AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 32 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 32			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	4,257	3,925	332	142,272	4,446	137,741	4,304	4,531	142
CP	4,030	3,524	506	129,516	4,047	133,508	4,172	(3,992)	(125)
	8,287	**7,449**	**838**	**271,788**	**8,493**	**271,249**	**8,477**	**539**	**17**

Cars Shipped

Railway	Corridor	Week 32	YTD
CN	N.A. Domestic	592	16,375
	Thunder Bay	116	15,124
	Prince Rupert	749	37,150
	Vancouver	2,027	66,797
Total		**3,484**	**135,446**
CP	N.A. Domestic	352	8,084
	Thunder Bay	200	28,569
	Vancouver	3,329	88,072
Total		**3,881**	**124,725**

Empty Hopper Cars Supplied – Week 32 (All Want Weeks)

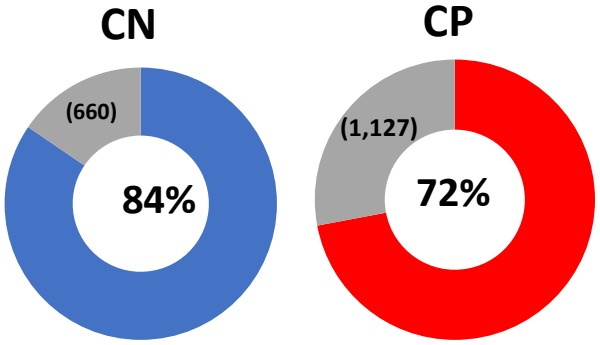
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,281	3,201	230	277	236	332	3,747	3,810
CP	2,687	2,388	755	1,228	0	353	3,442	3,969
	5,968	**5,589**	**985**	**1,505**	**236**	**685**	**7,189**	**7,779**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	3%	2%	3%	3%	3%
25	3%	0%	2%	4%	2%	3%
50	16%	9%	12%	13%	11%	12%
100	79%	89%	84%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,257	4,030	8,287
Current Week Order Fulfillment			
Supplied in Current Week	3,281	2,687	5,968
Supplied Early	316	216	532
Total Cars Supplied for Want Week	**3,597**	**2,903**	**6,500**
Current Week Unfulfilled Demand	(660)	(1,127)	(1,787)
% Current Week Orders Supplied	84%	72%	78%

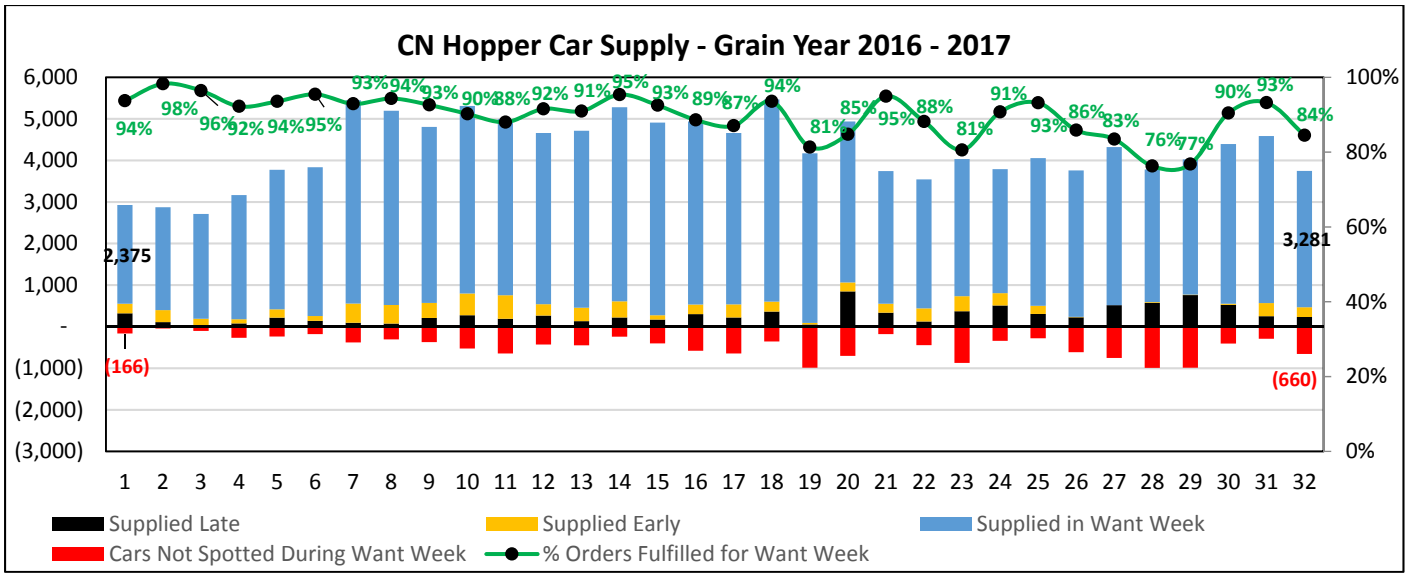


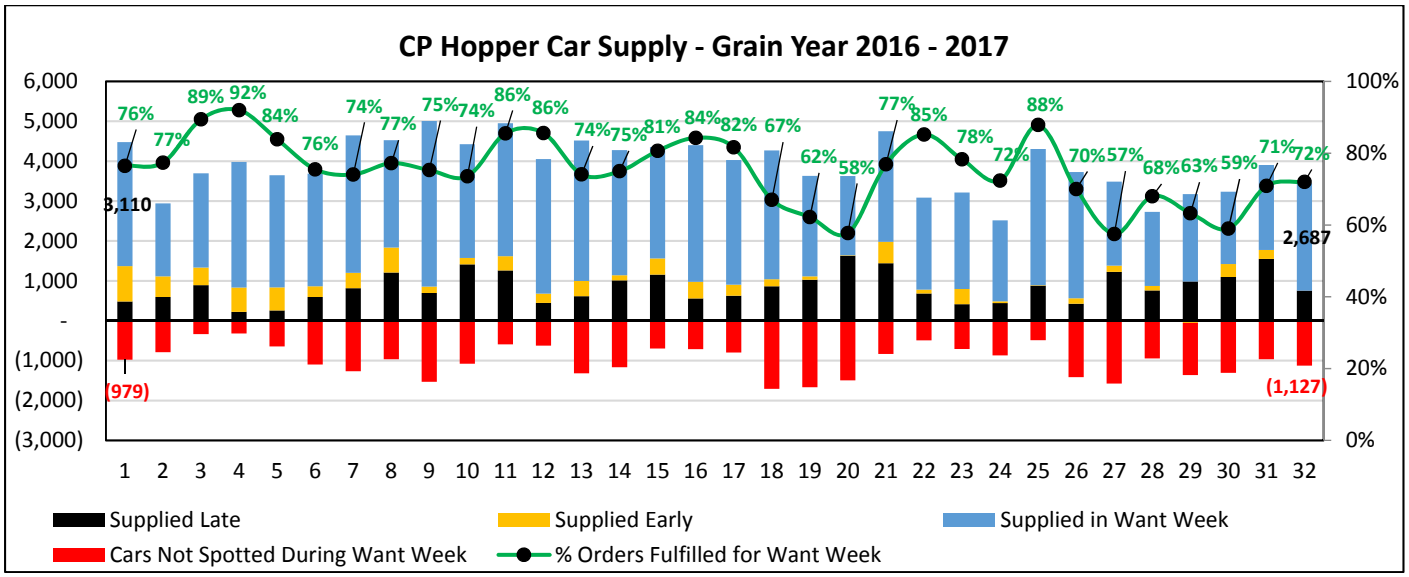
Loaded Dwell Time (Hours) at Origin (All Traffic)

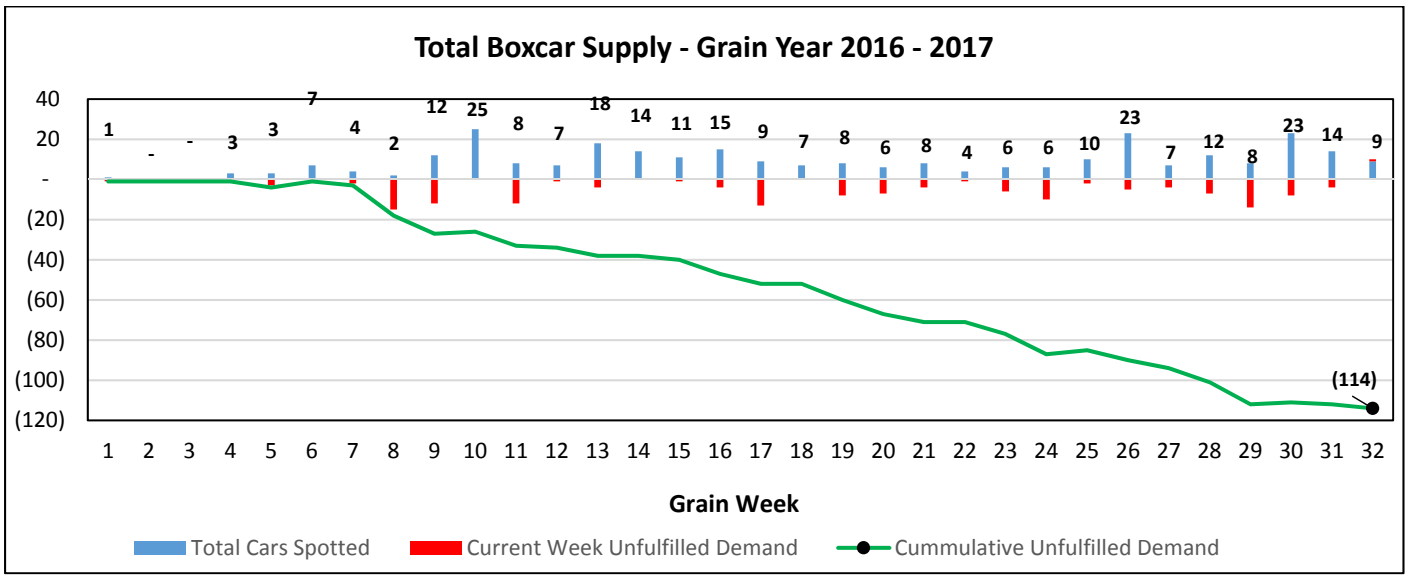
	Week 32		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	19	20	25	21
CP	52	80	60	62

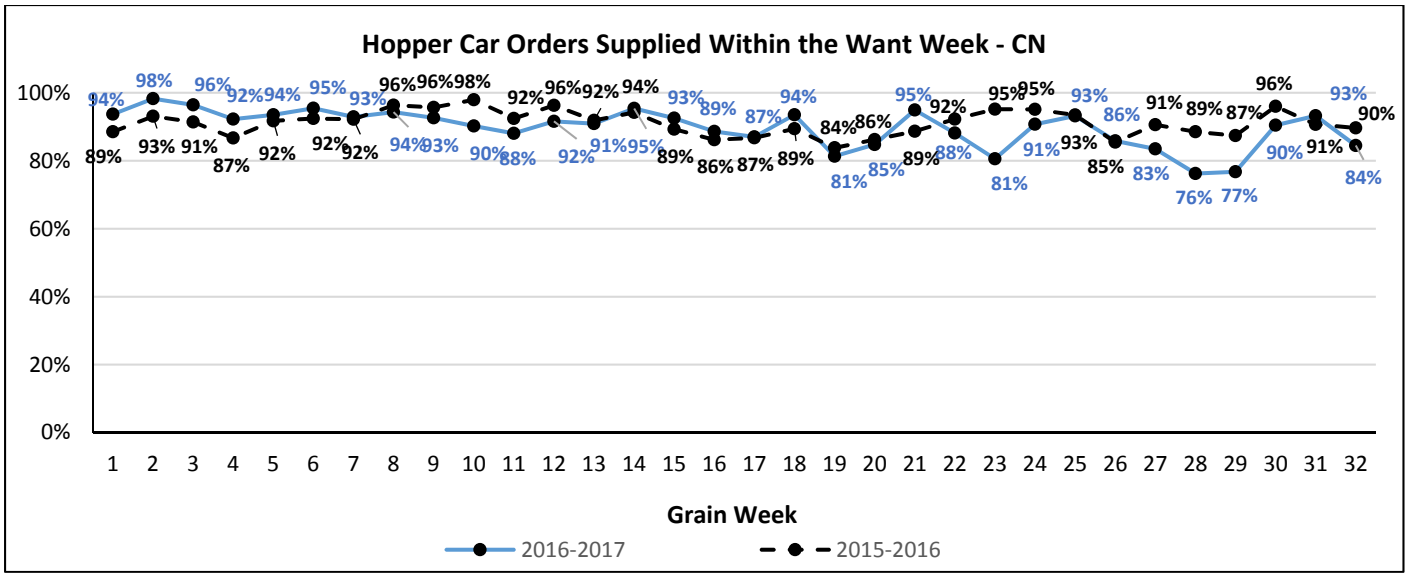
Dwell Time (Hours) at Destination (All Traffic)

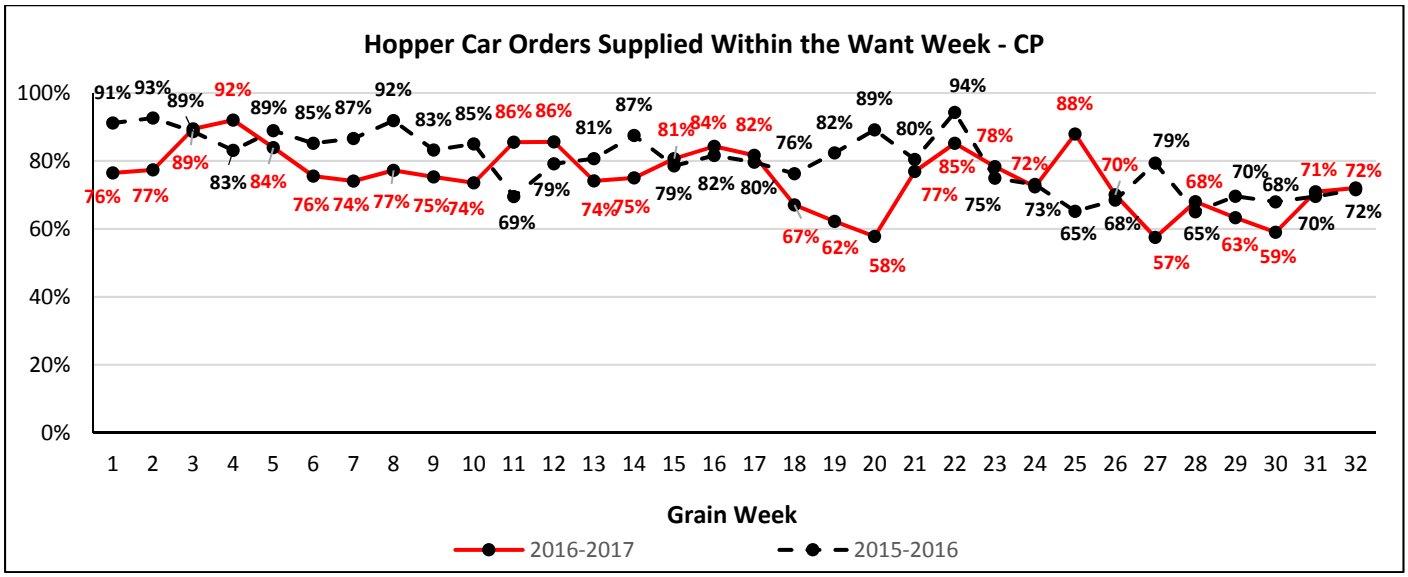
		Week 32		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	15	20	25
	CP	13	9	11	12
Thunder Bay	CN	61	173	54	73
	CP	63	63	38	43

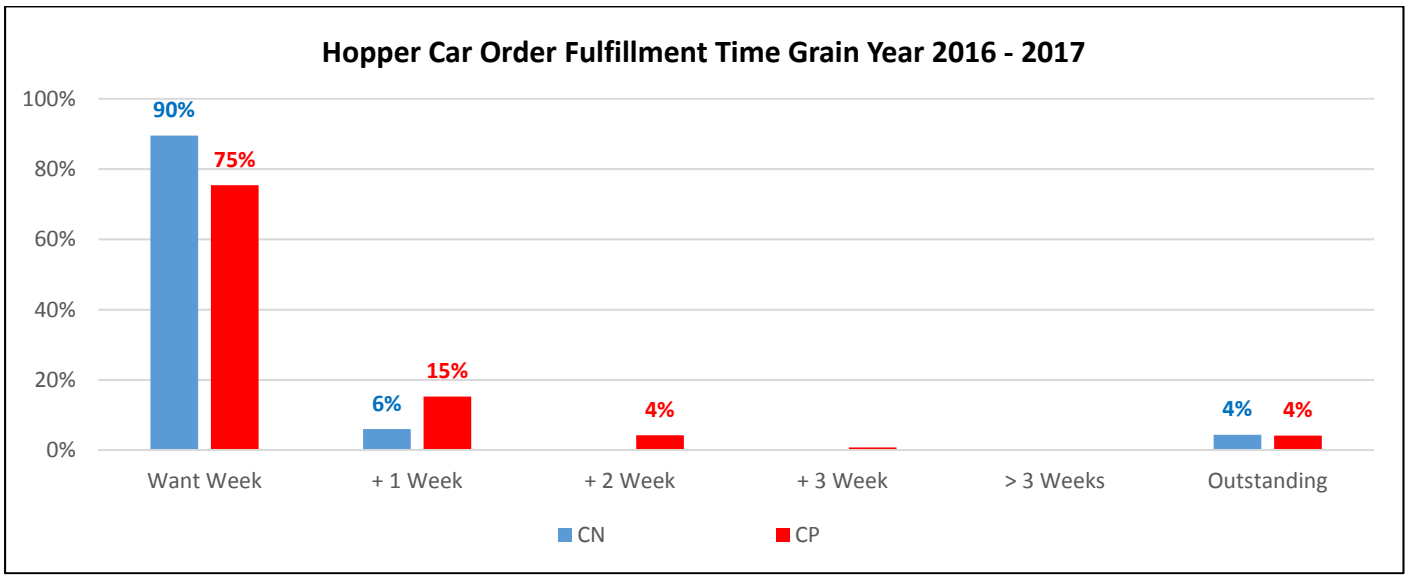

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
2,375
(166)
3,281
(660)
94% 98% 96% 92% 94% 95% 93% 94% 93% 90% 88% 92% 91% 95% 93% 89% 87% 94% 81% 85% 95% 88% 81% 91% 93% 86% 83% 76% 77% 90% 93% 84%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

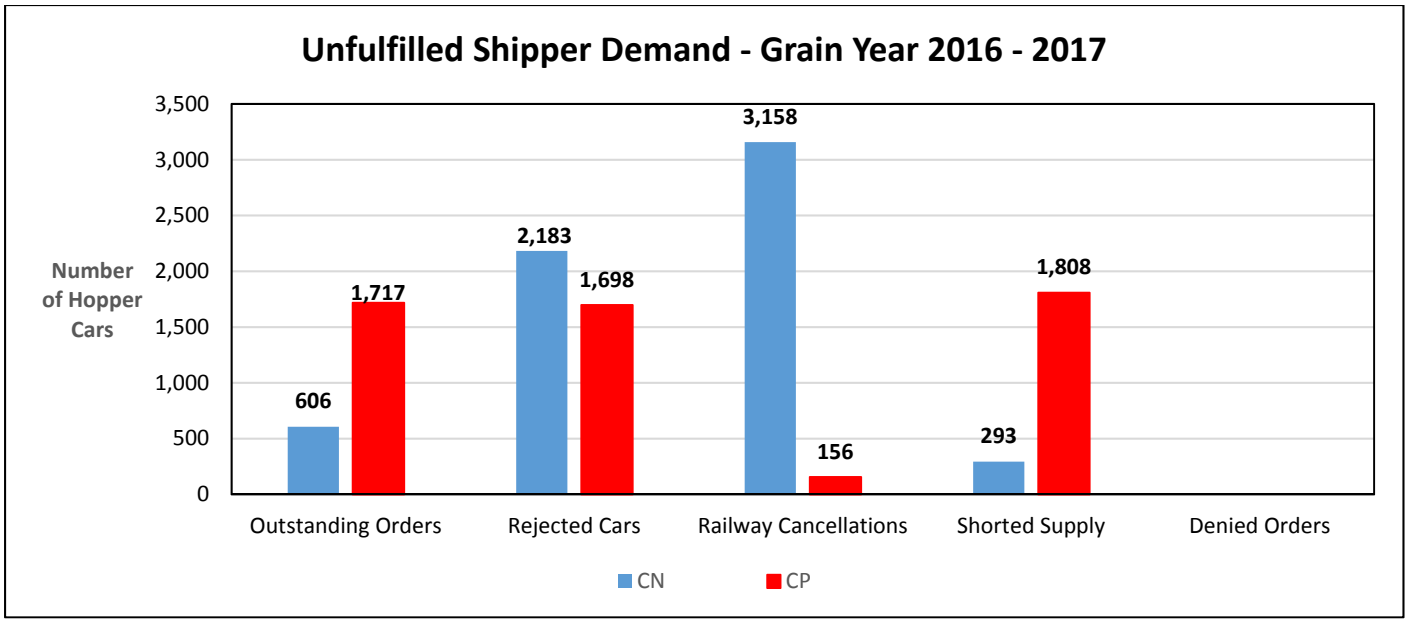

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
3,110
(979)
2,687
(1,127)
76% 77% 89% 92% 84% 76% 74% 77% 75% 74% 86% 86% 74% 75% 81% 84% 82% 67% 62% 58% 77% 85% 78% 72% 88% 70% 57% 68% 63% 59% 71% 72%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32
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)
(60)
(80)
(100)
(120)
(114)
1 - - 3 3 7 4 2 12 25 8 7 18 14 11 15 9 7 8 6 8 4 6 6 10 23 7 12 8 23 14 9
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
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 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32
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 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
90%
75%
6%
15%
4%
4%
4%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



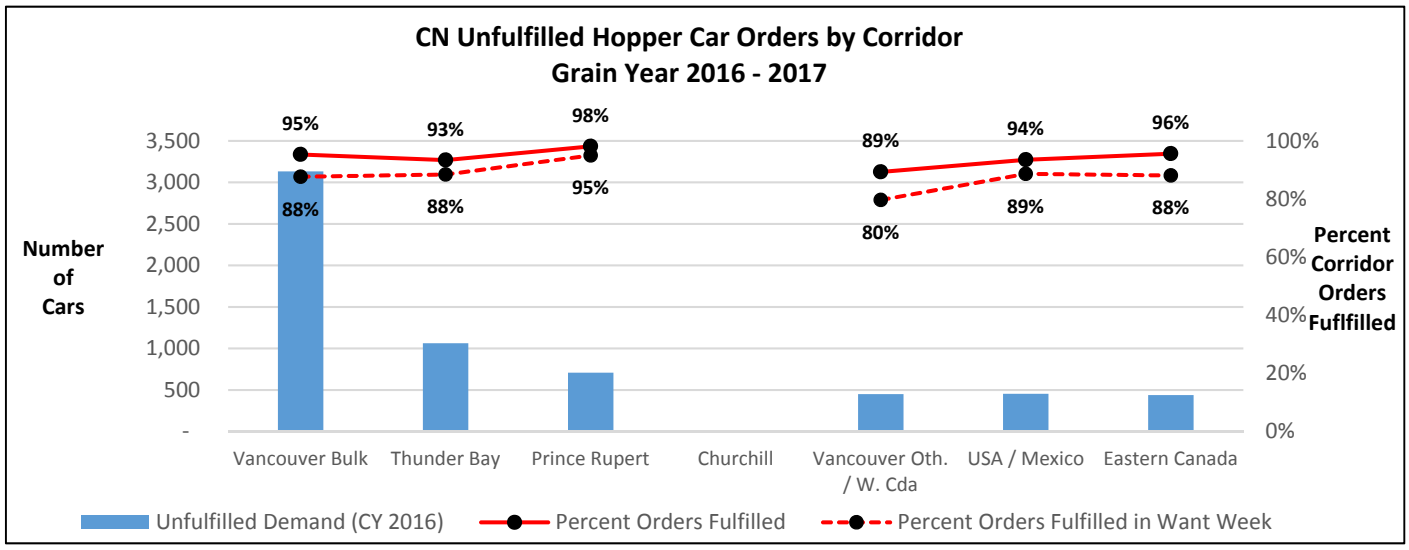
Corridor Performance

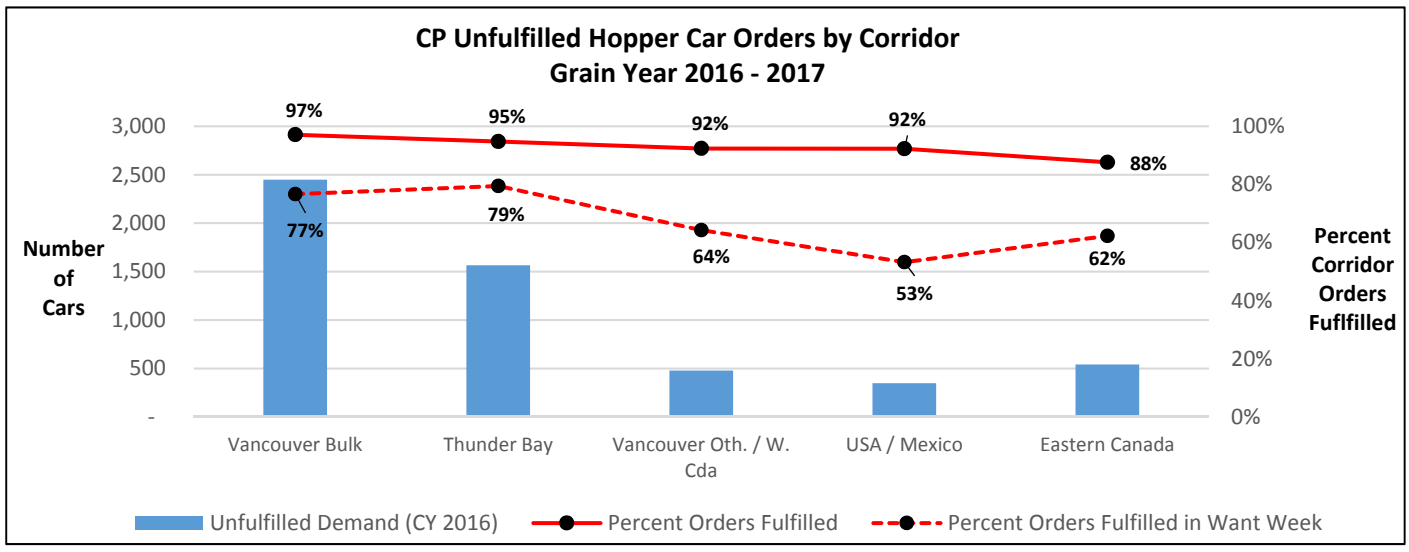
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 32

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	67,151	64,020	(3,131)	95%
	Thunder Bay	16,083	15,022	(1,061)	93%
	Prince Rupert	37,899	37,191	(708)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	4,215	3,765	(450)	89%
	USA / Mexico	6,990	6,537	(453)	94%
	Eastern Canada	9,934	9,497	(437)	96%
CN Total		**142,272**	**136,032**	**(6,240)**	96%
CP	Vancouver Bulk	84,507	82,058	(2,449)	97%
	Thunder Bay	29,904	28,339	(1,565)	95%
	Vancouver Other / W. Canada	6,251	5,774	(477)	92%
	USA / Mexico	4,487	4,140	(347)	92%
	Eastern Canada	4,367	3,826	(541)	88%
CP Total		**129,516**	**124,137**	**(5,379)**	96%

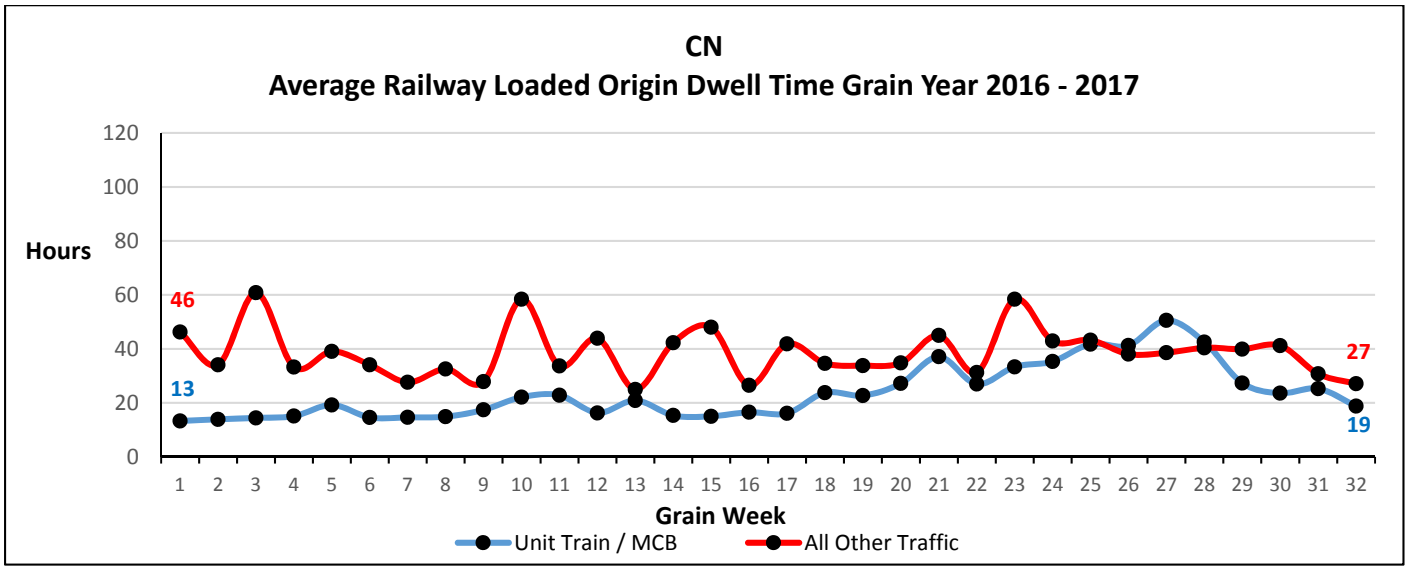
Hopper Cars Supplied in the Want Week by Corridor – To Week 32

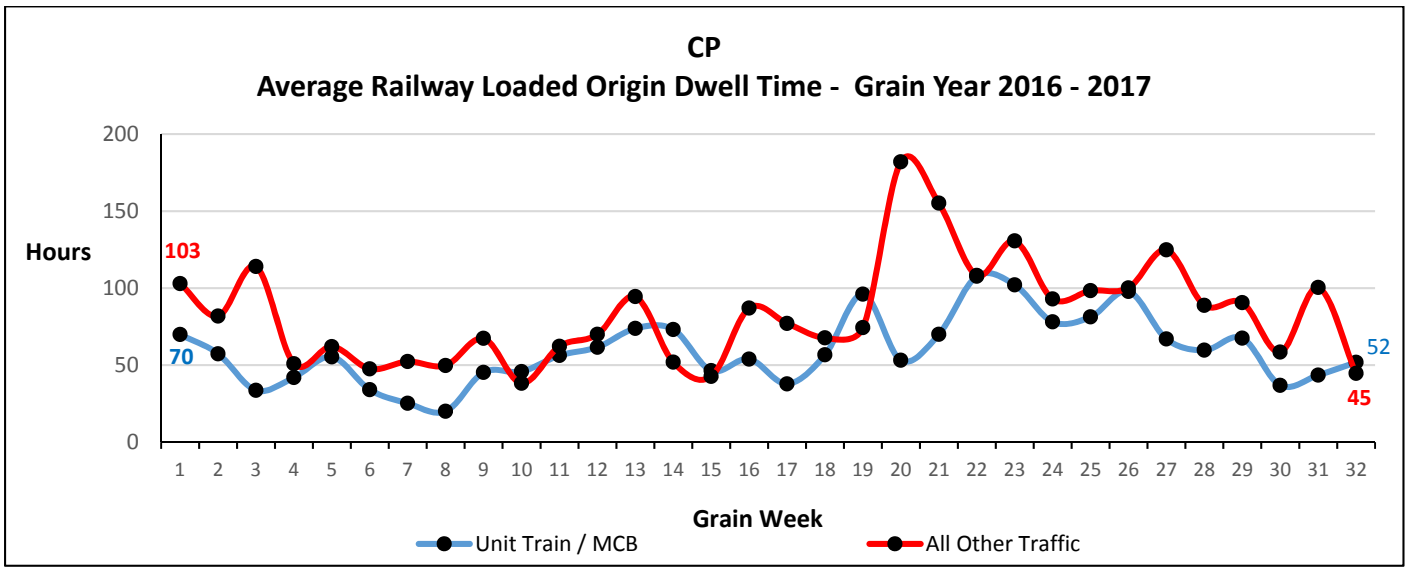
		Week 32			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,142	1,838	86%	67,151	58,853	88%
	Thunder Bay	339	101	30%	16,083	14,219	88%
	Prince Rupert	1,131	1,050	93%	37,899	36,004	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	52	32	62%	4,215	3,358	80%
	USA / Mexico	108	102	94%	6,990	6,197	89%
	Eastern Canada	485	474	98%	9,934	8,751	88%
CN Total		**4,257**	**3,597**	**84%**	**142,272**	**127,382**	**90%**
CP	Vancouver Bulk	2,698	2,223	82%	84,507	64,773	77%
	Thunder Bay	597	307	51%	29,904	23,763	79%
	Vancouver Other / W. Canada	363	156	43%	6,251	4,018	64%
	USA / Mexico	198	100	51%	4,487	2,389	53%
	Eastern Canada	174	117	67%	4,367	2,720	62%
CP Total		**4,030**	**2,903**	**72%**	**129,516**	**97,663**	**75%**

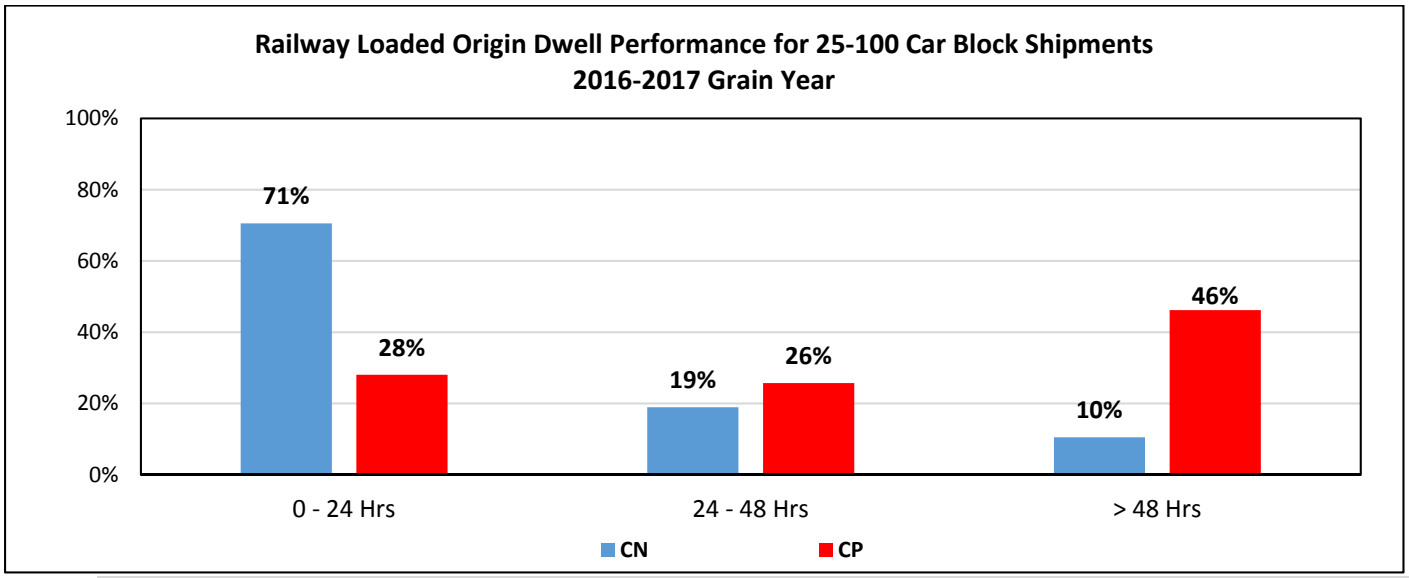


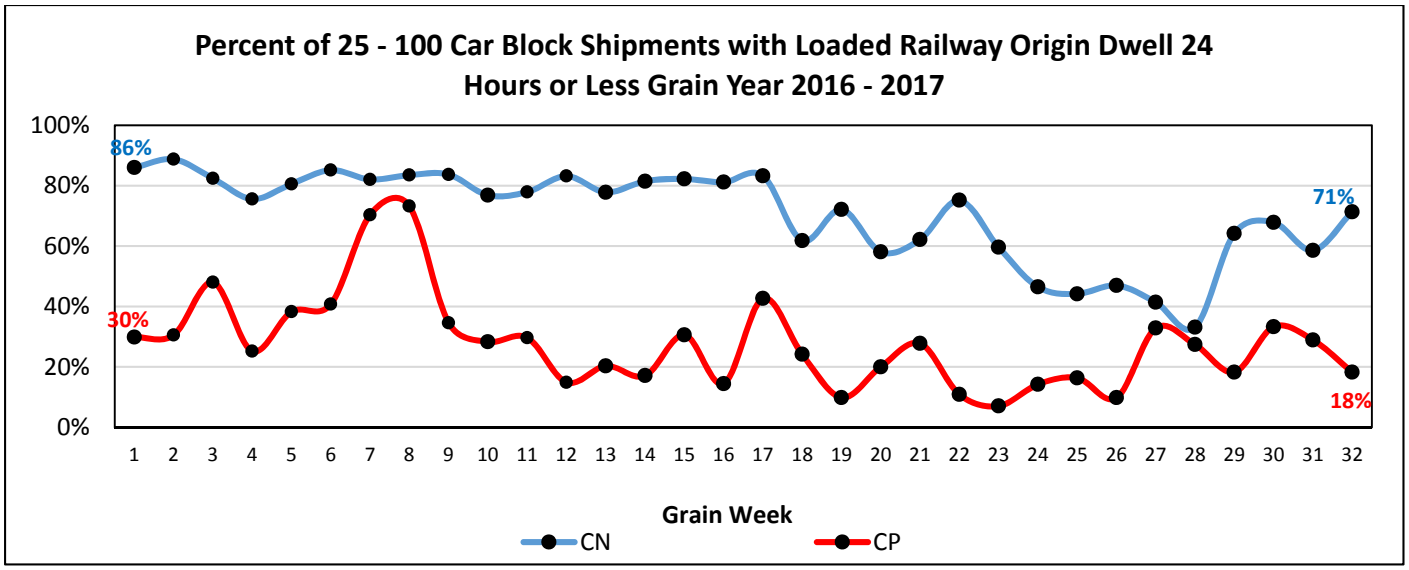


Origin Dwell Performance

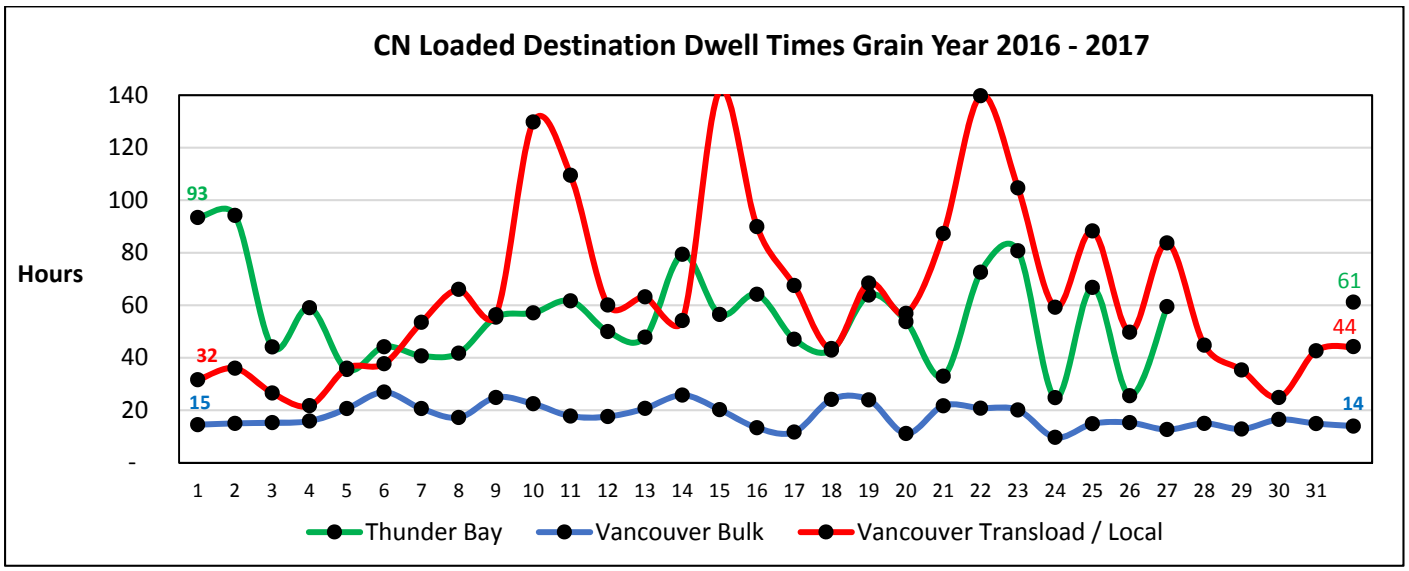


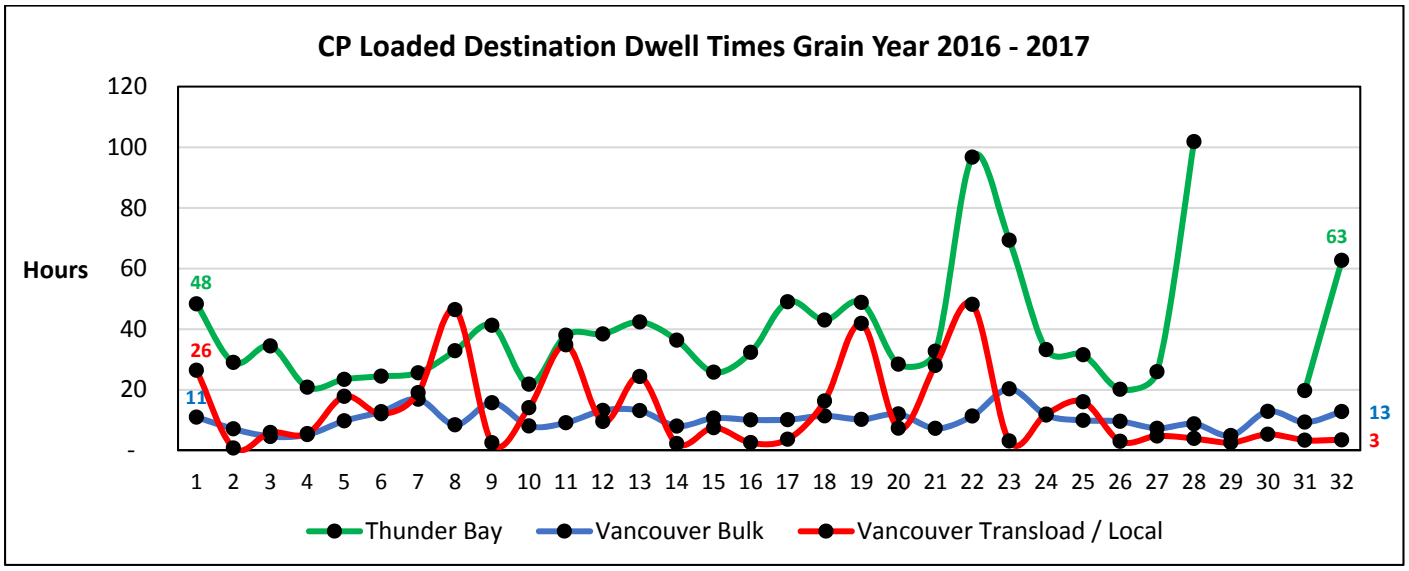




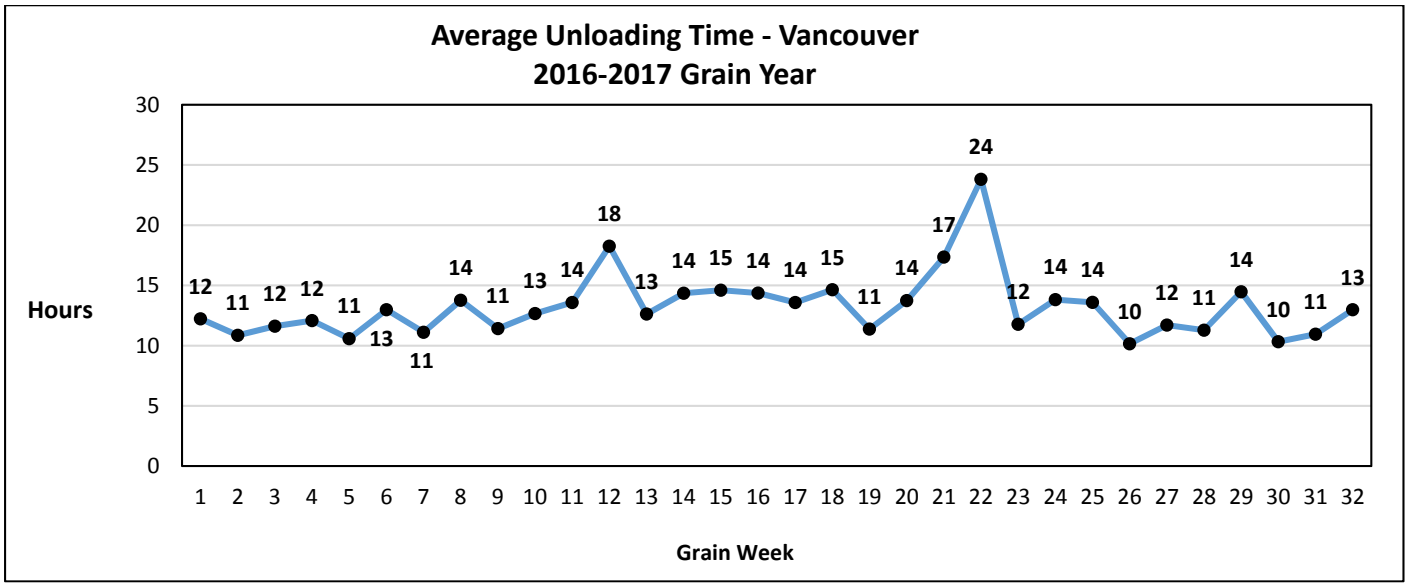


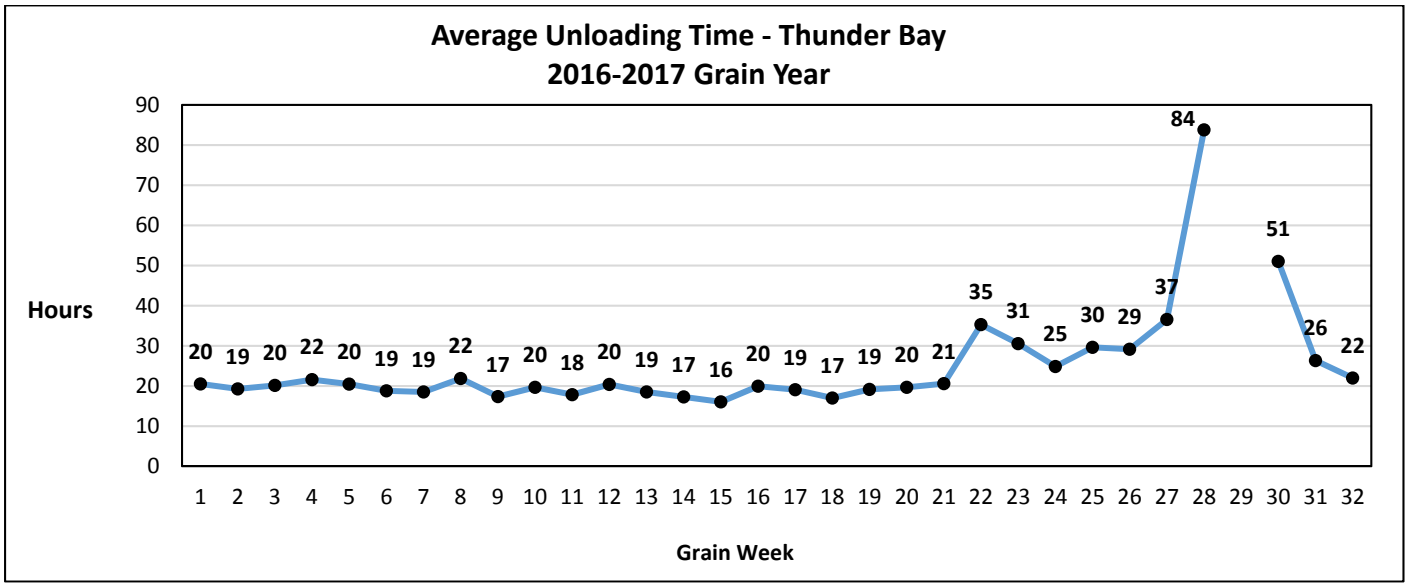
Destination Dwell Performance





Port Terminal - Unloading 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.