Situation Report – 2013/14 Final

Total Canadian Grain Exports Versus Production
Source: Statistics Canada

Grain Exports
Grain Production
Total Canadian Oat Production
Source: AAFC Outlook for Principal Field Crops

Total Canadian Oat Exports
Source: CGC Grain Statistic Weekly

Situation Report – 2013/14 Final
Situation Report – Modal

Canadian Oat Exports to the US By Mode (In Tonnes)

- Rail
- Water
- Road

2009 - 2014
Situation Report – 2014/15

Annual Oat Exports As of Week 30
(Week ending March 1st)
Situation Report – 2014/15

CN Unfulfilled Hopper Car Orders by Corridor Through Grain Week 28 - CY 2014

- Outstanding Orders (CY 2014)
- Percent Orders Fulfilled
- Percent Orders Fulfilled in Want Week

CP Unfulfilled Hopper Car Orders by Corridor Through Grain Week 28 - CY 2014

- Outstanding Orders (CY 2014)
- Percent Orders Fulfilled
- Percent Orders Fulfilled in Want Week
Minimum Grain Movement Levels

<table>
<thead>
<tr>
<th>Time period</th>
<th>Metric tonnes per week</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov. 30, 2014 to Dec. 20, 2014</td>
<td>345,000</td>
</tr>
<tr>
<td>Dec. 21, 2014 to Jan. 3, 2015</td>
<td>200,000</td>
</tr>
<tr>
<td>Jan. 4, 2015 to Feb. 21, 2015</td>
<td>325,000</td>
</tr>
<tr>
<td>Feb. 22, 2015 to Mar. 21, 2015</td>
<td>345,000</td>
</tr>
<tr>
<td>Mar. 22, 2015 to Mar. 28, 2015</td>
<td>465,000</td>
</tr>
</tbody>
</table>
CTA Review Submission

- Document developed over multiple drafts
- Outlines positions on a number of issues, and provides background information
- 27 pages long
- Submitted to the CTA Review Secretariat in December
CTA Review Submission
5 Year Forecast

- Consultations with all rail transportation stakeholders held every 5 years
- Include consideration of expected production, capacity strains, and
- Result in the creation of grain movement targets
  - By Commodity
  - By Sector
- Reviewed annually by the agency
CTA Review Submission
Tiered Response Program

- Based on the movement targets established by the 5 year forecast
- Establishes measures to be taken in the event of movement falling below targets
CTA Review Submission
Tiered Response Program

30% Above Target: Increase Revenue Entitlement

Grain Movement: Normal Market

10% Below Target: Hybrid Car Allocation Model
20% Below Target: Allocation Dispute Arbitrator
30% Below Target: Mandatory Movement Levels
CTA Review Submission

Monitoring

- Comprehensive overhaul of the rail information monitoring system
- Remove the asymmetrical relationship between shippers and railways in dispute situations
- Agency should collect waybill samples, as they do in the US
- Improve reporting on traffic to the US
  - Improvements in both Commodity and Corridor data
CTA Review Submission
Revenue Entitlement

- Costing Review
- Incentives for performance above the targets established in the 5 year cycle of planning
CTA Review Submission
Commodities and Corridors

- The public information on cross-border rail traffic is dramatically insufficient
- Waybill samples for cross-border traffic should be collected and made available to the public
- Reporting on railcars sent across the border should include complete information, including final destinations
CTA Review Submission
Service Level Agreements

- Adopt CRS Proposals
  - Definition of Adequate and Suitable
  - Remove “operational” from “operational term”
  - Create mechanism for shippers to determine if a breach of service agreement has occurred
  - The requirement that complaints against railways include multiple shippers be lifted
  - Allow shipper to frame the matter of dispute
  - Remove consideration of railway company’s network

- Establish a multi-party Final Offer Arbitration process
CTA Review Submission
Producer Cars and Fostering Small Volume Shipments

- Allow for the creation of boutique producer car operations
  - Allow these organizations to introduce private cars into the system
- Priority be given to producer car orders of 10 or more cars at one destination at one time
- Create arbitrator assigned specifically to producer car shipments of 50 cars and below
- Equity in the system for shipments of 25 cars and under
CTA Review Submission
Producer Cars and Fostering Small Volume Shipments

Producer Car Orders
Source: Canada Grain Commission

Orders Processed

Crop Year

04/05 05/06 06/07 07/08 08/09 09/10 10/11 11/12 12/13 13/14
Ottawa Outreach - Parliamentarians

- **Bev Shipley**, Chair of House Committee on Agriculture
- **Gerald Keddy**, Parliamentary Secretary to Minister of Agriculture
- **Robert Sopuck**, Chair of Conservative Manitoba Caucus
- **Larry Maguire**, MP from Brandon-Souris
- **Malcolm Allen**, Opposition Critic on Agriculture
- **Ruth Ellen Brosseau**, Deputy Opposition Critic on Agriculture
- **David McGuinty**, Liberal Critic on Transportation
- **Mark Eyking**, Liberal Critic on Agriculture
- Representative of Gerry Ritz, Minister of Agriculture
- Representative of Larry Miller, Chair of House Committee on Transportation

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Ottawa Outreach - AAFC

- Chris Forbes, Associate Deputy Minister, AAFC
- Greg Meredith, Assistant Deputy Minister, Strategic Policy Branch
- Devin Dreeshan, Policy Advisor to the Minister of Agriculture
- Steve Lavergne, Director, Grains and Oilseeds Division
- Sally Scott, Director, Crop Sector Policy
- Tony McDougall, Deputy Director, Grains and Oilseeds
- James Hayward, Deputy Director, Crop Sector Policy
- Carolyn Campbell, Policy Analyst, Crop Sector Policy
- Shane Campbell, Sector Specialist, Grains and Oilseeds Division
- Jarett Goodwin, Canada Grains Commission

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Ottawa Outreach - Railways

- **David Miller**, Assistant Vice President, CN
- **Robert Taylor**, Assistant Vice President, CP
- **Michael Gullo**, Director, Policy, Economic and Environmental Affairs
Call to Action!

POGA believes that the Canadian rail system should be

Fair
Responsive
Efficient
Transparent
www.emerging ag.com
robynne@emerging ag.com  +1-204-227-4611