

Week 3 Performance

CN and CP supplied a combined 93% of hopper cars ordered in grain week 3, a decline from last week's 97% order fulfillment performance. The deterioration in performance in total reflects a decline in performance for CN and improved performance for CP. In supplying 87% of hopper cars ordered on time in week 3, CN saw performance decline from the 99% order fulfillment performance they posted in each of the first two weeks of the grain year. CN performance fell below the 90% performance threshold for the first time in seven weeks. CP order fulfillment performance improved this week with the railway supplying 98% of shipper orders in week 3, an improvement from the 95% order fulfillment performance seen from CP in each of the first two weeks of the grain year. CP continues its run with now 19 straight weeks with order fulfillment performance above the 90% threshold.

In week 3, CN performance improved or remained the same in 3 of 5 corridors relative to last week with poorer performance seen in both Vancouver corridors. For the Vancouver Other / W. Canada corridor CN supplied only 76% of cars ordered by shippers although orders for this corridor at less than 200 total cars were relatively low. The principal driver of performance for CN this week was the Vancouver Bulk corridor which at 1,400+ orders represented 74% of total demand. CN supplied 85% of cars ordered for this corridor, down from the 99% order fulfillment performance seen in each of weeks 1 and 2.

CP performance improved or remained the same in 3 of 4 corridors this week relative to last week with only the USA corridor seeing a slight decline in performance this week. Despite not meeting the performance levels seen a week ago CP still did supply 94% of the more than 430 cars ordered by shippers for this corridor. The most notable improvement in performance seen this week was for the Thunder Bay corridor which saw CP supply 100% of cars ordered, an improvement from the 89% order fulfillment performance seen a week ago.

Empty car spotting declined again this week for a sixth consecutive week with CN and CP combined spotting slightly less than 3,900 cars - 13% less than the prior week. The net decline in car spotting this week reflects lower car spotting for both railways. CN saw empty car spots decline 17% this week. While CN demand did decline 6% week over week they also failed to supply 245 cars ordered for week 3 which remain outstanding heading into week 4. CN spotted only slightly more than 1,700 cars this week as compared to 2,055 cars a week ago. CP also saw empty car spotting decline this week albeit less than CN. The railway spotted slightly less than 2,200 cars this week - 10% less than the 2,400 cars spotted in the prior week. For CP the lower car spotting was consistent with a decline in shipper demand.

CN and CP combined will enter week 4 with a total of 270 outstanding cars as compared to the 259 outstanding orders coming into the week.

CN

- CN supplied 87% of hopper cars ordered for week 3, a decline from the 99% order fulfillment performance seen in week 2.
- For week 3 CN supplied 1,708 of 1,961 cars ordered, failing to supply 253 cars ordered.
- During week 3, CN supplied a total of 1,708 hopper cars - all for current week orders. (see table page 3).
- CN's performance across individual shippers was less consistent than we have seen in recent weeks with 60% of shippers receiving 95% or more of cars ordered while the balance of shippers saw order fulfillment rates ranging from 65% - 83%.
- Week 3 demand, at 1,961 cars was 6% lower than the prior week.
- Preliminary data indicate demand will rise 22% to 2,400 cars in week 4 and then increase a further 46% to 3,500 cars in week 5. Should the week 5 demand hold at the projected level it would represent the highest one week demand seen for CN since mid April.
- Heading into week 4 CN has 245 outstanding orders after having none in each of the prior three weeks.

CP

- CP fulfilled 98% of hopper car orders for week 3, an improvement from the 95% order fulfillment performance seen in each of weeks 1 and 2.
- For week 3, CP supplied 1,928 of 1,966 cars ordered, failing to supply 38 cars ordered.
- During week 3, CP supplied a total of 2,179 hoppers including 259 for previously outstanding orders and 112 for future week orders. (see table page 3).
- CP's performance across individual shippers was much as it was for the last two weeks with all shippers but one receiving 99% or more of cars ordered. The one shipper that did not received 84% of cars ordered.



- At 1,966 cars ordered in week 3 shipper demand was 19% lower than the prior week falling below the 2,000 car threshold for the first time this year.
- Preliminary data indicate that demand will increase 135% in week 4 to 4,600 cars and then increase a further 5% in week 5 to 4,800 cars. While higher demand in each of those weeks is likely to occur, readers are cautioned that forward looking estimates of CP demand can change significantly due to the planning of Dedicated Trains by individual shippers.
- Heading into week 4 CP has 25 outstanding orders as compared to 259 coming into the week.

Railway Hopper Car Rationing/Cancellations

CN

- CN cancelled no hopper car orders in week 3.
- Preliminary data do not indicate that any rationing is occurring in weeks 4 and 5.

CP

- CP cancelled no hopper car orders in week 3.
- Preliminary data do not at this time indicate that any order rationing is occurring in weeks 4 and 5.



Performance Dashboard

Hopper Car Demand

	Week 03			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	1,961	2,366	(405)	5,898	1,966	3,927	1,309	1,971	657
CP	1,966	2,417	(451)	7,344	2,448	5,905	1,968	1,439	479
Total	3,927	4,783	(856)	13,242	4,414	9,832	3,277	3,410	1,136

Cars Shipped

Railway	Corridor	Week 03	YTD
CN	N.A. Domestic	127	434
	Thunder Bay	222	1,177
	Vancouver	1,423	4,187
Total		1,772	5,798
CP	N.A. Domestic	310	635
	Thunder Bay	1,009	2,338
	Vancouver	1,138	4,125
Total		2,457	7,098

Empty Hopper Cars Supplied - Week 03 (All Want Weeks)

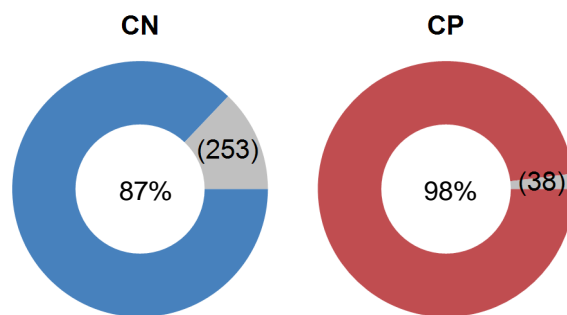
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	1,708	2,158				24	1,708	2,182
CP	1,808	1,663	259	61	112	59	2,179	1,783
Total	3,516	3,821	259	61	112	83	3,887	3,965

Supplied by Block Size

Block Size	Week 03			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	5%	6%	5%
25	6%	5%	6%	5%	4%	4%
50		7%	4%	4%	4%	4%
100	92%	84%	87%	87%	87%	87%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	1,961	1,966	3,927
Current Week Order Fulfillment			
Supplied in Current Week	1,708	1,808	3,516
Supplied Early		120	120
Total Cars Supplied for Want Week	1,708	1,928	3,636
Current Week Unfulfilled Demand	(253)	(38)	(291)
% Current Week Orders Supplied	87%	98%	93%

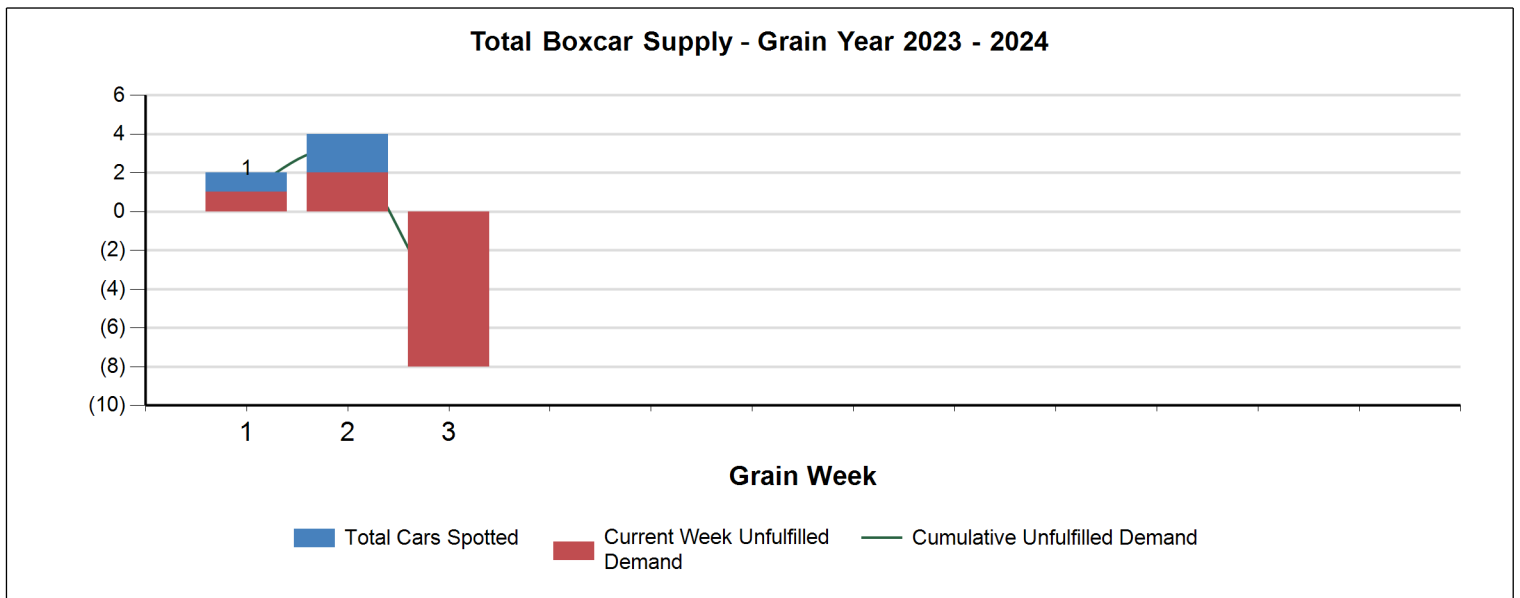
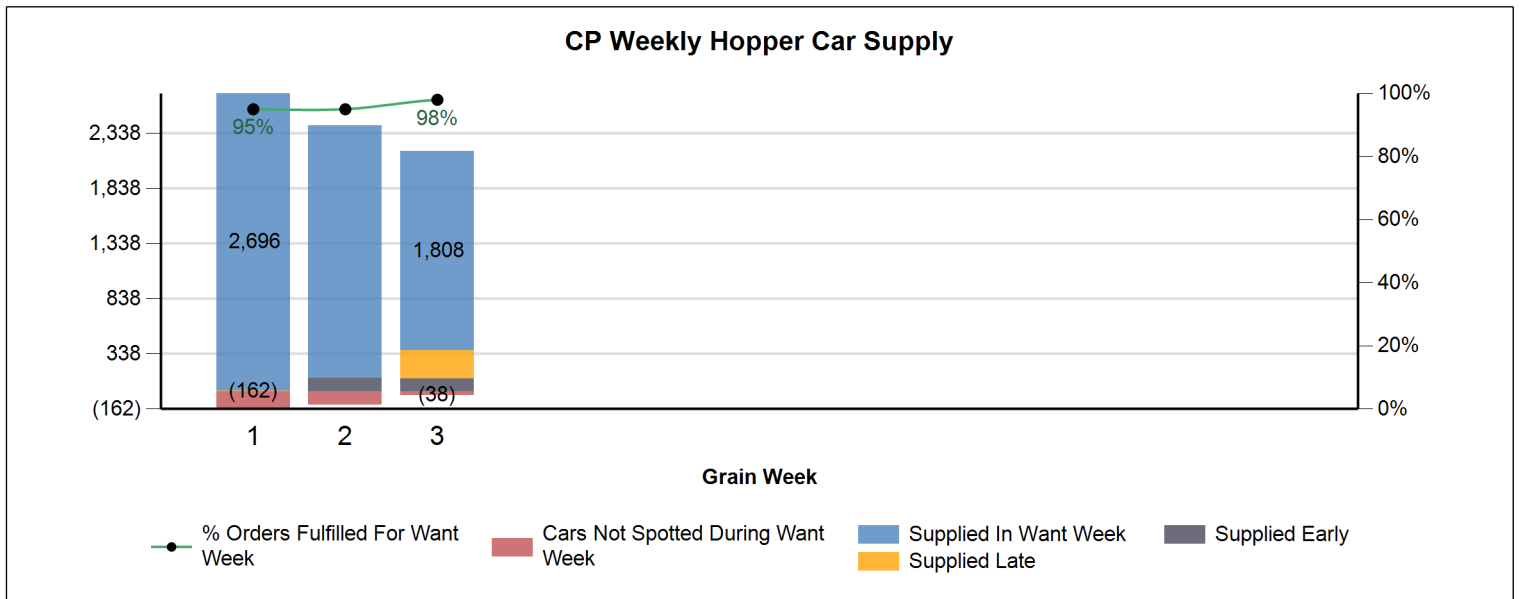
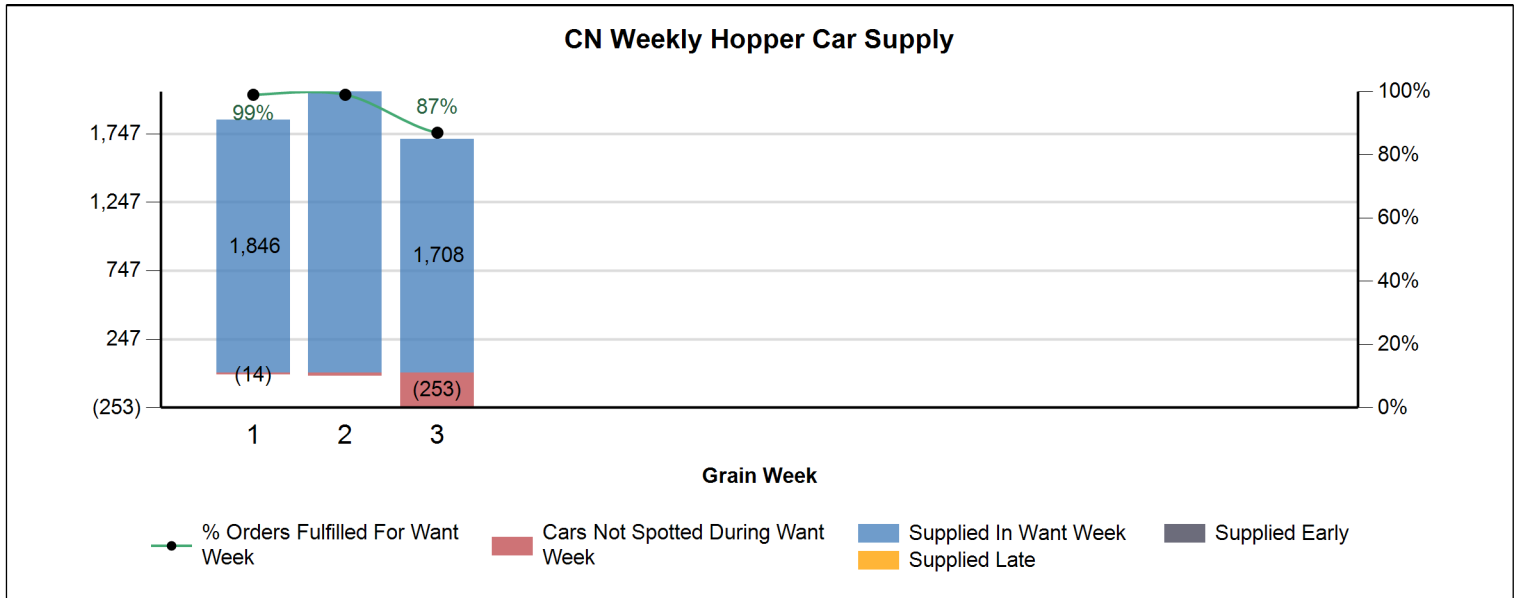


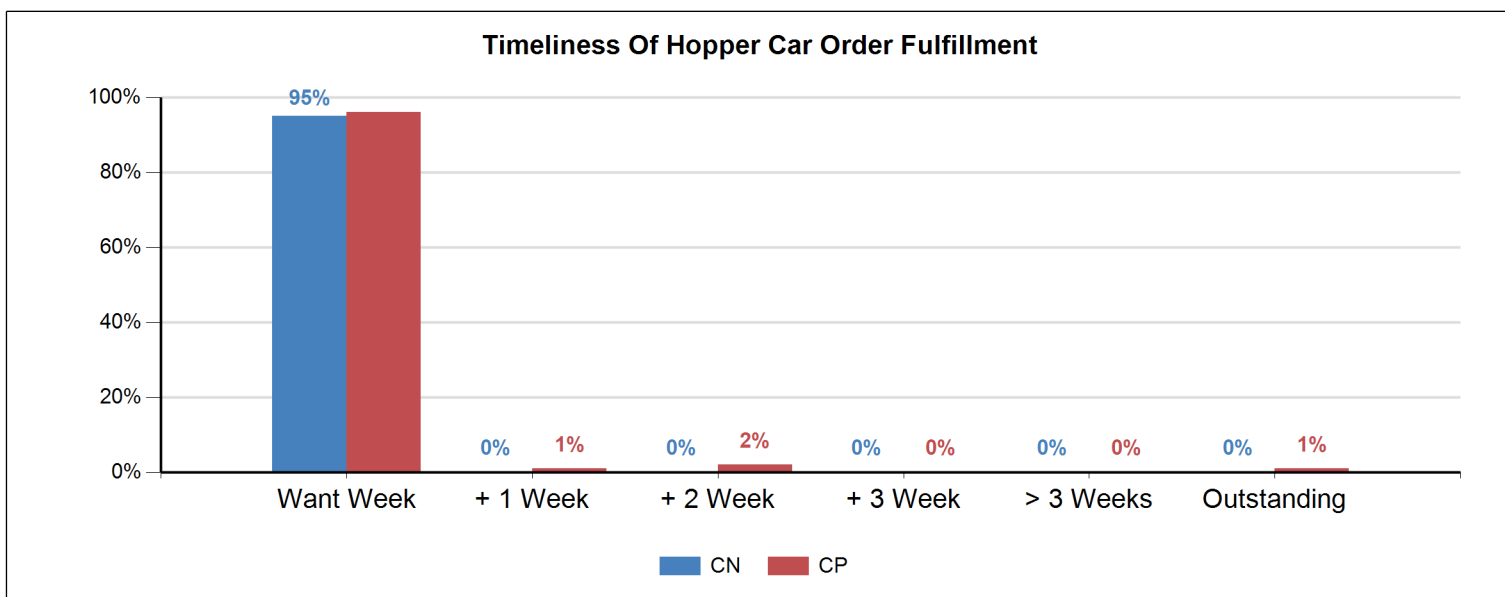
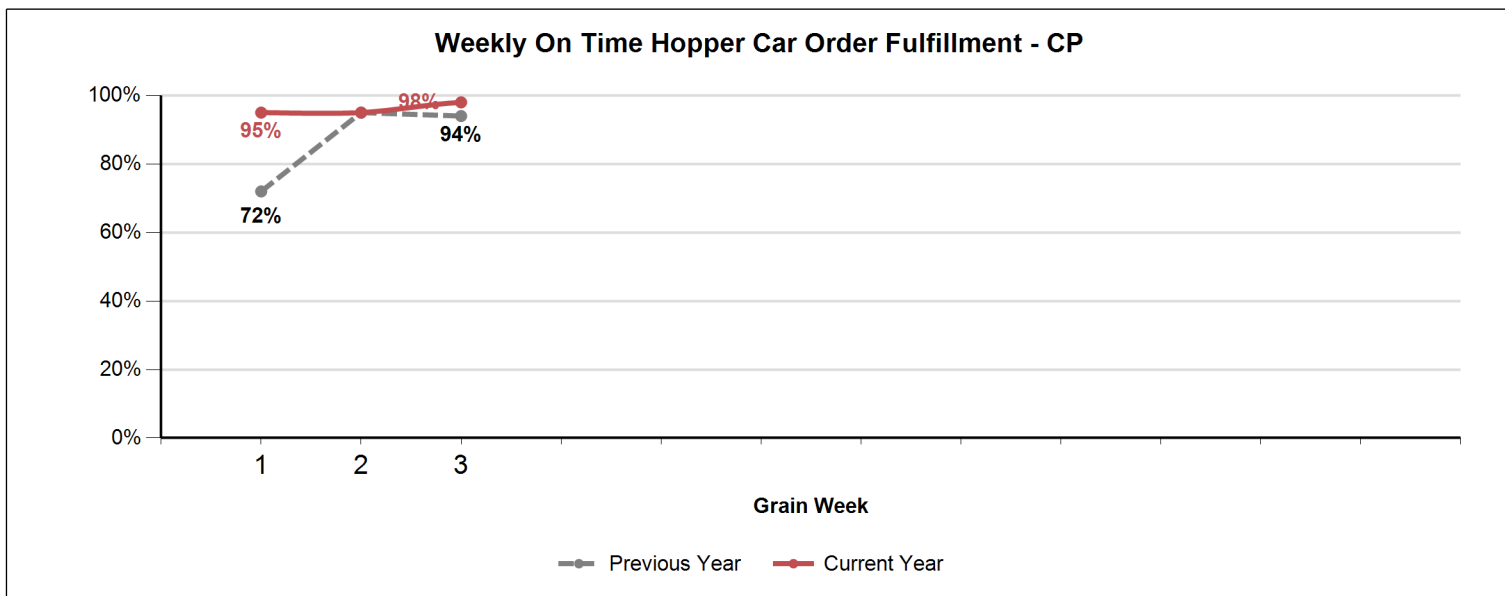
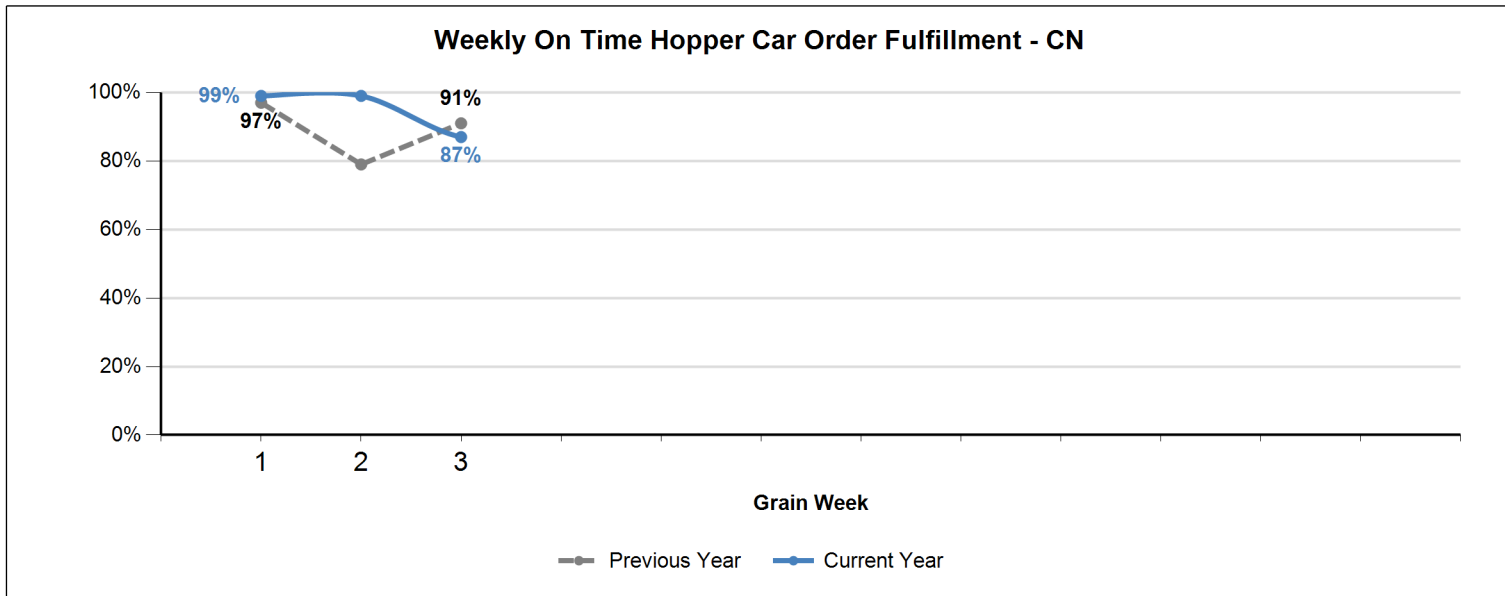
Loaded Dwell Time (Hours) at Origin (All Traffic)

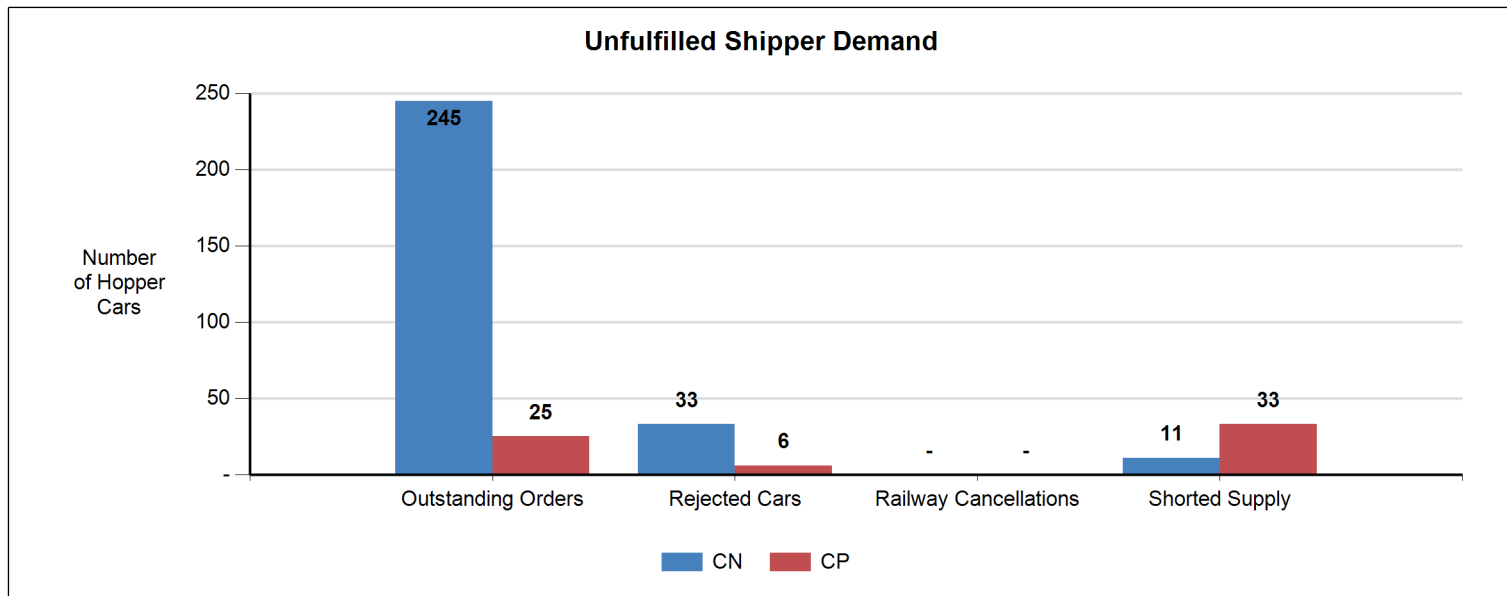
	Week 03		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	20	17	27	17
CP	16	45	35	50

Dwell Time (Hours) at Destination (All Traffic)

		Week 03		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	9	5	8	8
	CP	13	15	11	12
Thunder Bay	CN	30	39	45	40
	CP	43	47	40	65







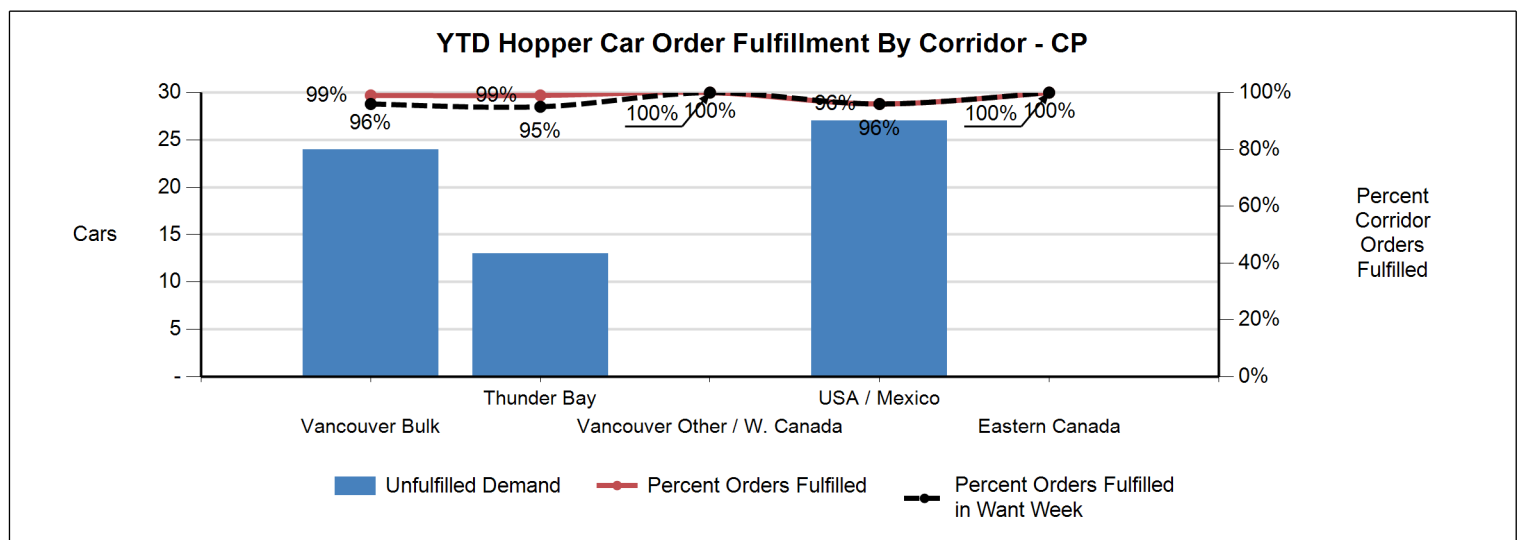
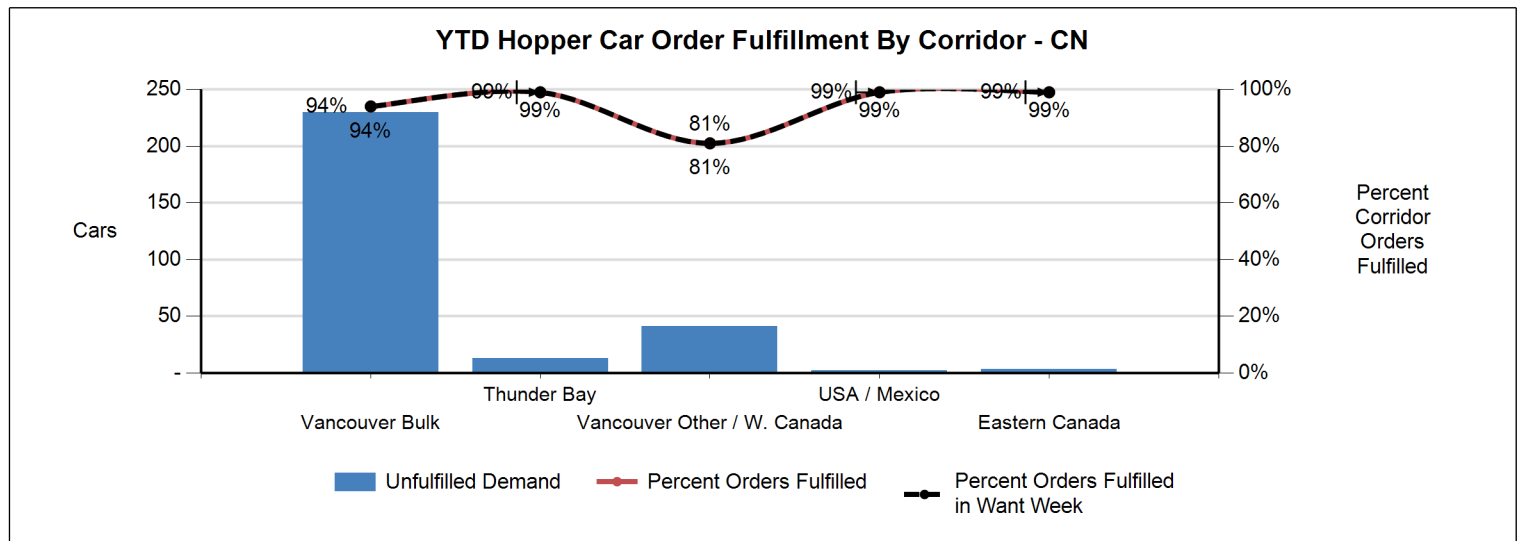
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 03

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	3,945	3,715	(230)	94%
	Thunder Bay	1,297	1,284	(13)	99%
	Vancouver Other / W. Canada	220	179	(41)	81%
	USA / Mexico	151	149	(2)	99%
	Eastern Canada	285	282	(3)	99%
Total		5,898	5,609	(289)	95%
CP	Vancouver Bulk	4,021	3,997	(24)	99%
	Thunder Bay	2,416	2,403	(13)	99%
	Vancouver Other / W. Canada	278	278	-	100%
	USA / Mexico	622	595	(27)	96%
	Eastern Canada	7	7	-	100%
Total		7,344	7,280	(64)	99%

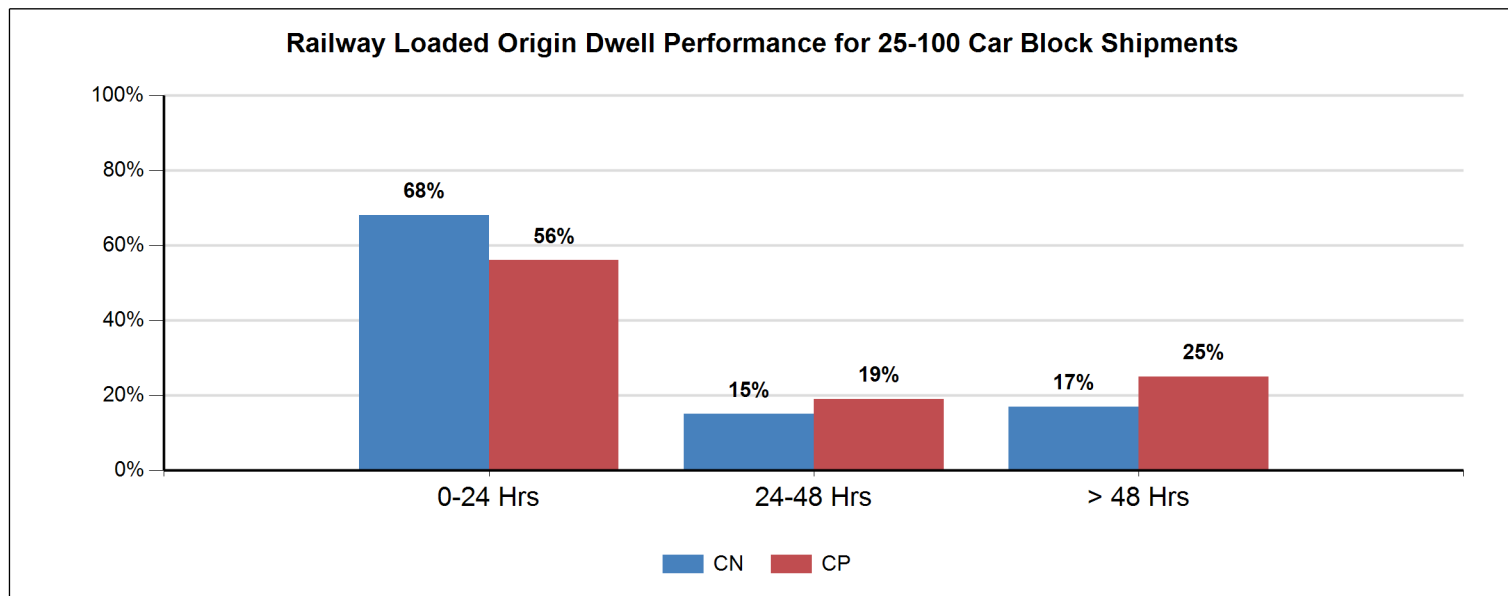
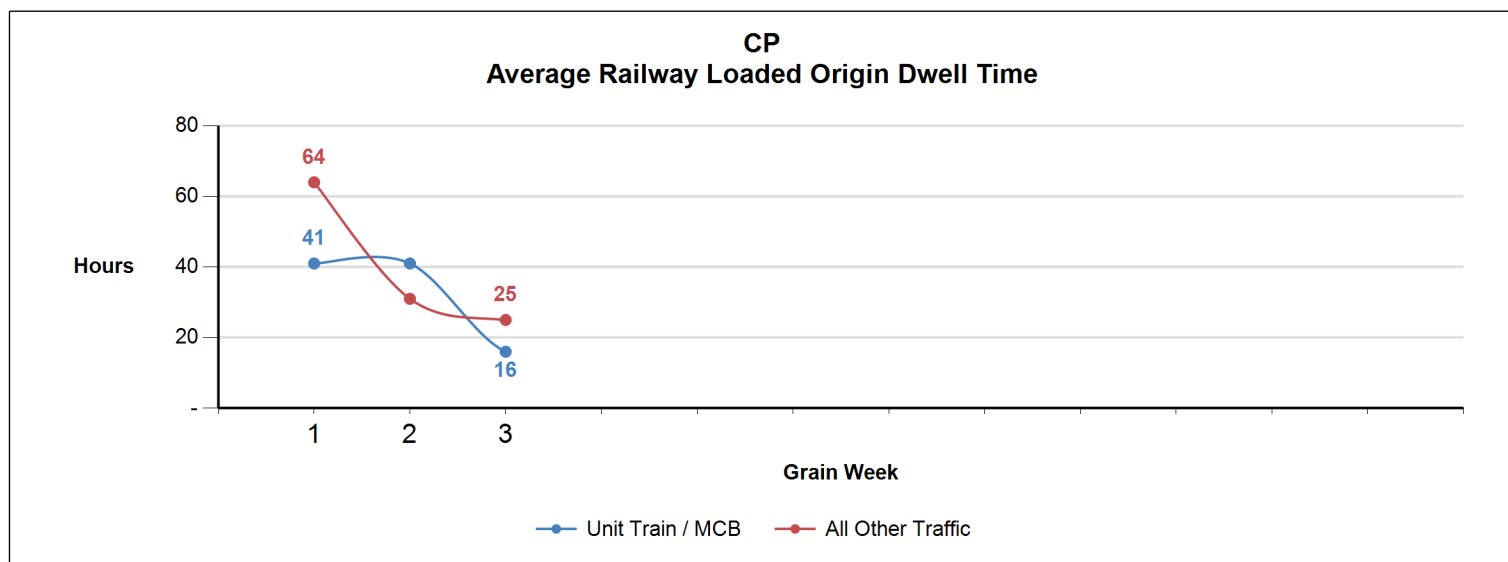
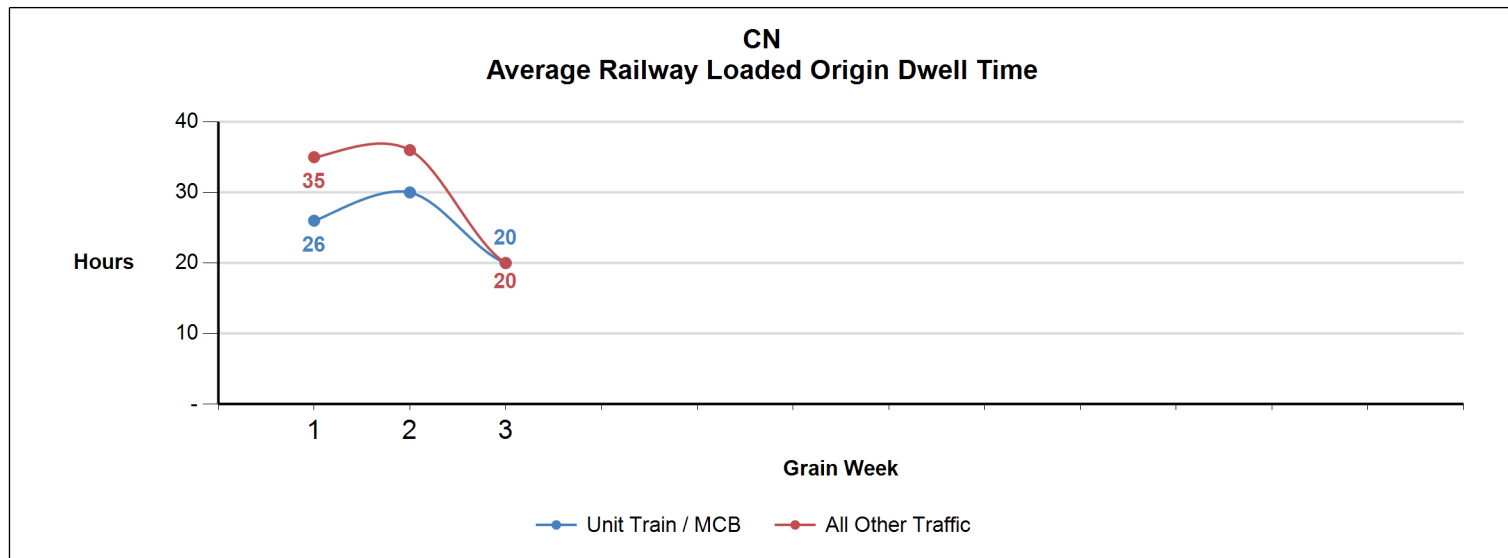
Hopper Cars Supplied in the Want Week by Corridor - To Week 03

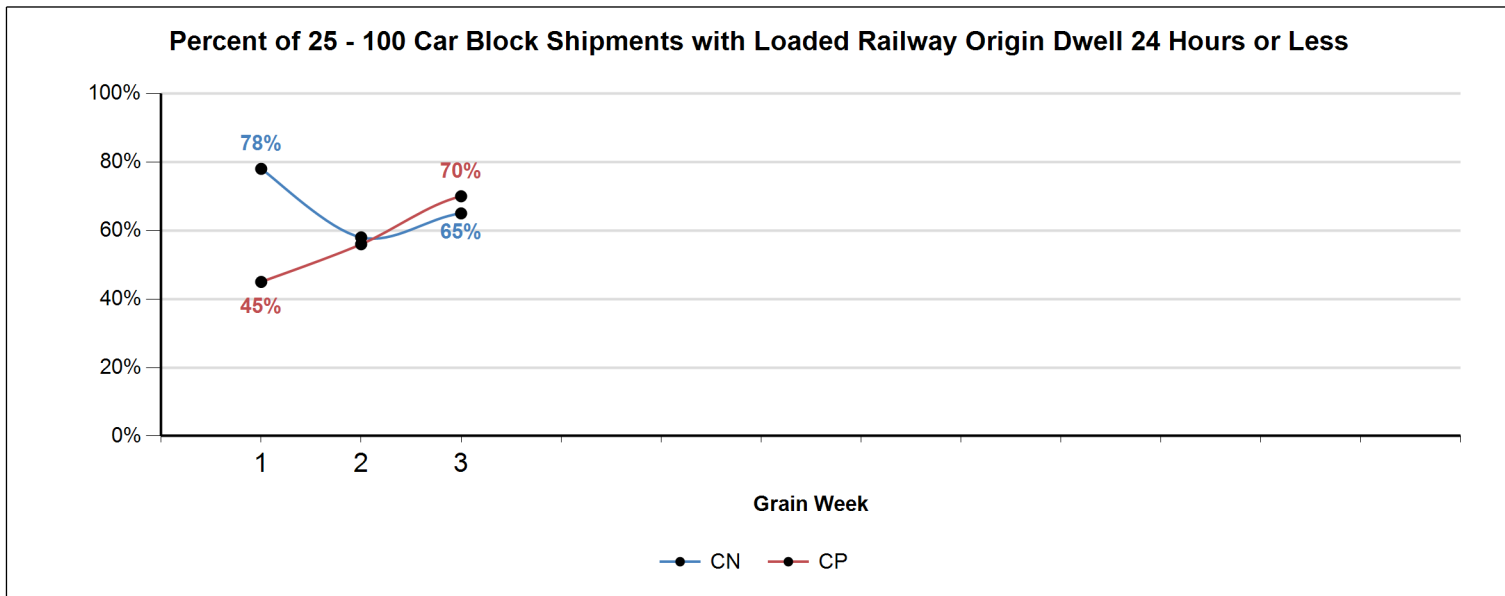
Railway	Corridor	Week 03			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,453	1,241	85%	3,945	3,715	94%
	Thunder Bay	208	208	100%	1,297	1,284	99%
	Vancouver Other / W. Canada	173	132	76%	220	179	81%
	USA / Mexico	76	76	100%	151	149	99%
	Eastern Canada	51	51	100%	285	282	99%
CN Total		1,961	1,708	87%	5,898	5,609	95%
CP	Vancouver Bulk	774	763	99%	4,021	3,848	96%
	Thunder Bay	745	744	100%	2,416	2,293	95%
	Vancouver Other / W. Canada	11	11	100%	278	278	100%
	USA / Mexico	436	410	94%	622	595	96%
	Eastern Canada				7	7	100%
CP Total		1,966	1,928	98%	7,344	7,021	96%



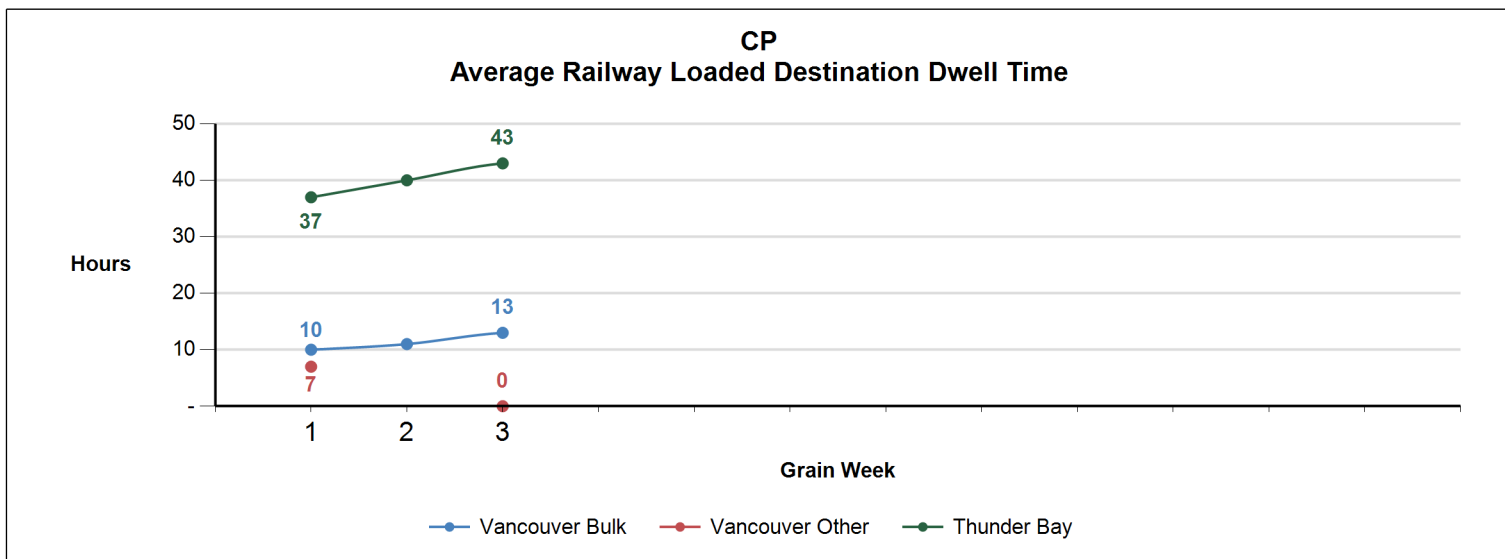
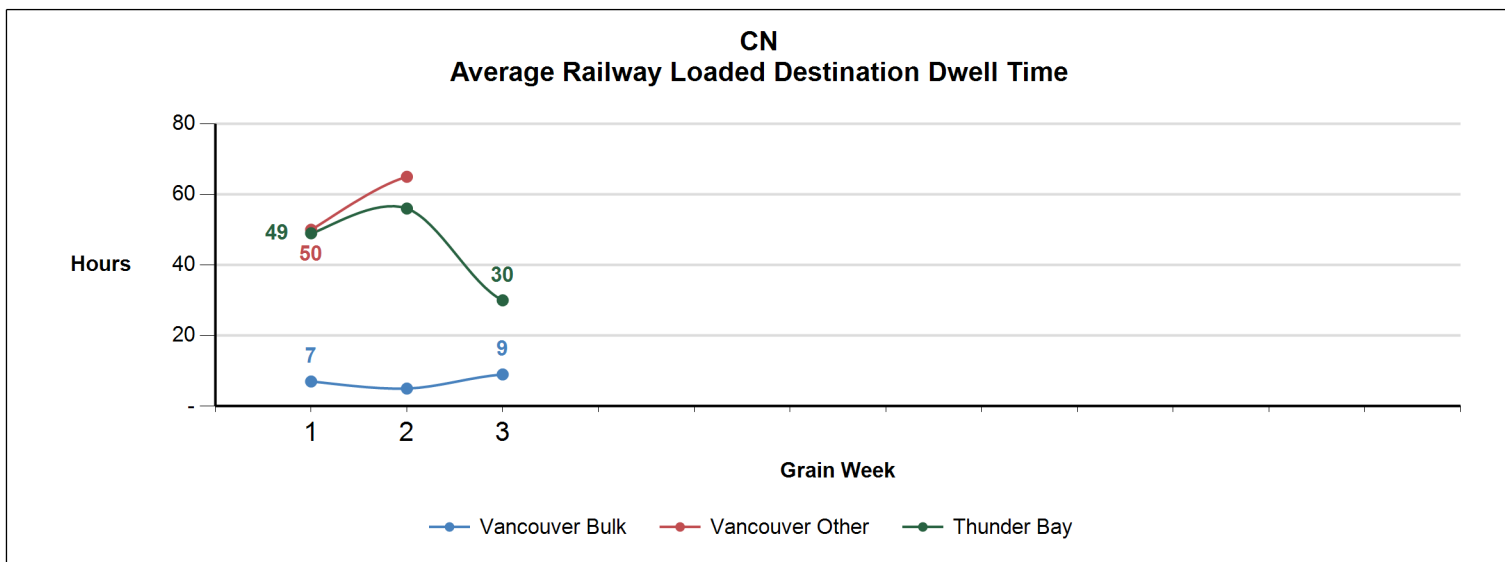


Origin Dwell Performance



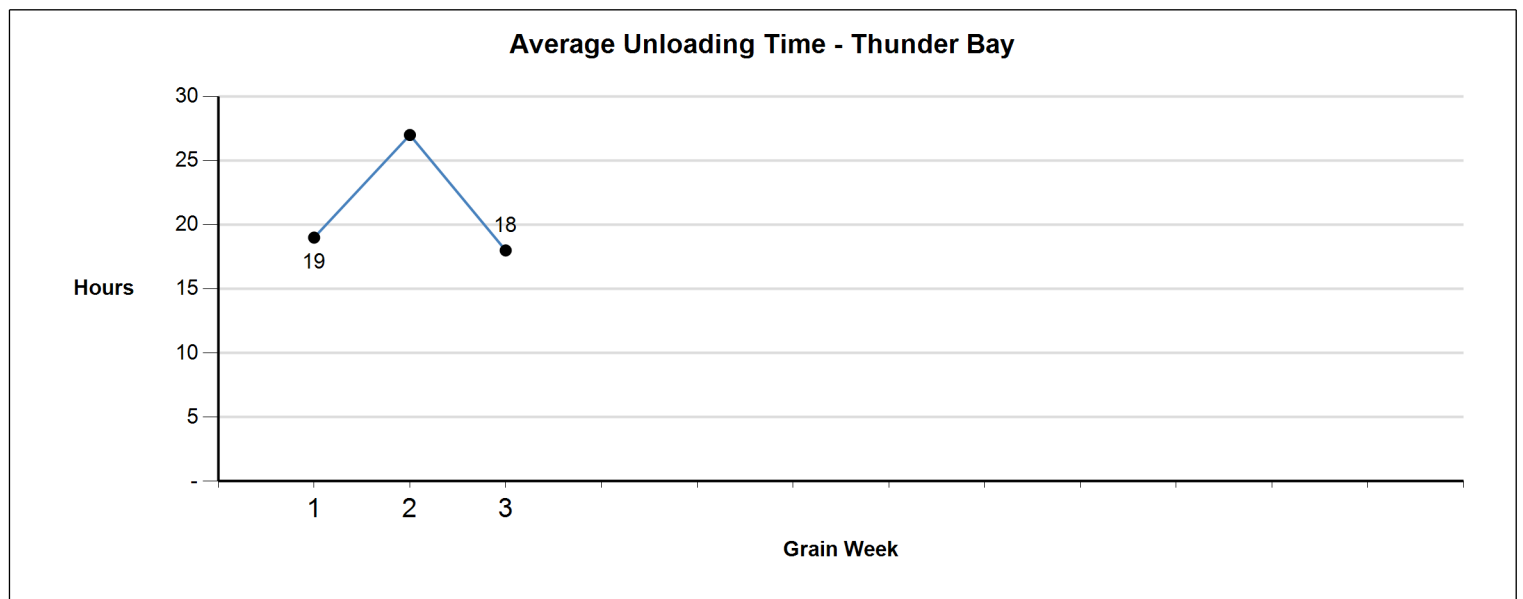
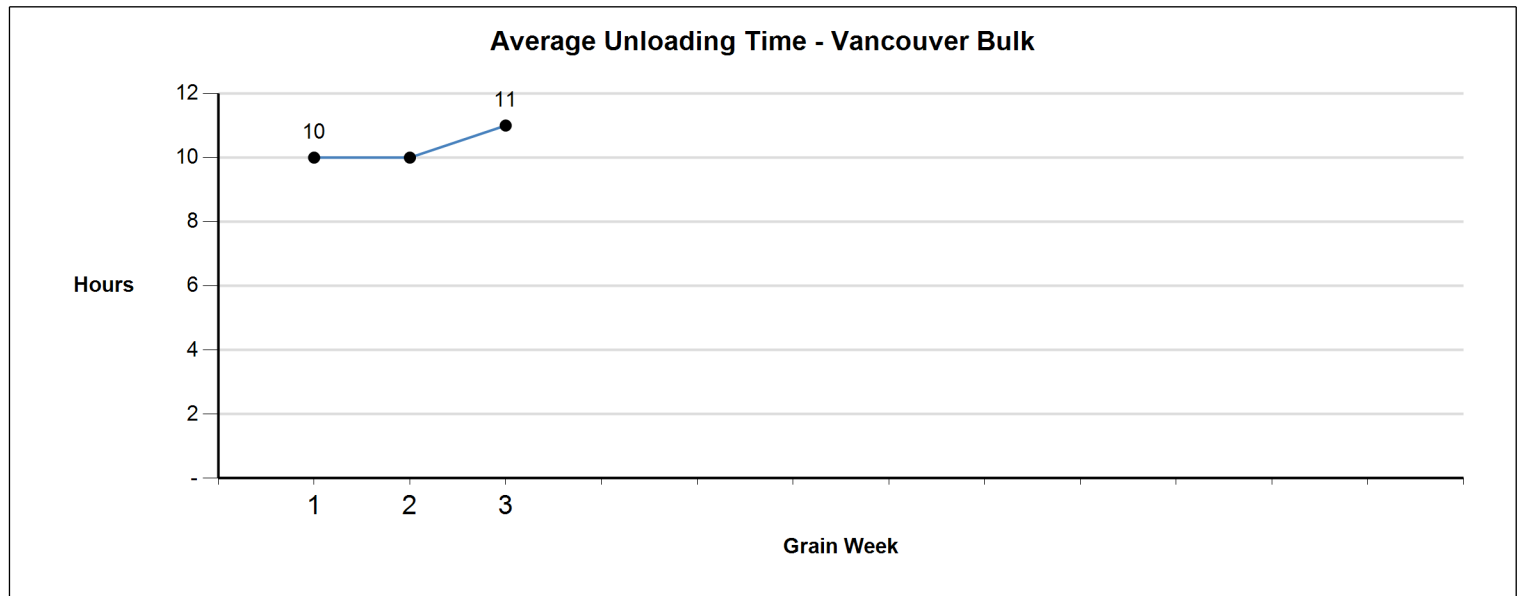


Destination Dwell Performance





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.