



February 22, 2010

Ms. Nancy Lynch
Director, Transportation Policy
New Brunswick Department of Transportation
P.O. Box 6000
Fredericton, NB E3B 5H1

Dear Ms. Lynch:

I am writing on behalf of the Board of Directors and the Transportation Forum of the Saint John Board of Trade to provide our organization's comments in response to the call for submissions on the Rail Freight Service Review. I respectfully submit this letter outlining our view on the service provided by CN Rail. To examine the issue, our Transportation Forum, comprised primarily of members in the transportation industry held a special meeting to discuss the issue.

As a major centre of industrial activity including the largest port in the Province of New Brunswick and one of Canada's National Ports, rail service is crucial to this region's success. For shippers and receivers to be competitive in their respective marketplaces, rail service and in particular, the rates shippers pay must be competitive. In 2009 the Port of Saint John handled 26.9 million tons of cargo which included a substantial amount of boxcar, liquid bulk, and bulk rail traffic moving in and out of Saint John. Additionally, 45,000 TEU containers per year transit through the Port of Saint John that service customers throughout North America. In many cases Saint John is at a rail cost disadvantage when compared to destinations located a greater distance away such as Halifax, despite the fact that Saint John is a shorter distance from CN's hub in Moncton.

The Saint John Board of Trade recommends that the Province of New Brunswick encourage the federal government advocate that CN Rail adjust its service and rate levels to the Saint John area to be more competitive with other regions.

The Saint John Board of Trade is a nationally accredited business organization dedicated to fostering an economic climate that enhances growth, prosperity, and an improved quality of life in the community. With more than 1,000 members, representing 600 small, medium, and large businesses and organizations and therefore, the interests of more than 30,000 citizens, the Board is a dynamic advocate and the principal voice for the business community of Greater Saint John. It offers a variety of programs, activities, services, and networking opportunities designed to enhance the business prospects of members and the overall business climate of the area.

Sincerely,

Imelda Gilman
President

