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March 14, 2014

The Right Honorable Stephen Harper
Prime Minister of Canada
80 Wellington Street
Ottawa, ON K1A 0A2

Dear Prime Minister Harper:

Saskatchewan Pulse Growers (SPG) works on behalf of 17,000 pulse crop growers in the province of Saskatchewan, making investments in the areas of research and market development that benefit Saskatchewan growers.

Saskatchewan is a Canadian and a global leader in pulse production, processing, research and exports. Pulse crop production contributed more than \$1.1 billion in farm receipts in the Province in 2012, and total Canadian pulse exports were \$2.75 billion in 2013. Saskatchewan farmers are dependent on exports for their livelihood, with over 75 per cent of Canadian pulse crop production exported. As a result, SPG has been highly supportive of your government's strong trade agenda.

The Canadian agriculture sector is facing unprecedented challenges in getting its high quality products to customers around the world. This huge backlog is as a result of grain that has been sold by farmers and grain companies, but the railways have not moved. In fact, more than 60,000 railcar orders have gone unfilled and it appears that backlog will continue to grow.

Canada's national transportation policy states in Section 5 that the national transportation system is in place 'to meet the needs of its users'. Effective solutions do not lie in balancing railway needs against the needs of shippers. Solutions lie in the recognition that the system must meet the needs of Canadian businesses first.

Just over a year ago, the Coalition of Rail Shippers, a group representing national associations in agriculture, fertilizer, forestry, mining, automotive, steel, recycling and others, agreed on six amendments to the Rail Freight Service Act. These amendments were developed with an unprecedented amount of collaboration of shippers from a diversity of industries. SPG recommends that the Amendments proposed by the Coalition of Rail Shippers be accepted and introduced as amendments to Bill C-52. These amendments have been discussed, debated and ultimately supported by the broadest coalition of shippers in the country.

The value of investments that government and industry have made in trade agreements, research, market development and jobs associated with a growing export economy can only be realized if Canada has a reliable, predictable logistics system. This system must deliver what customers

want, when they want it. The system must also be able to address the need for surge capacity and have an effective recovery plan for when the system is not able to stay 'on time'. The requirement for more rail movement in the future will continue as the agriculture industry responds increasing market demand and continues to produce more to remain competitive worldwide. Industry and government invest millions of dollars every year in plant breeding, genetics agronomy and ways to improve productivity. Actions by government need to address and provide solutions to future long term needs of farmers as well as exporters of potash, lumber products, and manufactured goods that all have to move by rail.

Canadian farmers and business owners, in many cases small and medium-sized enterprises, have spent more than 25 years building market share in international markets. These entrepreneurs cannot afford to have the Canadian industry's reputation and their livelihood jeopardized by inadequate performance of the Canadian logistics system. We urge your government to take immediate action to include the six amendments proposed by the Coalition of Rail Shippers in Bill C-52.

Sincerely,

A handwritten signature in black ink, appearing to read "Morgan Nunweiler". The signature is fluid and cursive, with a prominent loop at the end.

Morgan Nunweiler
Chair, Board of Directors

cc: The Honorable Gerry Ritz, Minister of Agriculture and Agri-Food
The Honorable Lisa Raitt, Minister of Transport
The Honorable James Moore, Minister of Industry
The Honorable Ed Fast, Minister of International Trade