AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 2 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 2			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	2,749	3,492	(743)	5,390	2,695	6,872	3,436	(1,482)	(741)
CP	3,549	4,293	(744)	7,713	3,857	7,669	3,835	44	22
	6,298	**7,785**	**(1,487)**	**13,103**	**6,552**	**14,541**	**7,271**	**(1,438)**	**(719)**

Empty Hopper Cars Supplied – Week 2 (All Want Weeks)

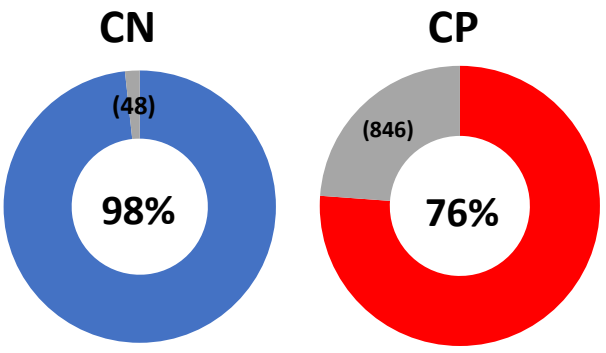
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,468	3,052	109	326	290	333	2,867	3,711
CP	1,830	3,687	593	249	475	233	2,898	4,169
	4,298	**6,739**	**702**	**575**	**765**	**566**	**5,765**	**7,880**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	2%	2%
25	3%	1%	2%	3%	2%	2%
50	12%	11%	12%	13%	11%	12%
100	83%	86%	84%	83%	85%	84%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,749	3,549	6,298
Current Week Order Fulfillment			
Supplied in Current Week	2,468	1,830	4,298
Supplied Early	233	873	1,106
Total Cars Supplied for Want Week	**2,701**	**2,703**	**5,404**
Current Week Unfulfilled Demand	(48)	(846)	(894)
% Current Week Orders Supplied	98%	76%	86%

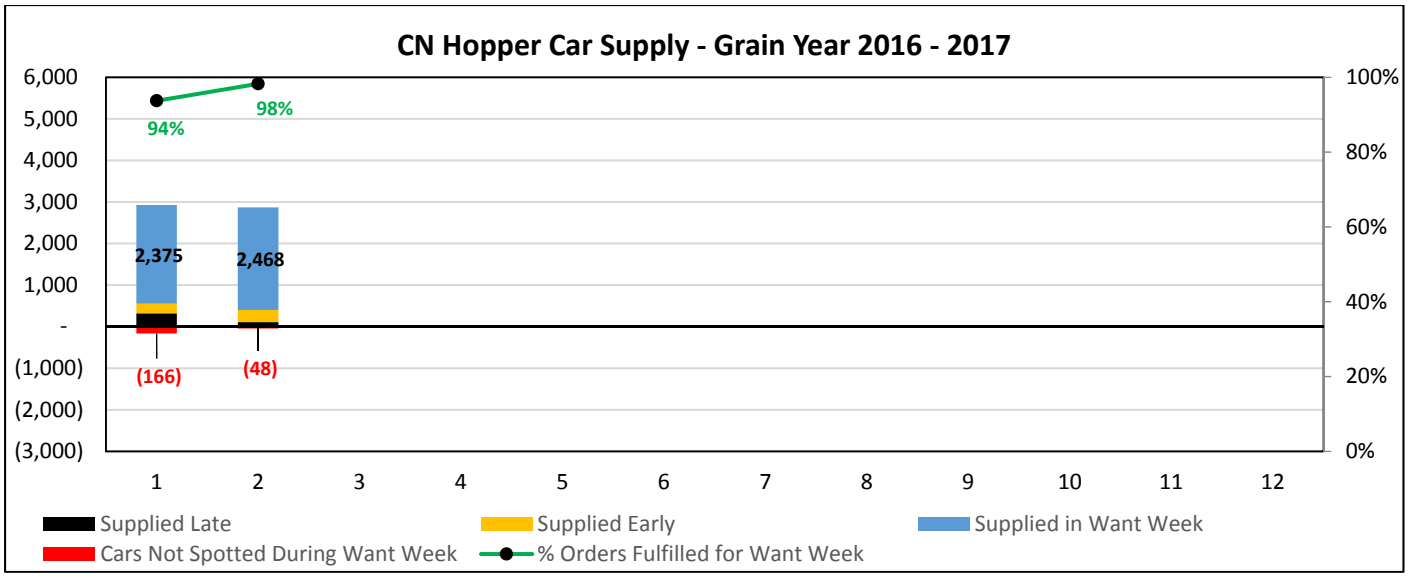


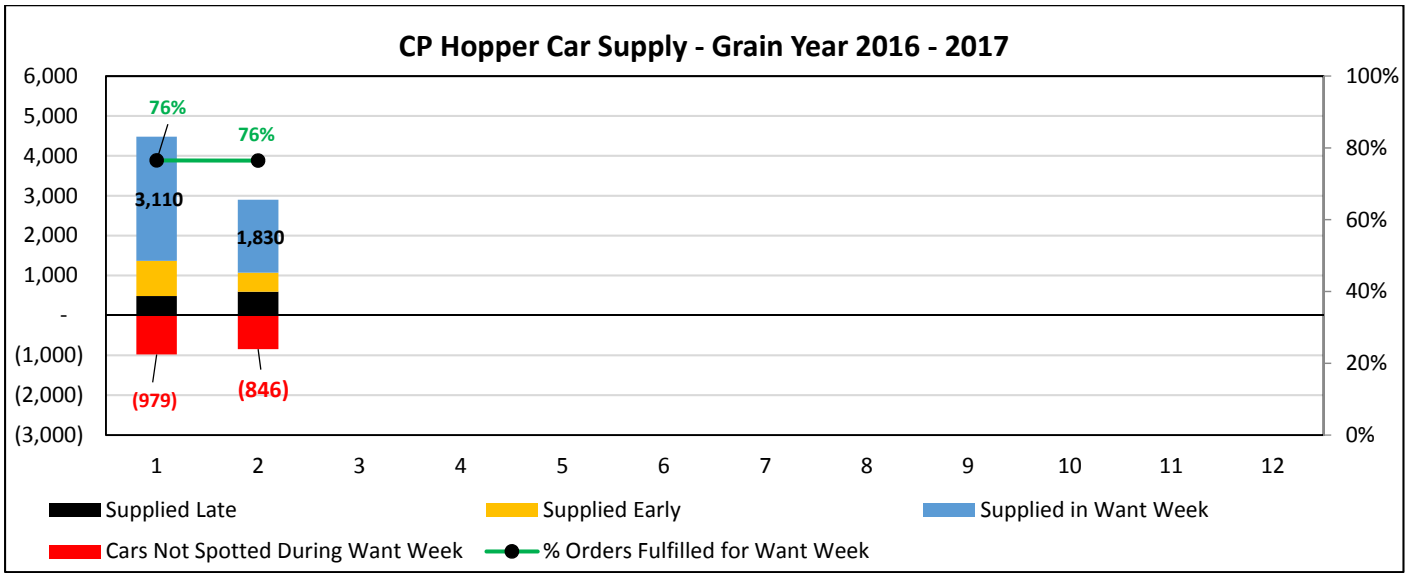
Loaded Dwell Time (Hours) at Origin (All Traffic)

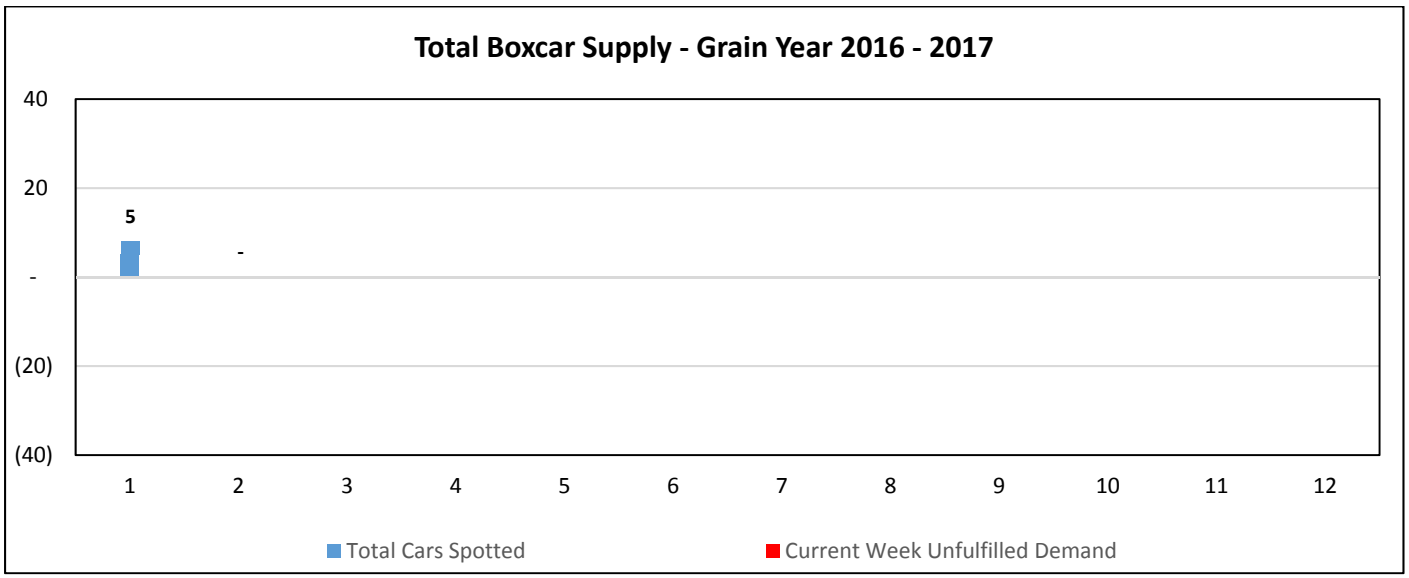
	Week 2		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	15	26	14	26
CP	57	33	62	37

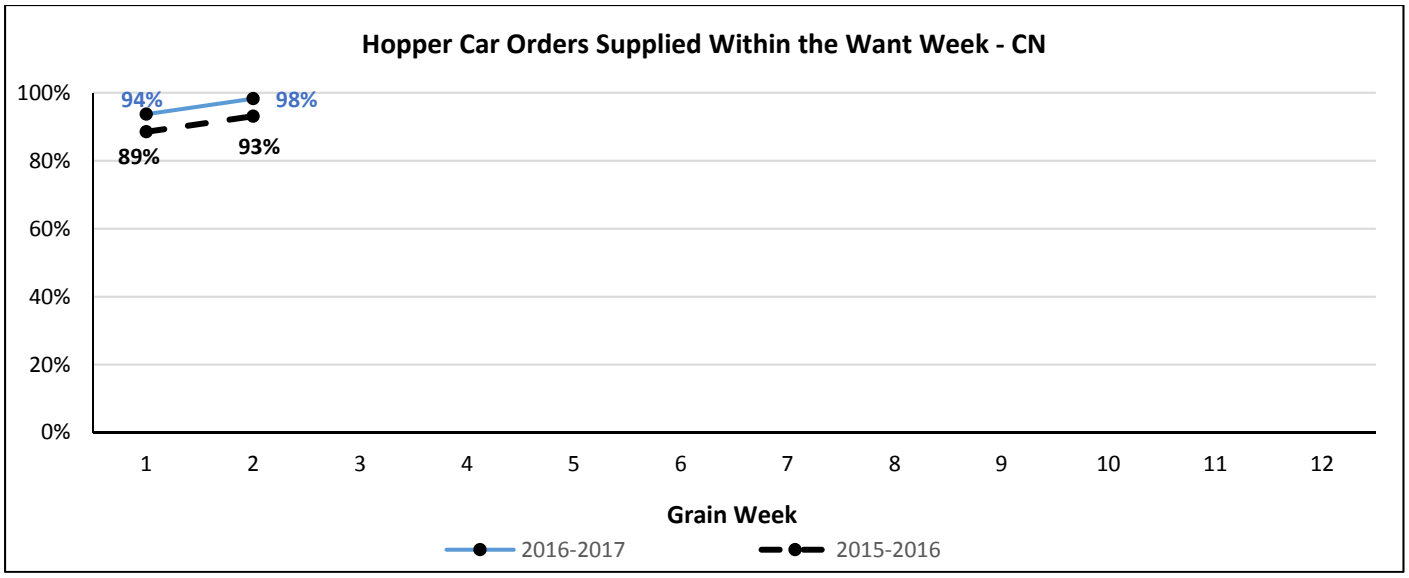
Dwell Time (Hours) at Destination (All Traffic)

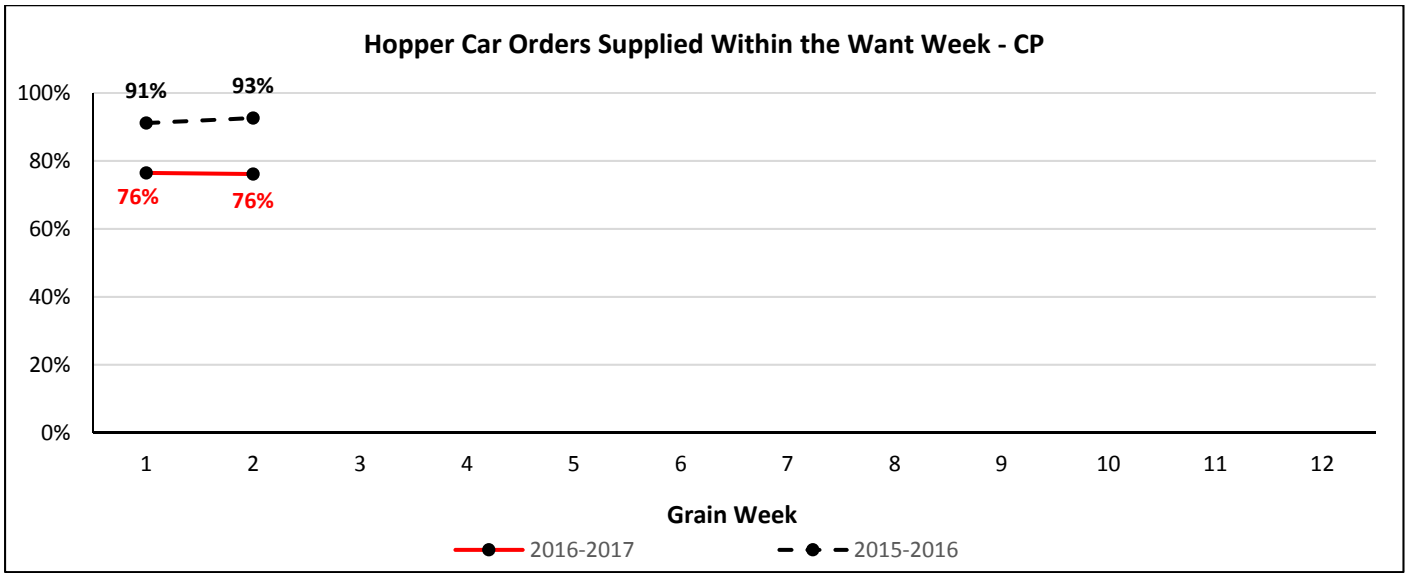
		Week 2		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	16	18	15	18
	CP	7	8	9	8
Thunder Bay	CN	101	51	96	52
	CP	29	22	40	29

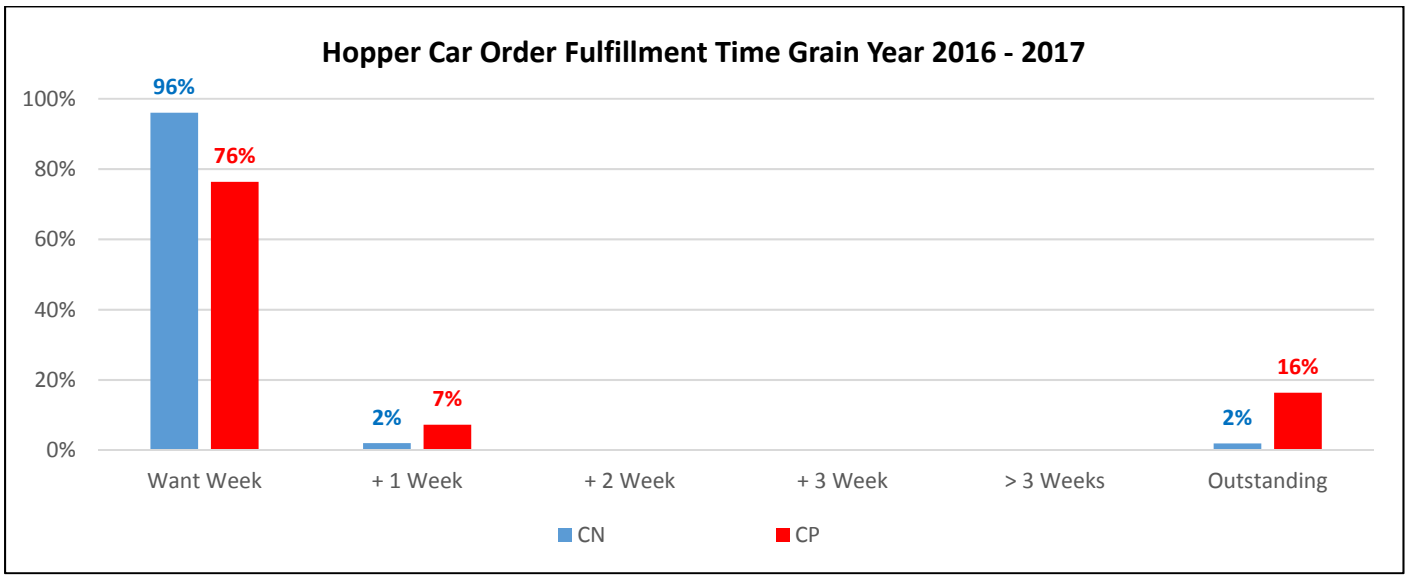

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94%
98%
2,375
2,468
(166)
(48)
1
2
3
4
5
6
7
8
9
10
11
12
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

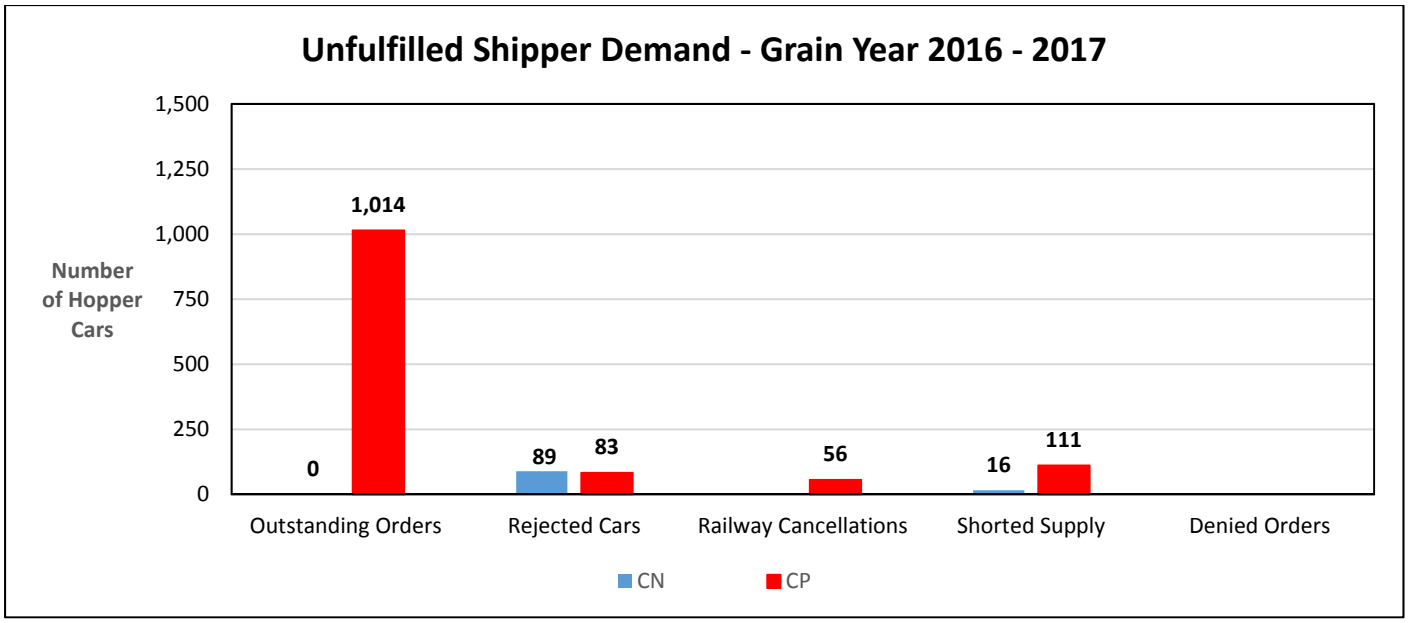

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76%
76%
3,110
1,830
(979)
(846)
1
2
3
4
5
6
7
8
9
10
11
12
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week


Total Boxcar Supply - Grain Year 2016 - 2017
40
20
-
(20)
(40)
5
-
1
2
3
4
5
6
7
8
9
10
11
12
Total Cars Spotted
Current Week Unfulfilled Demand


Hopper Car Orders Supplied Within the Want Week - CN
100%
80%
60%
40%
20%
0%
94%
98%
89%
93%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
91%
93%
76%
76%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
96%
76%
2%
7%
2%
16%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



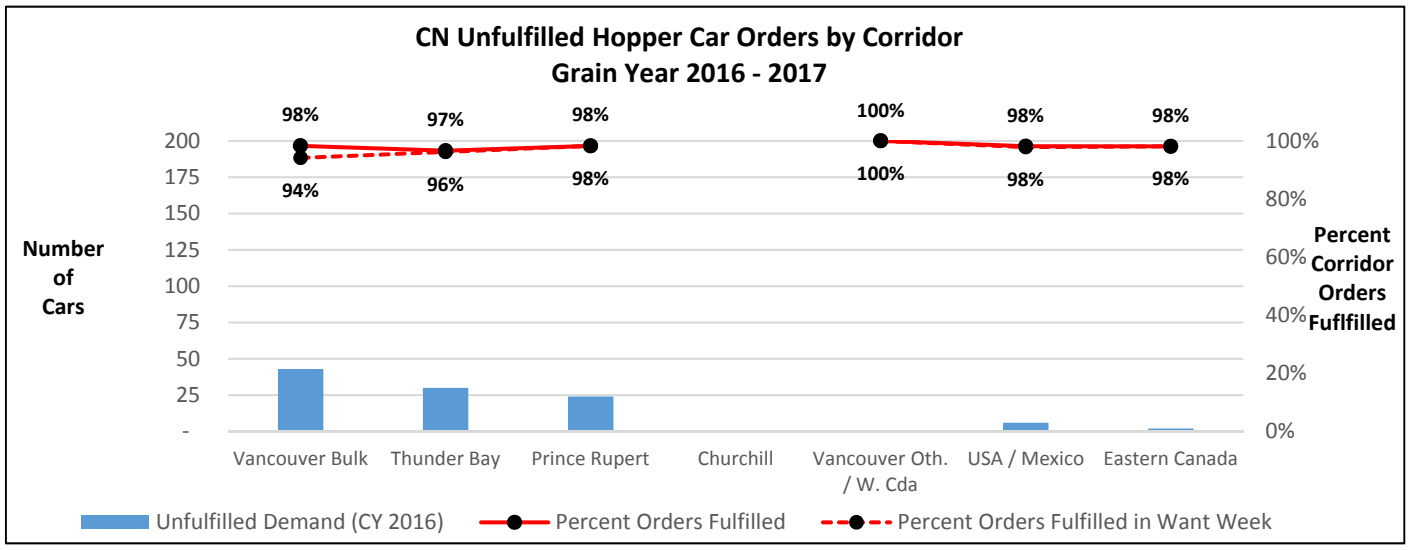
Corridor Performance

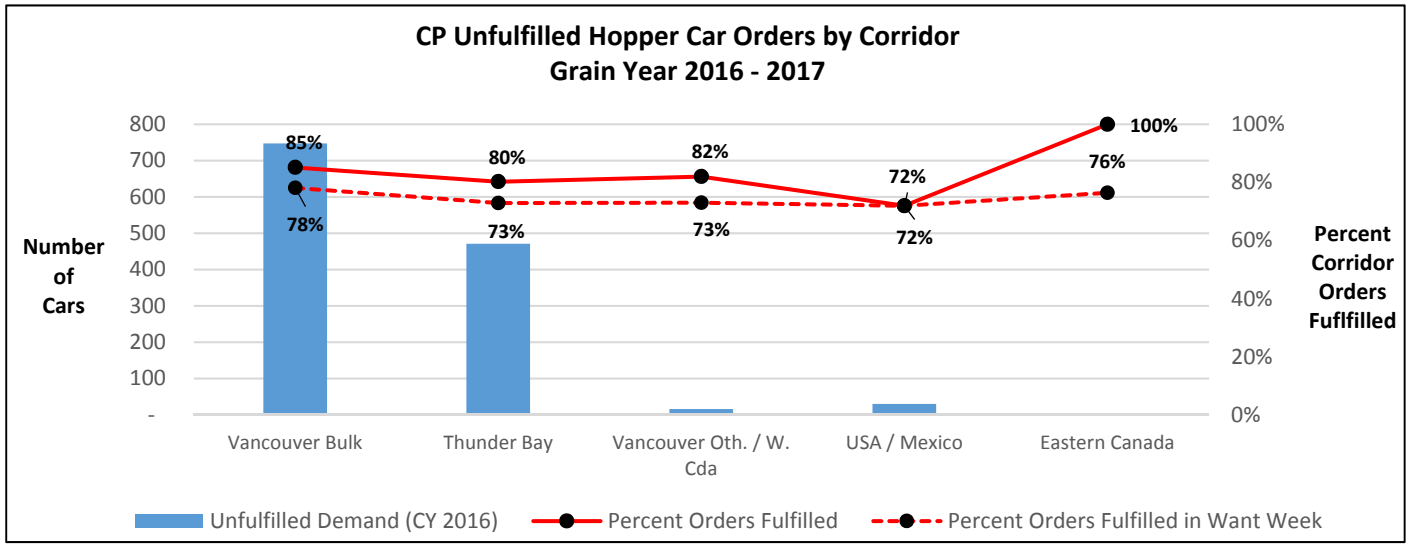
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 2

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	2,517	2,474	(43)	98%
	Thunder Bay	891	861	(30)	97%
	Prince Rupert	1,391	1,367	(24)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	157	157	-	100%
	USA / Mexico	328	322	(6)	98%
	Eastern Canada	106	104	(2)	98%
CN Total		**5,390**	**5,285**	**(105)**	98%
CP	Vancouver Bulk	5,027	4,280	(747)	85%
	Thunder Bay	2,384	1,913	(471)	80%
	Vancouver Other / W. Canada	89	73	(16)	82%
	USA / Mexico	107	77	(30)	72%
	Eastern Canada	106	106	-	100%
CP Total		**7,713**	**6,449**	**(1,264)**	84%

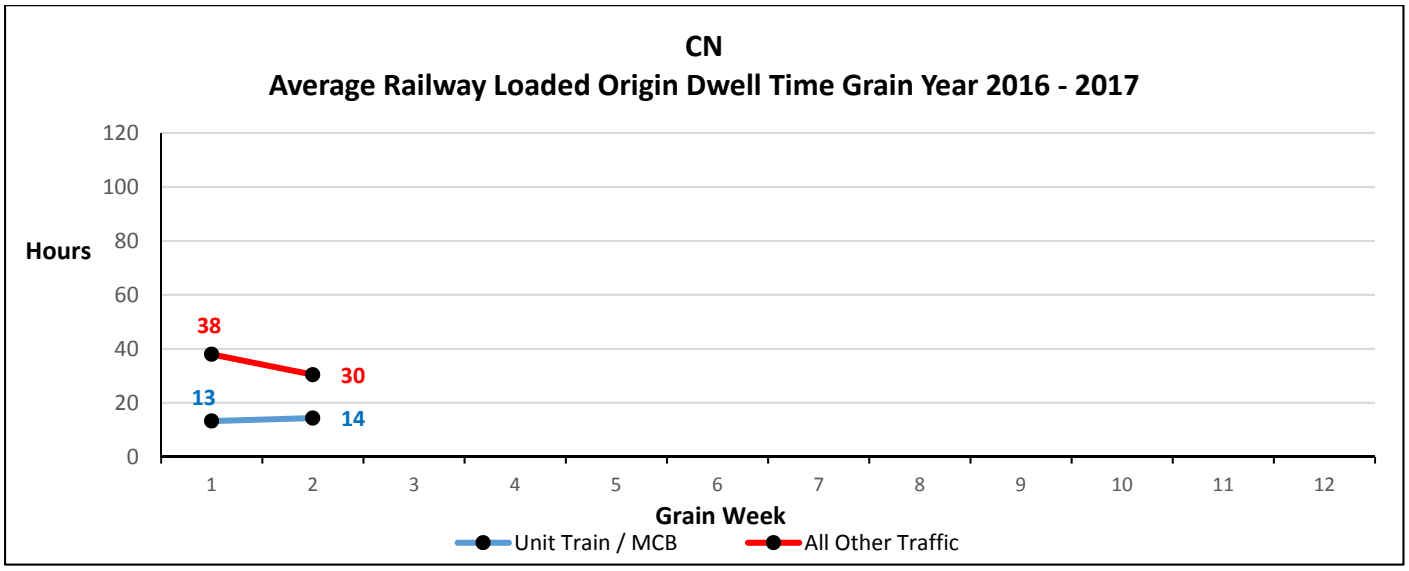
Hopper Cars Supplied in the Want Week by Corridor – To Week 2

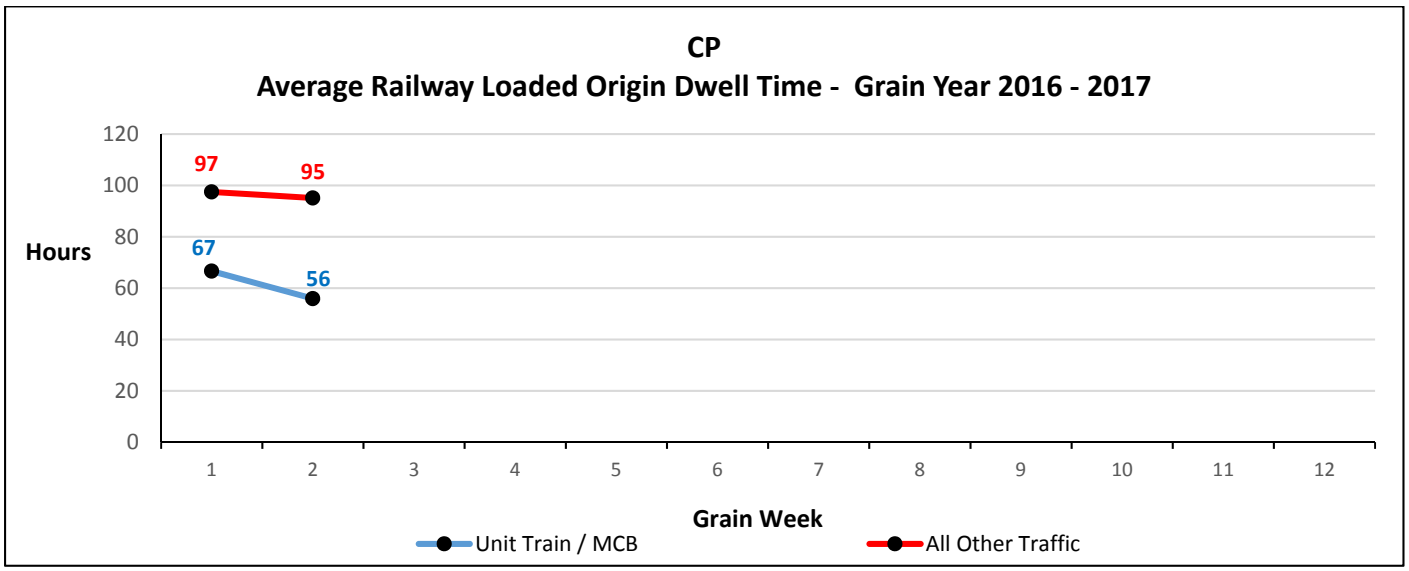
		Week 2			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	1,080	1,065	99%	2,517	2,370	94%
	Thunder Bay	562	547	97%	891	857	96%
	Prince Rupert	785	773	98%	1,391	1,367	98%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	145	145	100%	157	157	100%
	USA / Mexico	147	142	97%	328	321	98%
	Eastern Canada	30	29	97%	106	104	98%
CN Total		**2,749**	**2,701**	**98%**	**5,390**	**5,176**	**96%**
CP	Vancouver Bulk	2,288	1,739	76%	5,027	3,927	78%
	Thunder Bay	1,209	920	76%	2,384	1,738	73%
	Vancouver Other / W. Canada	35	31	89%	89	65	73%
	USA / Mexico	17	13	76%	107	77	72%
	Eastern Canada	-	-		106	81	76%
CP Total		**3,549**	**2,703**	**76%**	**7,713**	**5,888**	**76%**

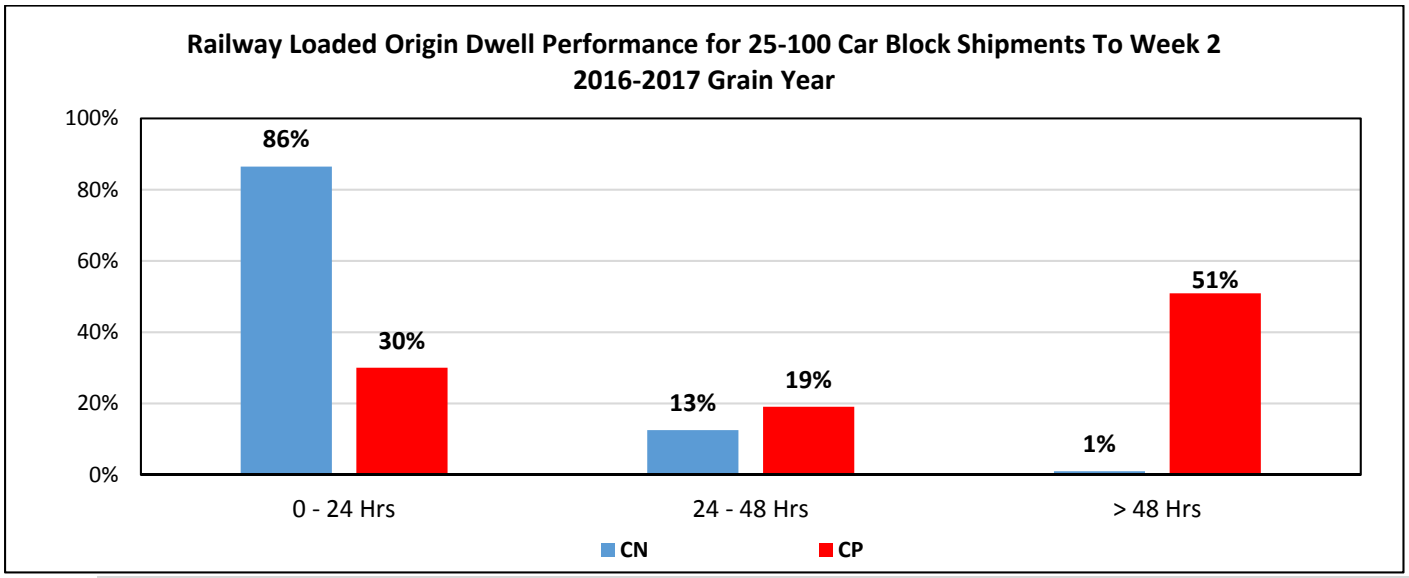


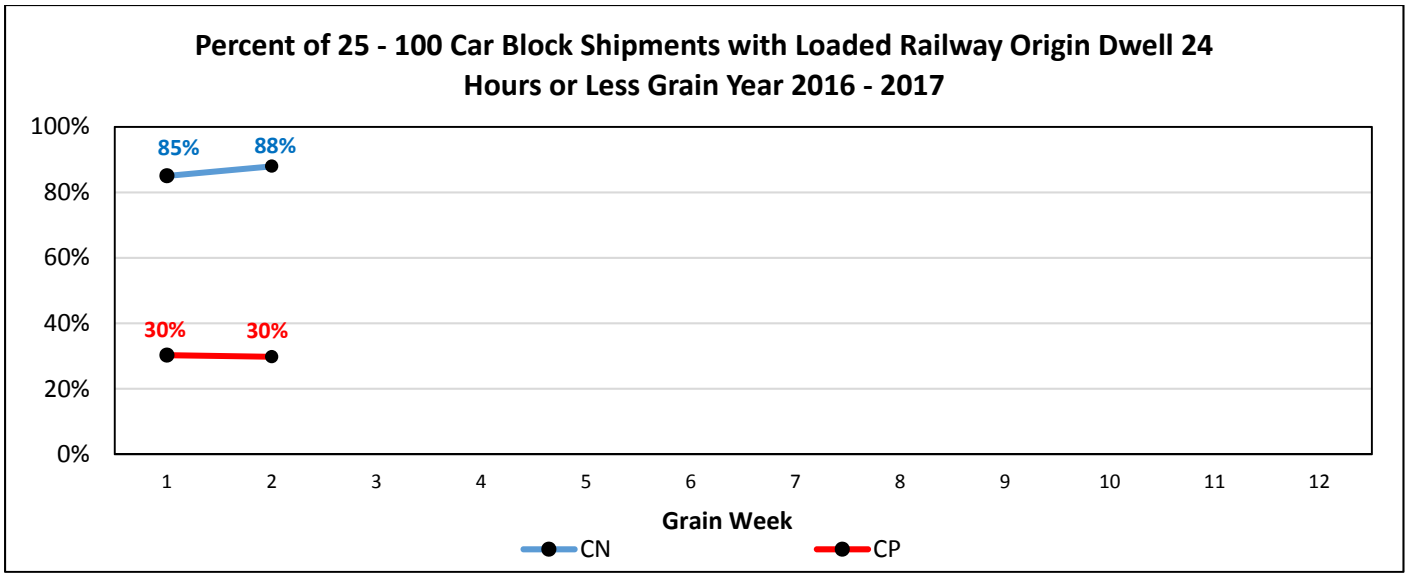


Origin Dwell Performance

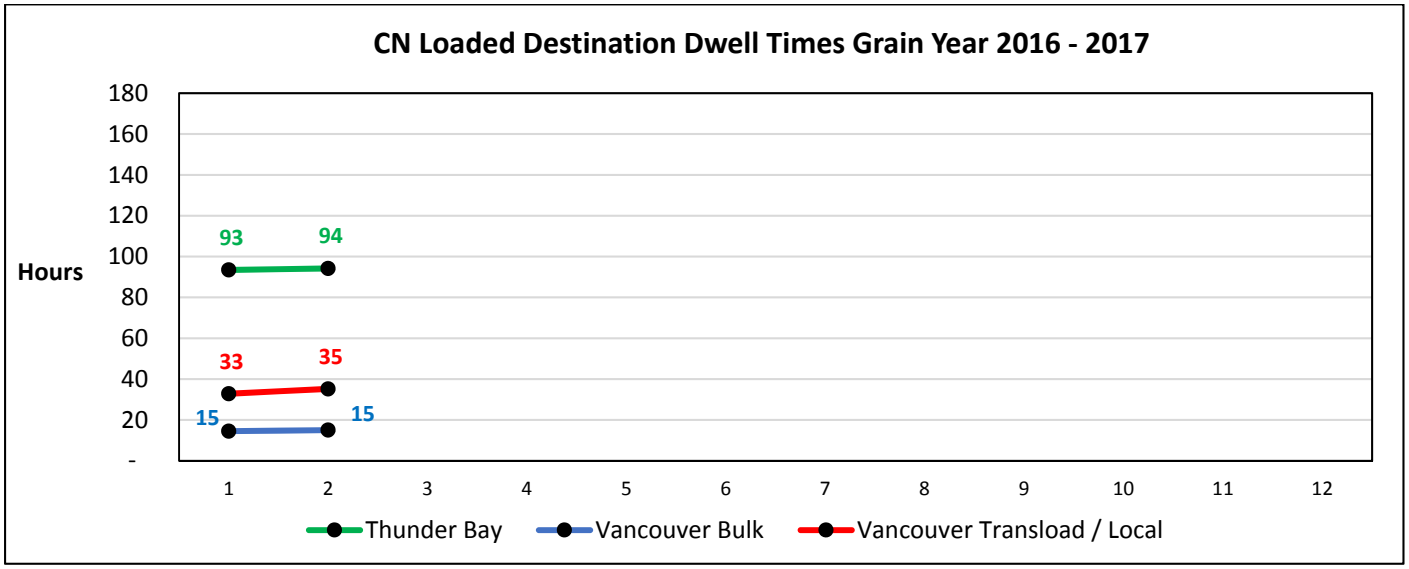


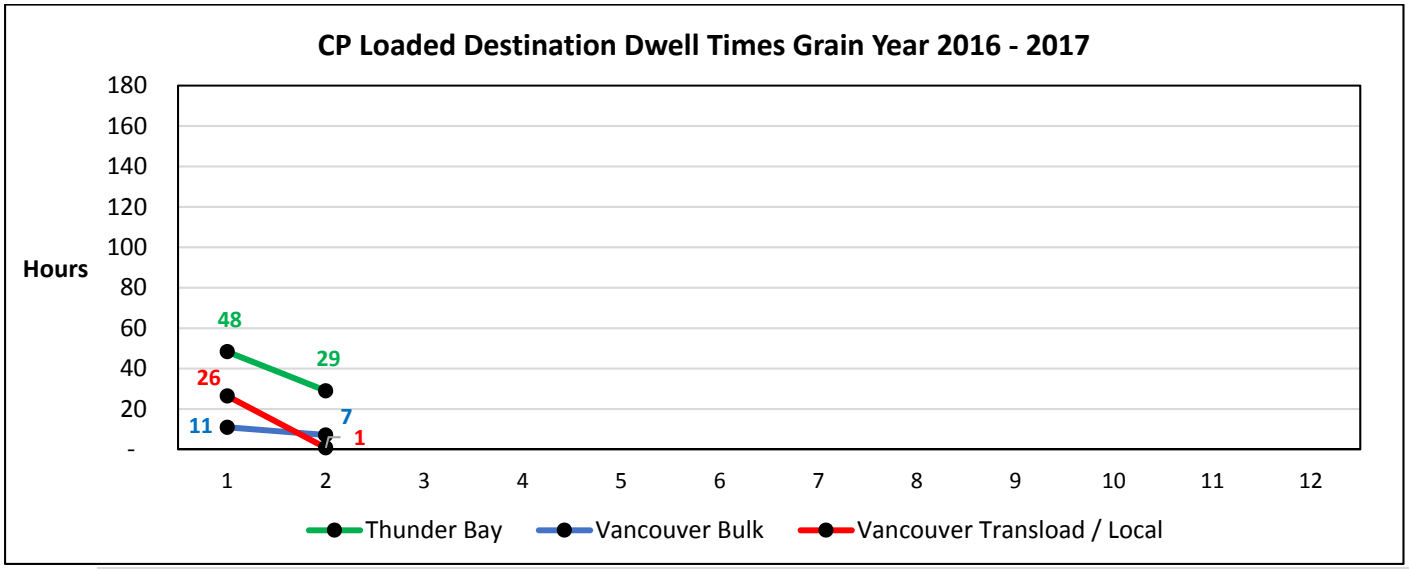




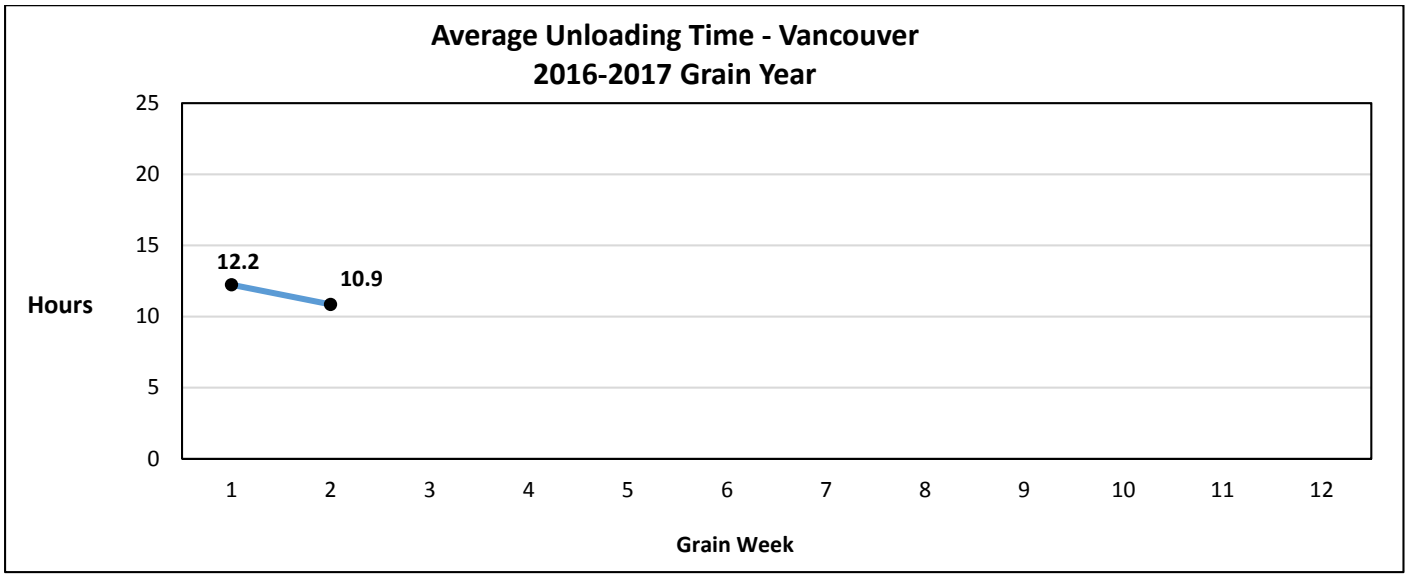


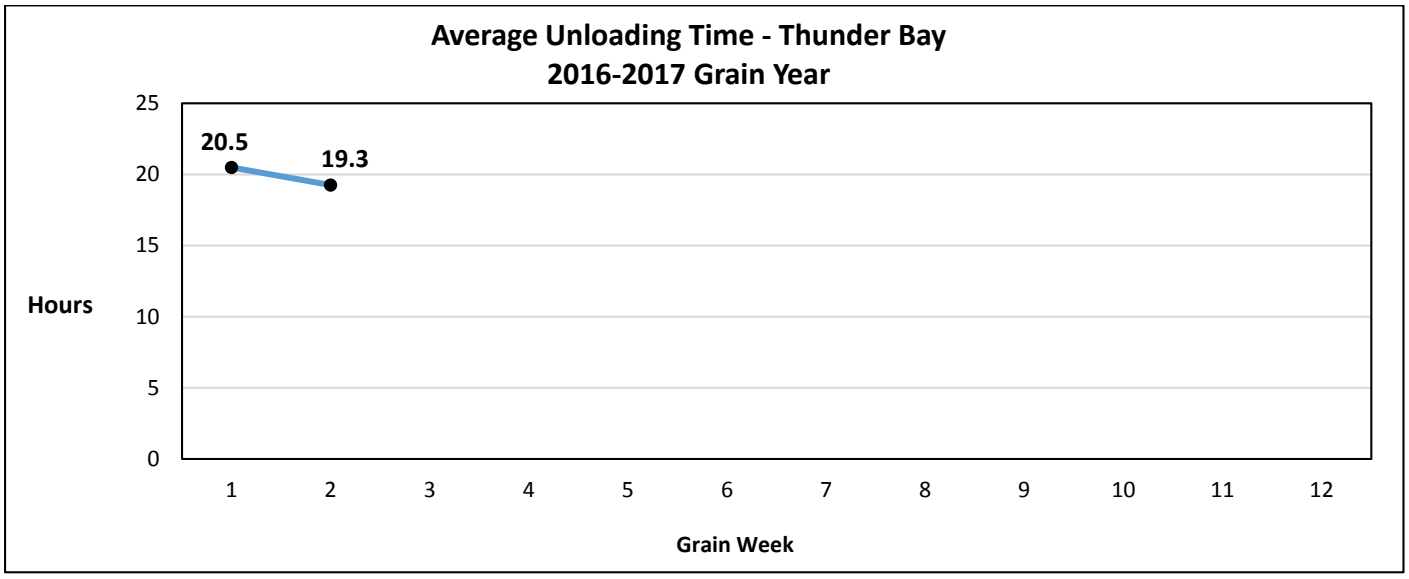
Destination Dwell Performance



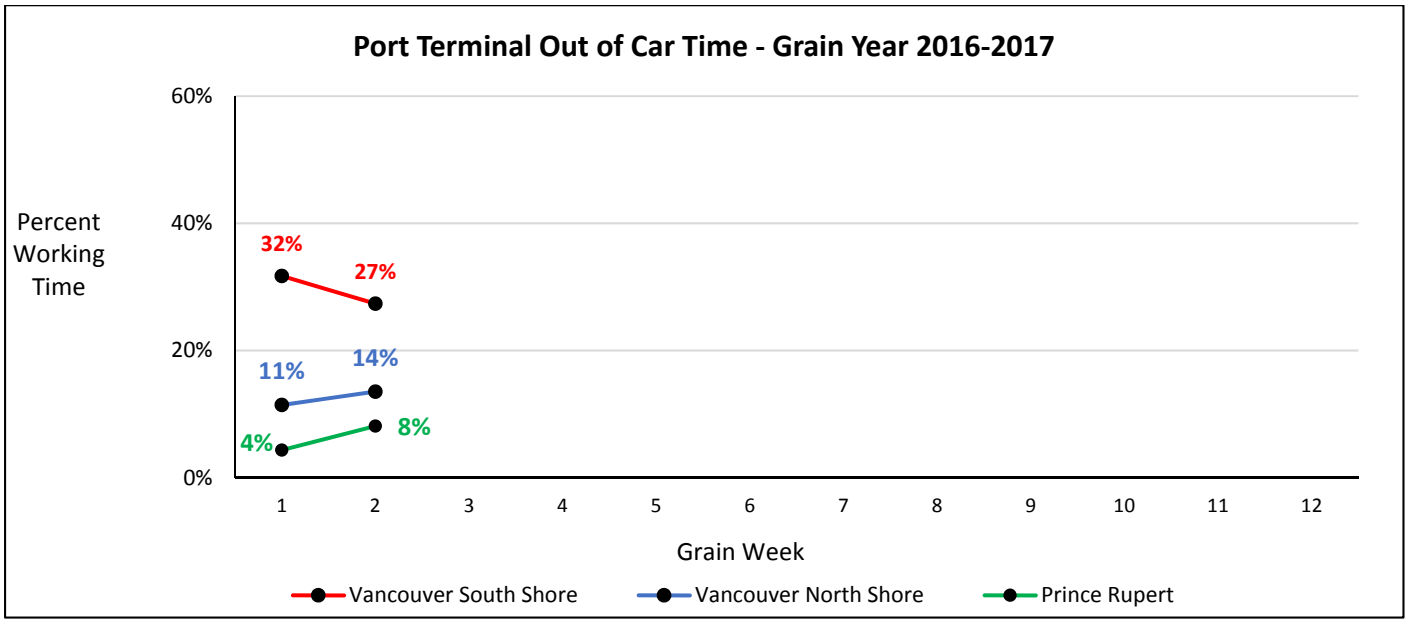


Port Terminal - Unloading Time





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.