Where we have been......


The Line from Montreal – Brownville Jct. 1888 - 1994

1892 - 1995
Our thesis was: We can make money here, but first we need to invest in:

- People
- Infrastructure
- Customers
“3 legged stool”

- **People**
  - Adding Leadership in Quebec and across the railway.
    - Sales & Marketing
    - Transportation
    - Engineering
    - Mechanical
    - Safety and Compliance
  - New job descriptions
  - Role clarity
  - Training & Accountability

- **Infrastructure**

- **Customers**
“3 legged stool”...

- People
- **Infrastructure**
  - $10M infrastructure program
    - 30,000 Ties
    - 100,000 Feet of New Rail
    - 25,000 Tons of Ballast
    - Transport Canada “orders and notices” will be addressed
  - New “to us” Locomotives
  - *mCrew* & other technology
- Customers
Material ready for distribution.

Rail train unloading CWR.
Improvements to our infrastructure
Before and After

SHERBROOKE TRACK # 1 BEFORE AND AFTER AUG 4TH 2014
EASTWARD BEFORE AND AFTER

After brush cutting right of ways.

Newport after Ties, Ballast & surfacing
Investing in equipment and technology

• Replaced 40 old, early generation GE locomotives

• Leased 16 new to us GP-20’s

• More fuel efficient and “right sized” for our operation.

• M-Crew - Improved efficiencies allowing real time reporting of car movements
“3 legged stool”....

- People
- Infrastructure
- Customers
  - Partnering with businesses and communities
  - Partnering with adjoining carriers
  - Boots on the ground; knocking on doors
Focusing on good business

**Interchange Partners**
- Working with connecting roads to find better ways of doing business.
- Connecting roads: CP, CN, SLQ, NBSR, MNR, Pan Am, VTR

**Innovative Business Ideas**
- New haulage arrangement with Pan Am and Irving roads
- Working with local municipalities to develop new business.

**Re-establishing Business**
- Re-opened East – West freight service thru Lac-Megantic on June 1st
- Re-opened East – West service for dangerous goods on November 1st
Final thoughts

- **CMQ has made significant progress and we are looking towards the future and Phase II – Growing our Business.**

- **Profitability is within reach.**

- **Stay Tuned!!**