

Performance Dashboard

Hopper Car Demand

	Week 16			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	5,209	4,622	587	72,115	4,507	71,763	4,485	352	22
CP	4,541	4,085	456	69,165	4,323	71,636	4,477	(2,471)	(154)
	9,750	8,707	1,043	141,280	8,830	143,399	8,962	(2,119)	(132)

Empty Hopper Cars Supplied – Week 16 (All Want Weeks)

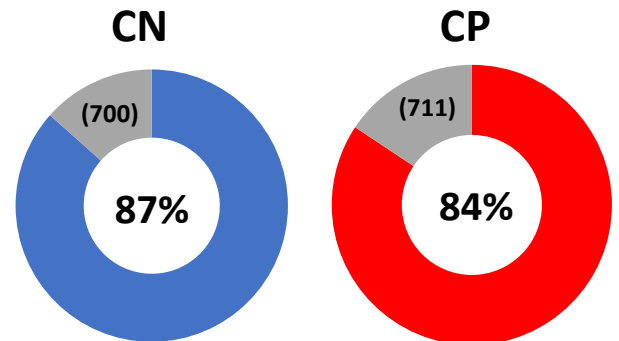
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,404	3,875	301	334	229	123	4,934	4,332
CP	3,426	2,894	558	858	474	990	4,458	4,742
	7,830	6,769	859	1,192	703	1,113	9,392	9,074

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	5%	4%	5%	5%	3%	4%
25	1%	1%	1%	3%	2%	2%
50	12%	11%	11%	13%	13%	13%
100	82%	84%	83%	80%	83%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,209	4,541	9,750
Current Week Order Fulfillment			
Supplied in Current Week	4,404	3,426	7,830
Supplied Early	105	404	509
Total Cars Supplied for Want Week	4,509	3,830	8,339
Current Week Unfulfilled Demand	(700)	(711)	(1,411)
% Current Week Orders Supplied	87%	84%	86%

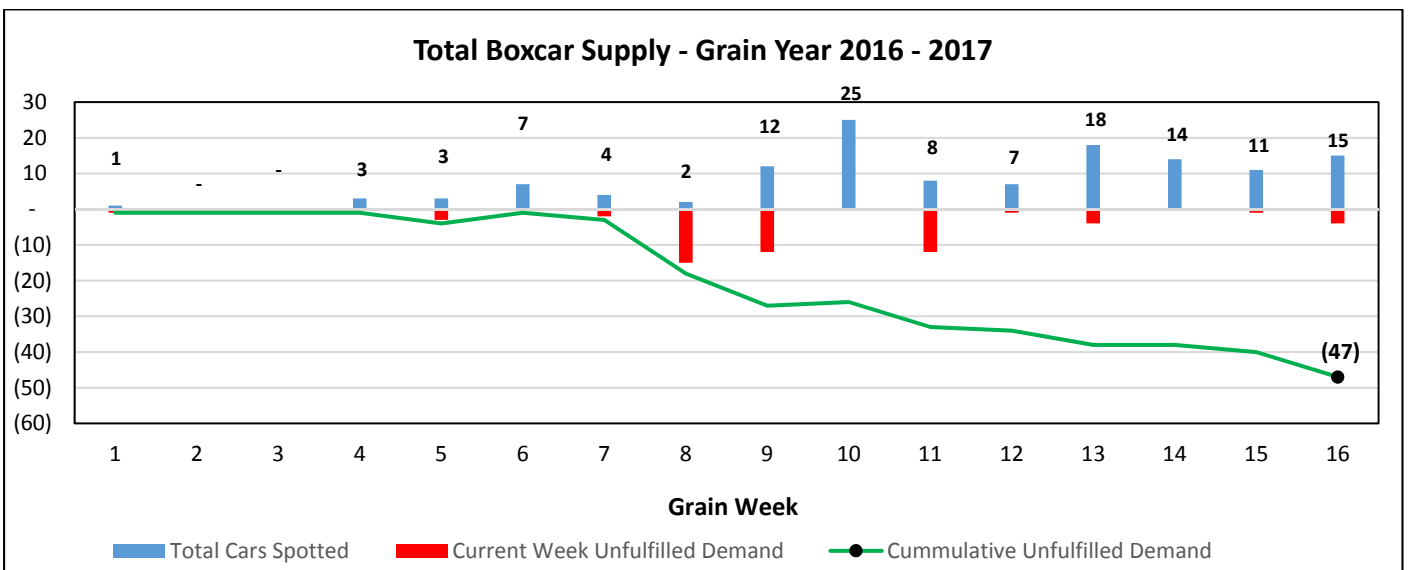
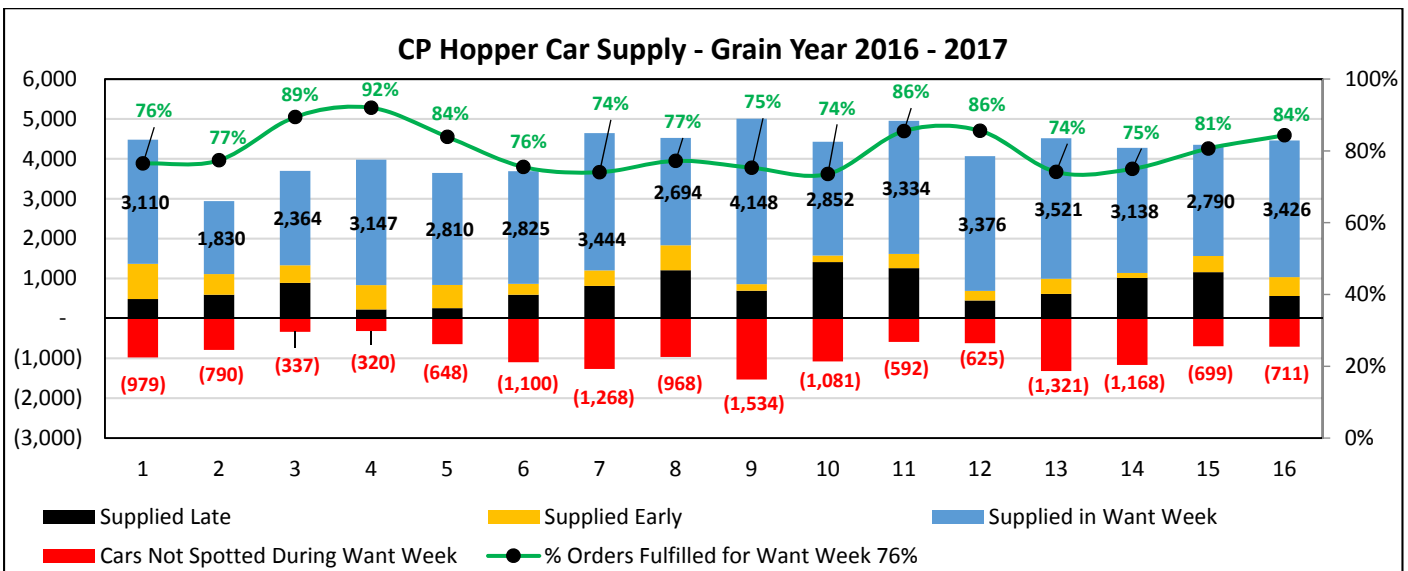
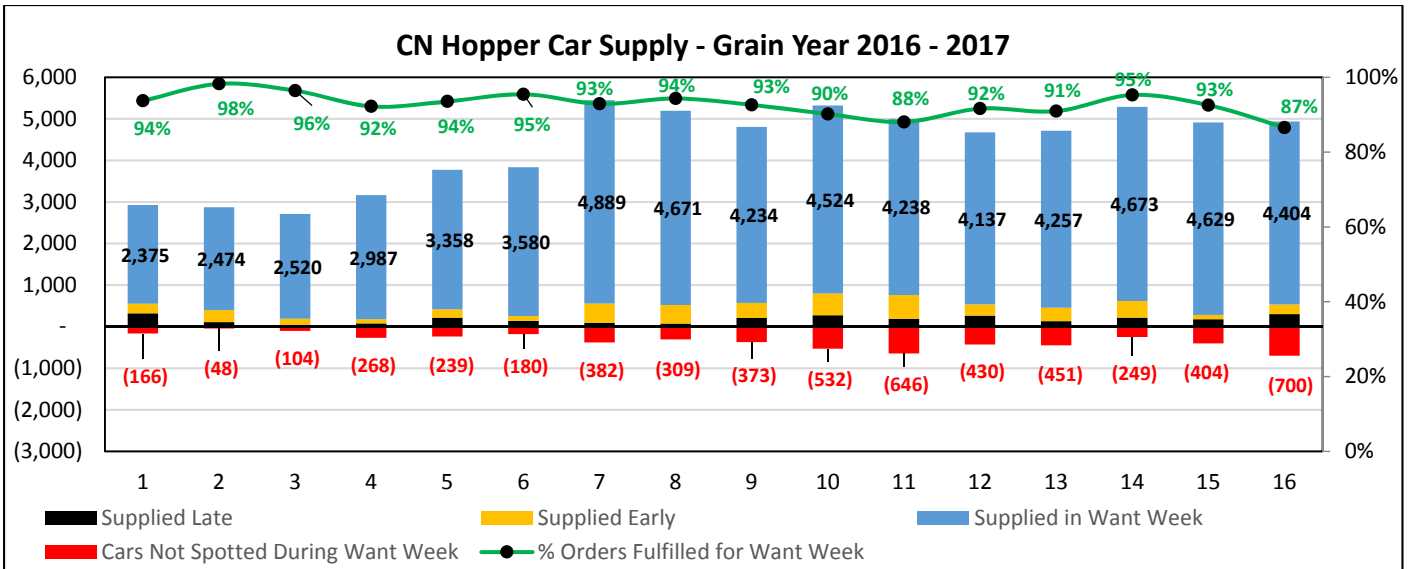


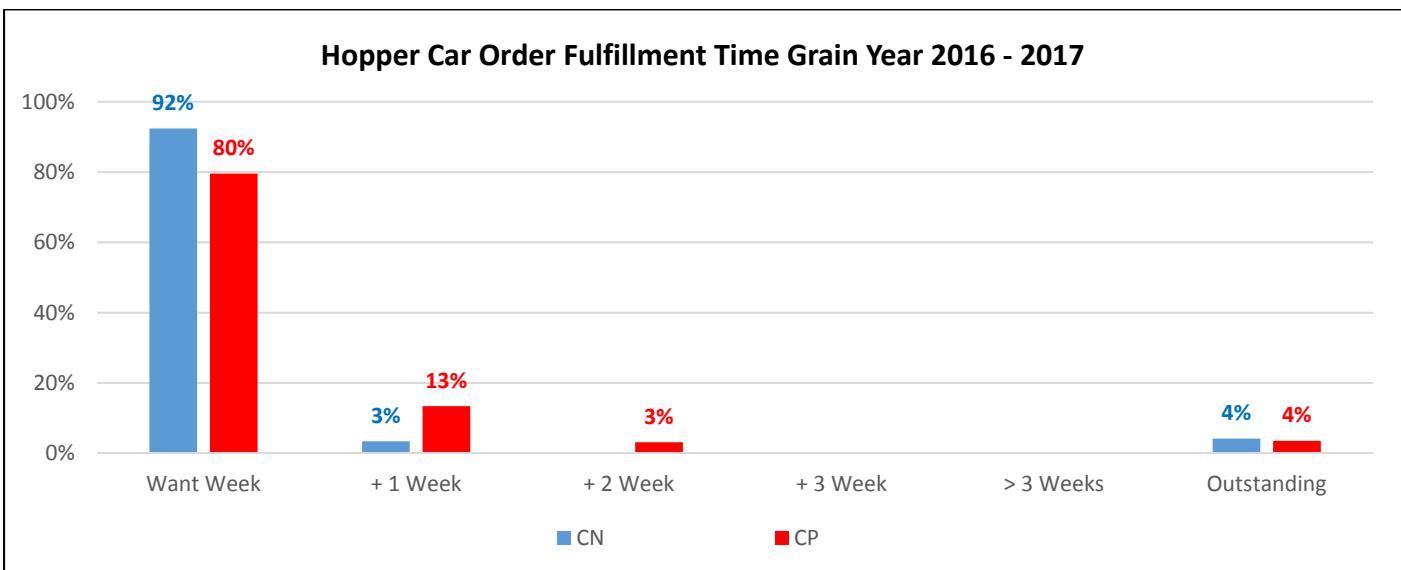
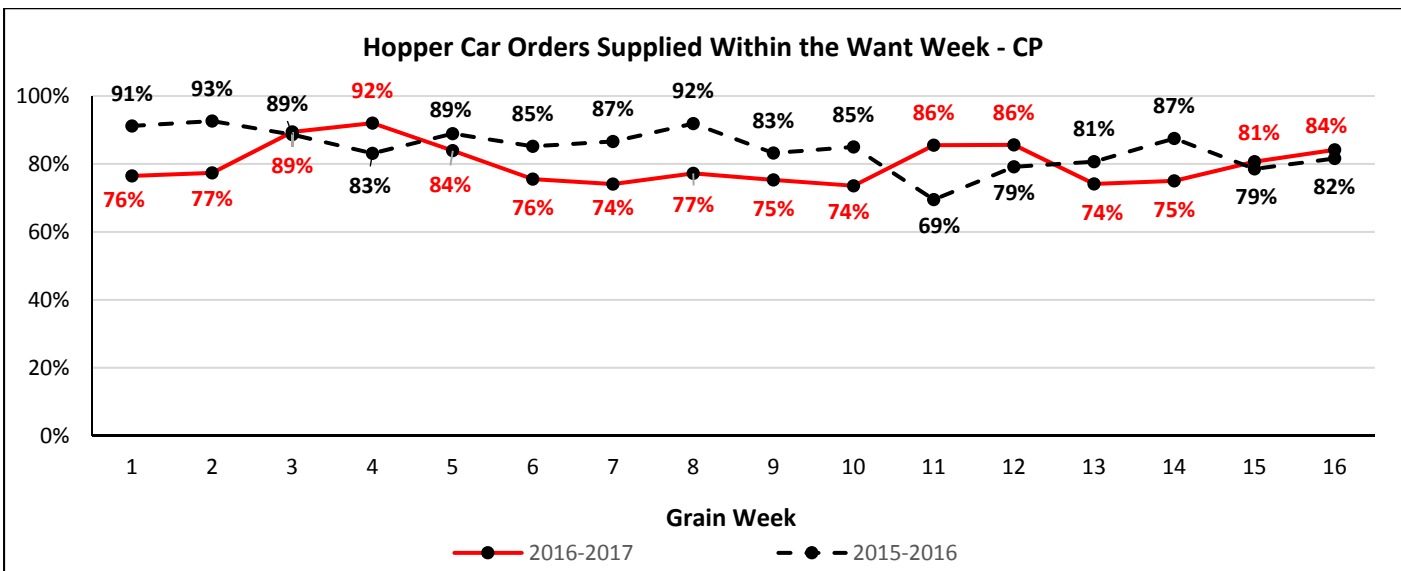
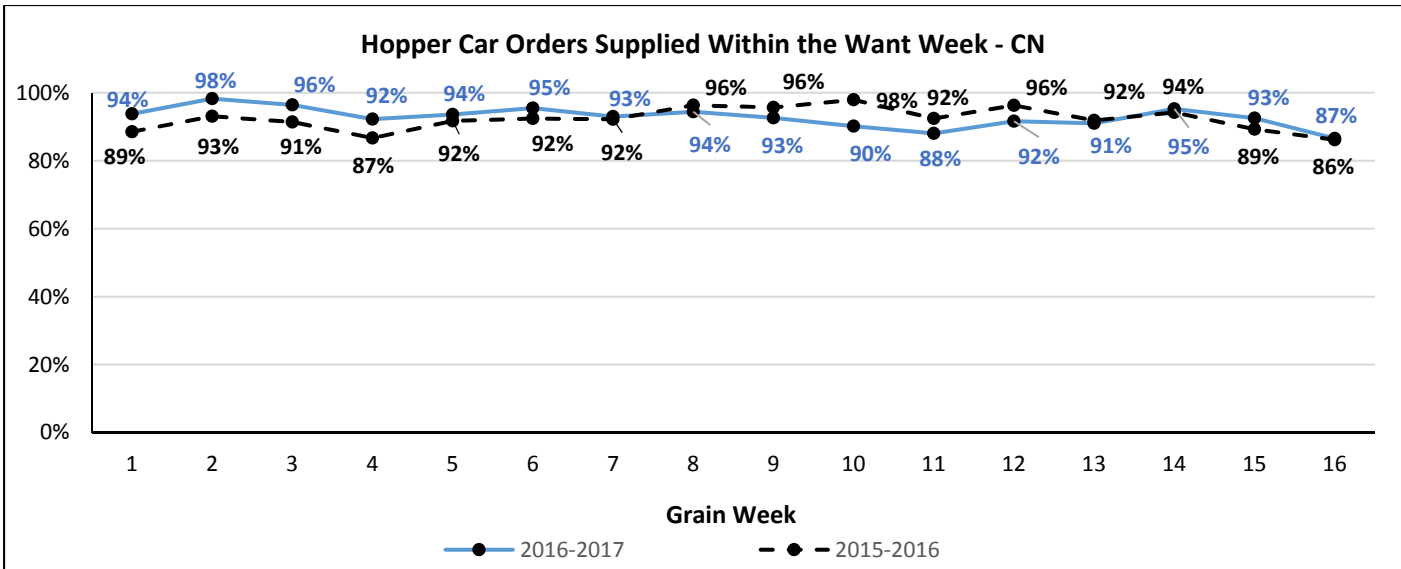
Loaded Dwell Time (Hours) at Origin (All Traffic)

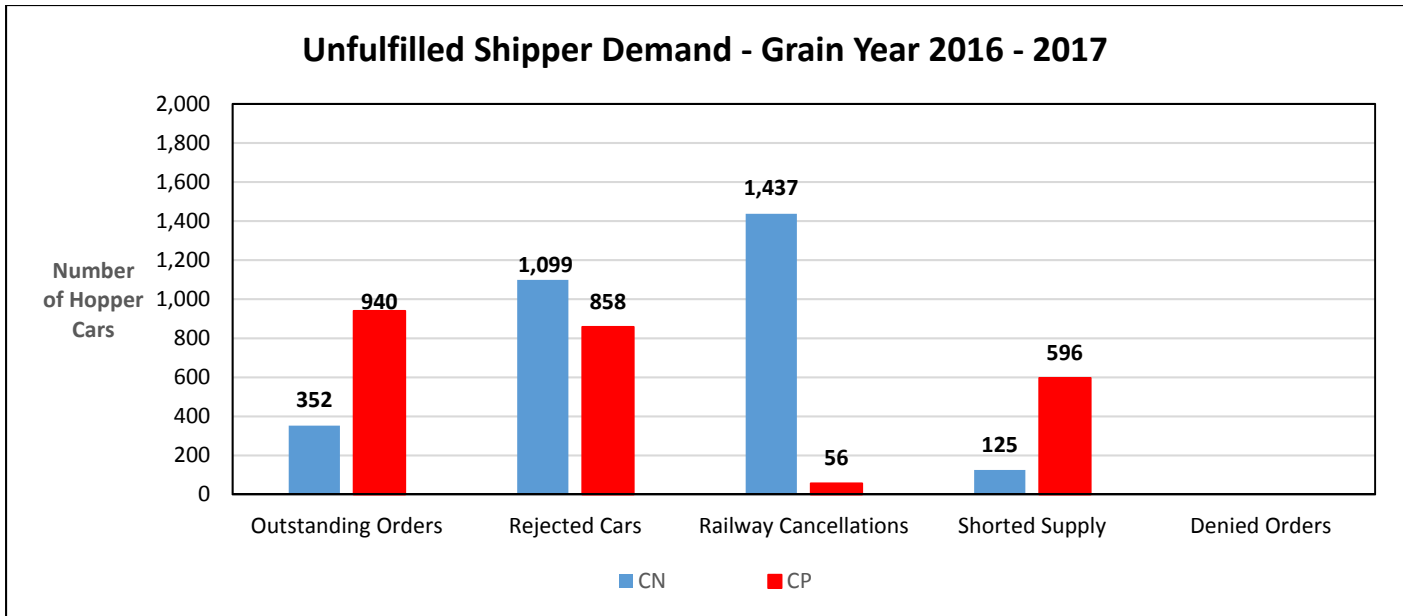
	Week 16		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	16	26	18	22
CP	45	55	50	56

Dwell Time (Hours) at Destination (All Traffic)

		Week 16		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	19	31	22	28
	CP	10	9	11	10
Thunder Bay	CN	75	80	57	54
	CP	32	49	33	37







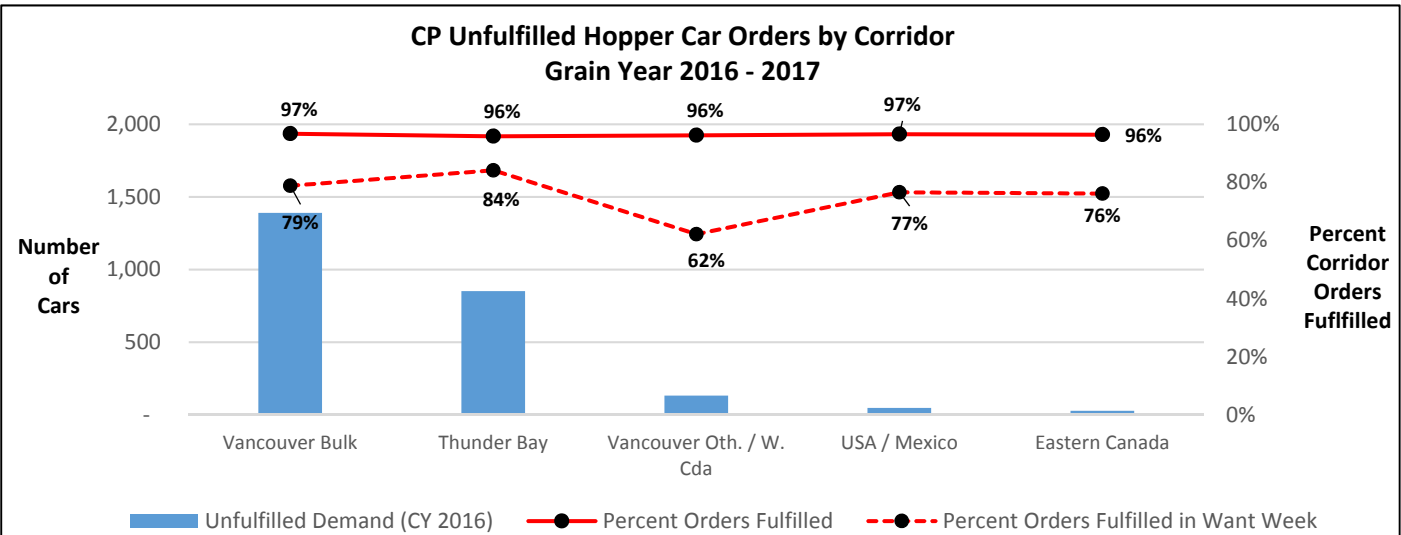
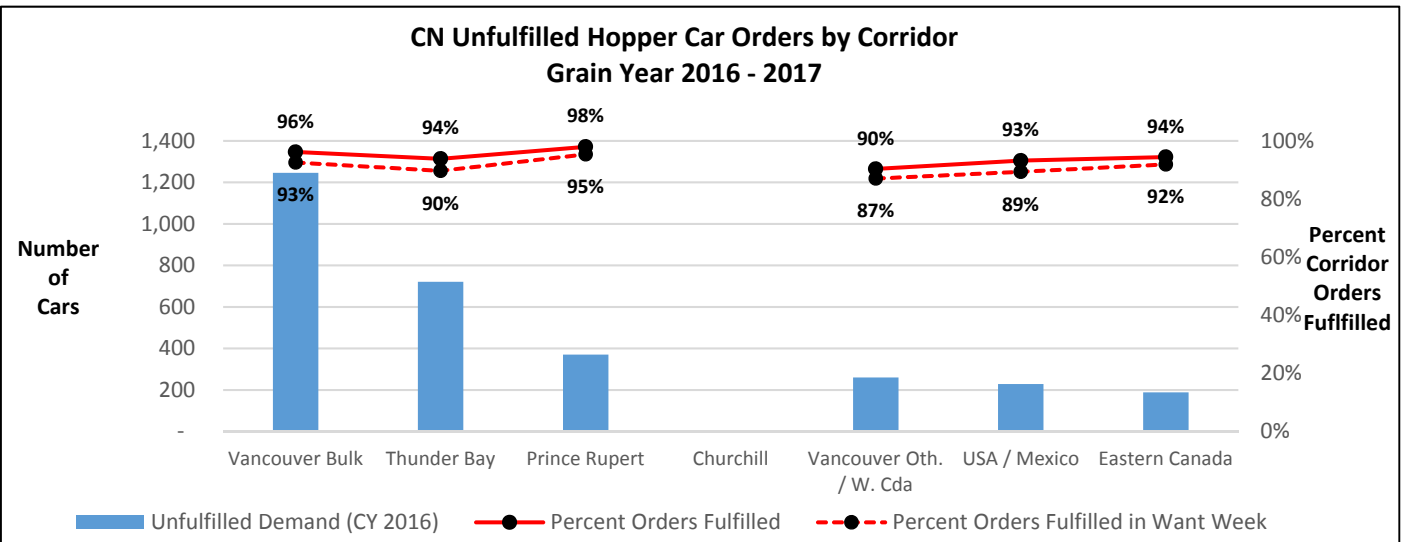
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders – To Week 16

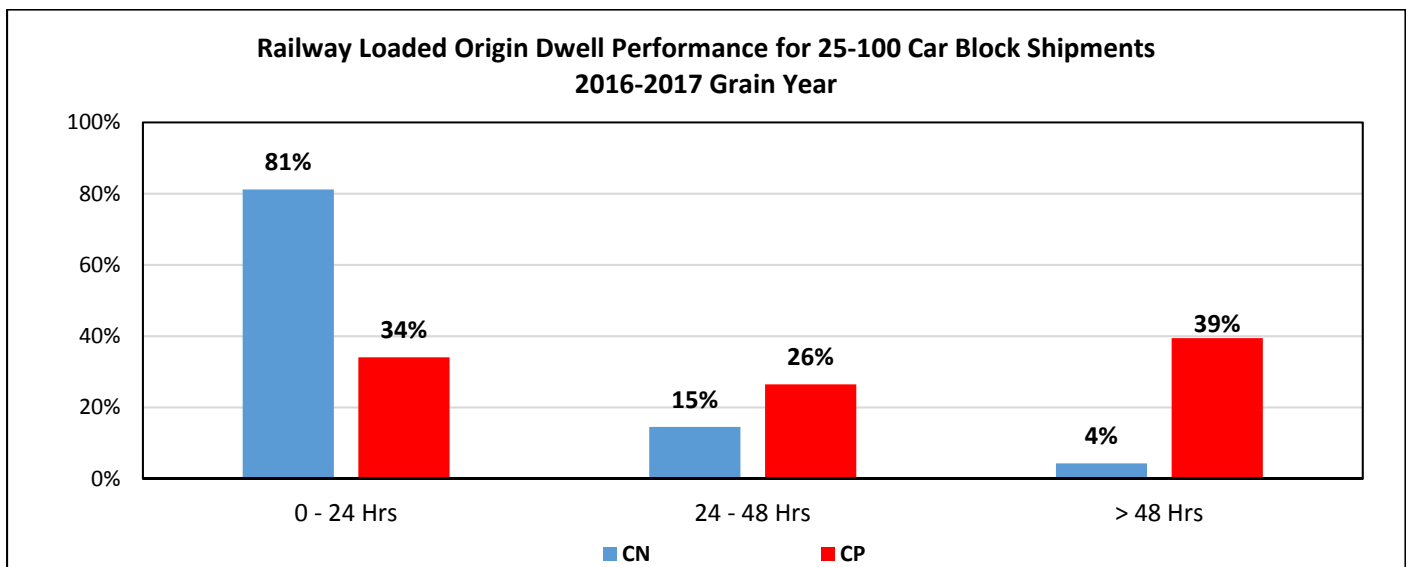
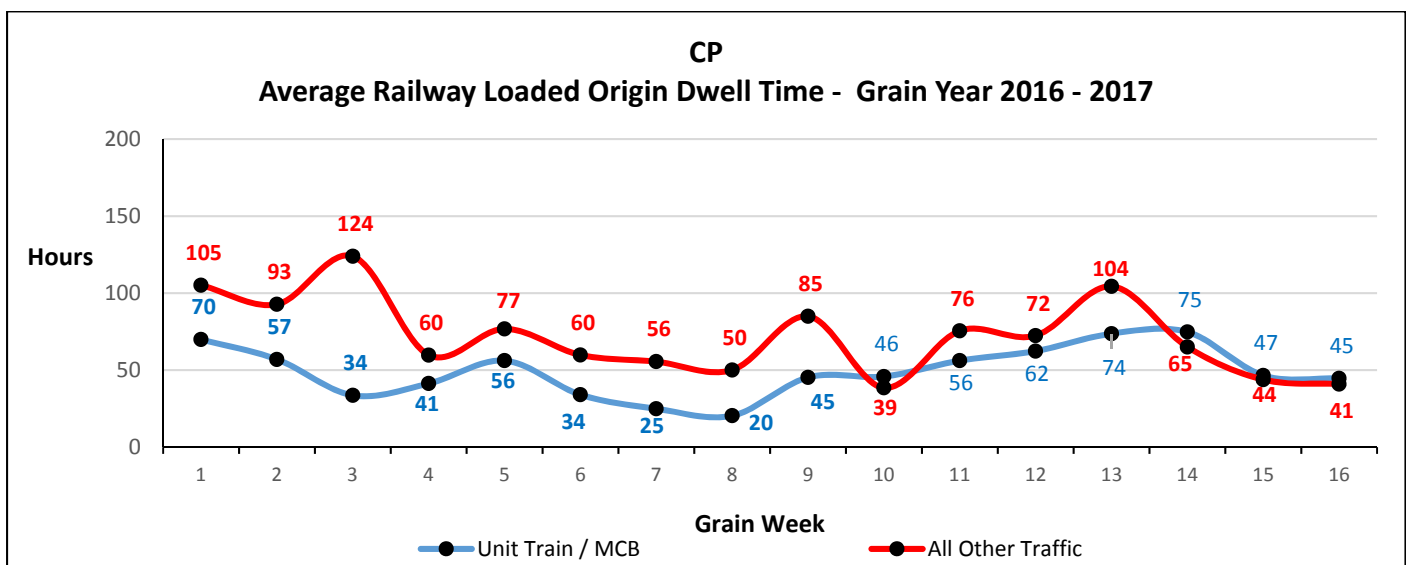
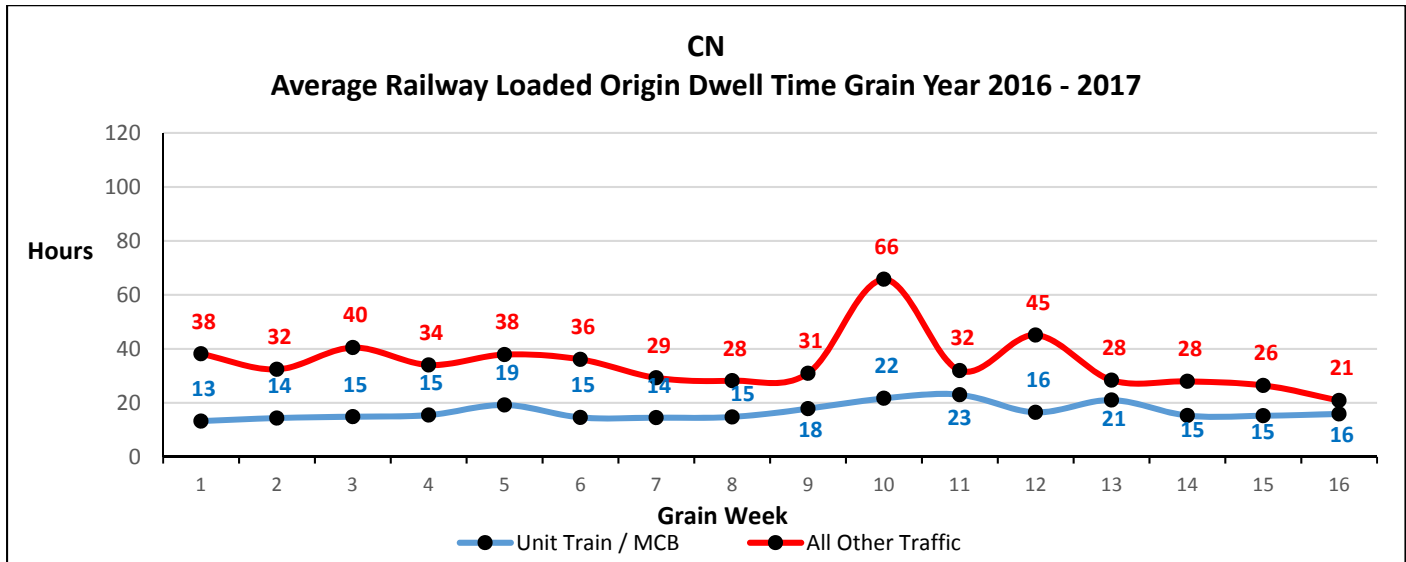
Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	32,713	31,467	(1,246)	96%
	Thunder Bay	11,696	10,975	(721)	94%
	Prince Rupert	18,277	17,907	(370)	98%
	Churchill	-	-	-	-
	Vancouver Other / W. Canada	2,690	2,430	(260)	90%
	USA / Mexico	3,354	3,126	(228)	93%
	Eastern Canada	3,385	3,197	(188)	94%
CN Total		72,115	69,102	(3,013)	96%
CP	Vancouver Bulk	42,840	41,450	(1,390)	97%
	Thunder Bay	20,650	19,798	(852)	96%
	Vancouver Other / W. Canada	3,480	3,348	(132)	96%
	USA / Mexico	1,410	1,362	(48)	97%
	Eastern Canada	785	757	(28)	96%
CP Total		69,165	66,715	(2,450)	96%

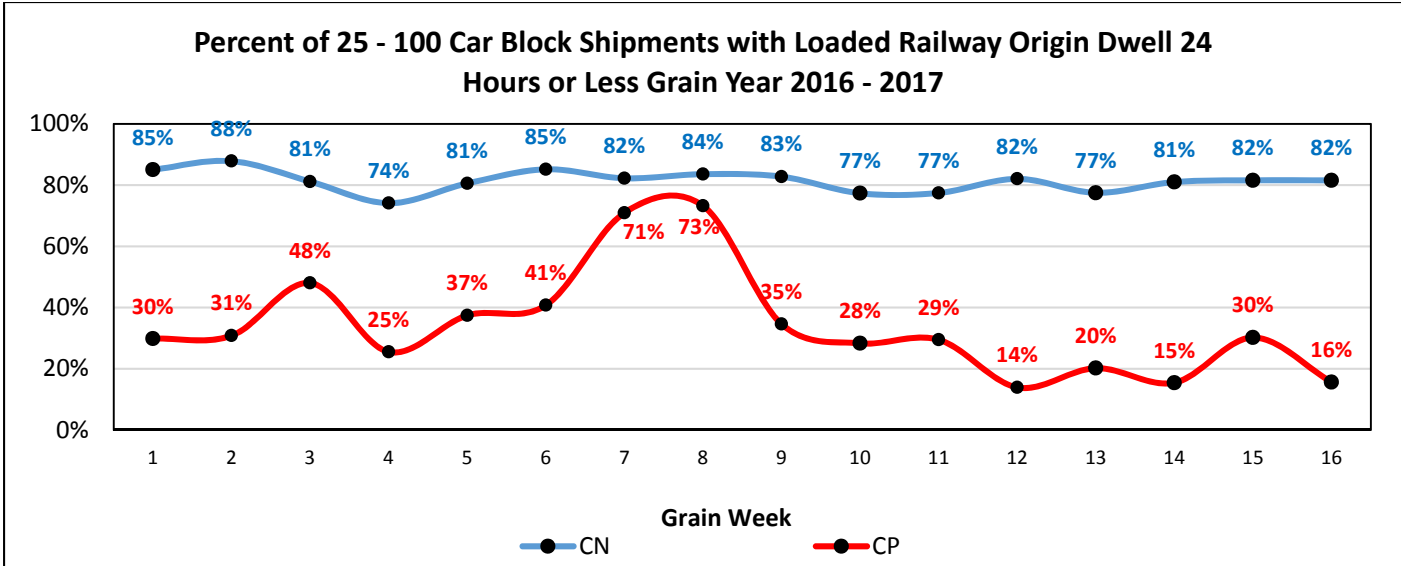
Hopper Cars Supplied in the Want Week by Corridor – To Week 16

Railway	Corridor	Week 16			Year to Date		
		Ordered	Supplied	% Supplied	Ordered	Supplied	% Supplied
CN	Vancouver Bulk	2,133	1,885	88%	32,713	30,287	93%
	Thunder Bay	766	657	86%	11,696	10,488	90%
	Prince Rupert	1,243	1,224	98%	18,277	17,430	95%
	Churchill	-	-	-	-	-	-
	Vancouver Other / W. Canada	316	190	60%	2,690	2,341	87%
	USA / Mexico	341	181	53%	3,354	2,998	89%
	Eastern Canada	410	372	91%	3,385	3,110	92%
CN Total		5,209	4,509	87%	72,115	66,654	92%
CP	Vancouver Bulk	3,019	2,622	87%	42,840	33,792	79%
	Thunder Bay	1,395	1,116	80%	20,650	17,381	84%
	Vancouver Other / W. Canada	113	68	60%	3,480	2,164	62%
	USA / Mexico	5	6	100%	1,410	1,080	77%
	Eastern Canada	9	9	100%	785	598	76%
CP Total		4,541	3,821	84%	69,165	55,015	80%

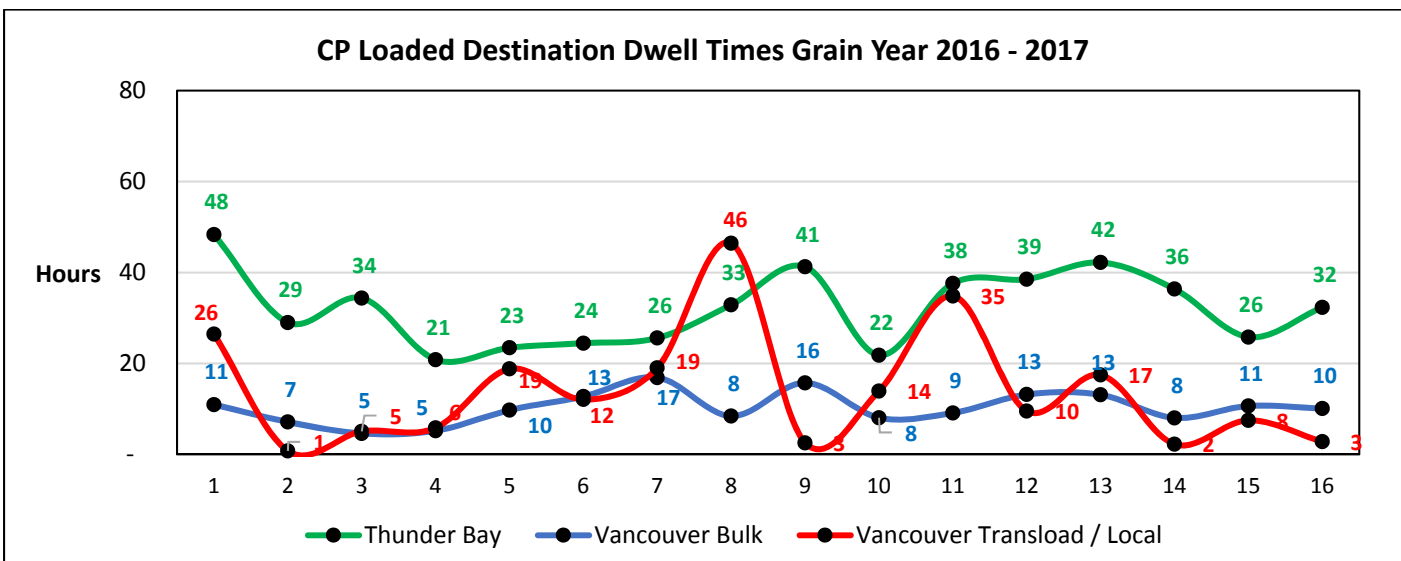
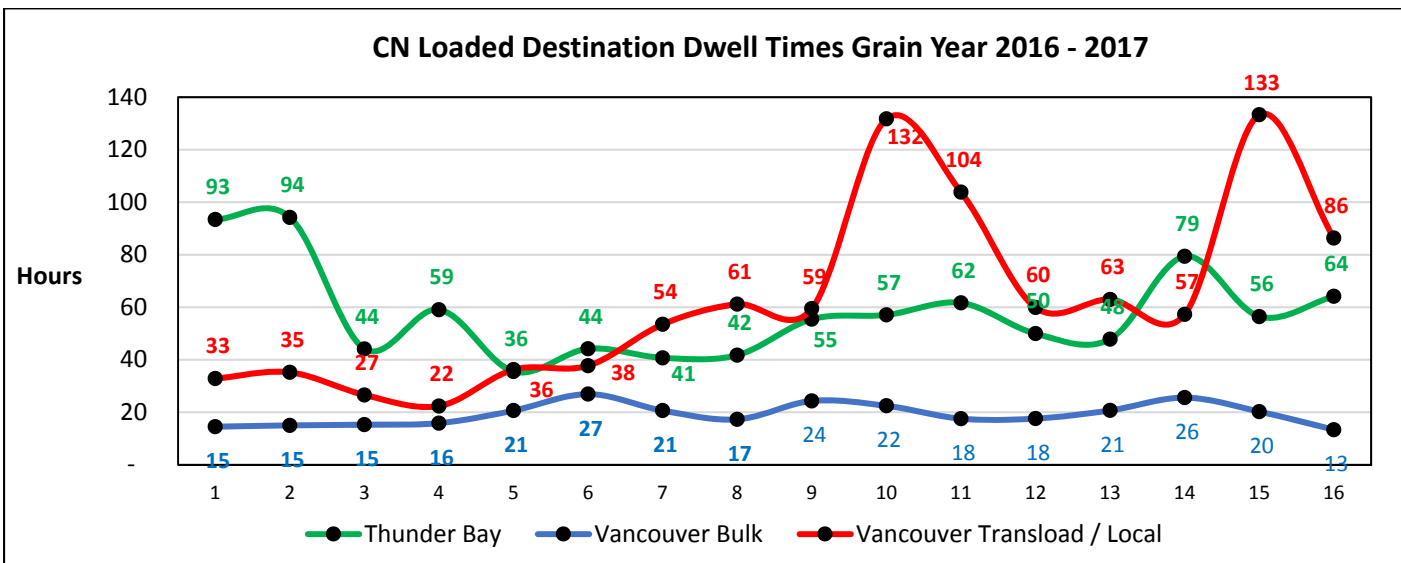


Origin Dwell Performance

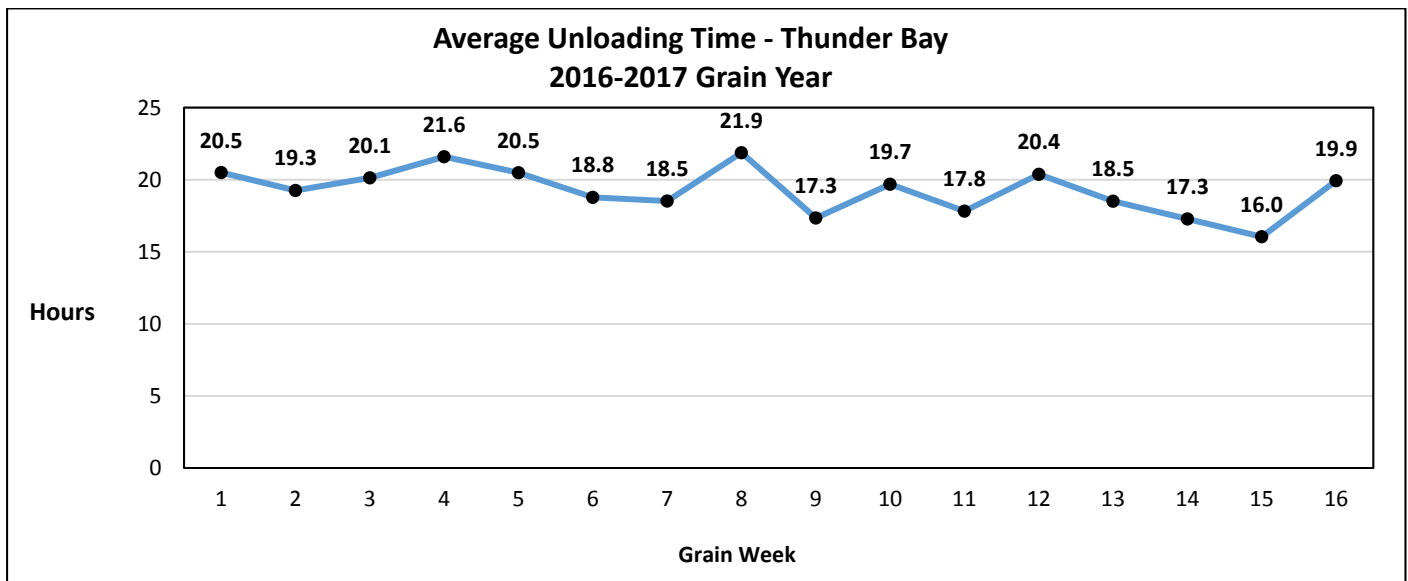
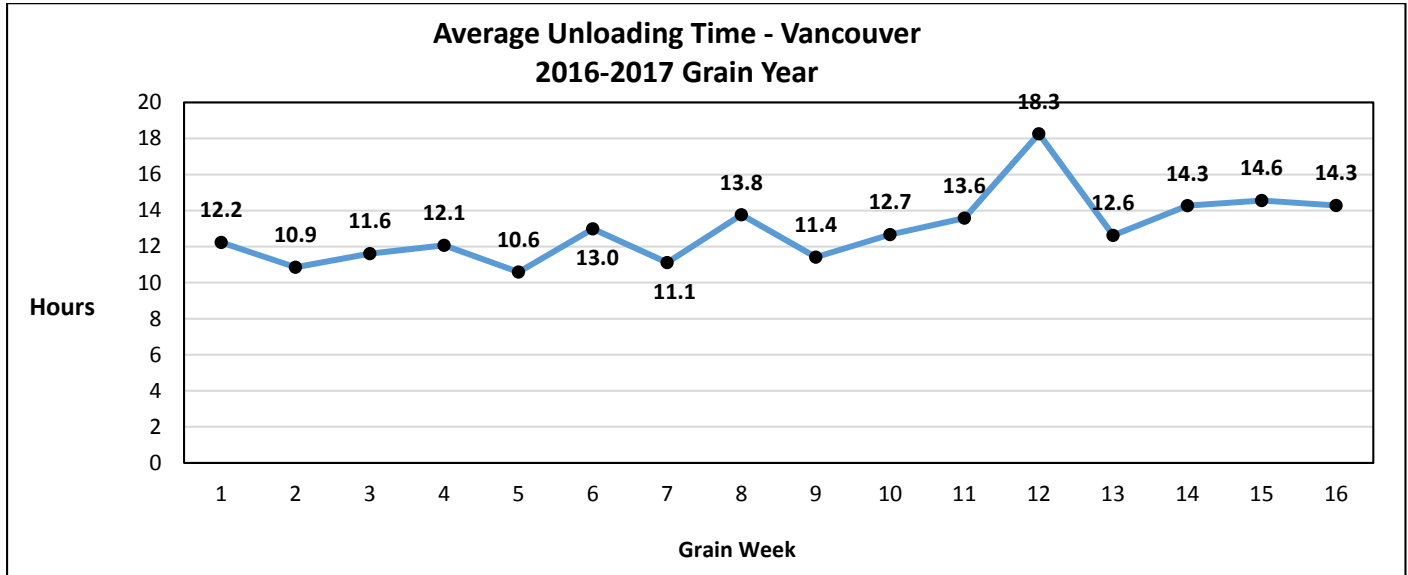




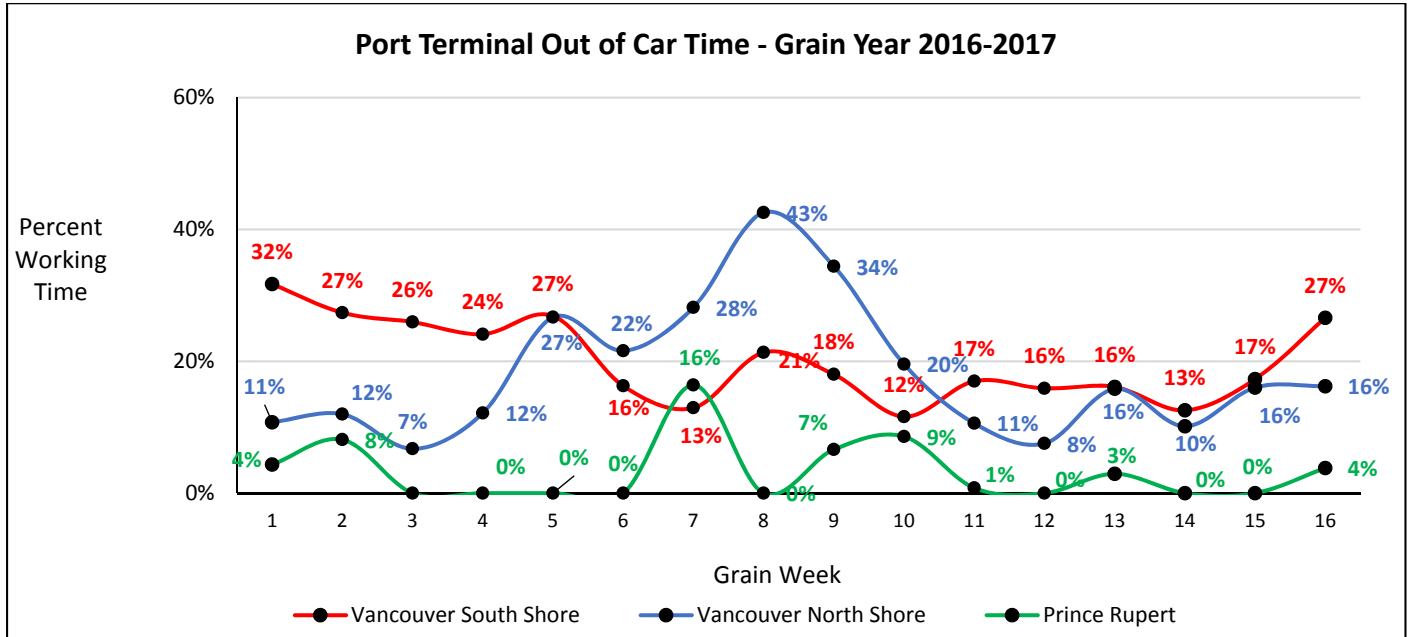
Destination Dwell Performance



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.