

Performance Dashboard

Hopper Car Demand

	Week 19			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	5,408	5,016	392	87,973	4,630	86,305	4,542	1,668	88
CP	4,421	4,908	(487)	83,116	4,375	86,301	4,542	(3,185)	(168)
	9,829	9,924	(95)	171,089	9,005	172,606	9,085	(1,517)	(80)

Empty Hopper Cars Supplied – Week 19 (All Want Weeks)

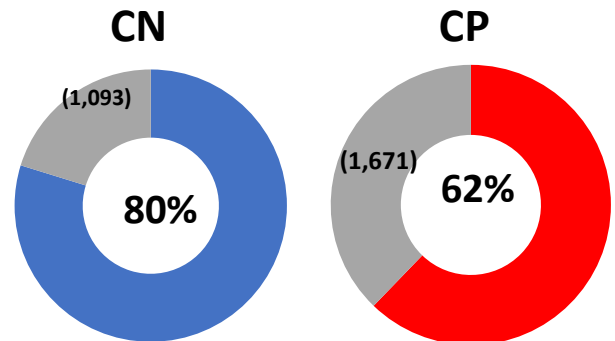
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	Last Year	This Year	Last Year	This Year	Last Year	This Year		
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,079	3,889	51	306	38	43	4,168	4,238
CP	2,522	3,516	1,026	773	56	729	3,604	5,018
	6,601	7,405	1,077	1,079	94	772	7,772	9,256

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	3%	3%	4%	3%	4%
25	5%	0%	3%	3%	2%	2%
50	20%	6%	13%	13%	12%	13%
100	73%	91%	81%	79%	83%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,408	4,421	9,829
Current Week Order Fulfillment			
Supplied in Current Week	4,079	2,522	6,601
Supplied Early	236	228	464
Total Cars Supplied for Want Week	4,315	2,750	7,065
Current Week Unfulfilled Demand	(1,093)	(1,671)	(2,764)
% Current Week Orders Supplied	80%	62%	72%

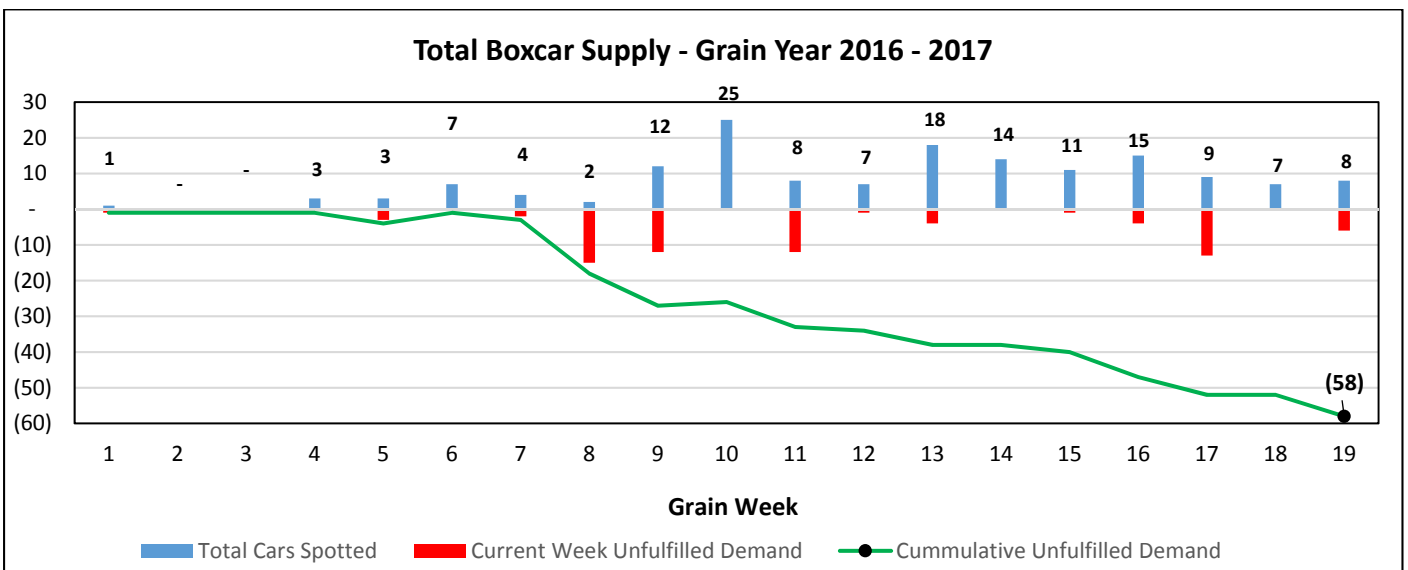
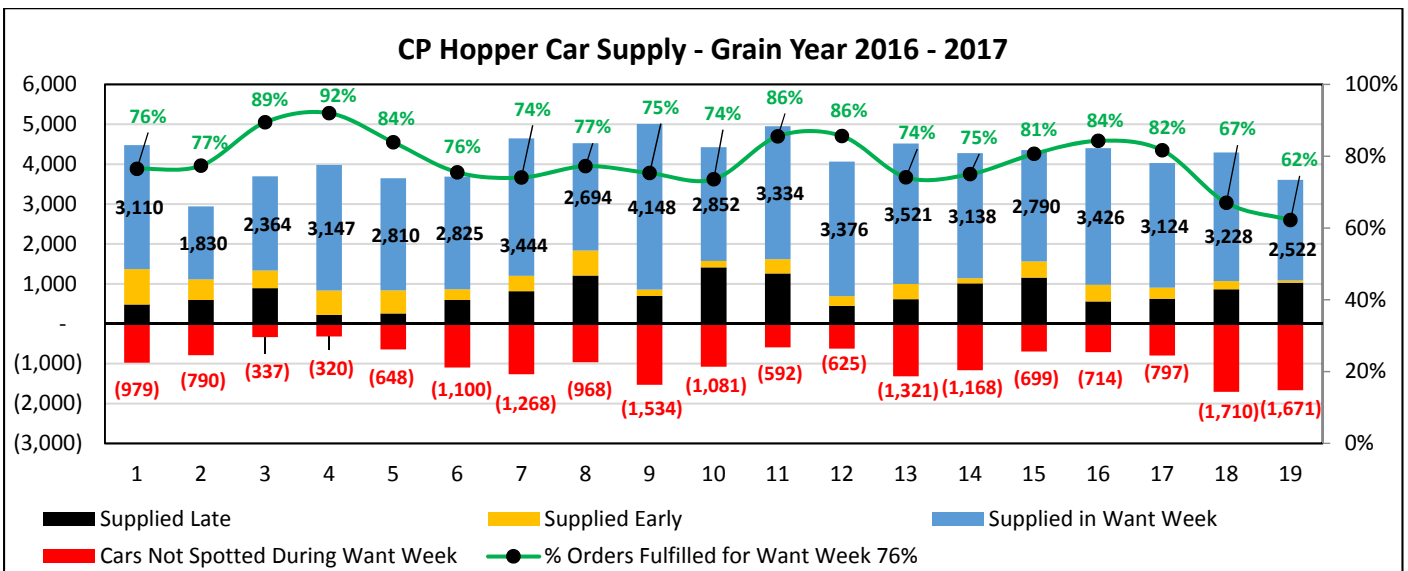
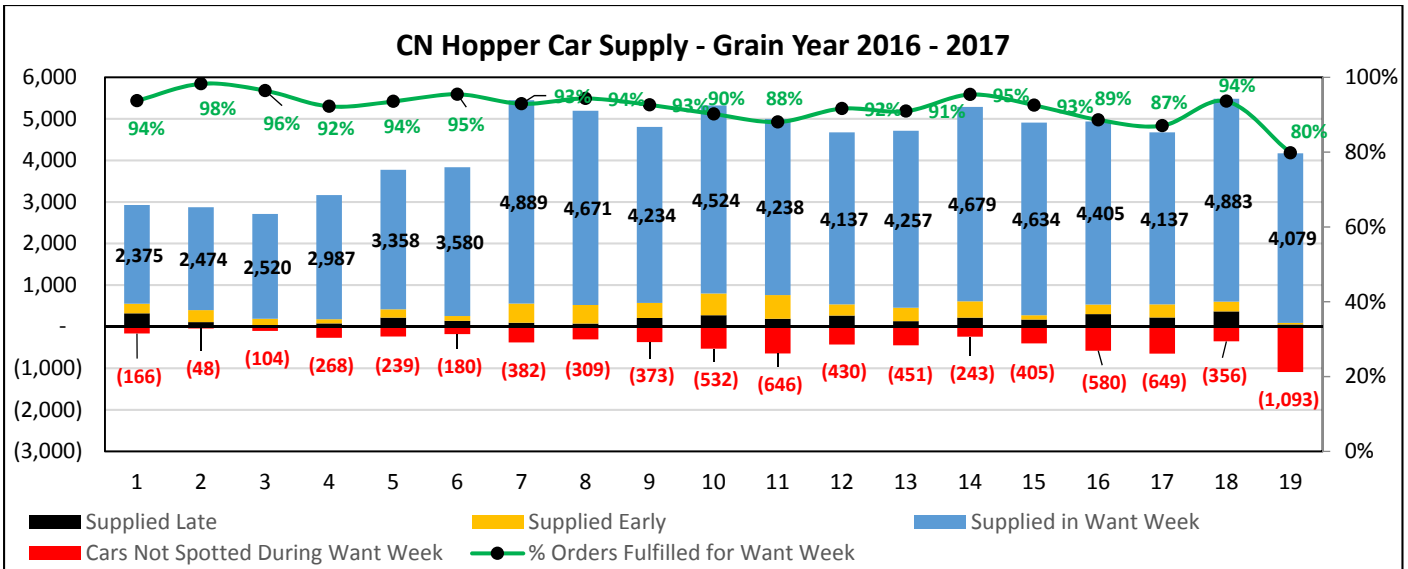


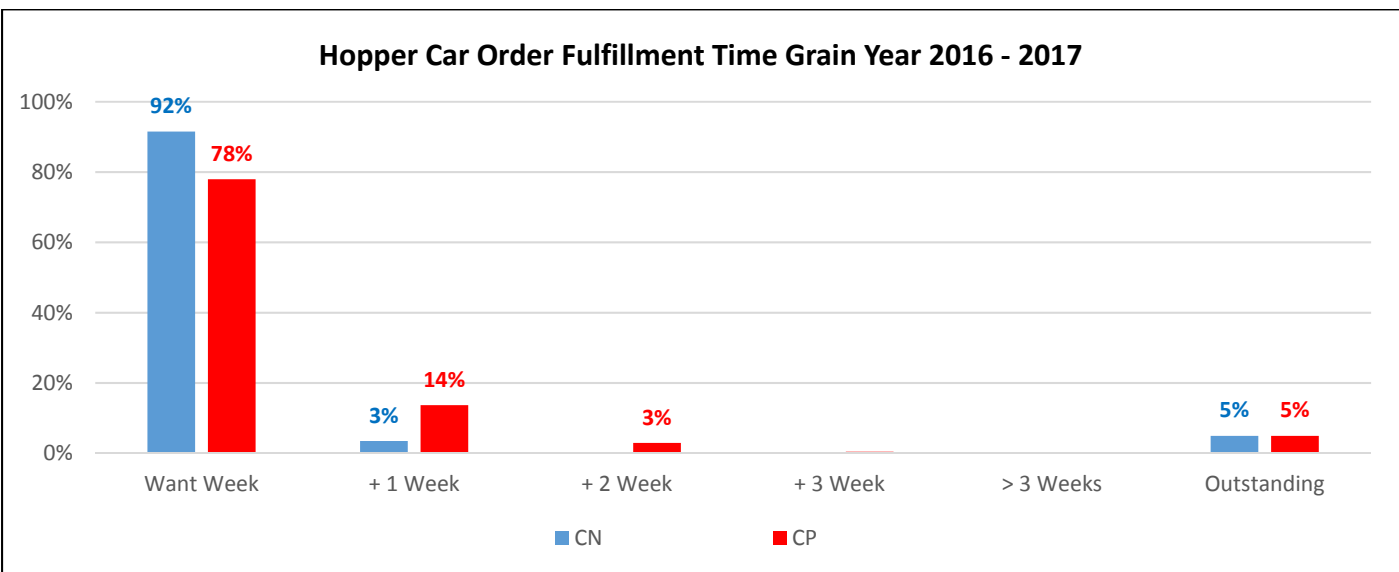
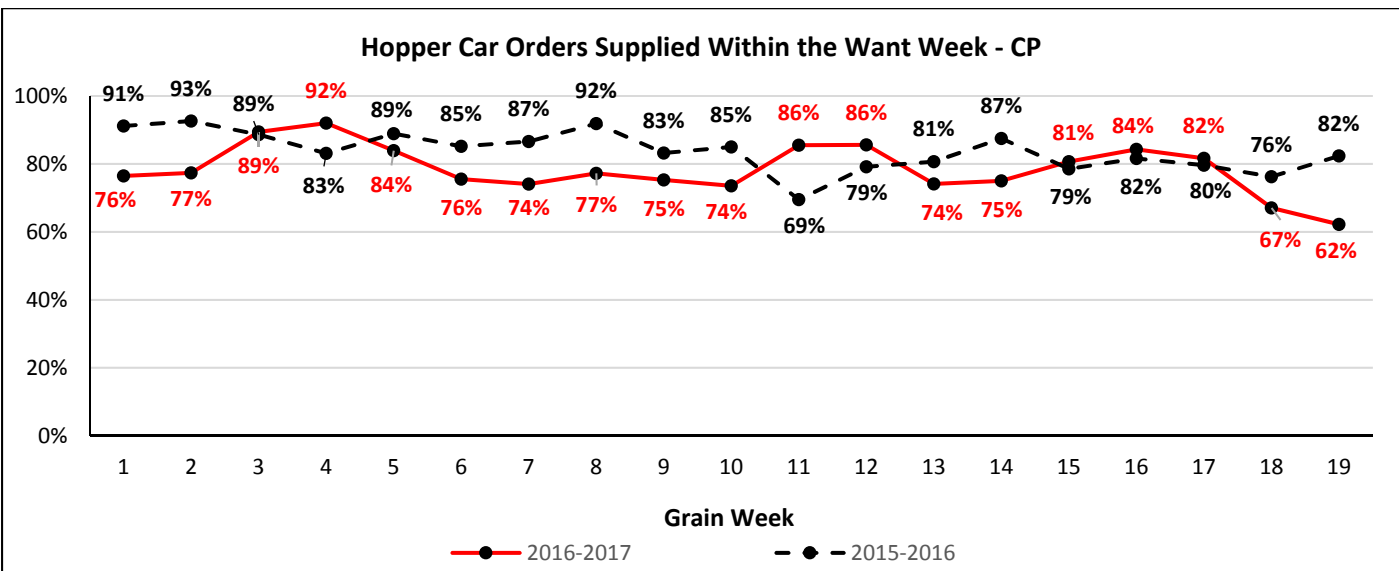
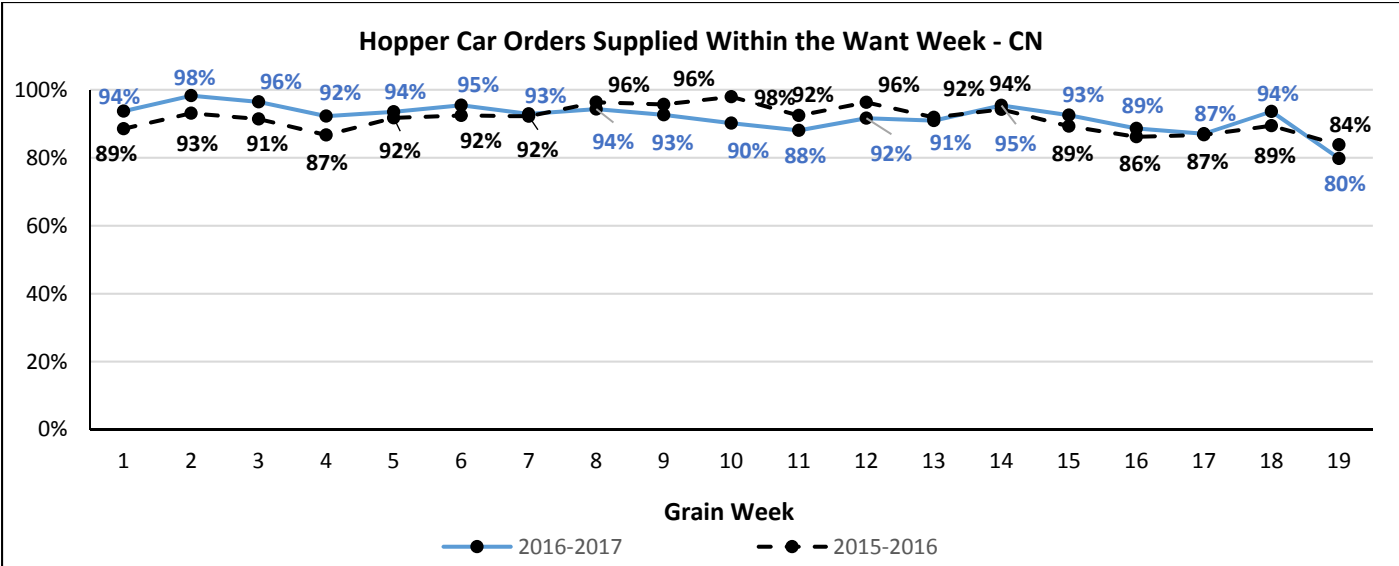
Loaded Dwell Time (Hours) at Origin (All Traffic)

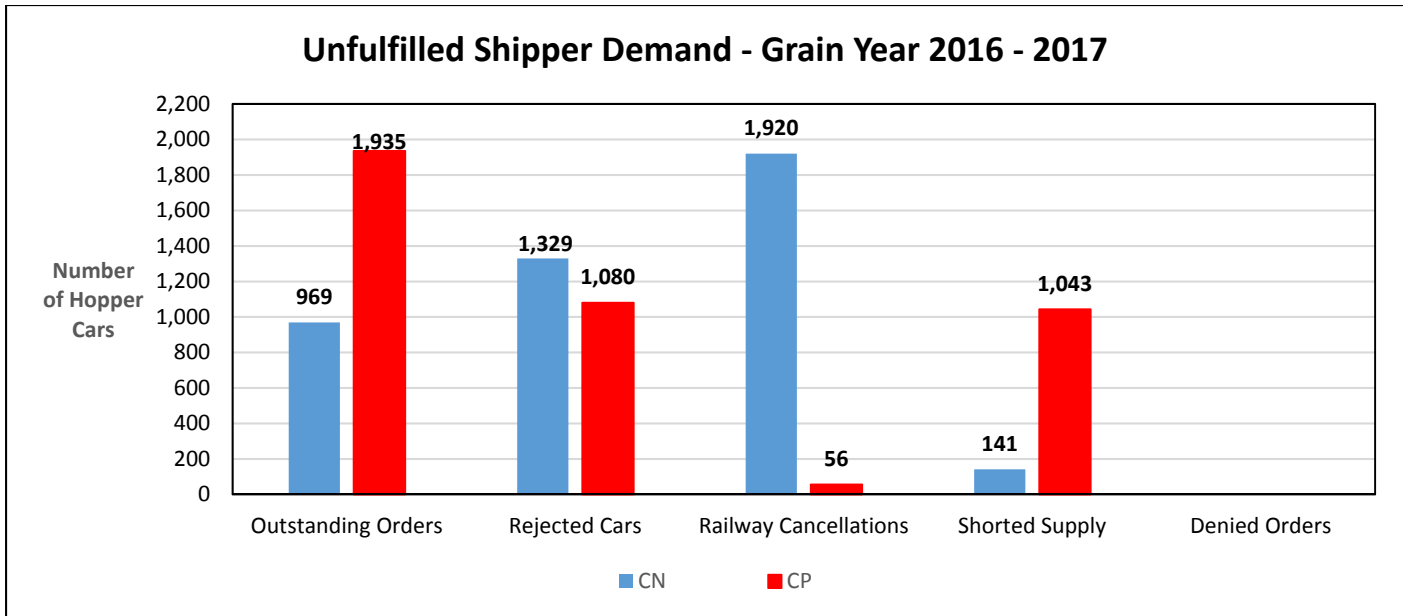
	Week 19		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	23	16	19	21
CP	77	30	52	55

Dwell Time (Hours) at Destination (All Traffic)

		Week 19		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	26	20	22	26
	CP	11	15	11	11
Thunder Bay	CN	63	91	56	64
	CP	48	48	35	39







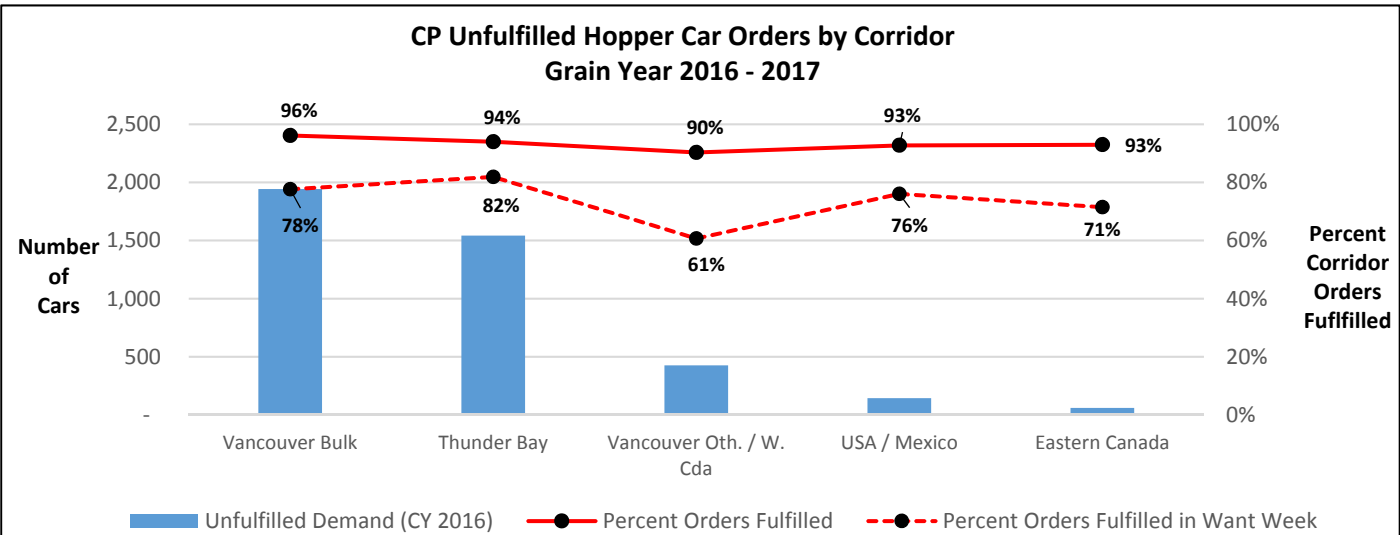
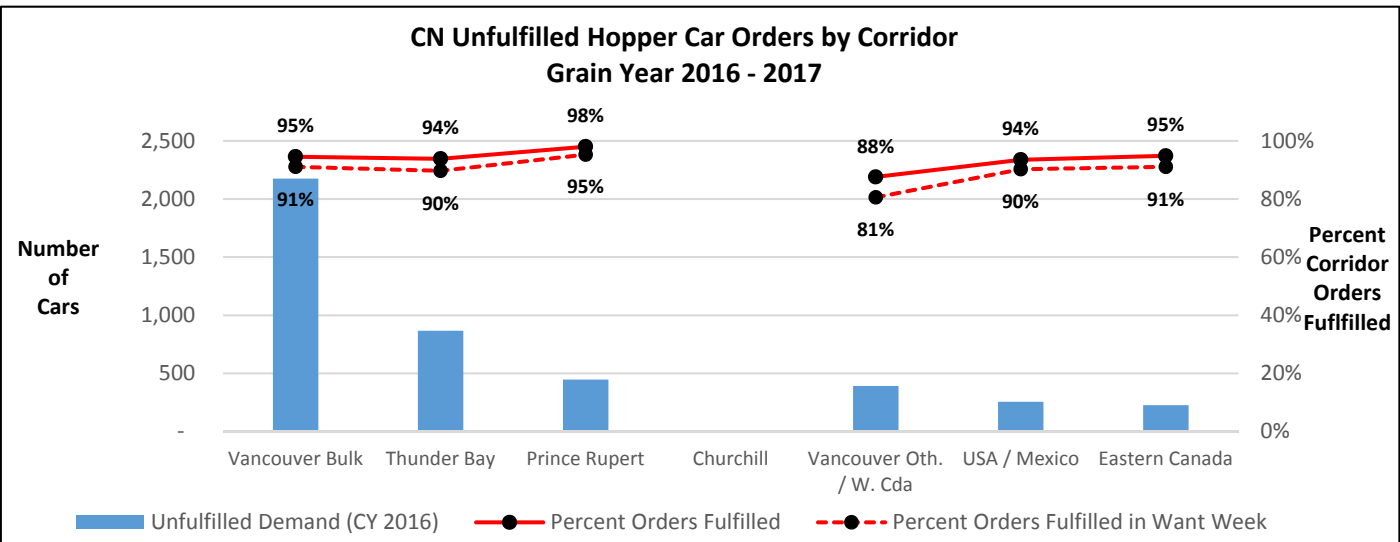
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders – To Week 19

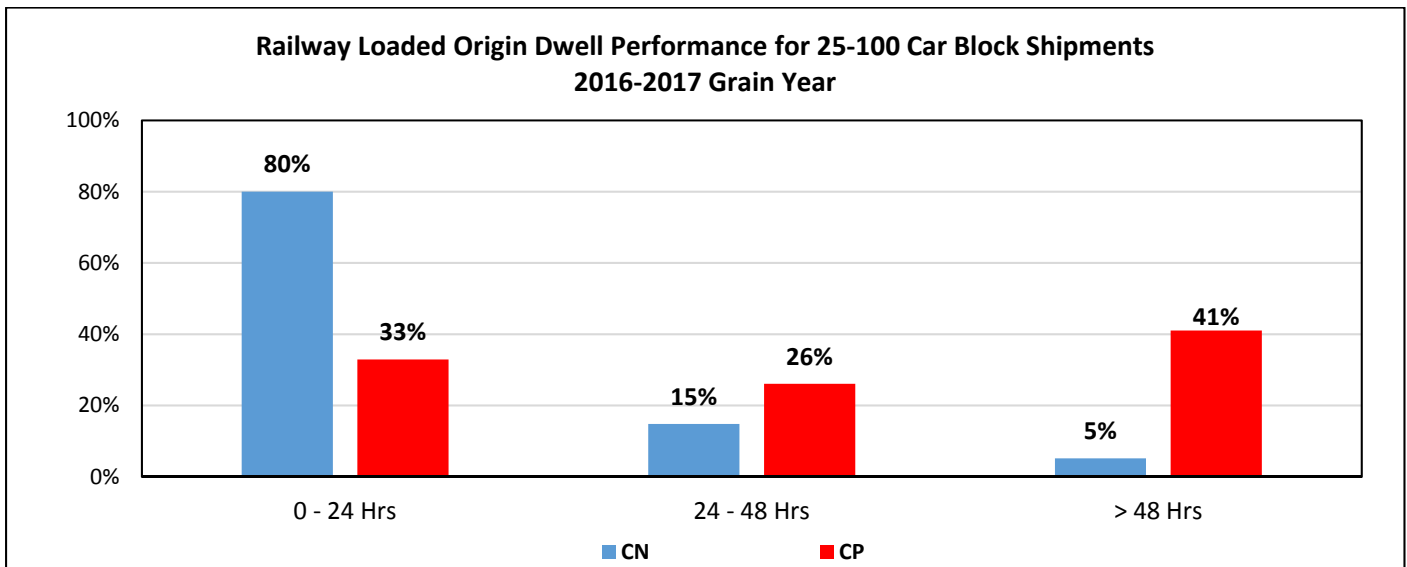
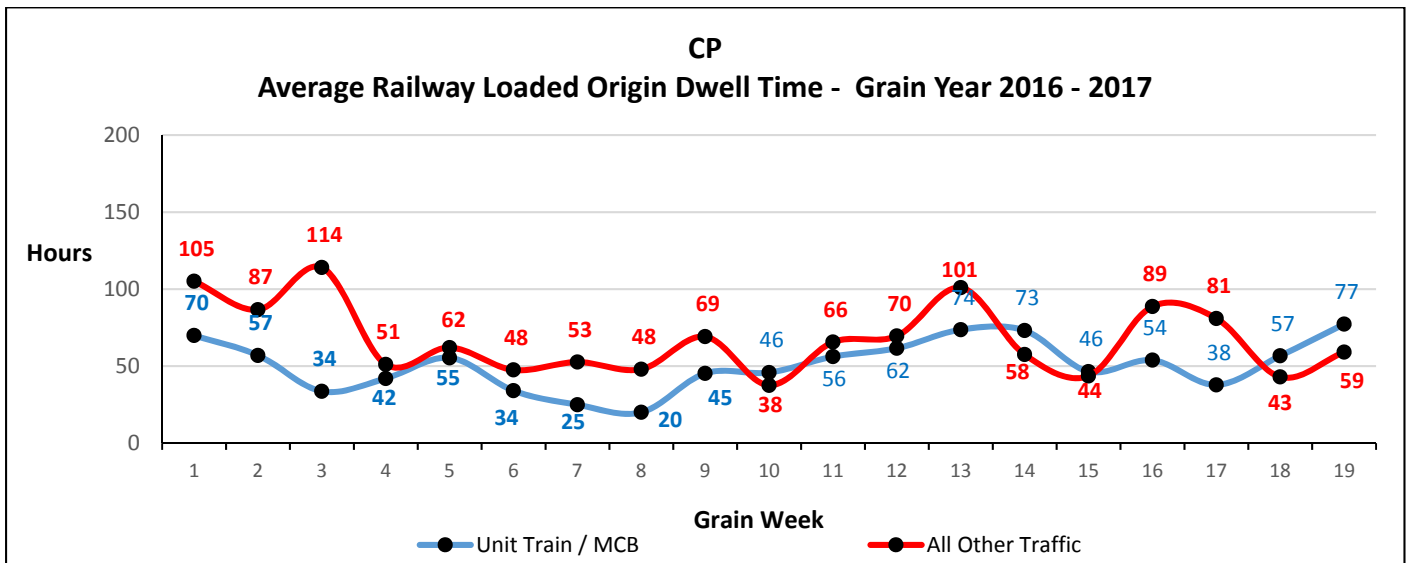
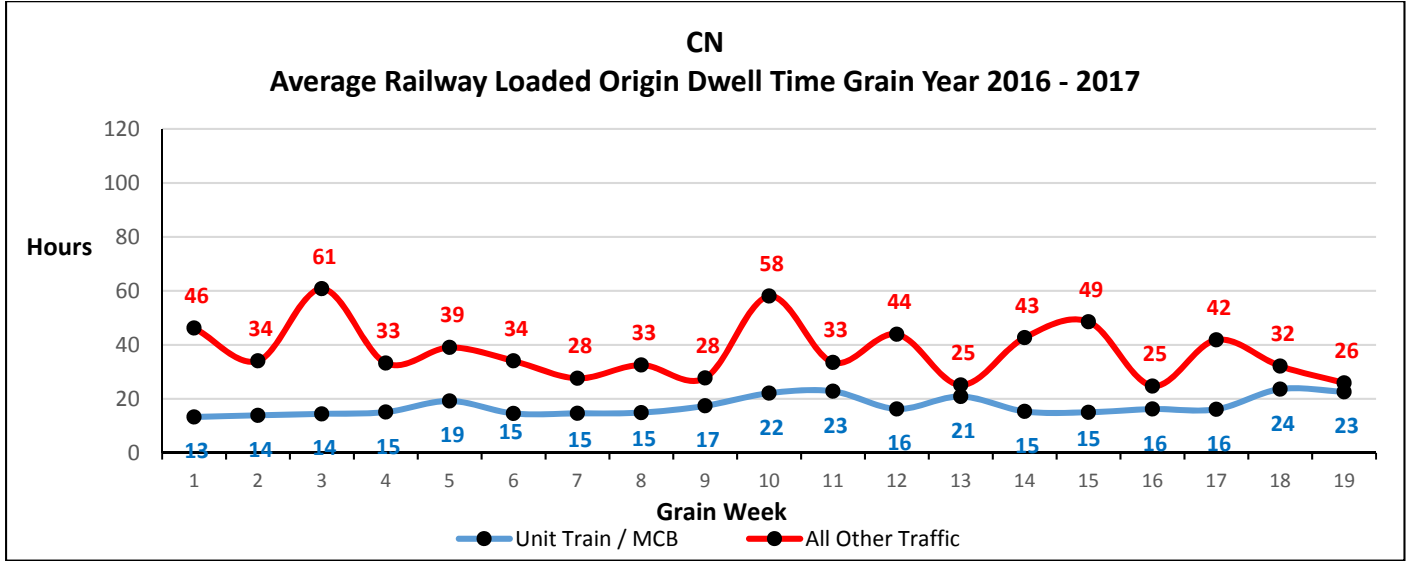
Railway	Corridor	Ordered	Supplied	Unfulfilled	
				Demand	% Supplied
CN	Vancouver Bulk	39,982	37,807	(2,175)	95%
	Thunder Bay	14,062	13,196	(866)	94%
	Prince Rupert	22,454	22,008	(446)	98%
	Churchill	-	-	-	-
	Vancouver Other / W. Canada	3,149	2,758	(391)	88%
	USA / Mexico	3,935	3,680	(255)	94%
	Eastern Canada	4,391	4,165	(226)	95%
CN Total		87,973	83,614	(4,359)	95%
CP	Vancouver Bulk	50,292	48,349	(1,943)	96%
	Thunder Bay	25,610	24,068	(1,542)	94%
	Vancouver Other / W. Canada	4,380	3,955	(425)	90%
	USA / Mexico	1,982	1,838	(144)	93%
	Eastern Canada	852	792	(60)	93%
CP Total		83,116	79,002	(4,114)	95%

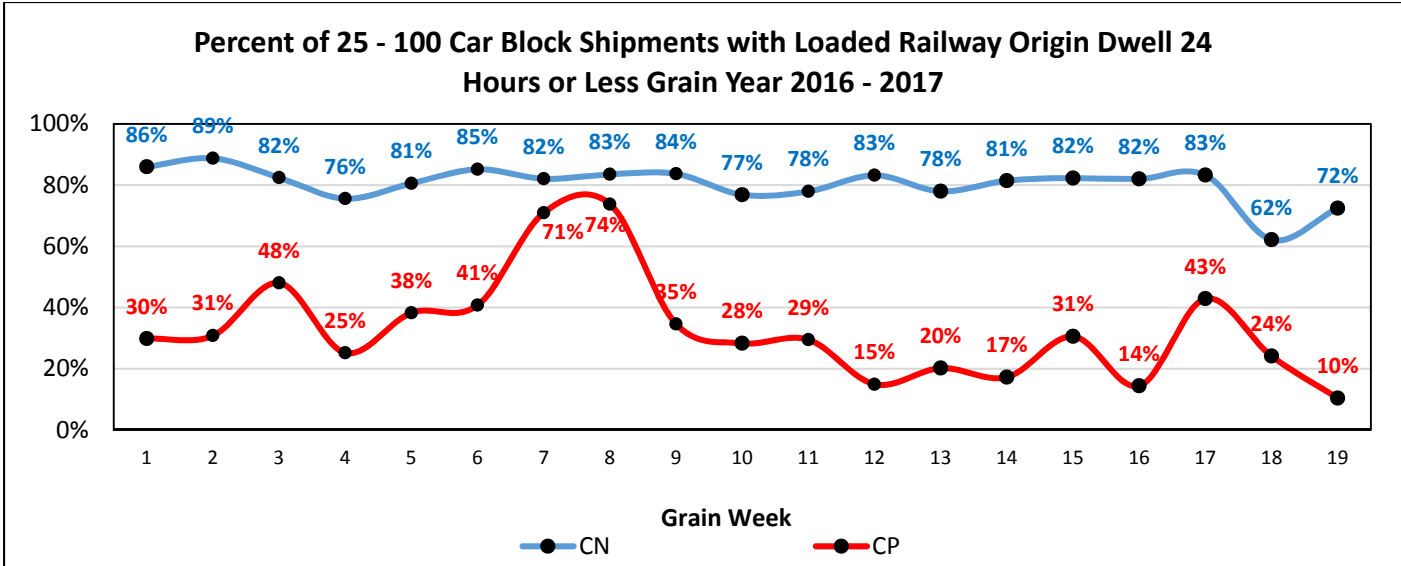
Hopper Cars Supplied in the Want Week by Corridor – To Week 19

Railway	Corridor	Week 19			Year to Date		
		Ordered	Supplied	% Supplied	Ordered	Supplied	% Supplied
CN	Vancouver Bulk	2,365	1,594	67%	39,982	36,422	91%
	Thunder Bay	884	766	87%	14,062	12,615	90%
	Prince Rupert	1,446	1,403	97%	22,454	21,395	95%
	Churchill	-	-	-	-	-	-
	Vancouver Other / W. Canada	96	68	71%	3,149	2,537	81%
	USA / Mexico	286	211	74%	3,935	3,552	90%
	Eastern Canada	331	273	82%	4,391	3,998	91%
CN Total		5,408	4,315	80%	87,973	80,519	92%
CP	Vancouver Bulk	2,229	1,474	66%	50,292	39,045	78%
	Thunder Bay	1,795	1,137	63%	25,610	20,975	82%
	Vancouver Other / W. Canada	161	46	29%	4,380	2,658	61%
	USA / Mexico	180	93	52%	1,982	1,507	76%
	Eastern Canada	56	-	0%	852	609	71%
CP Total		4,421	2,750	62%	83,116	64,794	78%

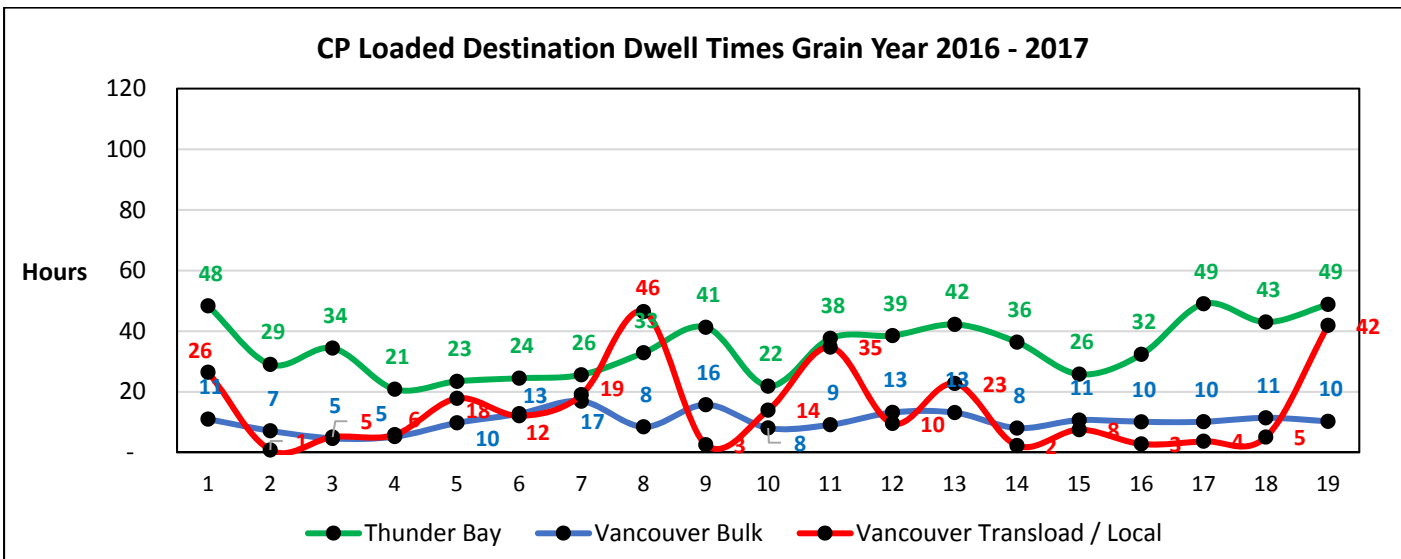
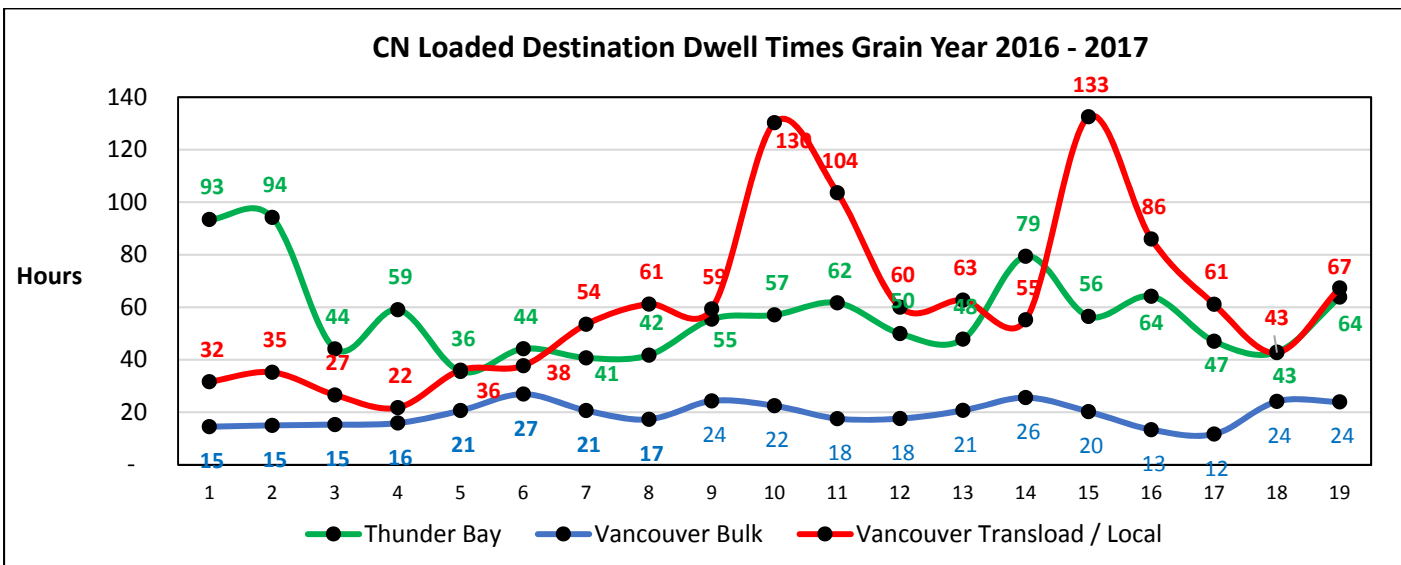


Origin Dwell Performance

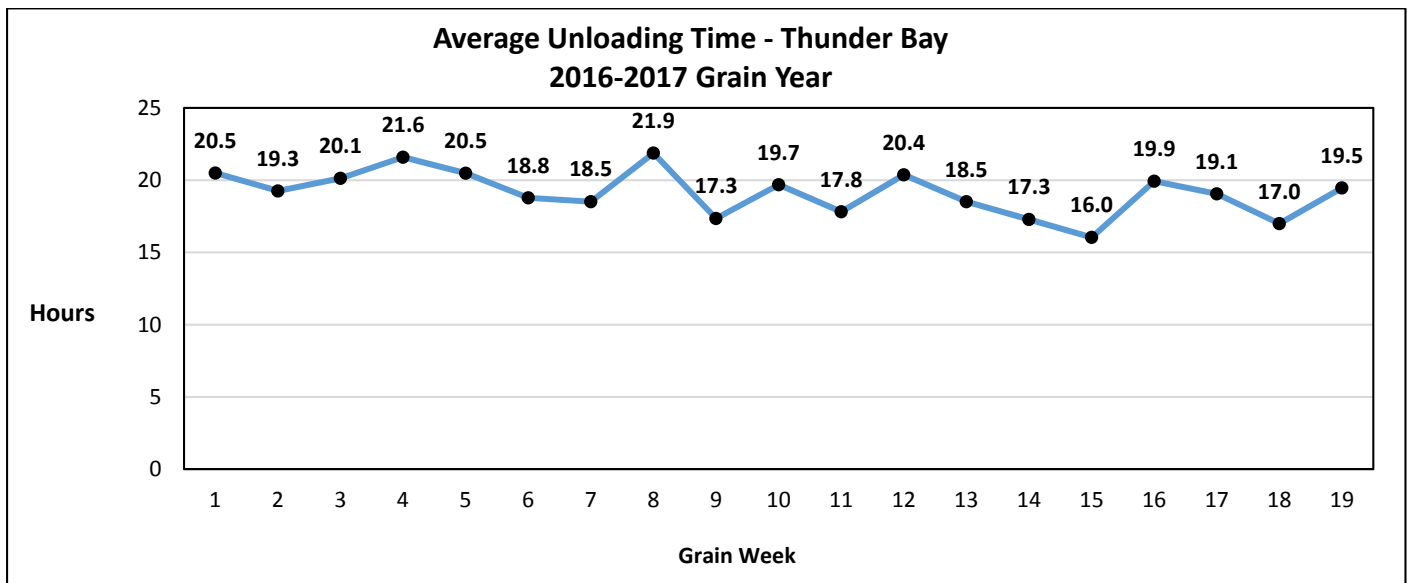
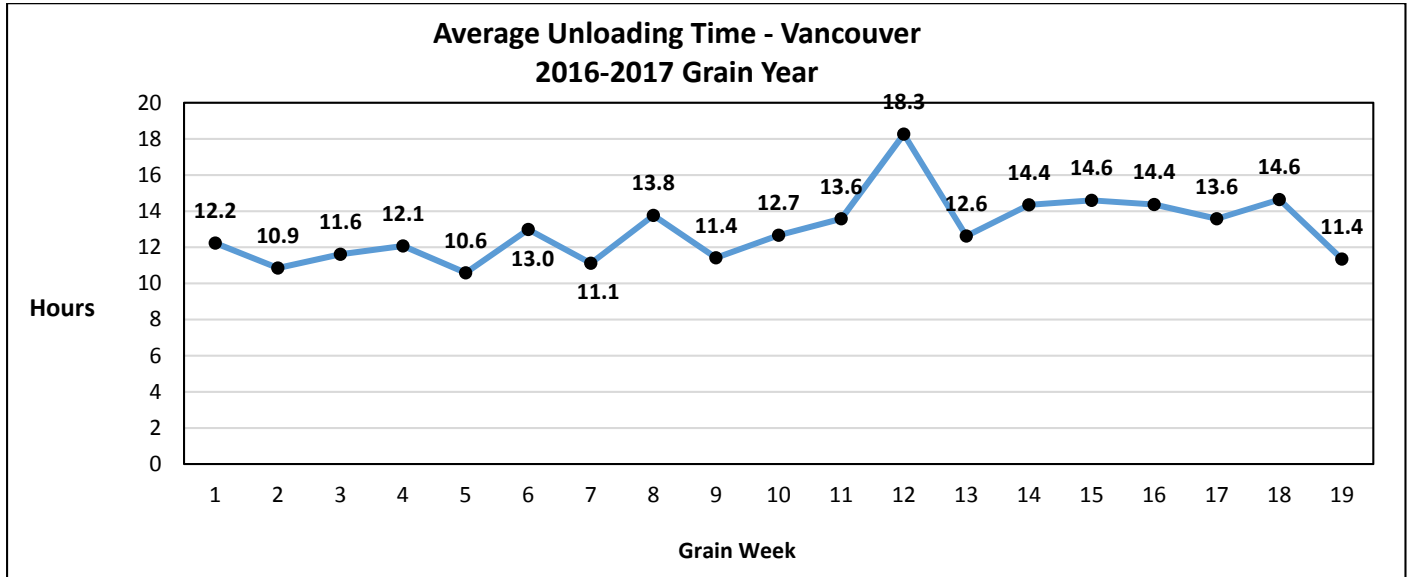




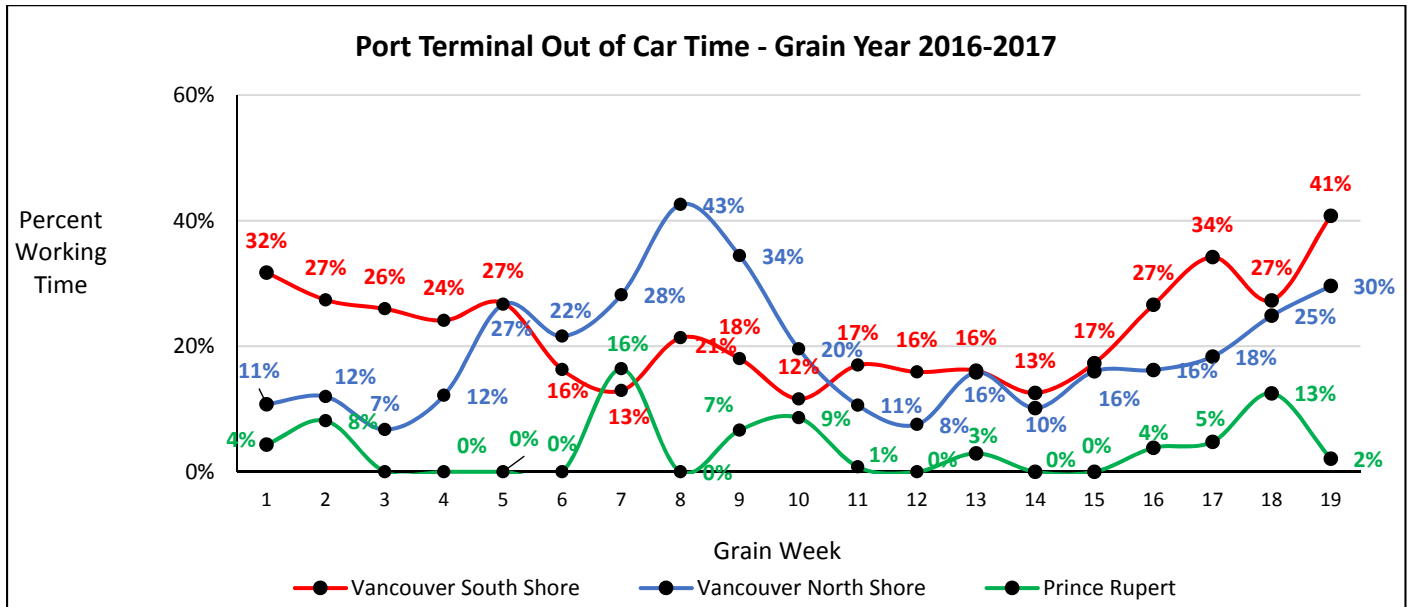
Destination Dwell Performance



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.