Performance Dashboard

Hopper Car Demand

	Week 17			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	5,015	4,755	260	77,011	4,530	76,518	4,501	493	29
CP	4,339	5,167	(828)	73,507	4,324	76,803	4,518	(3,296)	(194)
	9,354	**9,922**	**(568)**	**150,518**	**8,854**	**153,321**	**9,019**	**(2,803)**	**(165)**

Empty Hopper Cars Supplied – Week 17 (All Want Weeks)

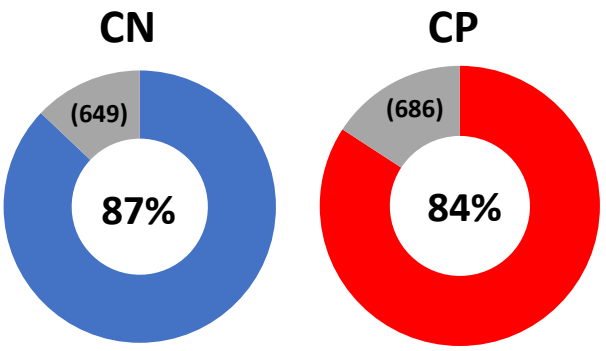
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,137	4,001	221	569	315	304	4,673	4,874
CP	3,124	3,259	627	593	275	599	4,026	4,451
	7,261	**7,260**	**848**	**1,162**	**590**	**903**	**8,699**	**9,325**

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	3%	2%	2%	3%	2%	2%
50	18%	10%	14%	13%	12%	13%
100	77%	86%	81%	80%	83%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,015	4,339	9,354
Current Week Order Fulfillment			
Supplied in Current Week	4,137	3,124	7,261
Supplied Early	229	529	758
Total Cars Supplied for Want Week	**4,366**	**3,653**	**8,019**
Current Week Unfulfilled Demand	(649)	(686)	(1,335)
% Current Week Orders Supplied	87%	84%	86%

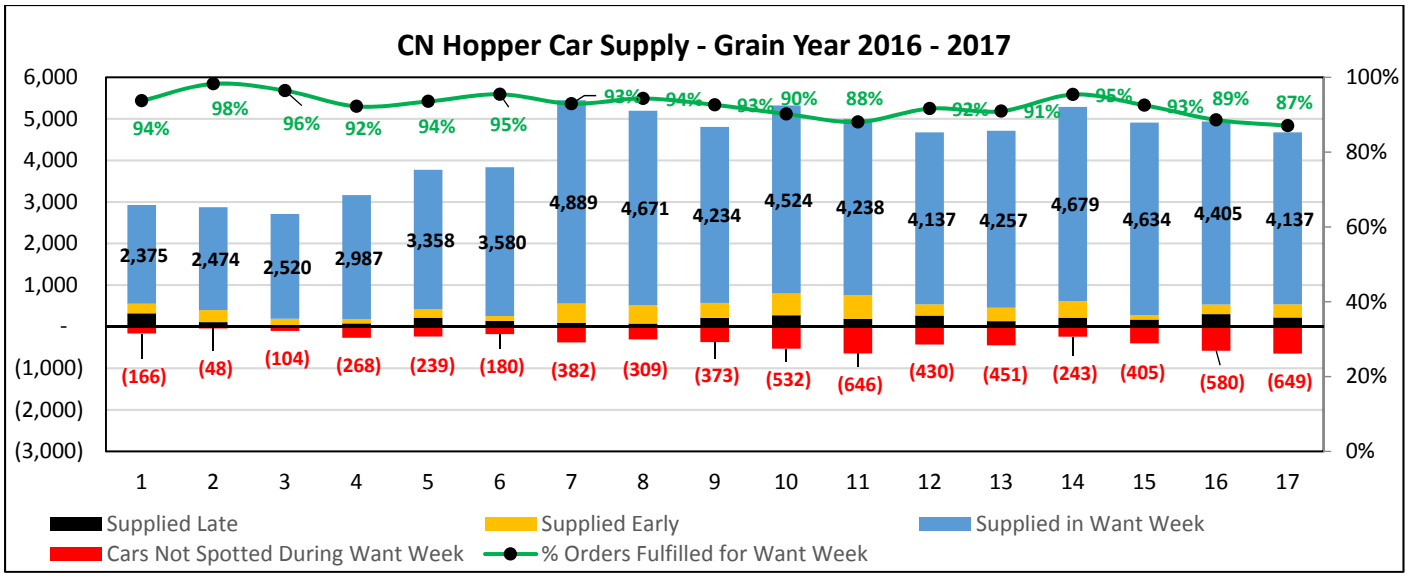


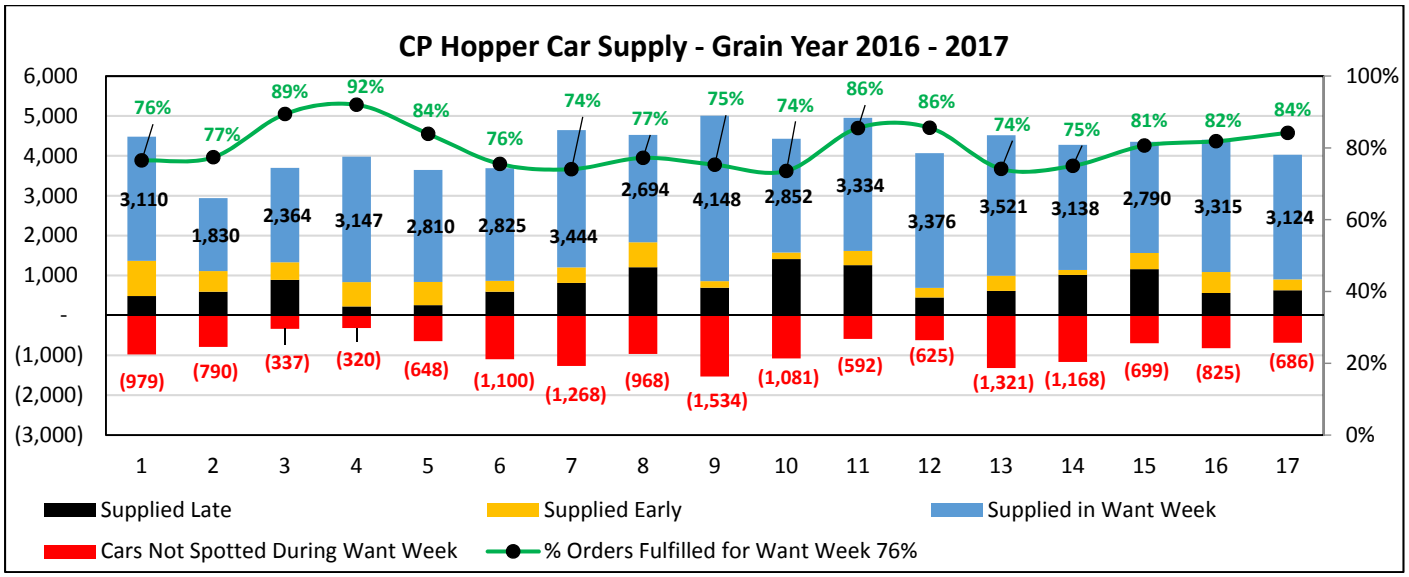
Loaded Dwell Time (Hours) at Origin (All Traffic)

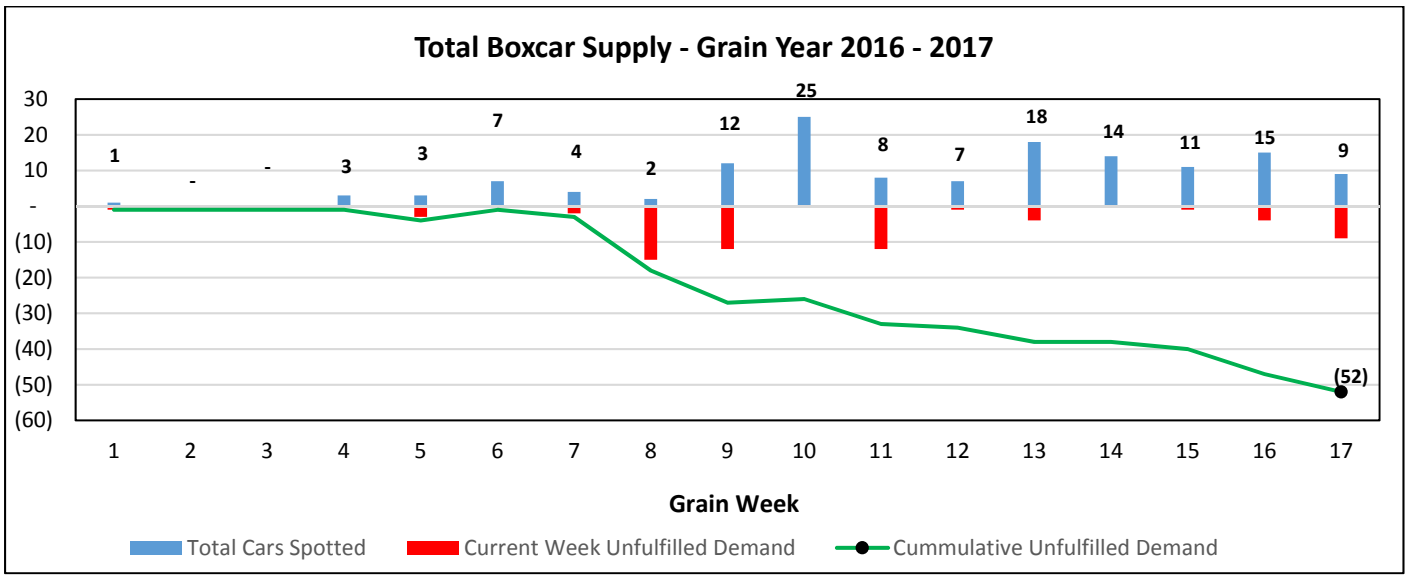
	Week 17		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	16	19	18	21
CP	39	61	50	57

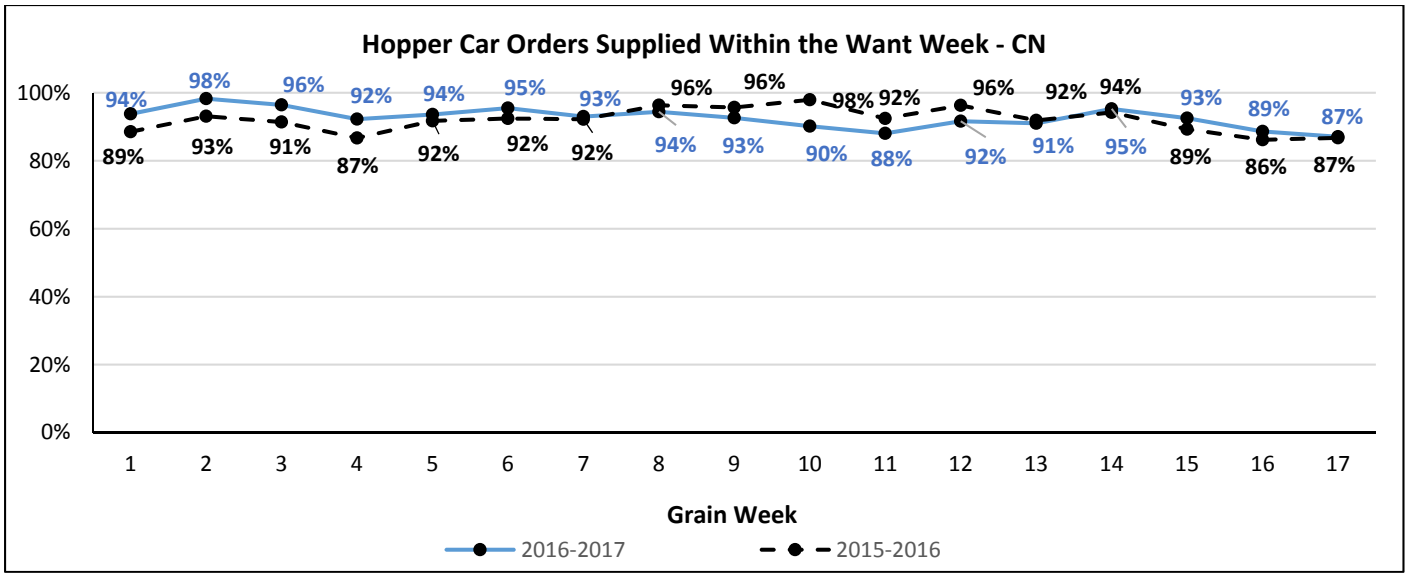
Dwell Time (Hours) at Destination (All Traffic)

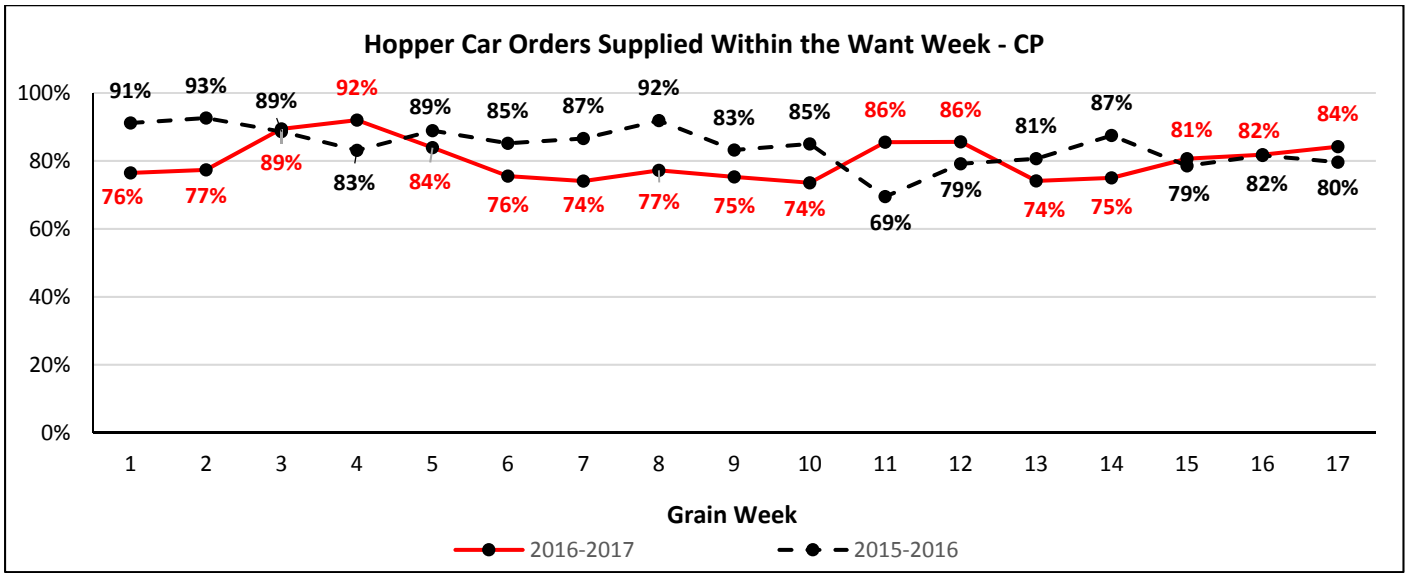
		Week 17		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	14	24	22	27
	CP	10	8	11	10
Thunder Bay	CN	42	91	56	57
	CP	49	58	34	38

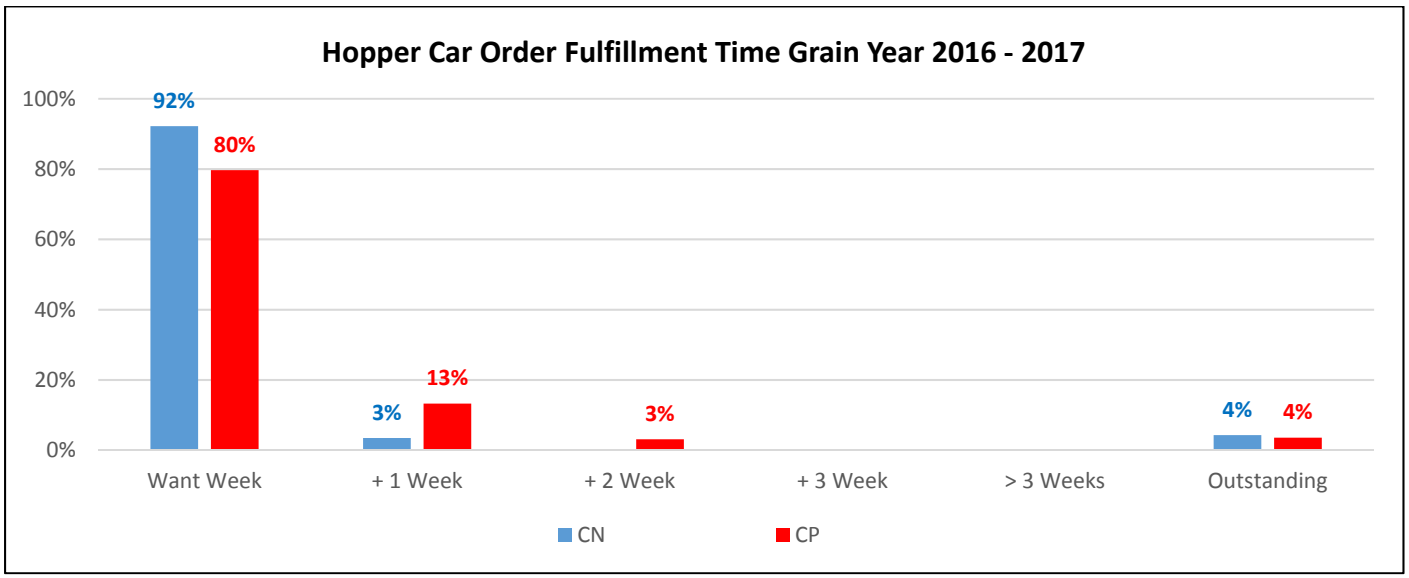

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94% 98% 96% 92% 94% 95% 93% 94% 93% 90% 88% 92% 91% 95% 93% 89% 87%
2,375 2,474 2,520 2,987 3,358 3,580 4,889 4,671 4,234 4,524 4,238 4,137 4,257 4,679 4,634 4,405 4,137
(166) (48) (104) (268) (239) (180) (382) (309) (373) (532) (646) (430) (451) (243) (405) (580) (649)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

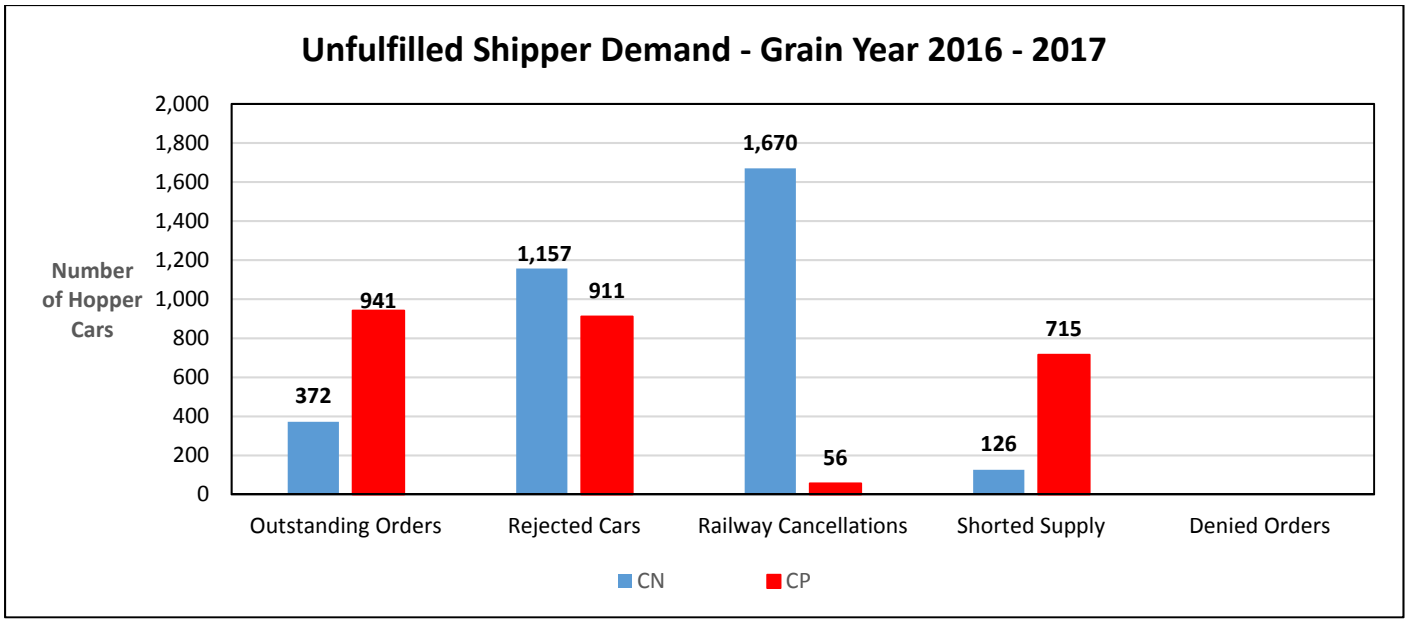

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76% 77% 89% 92% 84% 76% 74% 77% 75% 74% 86% 86% 74% 75% 81% 82% 84%
3,110 1,830 2,364 3,147 2,810 2,825 3,444 2,694 4,148 2,852 3,334 3,376 3,521 3,138 2,790 3,315 3,124
(979) (790) (337) (320) (648) (1,100) (1,268) (968) (1,534) (1,081) (592) (625) (1,321) (1,168) (699) (825) (686)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week 76%


Total Boxcar Supply - Grain Year 2016 - 2017
30
20
10
-
(10)
(20)
(30)
(40)
(50)
(60)
1 - - 3 3 7 4 2 12 25 8 7 18 14 11 15 9
(52)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17
Grain Week
Total Cars Spotted
Current Week Unfulfilled Demand
Cummulative Unfulfilled Demand


Hopper Car Orders Supplied Within the Want Week - CN
100%
80%
60%
40%
20%
0%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
92%
80%
3%
13%
3%
4%
4%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



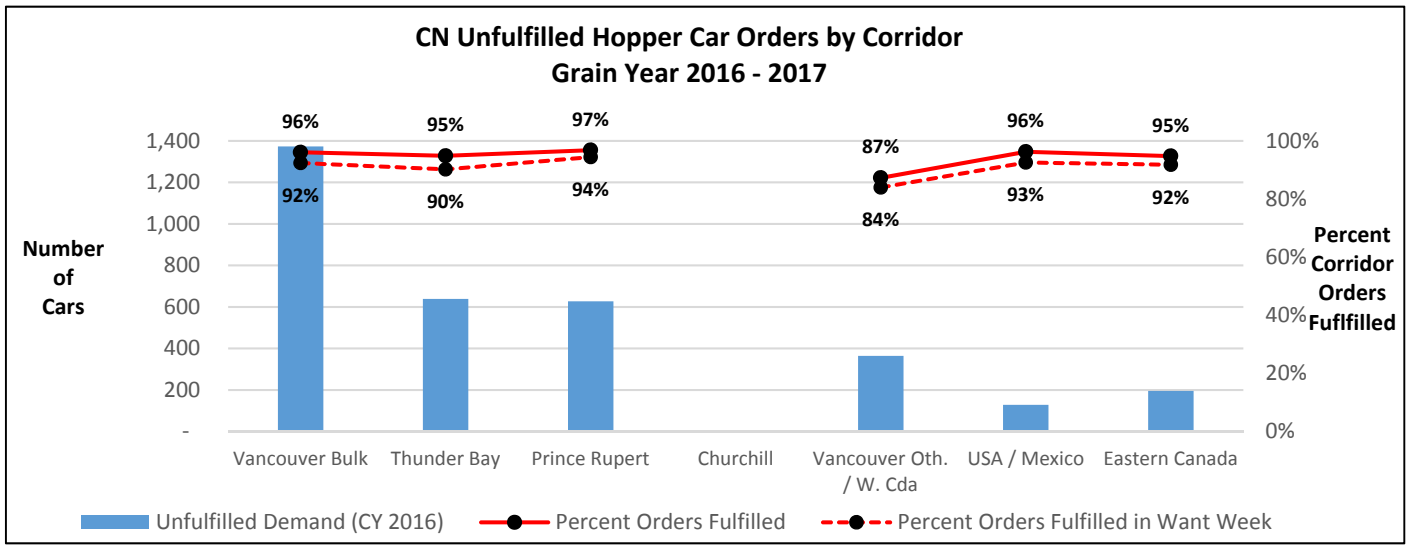
Corridor Performance

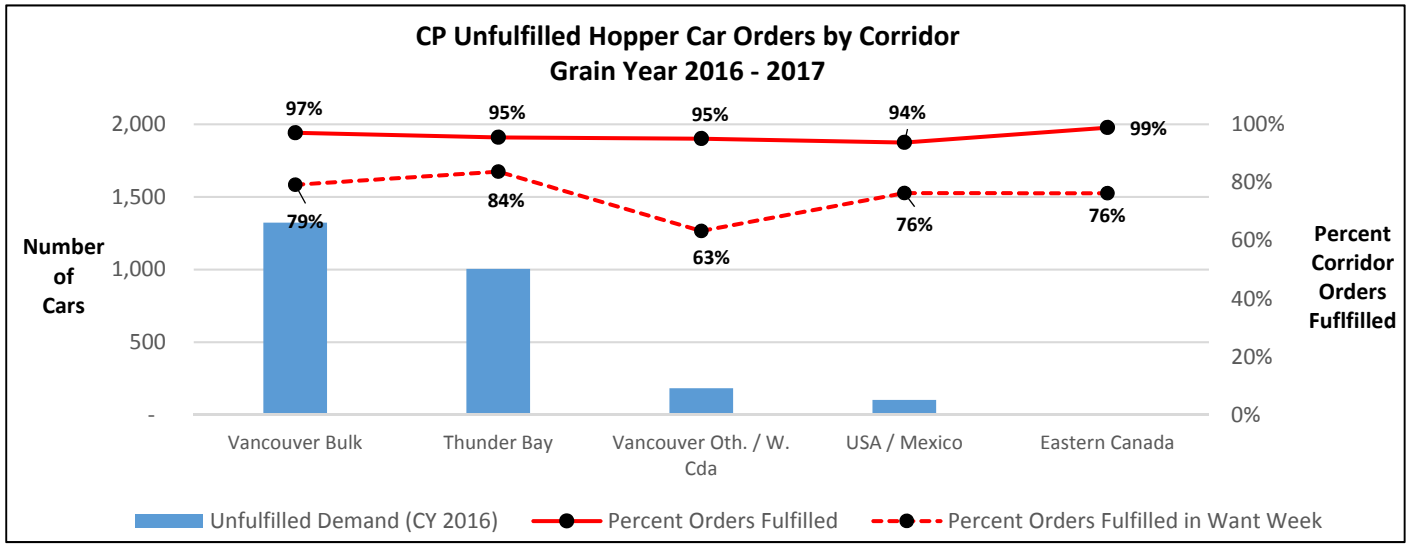
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 17

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	34,878	33,505	(1,373)	96%
	Thunder Bay	12,428	11,790	(638)	95%
	Prince Rupert	19,666	19,039	(627)	97%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	2,862	2,498	(364)	87%
	USA / Mexico	3,436	3,308	(128)	96%
	Eastern Canada	3,741	3,546	(195)	95%
CN Total		**77,011**	**73,686**	**(3,325)**	96%
CP	Vancouver Bulk	45,073	43,750	(1,323)	97%
	Thunder Bay	22,298	21,293	(1,005)	95%
	Vancouver Other / W. Canada	3,700	3,517	(183)	95%
	USA / Mexico	1,648	1,545	(103)	94%
	Eastern Canada	788	779	(9)	99%
CP Total		**73,507**	**70,884**	**(2,623)**	96%

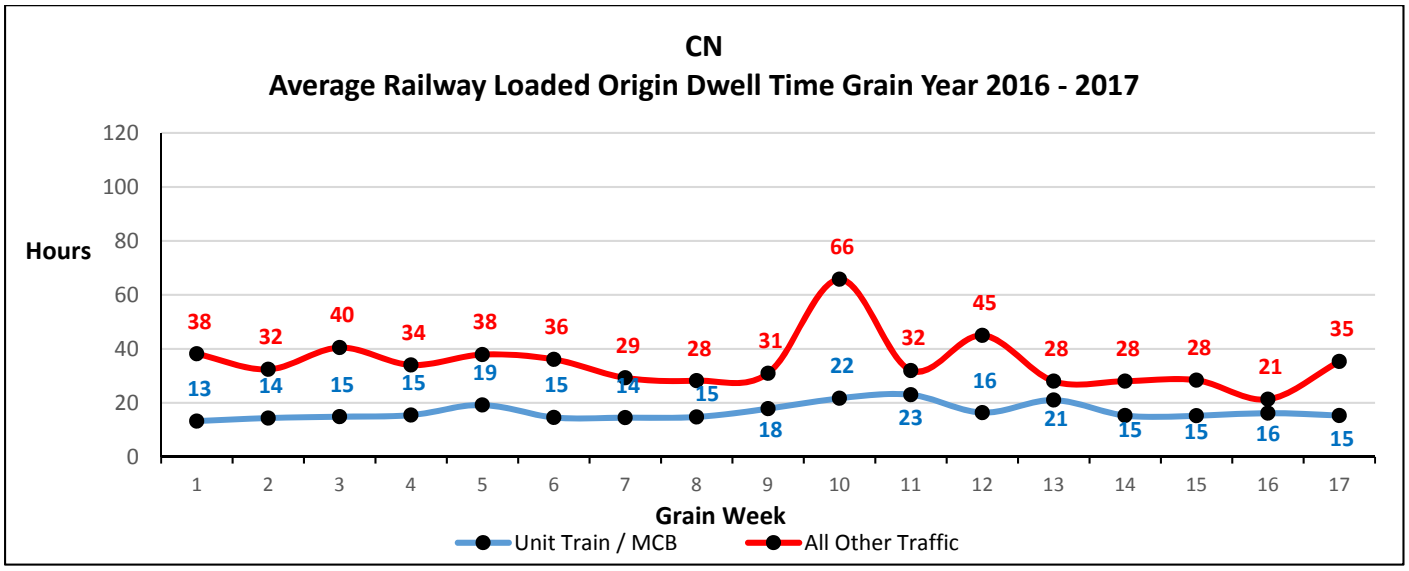
Hopper Cars Supplied in the Want Week by Corridor – To Week 17

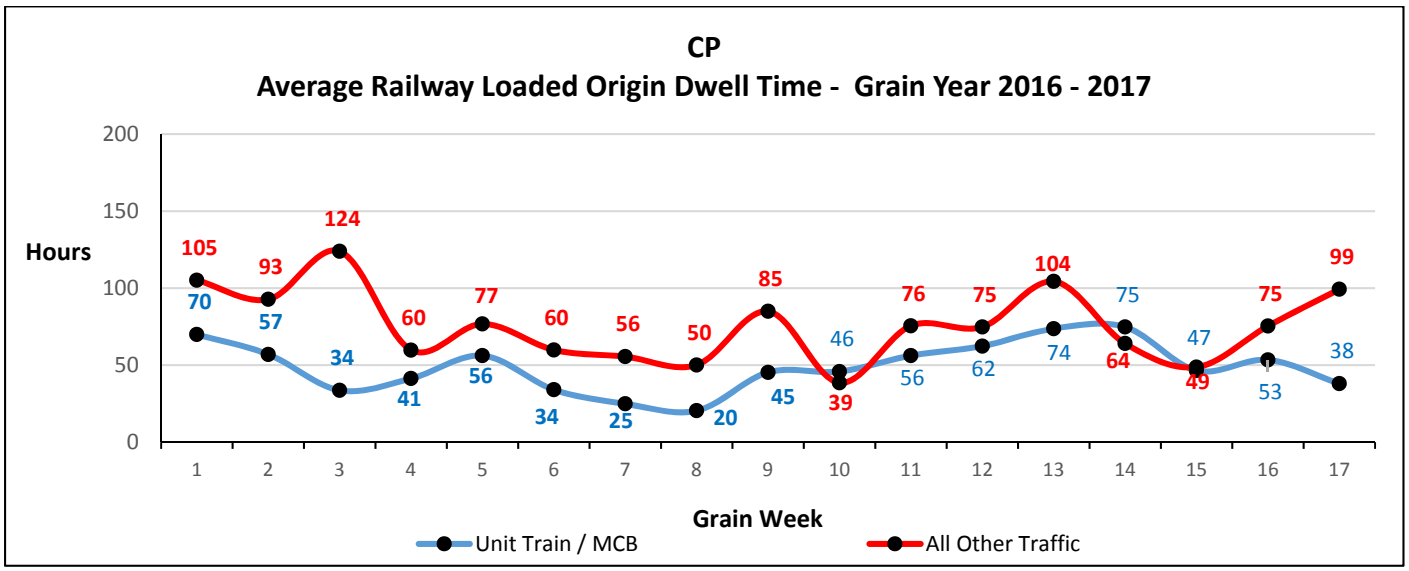
		Week 17			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,158	1,937	90%	34,878	32,224	92%
	Thunder Bay	732	721	98%	12,428	11,209	90%
	Prince Rupert	1,389	1,132	81%	19,666	18,571	94%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	190	71	37%	2,862	2,403	84%
	USA / Mexico	188	182	97%	3,436	3,180	93%
	Eastern Canada	358	323	90%	3,741	3,433	92%
CN Total		**5,015**	**4,366**	**87%**	**77,011**	**71,020**	**92%**
CP	Vancouver Bulk	2,230	2,019	91%	45,073	35,700	79%
	Thunder Bay	1,648	1,284	78%	22,298	18,665	84%
	Vancouver Other / W. Canada	220	169	77%	3,700	2,342	63%
	USA / Mexico	238	178	75%	1,648	1,258	76%
	Eastern Canada	3	3	100%	788	601	76%
CP Total		**4,339**	**3,653**	**84%**	**73,507**	**58,566**	**80%**

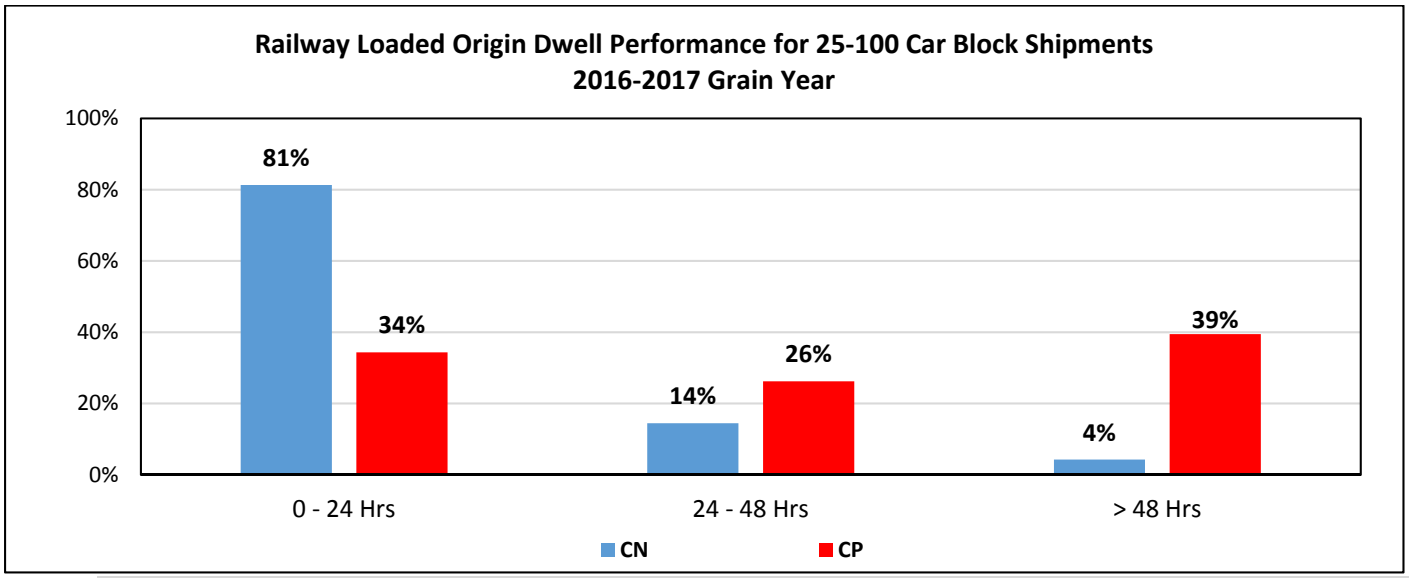


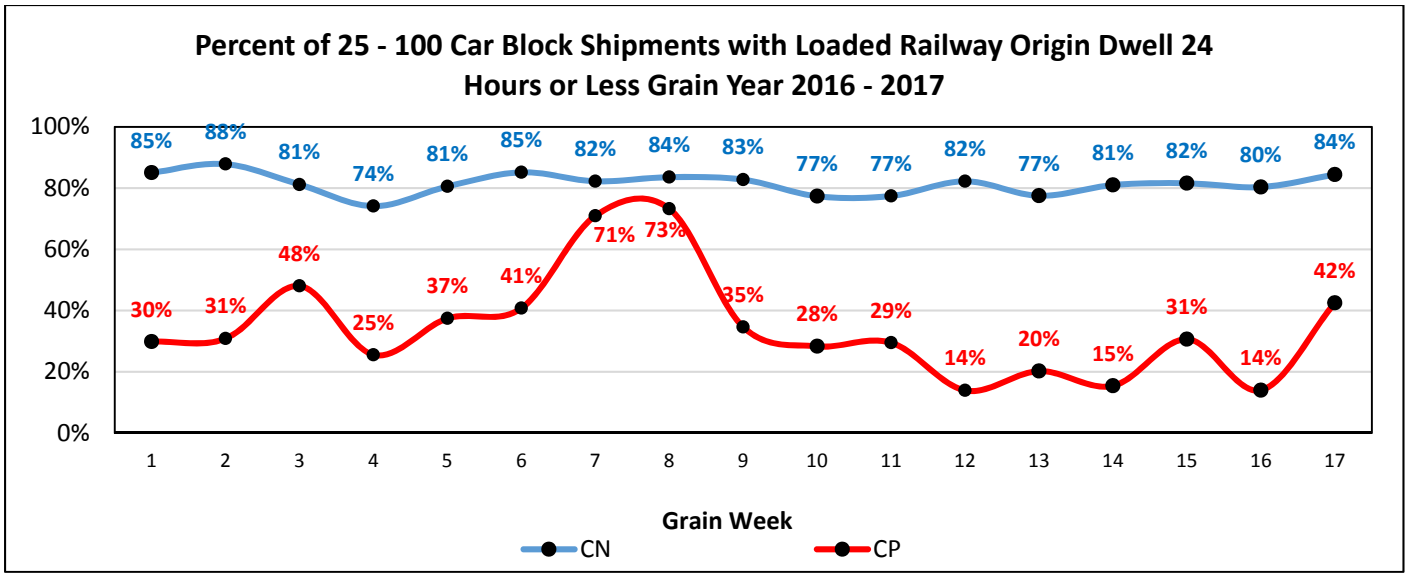


Origin Dwell Performance

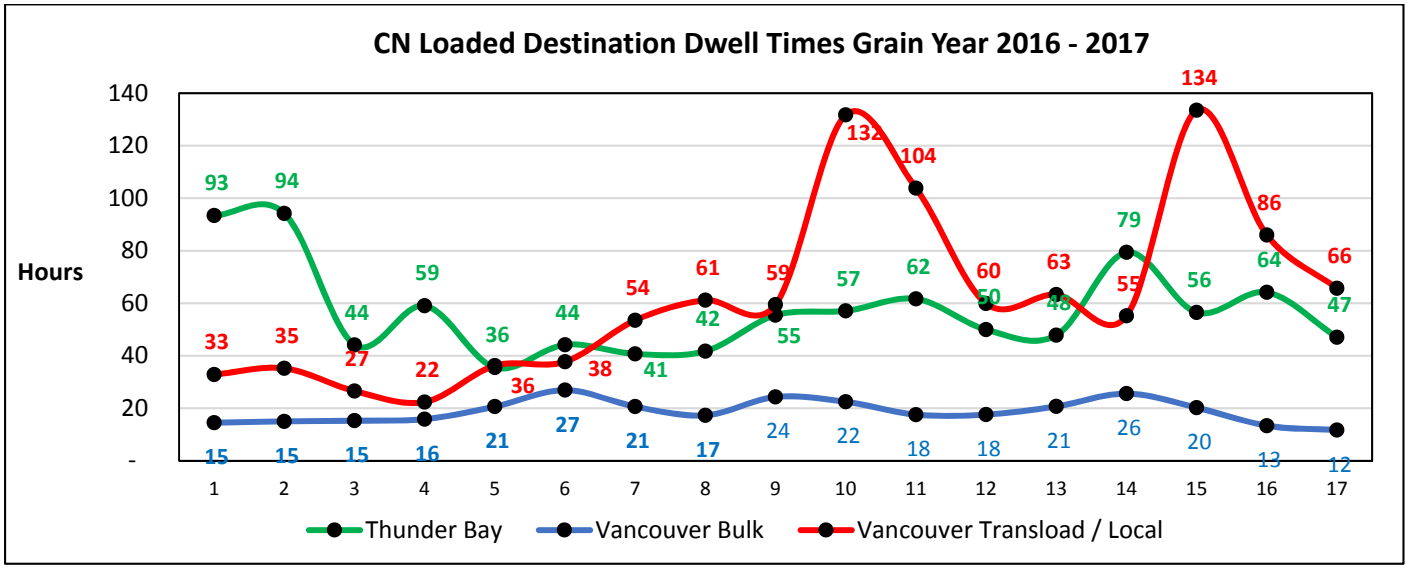


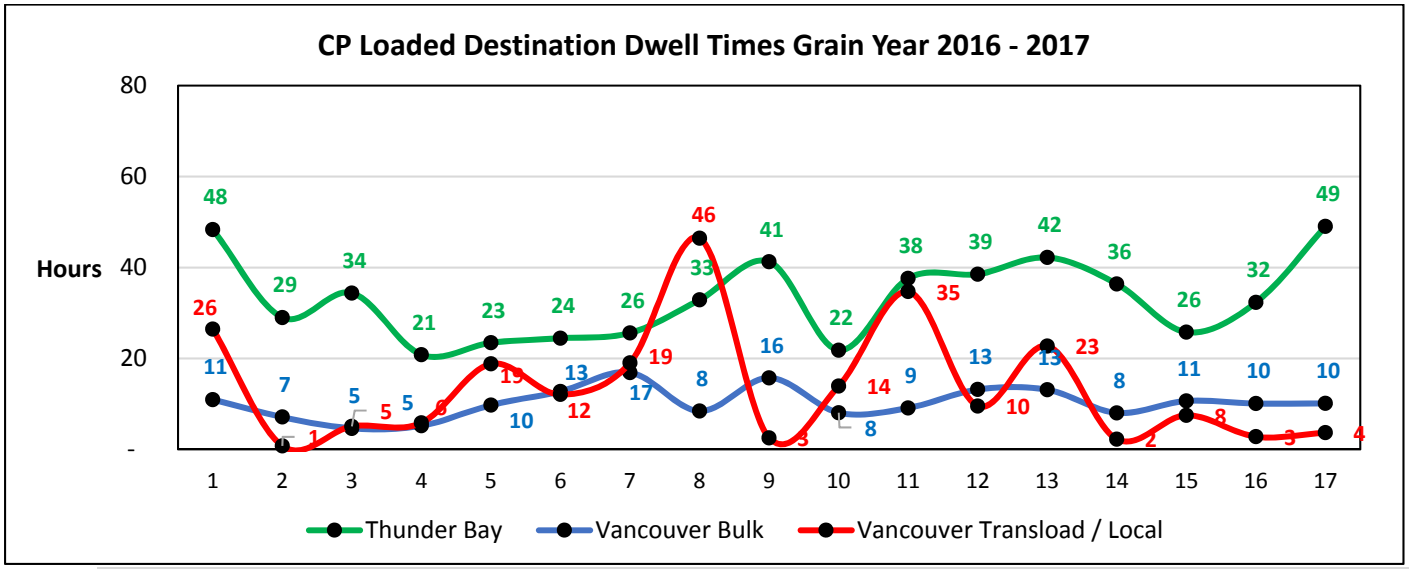




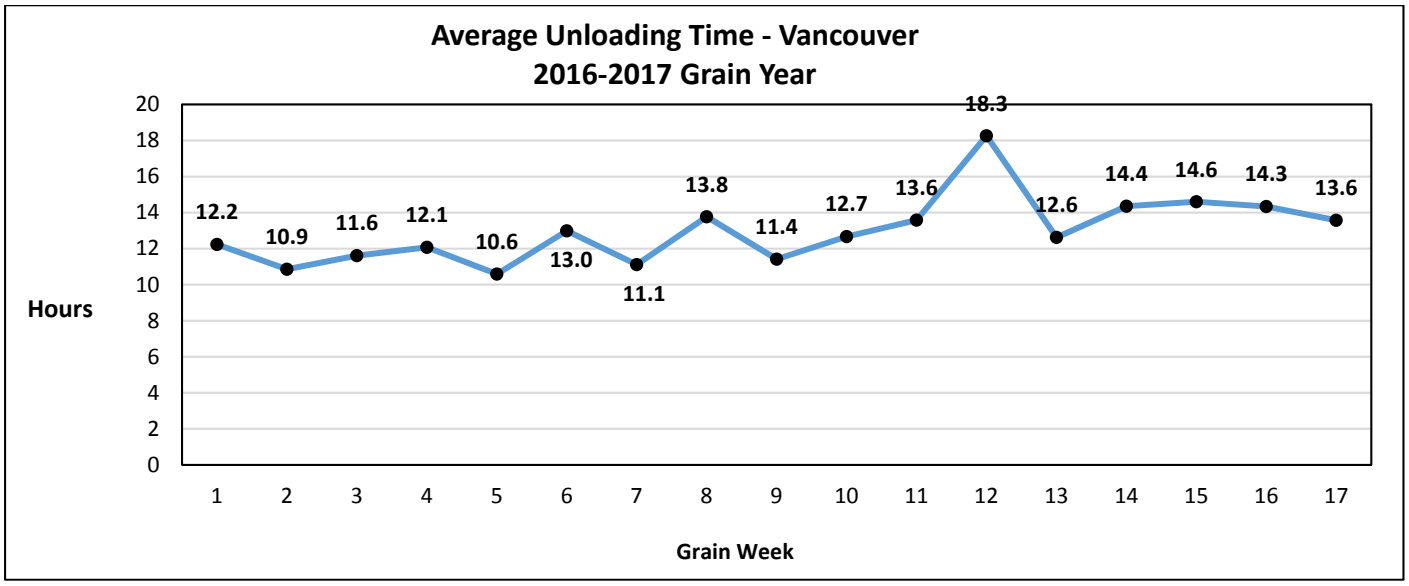


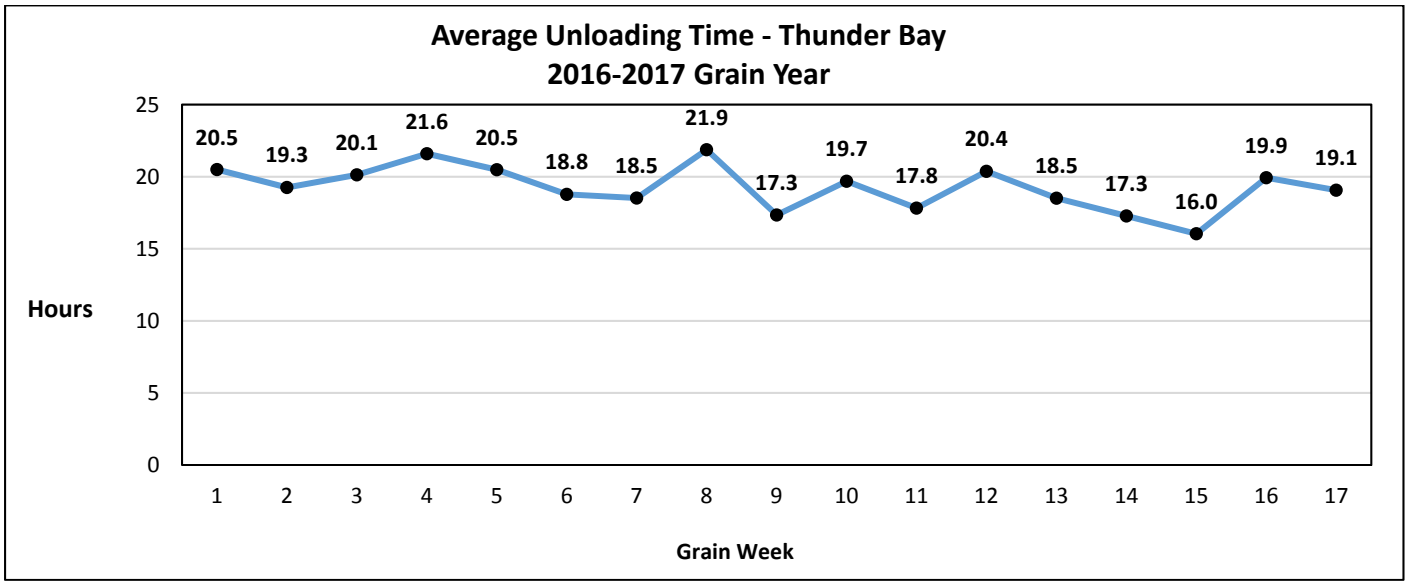
Destination Dwell Performance



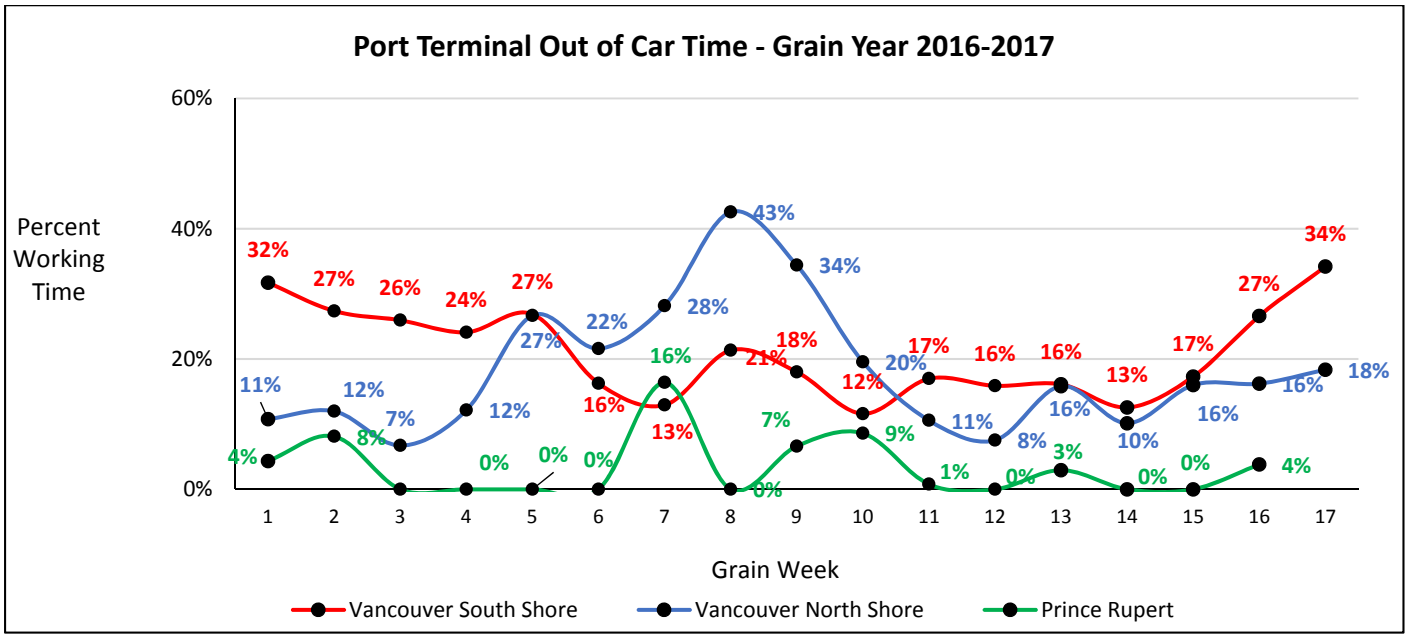


Port Terminal - Unloading Time





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.