (*i.e.*, traffic moving on the CPKC network between Dallas/Fort Worth (and nearby KCSR-served areas of eastern Texas), and points on the CP network in Canada and the Upper Midwest).

²⁷ This traffic is reported as Commodity Code 130 (potash).

²⁸ This traffic is reported as Commodity Code 640 (plastics).

TABLE 6
CORRIDOR 4 TRAFFIC GAINS

CORRIDOR BETWEEN DALLAS AREA AND CP NETWORK	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound:	21	263	266	368	918
Northbound:	4	24	5	2	35
TOTALS	25	287	271	370	953

As CPKC anticipated in the Application, CPKC’s improved market reach and new single-system routings enabled by the Transaction have allowed CPKC to attract forest products traffic moving from Pacific Northwest and Canada origins to the Dallas/Fort Worth region, one of the largest housing markets in the United States. Prior to the CPKC combination, UP and BNSF offered the only single-line solutions for the rail transportation of framing lumber from these important origin regions to the Dallas/Fort Worth area. With the CP/KCS Transaction, CPKC now is able to offer a third single-system rail option. Among other concrete benefits, the Transaction unlocked significant new equipment synergies, enabling CPKC to efficiently reposition the centerbeam flatcars used to move lumber to Texas to other KCSR-served points in the South Central States where they can be loaded with southern yellow pine moving to points in the Upper Midwest and Canada (with the latter traffic reflected in the data relating to Corridor 5, discussed below).

CPKC is continuing to develop the new transload facilities in the Dallas/Fort Worth area that will support further growth of this traffic, but large numbers of lumber customers have already taken advantage of new single-system CPKC routings using existing transloads and

customer facilities, as reflected in the Diversion Estimate File showing movements of lumber to Dallas from CP-served origins across Canada for more than a dozen different customers.²⁹

Although the lumber opportunity is the primary highlight of CPKC's post-Transaction growth in this corridor, other traffic has also taken advantage of new CPKC new single-system service, including:

- CPKC has begun to handle domestic intermodal shipments moving from Chicago to CPKC's Wylie Intermodal terminal near Dallas, via an efficient connection at Shreveport with the new MMX train service;³⁰
- Shipments of woodpulp from origins in Western Canada moving to a receiver in the Dallas area served by KCSR's network;³¹
- Cement from Eastern Canada moving to a receiver in Central Texas reached via a KCSR shortline connection;³² and
- LPG shipments originating in Western Canada and destined for consumers in Louisiana.³³

E. Corridor 5: Between KCSR-Served Regions in the South Central States and CP-Served Regions of Canada and the Upper Midwest

Table 7 below summarizes CPKC's best estimate of the magnitude of traffic attracted to the CPKC network as a result of the Transaction in Corridor 5 (*i.e.*, traffic moving on the CPKC network between KCSR-served areas of the South Central States (and points in Southeastern

²⁹ This traffic is reported as Commodity Code 270 (lumber).

³⁰ This traffic is reported as Commodity Code "Domestic Intermodal."

³¹ This traffic is reported as Commodity Code 520 (woodpulp).

³² This traffic is reported as Commodity Code 220 (cement).

³³ This traffic is reported as Commodity Code 460 (LPG).

states reached by KCSR via interchange with shortlines or Eastern railroads) and points on the CP network in Canada and the Upper Midwest).

TABLE 7
CORRIDOR 5 TRAFFIC GAINS

CORRIDOR BETWEEN SOUTH CENTRAL STATES AND CP NETWORK	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
Southbound:	12	558	350	367	1,287
Northbound:	9	536	1,936	638	3,119
TOTALS	21	1,094	2,286	1,005	4,406

As with other corridors, CPKC's traffic gains in this corridor have been achieved primarily through CPKC's single-system service design improvements and improved network reach. Traffic gains reflecting CPKC's improved attractiveness as a competitive transportation option in this corridor include the following:

- CPKC's new network reach enabled it to attract significant volumes of finished vehicles traffic originating in the Kansas City area for a major automotive manufacturer to CP-served destinations in Canada. Prior to the Transaction CP did not have access to an automotive ramp enabling it to compete effectively for automotive traffic to/from Kansas City. KCSR's International Freight Gateway facility south of Kansas City, coupled with CPKC's single-system route network between Kansas City and Canadian auto compounds, has enabled it to attract this traffic. CPKC has brought to bear significant equipment utilization efficiencies

through its closed loop handling of the oversized (Plate K) equipment used for this traffic, supported by CPKC securing 240 new railcars to serve this traffic.³⁴

- CPKC's new single-system routes have attracted movements of lumber from KCSR-served mills in the South Central states. This traffic benefits from equipment utilization efficiencies unlocked by the new single-system movements of lumber from Canadian origins to Dallas/Fort Worth discussed in the previous section.³⁵
- The same new single-system routes have supported CPKC's efforts to attract a variety of other manifest traffic in this corridor to the new CPKC network, including:
 - Other forest products (including panel products and paperboard) moving from multiple KCSR-served mills to destinations in Chicago and other Upper Midwest points, substituting a new single-system routing for interline rail movements.³⁶
 - Corn moving from growers in CP-served points in the Upper Midwest (*e.g.*, Minnesota) to KCSR-served chicken feeder customers in the South Central States;³⁷ and
 - Asphalt moving from an origin in Saskatchewan to a receiver in eastern Oklahoma served by a KCSR shortline connection.³⁸

³⁴ This traffic is reported as Commodity Code 400 (trucks).

³⁵ This traffic is reported as Commodity Code 270 (lumber).

³⁶ This traffic is reported as Commodity Code 280 (panel products).

³⁷ This traffic is reported as Commodity Code 022 (corn).

³⁸ This traffic is reported as Commodity Code 473 (asphalt).

F. The Estimated Traffic Gains Involve All Portions of the Pre-Transaction CP Network

As shown in the Diversion Estimate File and in the discussion above of illustrative traffic gains, the new traffic that CPKC has attracted to the CPKC network spans all parts of the pre-Transaction CP network. Table 8 below breaks down the traffic gains summarized in Table 2 above into the three geographic regions reported in detail in the Diversion Estimate File. As Table 8 shows, by far the greatest portion of the traffic gains involve traffic moving to/from the U.S. Upper Midwest.

TABLE 8
PORTIONS OF CP NETWORK WHERE ESTIMATED
TRAFFIC GAINS ORIGINATE/TERMINATE

CORRIDOR BETWEEN KCS NETWORK AND CP NETWORK	TRUCK-TO- RAIL TRAFFIC	GAINS FROM OTHER RAILROADS ("RAIL-TO-RAIL")		NEW "GROWTH" TRAFFIC	TOTALS
		EXTENDED HAUL TRAFFIC	NEW SINGLE LINE TRAFFIC		
U.S. Midwest					
Southbound	1,508	8,248	4,345	633	14,734
Northbound	652	3,355	1,281	1,107	6,395
Subtotal	2,160	11,603	5,626	1,740	21,129
Western Canada					
Southbound	0	1,674	513	1,308	3,495
Northbound	27	604	797	1,398	2,826
Subtotal	27	2,278	1,310	2,706	6,321
Eastern Canada					
Southbound	5	354	134	230	723
Northbound	74	2,200	1,006	83	3,363
Subtotal	79	2,554	1,140	313	4,086
Entire CP Network ³⁹					
Southbound	1,513	10,276	4,992	2,171	18,952
Northbound	753	6,159	3,084	2,588	12,584
TOTALS	2,266	16,435	8,076	4,759	31,536

³⁹ These figures match those summarized in Table 2 above.

Respectfully submitted,



David L. Meyer

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January 16, 2024

CERTIFICATE OF SERVICE

I hereby certify that I have caused the foregoing CPKC's January 2024 Traffic Diversion Submission to be served electronically or by first class mail, postage pre-paid, on all parties of record in this proceeding.

/s/ David L. Meyer
David L. Meyer

January 16, 2024

APPENDIX A
LIST OF CPKC COMMODITY DESIGNATIONS

CPKC COMMODITY	2 DIGIT STCCs
010 - WHEAT	01
011 - DURUM	01
020 - OTHER GRAIN	01, 20
021 - BARLEY	01
022 - CORN	01
023 - RAPESEED/CANOLA	01
024 - FLAXSEED	01
025 - OATS	01
026 - RYE	01
030 - GRAIN PRODUCTS OTHER	01, 20, 50
031 - FLOUR	20
032 - MIDDLINGS/ SCREENINGS	20
033 - CORN PRODUCTS DRY	20
034 - ANIMAL FEED PRIMARY	20
070 - OTHER AGRICULTURAL PRODUCTS	01, 08, 14, 20, 21, 22, 28, 39, 40, 49, 50
071 - MEAL EXCL. SOYBEAN	20
072 - CANARY SEEDS	01
073 - MUSTARD SEEDS	01
074 - SUNFLOWER SEEDS	01
075 - LEGUMES (PEAS, PEAS, LENTILS)	01, 20
076 - SOYBEANS	01
077 - SOYBEAN MEAL/PRODUCTS	20
078 - MALT	20, 49
090 - MEATS & BY PRODUCTS	01, 09, 20, 22, 28, 31, 39, 40, 49
120 - COAL	11, 29, 49
130 - POTASH	28
140 - SULPHUR	14, 28, 48, 49
150 - WASTE PRODUCTS	28, 33, 40, 48, 49
160 - COPPER ORES & CONCENTRATES	10, 49
170 - COPPER-NICKEL ORES & CONCENTRATE	10, 49
180 - LEAD & ZINC ORES	10, 49
190 - OTHER ORES & CONCENTRATES	10, 14, 32, 33, 48, 49
200 - SAND & STONE	14, 32, 40, 49, 50
201 - FRAC SAND	14, 32

CPKC COMMODITY	2 DIGIT STCCs
210 - GYPSUM	14, 32
220 - CEMENT	32, 33, 40
250 - SALT	14, 20, 28, 49
260 - OTHER MINE PRODUCTS	14, 28, 32, 40, 48, 49, 50
261 - NEPHELINE SYENITE	14, 32
262 - DOLOMITE	14, 32
263 - CLAY BENTONITE	14, 32
264 - ROOFING GRANULES	32
270 - LUMBER	24, 29, 30, 36, 39
280 - PANEL PRODUCTS	24, 26, 32, 34, 35
290 - CLAY	14, 32
300 - PULP CHIPS	24, 35
310 - LOGS & POLES	08, 22, 24, 26, 28, 40, 49
320 - COKE	29, 49
330 - IRON & STEEL	23, 24, 30, 32, 33, 34, 35, 36, 37, 38, 39, 41
331 - PIPE	33, 34
332 - SLABS & STRUCTURALS	32, 33, 34, 35, 36
350 - COPPER	33, 34, 35, 49
360 - OTHER NON FERROUS METALS	10, 28, 32, 33, 34, 37, 40, 41, 48, 49
361 - ZINC	33
362 - LEAD	33
363 - NICKEL	33
364 - ALUMINUM	33, 34, 35
365 - NON FERROUS SCRAP	33, 40
370 - IRON & STEEL SCRAP	14, 32, 33, 40, 41, 49, 50
380 - MACHINERY & PARTS	01, 22, 24, 25, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 48, 49
390 - AUTOMOBILES	37, 41
400 - TRUCKS	37, 41
410 - AGRICULTURAL VEHICLES	19, 24, 34, 35, 37, 39, 41, 49
430 - VEHICLE PARTS	19, 22, 23, 24, 25, 30, 32, 34, 35, 36, 37, 39, 41, 49
431 - AUTO RACKS	22, 24, 29, 35, 36, 37, 41, 48, 49
440 - GASOLINE	29, 48, 49
450 - FUEL OIL	28, 29, 40, 48, 49
451 - BIOFUELS	28, 29, 49
460 - L.P.G	29, 48, 49
461 - DILUENTS	13, 29, 40, 49
470 - OTHER REFINED PETROLEUM	26, 28, 29, 48, 49

CPKC COMMODITY	2 DIGIT STCCs
471 - LUBE OILS	29, 49
472 - CRUDE OIL	13, 29, 49
473 - ASPHALT	14, 29, 49
480 - SULPHURIC ACID	28, 49
490 - SALT CAKE	28
500 - ALL OTHER GAS	28, 29, 48, 49
501 - SULPHUR DIOXIDE	28, 49
502 - CHLORINE	28, 49
503 - HYDROGEN FLUORIDE	28, 49
504 - ETHYLENE OXIDE	28, 49
510 - ALL OTHER CHEMICALS	14, 20, 26, 28, 29, 32, 33, 35, 40, 48, 49
511 - METHANOL	28, 49
512 - SODA ASH	28
513 - CAUSTIC SODA	28, 49
514 - STYRENE	28, 49
515 - ETHYLENE GLYCOL	28, 49
520 - WOODPULP	26, 49
530 - NEWSPRINT	26
540 - PAPERBOARD	26, 34
550 - PRINTING PAPERS	22, 26, 27, 28, 35, 38, 39, 40, 42
551 - RECYCLED PAPERS	40
560 - PACKAGING PRODUCTS	23, 24, 25, 26, 29, 30, 31, 32, 33, 34, 35, 39, 40, 41, 42, 46, 49
570 - BUILDING MATERIALS	22, 23, 24, 25, 26, 28, 29, 30, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 46, 49
580 - SUGAR	20, 35
590 - BEVERAGES	01, 14, 20, 28, 49
600 - DAIRY & FOOD PRODUCTS	01, 20, 28, 41, 49,50
610 - OTHER FOOD PRODUCTS	01, 09, 20, 21, 28, 39, 49,50
620 - ANIMAL FEED MANUFACTURED	01, 09, 20, 26, 28, 32, 35, 40, 49,50
621 - ALFALFA	01, 20
622 - BEET PULP	20
630 - VEGETABLE OILS	20, 28, 49
631 - SOYBEAN OIL	20
632 - CANOLA OIL	20
633 - SUNFLOWER OIL	20
634 - LIQUID SWEETENERS	20
640 - PLASTICS	22, 23, 26, 28, 30, 40, 49
650 - DRY FERTILIZERS	01, 14, 20, 28, 32, 36, 40, 48, 49,50

CPKC COMMODITY	2 DIGIT STCCs
651 - WET FERTILIZERS	28, 49
652 - UREA	28
653 - PHOSPHATE	28
654 - SULPHATE	28
655 - UAN/DEF	28
660 - MISCELLANEOUS, OTHER	01, 08, 09, 14, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 46, 48, 49
662 - WHITE GOODS	35, 36
663 - RAILWAY EQUIPMENT	36, 37
670 - POOL CARS	44, 45, 47, 49
680 - IMPORT/EXPORT DRY LOADS	Container
681 - IMPORT/EXPORT REVENUE EMPTIES	Container
682 - INTERNATIONAL PPS	Container
Domestic Intermodal	Container

APPENDIX B
CPKC COMMODITY DESIGNATIONS ASSOCIATED WITH EACH TWO-DIGIT STCC

2 Digit STCC	CPKC COMMODITY
01 – FARM PRODUCTS	010 – WHEAT 011 – DURUM 020 - OTHER GRAIN 021 – BARLEY 022 – CORN 023 - RAPESEED/CANOLA 024 – FLAXSEED 025 – OATS 026 – RYE 030 - GRAIN PRODUCTS OTHER 070 - OTHER AGRICULTURAL PRODUCTS 072 - CANARY SEEDS 073 - MUSTARD SEEDS 074 - SUNFLOWER SEEDS 075 - LEGUMES (PEAS, PEAS, LENTILS) 076 – SOYBEANS 090 - MEATS & BY PRODUCTS 380 - MACHINERY & PARTS 590 – BEVERAGES 600 - DAIRY & FOOD PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 621 – ALFALFA 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER
08 – FOREST PRODUCTS	070 - OTHER AGRICULTURAL PRODUCTS 310 - LOGS & POLES 660 - MISCELLANEOUS, OTHER
09 – FRESH FISH	090 - MEATS & BY PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 660 - MISCELLANEOUS, OTHER
10 – METALLIC ORES	160 - COPPER ORES & CONCENTRATES 170 - COPPER-NICKEL ORES & CONCENTRATE 180 - LEAD & ZINC ORES 190 - OTHER ORES & CONCENTRATES 360 - OTHER NON FERROUS METALS
11 - COAL	120 - COAL
13 – CRUDE OIL, LNG, & NAT GASOLINE	461 – DILUENTS 472 - CRUDE OIL

2 Digit STCC	CPKC Commodity
14 – NONMETALLIC MINERALS	070 - OTHER AGRICULTURAL PRODUCTS 140 - SULPHUR 190 - OTHER ORES & CONCENTRATES 200 - SAND & STONE 201 - FRAC SAND 210 – GYPSUM 250 - SALT 260 - OTHER MINE PRODUCTS 261 - NEPHELINE SYENITE 262 – DOLOMITE 263 - CLAY BENTONITE 290 – CLAY 370 - IRON & STEEL SCRAP 473 - ASPHALT 510 - ALL OTHER CHEMICALS 590 - BEVERAGES 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER
19 - ORDINANCE	410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
20 – FOOD PRODUCTS	020 - OTHER GRAIN 030 - GRAIN PRODUCTS OTHER 031 - FLOUR 032 - MIDLINGS/ SCREENINGS 033 - CORN PRODUCTS DRY 034 - ANIMAL FEED PRIMARY 070 - OTHER AGRICULTURAL PRODUCTS 071 - MEAL EXCL. SOYBEAN 075 - LEGUMES (PEAS, PEAS, LENTILS) 077 - SOYBEAN MEAL/PRODUCTS 078 - MALT 090 - MEATS & BY PRODUCTS 250 – SALT 510 - ALL OTHER CHEMICALS 580 – SUGAR 590 - BEVERAGES 600 - DAIRY & FOOD PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 621 – ALFALFA 622 - BEET PULP 630 - VEGETABLE OILS 631 - SOYBEAN OIL 632 - CANOLA OIL 633 - SUNFLOWER OIL 634 - LIQUID SWEETENERS 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER
21 – TOBACCO PRODUCTS	070 - OTHER AGRICULTURAL PRODUCTS 610 - OTHER FOOD PRODUCTS 660 - MISCELLANEOUS, OTHER
22 – TEXTILE MILL PRODUCTS	070 - OTHER AGRICULTURAL PRODUCTS 090 - MEATS & BY PRODUCTS 310 - LOGS & POLES 380 - MACHINERY & PARTS 430 - VEHICLE PARTS 431 - AUTO RACKS 550 - PRINTING PAPERS 570 - BUILDING MATERIALS 640 – PLASTICS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
23 – APPAREL AND FINISHED TEXTILE	330 - IRON & STEEL 430 - VEHICLE PARTS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 640 – PLASTICS 660 - MISCELLANEOUS, OTHER
24 – LUMBER AND WOOD PRODUCTS	270 - LUMBER 280 - PANEL PRODUCTS 300 - PULP CHIPS 310 - LOGS & POLES 330 - IRON & STEEL 380 - MACHINERY & PARTS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 431 - AUTO RACKS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER
25 – FURNITURE AND FIXTURES	380 - MACHINERY & PARTS 430 - VEHICLE PARTS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER
26 – PULP AND PAPER PRODUCTS	280 - PANEL PRODUCTS 310 - LOGS & POLES 470 - OTHER REFINED PETROLEUM 510 - ALL OTHER CHEMICALS 520 - WOODPULP 530 – NEWSPRINT 540 – PAPERBOARD 550 - PRINTING PAPERS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 620 - ANIMAL FEED MANUFACTURED 640 – PLASTICS 660 - MISCELLANEOUS, OTHER
27 – PRINTED MATTER	550 - PRINTING PAPERS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
28 - CHEMICALS	070 - OTHER AGRICULTURAL PRODUCTS 090 - MEATS & BY PRODUCTS 130 – POTASH 140 - SULPHUR 150 - WASTE PRODUCTS 250 - SALT 260 - OTHER MINE PRODUCTS 310 - LOGS & POLES 360 - OTHER NON FERROUS METALS 450 - FUEL OIL 451 – BIOFUELS 470 - OTHER REFINED PETROLEUM 480 - SULPHURIC ACID 490 - SALT CAKE 500 - ALL OTHER GAS 501 - SULPHUR DIOXIDE 502 – CHLORINE 503 - HYDROGEN FLUORIDE 504 - ETHYLENE OXIDE 510 - ALL OTHER CHEMICALS 511 - METHANOL 512 - SODA ASH 513 - CAUSTIC SODA 514 – STYRENE 515 - ETHYLENE GLYCOL 550 - PRINTING PAPERS 570 - BUILDING MATERIALS 590 - BEVERAGES 600 - DAIRY & FOOD PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 630 - VEGETABLE OILS 640 - PLASTICS 650 - DRY FERTILIZERS 651 - WET FERTILIZERS 652 – UREA 653 – PHOSPHATE 654 – SULPHATE 655 - UAN/DEF 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
29 – PETROLEUM AND COAL PRODUCTS	120 - COAL 270 - LUMBER 320 – COKE 431 - AUTO RACKS 440 - GASOLINE 450 - FUEL OIL 451 – BIOFUELS 460 - L.P.G 461 – DILUENTS 470 - OTHER REFINED PETROLEUM 471 - LUBE OILS 472 - CRUDE OIL 473 – ASPHALT 500 - ALL OTHER GAS 510 - ALL OTHER CHEMICALS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER
30 – RUBBER AND PLASTIC PRODUCTS	270 - LUMBER 330 - IRON & STEEL 380 - MACHINERY & PARTS 430 - VEHICLE PARTS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 640 – PLASTICS 660 - MISCELLANEOUS, OTHER
31 – LEATHER AND LEATHER PRODUCTS	090 - MEATS & BY PRODUCTS 380 - MACHINERY & PARTS 560 - PACKAGING PRODUCTS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
32 – STONE, CLAY, AND GLASS PRODUCTS	190 - OTHER ORES & CONCENTRATES 200 - SAND & STONE 201 - FRAC SAND 210 – GYPSUM 220 – CEMENT 260 - OTHER MINE PRODUCTS 261 - NEPHELINE SYENITE 262 – DOLOMITE 263 - CLAY BENTONITE 264 - ROOFING GRANULES 280 - PANEL PRODUCTS 290 - CLAY 330 - IRON & STEEL 332 - SLABS & STRUCTURALS 360 - OTHER NON FERROUS METALS 370 - IRON & STEEL SCRAP 380 - MACHINERY & PARTS 430 - VEHICLE PARTS 510 - ALL OTHER CHEMICALS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 620 - ANIMAL FEED MANUFACTURED 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER
33 – PRIMARY METAL PRODUCTS	150 - WASTE PRODUCTS 190 - OTHER ORES & CONCENTRATES 220 - CEMENT 330 - IRON & STEEL 331 – PIPE 332 - SLABS & STRUCTURALS 350 - COPPER 360 - OTHER NON FERROUS METALS 361 – ZINC 362 – LEAD 363 – NICKEL 364 – ALUMINUM 365 - NON FERROUS SCRAP 370 - IRON & STEEL SCRAP 380 - MACHINERY & PARTS 510 - ALL OTHER CHEMICALS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
34 – FABRICATED METAL PRODUCTS	280 - PANEL PRODUCTS 330 - IRON & STEEL 331 – PIPE 332 - SLABS & STRUCTURALS 350 - COPPER 360 - OTHER NON FERROUS METALS 364 – ALUMINUM 380 - MACHINERY & PARTS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 540 – PAPERBOARD 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER
35 – MACHINERY EXCL ELECTRICAL	280 - PANEL PRODUCTS 300 - PULP CHIPS 330 - IRON & STEEL 332 - SLABS & STRUCTURALS 350 – COPPER 364 – ALUMINUM 380 - MACHINERY & PARTS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 431 - AUTO RACKS 510 - ALL OTHER CHEMICALS 550 - PRINTING PAPERS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 580 – SUGAR 620 - ANIMAL FEED MANUFACTURED 660 - MISCELLANEOUS, OTHER 662 - WHITE GOODS
36 – ELECTRICAL MACH AND EQUIP	270 - LUMBER 330 - IRON & STEEL 332 - SLABS & STRUCTURALS 380 - MACHINERY & PARTS 430 - VEHICLE PARTS 431 - AUTO RACKS 570 - BUILDING MATERIALS 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER 662 - WHITE GOODS 663 - RAILWAY EQUIPMENT 650 - DRY FERTILIZERS

2 Digit STCC	CPKC Commodity
37 – TRANSPORTATION EQUIPMENT	330 - IRON & STEEL 360 - OTHER NON FERROUS METALS 380 - MACHINERY & PARTS 390 – AUTOMOBILES 400 – TRUCKS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 431 - AUTO RACKS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER 663 - RAILWAY EQUIPMENT
38 – INSTRUMENTS AND OPTICAL GOODS	330 - IRON & STEEL 380 - MACHINERY & PARTS 550 - PRINTING PAPERS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER
39 – MISC MANUFACTURING PRODUCTS	070 - OTHER AGRICULTURAL PRODUCTS 090 - MEATS & BY PRODUCTS 270 - LUMBER 330 - IRON & STEEL 380 - MACHINERY & PARTS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 550 - PRINTING PAPERS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 610 - OTHER FOOD PRODUCTS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC Commodity
40 – WASTE & SCRAP MATERIALS	070 - OTHER AGRICULTURAL PRODUCTS 090 - MEATS & BY PRODUCTS 150 - WASTE PRODUCTS 200 - SAND & STONE 220 - CEMENT 260 - OTHER MINE PRODUCTS 310 - LOGS & POLES 360 - OTHER NON FERROUS METALS 365 - NON FERROUS SCRAP 370 - IRON & STEEL SCRAP 380 - MACHINERY & PARTS 450 - FUEL OIL 461 - DILUENTS 510 - ALL OTHER CHEMICALS 550 - PRINTING PAPERS 551 - RECYCLED PAPERS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 620 - ANIMAL FEED MANUFACTURED 640 – PLASTICS 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER
41 – MISC FREIGHT SHIPMENTS	330 - IRON & STEEL 360 - OTHER NON FERROUS METALS 370 - IRON & STEEL SCRAP 380 - MACHINERY & PARTS 390 - AUTOMOBILES 400 – TRUCKS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 431 - AUTO RACKS 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 600 - DAIRY & FOOD PRODUCTS 660 - MISCELLANEOUS, OTHER
42 – EMPTY CONTAINERS & TRAILERS	550 - PRINTING PAPERS 560 - PACKAGING PRODUCTS 660 - MISCELLANEOUS, OTHER
43 – N/A	660 - MISCELLANEOUS, OTHER
44 – SHIPPER ASSN TRAFFIC	670 - POOL CARS
45 – SHIPPER ASSN TRAFFIC	670 - POOL CARS
46 – MISC MIXED SHIPMENTS	560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 660 - MISCELLANEOUS, OTHER

2 Digit STCC	CPKC COMMODITY
47 – N/A	670 - POOL CARS
48 – HAZARDOUS WASTE	140 - SULPHUR 150 - WASTE PRODUCTS 190 - OTHER ORES & CONCENTRATES 260 - OTHER MINE PRODUCTS 360 - OTHER NON FERROUS METALS 380 - MACHINERY & PARTS 431 - AUTO RACKS 440 - GASOLINE 450 - FUEL OIL 460 - L.P.G 470 - OTHER REFINED PETROLEUM 500 - ALL OTHER GAS 510 - ALL OTHER CHEMICALS 650 - DRY FERTILIZERS 660 - MISCELLANEOUS, OTHER

49 -	070 - OTHER AGRICULTURAL PRODUCTS 078 – MALT 090 - MEATS & BY PRODUCTS 120 - COAL 140 - SULPHUR 150 - WASTE PRODUCTS 160 - COPPER ORES & CONCENTRATES 170 - COPPER-NICKEL ORES & CONCENTRATE 180 - LEAD & ZINC ORES 190 - OTHER ORES & CONCENTRATES 200 - SAND & STONE 250 - SALT 260 - OTHER MINE PRODUCTS 310 - LOGS & POLES 320 - COKE 350 - COPPER 360 - OTHER NON FERROUS METALS 370 - IRON & STEEL SCRAP 380 - MACHINERY & PARTS 410 - AGRICULTURAL VEHICLES 430 - VEHICLE PARTS 431 - AUTO RACKS 440 - GASOLINE 450 - FUEL OIL 451 - BIOFUELS 460 - L.P.G 461 – DILUENTS 470 - OTHER REFINED PETROLEUM 471 - LUBE OILS 472 - CRUDE OIL 473 – ASPHALT 480 - SULPHURIC ACID 500 - ALL OTHER GAS 501 - SULPHUR DIOXIDE 502 - CHLORINE 503 - HYDROGEN FLUORIDE 504 - ETHYLENE OXIDE 510 - ALL OTHER CHEMICALS 511 – METHANOL 513 - CAUSTIC SODA 514 – STYRENE 515 - ETHYLENE GLYCOL 520 - WOODPULP 560 - PACKAGING PRODUCTS 570 - BUILDING MATERIALS 590 – BEVERAGES
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2 Digit STCC	CPKC Commodity
	600 - DAIRY & FOOD PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 630 - VEGETABLE OILS 640 – PLASTICS 650 - DRY FERTILIZERS 651 - WET FERTILIZERS 660 - MISCELLANEOUS, OTHER 670 - POOL CARS
50 – BULK IN BOXCAR	030 - GRAIN PRODUCTS OTHER 070 - OTHER AGRICULTURAL PRODUCTS 200 - SAND & STONE 260 - OTHER MINE PRODUCTS 370 - IRON & STEEL SCRAP 600 - DAIRY & FOOD PRODUCTS 610 - OTHER FOOD PRODUCTS 620 - ANIMAL FEED MANUFACTURED 650 - DRY FERTILIZERS
INTERMODAL TRAILER/CONTAINER	680 - IMPORT/EXPORT DRY LOADS 681 - IMPORT/EXPORT REVENUE EMPTIES 682 - INTERNATIONAL PPS DOMESTIC INTERMODAL