

308609

**BEFORE THE
SURFACE TRANSPORTATION BOARD**

ENTERED
Office of Proceedings
August 16, 2024
Part of
Public Record

GROWTH IN THE FREIGHT RAIL INDUSTRY

DOCKET NO. EP 775

WRITTEN TESTIMONY ON BEHALF OF CN

Olivier Chouc
CN
935 de la Gauchetière Street West
16th Floor
Montréal, QC H3B 2M9
CANADA

Kathryn J. Gainey
CN
975 F Street, N.W.
Washington, DC 20004

Counsel for CN

Dated: August 16, 2024

The U.S. rail operating subsidiaries of Canadian National Railway Company (hereafter “CN”) respectfully submit written testimony in response to the Board’s notice of public hearing served on July 15, 2024, in this proceeding.¹

CN’s hearing testimony will be delivered by Patrick Lortie, Senior Vice-President and Chief Strategy Officer, and Derek Taylor, Executive Vice President and Chief Field Operations Officer.

A. Testimony of Patrick Lortie

Mr. Lortie will explain CN’s commitment to and strategy for achieving long-term growth. Mr. Lortie will explain how CN partners with customers on infrastructure projects to help grow volumes. He will discuss how strategic acquisitions and infrastructure and equipment investments can support CN’s long-term growth strategies. Mr. Lortie will also discuss how CN has pursued strategic partnerships with other carriers to grow rail traffic. He will describe CN’s initiatives to improve customers’ experience doing business with CN.

B. Testimony of Derek Taylor

Mr. Taylor will explain how CN’s commitment to a scheduled operating plan fuels growth in rail traffic and forms the foundation for efforts to increase CN’s customer and traffic base. He will describe CN’s “make the plan, run the plan, sell the plan” approach and how it creates predictability and consistency across the network. Mr. Taylor will also describe the benefits associated with CN’s scheduled

¹ Notice of Public Hearing, *Growth in the Freight Rail Industry*, Docket No. EP 775 (STB served July 15, 2024).

operating model, including improved asset velocity, consistent utilization of locomotive power and crews, more predictable and reliable customer service, including local service, and reduced environmental impact. He will explain how when cars move faster, there is more capacity on the network to handle more rail traffic from new and existing customers. Finally, Mr. Taylor will explain how CN's investment in developing and maintaining talented people is critical to the success of CN's scheduled operating plan and growth strategy.

* * *

CN appreciates the Board's interest in hearing from industry participants on freight rail growth and looks forward to the opportunity to share its perspective on this topic.

Olivier Chouc
CN
935 de la Gauchetière Street West
16th Floor
Montréal, QC H3B 2M9
CANADA

Respectfully submitted,

/s/ Kathryn J. Gainey
Kathryn J. Gainey
CN
975 F Street, N.W.
Washington, DC 20004

Counsel for CN

Dated: August 16, 2024