

Performance Dashboard

Hopper Car Demand

	Week 20			This Year		Last Year		This Year versus Last Year	
	This Year	Last Year	This Year vs. Last Year	YTD	Weekly Average	YTD	Weekly Average	YTD	Weekly Average
CN	4,495	4,458	37	92,468	4,623	90,763	4,538	1,705	85
CP	3,525	4,228	(703)	86,641	4,332	90,529	4,526	(3,888)	(194)
	8,020	8,686	(666)	179,109	8,955	181,292	9,065	(2,183)	(109)

Empty Hopper Cars Supplied – Week 20 (All Want Weeks)

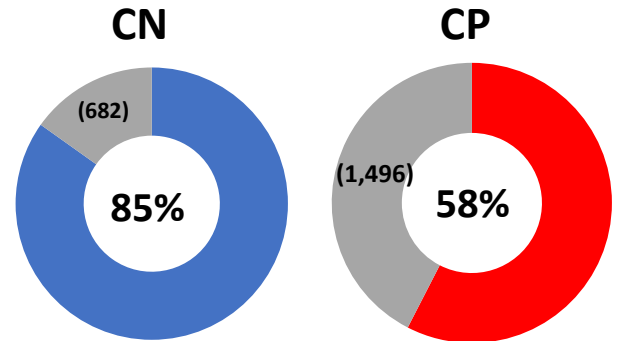
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,775	3,841	928	679	217	23	4,920	4,543
CP	1,973	3,124	1,628	800	5	518	3,606	4,442
	5,748	6,965	2,556	1,479	222	541	8,526	8,985

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	4%	3%	4%
25	5%	2%	4%	3%	2%	2%
50	10%	11%	11%	13%	12%	13%
100	83%	84%	83%	80%	83%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,495	3,525	8,020
Current Week Order Fulfillment			
Supplied in Current Week	3,775	1,973	5,748
Supplied Early	38	56	94
Total Cars Supplied for Want Week	3,813	2,029	5,842
Current Week Unfulfilled Demand	(682)	(1,496)	(2,178)
% Current Week Orders Supplied	85%	58%	73%

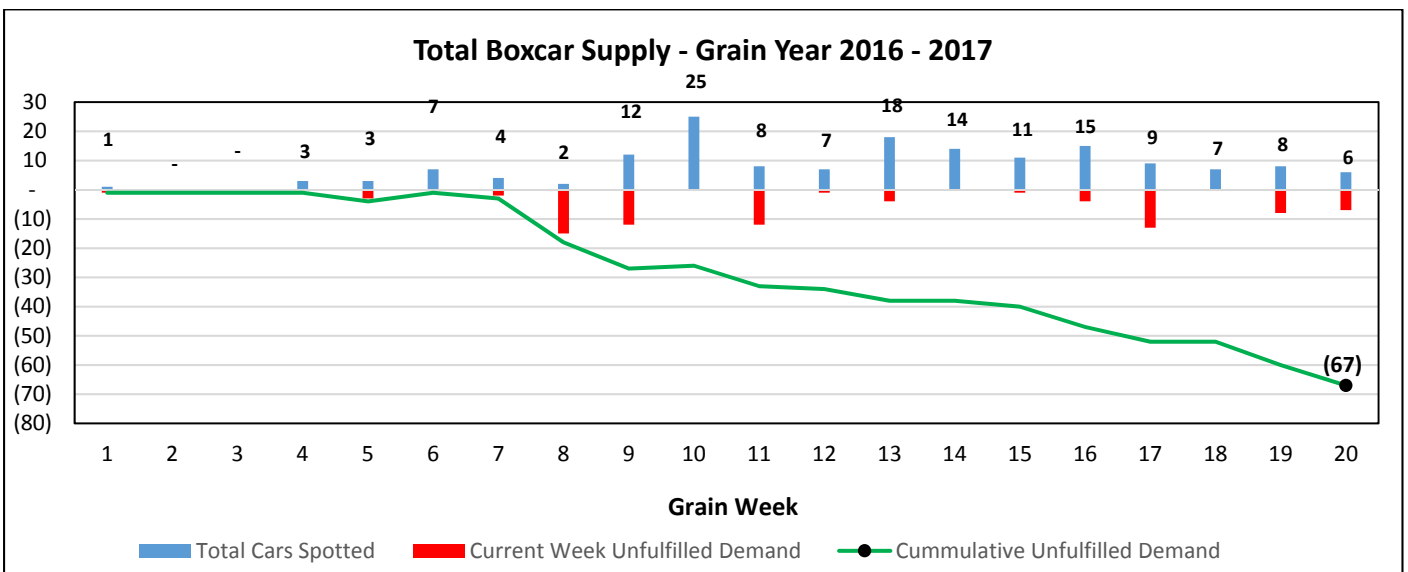
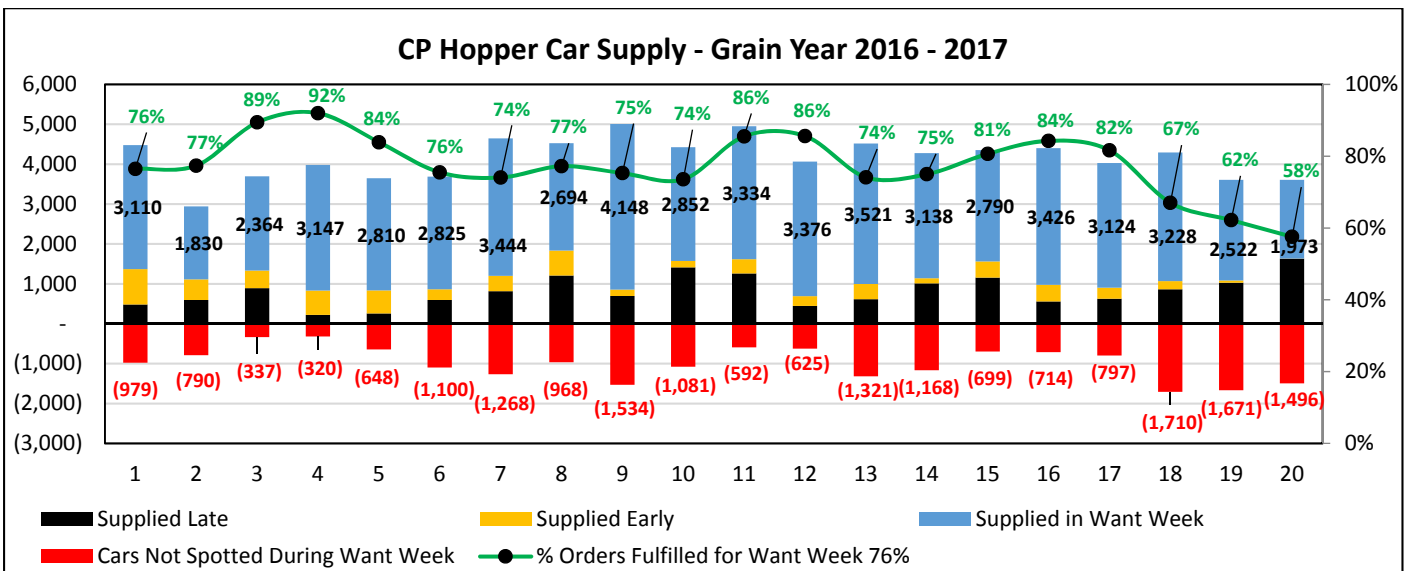
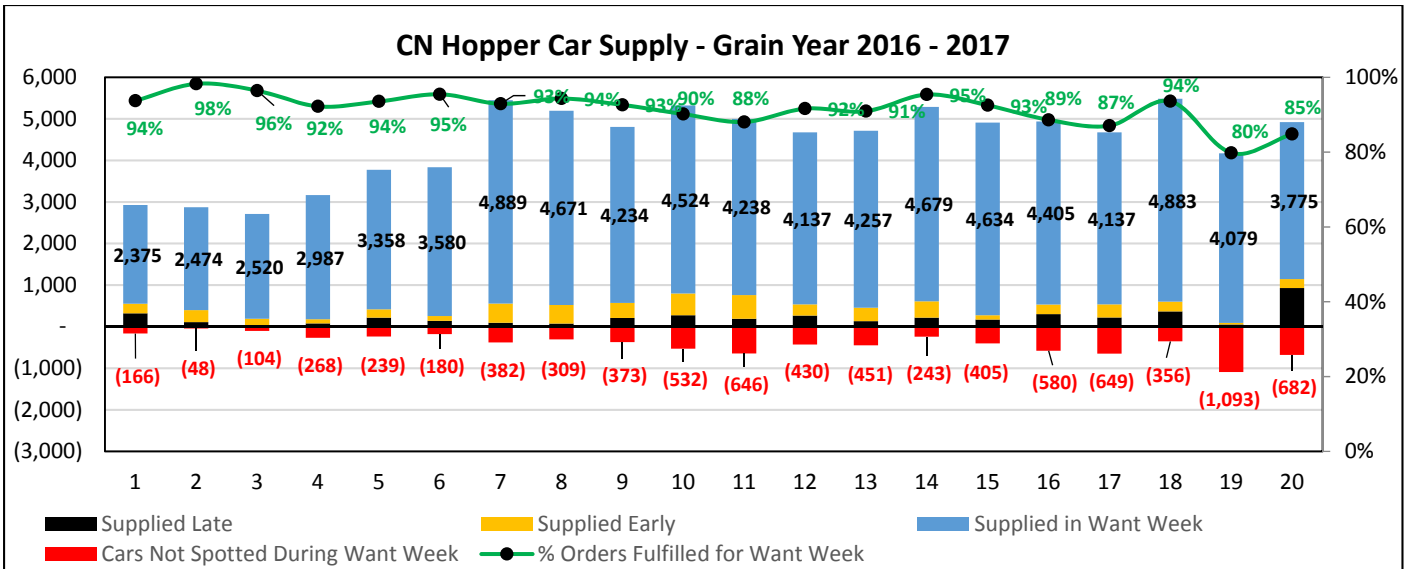


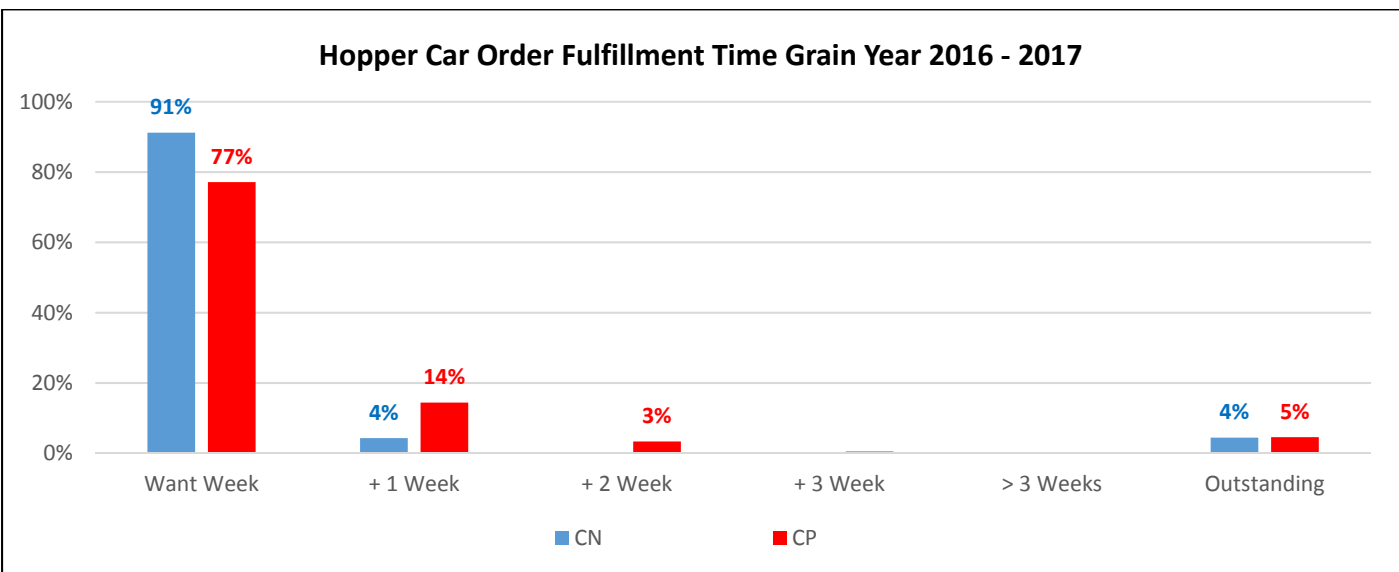
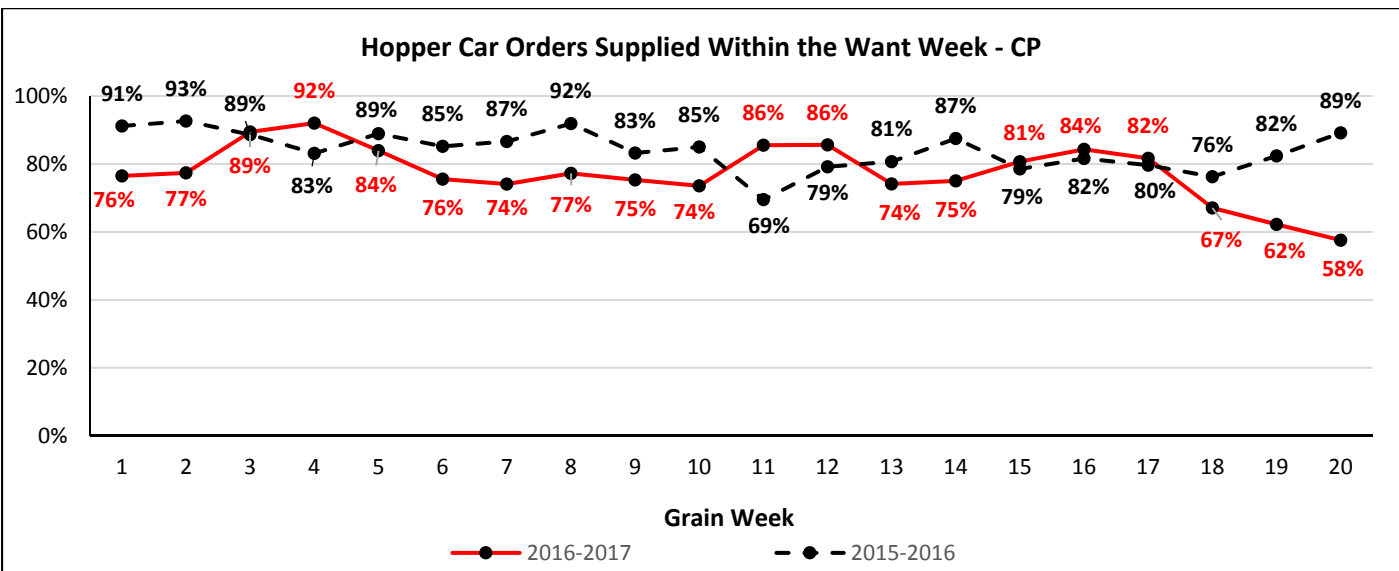
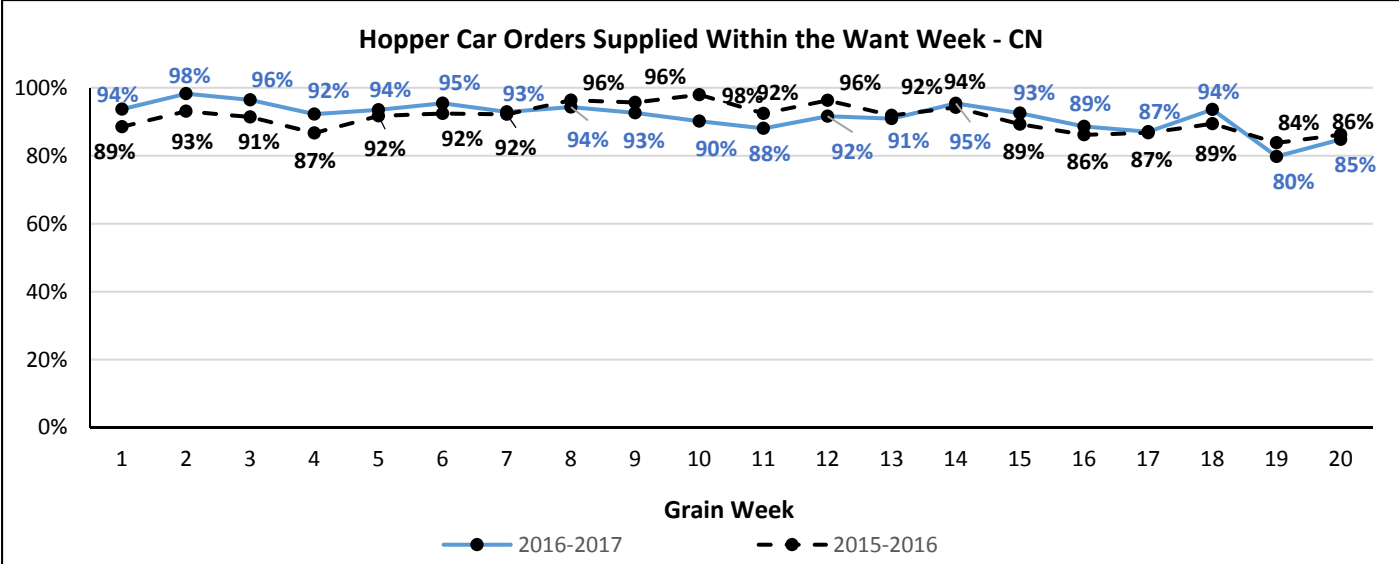
Loaded Dwell Time (Hours) at Origin (All Traffic)

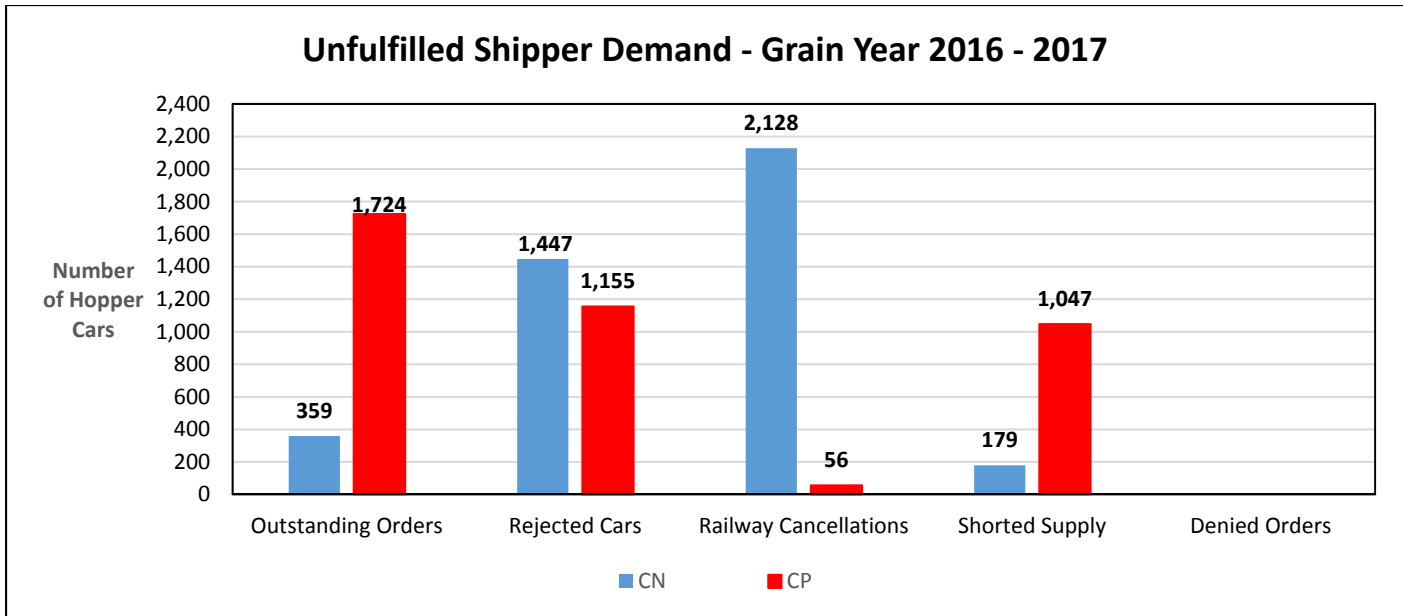
	Week 20		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	28	15	19	20
CP	53	54	53	55

Dwell Time (Hours) at Destination (All Traffic)

		Week 20		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	13	27	22	26
	CP	12	10	11	11
Thunder Bay	CN	54	93	56	65
	CP	29	43	35	39







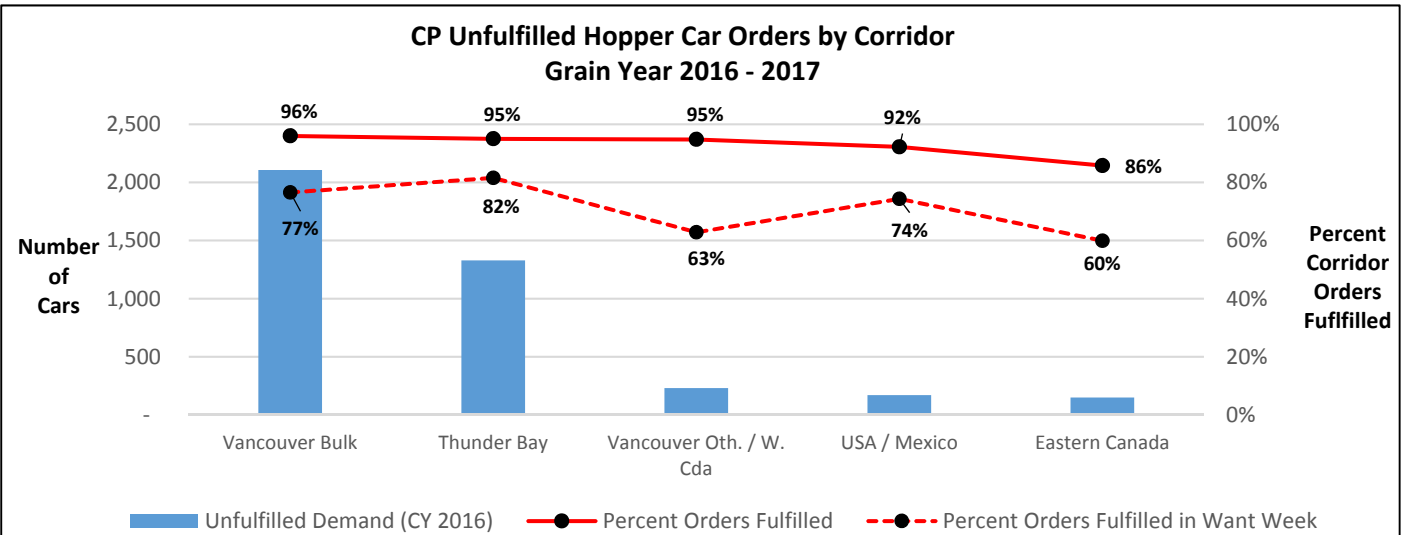
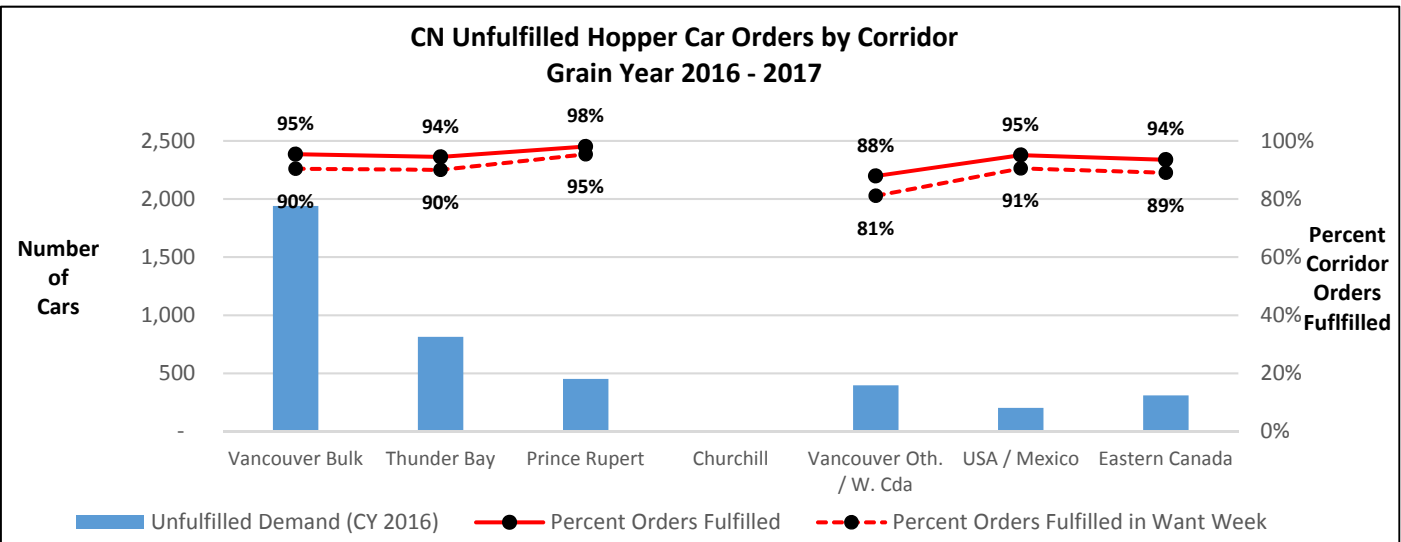
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders – To Week 20

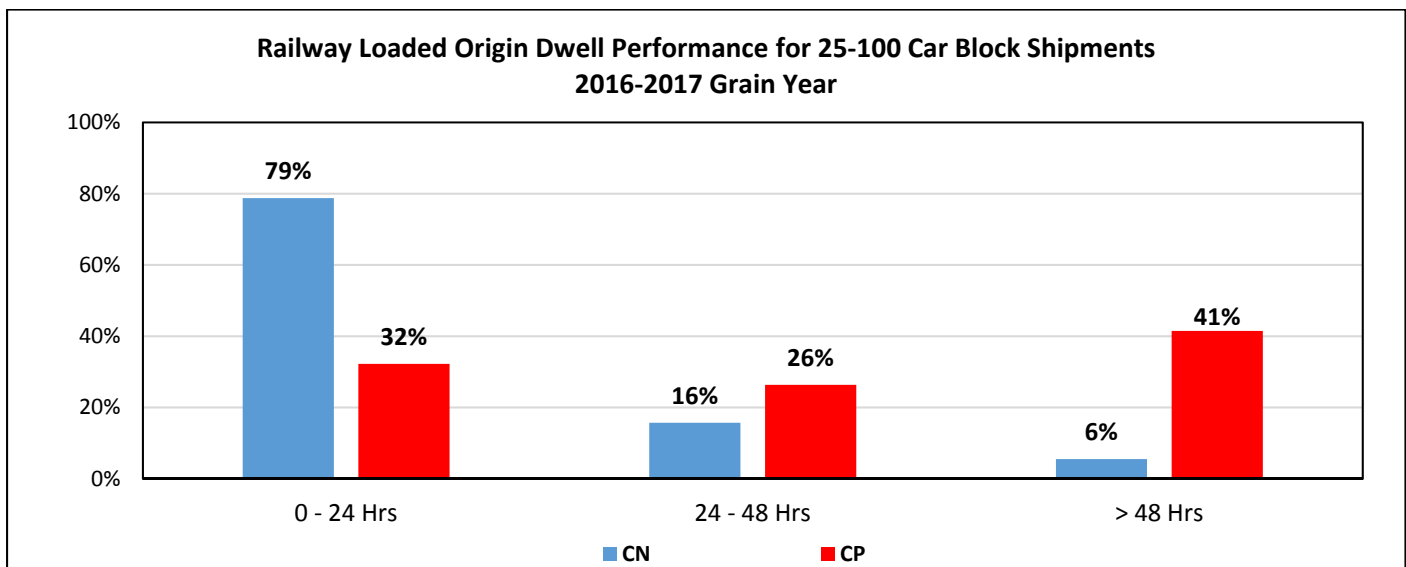
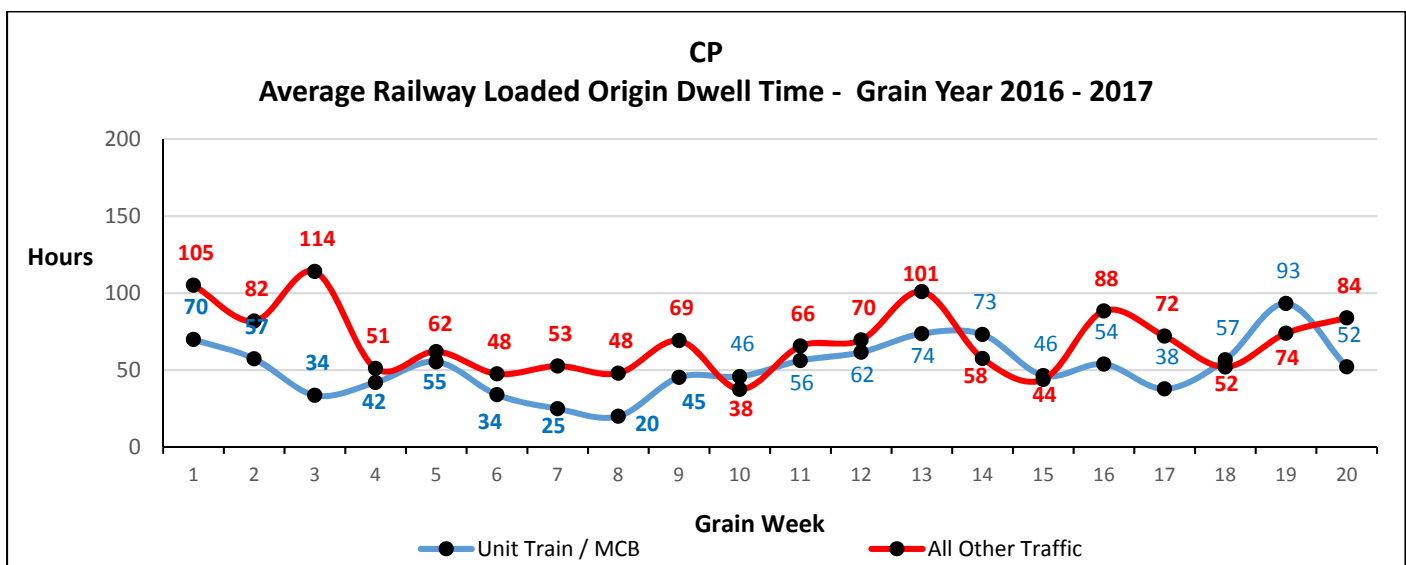
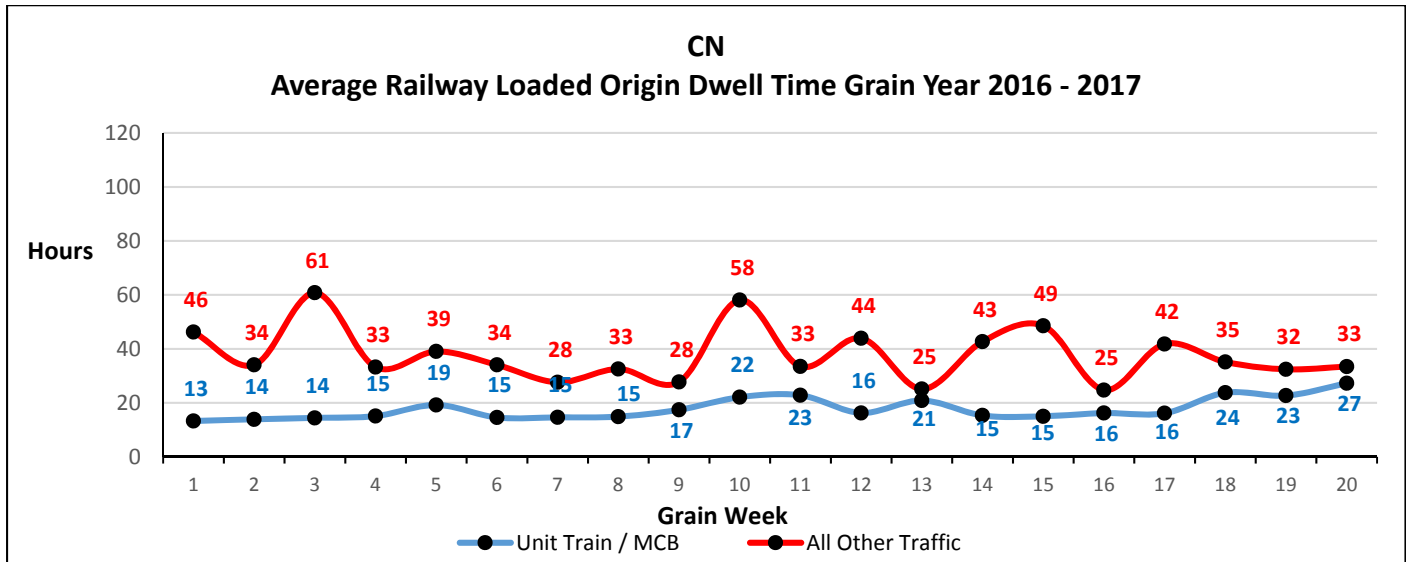
Railway	Corridor	Ordered	Supplied	Unfulfilled	
				Demand	% Supplied
CN	Vancouver Bulk	42,285	40,346	(1,939)	95%
	Thunder Bay	14,703	13,890	(813)	94%
	Prince Rupert	23,297	22,845	(452)	98%
	Churchill	-	-	-	-
	Vancouver Other / W. Canada	3,284	2,887	(397)	88%
	USA / Mexico	4,122	3,920	(202)	95%
	Eastern Canada	4,777	4,467	(310)	94%
CN Total		92,468	88,355	(4,113)	96%
CP	Vancouver Bulk	52,470	50,364	(2,106)	96%
	Thunder Bay	26,531	25,203	(1,328)	95%
	Vancouver Other / W. Canada	4,421	4,191	(230)	95%
	USA / Mexico	2,171	2,002	(169)	92%
	Eastern Canada	1,048	899	(149)	86%
CP Total		86,641	82,659	(3,982)	95%

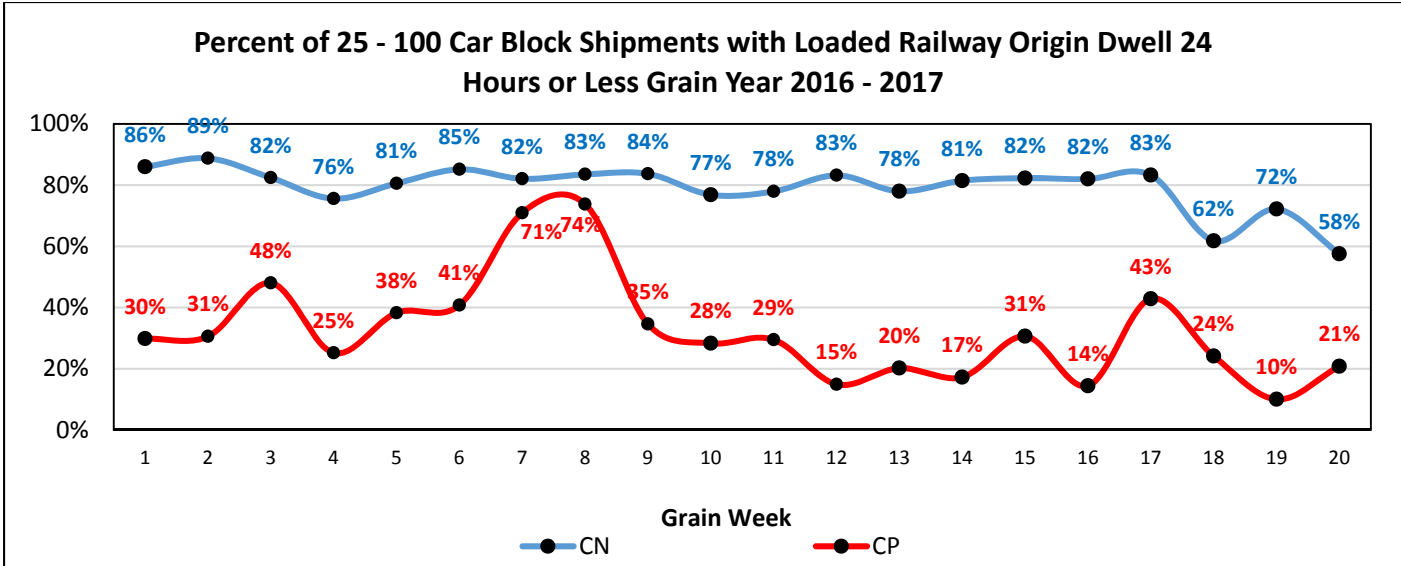
Hopper Cars Supplied in the Want Week by Corridor – To Week 20

Railway	Corridor	Week 20			Year to Date		
		Ordered	Supplied	% Supplied	Ordered	Supplied	% Supplied
CN	Vancouver Bulk	2,303	1,806	78%	42,285	38,228	90%
	Thunder Bay	641	619	97%	14,703	13,234	90%
	Prince Rupert	843	827	98%	23,297	22,222	95%
	Churchill	-	-	-	-	-	-
	Vancouver Other / W. Canada	135	126	93%	3,284	2,663	81%
	USA / Mexico	187	179	96%	4,122	3,731	91%
	Eastern Canada	386	256	66%	4,777	4,254	89%
CN Total		4,495	3,813	85%	92,468	84,332	91%
CP	Vancouver Bulk	2,074	1,118	54%	52,470	40,163	77%
	Thunder Bay	1,005	664	66%	26,531	21,639	82%
	Vancouver Other / W. Canada	145	121	83%	4,421	2,779	63%
	USA / Mexico	136	107	79%	2,171	1,614	74%
	Eastern Canada	165	19	12%	1,048	628	60%
CP Total		3,525	2,029	58%	86,641	66,823	77%

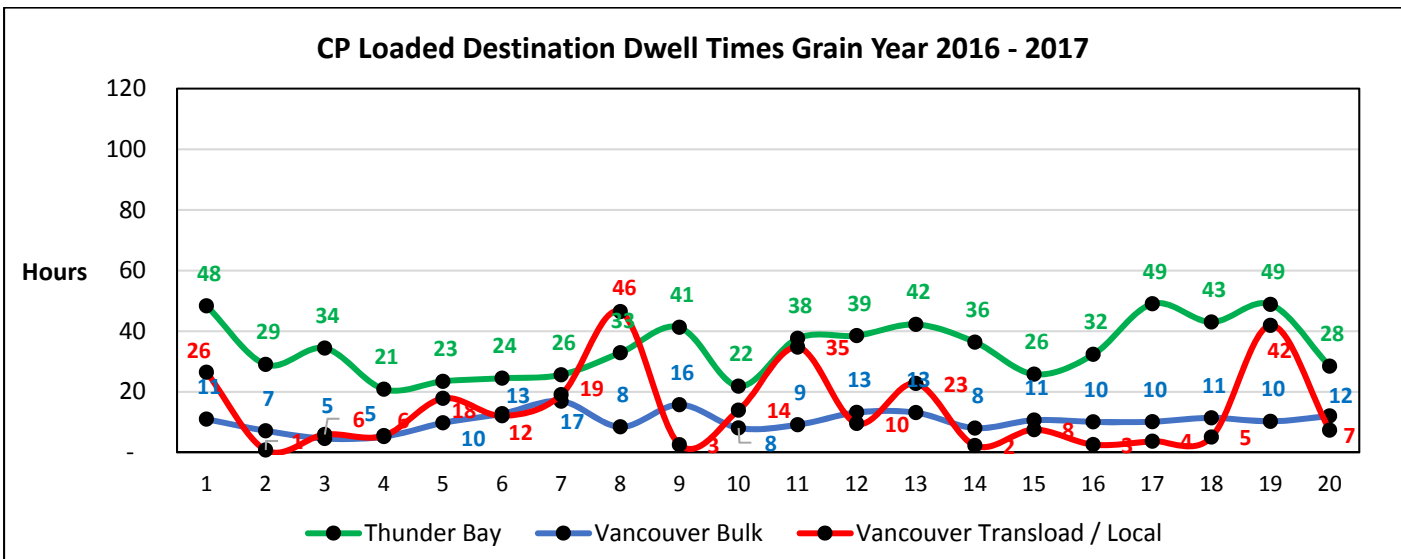
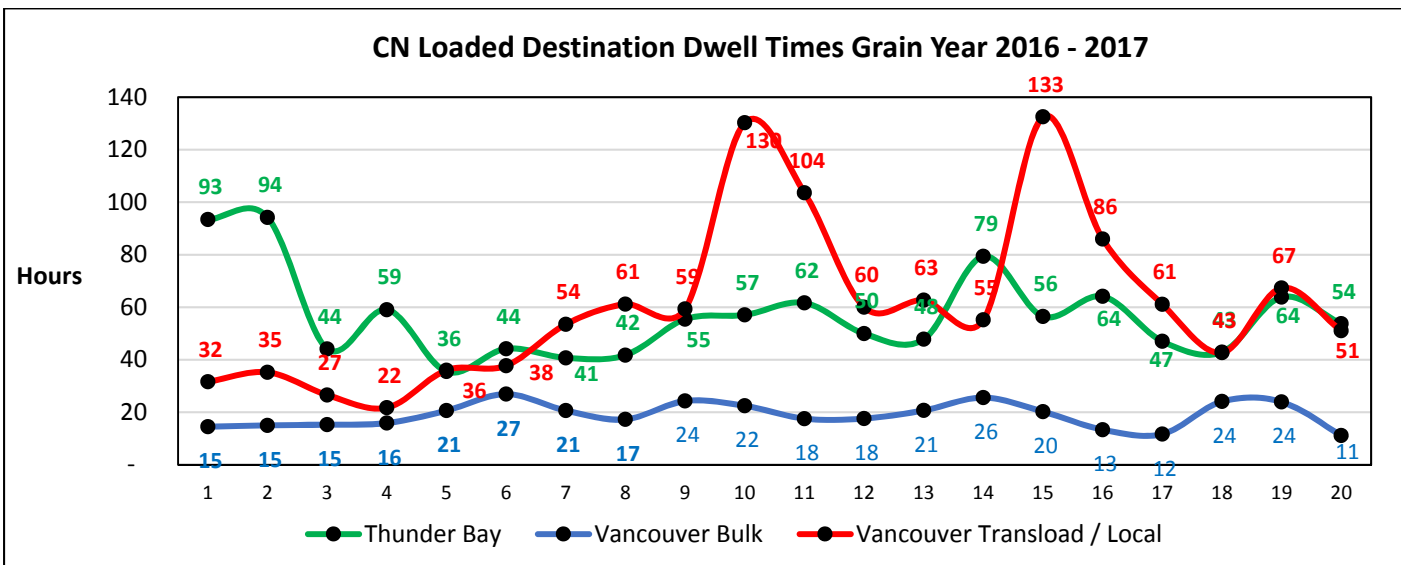


Origin Dwell Performance

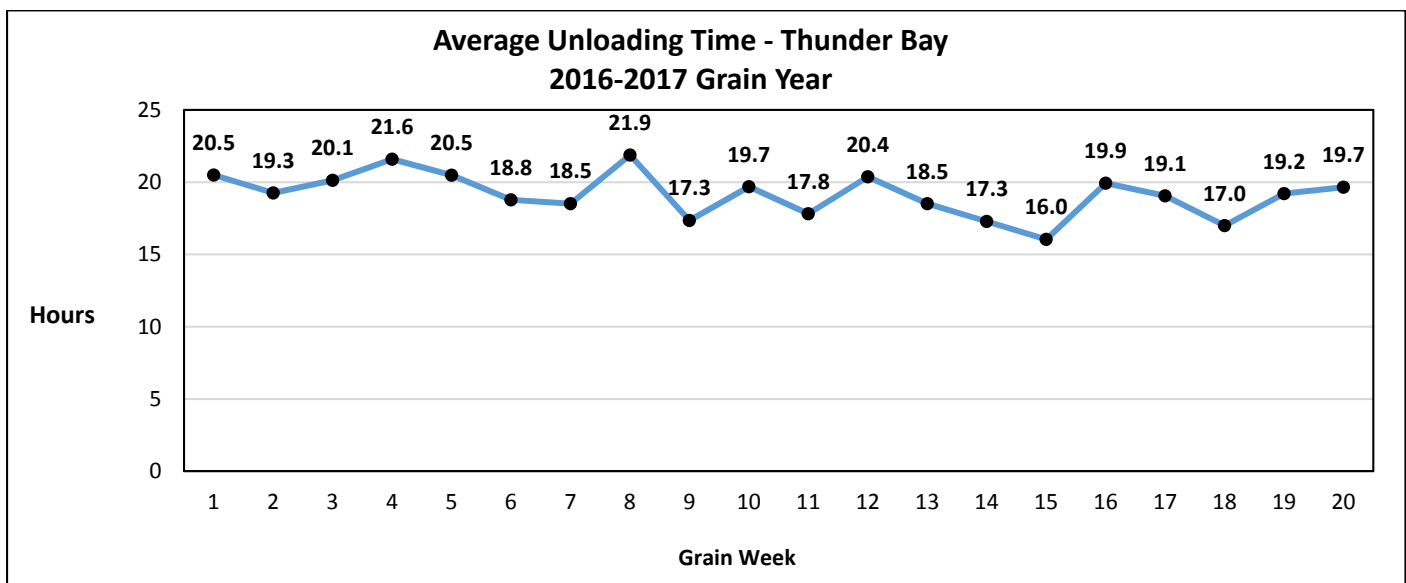
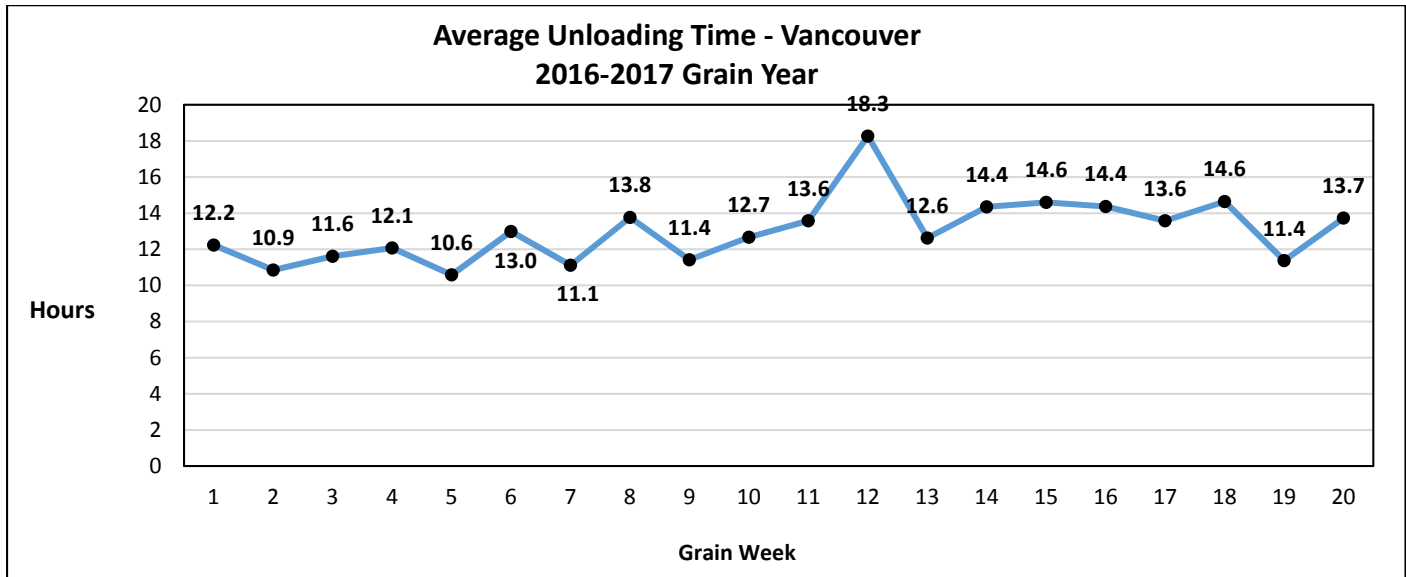




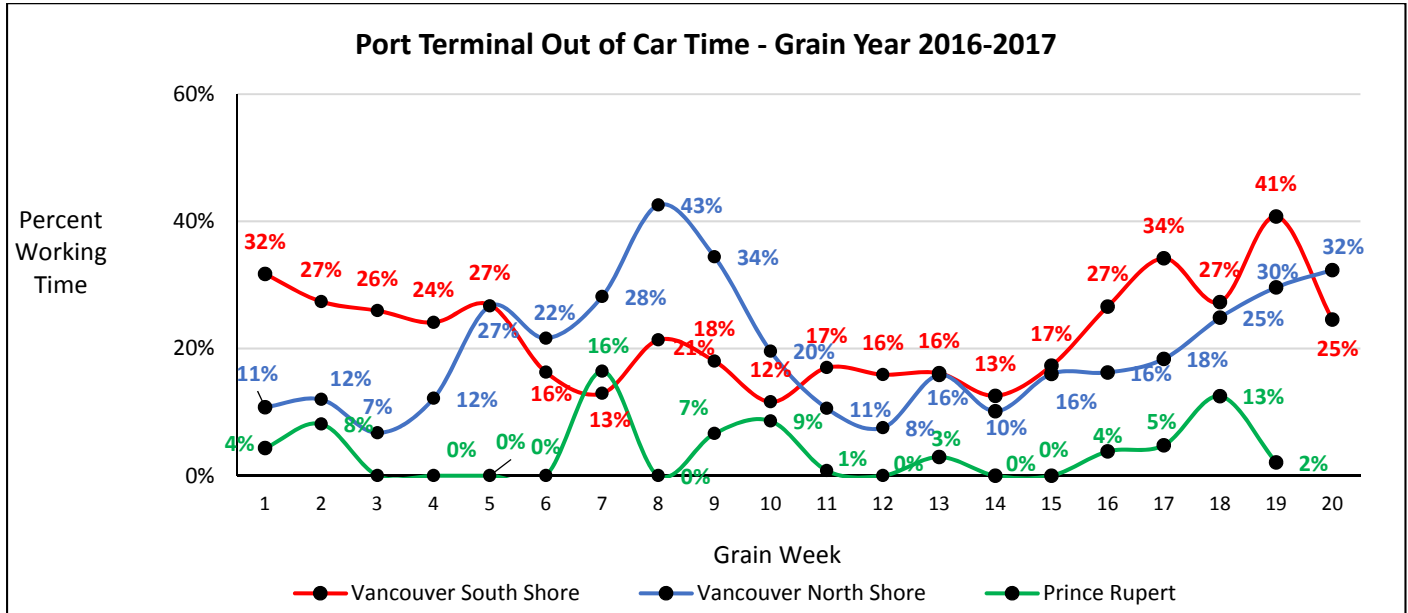
Destination Dwell Performance



Port Terminal - Unloading Time



Port Terminal – Out of Car Time



Glossary of Terms

Hopper Car Demand	The total number of hopper cars ordered for a given want week for each of CN and CP. Demand data is presented for the current week report and for the grain year to date. Comparisons are provided for the current grain versus the prior grain year.
Empty Hopper Cars Supplied	A count of all empty hopper cars supplied for the grain service week being reported on. Supply is categorized based on whether it is for the current want week, for prior week orders or for future week orders (supplied early).
Supplied by Block Size	Percentage distribution of total hopper car supply for the current report week and year to date (YTD) based on the block size ordered by shippers and as reported by shippers.
Hopper Cars Supplied in Want Week	A count of all empty hopper cars supplied for a want week in that want week including cars supplied early which are considered on time.
Want Week	Order week as defined by the railways
Cars Supplied Early	Cars supplied for orders in a given want week supplied in advance of that week – these cars are considered on time for performance measurement purposes.
Cars Supplied Late	Cars supplied during a grain service week that are for a prior week’s orders.
Hopper Car Orders Supplied Within the Want Week	The number of hopper cars supplied by the railways during or in advance of the want week expressed as a percentage of total orders for the week.
Outstanding Orders	Orders that shippers expect to have fulfilled by the railways that remain unfulfilled as of the report date. This excludes bad order cars, shorted cars, denied orders and railway cancellations.
Unfulfilled Demand	The calculation of total unfulfilled demand for hopper cars represents the accumulated difference across all grain weeks in the year between the number of cars ordered by shippers and the number of cars supplied by the railway for those orders. This total unfulfilled demand includes orders not filled as a result of bad order and shorted cars and as such represents the volume of missed and deferred shipper orders.
Origin Dwell	The elapsed time from the release of loaded cars by shippers to the time the railways physically pull the cars from a shipper’s siding for movement to destination.
Destination Dwell	The elapsed time from the time a railcar arrives at the destination railway yard to the time it is placed at the receiver’s facility for unloading.
Port Terminal Unloading Time	The average elapsed time between the placement of a loaded car for unloading to the release of the empty car. This measure is based on railway reported placement and empty release events.
Port Out of Car Time	This measure identifies the percentage of working time that bulk grain port terminals do not have rail cars available for unloading due to railway service failures resulting in lost productivity.