

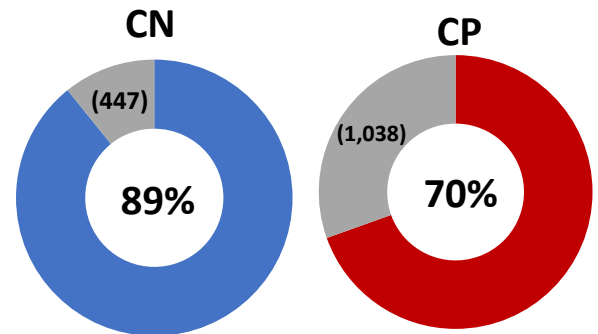
## Performance Dashboard

### Timeliness of Weekly Car Supply

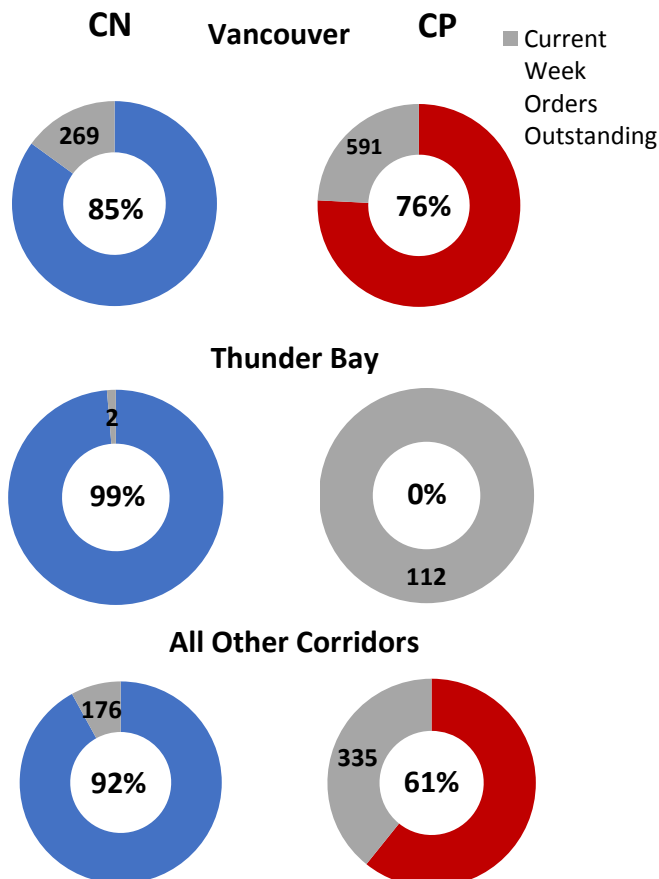
The delivery of railcars in a timely fashion is essential to ensure grain shippers can meet the demand of their domestic and international customers and plan logistics activities from country elevators and processing plants through to terminal and vessel operations. When railway car orders are not supplied 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	4,142	3,409
Current Week Order Fulfillment		
Supplied for Want Week	3,695	2,371
Current Week Unfulfilled Demand	(447)	(1,038)
% Current Week Orders Supplied	89%	70%

### Percent of Orders Supplied for Want Week



### Corridor Performance



The railways supplied 80% of total hopper car demand for Grain Week 31. Of the cars supplied, 8% were supplied to shippers in the prior week. This results in unfulfilled demand for Grain Week 31 of 1,485 orders.

CN performed better than CP in the Vancouver corridor during Grain Week 31 meeting 85% of shipper demand while CP met 76% of shipper demand for hopper cars. While there were relatively few orders for the Thunder Bay corridor in Grain Week 31 – less than 300 for the two railways combined – CN fulfilled 99% of demand as compared to CP which supplied 0% of the cars ordered for this corridor. CP demand for hopper cars in the Vancouver corridor was approximately 50% higher than CN's in Grain Week 31.

CN performance (92%) in other corridors was better than CP (61%) during Grain Week 31. These corridors represented 54% and 21% of CN and CP demand respectively for Grain Week 31. CN met 95% or more of shipper demand in all these corridors other than Vancouver transload traffic which saw a 58% fulfillment rate. Other than the Vancouver transload corridor where it met 85% of demand CP did not achieve 75% fulfillment in any other corridors within this group.

CN spotted 3,848 hopper cars and CP spotted 3,130 hopper cars in the country in Grain Week 31 for a total supply of 6,978 cars – this included 1,436 cars that had been ordered for other weeks.

### Current Week Railway Order Fulfillment

- CN and CP supplied 6,066 (81%) of the 7,551 hopper cars ordered for delivery in Grain Week 31 resulting in 1,485 hopper car orders remaining outstanding. Of the cars supplied, 468 (8%) were supplied to shippers in the prior week.
- CP supplied 70% and CN 89% of orders for Grain Week 31 resulting in 1,038 outstanding orders for CP and 447 outstanding orders for CN.
- Boxcar shippers received 56% of orders in Grain Week 31. Year to date shippers have received 75% of boxcars ordered.

### Corridor Performance

- In Grain Week 31 traffic destined to bulk terminals in Western Canada received a higher percentage (82%) of cars ordered as compared to other corridors. By comparison, non-bulk corridors including the USA/Mexico, Vancouver transload and Canadian domestic corridors received 73% of cars ordered for delivery in Grain Week 31.
- In Grain Week 31 CP supplied 61% of orders for non-bulk corridors as compared to CN which supplied 86% of orders in these corridors.

### Railway Dwell Times at Country Origins – Grain Week 31

- In Grain Week 31, CN's loaded dwell times for multi car blocks of 25 – 100 cars at country origin locations averaged 19 hours while CP's loaded dwell times averaged 98 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 55% of shipments were picked up within 24 hours.

### Railway Dwell Times at Destination Terminals – Grain Week 31

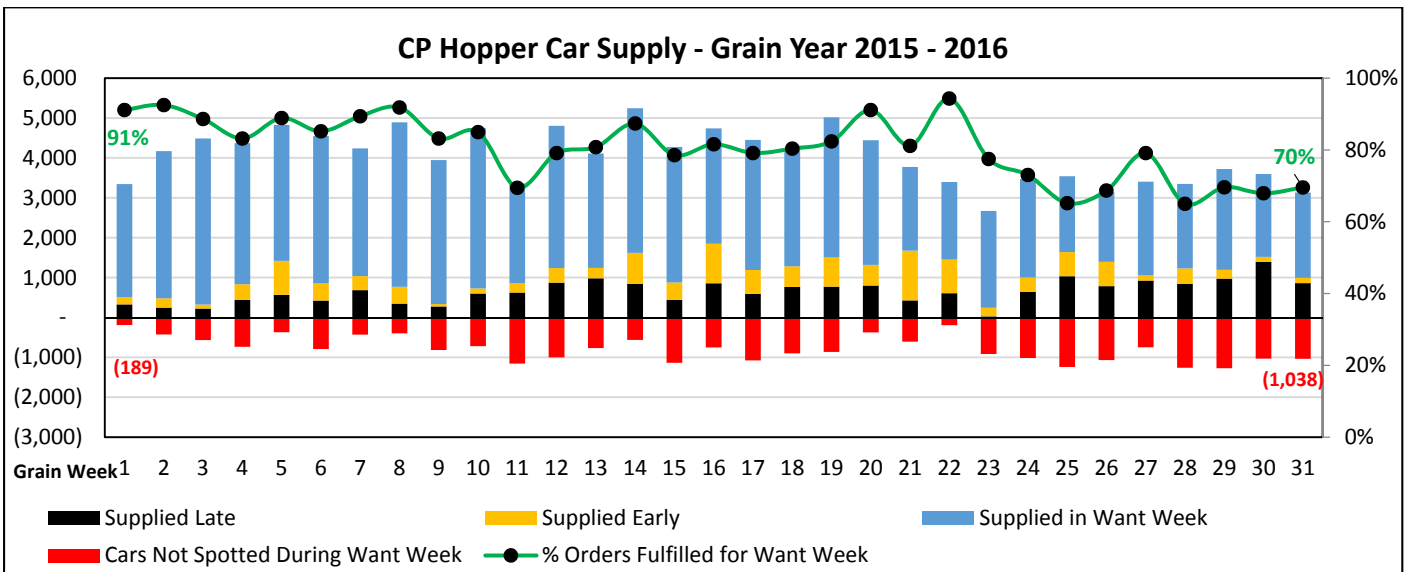
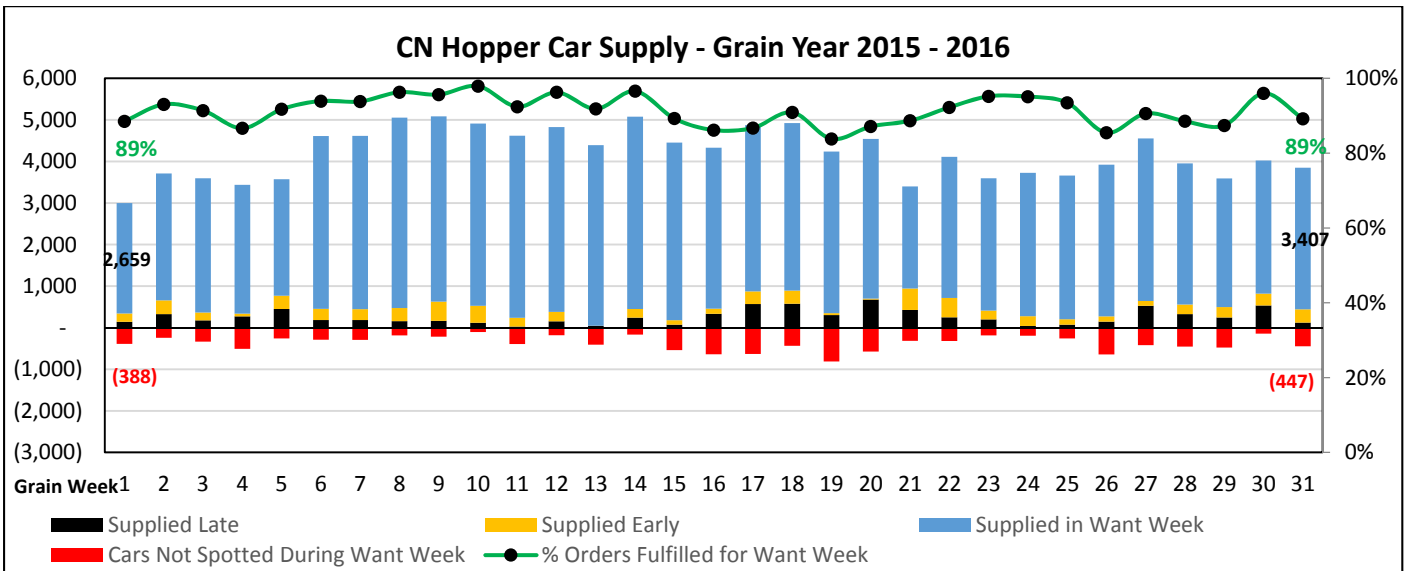
- CN: Thunder Bay (11), Vancouver bulk (27 hours) and Vancouver transload/local (28 hours)
- CP : Thunder Bay (37), Vancouver bulk (19 hours) and Vancouver transload/local (8 hours)

### Port Terminal Out of Car Time

- Vancouver north shore – Grain Week 31 (12%); weekly average YTD (16%)
- Vancouver south shore – Grain Week 31 (25%); weekly average YTD (19%)
- Prince Rupert – Grain Week 31 (2%); weekly average YTD (3%)

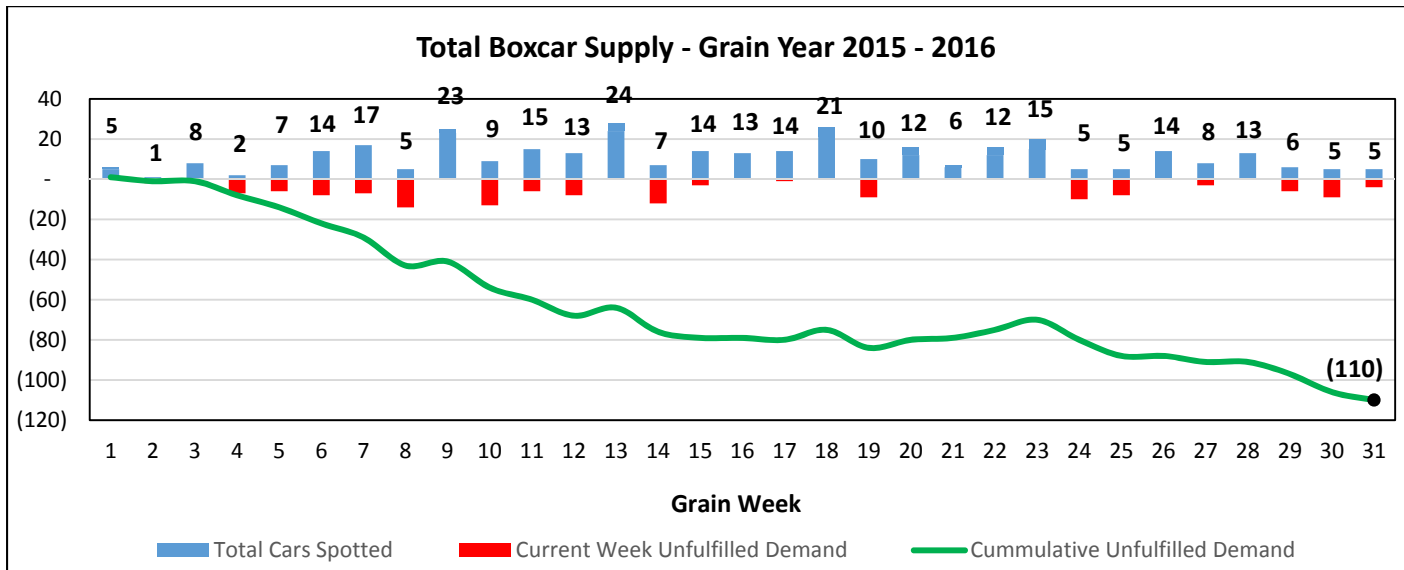
Railway Car Supply Performance for current grain year as of Grain Week 31 (CY 2015)

Crop Year To Date					Average Weekly Performance				
					Railway Empty Car Supply			Weekly Average # of Cars Not Spotted in Order Week	
		Customer Demand	Railway Supply	Unfulfilled Demand	Customer Demand	Current Week Orders	Prior Week Orders		Total Cars Supplied
Hopper Cars	CN	133,656	130,132	(3,524)	4,311	3,942	260	4,202	(369)
	CP	129,984	125,282	(4,702)	4,193	3,401	645	4,047	(792)
		<b>263,640</b>	<b>255,414</b>	<b>(8,226)</b>	<b>8,504</b>	<b>7,343</b>	<b>905</b>	<b>8,249</b>	<b>(1,161)</b>
Boxcars	CN + CP	438	328	(110)	14	11	-	11	(3)

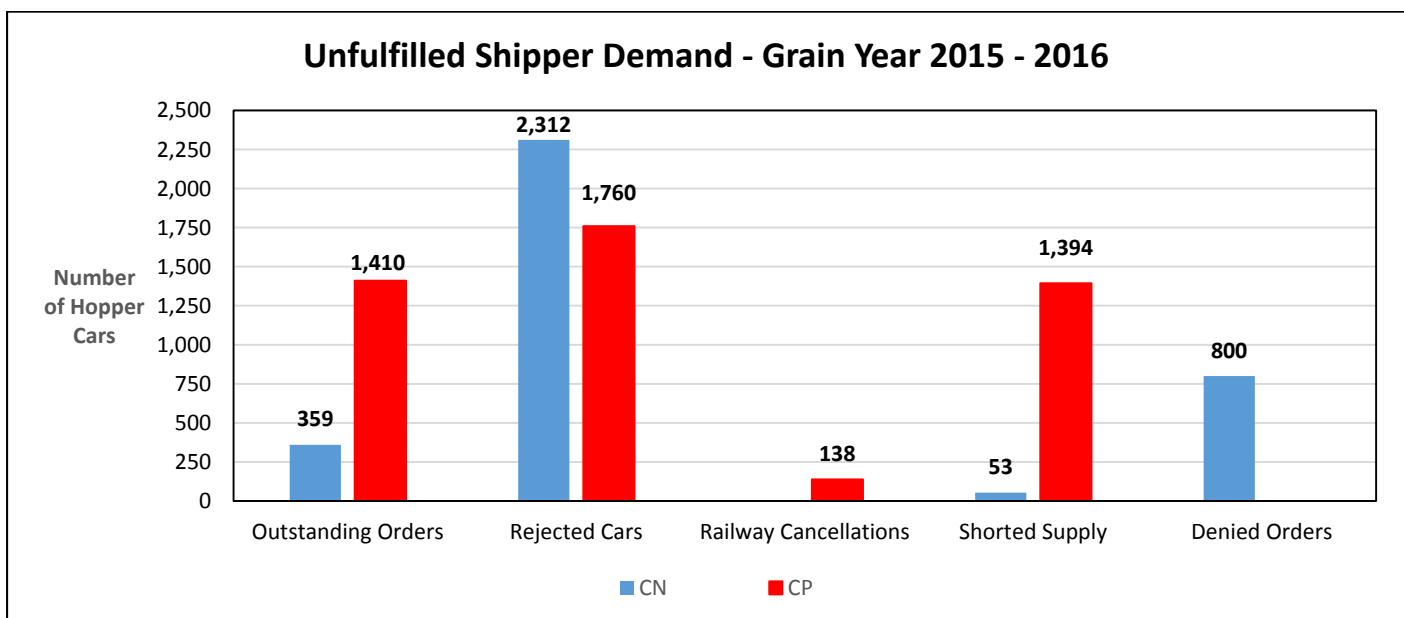


The calculation of total unfulfilled demand for hopper cars represents the accumulated difference across all grain weeks in the year between the number of cars ordered by shippers and the number of cars supplied by the railway for those orders. This total unfulfilled demand therefore represents the volume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

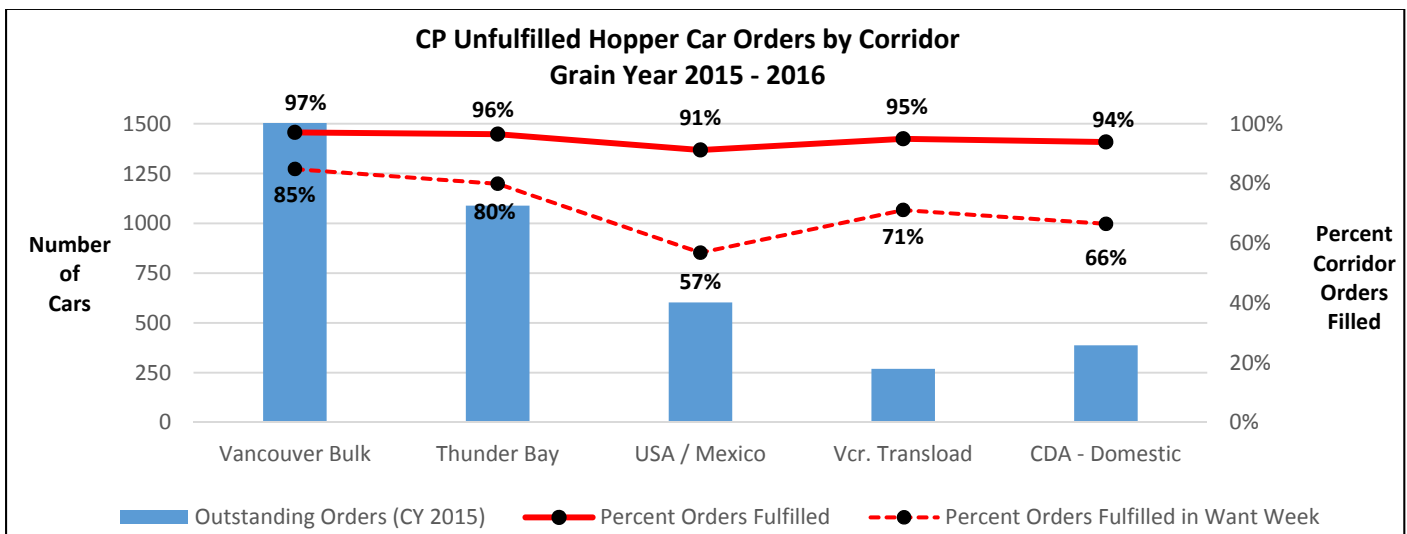
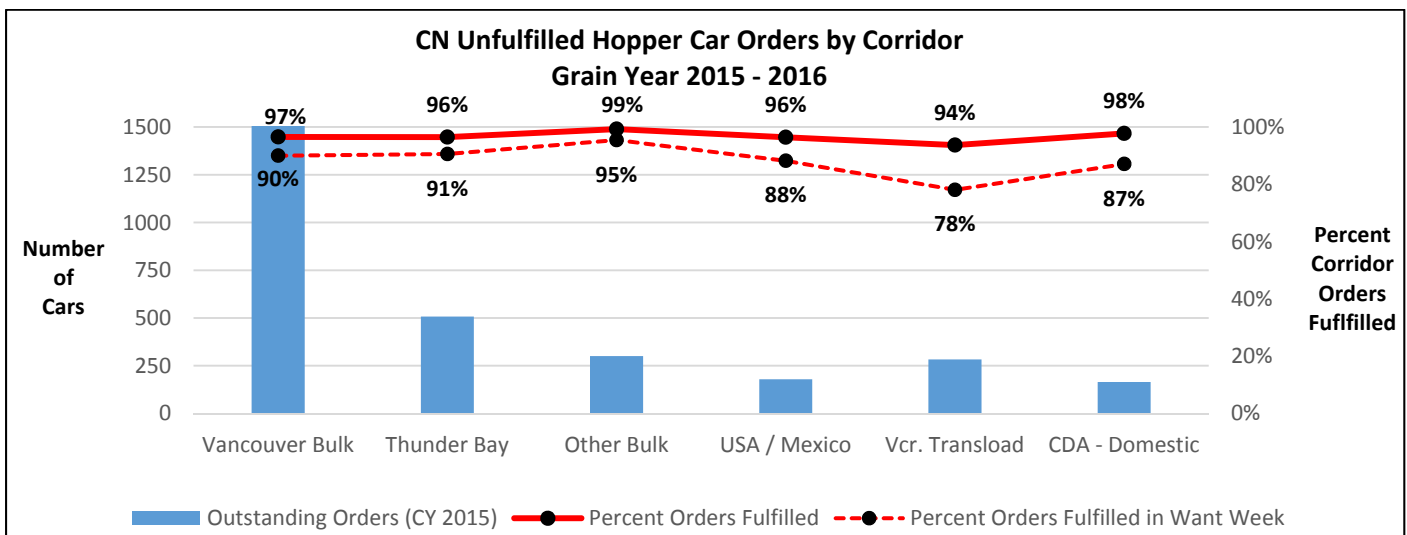


The calculation of outstanding orders excludes all unfulfilled orders related to rejected cars, orders denied by the railways, railway cancellations due to railway car ordering thresholds and orders not completely filled (shorted supply). The chart below provides a breakdown of total unfulfilled shipper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



Railway Car Supply Performance by Major Corridor – To Grain Week 31 (CY 2015)

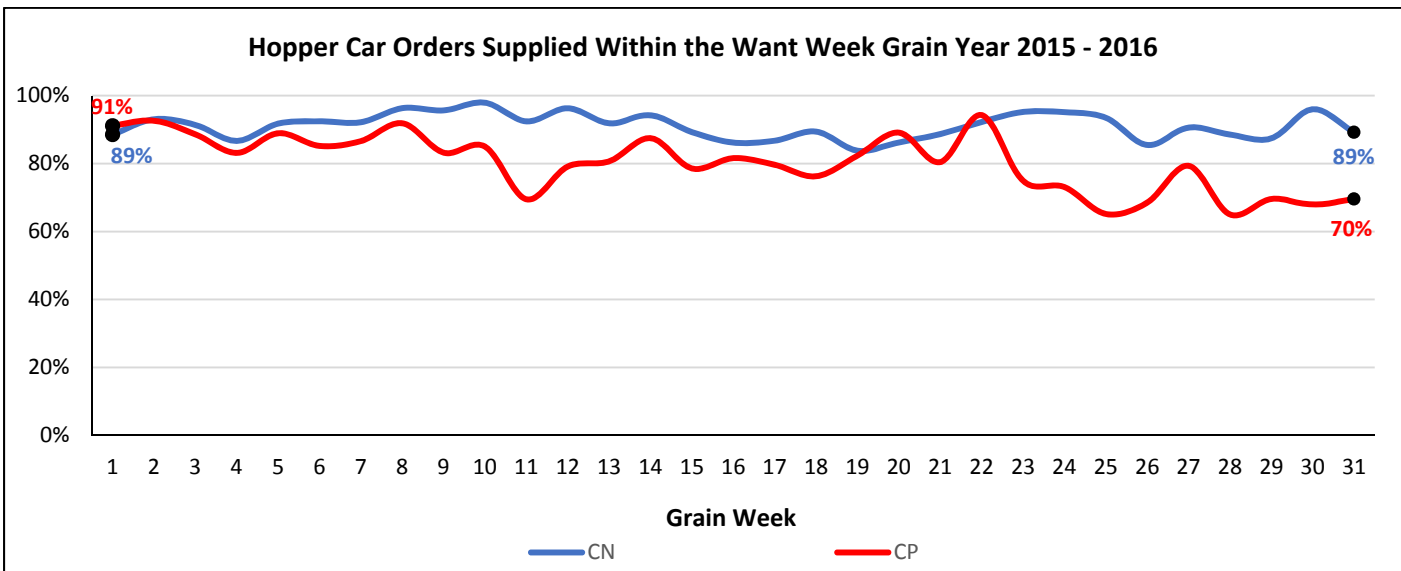
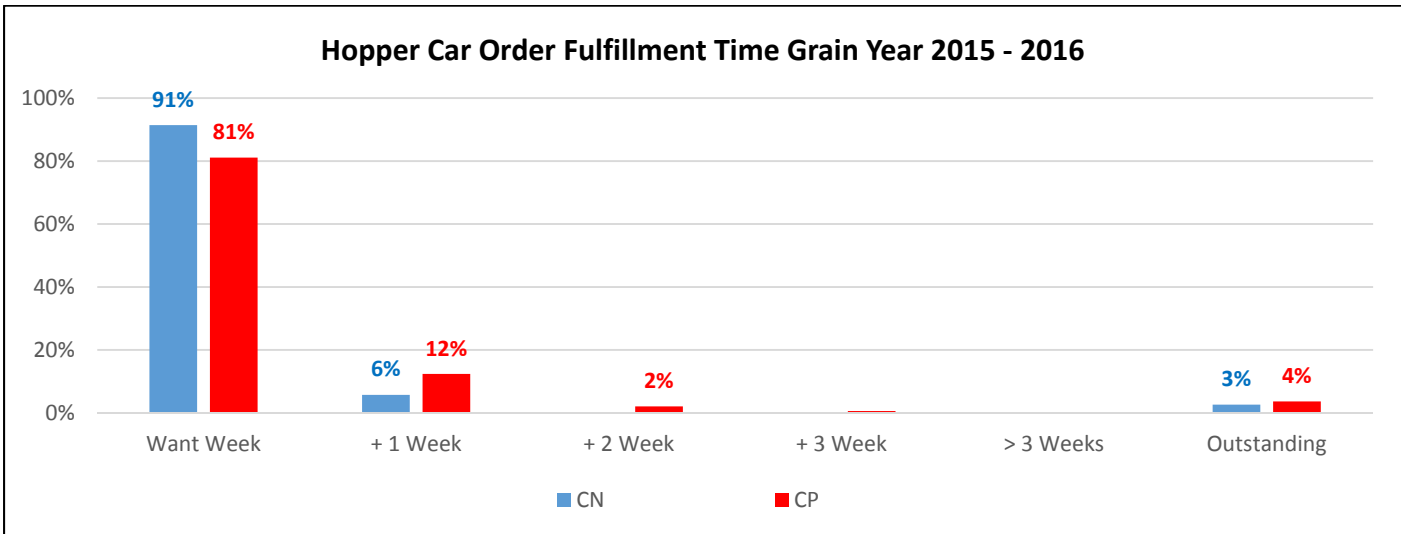
	Cars Supplied			Year to Date Unfulfilled Demand		
	CN	CP	Total	CN	CP	Total
Vancouver Bulk	58,384	78,211	136,595	(2,088)	(2,354)	(4,442)
Thunder Bay	14,002	29,846	43,848	(508)	(1,089)	(1,597)
Other Bulk	41,480	-	41,480	(301)	-	(301)
USA / Mexico	4,785	6,229	11,014	(179)	(603)	(782)
Vancouver Transload	4,207	5,059	9,266	(283)	(269)	(552)
Canada - Domestic	7,274	5,937	13,211	(165)	(387)	(552)
	<b>130,132</b>	<b>125,282</b>	<b>255,414</b>	<b>(3,524)</b>	<b>(4,702)</b>	<b>(8,226)</b>



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	91%	6%	-	-	-	3%
CP	81%	12%	2%	-	-	4%
Total	86%	9%	1%	-	-	3%

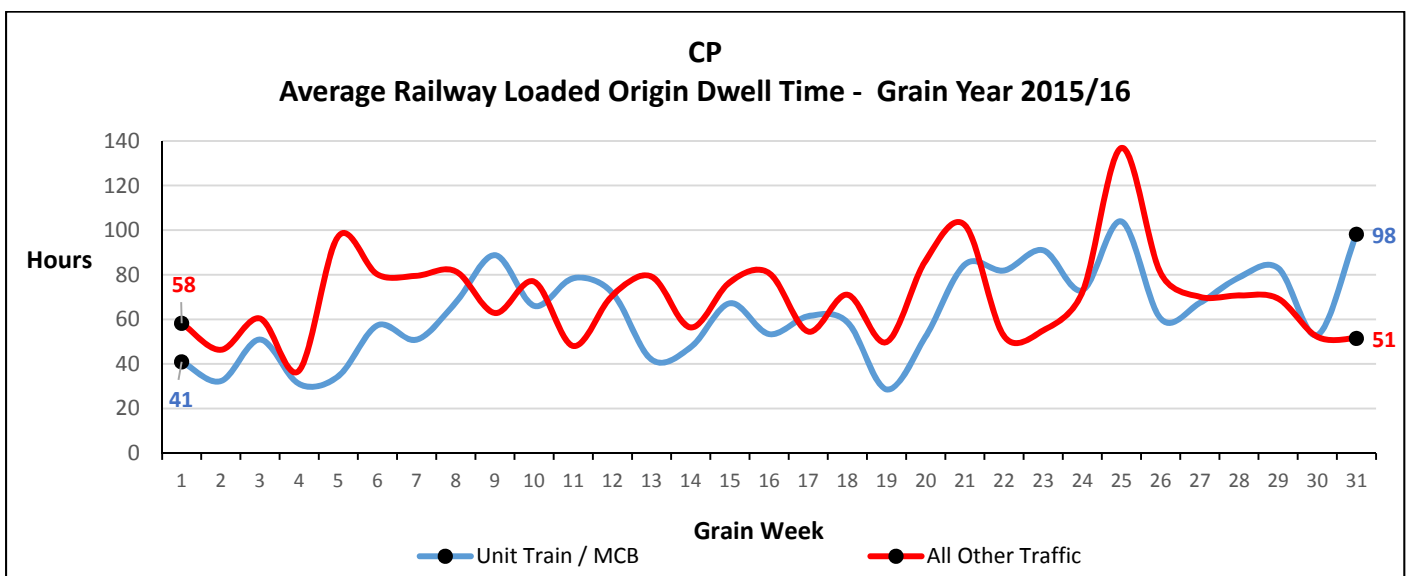
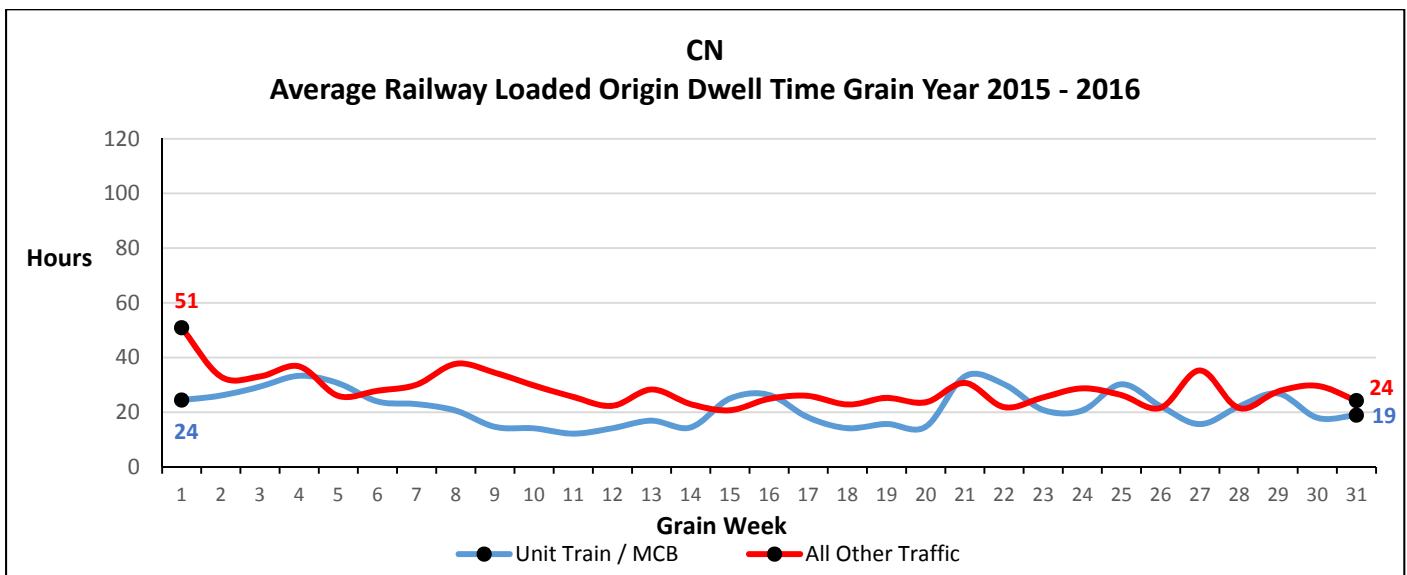


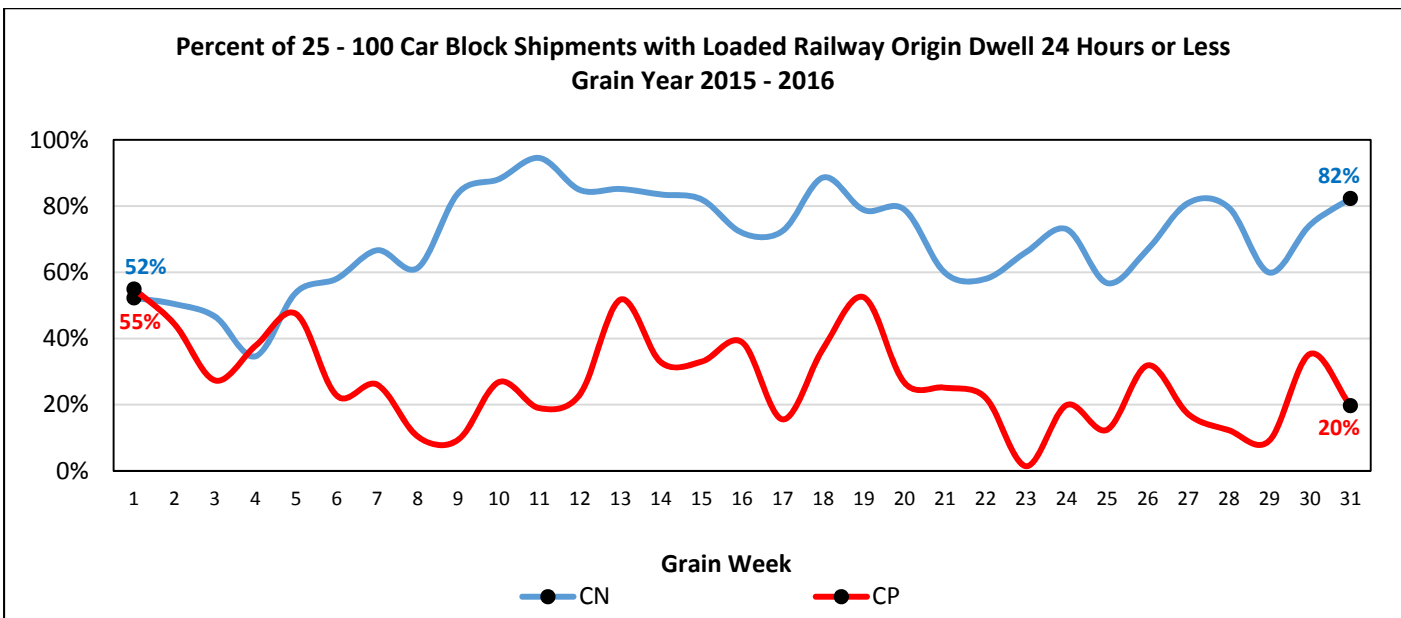
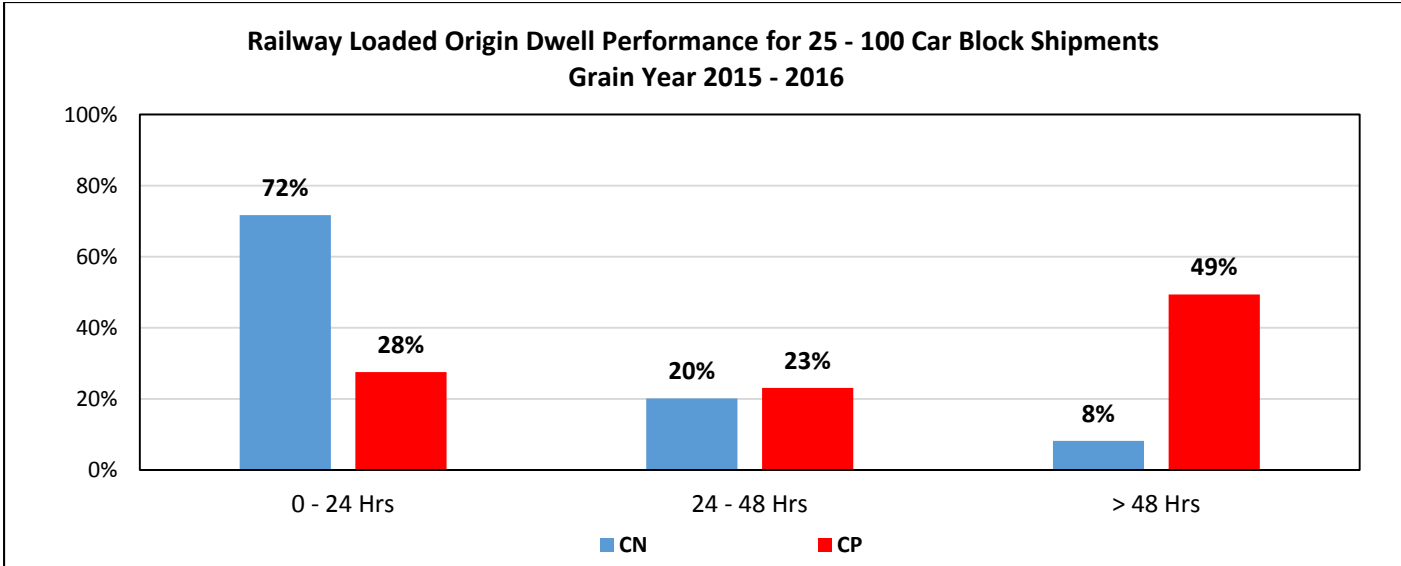
Origin Dwell Performance

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

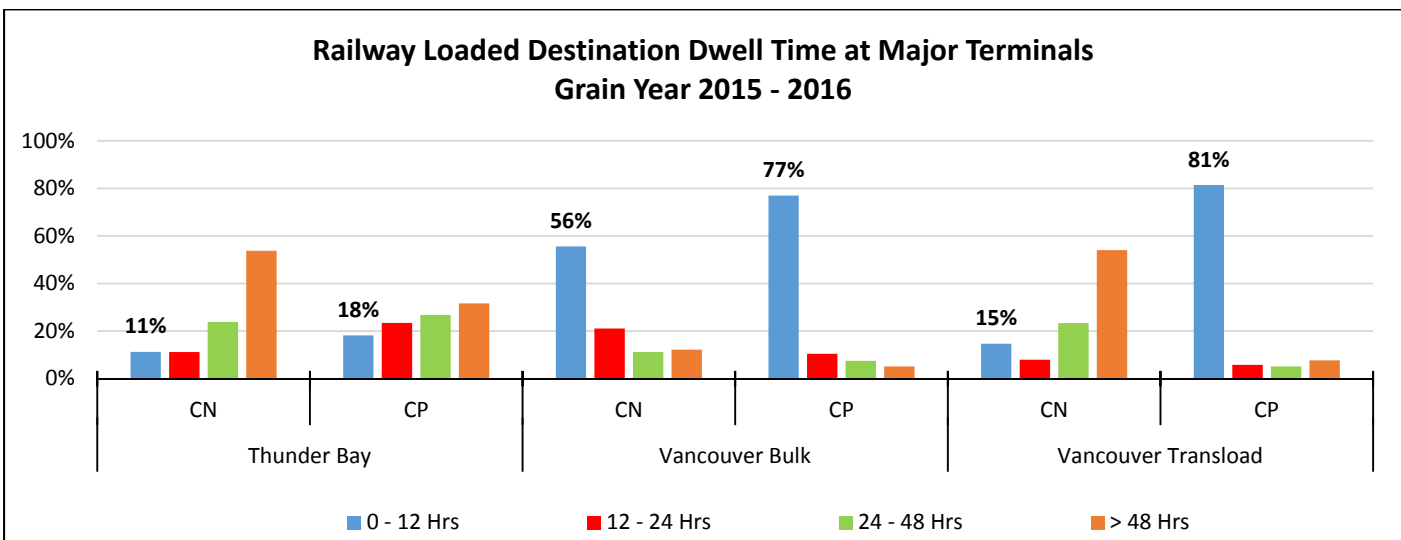
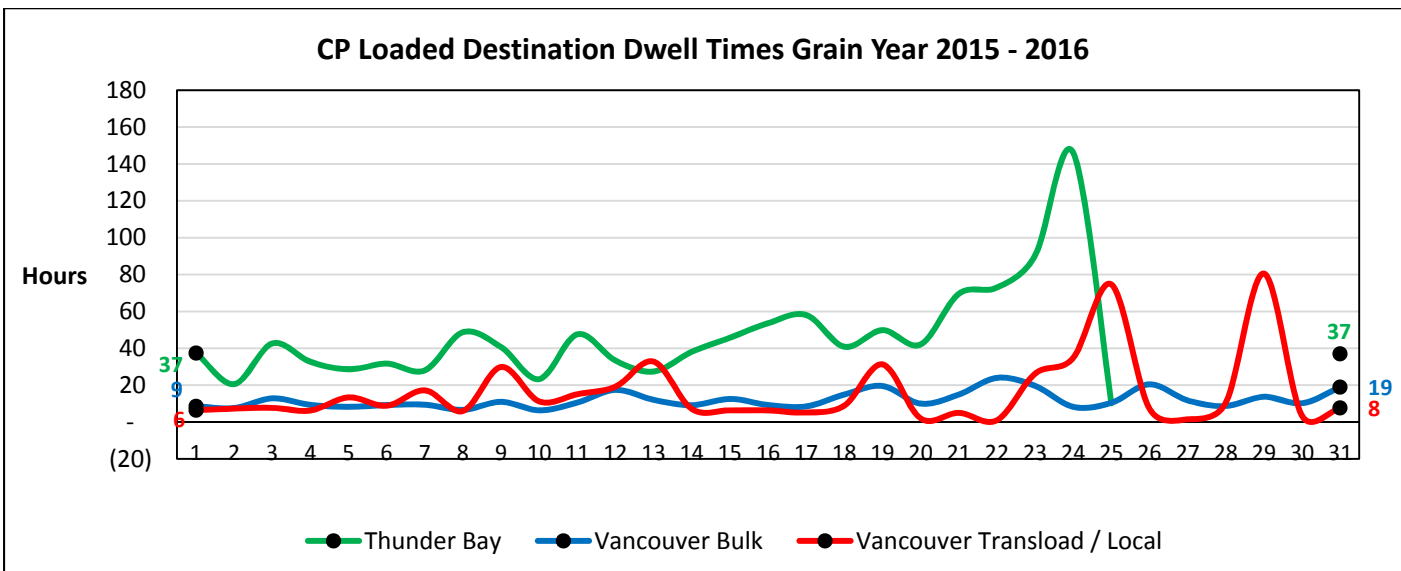
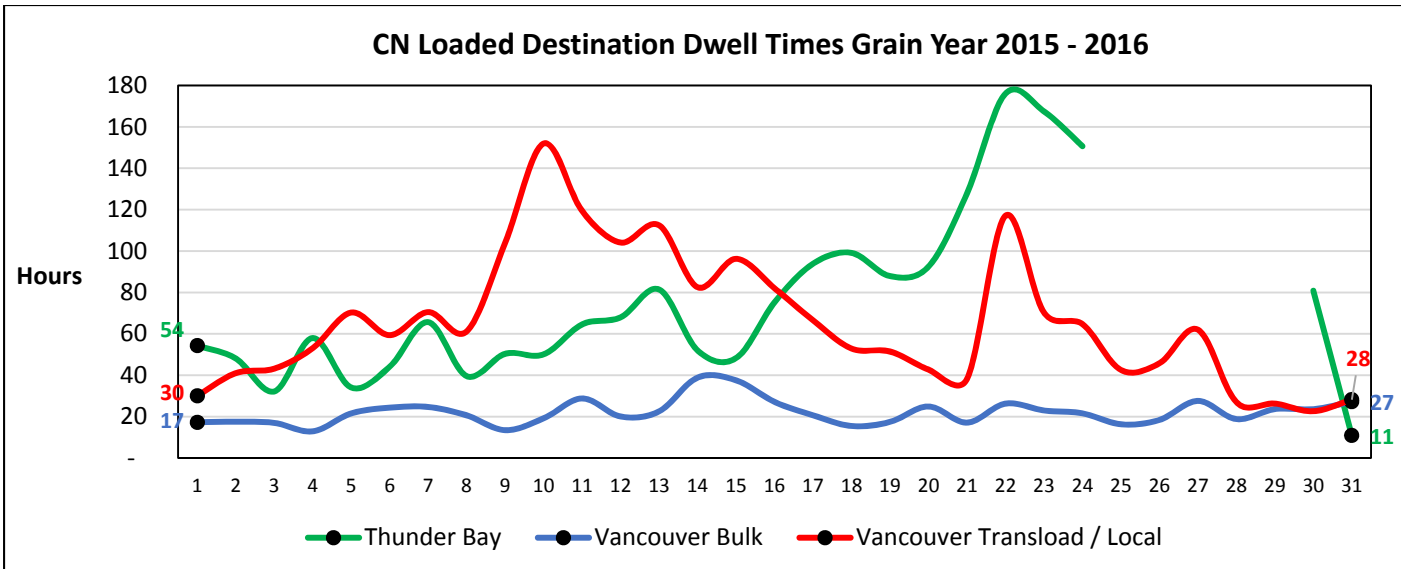
Destination terminal dwell time measures the elapsed time from the time a railcar arrives at the destination railway yard to the time it is placed at the receiver’s facility for unloading. Average performance in this area will vary depending on the nature of the shipment.

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.





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).

