

WELCOME TO CN!

Your Rail Development Partner

At CN, we help turn development ideas into operational rail-served sites. Whether you're building new or expanding, our Business Development (BD) team partners with you from concept to completion.

We offer more than rail access. We provide expertise. From site selection to track opening, we guide you through every step of the industrial track approval process, clearly, efficiently, and with your goals in mind.

This guide outlines the key steps to help you move forward faster and with confidence.

Prefer to connect directly? Your local BD manager is just a click away.

We are with you at every milestone, delivering clear guidance, responsive support, and results you can build on.



1. GETTING STARTED

From day one, our BD team works closely with you to understand your goals and co-create a plan that aligns with your operational needs and growth strategy.

Let's get started. Complete the Customer Information Form and send it to your local CN BD Manager. Within a week, they'll connect to discuss options and next steps.

We're here to help you:

- ✔ **Clarify goals**
- ✔ **Build the right rail solution**
- ✔ **Invest for long-term effciency**

Every project is different. We offer flexible development pathways to help you reach the market faster and more efficiently.

Whether you're investing in on-site infrastructure for long-term control or looking for a quick-to-launch solution, we're here to help you choose the best option for your business.

LOOKING FOR A NEW SITE?

CN's Certified Sites are third-party reviewed to streamline development and reduce risk. Browse certified sites **here.**

CONSIDERING OTHER LOCATIONS?

Your local CN BD Manager can help evaluate the right option for your growth. Check out all available sites **here.**

NEED A FASTER WAY TO GET STARTED?

CN's transload facilities offer speed and cost-efficiency. Explore our transload network **here** or contact **transload-requests@cn.ca**



2a. PRELIMINARY DESIGN AND PLANNING

BRINGING YOUR VISION TO LIFE

At this stage, you'll submit a conceptual drawing and operating plan. We will work with you to guide the design and move your project forward.

To help you get started, we've compiled **a list of experienced design consulting engineers** who are familiar with **CN's Industrial Track Specifications and Rail Design Standards**.



We strongly recommend partnering with a rail-experienced designer. This helps reduce review times, minimize revisions and help bring your project to life faster.

WHAT TO EXPECT NEXT



DESIGN STANDARDS

Submissions must meet with **CN's Industrial Track Specifications and Rail Design Standards** and include the **Attestation of Compliance Form**. Any unavoidable deviations must be clearly flagged with a detailed rationale.



OPERATING PROCEDURES

The track design must include an operating procedure outlining CN's steps for pulling and spotting railcars at your site and, if applicable, your internal process for moving railcars. This will ensure safe and efficient operations aligned with your facility requirements.



DESIGN REVIEW

CN provides preliminary feedback within 21 days of submission. Complex projects may require additional review cycles.



TRACK REVISIONS

All feedback on the conceptual design will be tracked through **CN's Comment Review Sheet** to manage comments and revisions clearly and efficiently.



SAFETY AND SCHEDULING

If your team plans to move railcars on-site, a double switch point derail is required to protect both your crew and CN operations. CN handles all track infrastructure on CN property. Installation costs are your responsibility and must be paid in advance. For estimated rates, contact your local CN BD Manager.

Important: *Turnouts and derails have long lead times, up to six months. To avoid delays, connect with your BD Manager early to complete the necessary forms and begin sourcing materials.*

2b. FINAL DESIGN AND ALIGNMENT

GET READY TO BUILD WITH CONFIDENCE

With your concept approved, you'll move into detailed design. CN works with you to review submissions and confirm alignment with required standards and site operations, so you're construction ready.

WHAT TO EXPECT NEXT

DESIGN REVIEW

CN provides detailed feedback within 28 days. Complex projects may require additional review cycles.

STRUCTURES AND CROSSINGS

If your facility includes structures such as pits, bridges, or similar features, an application form with design drawings must be submitted to our Bridges & Structures team for review, including the **Unloading Pit Form**. If the track design impacts a public road crossing, a crossing safety assessment must be provided for review by our Public Works & Signals team.

REQUIRED DOCUMENTATION

Be sure to include the **Attestation of Compliance Form** with your submission. Any unavoidable deviations must be clearly flagged with a detailed rationale.

CONSTRUCTION READINESS

Once approved, you're ready to begin construction. Your contractor will be responsible for the site development. CN will manage track installation on CN property, including mainline turnouts, derails, and signal work.

WORK PERMITS MATTER

To avoid delays, all required CN permits must be in place before work starts on or near CN property. We will guide you through the permitting process and help ensure everything runs smoothly.

Important: *Coordinate early with your CN BD Manager to sign the Work Permit. This ensures flagging can be scheduled, as availability varies throughout the year.*



3. INSPECTION AND TRACK OPENING

LAUNCH YOUR RAIL SERVICE

Once construction is complete, CN will work with you to finalize inspections and prepare your site for rail service.

WHAT TO SUBMIT

DRAWINGS

As-built drawings of the completed track (PDF and AutoCAD formats).

CERTIFICATION LETTER

A certification letter from your design consultant confirming that the track was built to the approved detailed design.

TRACK INSPECTION REPORT

A track inspection report from a qualified inspector verifying compliance that the track meets CN's Industrial Track Standards.

RAIL TESTING

Rail Flaw Detection (RFD) tests and/or Geometry Car tests, as required based on your operating plan.

Your CN BD Manager will coordinate a final site inspection to ensure that the track is safe for rail operations.

FINAL STEPS TO GO LIVE

TRAINING REQUIREMENTS

Before rail service begins, your team must complete the required trainings, including:

- Transloading railcars
- Operating locomotives or railcar movers
- Working safely around track infrastructure

SERVICE AGREEMENT

To activate rail service, you'll enter into a Siding Agreement (SA) in Canada or an Industry Track Agreement (ITA) in the U.S. This agreement outlines responsibilities for inspection, maintenance, and operations, ensuring a safe, efficient partnership between CN and your business.

