

## Performance Dashboard

### Hopper Car Demand

	Week 4			This Year		Last Year		This Year versus Last Year	
	This Year	Last Year	Current vs. Last	YTD	Weekly Average	YTD	Weekly Average	YTD	Weekly Average
CN	3,452	3,792	(340)	11,761	2,940	14,562	3,641	(2,801)	(700)
CP	4,040	4,374	(334)	14,886	3,722	17,006	4,252	(2,120)	(530)
	<b>7,492</b>	<b>8,166</b>	<b>(674)</b>	<b>26,647</b>	<b>6,662</b>	<b>31,568</b>	<b>7,892</b>	<b>(4,921)</b>	<b>(1,230)</b>

### Empty Hopper Cars Supplied – Week 4 (All Want Weeks)

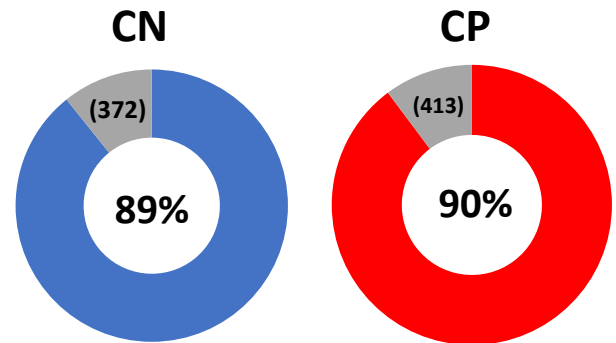
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,942	3,098	77	272	99	68	3,118	3,438
CP	3,147	3,537	222	441	585	393	3,954	4,371
	<b>6,089</b>	<b>6,635</b>	<b>299</b>	<b>713</b>	<b>684</b>	<b>461</b>	<b>7,072</b>	<b>7,809</b>

### Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	9%	4%	6%	4%	3%	3%
25	2%	1%	1%	2%	2%	2%
50	16%	10%	13%	17%	11%	14%
100	73%	86%	80%	76%	84%	81%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,452	4,040	7,492
Current Week Order Fulfillment			
Supplied in Current Week	2,942	3,147	6,089
Supplied Early	138	480	618
<b>Total Cars Supplied for Want Week</b>	<b>3,080</b>	<b>3,627</b>	<b>6,707</b>
Current Week Unfulfilled Demand	(372)	(413)	(785)
% Current Week Orders Supplied	89%	90%	90%

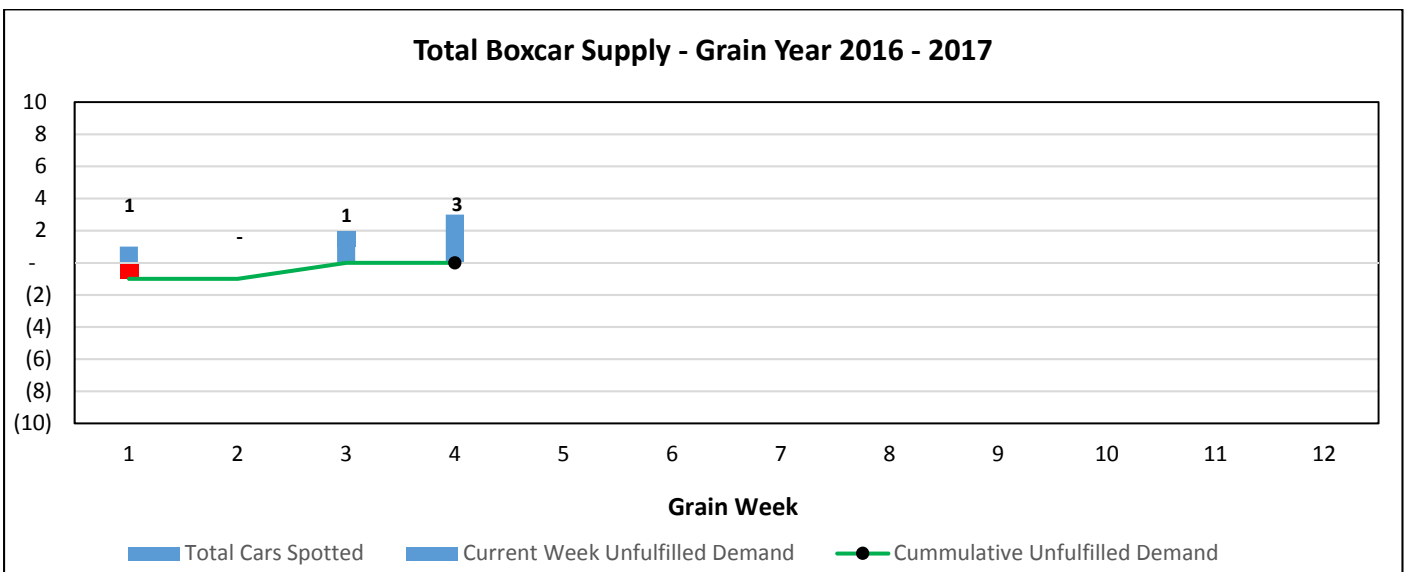
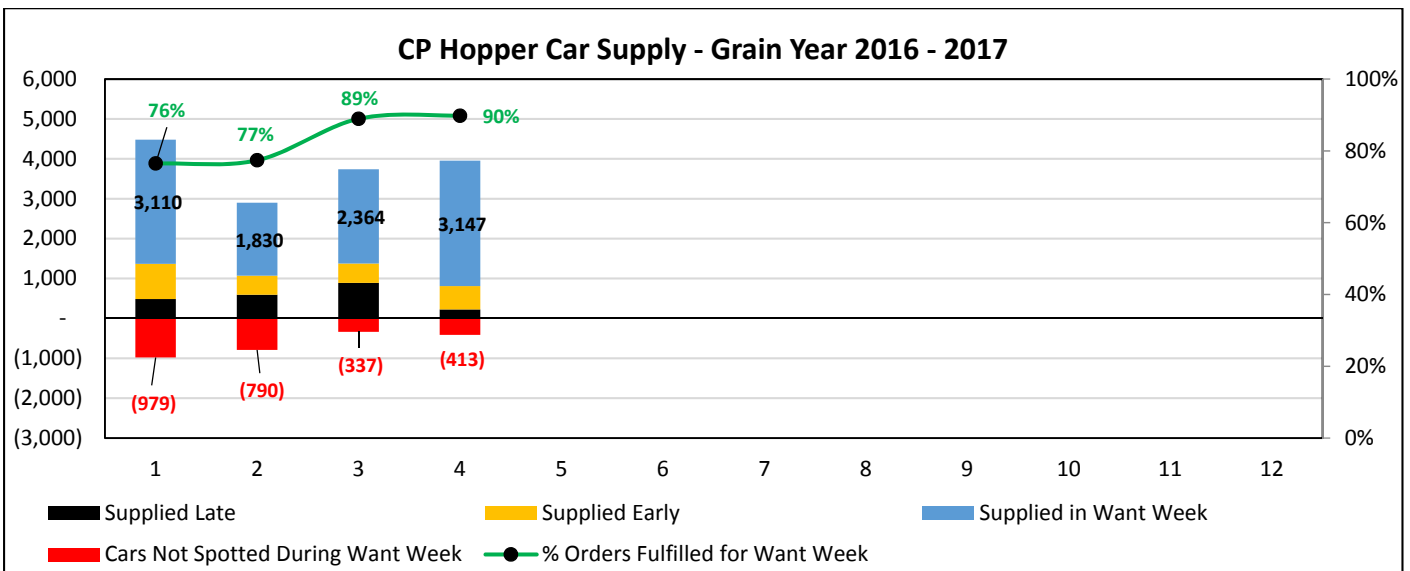
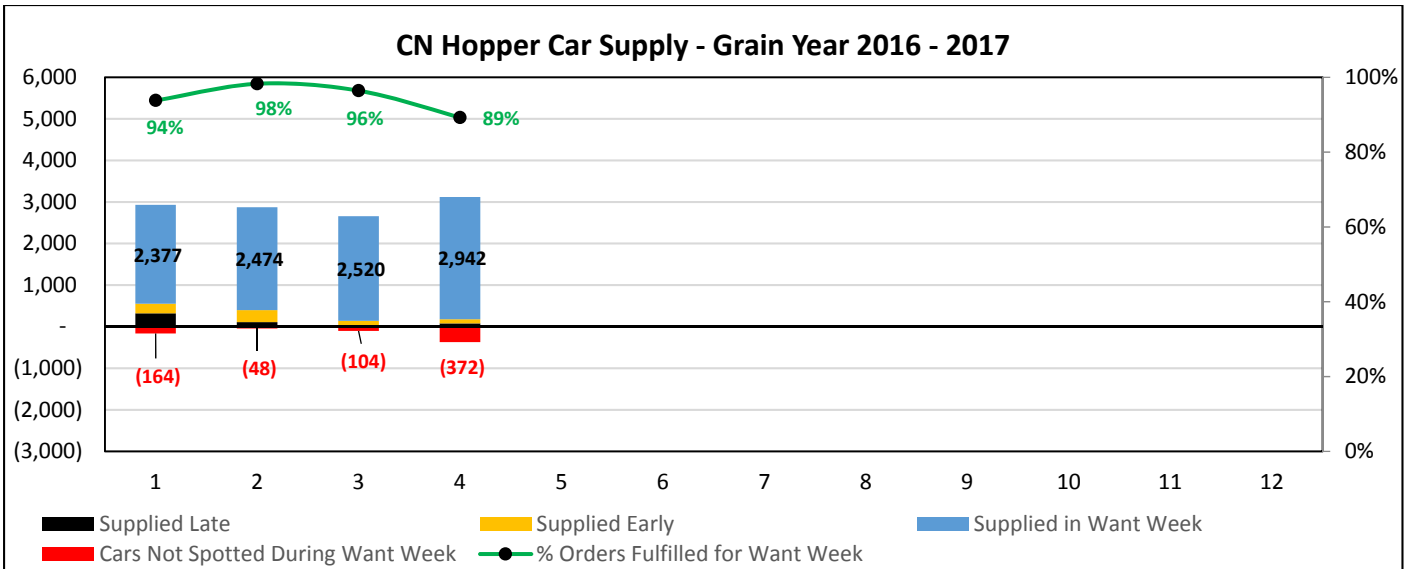


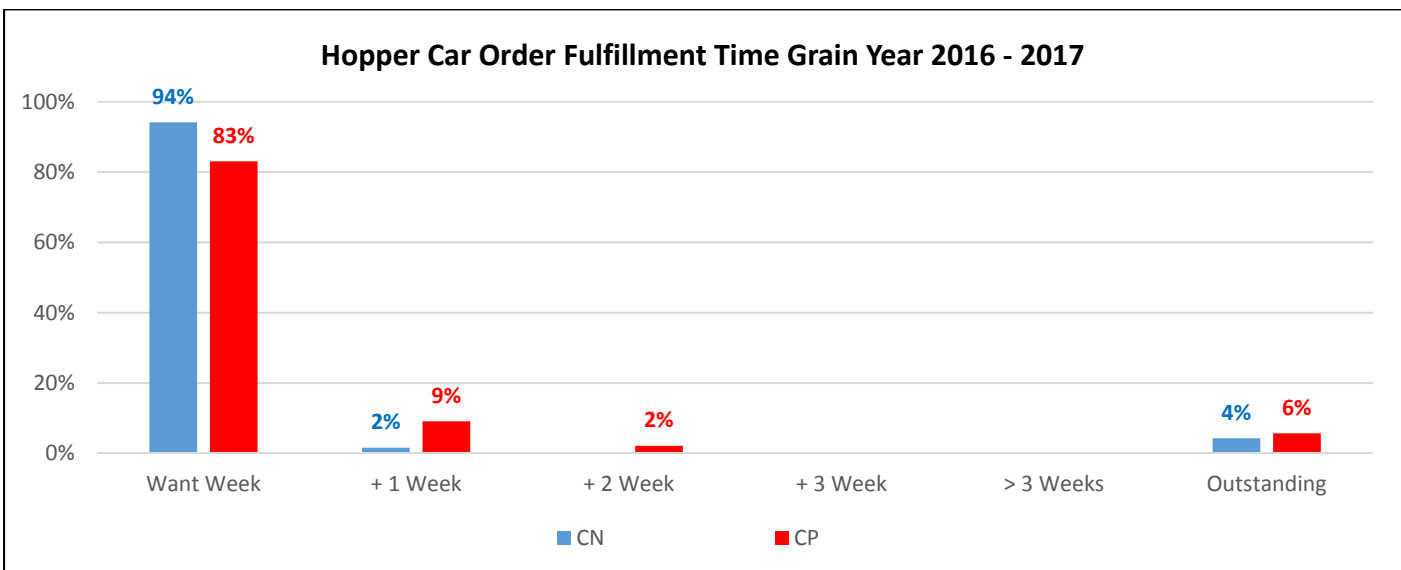
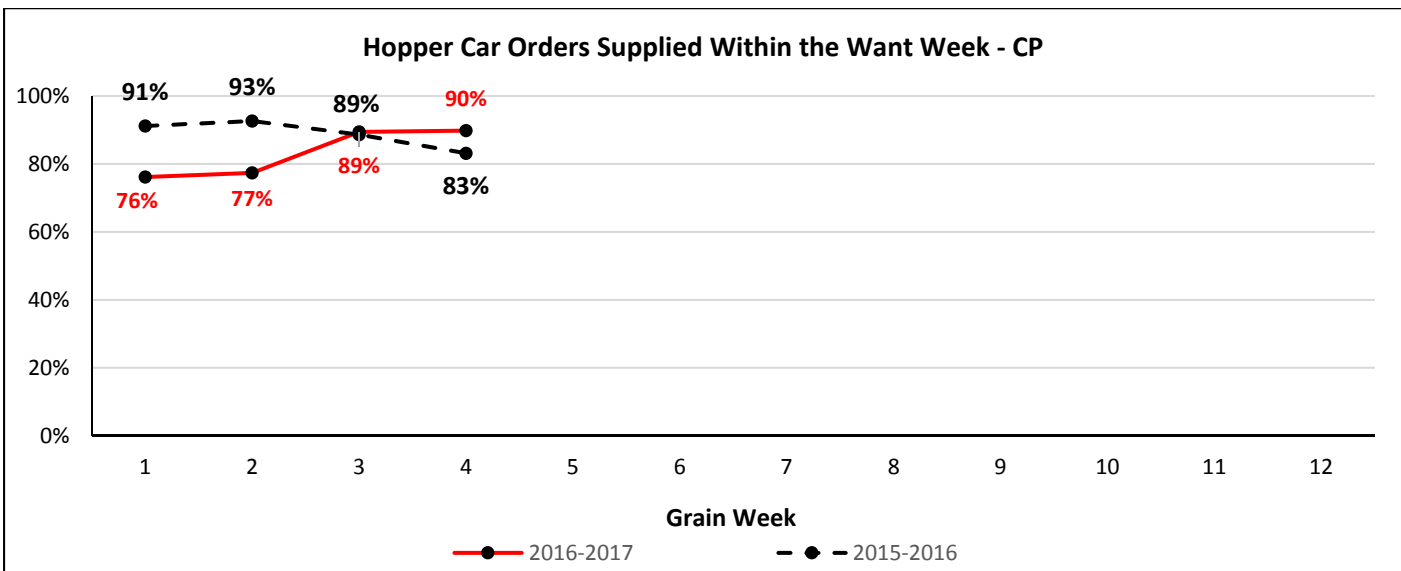
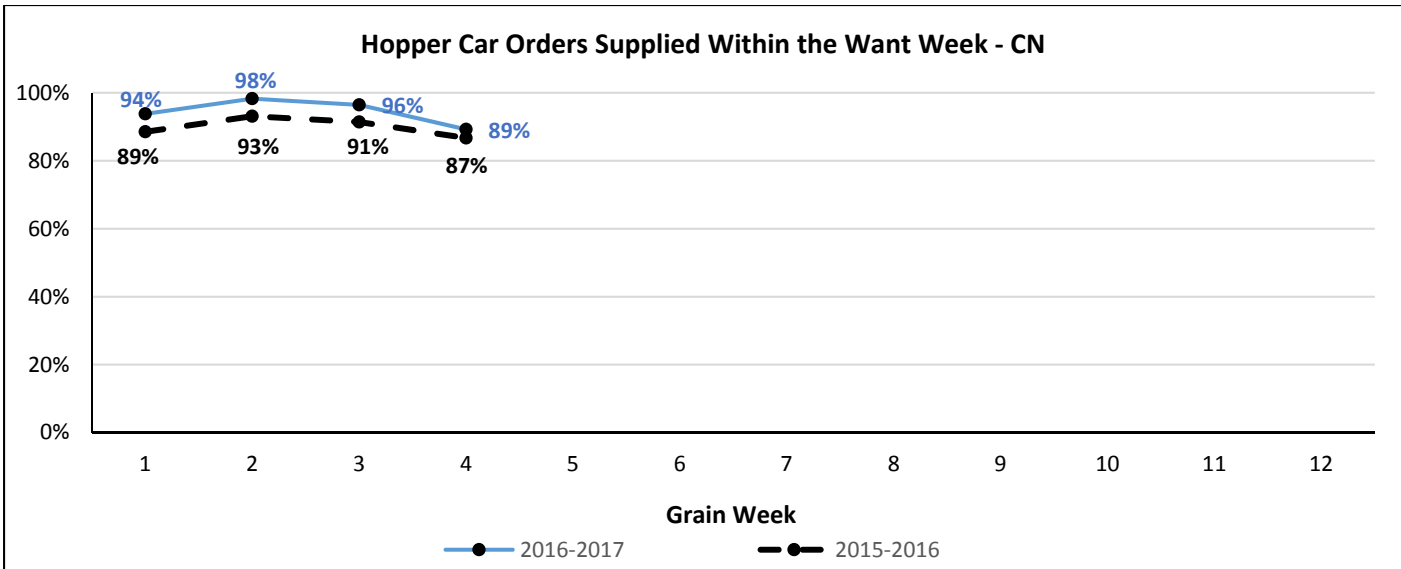
### Loaded Dwell Time (Hours) at Origin (All Traffic)

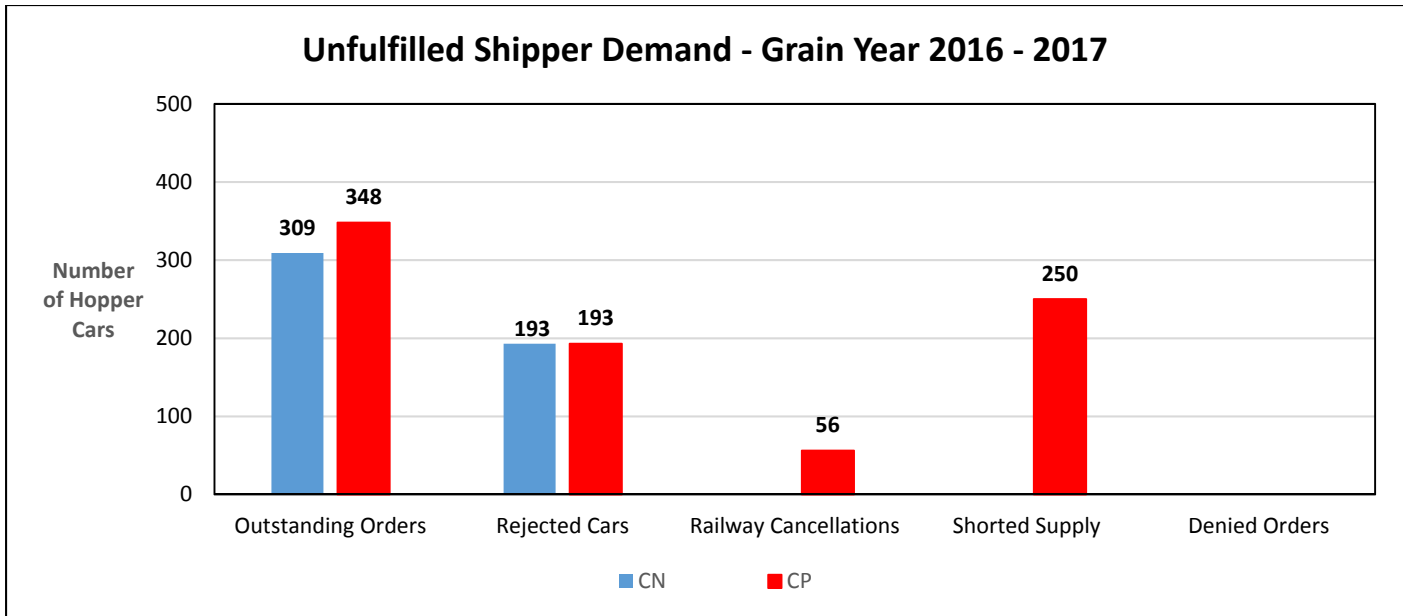
	Week 4		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	17	34	16	29
CP	42	32	52	40

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

		Week 4		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	16	16	16	17
	CP	5	9	7	10
Thunder Bay	CN	59	56	73	47
	CP	22	32	34	34







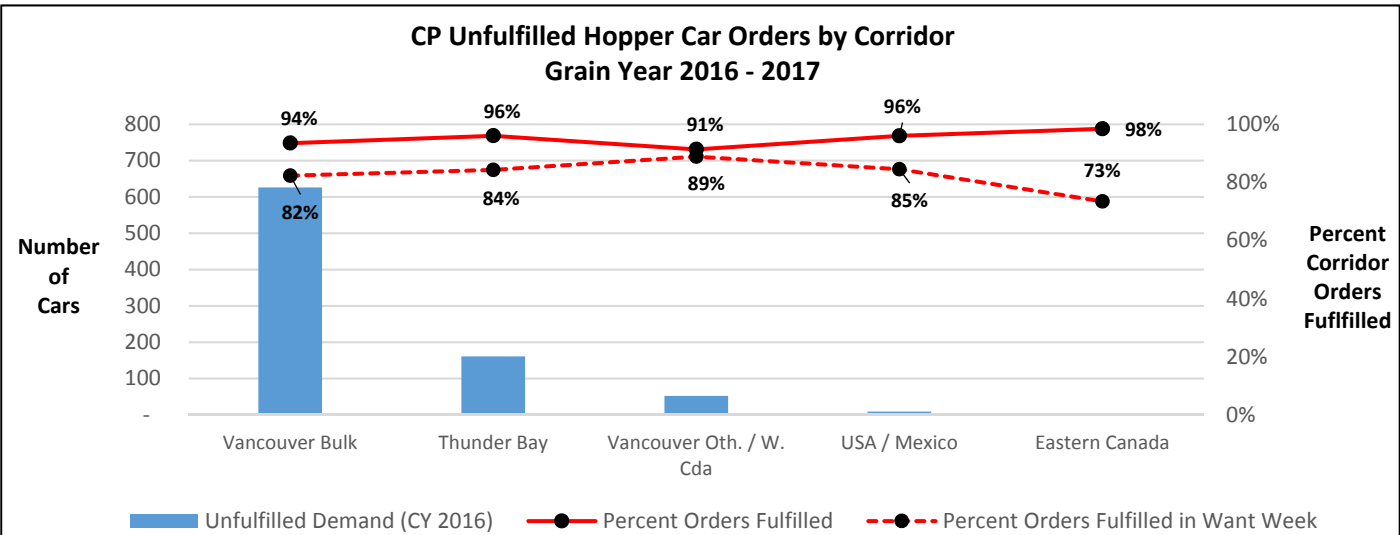
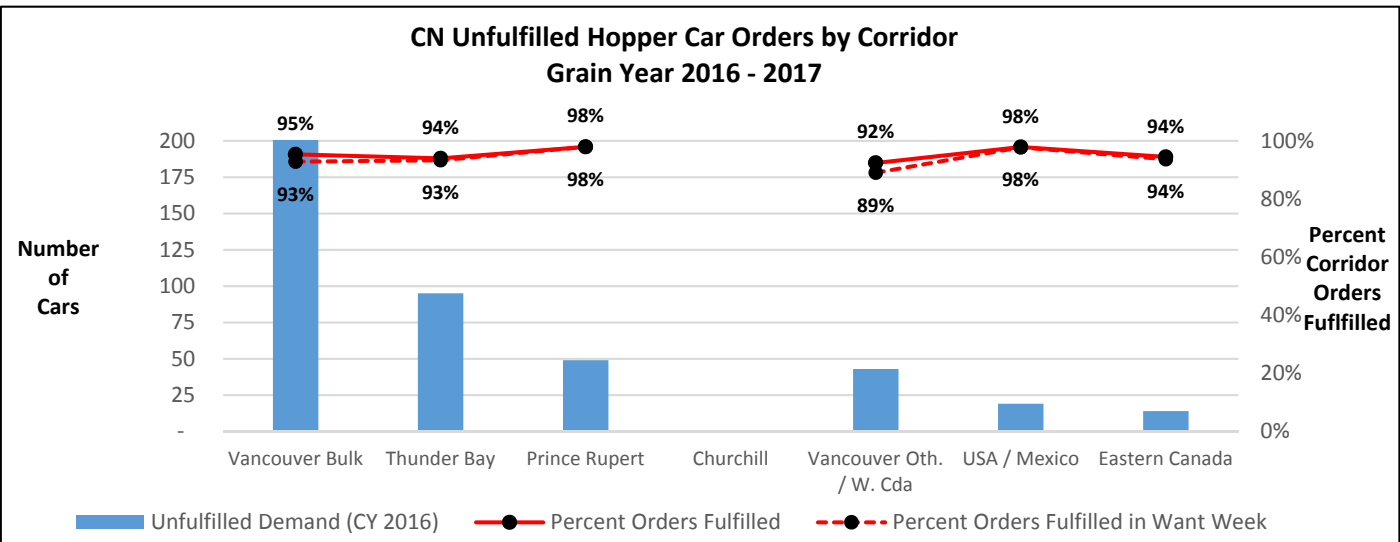
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders – To Week 4

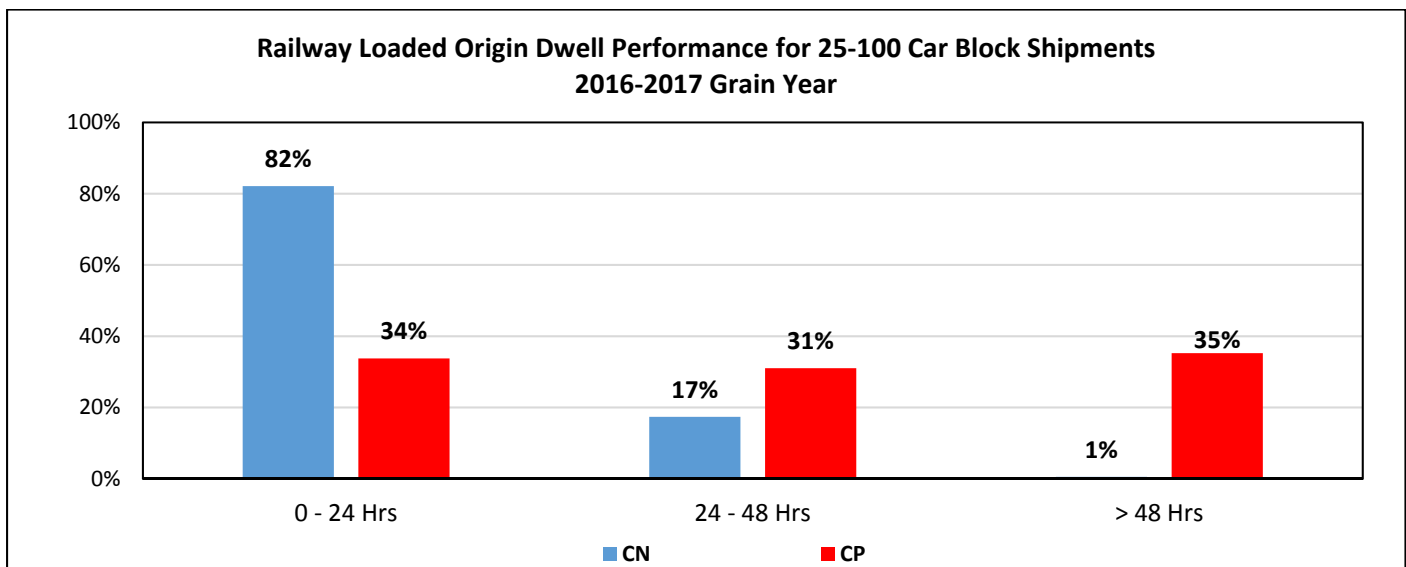
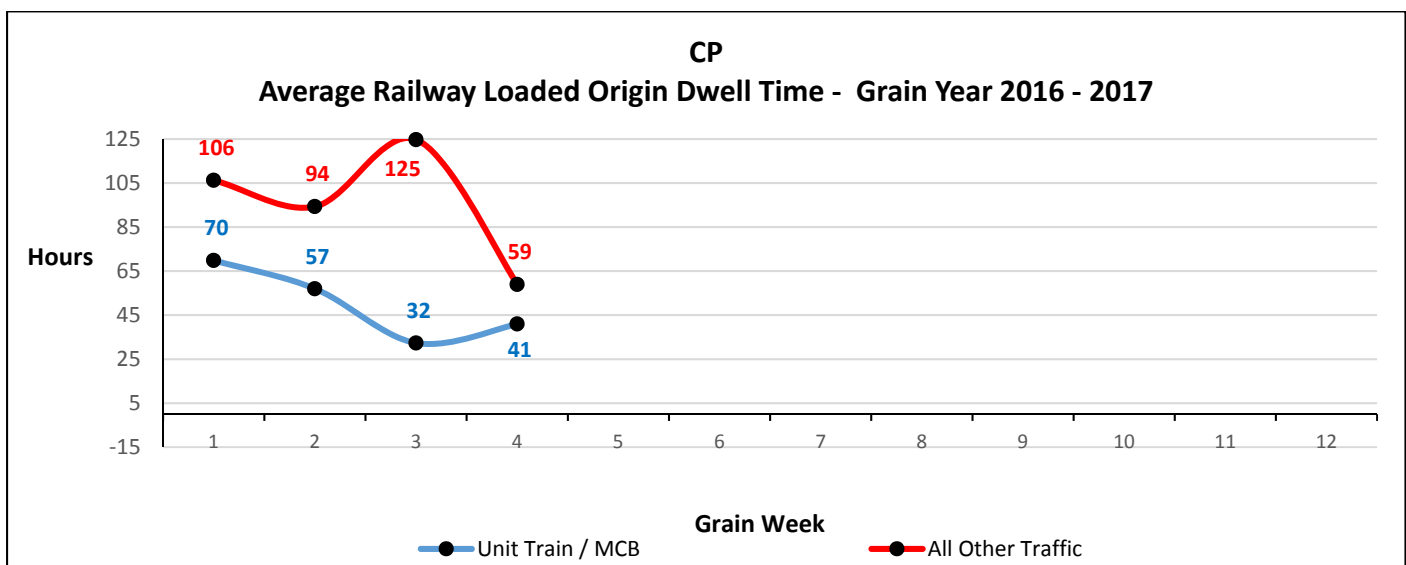
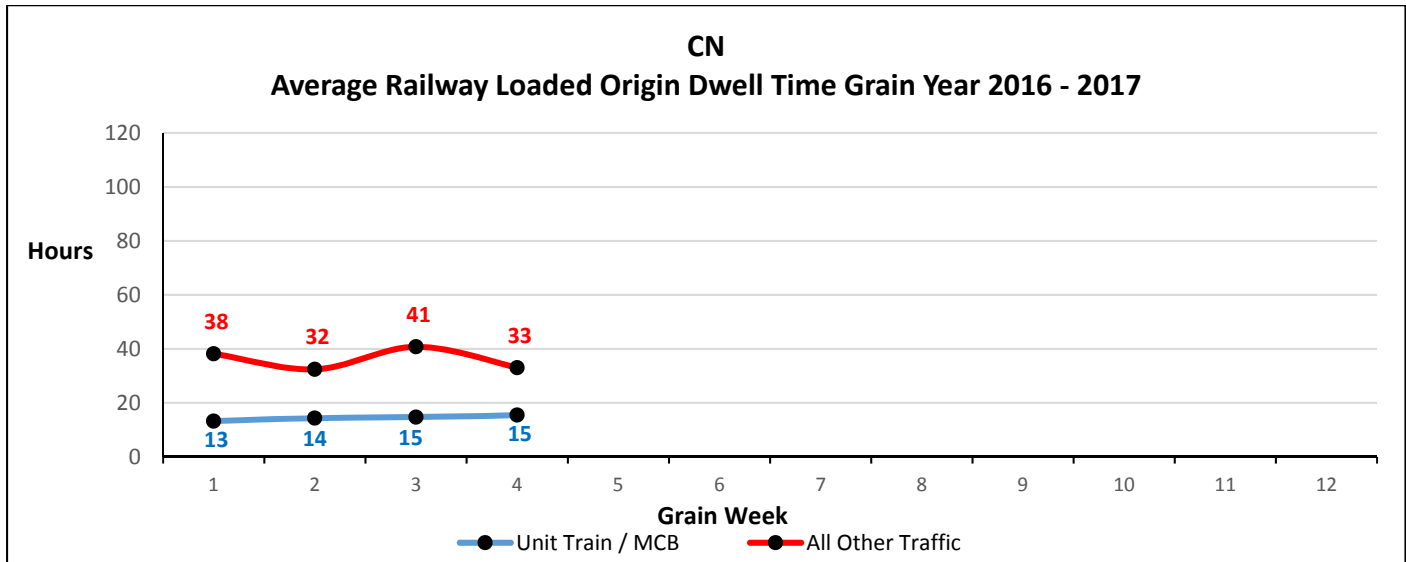
Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	6,070	5,788	(282)	95%
	Thunder Bay	1,579	1,484	(95)	94%
	Prince Rupert	2,393	2,344	(49)	98%
	Churchill	-	-	-	-
	Vancouver Other / W. Canada	566	523	(43)	92%
	USA / Mexico	900	881	(19)	98%
	Eastern Canada	253	239	(14)	94%
<b>CN Total</b>		<b>11,761</b>	<b>11,259</b>	<b>(502)</b>	<b>96%</b>
CP	Vancouver Bulk	9,666	9,040	(626)	94%
	Thunder Bay	4,068	3,907	(161)	96%
	Vancouver Other / W. Canada	602	550	(52)	91%
	USA / Mexico	226	217	(9)	96%
	Eastern Canada	324	319	(5)	98%
<b>CP Total</b>		<b>14,886</b>	<b>14,033</b>	<b>(853)</b>	<b>94%</b>

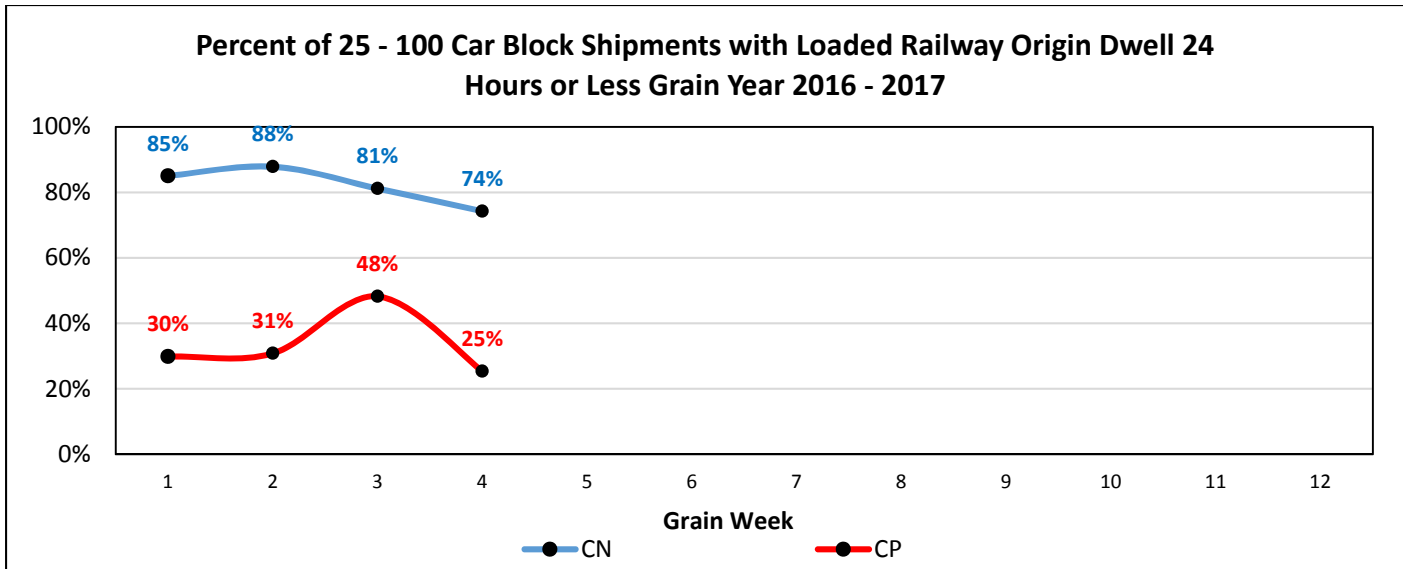
**Hopper Cars Supplied in the Want Week by Corridor – To Week 4**

Railway	Corridor	Week 4			Year to Date		
		Ordered	Supplied	% Supplied	Ordered	Supplied	% Supplied
CN	Vancouver Bulk	2,100	1,867	89%	6,070	5,634	93%
	Thunder Bay	334	274	82%	1,579	1,474	93%
	Prince Rupert	373	347	93%	2,393	2,344	98%
	Churchill	-	-	-	-	-	-
	Vancouver Other / W. Canada	326	282	87%	566	504	89%
	USA / Mexico	216	211	98%	900	880	98%
	Eastern Canada	103	99	96%	253	237	94%
<b>CN Total</b>		<b>3,452</b>	<b>3,080</b>	<b>89%</b>	<b>11,761</b>	<b>11,073</b>	<b>94%</b>
CP	Vancouver Bulk	2,588	2,244	87%	9,666	7,958	82%
	Thunder Bay	1,021	988	97%	4,068	3,430	84%
	Vancouver Other / W. Canada	238	211	89%	602	535	89%
	USA / Mexico	112	108	96%	226	191	85%
	Eastern Canada	81	76	94%	324	238	73%
<b>CP Total</b>		<b>4,040</b>	<b>3,627</b>	<b>90%</b>	<b>14,886</b>	<b>12,352</b>	<b>83%</b>

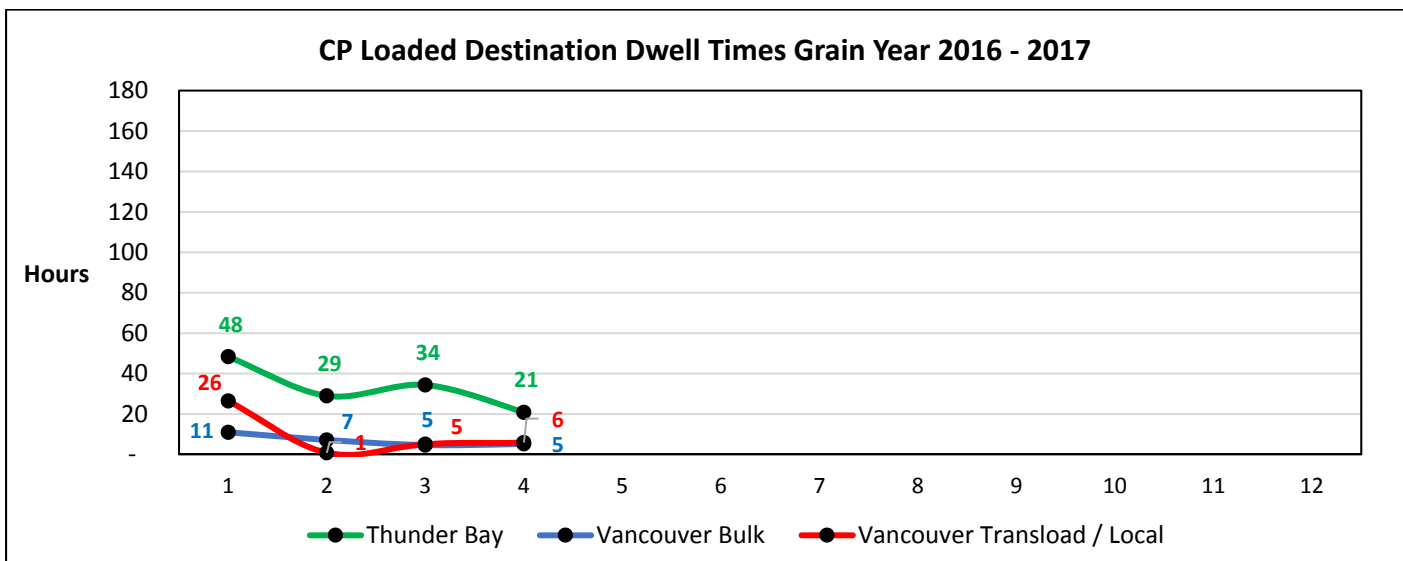
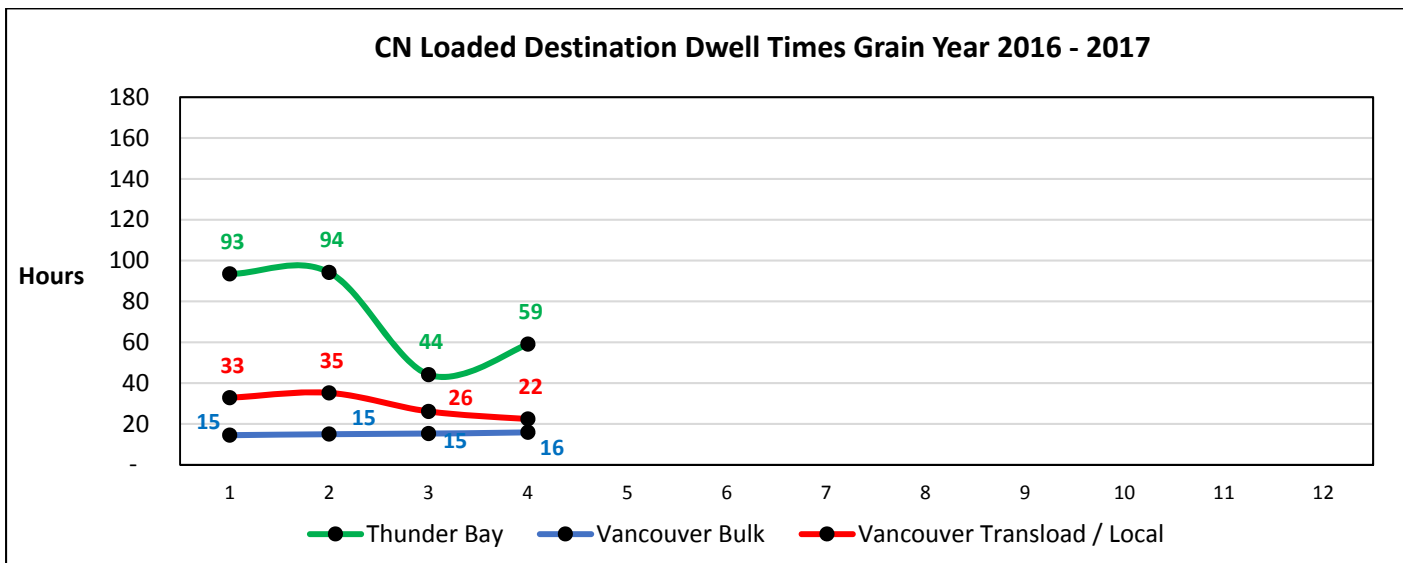


## Origin Dwell Performance

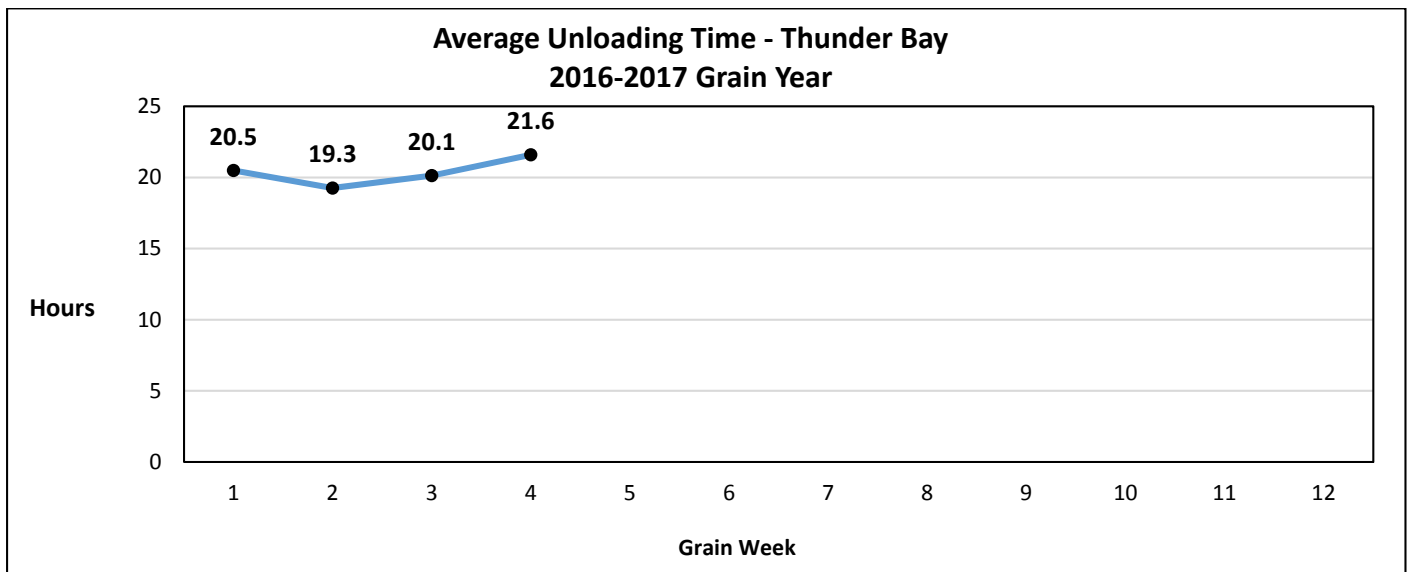
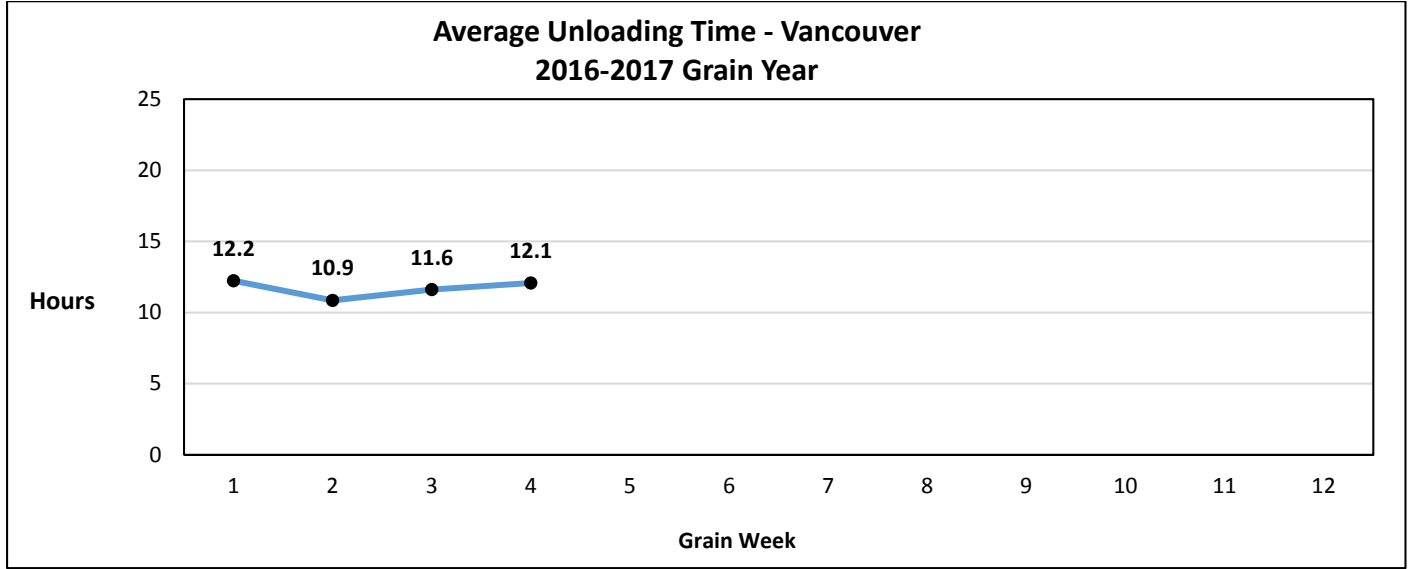




## Destination Dwell Performance

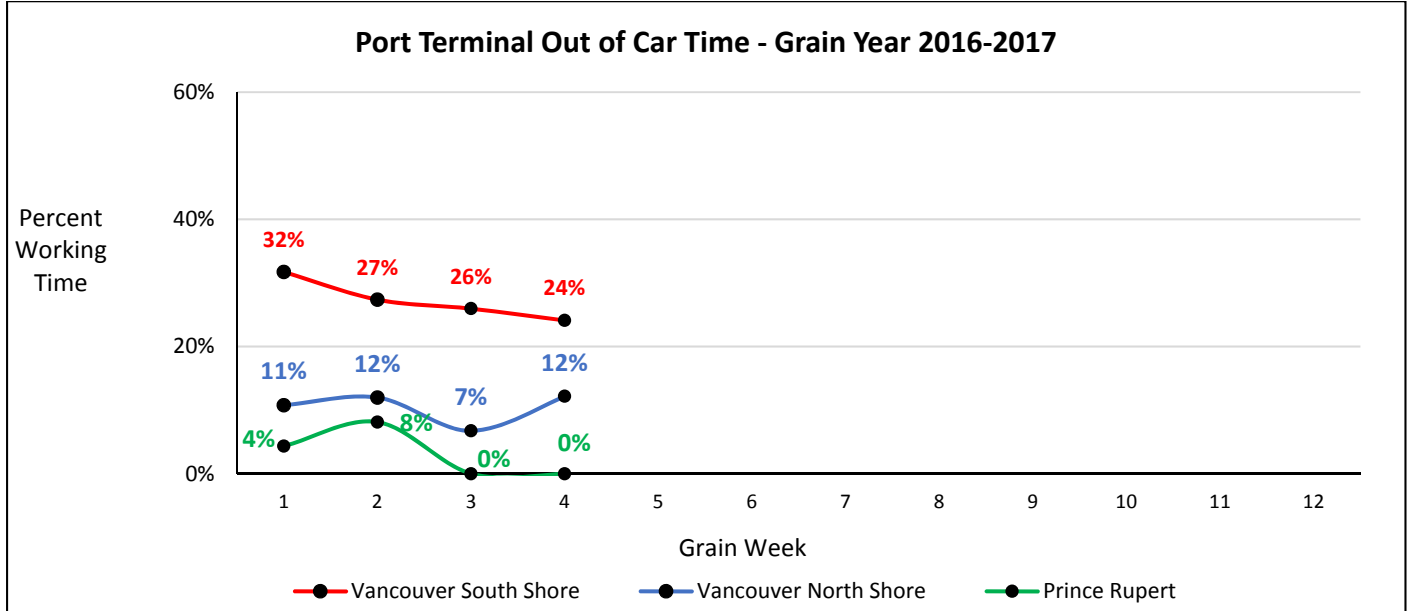


## Port Terminal - Unloading Time





## 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.