



# Logistics

## Crop Production Show

# Supply Optimization

- Determining what, where, when and how much the CWB has available for export sales and domestic consumption.
- Responsible for creating and maintaining the Sales Program.
- Monitor Port and Railway Capacity

# Rail Logistics

- Coordinate movement of board grain to Export Port and USA/Mexico:
  - with Railways
  - with Grain Companies
  - with CGC (Producer Cars)



# East and West Coast Logistics

- Sales execution – ordering grain to meet sales commitments
- Continuous evaluation of sales and terminal inventory positions
- Vessel chartering/shifting/berthing
  - Vancouver – west coast
  - Winnipeg – east coast

# CWB Export Movement

Estimated CWB Sales Program = 19.5 Million Tonnes



221,600 Cars



4260 Cars/Week

# CWB Car Supply - Jan/Feb/Mar

- **Sales Plan (per week)**

- Vancouver = 1500
- Prince Rupert = 1400
- Thunder Bay = 50-75
- USA = 450
- Mexico = 50
- Winter Rail = 760

**Total = 4210**



# CPR Vancouver

- CPR Vancouver Capacity Plan
  - 560 TrainLoad BaseMax (112 car trains)
  - 728 BaseMax (56 car trains)
  - 112 AdvanceMax (56 car trains)
  - 35 Production Cars
  - 715 ReadyMax
  - 2150 Total (67% forward booked)

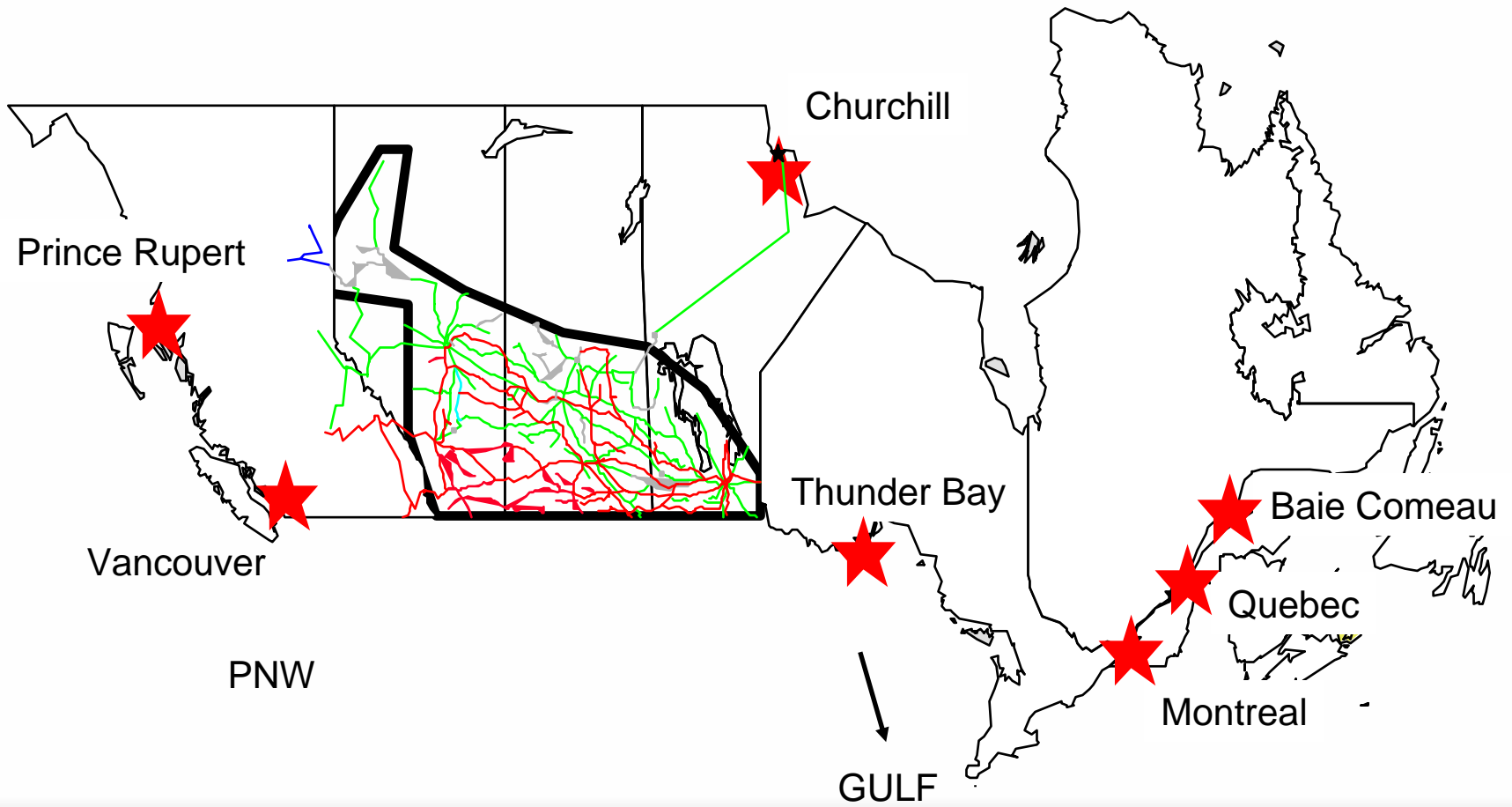
# Upcoming Movement

9-Jan-07	WEST COAST MOVEMENT					EAST COAST MOVEMENT				
	WEEKS					WEEKS				
GRAIN & GRADES	25	26	27	28	TTL	25	26	27	28	TTL
<b>CWRS</b>										
1 CWRS 12.0	600	600	500	500	2200					
1 CWRS 12.5	500	500	150	150	1300					
1 CWRS 13.0			300	300	600		100	100	100	300
1 CWRS 13.5	100	300	350	350	1100	112	225	225	225	787
1 CWRS 14.0			125	125	250					
1 CWRS 14.5	100	100	125	125	450					
2 CWRS 12.0	50		100	100	250					
2 CWRS 12.5	100	200			300					
2 CWRS 13.0			25	25	50		25	25	25	75
2 CWRS 13.5	100	100			200	100	100	100	100	400
2 CWRS 14.0	100		100	100	300					
3 CWRS		50	50	50	150					
C Feed			50	50	100					
<b>TTL CWRS</b>	<b>1650</b>	<b>1850</b>	<b>1875</b>	<b>1875</b>	<b>7250</b>	<b>212</b>	<b>450</b>	<b>450</b>	<b>450</b>	<b>1562</b>
<b>Other Wheat</b>										
1/2 HWW	100	100	300	300	800					
1/2 CPSR	125	100	275	275	775					
1/2 CPSY			25	25	50					
1/2 CWRW	150	100	125	125	500					
1/2 CWES			10	10	20					
<b>TTL OTHER WHT</b>	<b>375</b>	<b>300</b>	<b>735</b>	<b>735</b>	<b>2145</b>					

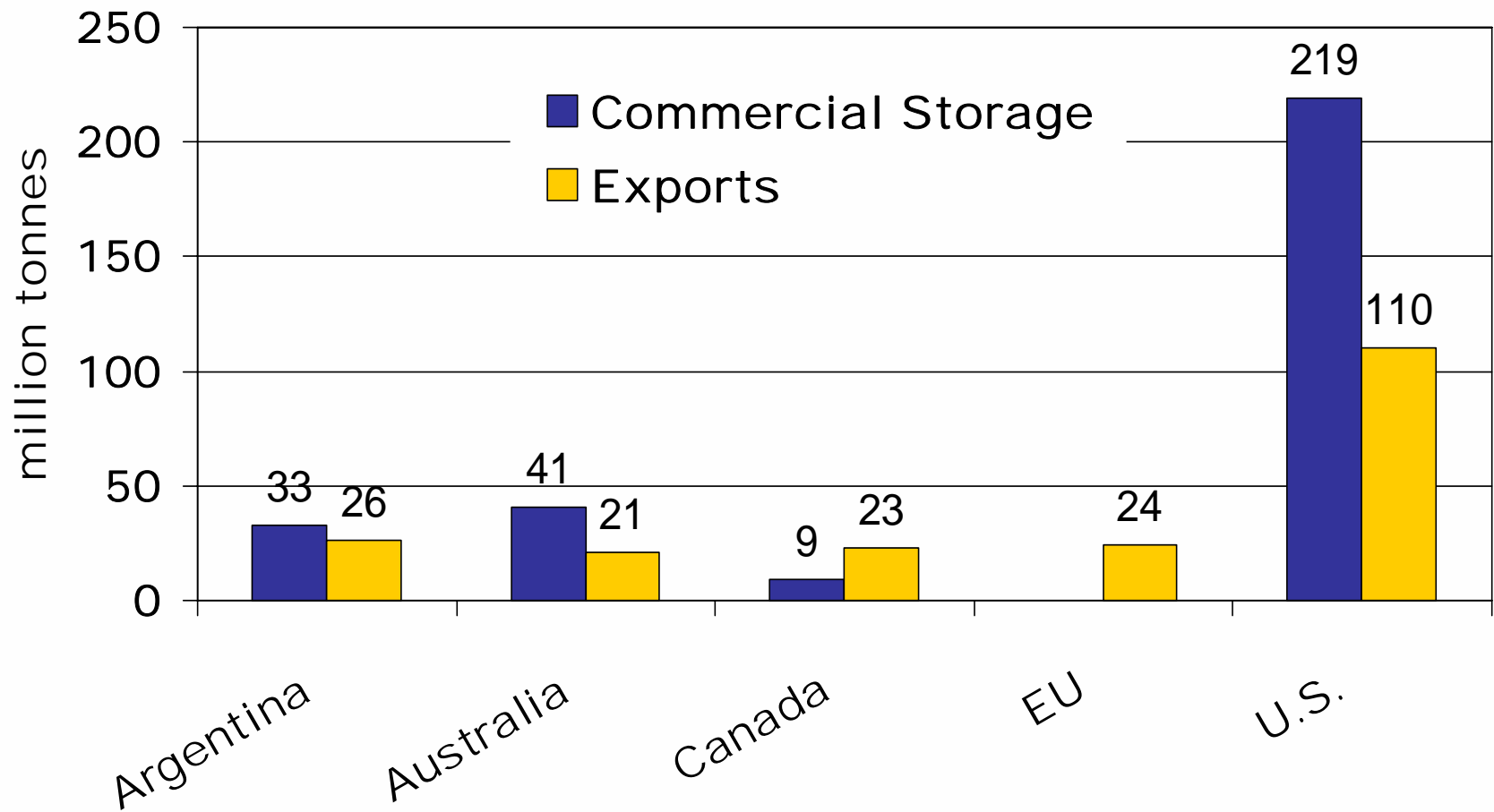
# Upcoming Movement

GRAIN & GRADES	WEST COAST MOVEMENT					EAST COAST MOVEMENT				
	WEEKS					WEEKS				
	25	26	27	28	TTL	25	26	27	28	TTL
<b>Durum</b>										
1 CWAD H 290 FN	350	100	125	125	700					
1 CWAD						224	250	250	250	974
2 CWAD	150	100	25	25	300	224	100	100	100	524
3/2/1 CWAD										
4 CWAD			25	25	50					
<b>TTL DURUM</b>	<b>500</b>	<b>200</b>	<b>175</b>	<b>175</b>	<b>1050</b>	<b>448</b>	<b>350</b>	<b>350</b>	<b>350</b>	<b>1498</b>
<b>1 CW Barley</b>										
2 Row Barley	550	600	275	275	1700					
6 Row Barley	150	150	50	50	400					
<b>TOTAL ALL GRAINS</b>	<b>3225</b>	<b>3100</b>	<b>3110</b>	<b>3110</b>	<b>12145</b>	<b>660</b>	<b>800</b>	<b>800</b>	<b>800</b>	<b>3060</b>

# Prairie to Port



# Commercial storage vs. exports



# Vancouver



# Prince Rupert



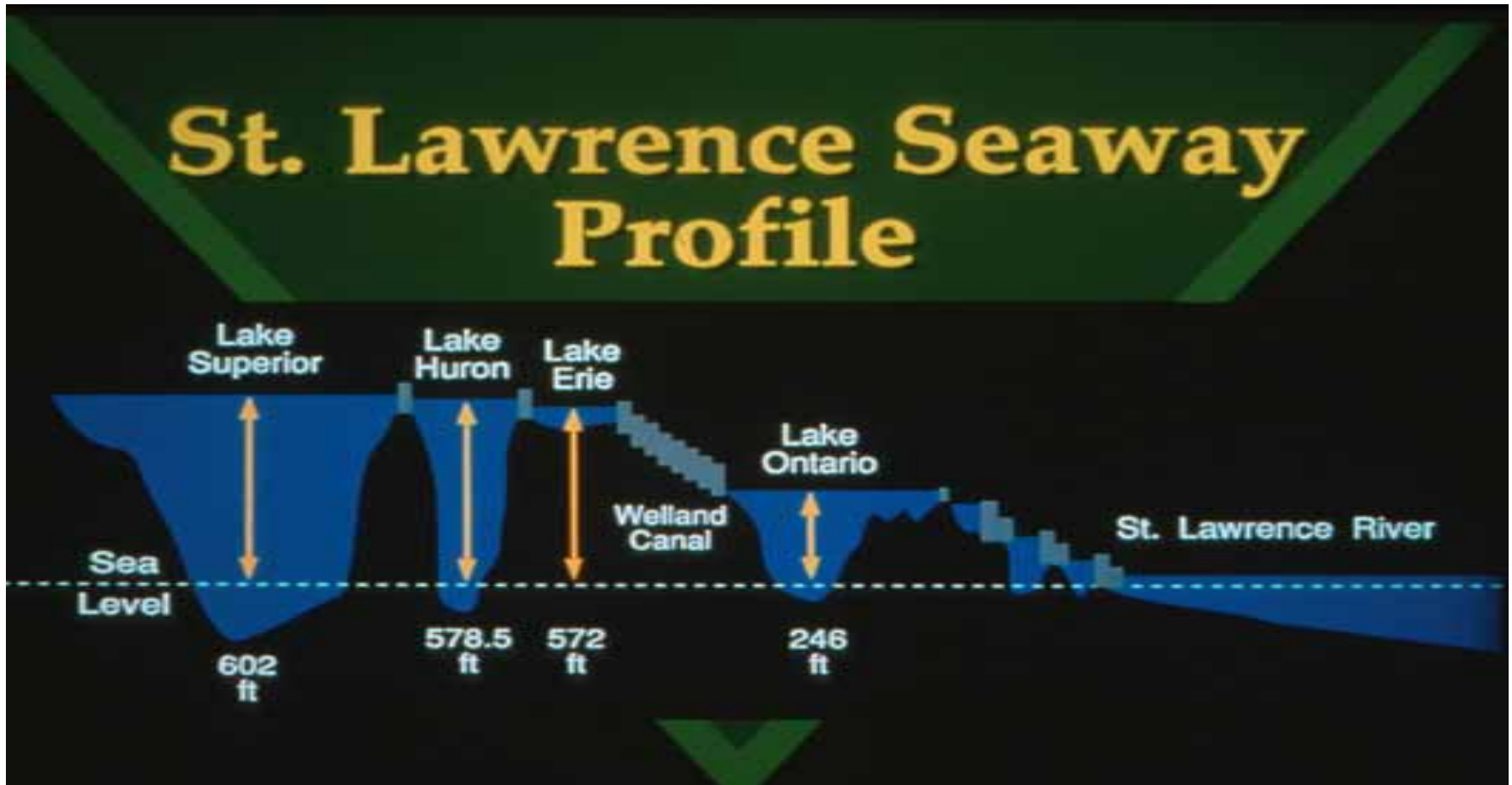
# East Coast Logistics



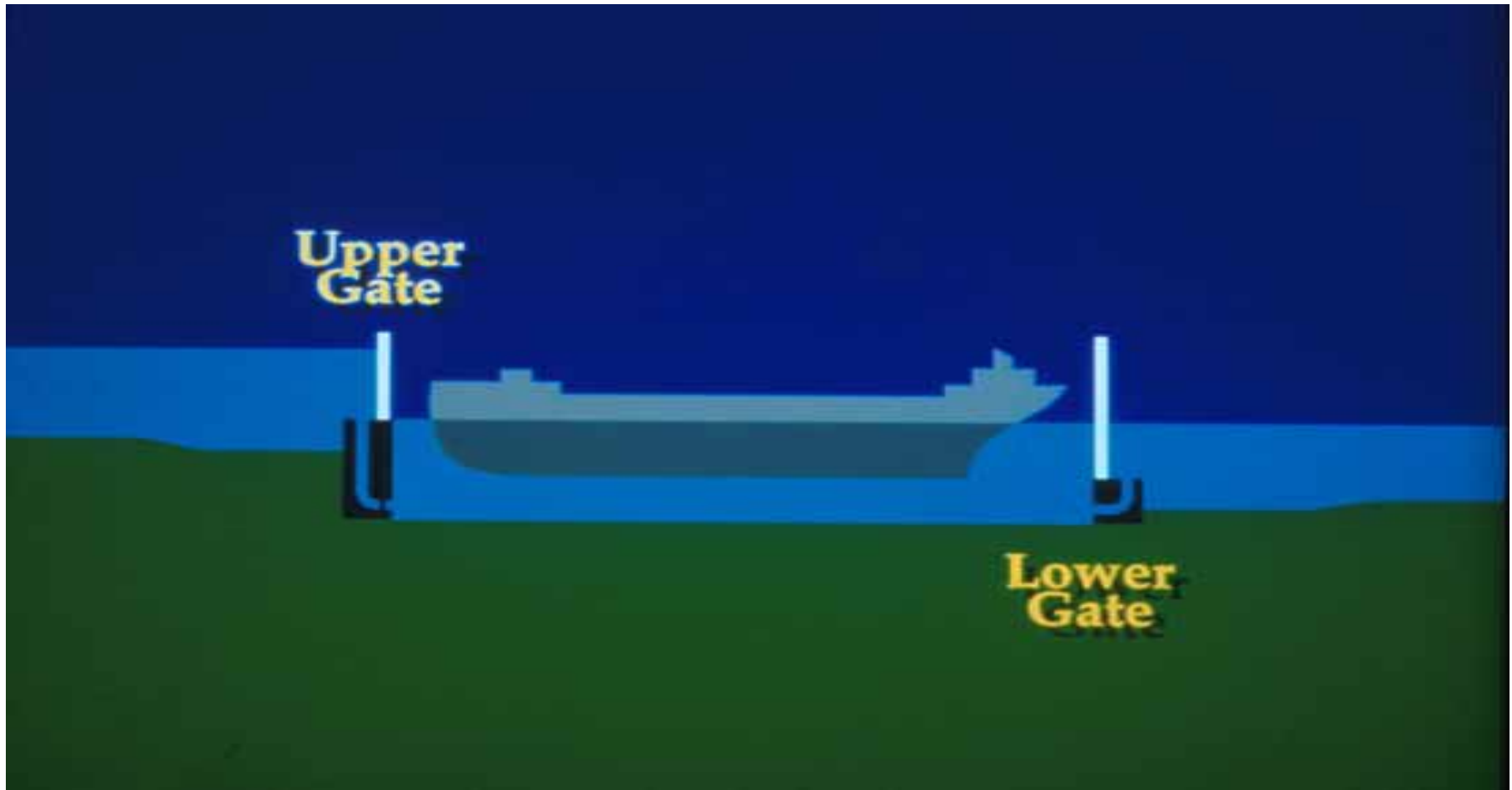
# Thunder Bay



# Great Lakes St. Lawrence Seaway



# Typical lock



# Lock gates



# Welland Canal



# Welland Canal



# Welland Canal



# Transfer Elevators



# Quebec City



# Baie Comeau



# Churchill





Questions?