

Industry and the transportation sector can count on our expertise in providing a

complete
rail
solution.



Viewbook



*Cando is more than a name.
It's our mission.*



Providing innovative rail support services
for more than 38 years.

Company Overview

Cando is an industry leader in providing rail support services, facilitating the safe, efficient movement of products across the entire supply chain.

We service a broad cross section of leading blue chip industrial and transportation companies in both rail and industrial plant environments. Our excellent working relationship with Class 1 railways, familiarity of the transportation and regulatory marketplace and diverse range of services position our company as a high value, complete solution rail service provider.

Cando offers rail services at more than 25 industrial sites across Canada and the United States, has more than 15 mobile engineering and track services crews, owns or manages several facilities and terminals, and operates three short line railways.

Cando has the experience, equipment and expertise to connect industry with the Class 1 rail carriers.

Industries Served:

- Railways
- Oil and Gas
- Automotive/ Manufacturing
- Agriculture
- Mining
- Forestry
- Intermodal



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Safety

Zer0ing In

At Cando Rail Services, safety isn't a priority. It's a way of life.

We are committed to the personal safety, health and well-being of every employee of our company. The philosophy of our safety culture includes the participation of everyone, every day, in every job, to perform our required duties and provide safe and efficient services to our customers. At Cando Rail Services we don't just believe, we know that a zero-incident environment can be achieved through good management in combination with active employee involvement.

In conjunction with keeping our people safe, Cando Rail Services is dedicated to ensuring all operations are performed with a minimum impact on communities and the environment and by complying with all required regulatory legislation.

With guidance from our full-time safety experts, Cando strives to be an industry leader, focusing our efforts to protect people, property,

communities and the environment from any adverse effects related to our operations.

Highlights & Awards:

Local railway company with Railway Operating Certificate from Transport Canada

Safety Management System meets or exceeds Transport Canada and provincial railway regulations and industrial standards (ISNetwork, Avetta and Cognibox)

Infrastructure Health & Safety Association Achievement Award for injury reduction in Ontario

CN Safe Handling Award 2013, 2014, 2015 and CP Safe Shipper Award 2015

Honourable Mention, Railway Association of Canada Safety & Environment Award 2009

Certificate of Recognition (COR) from the Construction Safety Association of Manitoba and a Certificate of Equivalency for Saskatchewan



Our proactive safety management systems meets or exceeds requirements for operating and working in all classes of railroad environments.

Cando Rail Services

Solutions

Offering a wide variety of specialized rail services, Cando is uniquely positioned to deliver a complete rail solution so you can keep your product moving where you want it, when you want it there.



Industrial Rail Services

Safe, innovative, reliable and cost-effective railcar switching, unit train operations, facility management, material handling, transloading and logistics services.

With current operations across Canada and into the United States, and a fleet of more than 50 locomotives and growing, we can respond quickly with dedicated in-plant rail services wherever you are.



Cando is the preferred industrial rail service provider at:

Imperial Oil Limited,
Edmonton, AB

Gibson Energy Inc.,
Edmonton, AB

West Fraser, Hinton Pulp/Wood,
Hinton, AB

Agrium, Vanscoy, SK

Cargill, Clavet, SK

PotashCorp, Allan, SK

The Mosaic Company,
Colonsay, Belle Plaine and
Esterhazy, SK

Co-op Refineries Complex,
Regina, SK

Tundra Energy Marketing Ltd.,
Cromer, MB

Domtar, Dryden, ON

Resolute Forest Products,
Thunder Bay, ON

Aditya Birla, Terrace Bay, ON

Magna International,
St. Thomas, ON and
Bowling Green, Kentucky

Toyota, Cambridge and
Woodstock, ON

**CP Vaughan Intermodal
Terminal,** Vaughan, ON

Parkland Fuel Corporation,
Hamilton, ON

Coco Paving, Kingston, ON

Domtar, Nekoosa and
Rothschild, WI



Key features:

Commitment to Safety

Cando has a proven track record of delivering safe operations in heavy industrial and railway environments.

Class 1 Railway Relationships

Cando has close working relationships with CN and CP, and has earned their confidence to operate on their tracks, with running rights at a number of locations across Canada.

Customized On-Site Solutions

Ability to integrate contract facility operation, loading or unloading of railcars, inventory management support, railcar inspections, facility inspections and maintenance with daily switching operations.

Proven Operational Capabilities & Expertise

Dedicated, competent and flexible crews and equipment to effectively accommodate unique production requirements.

Creative Solutions & Operational Partnerships

Cando is committed to finding the most effective operational partnerships between our customers and their rail service providers, ensuring all parties are utilizing available resources and track infrastructure on the most productive basis.

Cando crews will work as an extension of your plant operations teams to provide custom switching and rail services.



Cando owns and operates an extensive fleet of both on track work equipment and off track construction equipment.

Engineering & Track Services

Innovative track solutions for Class 1 railways and large industrial customers, grain companies, mines and short lines across North America. A one stop shop for track, from conception, to design, to construction, to removal.

Track Construction, Maintenance and Inspection

From building new track to tie replacement programs, we offer a full suite of construction and maintenance services to meet your needs. Our team of engineers can help you design and build the right track infrastructure, while our team of track experts can inspect and maintain your track to ensure operations run smoothly. Services include track design, project management, maintenance plan design, rail bed construction, daily/weekly/monthly/yearly track inspection, track upgrades, thermite welding and distressing, rail joint build up, switch grinding, tie change-out, surfacing and alignment.

Track Removal

We are experts at track removal, with customized processes and techniques perfected over more than 38 years. The salvage of the railway materials includes reusable ties and rail plus re-roll and scrap steel sales.

On-Track Material Handling and Special Projects

Cando is specialized in material handling and support for production gangs and local engineering departments. We have a fleet of hi-rail picker and deck trucks, as well as Brandt trucks paired with flat cars and an excavator. Our trucks are used for light motive power, material distribution, production loading, inventory management and general support for the railway industry.



A one stop shop for track, from conception, to design, to construction, to removal.



Railcar Storage

With more than 3,000 railcar spots located in yards and dedicated facilities across Canada, Cando can store any type and size of fleet.

Cando has close working relationships with its main line partners and daily interchange into major switching yards. As a result, we offer a highly responsive railcar storage solution for customers with long- or short-term storage requirements.

Key features:

Safe, cost-effective and reliable railcar storage and switching services for long-term or short-term, loaded or empty railcars, across Canada.

Railcar storage in Kamloops, BC (currently being built); Brandon and Winnipeg, MB; and Barrie, Collingwood, Kingston and Maitland, ON.

Access to AAR certified car repair shop and team tracks for transload at several locations.

Ability to design, build, finance and operate a cost-effective dedicated car storage facility under a long-term partnership.

Centrally-located facilities for incredible ease of access across the country.



Terminal & Transload Services

As an independent, bulk transportation and multi-modal service specialist, Cando will work with you to design a transportation solution to meet your specific needs.

From complex opportunities where Cando can design, build and operate a facility on your behalf, to simple rail to truck or truck to rail transloading opportunities, we offer flexibility and a customized solution. We can provide service at an in-plant location, a third-party facility, a temporary or track location or at one of our Cando facilities. Our terminal services are vertically integrated and can involve all aspects of facility operation including product transfer, transloading, logistics, plant operation support, rail integration, switching and contract facility management. Cando currently provides transloading services at various locations across Canada and owns several of our own facilities, handling a wide range of industrial products, including bulk petroleum products, chemicals, dry bulk, and lumber—efficiently, safely, and cost-effectively.

Value added services:

- Expert load securement
- Lay down and storage services
- Inventory management
- Quality control sampling
- Local truck brokerage
- Container stuffing/ de-stuffing
- Cross docking
- Administrative interface with truck and rail carriers
- Transactional reporting and communications
- Regulatory compliance and administration
- Railcar procurement and management
- Railcar repair and cleaning



Short Lines

The Central Manitoba Railway (CEMR) is a 67-mile short line running from East Selkirk north of Winnipeg to Carman south of Winnipeg and serving 20+ transportation customers. The short line services a variety of industrial customers with the main commodities being grain, fertilizers, paper, fuel, steel products and chemicals. CEMR interchanges daily in Winnipeg with CN in Symington Yard and CPR at North Transcona Yard.

Cando's CEMR headquarters in North Transcona, Winnipeg, has offices, a transload facility, a tracked repair shop for railcar and locomotive repair and a railcar storage yard.

The BCRY and OBRY are community-owned short lines in southern Ontario that partner with Cando as a railway services operator contracted to provide local railway services to online customers in these communities for interchange with CP. As part of the OBRY, Cando operates the Credit Valley Explorer (CVE), a special event and passenger excursion train which operates out of Orangeville.



Railcar Repair

Cando's experienced team of mechanics, technicians, estimators, administrators and managers look after your fleet as if it were their own.

We repair all types of railcar equipment, including box, gondola, hopper and flatcars as well as supply parts and service for EMD locomotives.

Services:

- Medium service general repairs
- Single car, mini major programs
- Railroad damage repairs
- Fabrication projects & retrofit programs
- Wrecks
- Air brake testing & cleaning, wheel replacement
- Mobile railcar repairs

Quality control:

- AAR M-1003 certified for freight car inspection, repair & air brake testing
- Rule 88B Heavy & Freight Car Repairs
- AAR Office Manual (Pricing & Billing Procedures)
- AAR Welding Standards AWS D15.1





Customers

Cando believes in creating long-term partnerships with our customers, focusing on continued improvement and providing innovative solutions. Examples of long-term customers include: CN, CP, Magna International, Toyota Canada, Imperial Oil, Resolute Forest Products, Potash Corporation of Saskatchewan and Cargill.

Communities

Cando cares about the communities we operate in. The Cando Cares Fund allocates charitable donation funds to the communities we operate in based on values determined by Cando's employees which include youth development programs, healthcare and health-related initiatives, educational programs and community development and building. Working with high schools in all of the communities we operate within, we also run the Cando Spirit High School Scholarship Program, which provides scholarships annually to students with the "Cando Spirit." We also sponsor various organizations and events in our communities, focusing on four pillars of social responsibility: Safety/Protection of the Community, Environmental Conservancy, Leadership Development and The Cando Spirit.



More than a job. Think career. Think ownership.

Employee-Owned

Cando is an employee-owned company, offering a stock incentive program to all employees. Our Employee Ownership Program is more than just an ownership structure; it's a company culture that customers can rely on.

Our committed teams of employee-owners take the responsibilities and opportunities of ownership seriously, ensuring that our company consistently does the best job possible for the customer. The pride, conscientiousness and enthusiasm our employees exhibit translates into service, innovation and quality.



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Optimizing bulk material supply chains at more than 25 locations across North America.

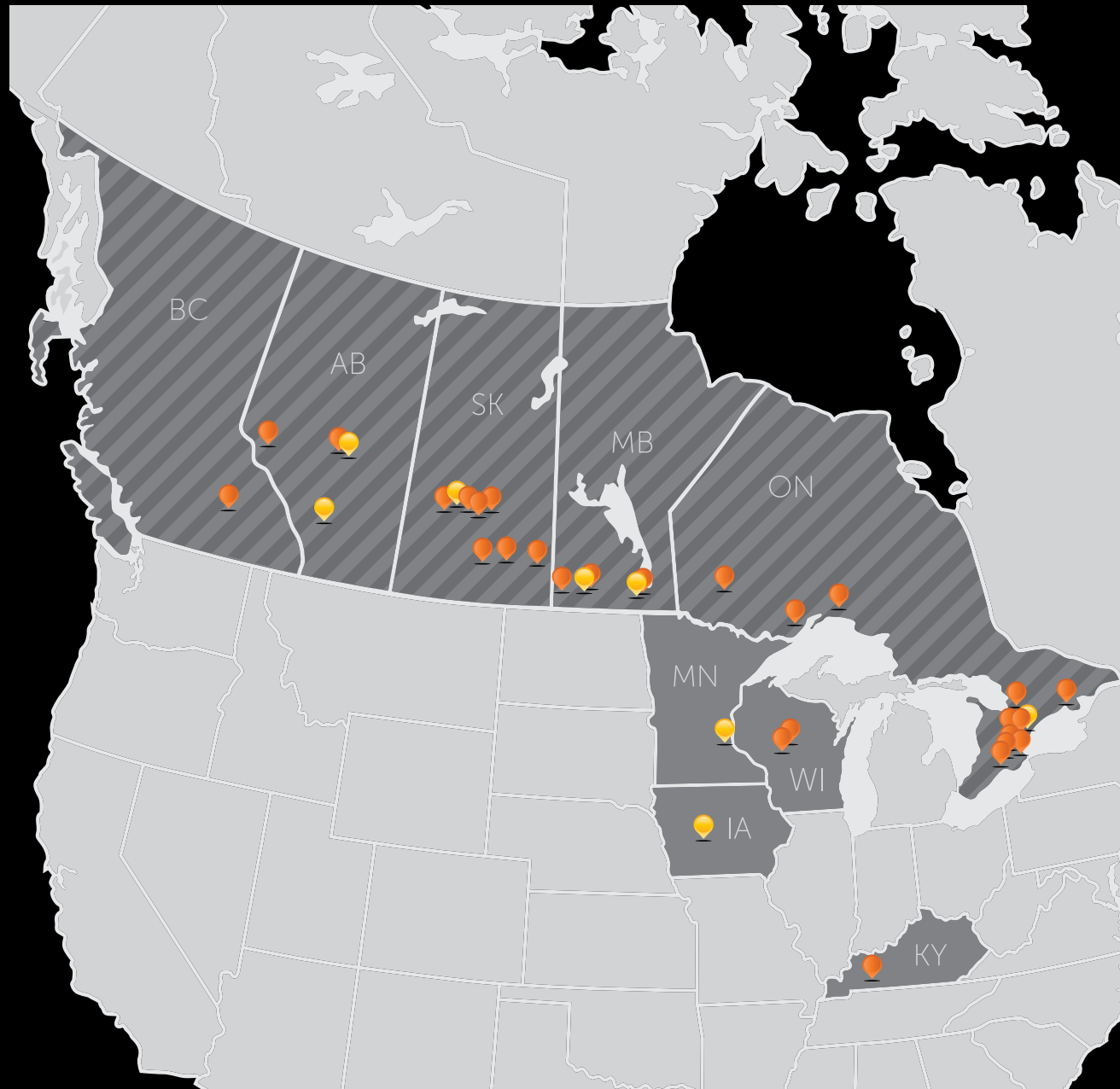
- industrial switching
- material handling
- logistics
- terminal & transload services
- engineering & track services
- railcar storage
- railcar repair
- short line operations

 Cando Offices

 Cando Operations

 Engineering & Track Services Mobile Crews

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