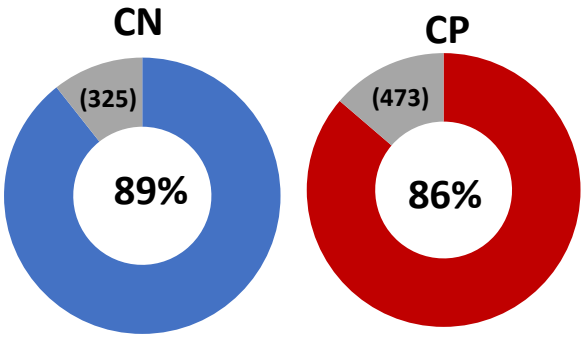
Performance Dashboard

Timeliness of Weekly Car Supply

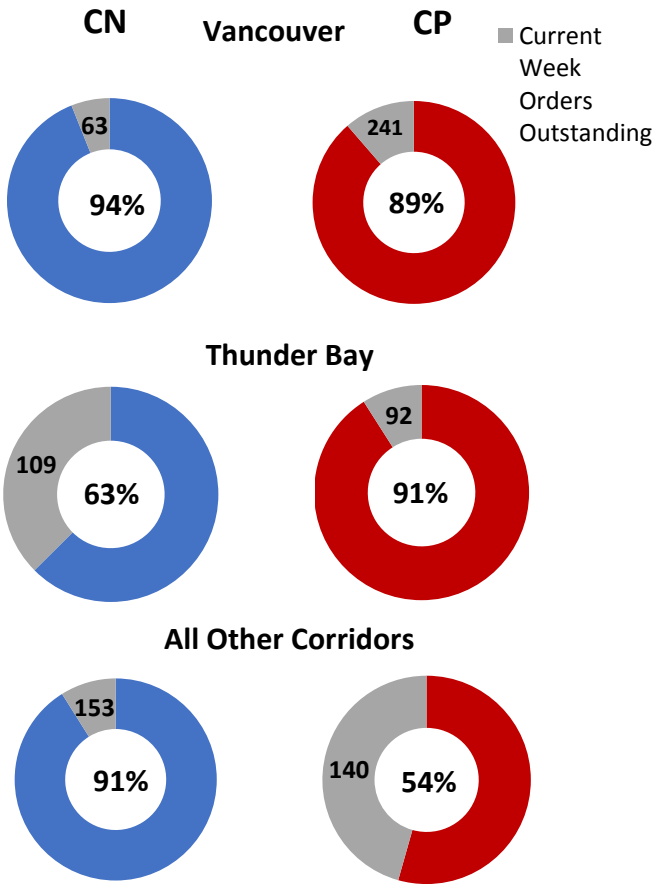
The delivery of railcars in a timely fashion is essential to ensure grain shippers can meet the demand of their domestic and international customers and plan logistics activities from country elevators and processing plants through to terminal and vessel operations. When railway car orders are not supplied to shippers in the week for which they are ordered it can disrupt operations throughout the supply chain. Both early and late supply of railcars can be equally detrimental to grain handling operations and may result in additional handling costs and in the case of late supply the potential for lost sales. For small shippers with limited rail siding capacity the early delivery of cars can be particularly problematic.

	CN	CP
Current Week Hopper Car Demand	3,051	3,445
Current Week Order Fulfillment		
Supplied for Want Week	2,726	2,972
Current Week Unfulfilled Demand	(325)	(473)
% Current Week Orders Supplied	89%	86%

Percent of Orders Supplied for Want Week



Corridor Performance



The railways supplied 88% of total hopper car demand for Grain Week 51. Of the cars supplied, 4% were supplied to shippers in the prior week. This results in unfulfilled demand for Grain Week 51 of 798 orders.

CP met 89% of orders in the Vancouver corridor as compared to CN which met 94% of demand for hopper cars in Grain Week 51. Order volumes to Thunder Bay were approximately 1,300 total for the two railways combined. CN met 63% of demand while CP fulfilled 91% of hopper car orders in the Thunder Bay corridor. CP represented 78% of total orders to Thunder Bay. CP order volumes to Vancouver were 2x that of CN. CN order volumes to Prince Rupert were approximately 50% greater than orders to Vancouver.

CN performance (91%) in other corridors was better than CP (54%) during Grain Week 51. These corridors represented 56% and 9% of CN and CP demand respectively for Grain Week 51. For CN 90% of demand in these corridors was for Prince Rupert. Total orders for CP in these corridors were slightly more than 300 as compared to approximately 1,700 for CN.

CN spotted 2,942 hopper cars and CP spotted 3,236 hopper cars in the country in Grain Week 51 for a total supply of 6,178 cars – this included 694 cars that had been ordered for other weeks.

Current Week Railway Order Fulfillment

- CN and CP supplied 5,698 (88%) of the 6,496 hopper cars ordered for delivery in Grain Week 51 resulting in 798 hopper car orders remaining outstanding. Of the cars supplied, 214 (4%) were supplied to shippers in the prior week.
- CP supplied 86% and CN 89% of orders for Grain Week 51 resulting in 325 outstanding orders for CN and 473 outstanding orders for CP.
- Boxcar shippers received 67% of orders in Grain Week 51. Year to date shippers have received 74% of boxcars ordered.

Corridor Performance

- In Grain Week 51 traffic destined to bulk terminals in Western Canada received a higher percentage (89%) of cars ordered as compared to other corridors. By comparison, non-bulk corridors including the USA/Mexico, Vancouver transload and Canadian domestic corridors received 67% of cars ordered for delivery in Grain Week 51.
- In Grain Week 51 CP supplied 54% of orders for non-bulk corridors while CN supplied 90% of orders. CN order volumes in these corridors were less than CP in Grain Week 51.

Railway Dwell Times at Country Origins – Grain Week 51

- In Grain Week 51, CN's loaded dwell times for multi car blocks of 25 – 100 cars at country origin locations averaged 14 hours while CP's loaded dwell times averaged 52 hours.
    - In the crop year to date, 23% of all multi car block grain shipments have waited for more than 48 hours at origin for pick up by the railways after being released by shippers for movement to destination. Only 58% of shipments were picked up within 24 hours.

Railway Dwell Times at Destination Terminals – Grain Week 51

- CN: Thunder Bay (67 hours), Vancouver bulk (21 hours) and Vancouver transload/local (27 hours)
- CP: Thunder Bay (47 hours), Vancouver bulk (14 hours) and Vancouver transload/local (25 hours)

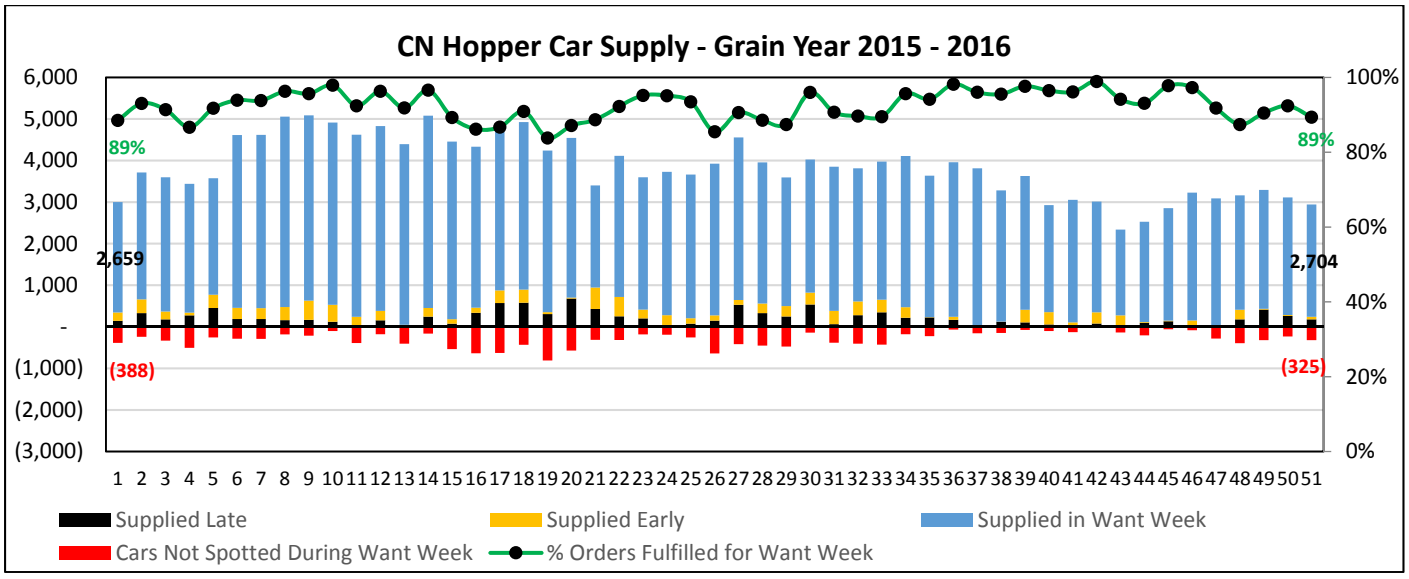
Port Terminal Out of Car Time

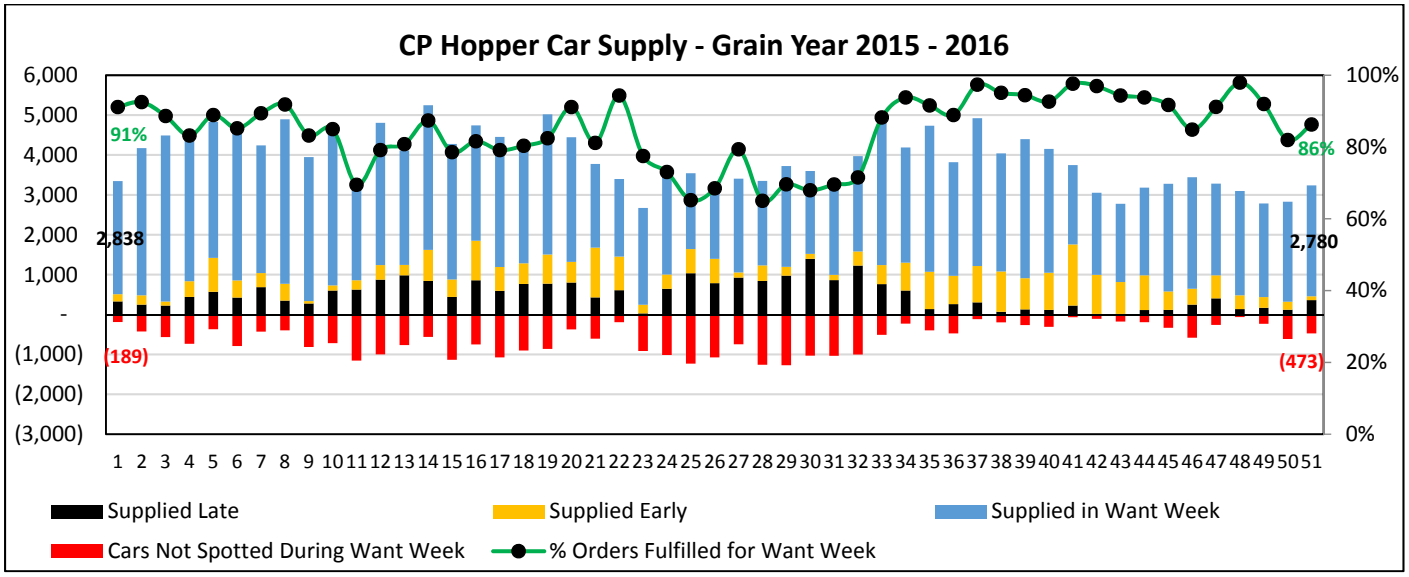
- Vancouver north shore – Grain Week 51 (2%); weekly average YTD (16%)
- Vancouver south shore – Grain Week 51 (11%); weekly average YTD (17%)
- Prince Rupert – Grain Week 51 (n/a); weekly average YTD (3%)

Note: Prince Rupert has not reported for weeks 49, 50 and 51.

Railway Car Supply Performance for current grain year as of Grain Week 51 (CY 2015)

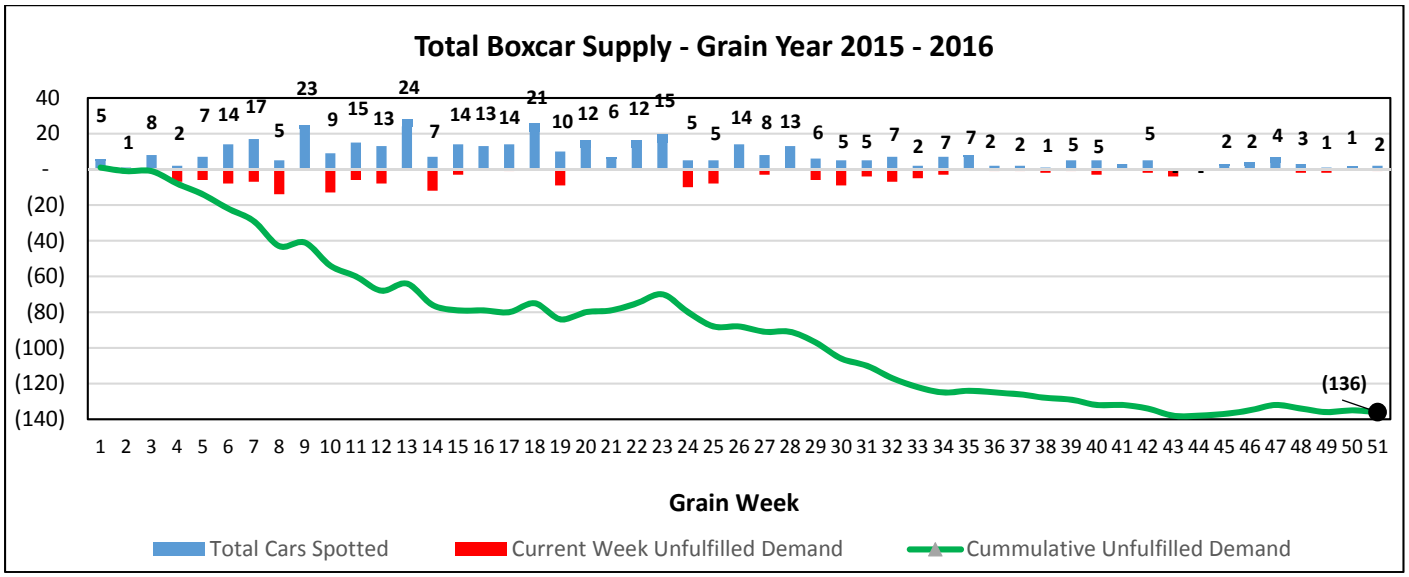
		Crop Year to Date			Average Weekly Performance				
						Railway Empty Car Supply			
		Customer Demand	Railway Supply	Unfulfilled Demand	Customer Demand	Current Week Orders	Prior Week Orders	Total Cars Supplied	Weekly Average # of Cars Not Spotted in Order Week
Hopper Cars	CN	200,754	196,106	(4,648)	3,936	3,634	209	3,843	(302)
	CP	204,841	199,014	(5,827)	4,016	3,405	499	3,905	(611)
		405,595	**395,120**	**(10,475)**	**7,952**	**7,040**	**708**	**7,748**	**(913)**
Boxcars	CN + CP	525	389	(136)	10	8	-	8	**(2)**



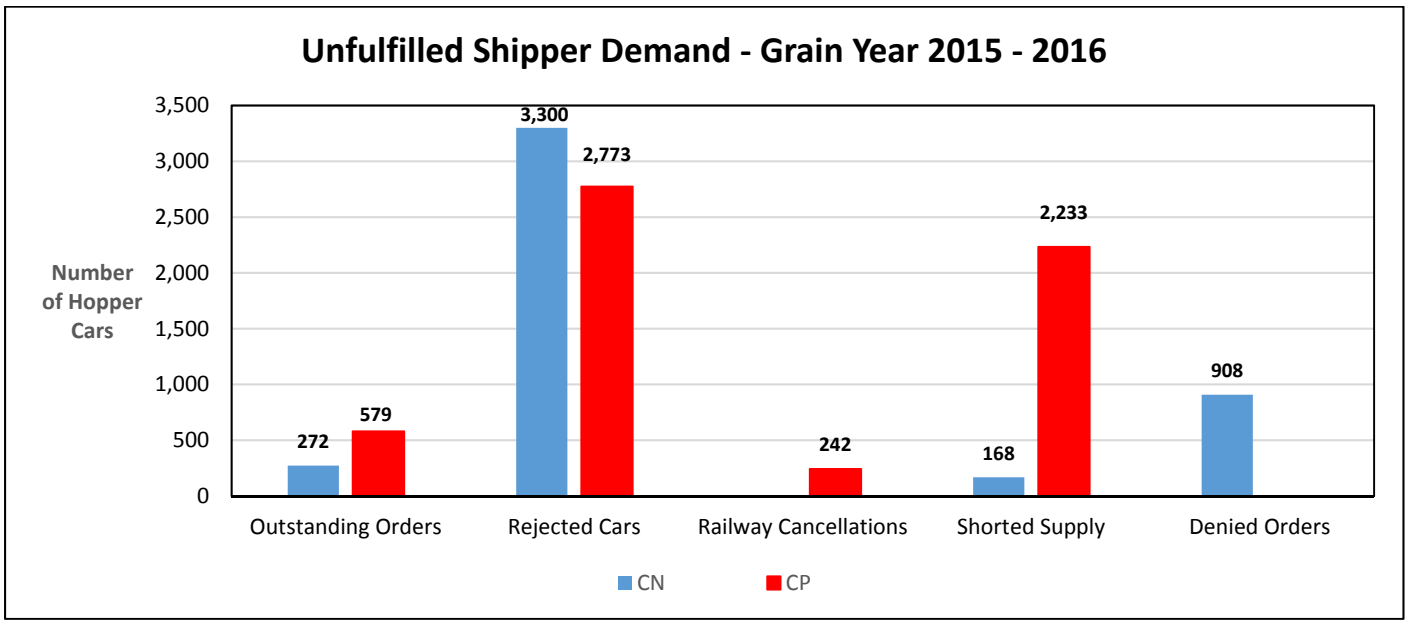


The calculation of total unfulfilled demand for hopper cars represents the accumulated difference across all grain weeks in the year between the number of cars ordered by shippers and the number of cars supplied by the railway for those orders. This total unfulfilled demand therefore represents the volume of missed and deferred shipper orders.

Shipper demand includes all orders placed by shippers in the railways' car order systems plus orders that have been denied or cancelled by the railways based on car ordering rules imposed on shippers during the current grain year. Supply of railcars reflects total cars supplied excluding cars rejected by shippers as unsuitable for loading due to mechanical or sanitary reasons.

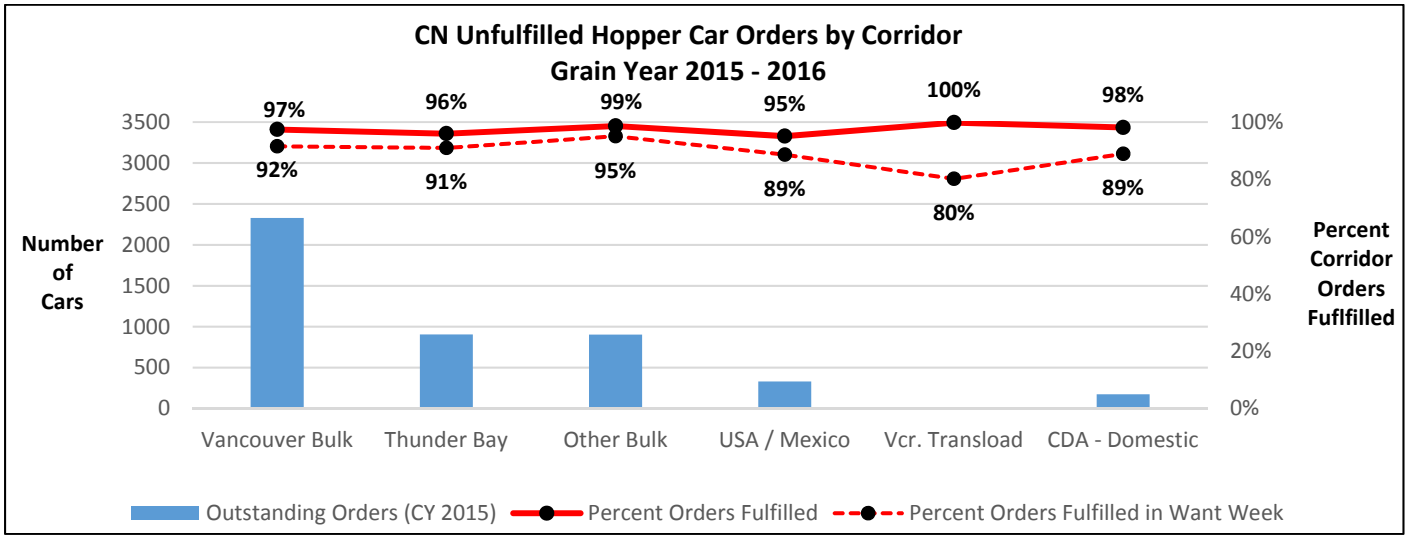


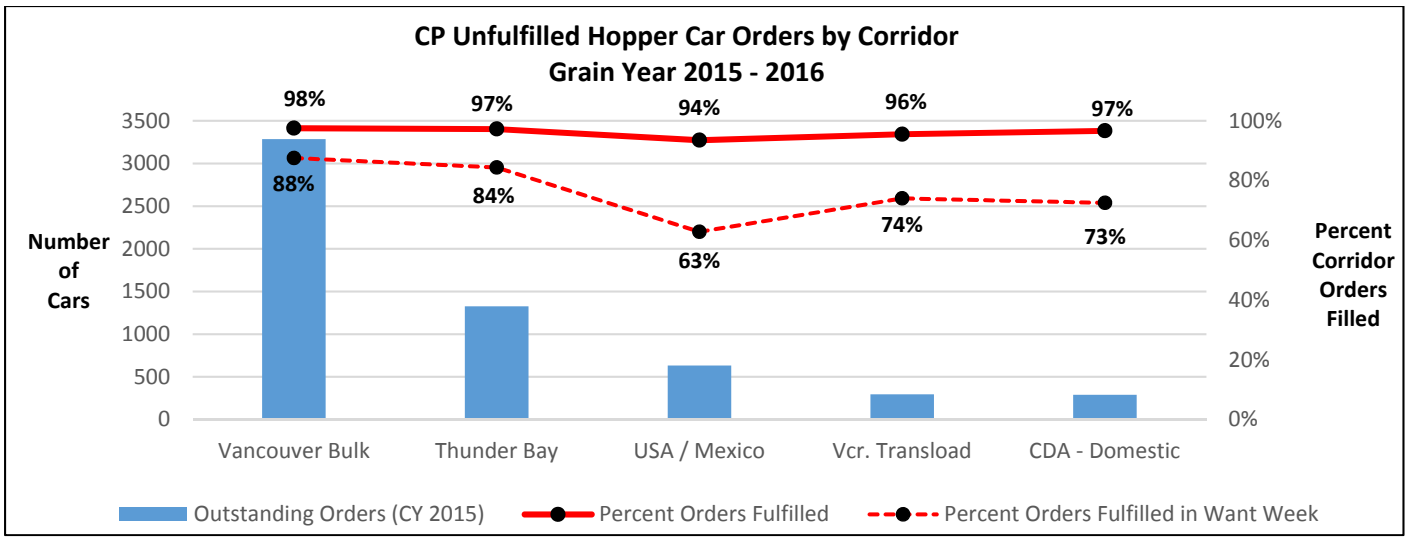
The calculation of outstanding orders excludes all unfulfilled orders related to rejected cars, orders denied by the railways, railway cancellations due to railway car ordering thresholds and orders not completely filled (shorted supply). The chart below provides a breakdown of total unfulfilled shipper demand by category.



Railway Car Supply Performance by Major Corridor – To Grain Week 51 (CY 2015)

	Cars Supplied			Year to Date Unfulfilled Demand		
	CN	CP	Total	CN	CP	Total
Vancouver Bulk	87,862	128,430	216,292	(2,327)	(3,285)	(5,612)
Thunder Bay	21,465	46,848	68,313	(904)	(1,325)	(2,229)
Other Bulk	65,989	-	65,989	(903)	-	(903)
USA / Mexico	6,384	9,111	15,495	(331)	(633)	(964)
Vancouver Transload	5,368	6,270	11,638	(10)	(295)	(305)
Canada - Domestic	9,038	8,355	17,393	(173)	(289)	(462)
	196,106	**199,014**	**395,120**	**(4,648)**	**(5,827)**	**(10,475)**

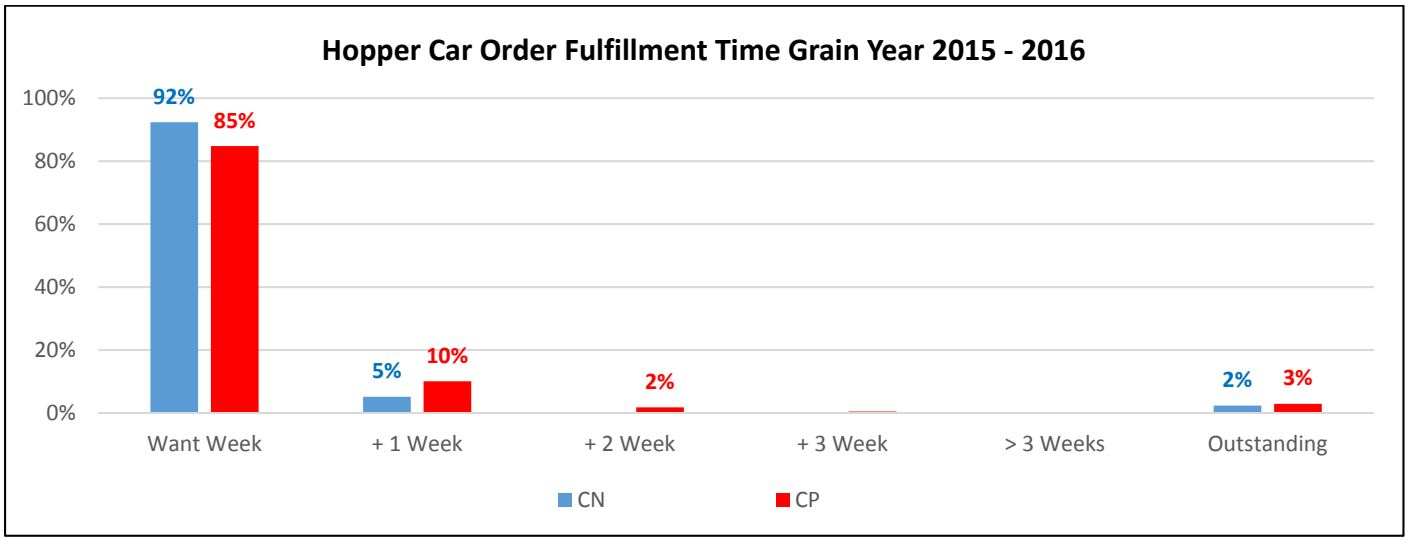


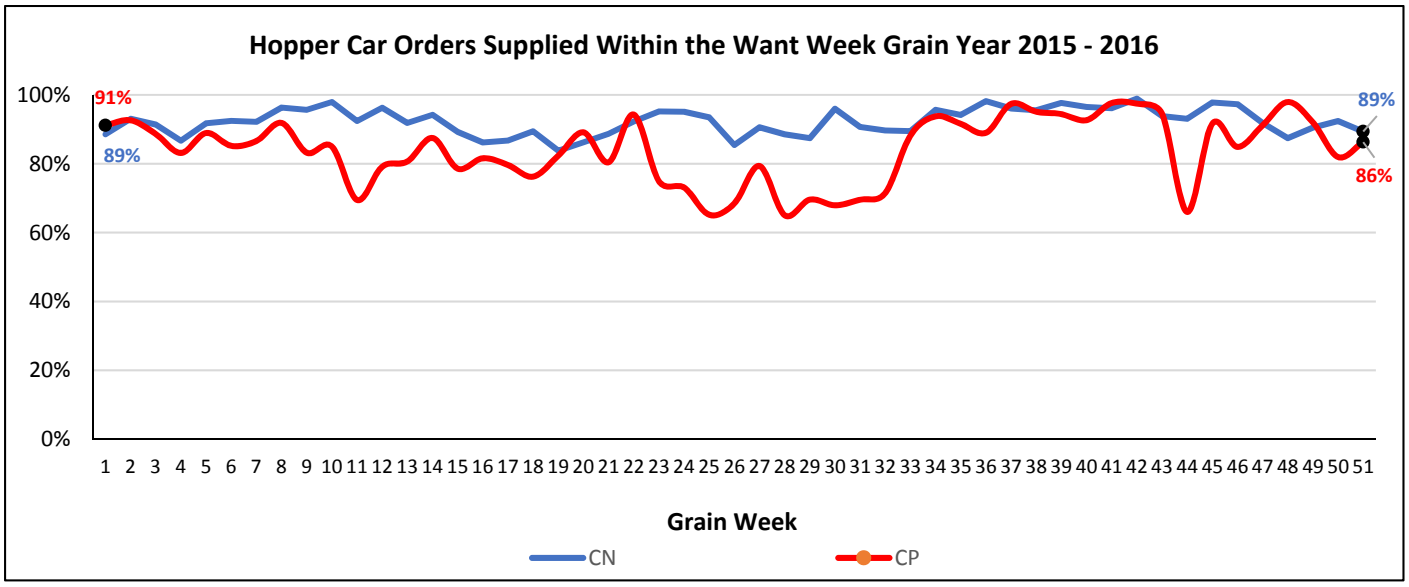


Corridor statistics reflect performance for railway car supply by destination corridor against **current year orders** for each corridor. The number of cars supplied **excludes** cars supplied by the railways during the measurement period that were for prior year orders.

Timeliness of Railway Car Supply Against Customer Demand

RR	Want Week	+ 1 Week	+ 2 Weeks	+ 3 Weeks	> 3 Weeks	Outstanding Orders
CN	92%	5%	-	-	-	2%
CP	85%	10%	2%	-	-	3%
Total	**89%**	**8%**	**1%**	**-**	**-**	**3%**



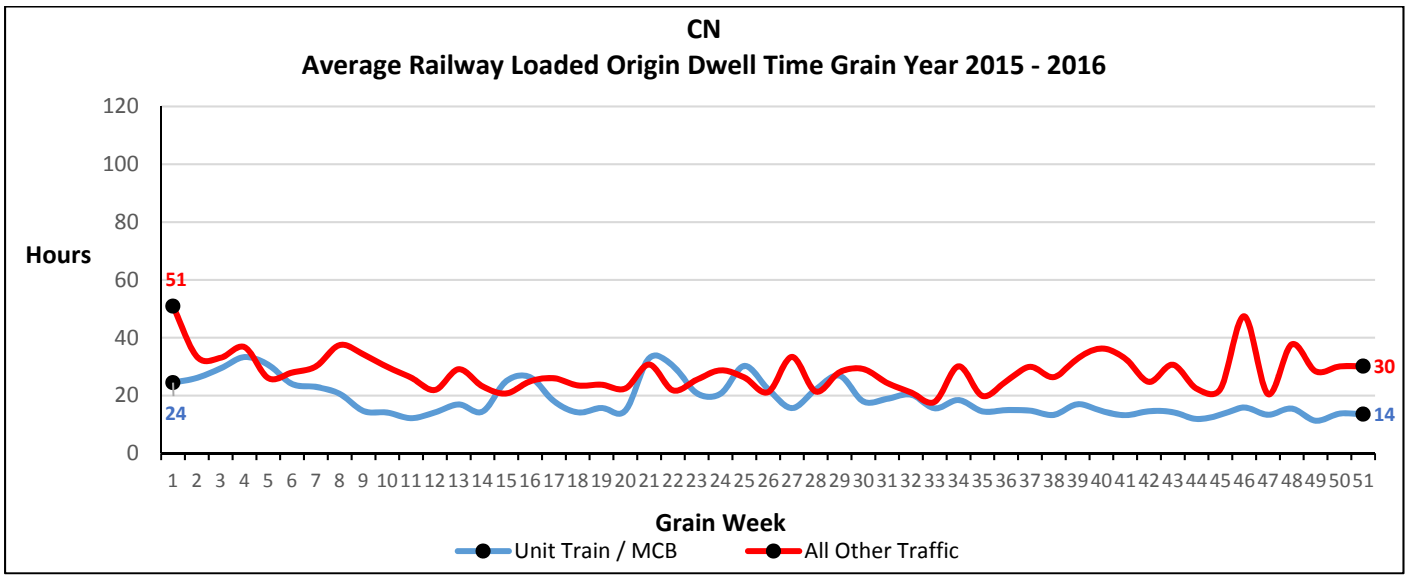


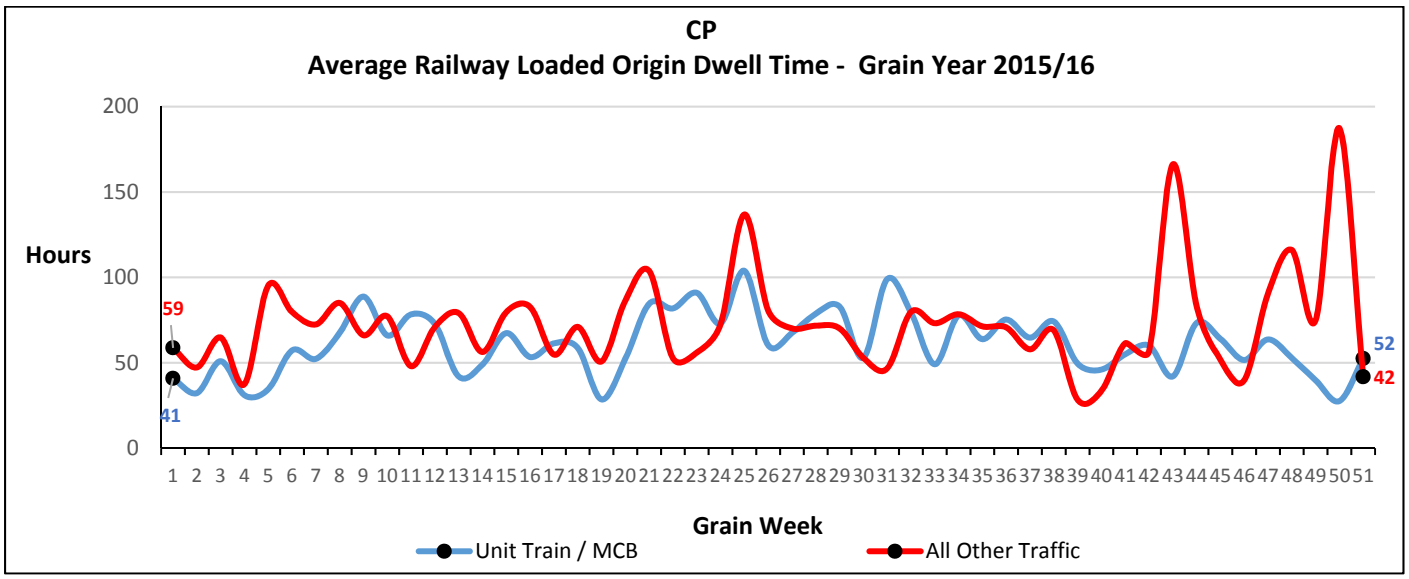
Origin Dwell Performance

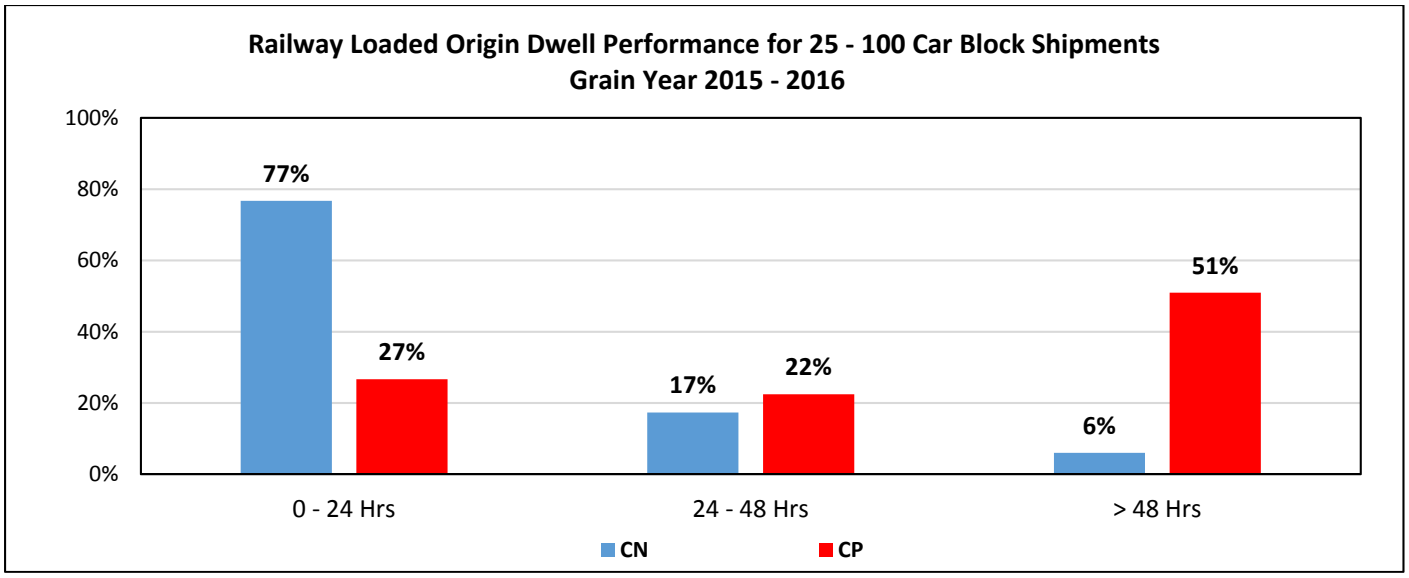
Origin dwell time measures the elapsed time from the release of loaded cars by shippers to the time the railways physically pull the cars from a shipper's siding for movement to destination. Average performance in this area will vary depending on the nature of the shipment.

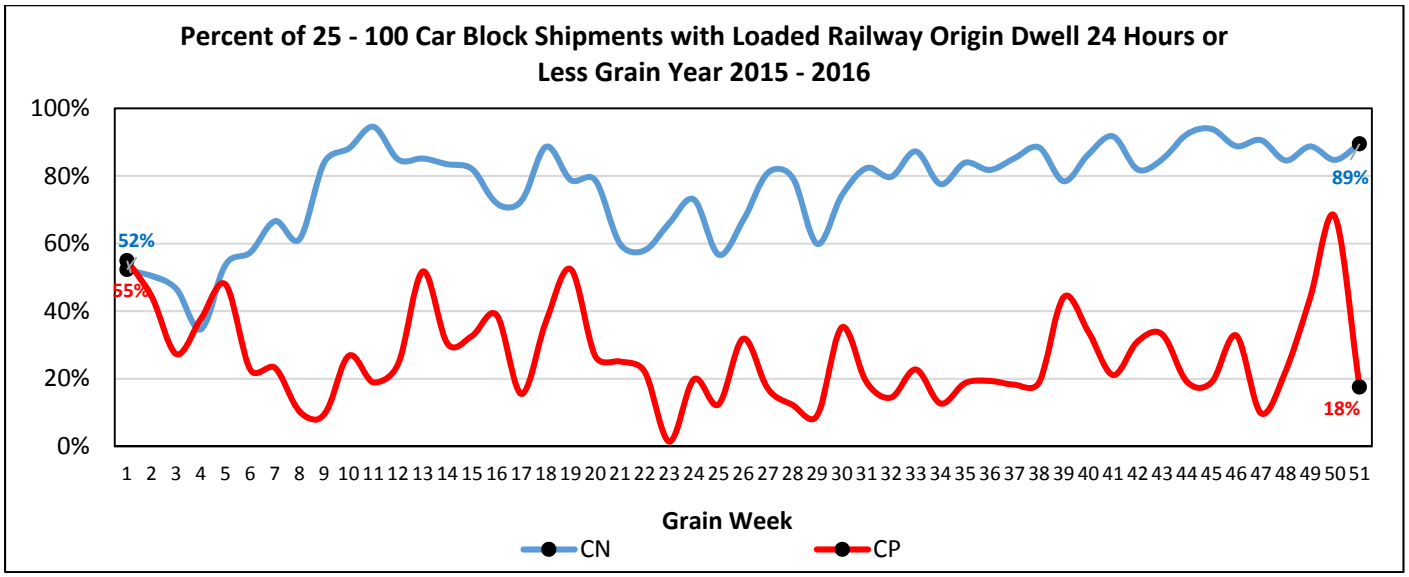
For unit trains and other multi car block shipments dwell time is generally expected to be 24 hours or less as these shippers load cars within 24 hour windows in order to avoid origin demurrage charges assessed by the railways. Non multi car block shipments of less than 25 cars will generally have longer dwell times.

The charts below provide a view of origin dwell performance on a weekly basis since the beginning of the current crop year. The last chart looks specifically at origin dwell performance for multi-car block shipments. Increasing dwell times at country origins negatively impact railcar cycles which in turn impact the ability of the railways to supply empty cars to shippers.









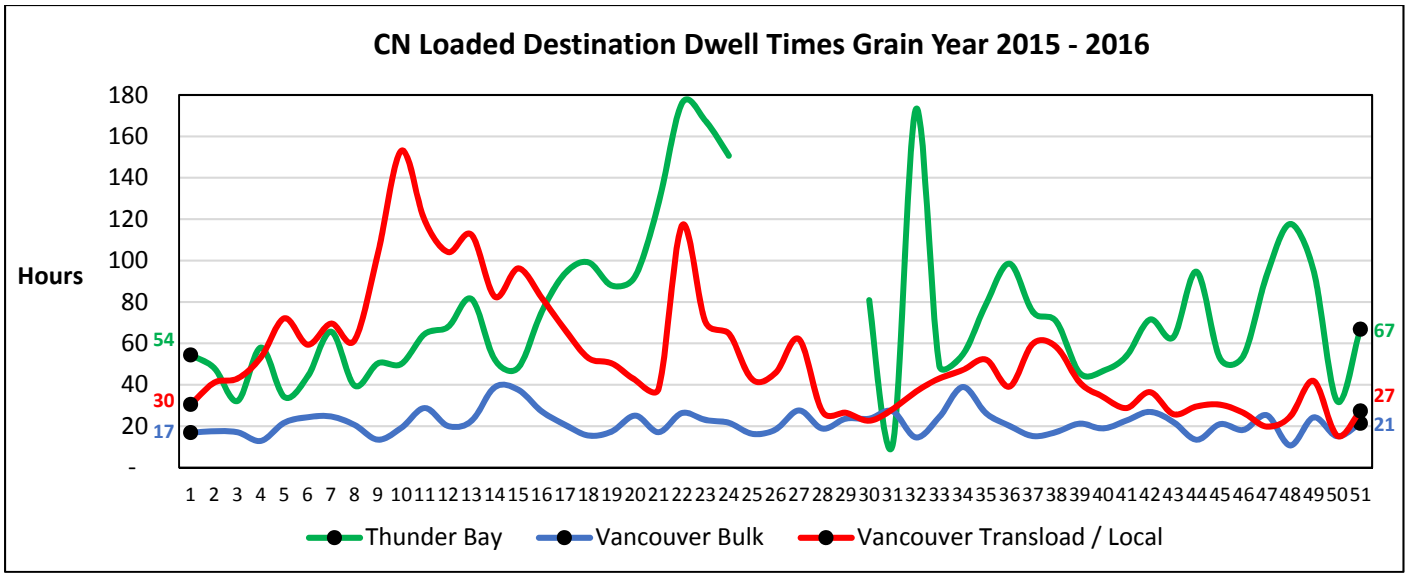
Railway Destination Terminal Dwell Performance

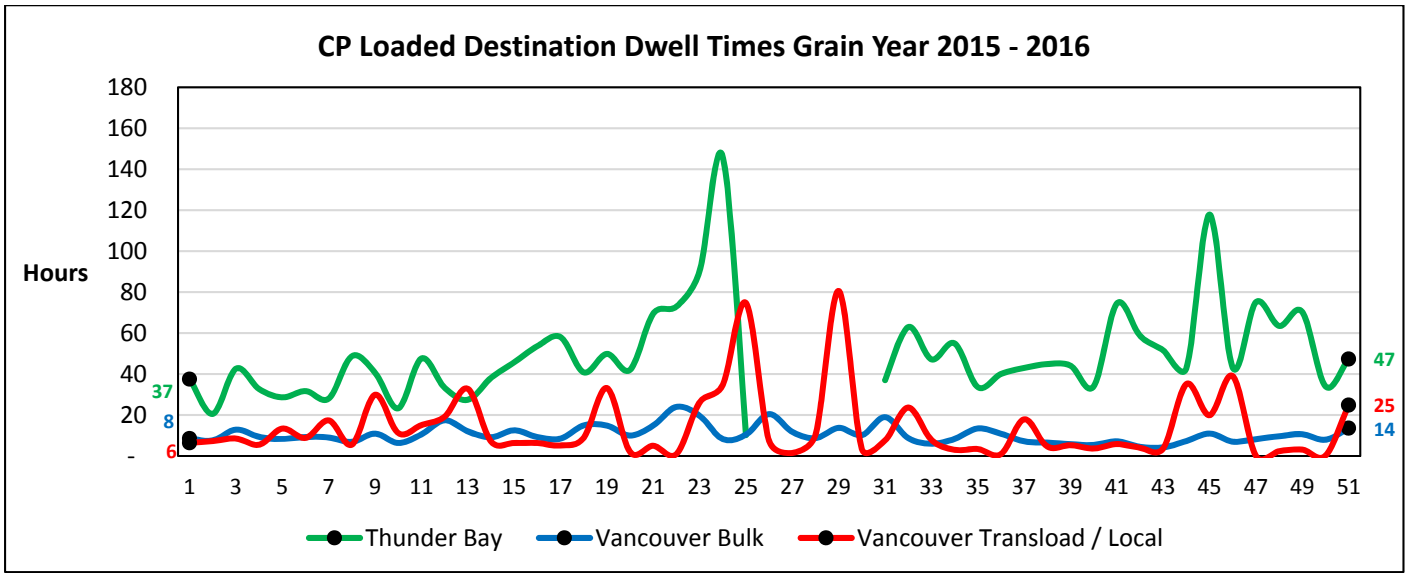
Destination terminal dwell time measures the elapsed time from the time a railcar arrives at the destination railway yard to the time it is placed at the receiver's facility for unloading. Average performance in this area will vary depending on the nature of the shipment.

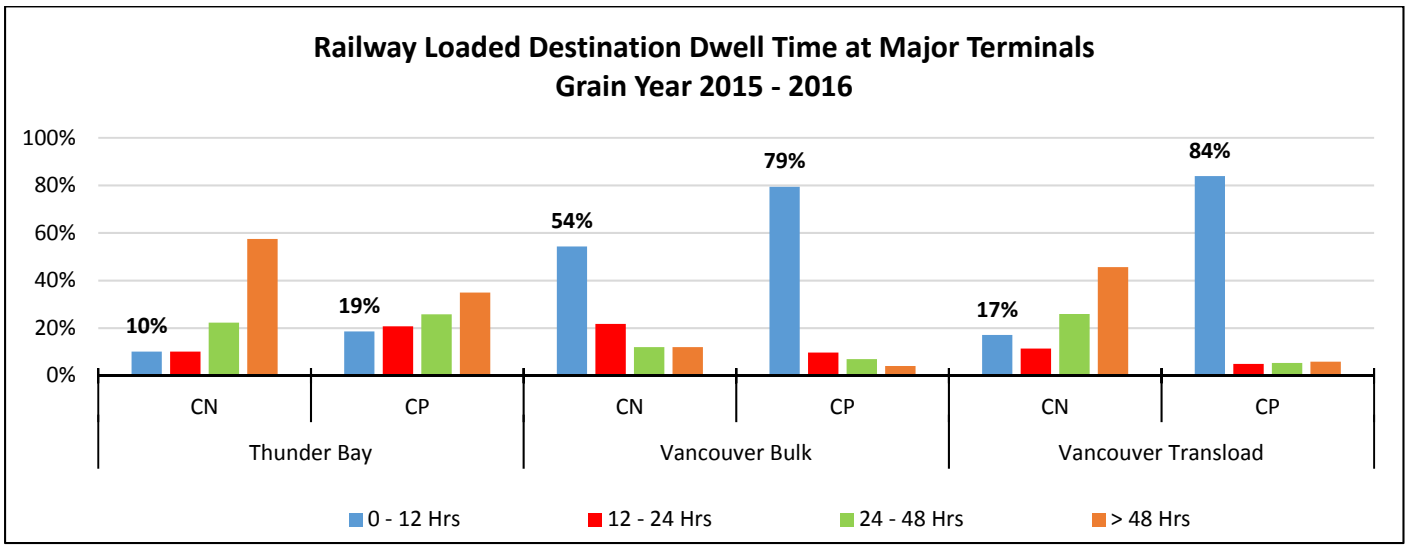
Traffic destined to the bulk port terminal at Vancouver for instance is generally placed for unloading on arrival at Vancouver. In contrast traffic destined to transloaders in Vancouver is ordered in by receivers on a car by car basis.

Dwell time ends with the reporting of an actual placement event at the receiver's facility. The beginning of the dwell measure is initiated by either an arrival at the destination terminal or the constructive placement of a car at the terminal by the railway.

This is not a measure of unloading performance by receivers.


CN Loaded Destination Dwell Times Grain Year 2015 - 2016
Hours
180
160
140
120
100
80
60
40
20
-
54
30
17
67
27
21
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51
Thunder Bay
Vancouver Bulk
Vancouver Transload / Local


CP Loaded Destination Dwell Times Grain Year 2015 - 2016
Hours
180
160
140
120
100
80
60
40
20
-
37
8
6
47
25
14
1 3 5 7 9 11 13 15 17 19 21 23 25 27 29 31 33 35 37 39 41 43 45 47 49 51
Thunder Bay
Vancouver Bulk
Vancouver Transload / Local


Railway Loaded Destination Dwell Time at Major Terminals
Grain Year 2015 - 2016
100%
80%
60%
40%
20%
0%
10%
19%
54%
79%
17%
84%
CN
CP
CN
CP
CN
CP
Thunder Bay
Vancouver Bulk
Vancouver Transload
0 - 12 Hrs
12 - 24 Hrs
24 - 48 Hrs
> 48 Hrs

Port Terminal – 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. This performance measure is provided for the five major terminals located at Vancouver and Ridley Terminals at Prince Rupert.

Vancouver performance is segregated between north shore and south shore terminals as each is served exclusively by one railway - CN (north shore) or CP (south shore).