



**For Immediate Release**

## **Excellent Export “Matchback” Opportunities Exist for Shippers via new CN-INRD Indianapolis Intermodal Service**

### **On-Site Transload Facilities Could Load Thousands of Exports Annually**

INDIANAPOLIS, Friday, June 14, 2013 – The new CN (TSX: CNR) (NYSE:CNI) - Indiana Rail Road (INRD) all-rail intermodal service to Indianapolis will offer incredible export “matchback” opportunities for steamship lines and shippers when the trains begin rolling July 1, creating excellent cost and service efficiencies.

The “matchback” process consists of finding export loads to fill import containers that otherwise would go back to the port empty – and several on-site transloaders at Indiana Rail Road’s Senate Avenue Intermodal Terminal are primed to annually load thousands of containers with Indiana agricultural and manufactured goods:

#### **•Midwest Commodities, LLC:**

Midwest Commodities is a privately-owned and independent company that specializes in loading steamship containers with a variety of agricultural products, primarily soybeans and distillers dried grains with solubles (DDGS) for export.

Owned by agricultural industry veterans Steve Patton and Gary Luginbill, Midwest Commodities is currently operating three container loading sites – at Rickenbacker Intermodal Terminal near Columbus, Ohio; Detroit; and Beaver Dam, Ohio – which produce tens of thousands of export container loads per year for a “Who’s Who” of ag-industry corporations.

“Midwest Commodities is very pleased about the intermodal facility being constructed in Indianapolis,” said Patton. “We operate three successful locations in Ohio and Michigan, and Indiana produces more corn and soybeans than does either Ohio or Michigan. There are also more ethanol plants – meaning more distillers grains – in Indiana. There is an opportunity for a great number of export shipments from Senate Avenue Terminal, and we see a bright future ahead of us in Indianapolis.”

The company’s fourth facility will be located adjacent to INRD’s new Indianapolis intermodal terminal, positioned to serve Indiana’s robust soybean and corn-product industries.

#### **•Arrow Reload Systems ([www.arrowreload.com](http://www.arrowreload.com)):**

Indiana is ranked No. 1 in the United States for wood office furniture manufacturing and is among the top 10 states in global hardwood lumber exports. As a result, INRD contracted in 2010 with Kamloops, B.C.-based Arrow Reload Systems to operate its Indianapolis Transload at Senate Avenue Terminal.

Arrow has 94 years of supply chain expertise in the lumber industry, but its transload capabilities at Senate Avenue go far beyond containerized hardwood lumber exports: dry bulk, steel and specialty transloads are part of the company’s resume.

(More)

•**Merchandise Warehouse** ([www.mwindy.com](http://www.mwindy.com)):

Merchandise Warehouse, located one-quarter mile west of Senate Avenue Terminal, is a USDA-approved off-site freezing and export facility, and the 62-year-old company is listed among the "Top 70 Third Party Logistics Providers" by *Food Logistics* magazine.

Merchandise Warehouse's 400,000 square feet of storage and supply chain management capabilities under one roof offer services from blast-freezing to heated warehousing, with customers ranging from specialty food distributors to steel and paper manufacturers.

CN-INRD all-rail intermodal service from the west-coast Canadian ports of Prince Rupert and Vancouver to Indianapolis will commence July 1 with tri-weekly service, offering a first-of-its-kind option for Indiana importers and exporters to bypass Chicago.

Upon start-up, INRD and CN officials expect containerized goods to move from Asian ports such as Shanghai and Qingdao, China; and Busan, Korea to Indianapolis in less than 24 days, and as volumes increase, greater efficiencies at the ports will allow for total transit time of as little as 18-20 days.

Indiana Rail Road is building a more than \$2-million intermodal ramp and container yard at its Senate Avenue Terminal, located at 1500 S. Senate Ave., less than a mile from downtown Indianapolis and minutes from all major highways.

The container yard will be bonded per U.S. Customs and Border Patrol regulations, will be open Monday-Friday 6 a.m.-6 p.m. (ET) and Saturdays 8 a.m.-noon for pickup and delivery.

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