

**Note to Reader:**

**CP Week 1 performance is revised upwards to 85% from the originally reported 81% due to previously unreported shipper data.**

**Week 2 Performance**

CN and CP supplied a combined 84% of hopper cars ordered in grain week 2 - a slight improvement from last week's 83% performance reflecting an improvement in CP's performance and no change in CN's performance. CN performance remained above the 80% performance threshold for the third consecutive week supplying 82% of cars ordered, while CP performance improved week over week supplying 88% of cars ordered as compared to 85% in the prior week. CN and CP combined will enter week 3 with 890 outstanding orders - a net 27% decrease from the 1,224 orders outstanding at the end of last week. The change in the outstanding order count represents an increase in the number of outstanding orders on CN (+52) and a significant decline in the number of outstanding orders on CP (-386).

In week 2, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. The most significant declines in performance were seen in the Thunder Bay and E. Canada corridors which saw only 89% and 80% of cars ordered for week 2 supplied on time. These two corridors represented 21% of total hopper car demand for CN in week 2. CP saw performance hold or improved in 3 of 5 corridors with a notable decline in performance seen in the W. Canada and USA / Mexico corridors, which represented 10% of total hopper car demand for CP in week 2.

With the exception of three orders for week 1, two for CN and one for CP, all other outstanding orders remain current - i.e. unfulfilled week 2 orders.

**CN**

- CN supplied 82% of hopper cars ordered for week 2, representing no change from the 82% order fulfillment performance seen last week. CN failed to supply 612 hopper cars ordered for week 2. CN supplied 2,707 of 3,319 cars ordered for week 2.
- During week 2, CN supplied a total of 3,138 hoppers with 478 being for outstanding orders placed prior to week 2 (see table page 2).
- CN performance was generally consistent across all shippers with all but two shippers receiving 89% or more of cars ordered on time.
- Shipper demand remained above the 3,000 car threshold for the third consecutive week.
- Shipper demand for hopper cars is 10% lower in week 3 and is then expected to increase 19% to approximately 3,500 cars in week 4.
- Heading into week 3, CN has 581 outstanding orders reflecting a 10% increase (+52) from the 529 outstanding orders at the beginning of week 2.

**CP**

- CP fulfilled 88% of hopper car orders in week 2, reflecting an improvement from the 85% seen last week.
- For week 2, CP supplied 2,703 of 3,084 hopper cars ordered failing to supply 381 cars ordered for week 2.
- During week 2, CP supplied a total of 3,292 hopper cars including 514 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 3,000 cars for the second consecutive week in the current grain year.
- Shipper demand for hopper cars will rise 27% for week 3, rising above 4,200 cars and is then expected to see a further increase in week 4, rising above 4,400 cars.
- While CP performance on the whole improved over last week, the performance experienced by individual shippers varied somewhat. In week 2, all but four shippers received more than 90% of cars ordered on time.
- Heading into week 3, CP has 309 outstanding orders representing a 56% improvement (-386) from the 695 outstanding orders entering week 2.



## Performance Dashboard

### Hopper Car Demand

	Week 02			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	3,319	2,637	682	6,332	3,166	5,809	2,904	523	261
CP	3,084	3,763	(679)	6,730	3,365	6,496	3,248	234	117
	<b>6,403</b>	<b>6,400</b>	<b>3</b>	<b>13,062</b>	<b>6,531</b>	<b>12,305</b>	<b>6,152</b>	<b>757</b>	<b>378</b>

### Cars Shipped

Railway	Corridor	Week 02	YTD
CN	N.A. Domestic	259	555
	Prince Rupert	1,200	2,023
	Thunder Bay	438	838
	Vancouver	1,557	3,446
	<b>Total</b>	<b>3,454</b>	<b>6,862</b>
CP	N.A. Domestic	199	586
	Thunder Bay	887	2,068
	Vancouver	1,782	3,802
	<b>Total</b>	<b>2,868</b>	<b>6,456</b>

### Empty Hopper Cars Supplied - Week 02 (All Want Weeks)

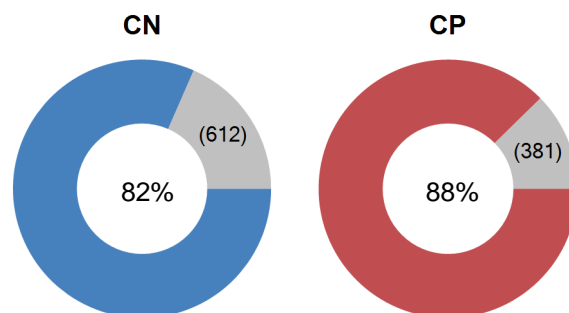
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,600	2,051	478	96	60	159	3,138	2,306
CP	2,655	2,956	514	61	123	147	3,292	3,164
	<b>5,255</b>	<b>5,007</b>	<b>992</b>	<b>157</b>	<b>183</b>	<b>306</b>	<b>6,430</b>	<b>5,470</b>

### Supplied by Block Size

Block Size	Week 02			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	3%	3%	3%	3%	3%
25	5%	1%	3%	6%	3%	5%
50	17%	7%	12%	17%	7%	12%
100	76%	89%	82%	75%	86%	81%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,319	3,084	6,403
Current Week Order Fulfillment			
Supplied in Current Week	2,600	2,655	5,255
Supplied Early	107	48	155
<b>Total Cars Supplied for Want Week</b>	<b>2,707</b>	<b>2,703</b>	<b>5,410</b>
Current Week Unfulfilled Demand	(612)	(381)	(993)
% Current Week Orders Supplied	82%	88%	84%

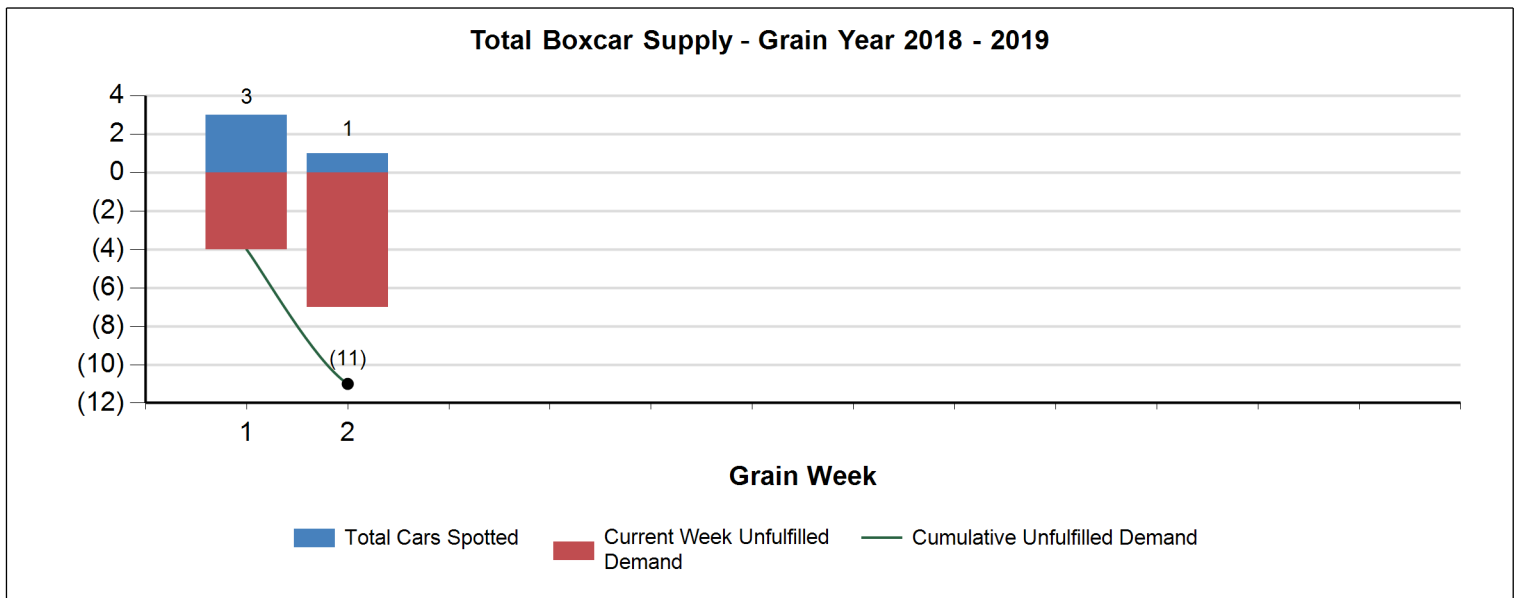
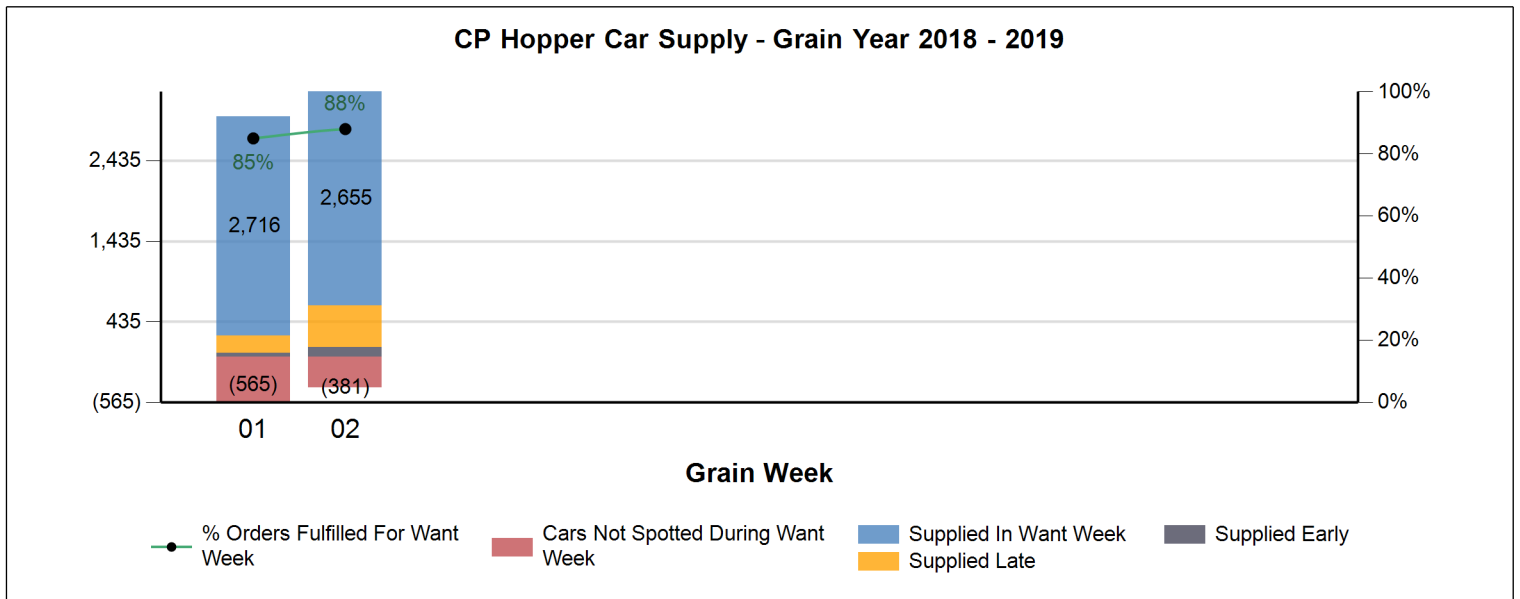
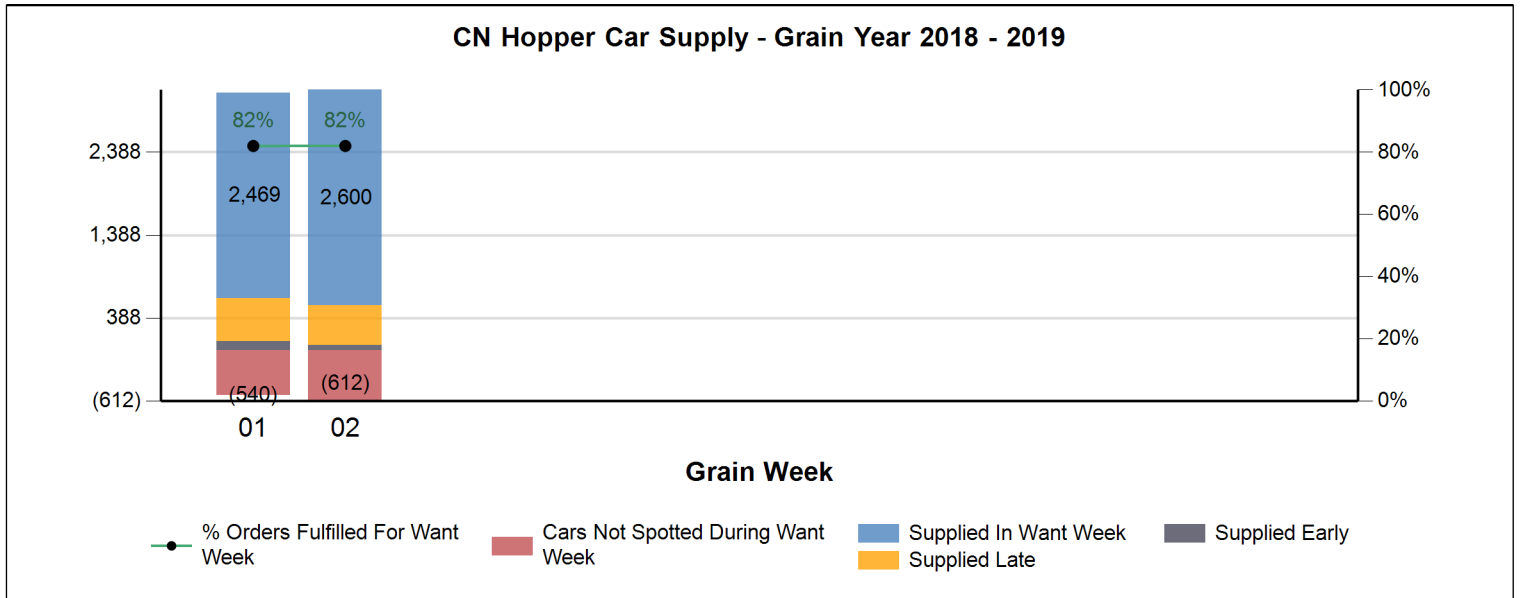


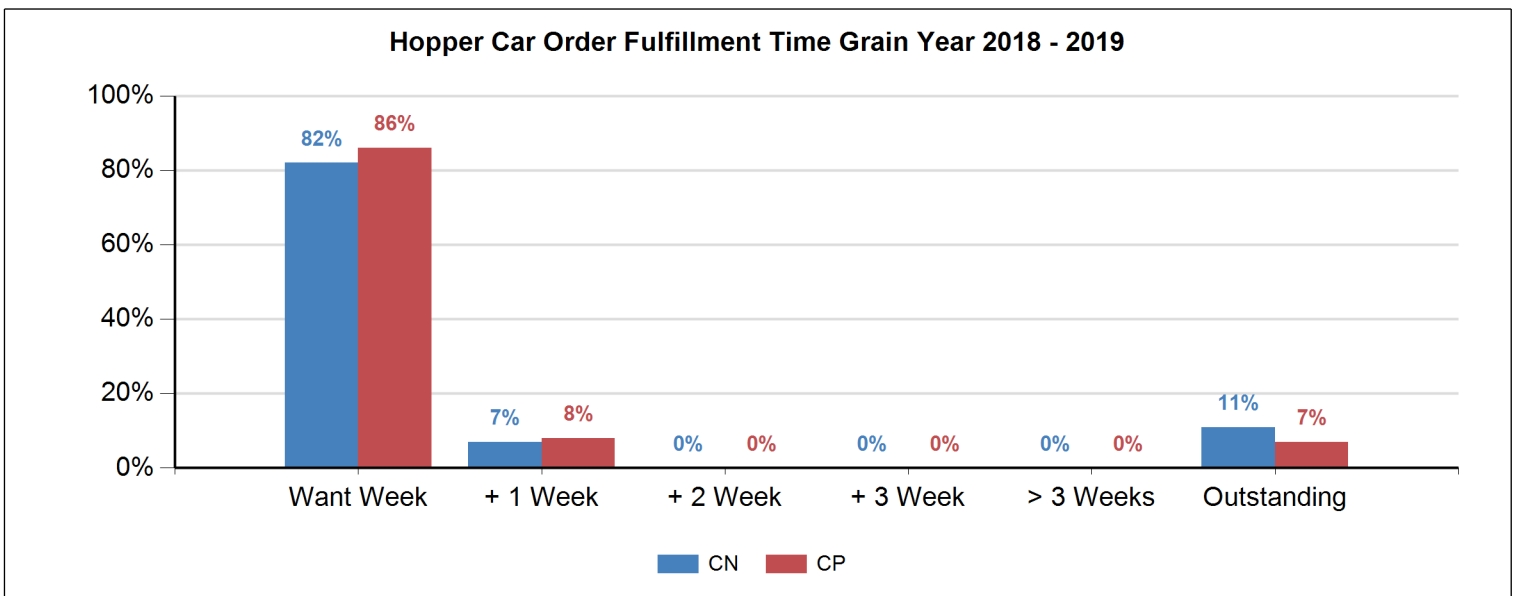
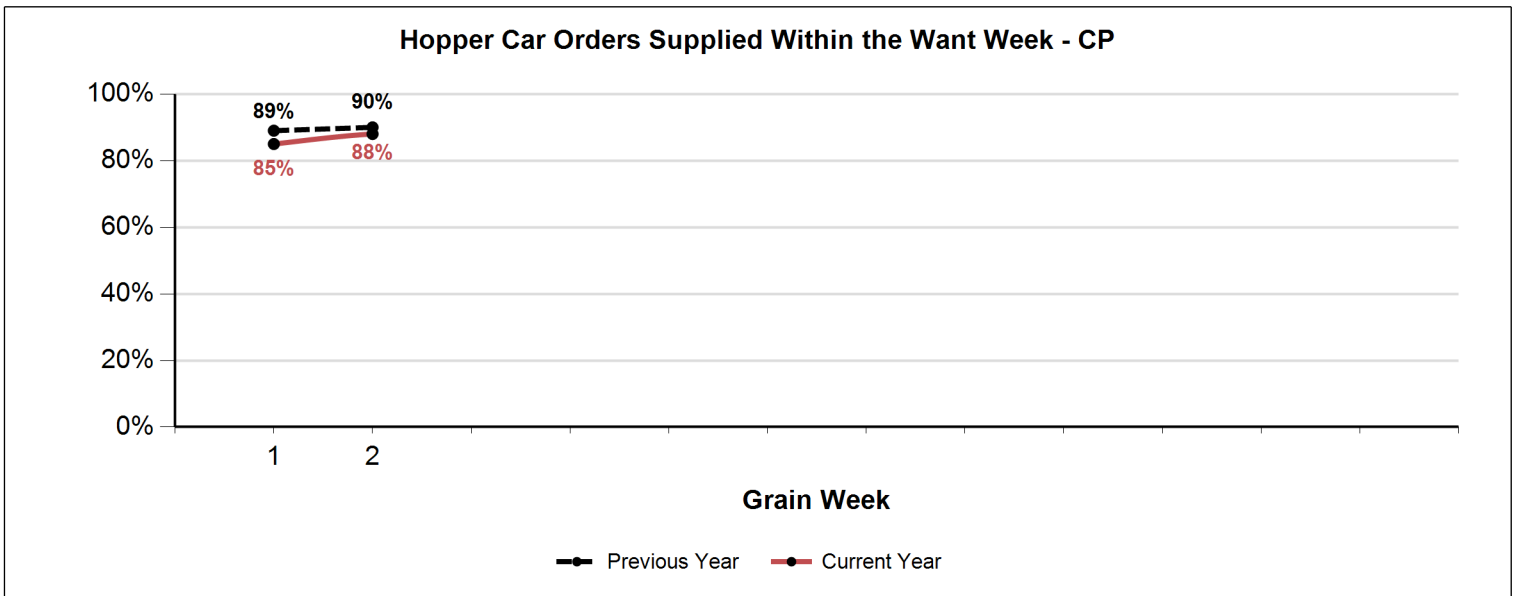
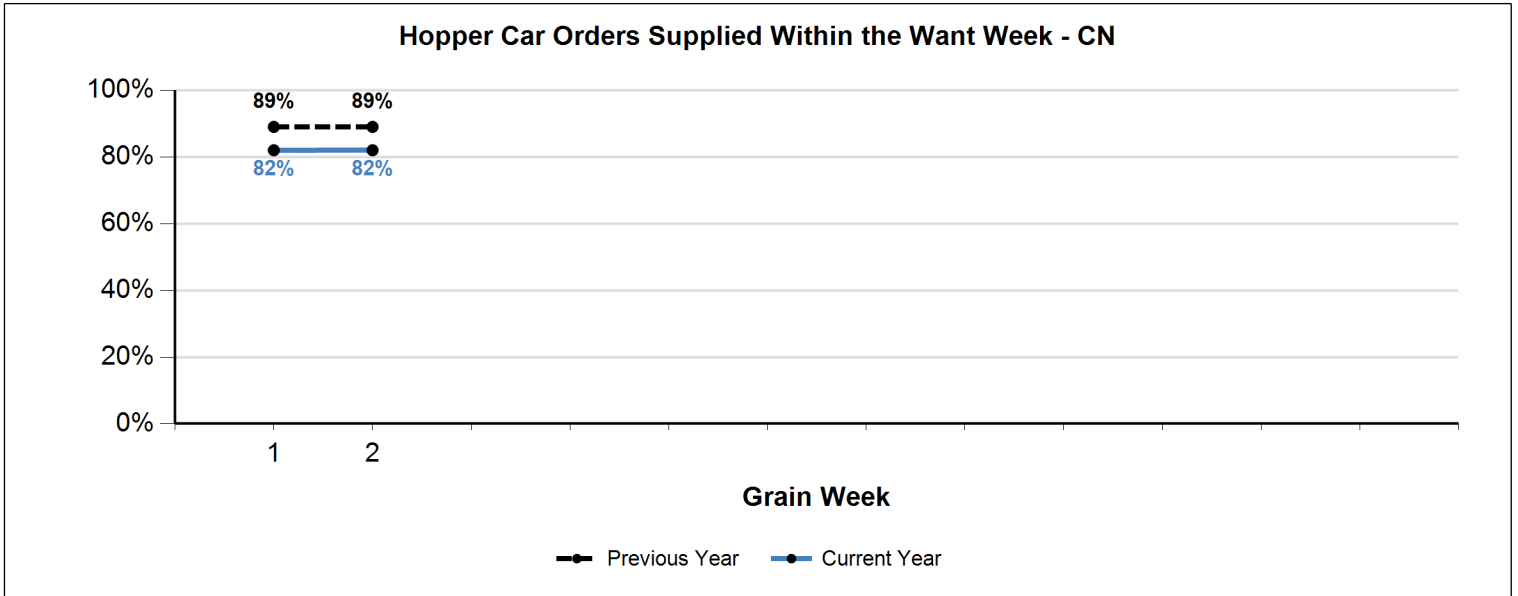
### Loaded Dwell Time (Hours) at Origin (All Traffic)

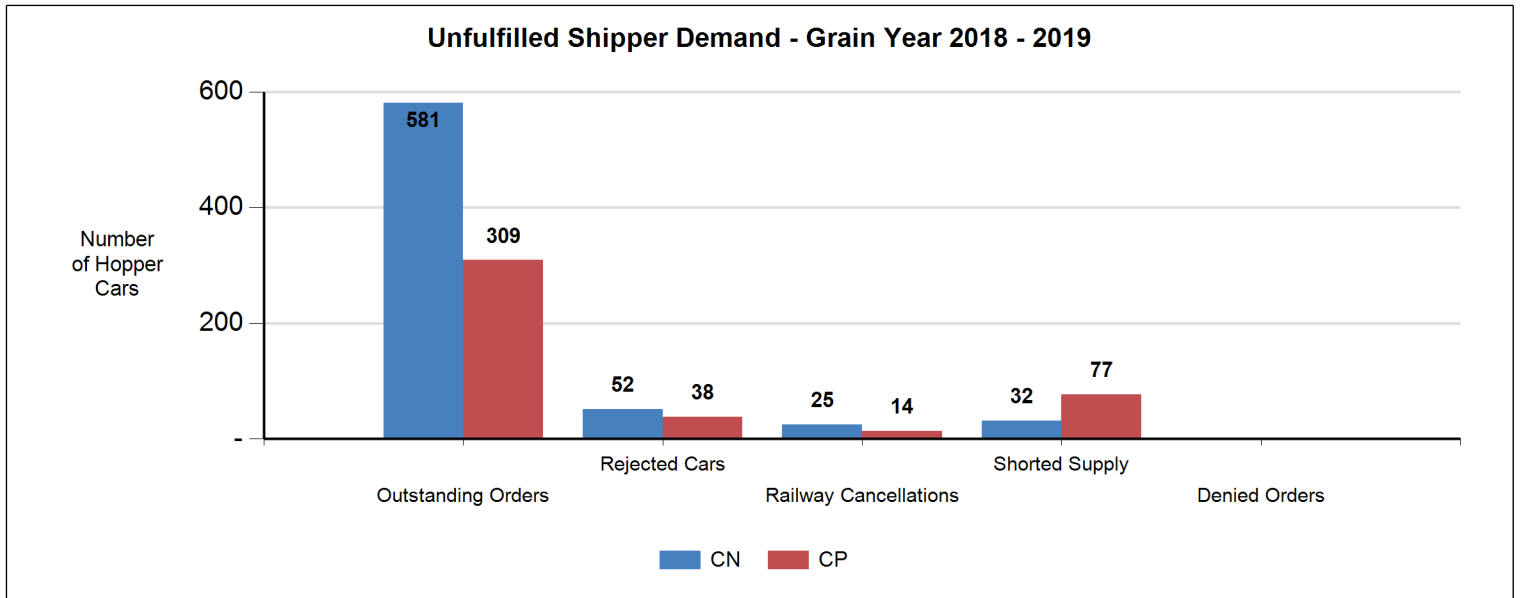
	Week 02		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	41	36	50	43
CP	33	67	40	65

### Dwell Time (Hours) at Destination (All Traffic)

		Week 02		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	22	30	20	28
	CP	13	51	12	42
Thunder Bay	CN	56	64	61	58
	CP	73	39	56	41







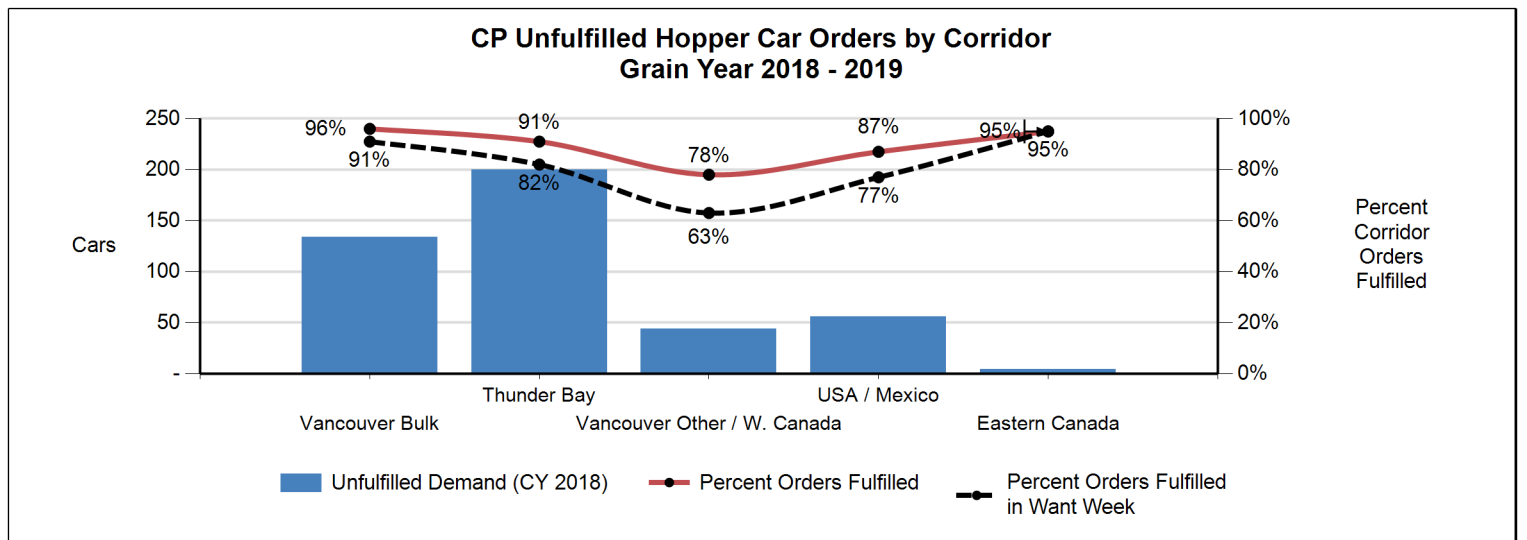
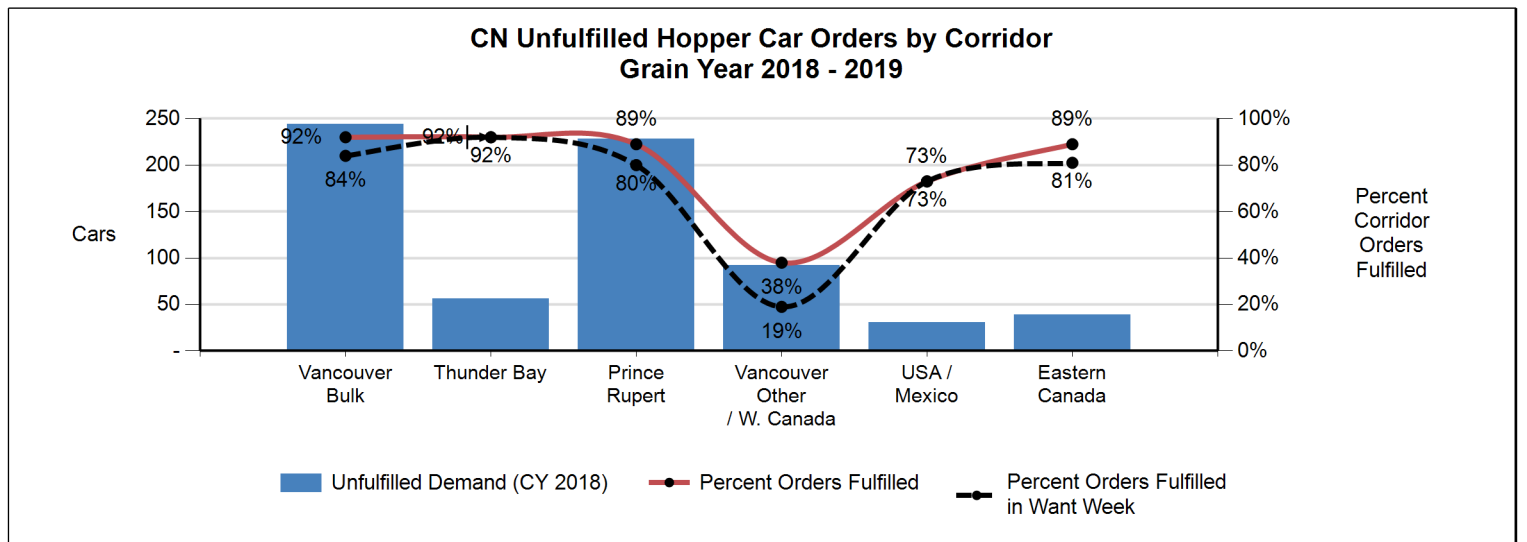
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 02

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	2,873	2,629	(244)	92%
	Thunder Bay	739	683	(56)	92%
	Prince Rupert	2,099	1,871	(228)	89%
	Vancouver Other / W. Canada	149	57	(92)	38%
	USA / Mexico	115	84	(31)	73%
	Eastern Canada	357	318	(39)	89%
<b>Total</b>		<b>6,332</b>	<b>5,642</b>	<b>(690)</b>	<b>89%</b>
CP	Vancouver Bulk	3,665	3,531	(134)	96%
	Thunder Bay	2,350	2,150	(200)	91%
	Vancouver Other / W. Canada	196	152	(44)	78%
	USA / Mexico	444	388	(56)	87%
	Eastern Canada	75	71	(4)	95%
<b>Total</b>		<b>6,730</b>	<b>6,292</b>	<b>(438)</b>	<b>93%</b>

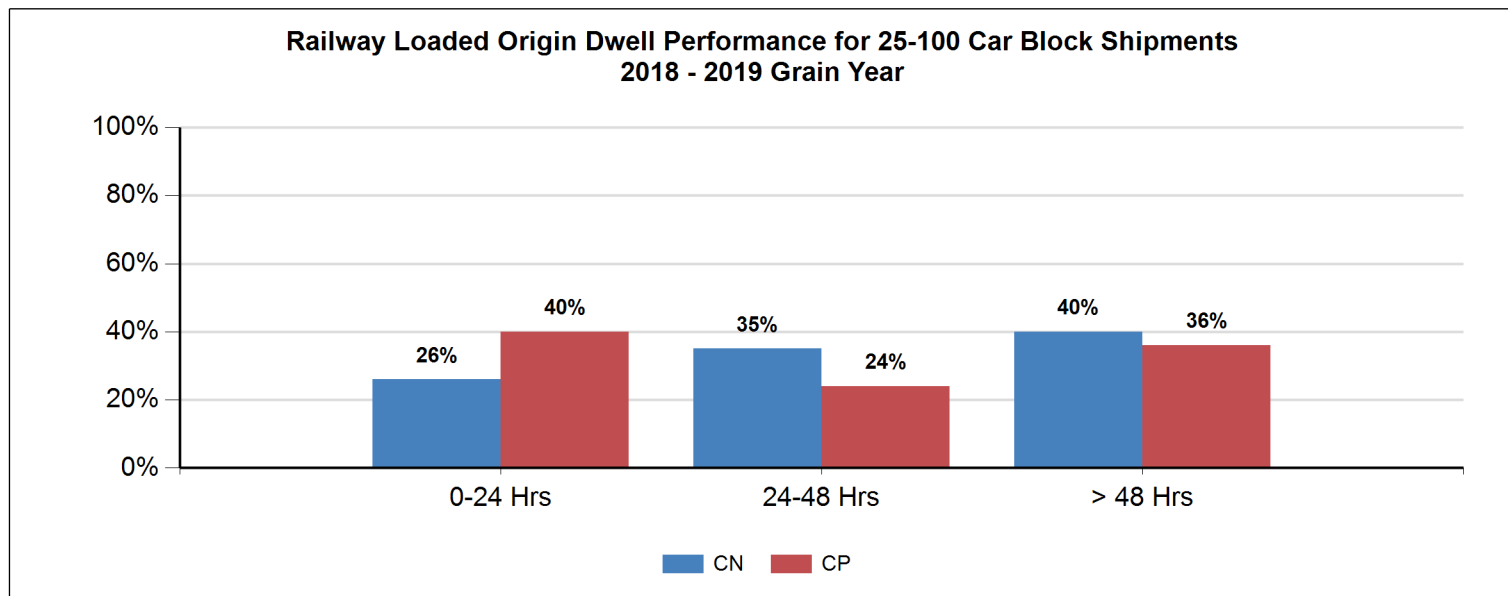
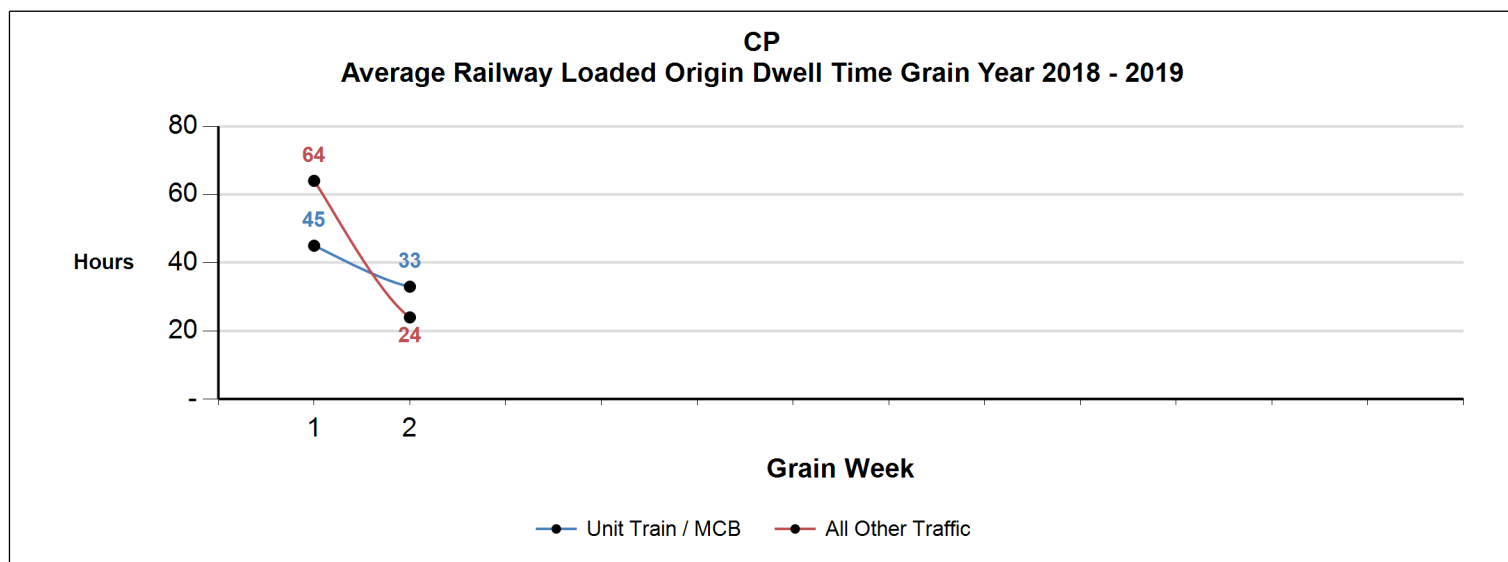
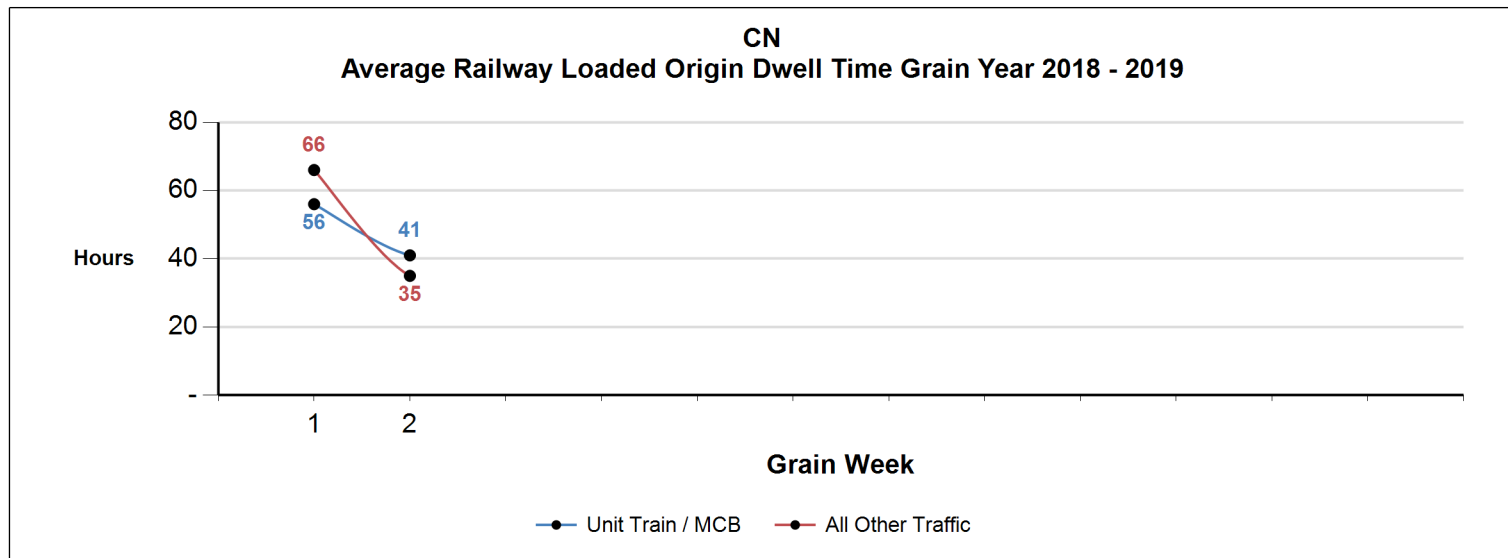
**Hopper Cars Supplied in the Want Week by Corridor - To Week 02**

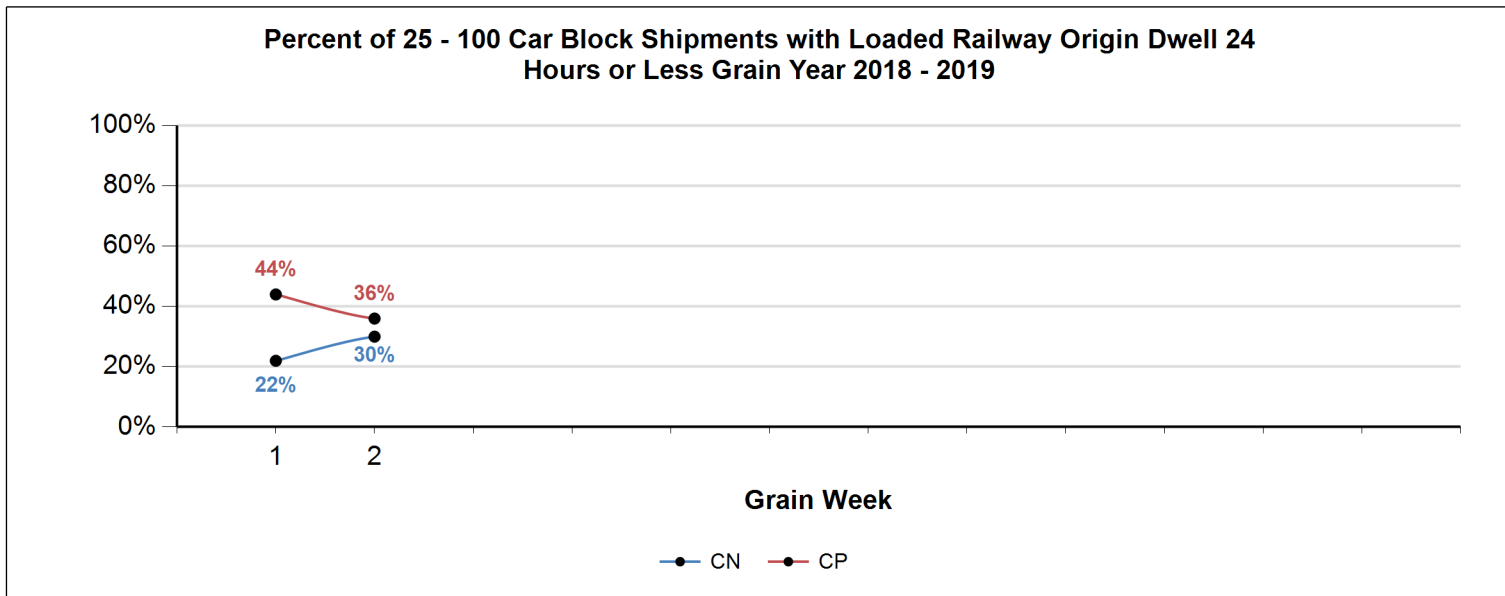
Railway	Corridor	Week 02			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,241	1,034	83%	2,873	2,422	84%
	Thunder Bay	487	432	89%	739	683	92%
	Prince Rupert	1,267	1,048	83%	2,099	1,672	80%
	Vancouver Other / W. Canada	112	22	20%	149	29	19%
	USA / Mexico	9	9	100%	115	84	73%
	Eastern Canada	203	162	80%	357	290	81%
<b>CN Total</b>		<b>3,319</b>	<b>2,707</b>	<b>82%</b>	<b>6,332</b>	<b>5,180</b>	<b>82%</b>
CP	Vancouver Bulk	1,649	1,551	94%	3,665	3,319	91%
	Thunder Bay	1,064	880	83%	2,350	1,930	82%
	Vancouver Other / W. Canada	88	42	48%	196	124	63%
	USA / Mexico	217	164	76%	444	340	77%
	Eastern Canada	66	66	100%	75	71	95%
<b>CP Total</b>		<b>3,084</b>	<b>2,703</b>	<b>88%</b>	<b>6,730</b>	<b>5,784</b>	<b>86%</b>



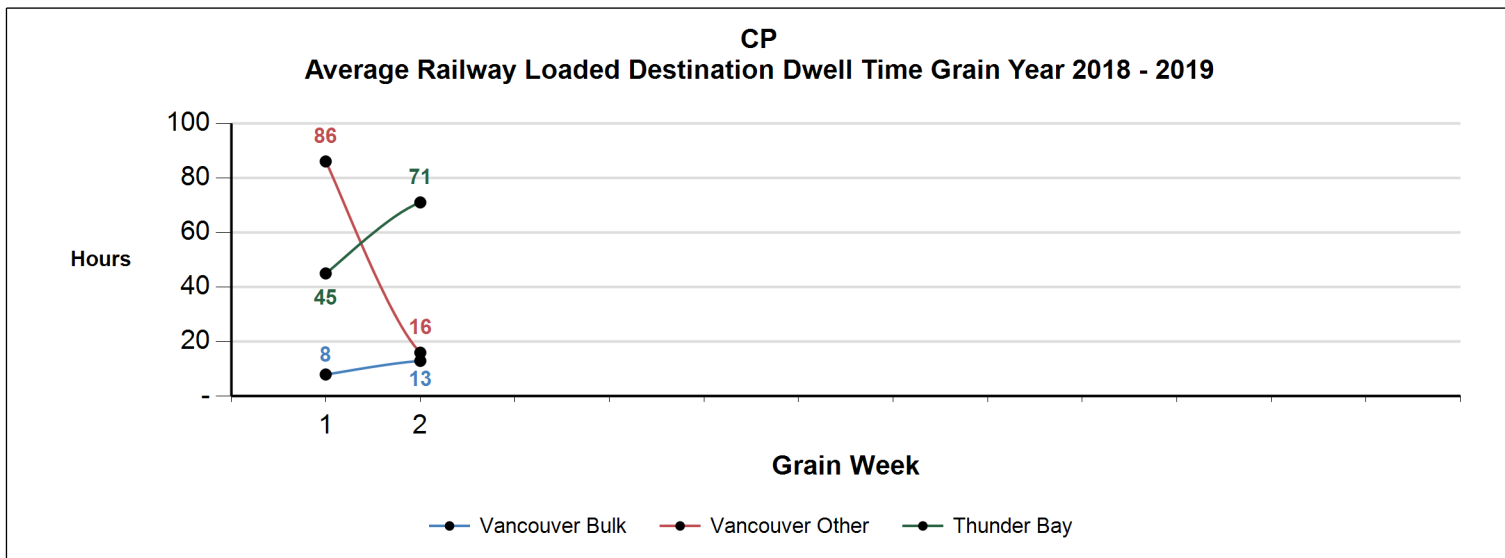
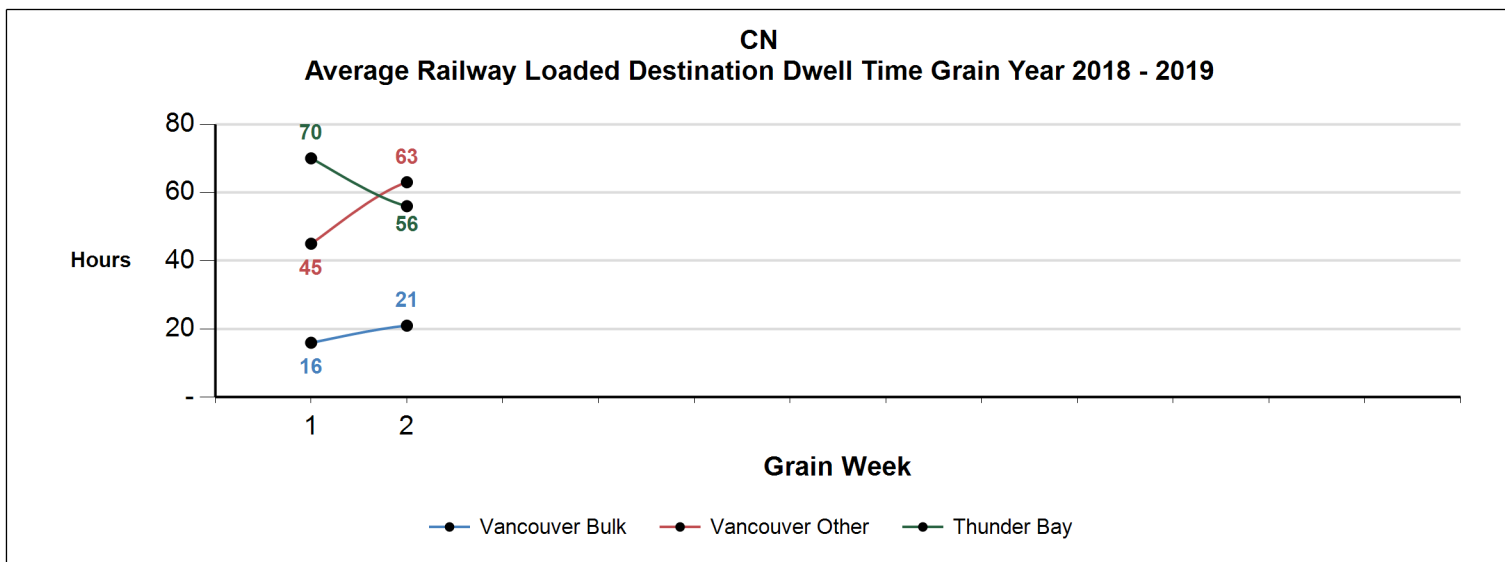


### Origin Dwell Performance





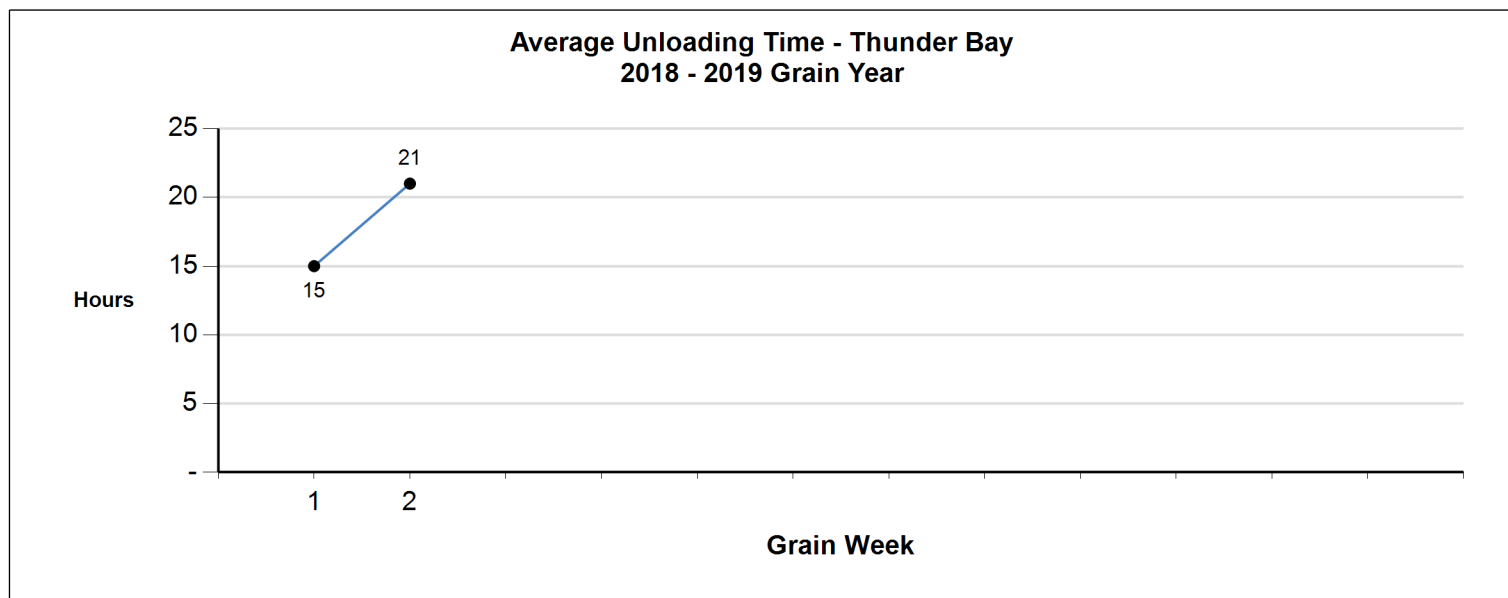
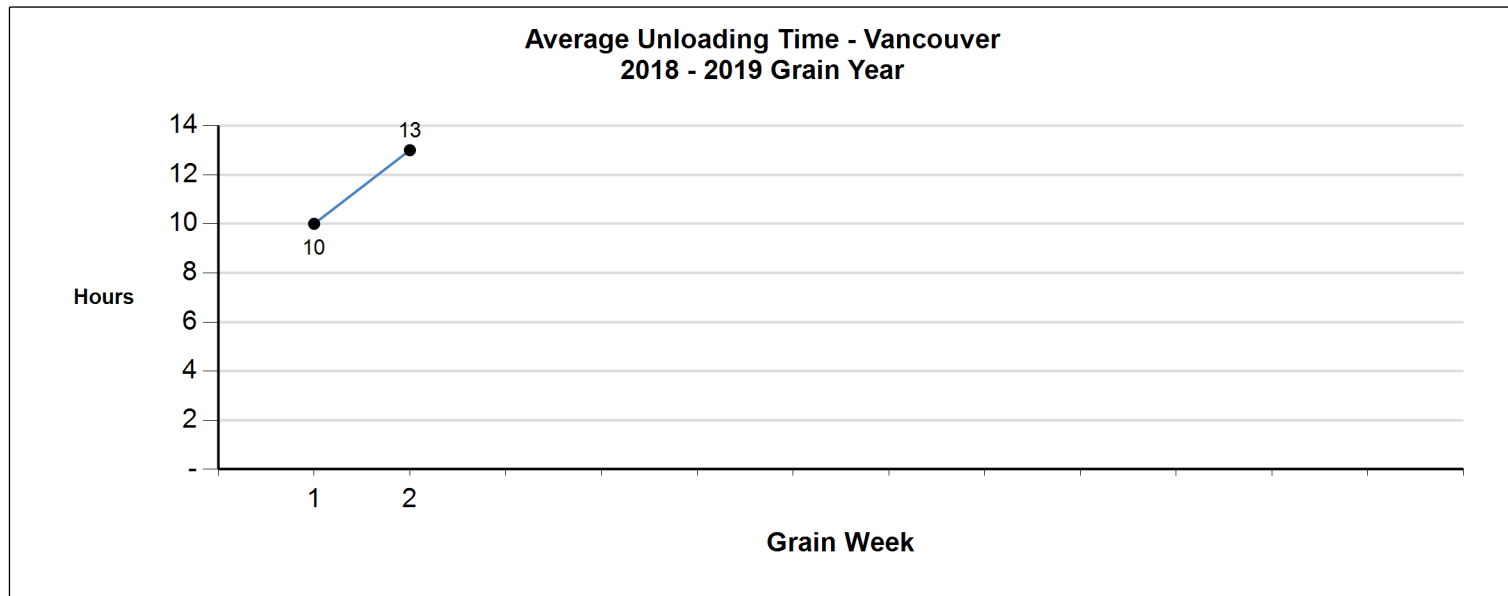
### Destination Dwell Performance







## Port Terminal - Unloading 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.
Future Week Orders	Orders supplied in a given grain service week that are for orders in weeks after the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied
Prior Week Orders	Orders supplied in a given grain service week that are for orders in weeks prior to the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied
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.
Unloading Time	The average time elapsed between the placement of a loaded car at the receiver’s facility and the release of the empty car back to the railway.
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.