

## Week 01 Performance

CN and CP supplied a combined 81% of hopper cars ordered in grain week 01, performance equivalent to that seen last week., marking an increase in performance on CN while CP performance was unchanged. CN's performance was below the 90% threshold for the ninth consecutive week, supplying 64% of cars ordered. CP's performance was the same as last week, supplying 99% of cars ordered. CN and CP combined will enter week 2 with 1,468 outstanding cars - a net 3% improvement (-46) from the 1,514 cars outstanding at the end of last week. The change in the outstanding car count represents a decline in the number of outstanding hopper cars on both CN by (-53) and an increase on CP by (+7), respectively.

In week 01, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. Performance declines were seen in the Thunder Bay and USA/Mexico corridors, which saw 61% and 14% of cars ordered for week 01 supplied on time. These two corridors represented 11% of total hopper car demand for CN in week 01. CP saw performance hold or improved in 4 of 5 corridors with all corridors receiving 97% or more of cars ordered on time for week 01.

With the exception of one (1) week 51 and two (2) week 52 orders all other outstanding orders (23) remain current - i.e. unfulfilled week 01 orders.

### CN

- CN supplied 64% of hopper cars ordered for week 01, representing an increase from last week's 60% order fulfillment performance. CN supplied 2,420 of 3,758 cars ordered, failing to supply 1,338 cars ordered.
- During week 01, CN supplied a total of 3,776 hoppers with 1,356 being outstanding orders placed prior to week 01 (see table page 3).
- CN's performance was mixed across shippers with 57% of shippers receiving less than 70% of cars ordered on time.
- Shipper demand was below the 4,000-car threshold for the second consecutive week.
- Shipper demand for hopper cars is expected to decline 7% to 3,631 cars in week 2.
- Heading into week 2, CN has 1,453 outstanding orders, reflecting a 4% decline (-53) from the 1,506 outstanding orders at the beginning of week 01.

### CP

- CP fulfilled 99% of hopper cars ordered for week 01, reflecting identical performance to the prior week.
- For week 01, CP supplied 3,537 of 3,564 cars ordered, failing to supply 27 cars ordered.
- During week 01, CP supplied a total of 3,520 hoppers including 8 for previously outstanding orders. (see table page 3).
- Shipper demand remained fell below 4,000 cars for the first time in twenty one weeks.
- Shipper demand for hopper cars is expected to decline 17% to 2,929 cars in week 2.
- CP's performance was consistent across all shippers with all shippers receiving 95% or more of cars ordered on time.
- Heading into week 2, CP has 15 outstanding orders, representing an 88% increase (+7) from the 8 outstanding orders entering week 01.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 01.
- Preliminary indications suggest that there will be no rationing in week 02.

### CP

- CP rationed zero hopper car orders in week 01.
- Preliminary indications suggest that there will be no rationing in week 02.



## Performance Dashboard

### Hopper Car Demand

	Week 01			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	3,758	2,736	1,022	3,758	3,758	2,736	2,736	1,022	1,022
CP	3,564	2,812	752	3,564	3,564	2,812	2,812	752	752
	<b>7,322</b>	<b>5,548</b>	<b>1,774</b>	<b>7,322</b>	<b>7,322</b>	<b>5,548</b>	<b>5,548</b>	<b>1,774</b>	<b>1,774</b>

### Cars Shipped

Railway	Corridor	Week 01	YTD
CN	N.A. Domestic	248	248
	Prince Rupert	1,409	1,409
	Thunder Bay	211	211
	Vancouver	1,546	1,546
	<b>Total</b>	<b>3,414</b>	<b>3,414</b>
CP	N.A. Domestic	191	191
	Thunder Bay	1,118	1,118
	Vancouver	2,260	2,260
	<b>Total</b>	<b>3,569</b>	<b>3,569</b>

### Empty Hopper Cars Supplied - Week 01 (All Want Weeks)

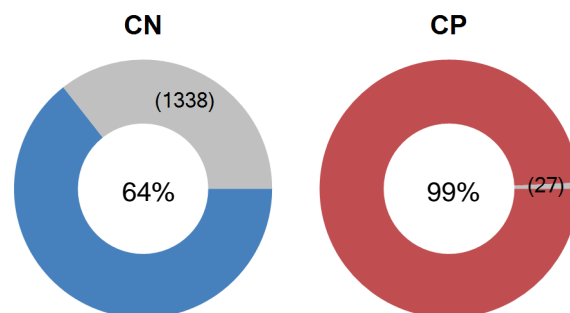
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,420	2,679	1,356	289		3	3,776	2,971
CP	3,178	2,016	8	458	334	991	3,520	3,465
	<b>5,598</b>	<b>4,695</b>	<b>1,364</b>	<b>747</b>	<b>334</b>	<b>994</b>	<b>7,296</b>	<b>6,436</b>

### Supplied by Block Size

Block Size	Week 01			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	2%	2%
25	1%	1%	1%	1%	1%	1%
50	9%	5%	7%	9%	5%	7%
100	88%	93%	90%	88%	93%	90%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,758	3,564	7,322
Current Week Order Fulfillment			
Supplied in Current Week	2,420	3,178	5,598
Supplied Early		359	359
<b>Total Cars Supplied for Want Week</b>	<b>2,420</b>	<b>3,537</b>	<b>5,957</b>
Current Week Unfulfilled Demand	(1,338)	(27)	(1,365)
% Current Week Orders Supplied	64%	99%	81%

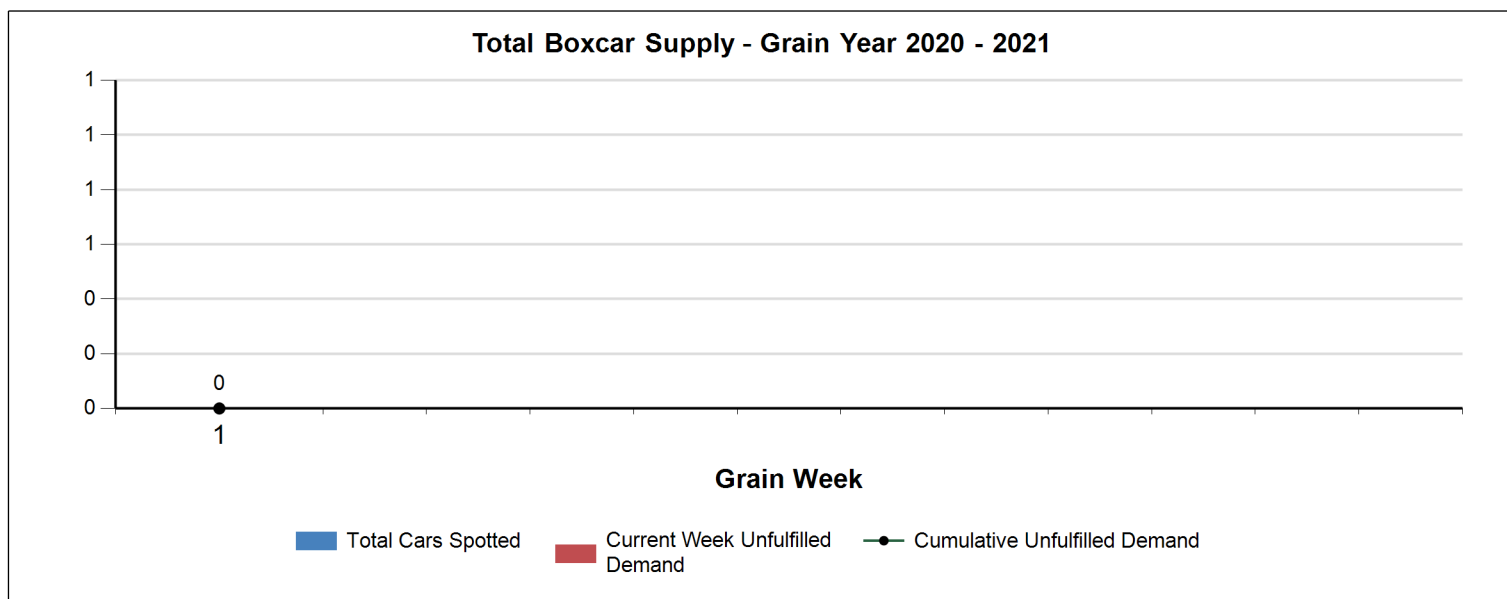
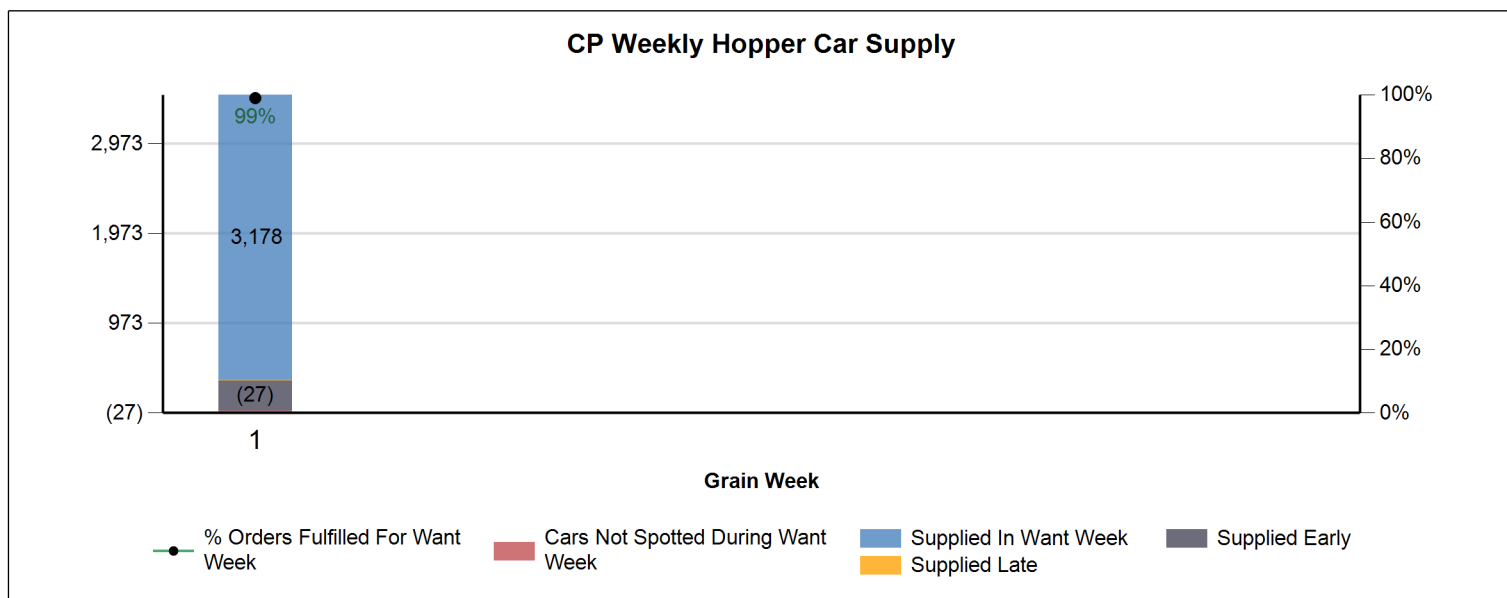
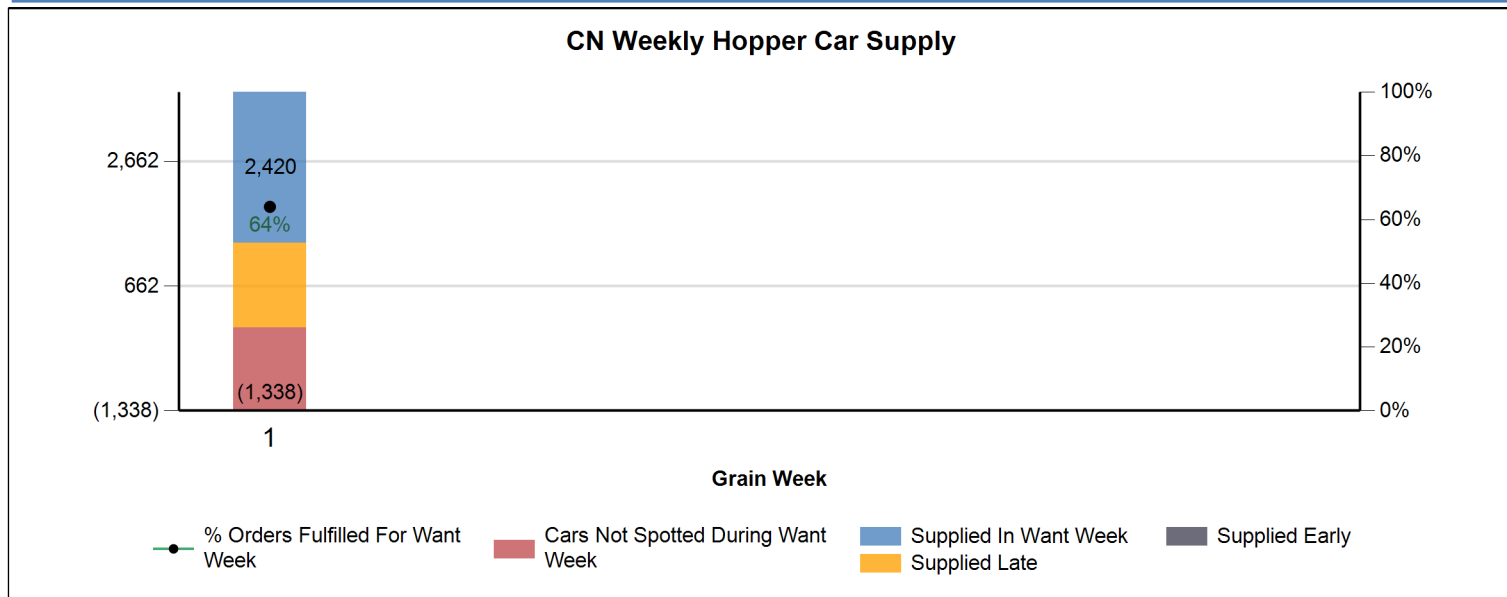


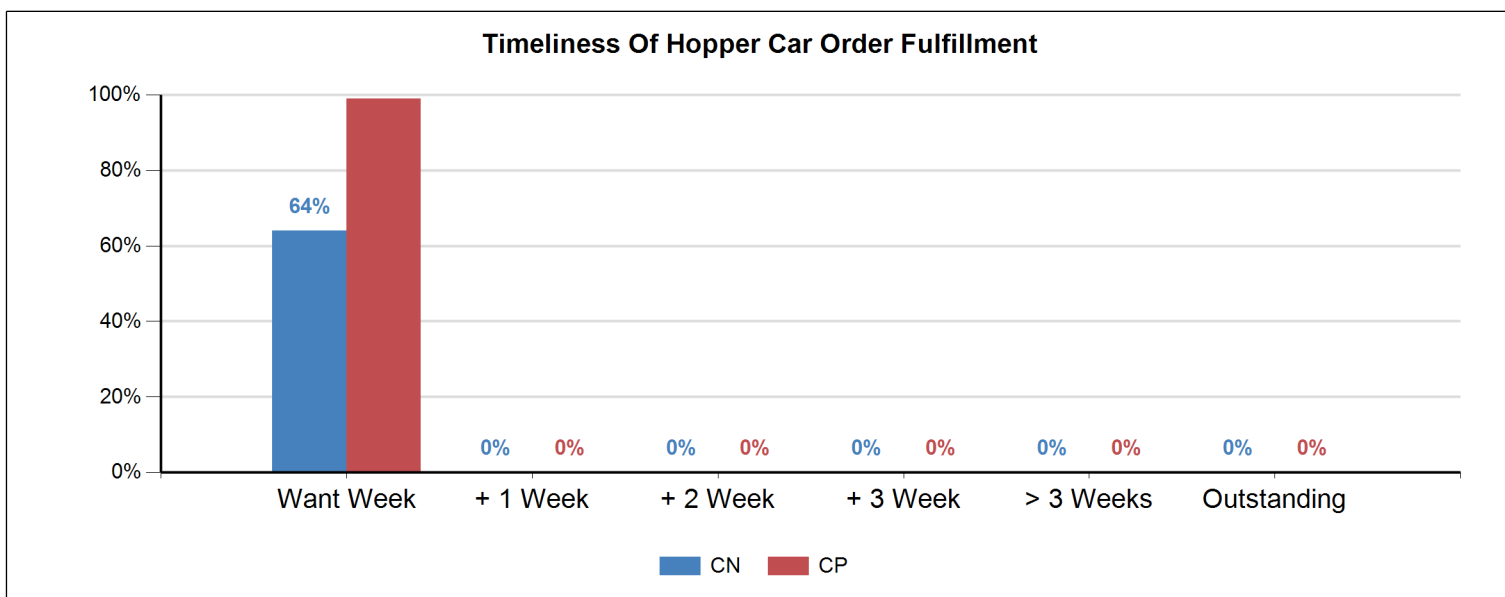
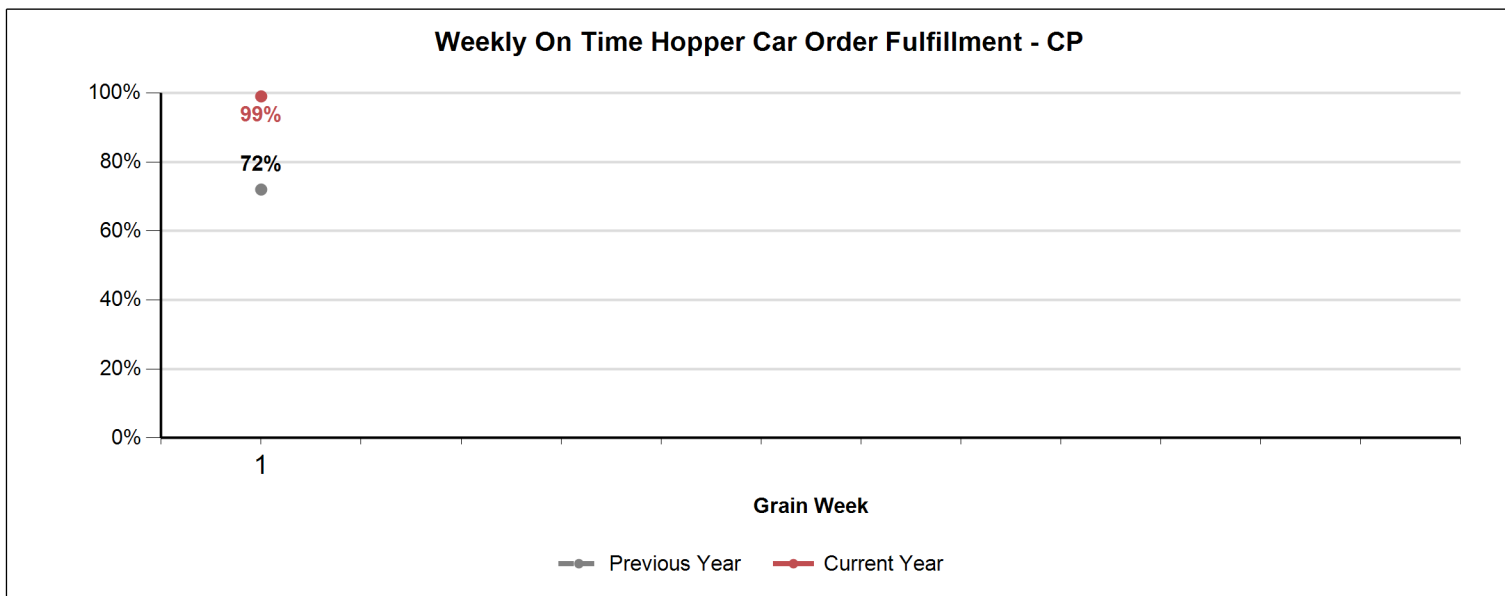
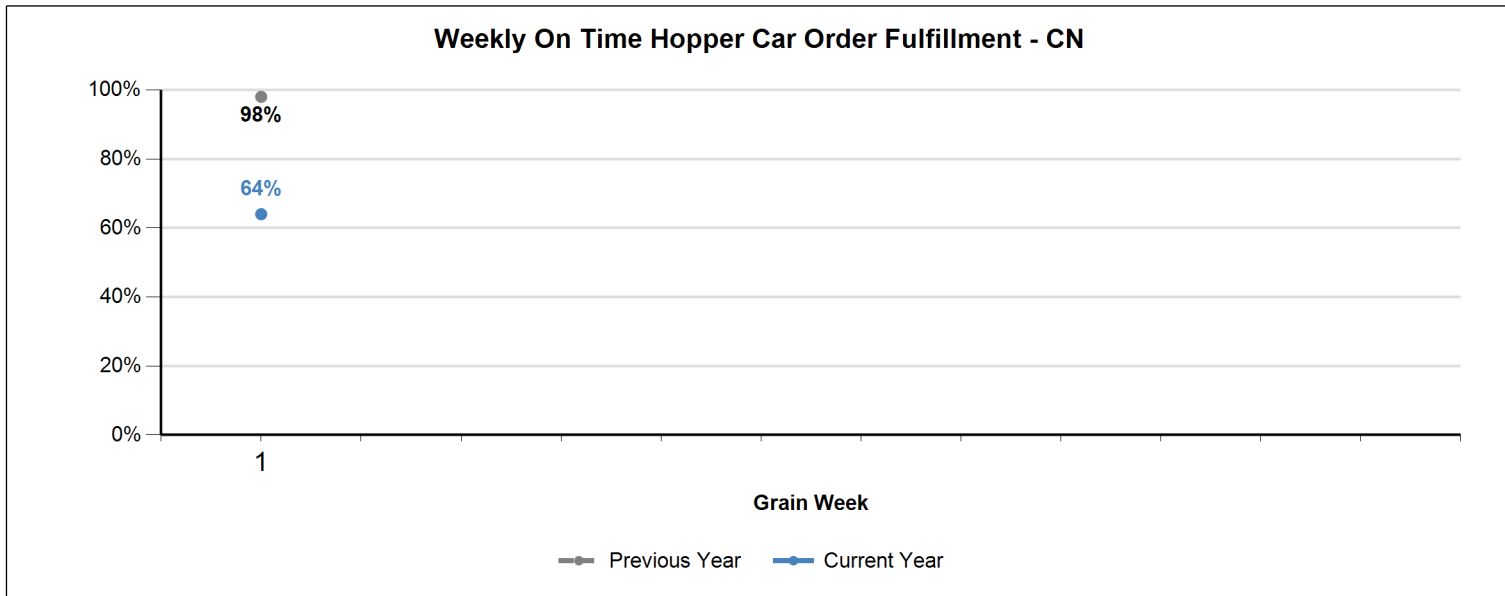
### Loaded Dwell Time (Hours) at Origin (All Traffic)

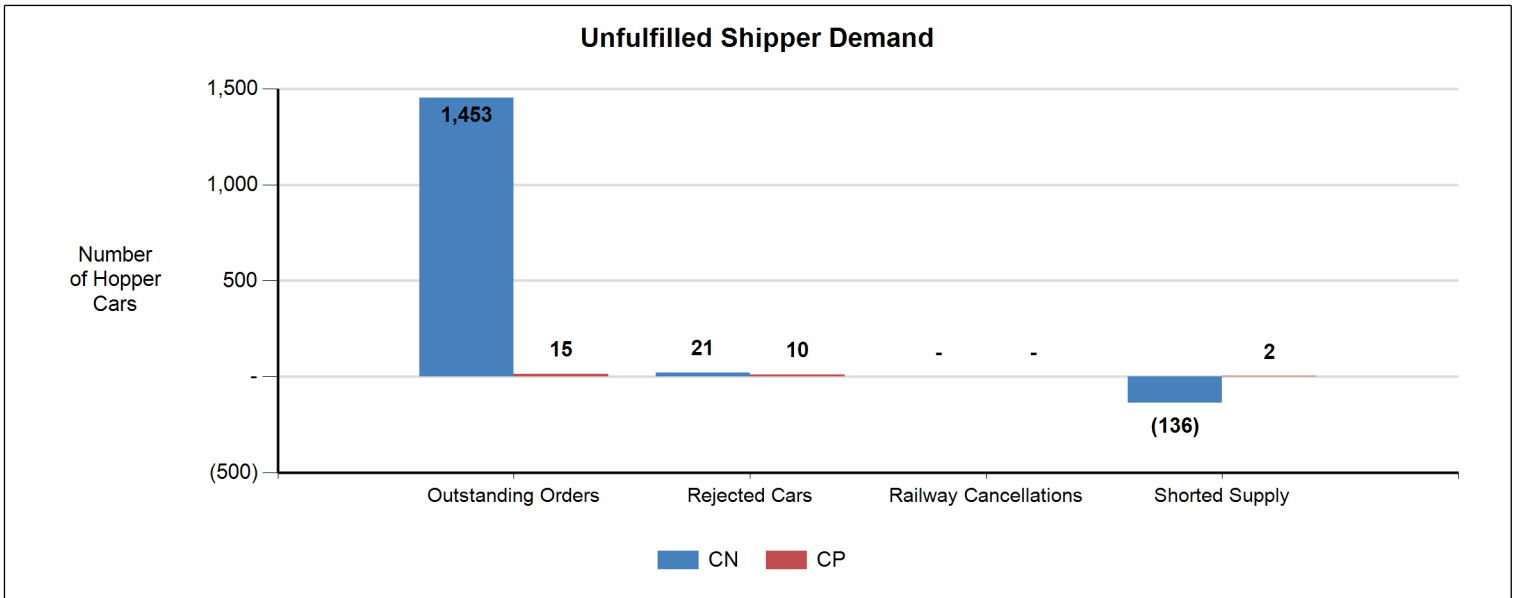
	Week 01		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	55	25	55	25
CP	25	35	25	35

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

		Week 01		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	12	13	12	13
	CP	13	21	13	21
Thunder Bay	CN	36	31	36	31
	CP	42	31	42	31







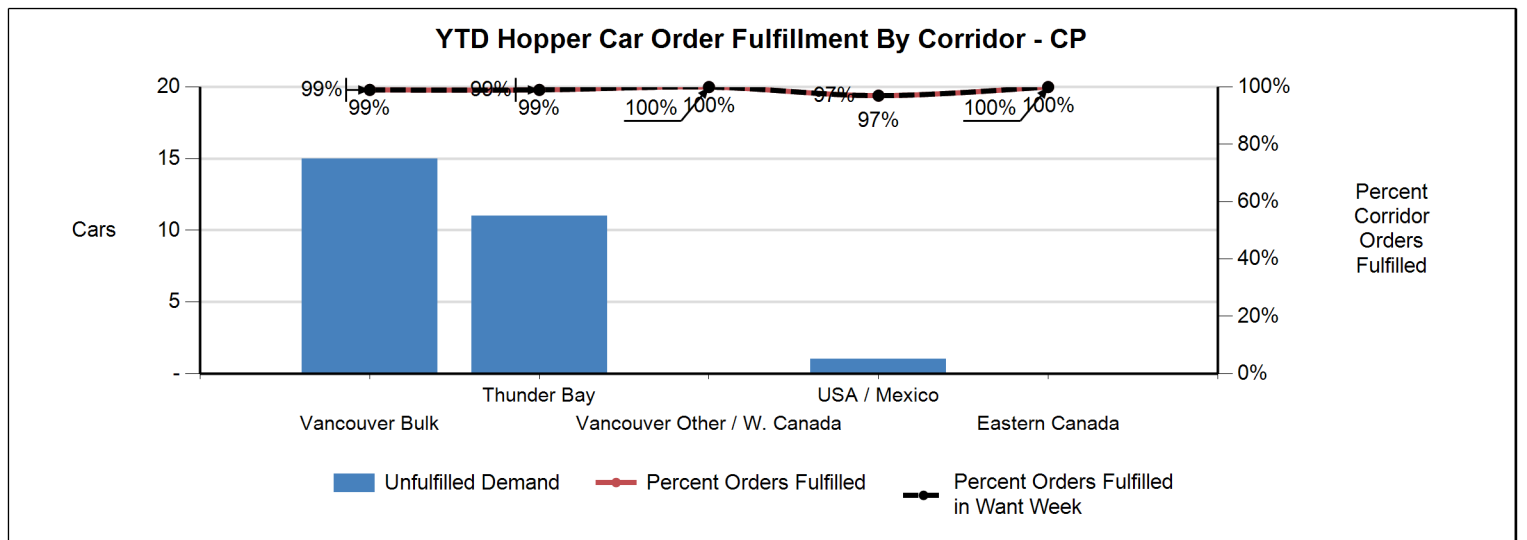
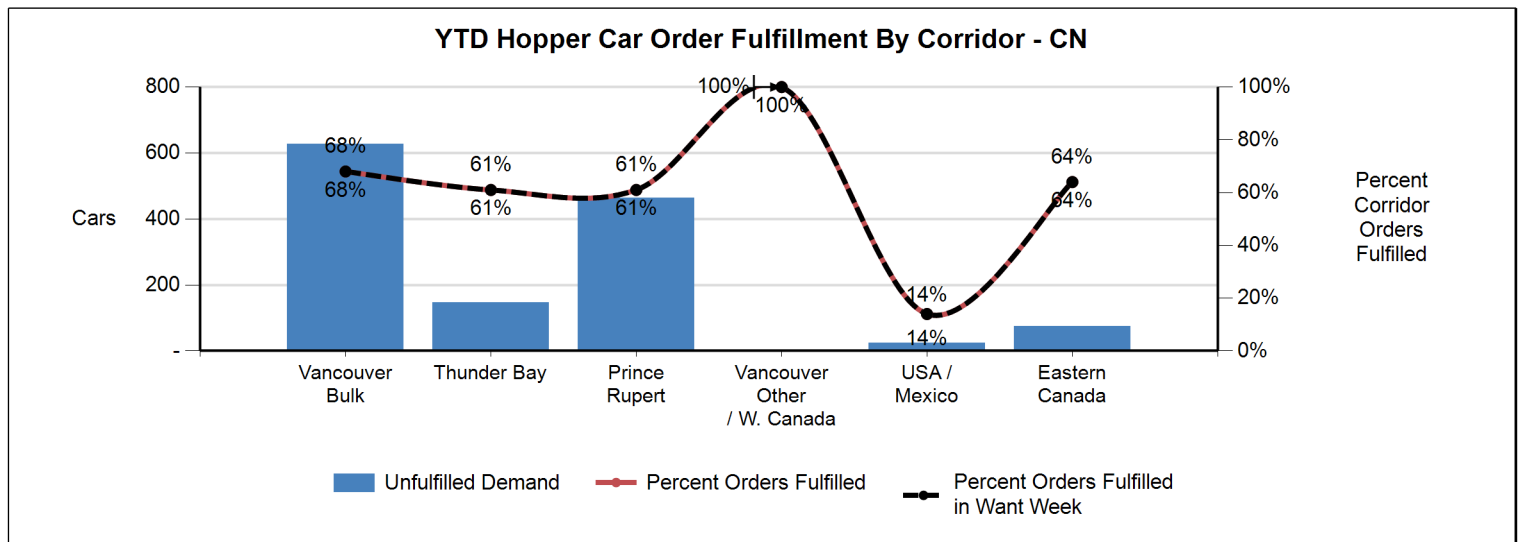
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 01

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	1,952	1,324	(628)	68%
	Thunder Bay	379	232	(147)	61%
	Prince Rupert	1,180	717	(463)	61%
	Vancouver Other / W. Canada	8	8	-	100%
	USA / Mexico	29	4	(25)	14%
	Eastern Canada	210	135	(75)	64%
<b>Total</b>		<b>3,758</b>	<b>2,420</b>	<b>(1,338)</b>	<b>64%</b>
CP	Vancouver Bulk	2,218	2,203	(15)	99%
	Thunder Bay	1,129	1,118	(11)	99%
	Vancouver Other / W. Canada	137	137	-	100%
	USA / Mexico	30	29	(1)	97%
	Eastern Canada	50	50	-	100%
<b>Total</b>		<b>3,564</b>	<b>3,537</b>	<b>(27)</b>	<b>99%</b>

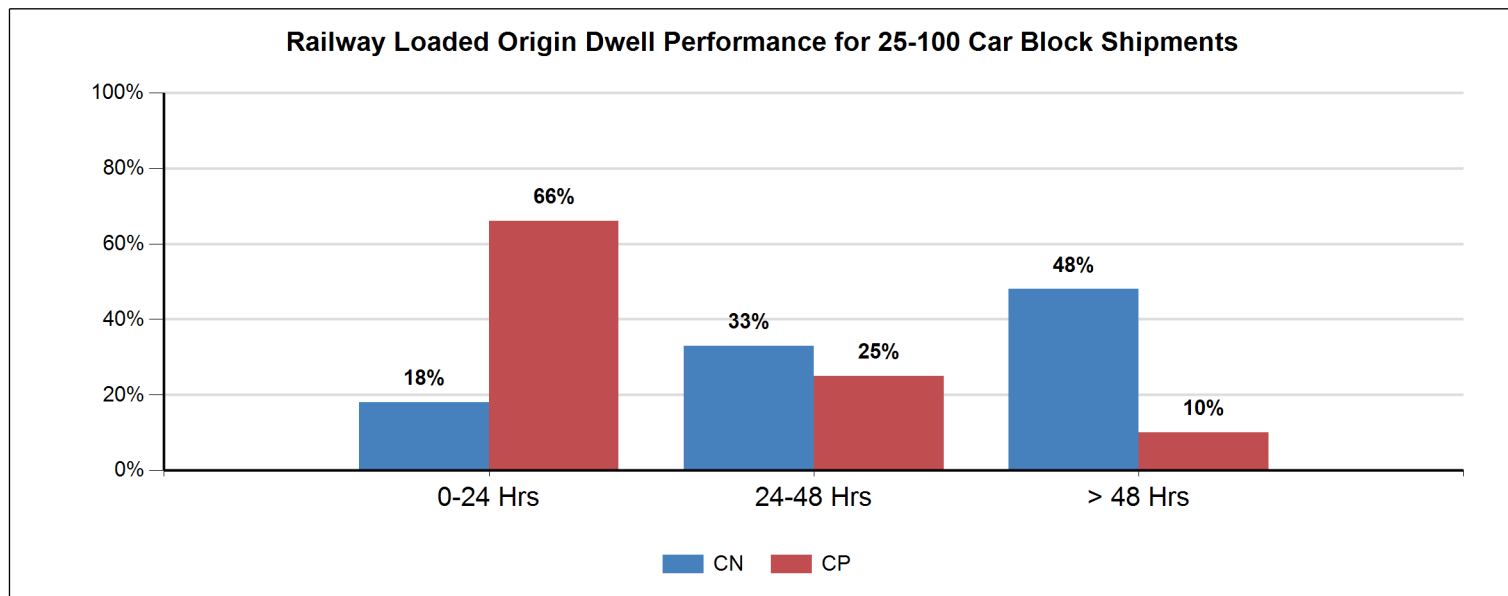
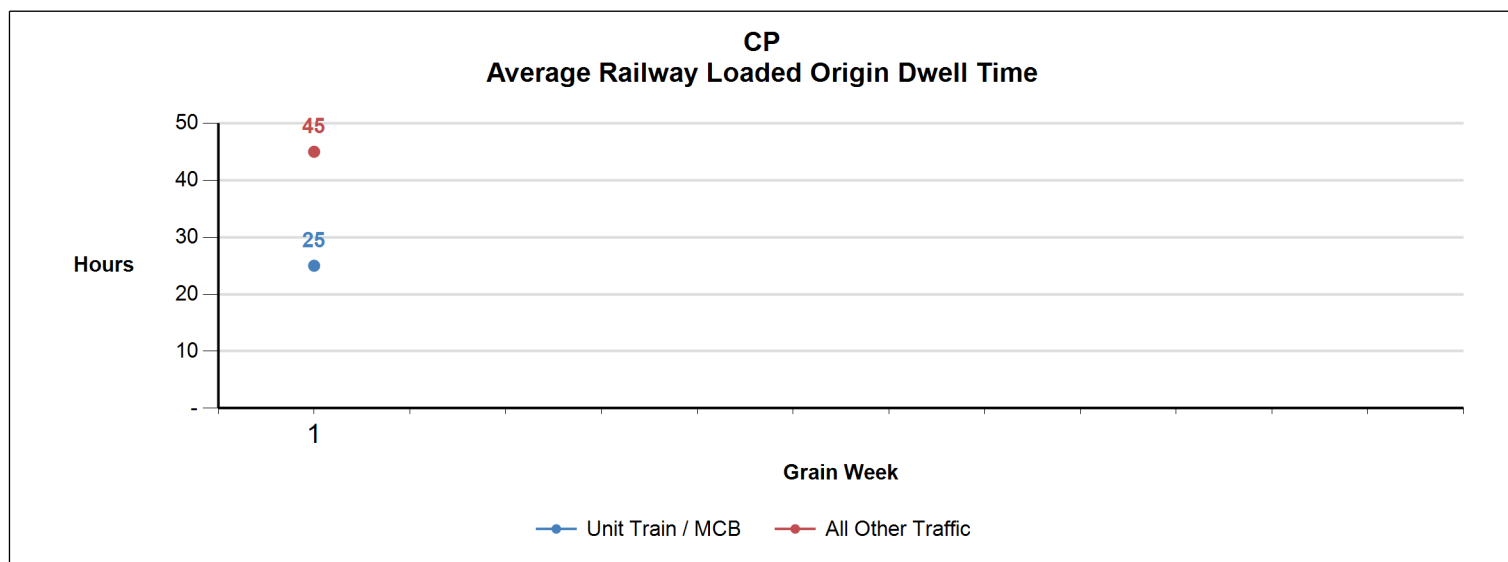
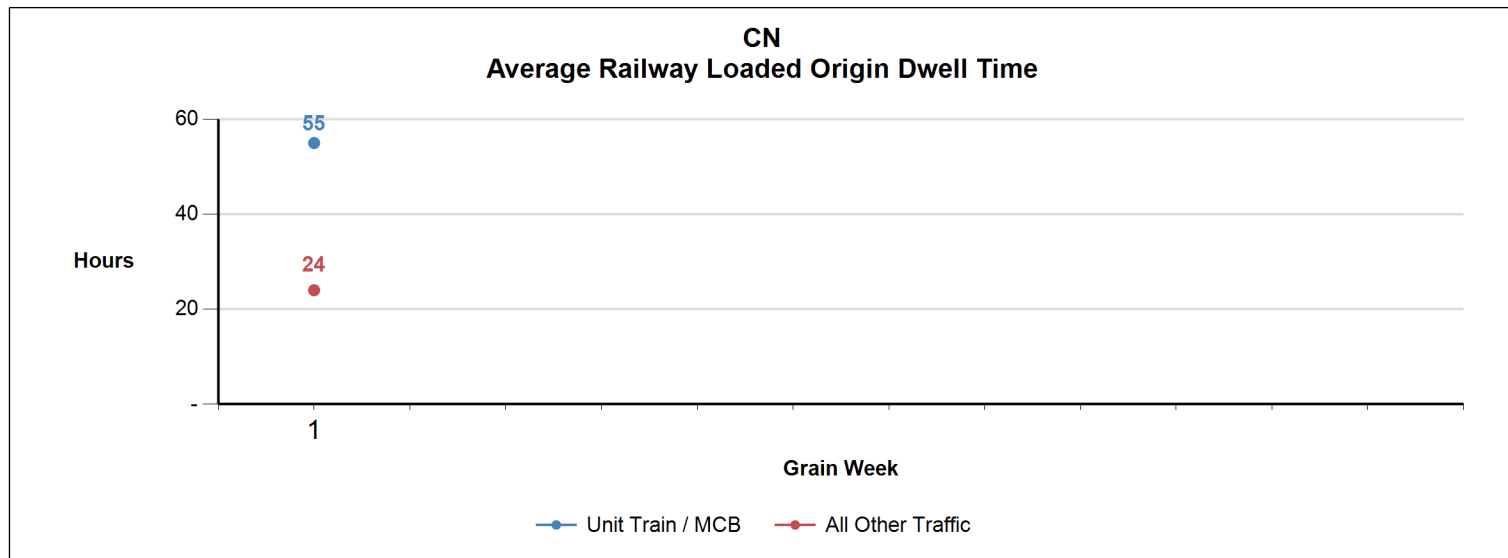
Hopper Cars Supplied in the Want Week by Corridor - To Week 01

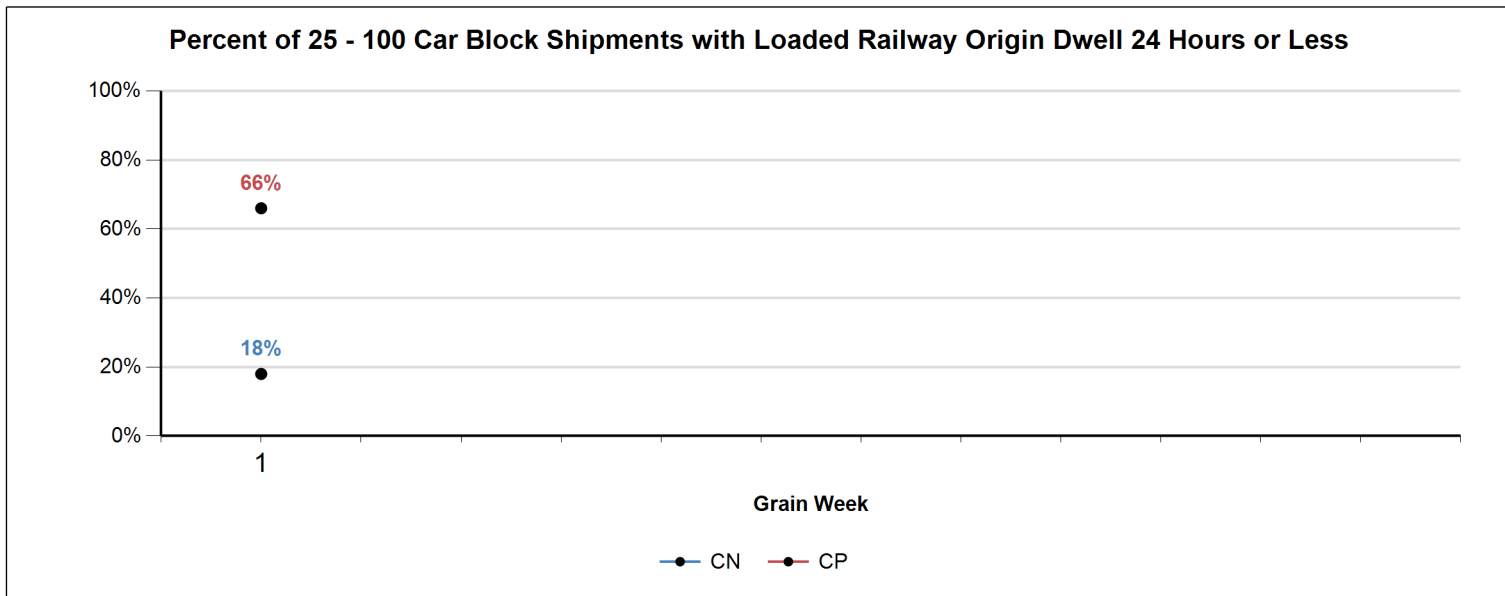
Railway	Corridor	Week 01			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,952	1,324	68%	1,952	1,324	68%
	Thunder Bay	379	232	61%	379	232	61%
	Prince Rupert	1,180	717	61%	1,180	717	61%
	Vancouver Other / W. Canada	8	8	100%	8	8	100%
	USA / Mexico	29	4	14%	29	4	14%
	Eastern Canada	210	135	64%	210	135	64%
	<b>CN Total</b>		<b>3,758</b>	<b>2,420</b>	<b>64%</b>	<b>3,758</b>	<b>2,420</b>
CP	Vancouver Bulk	2,218	2,203	99%	2,218	2,203	99%
	Thunder Bay	1,129	1,118	99%	1,129	1,118	99%
	Vancouver Other / W. Canada	137	137	100%	137	137	100%
	USA / Mexico	30	29	97%	30	29	97%
	Eastern Canada	50	50	100%	50	50	100%
	<b>CP Total</b>		<b>3,564</b>	<b>3,537</b>	<b>99%</b>	<b>3,564</b>	<b>3,537</b>



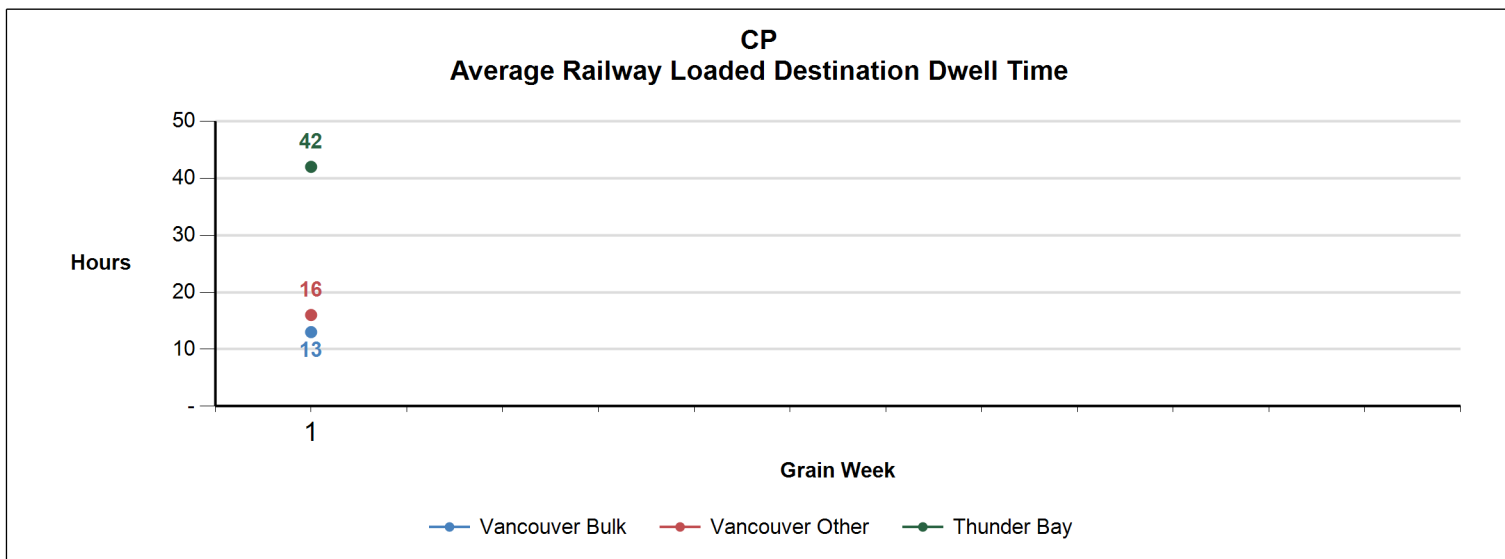
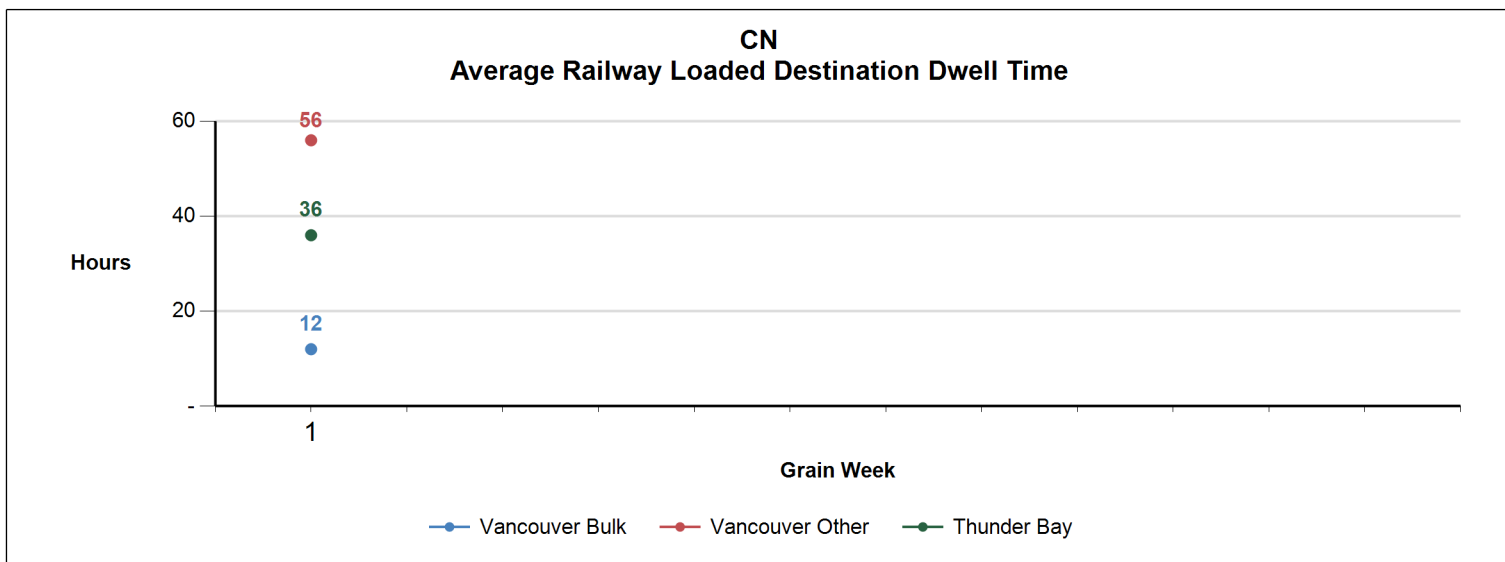


### Origin Dwell Performance





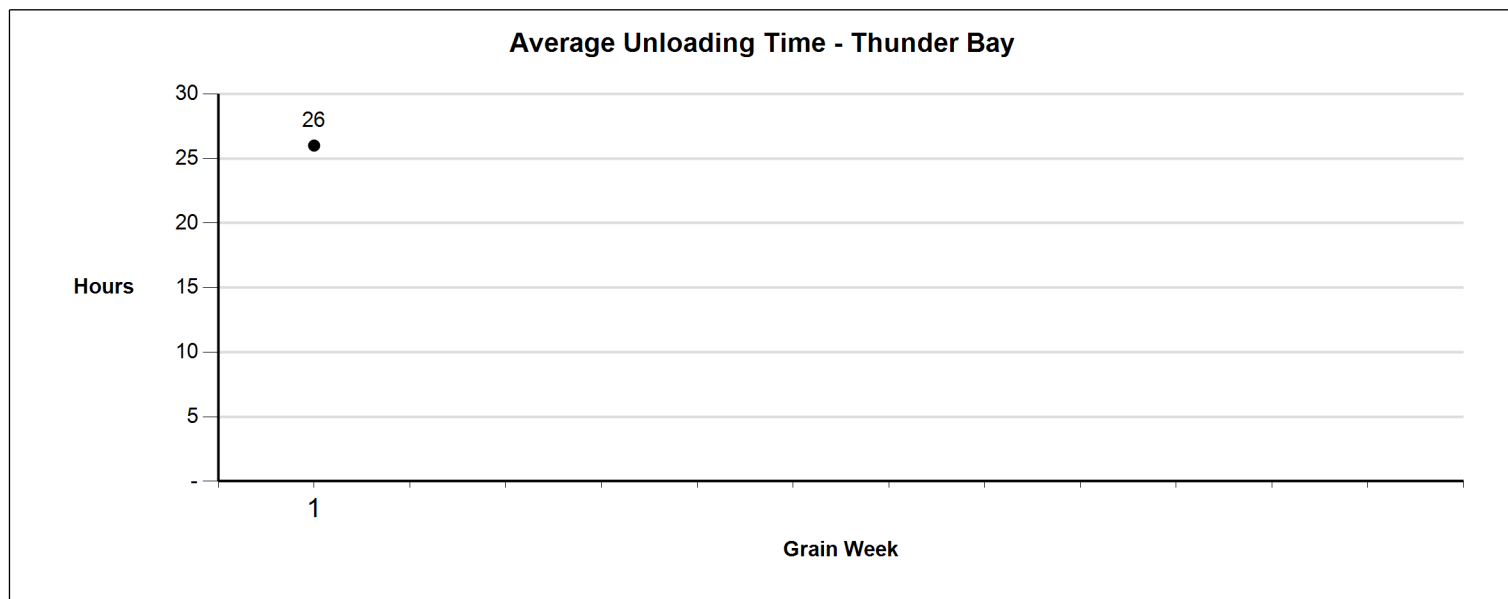
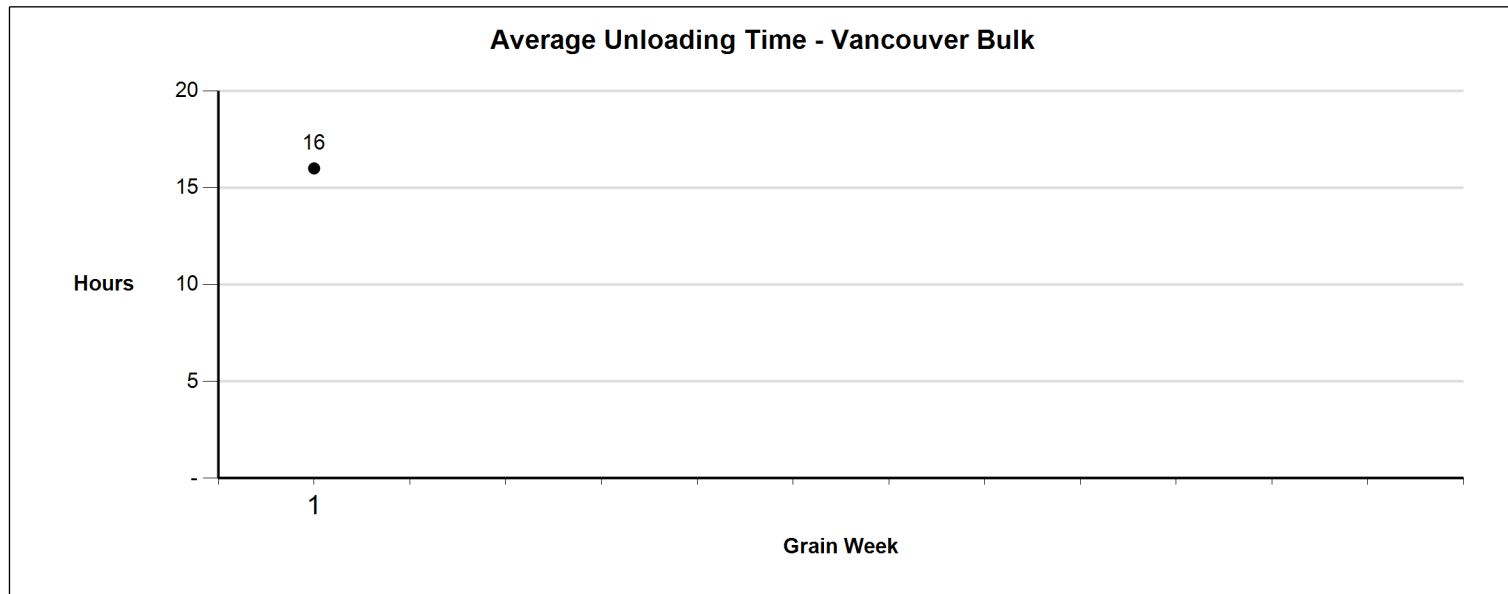
## Destination Dwell Performance







## 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.