AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 35 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 35			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	4,908	3,884	1,024	156,564	4,473	149,832	4,281	6,732	192
CP	4,133	4,737	(604)	141,634	4,047	146,267	4,179	(4,633)	(132)
	9,041	**8,621**	**420**	**298,198**	**8,520**	**296,099**	**8,460**	**2,099**	**60**

Cars Shipped

Railway	Corridor	Week 35	YTD
CN	N.A. Domestic	738	18,265
	Thunder Bay	529	16,613
	Prince Rupert	1,527	41,594
	Vancouver	1,822	73,063
Total		**4,616**	**149,535**
CP	N.A. Domestic	429	9,184
	Thunder Bay	454	29,885
	Vancouver	3,062	97,109
Total		**3,945**	**136,178**

Empty Hopper Cars Supplied – Week 35 (All Want Weeks)

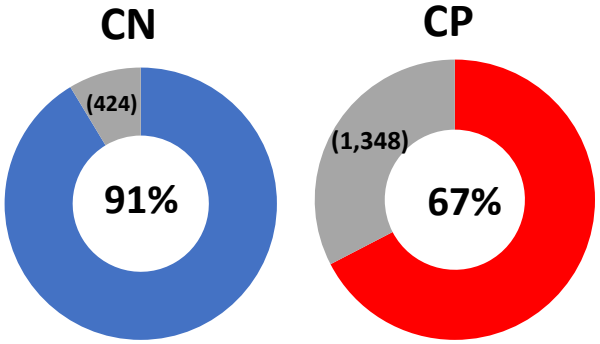
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,201	3,402	264	224	132	8	4,597	3,634
CP	2,616	3,663	1,306	134	0	937	3,922	4,734
	6,817	**7,065**	**1,570**	**358**	**132**	**945**	**8,519**	**8,368**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	3%	3%	3%
25	2%	0%	1%	4%	2%	3%
50	14%	10%	12%	13%	11%	12%
100	82%	87%	84%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,908	4,133	9,041
Current Week Order Fulfillment			
Supplied in Current Week	4,201	2,616	6,817
Supplied Early	283	169	452
Total Cars Supplied for Want Week	**4,484**	**2,785**	**7,269**
Current Week Unfulfilled Demand	(424)	(1,348)	(1,772)
% Current Week Orders Supplied	91%	67%	80%

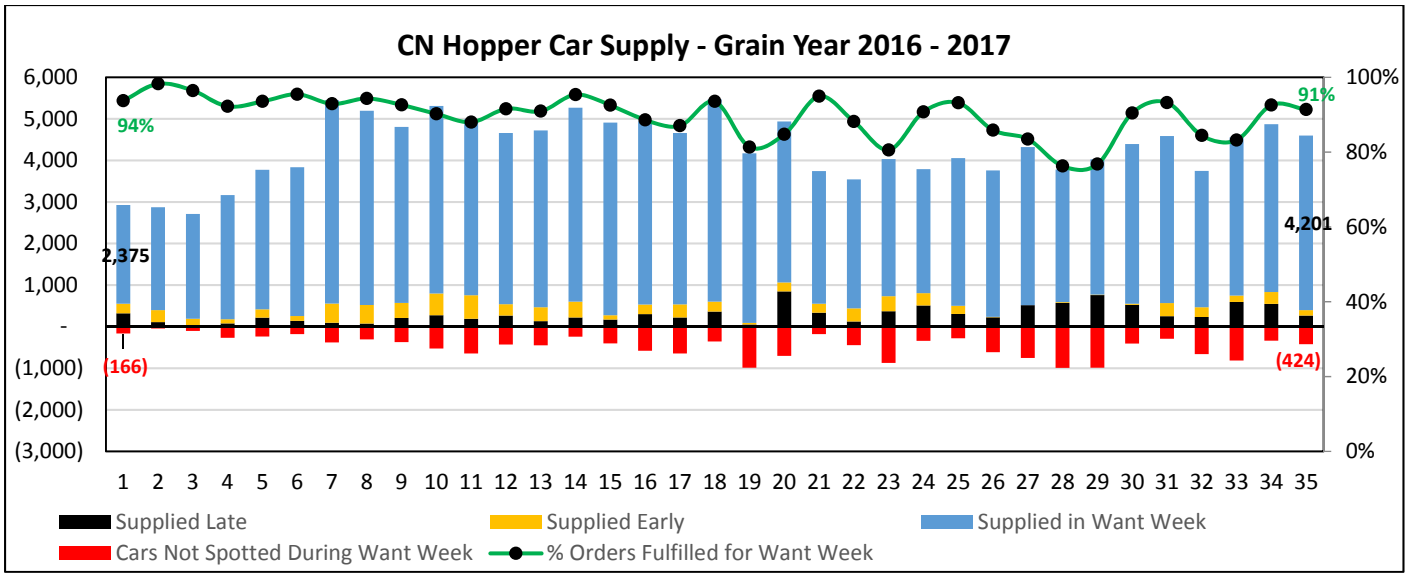


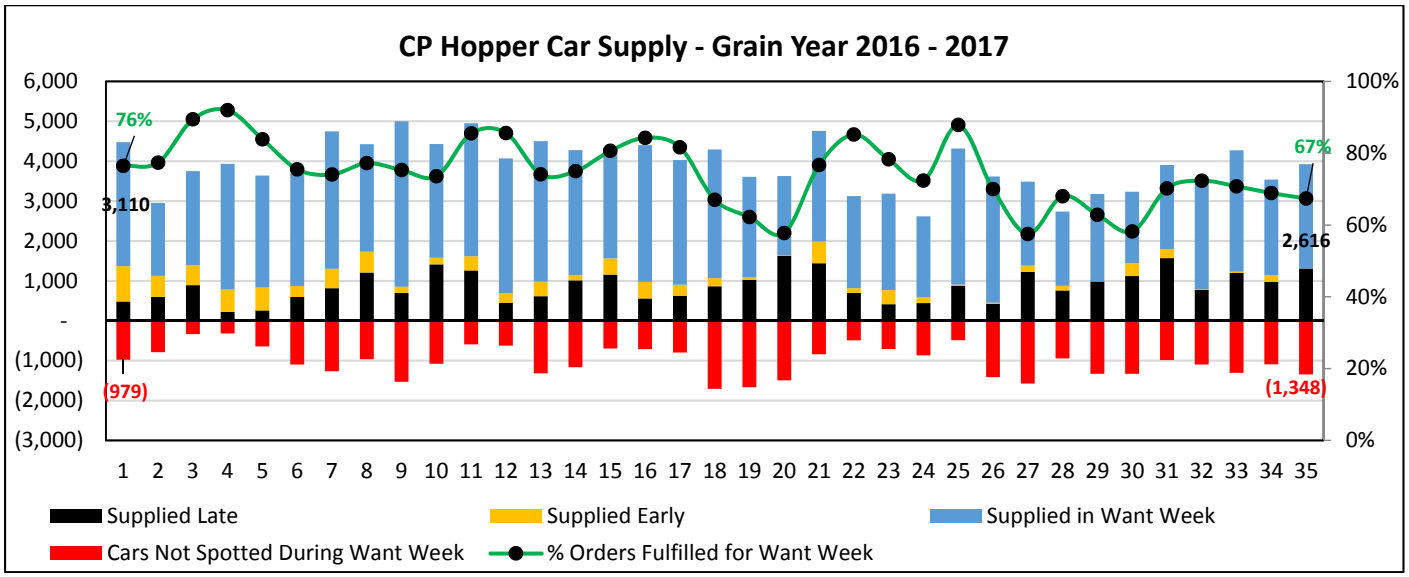
Loaded Dwell Time (Hours) at Origin (All Traffic)

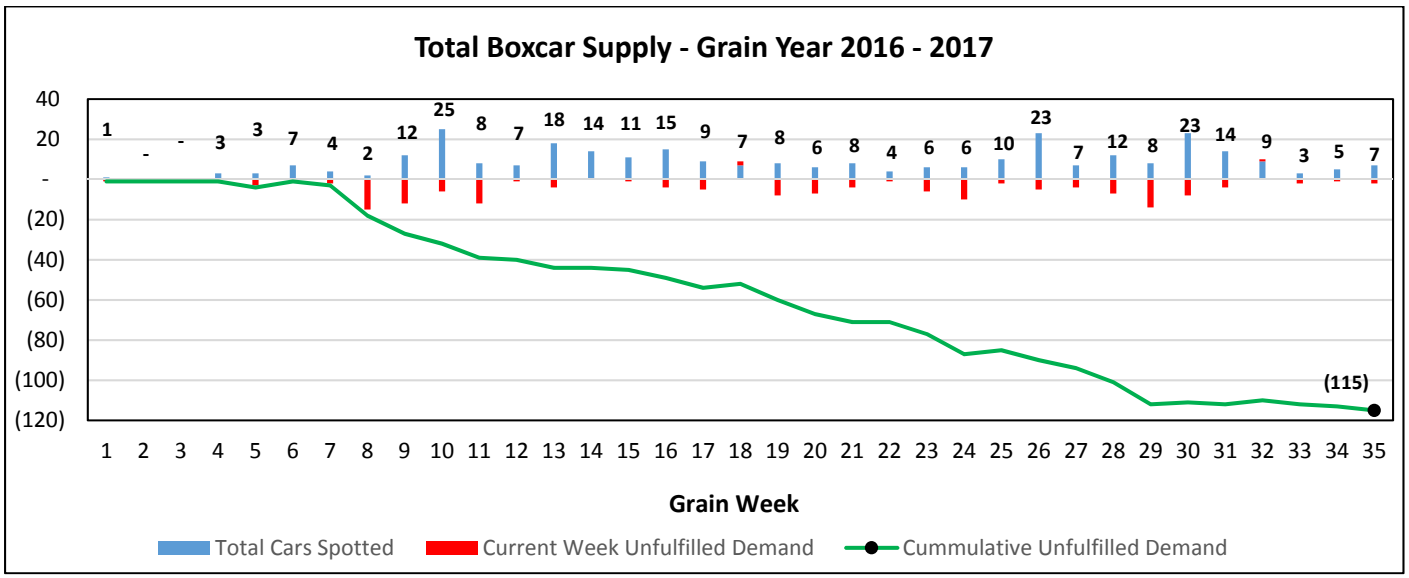
	Week 35		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	16	15	25	21
CP	21	64	61	63

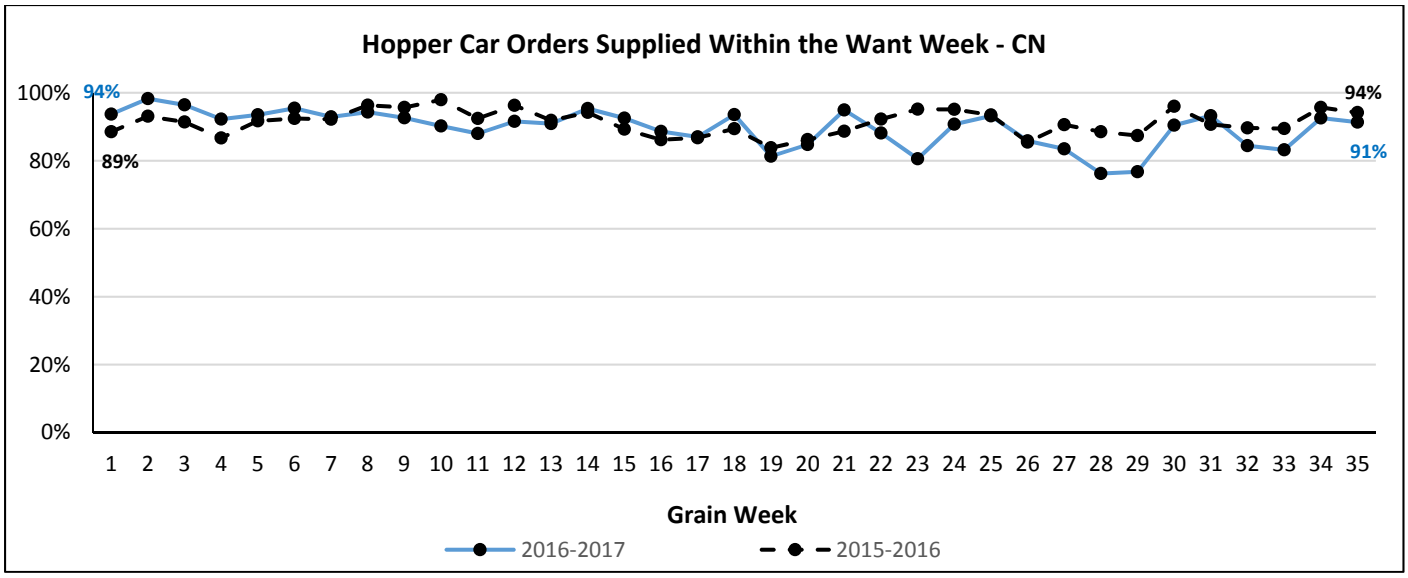
Dwell Time (Hours) at Destination (All Traffic)

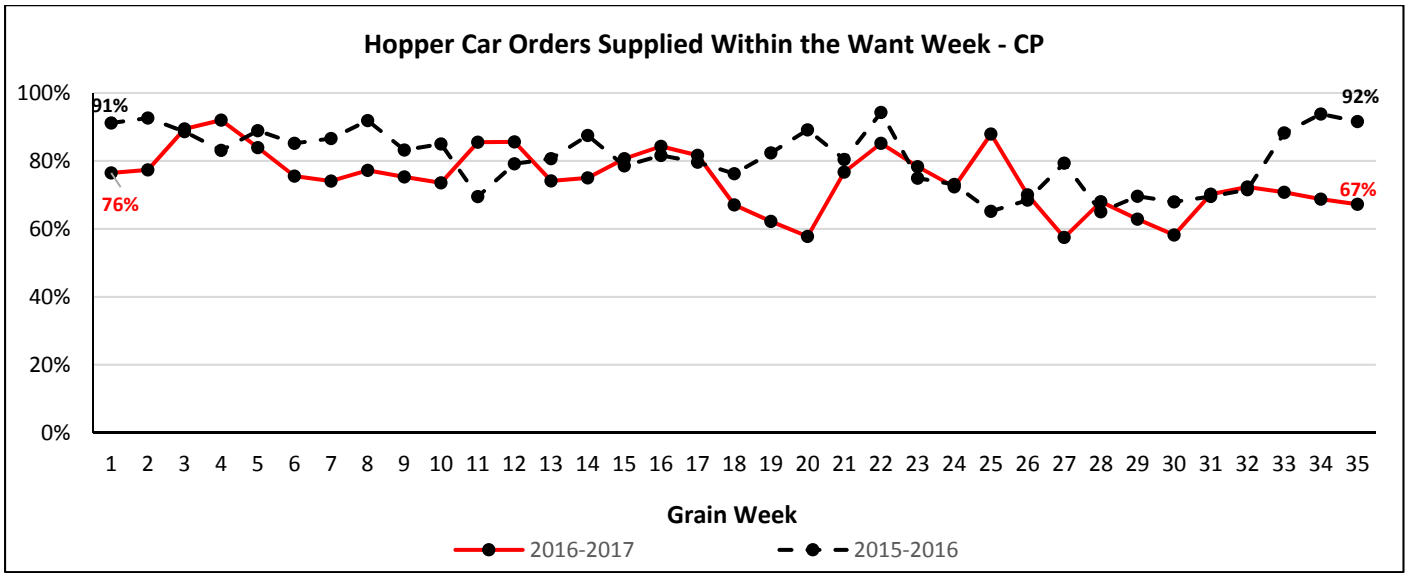
		Week 35		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	16	28	20	26
	CP	10	13	11	11
Thunder Bay	CN	21	79	53	72
	CP	34	33	38	43

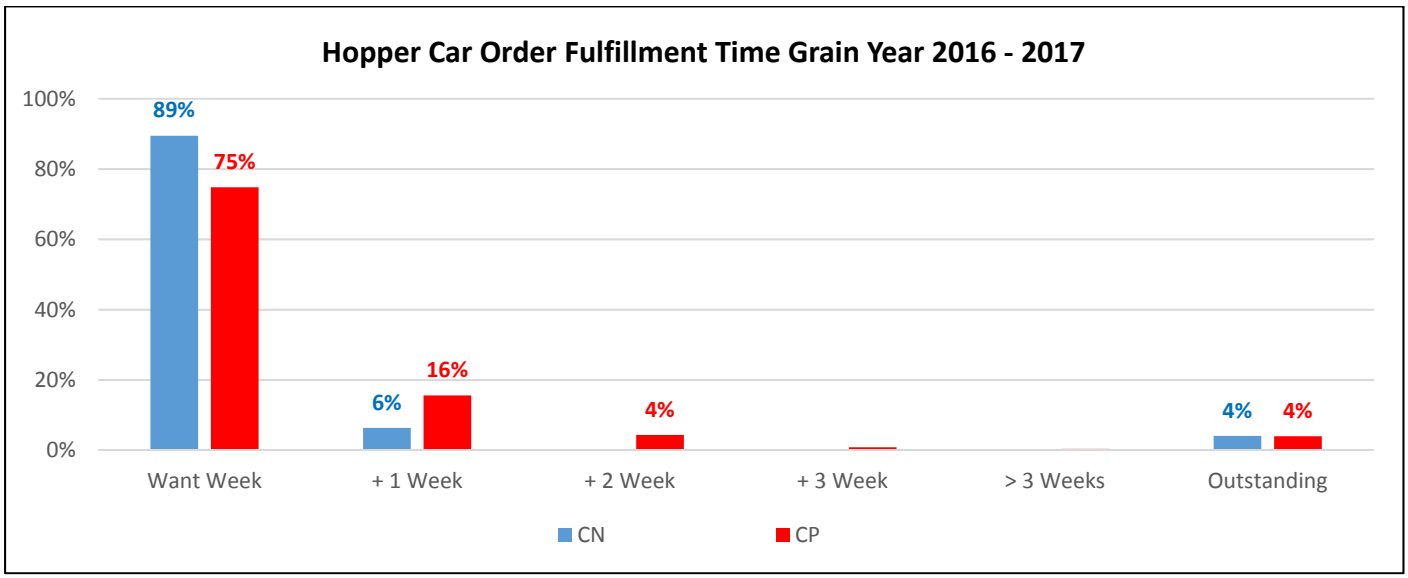

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94%
91%
2,375
4,201
(166)
(424)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

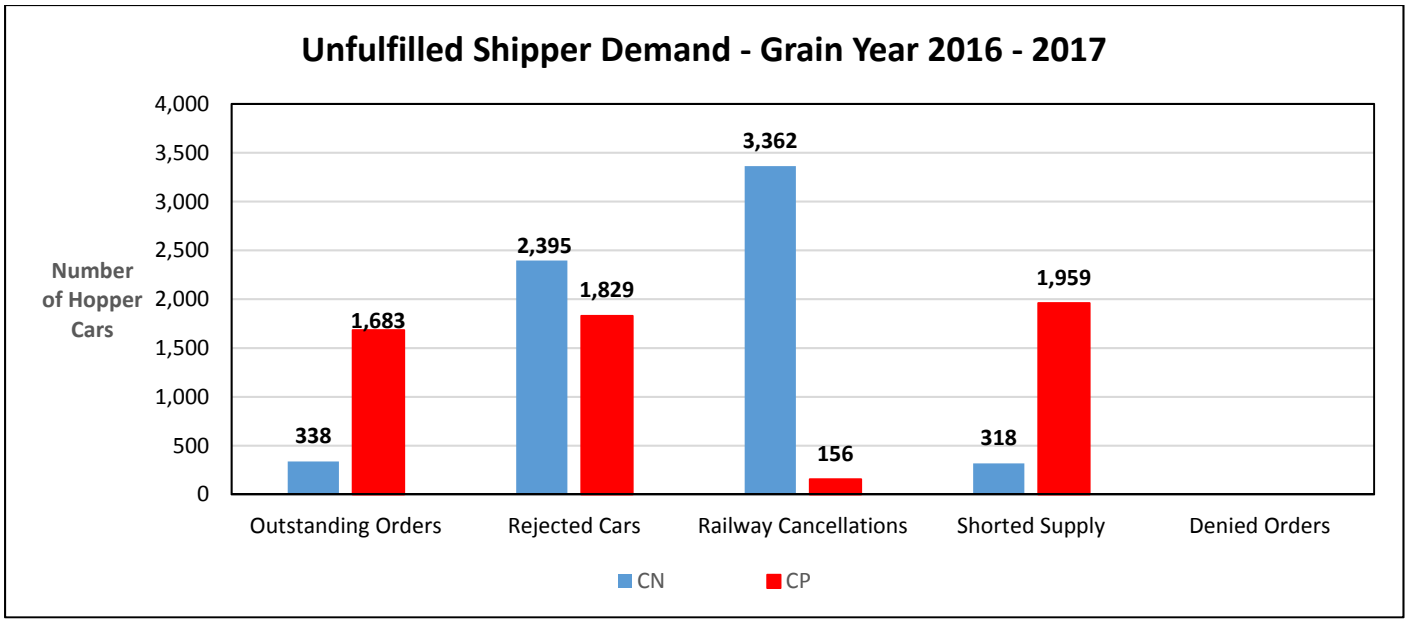

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76%
67%
3,110
2,616
(979)
(1,348)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35
Supplied Late
Supplied Early
Supplied in 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)
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 3 5 7
(115)
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
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%
94%
89%
94%
91%
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
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
91%
76%
92%
67%
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
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
89%
75%
6%
16%
4%
4%
4%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



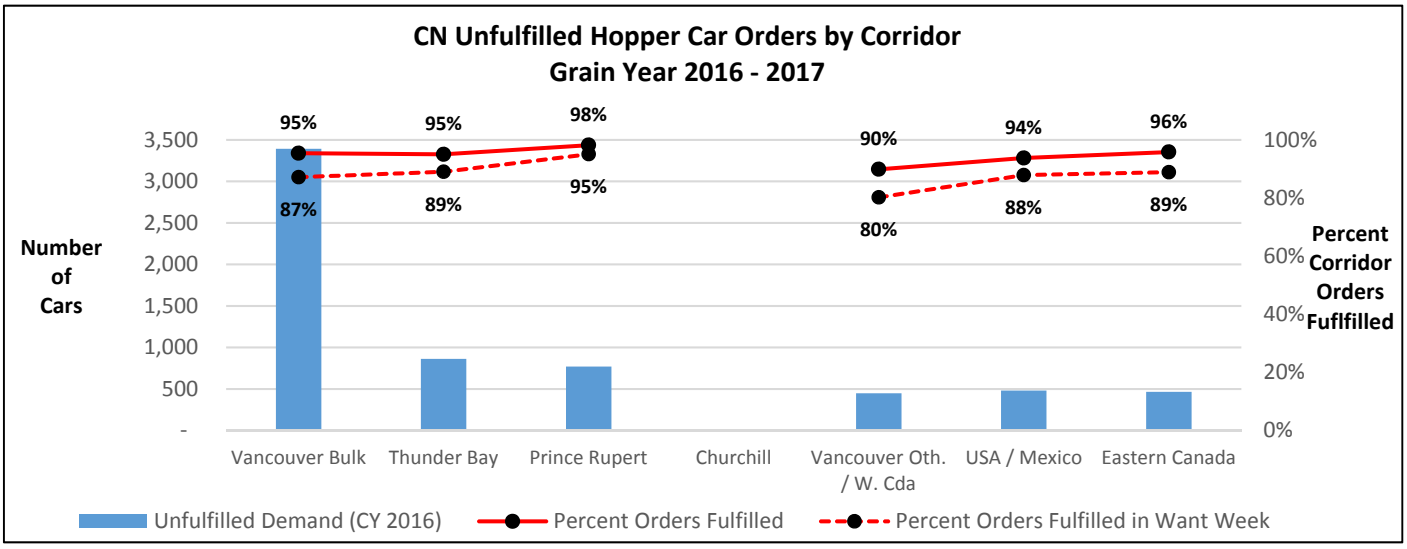
Corridor Performance

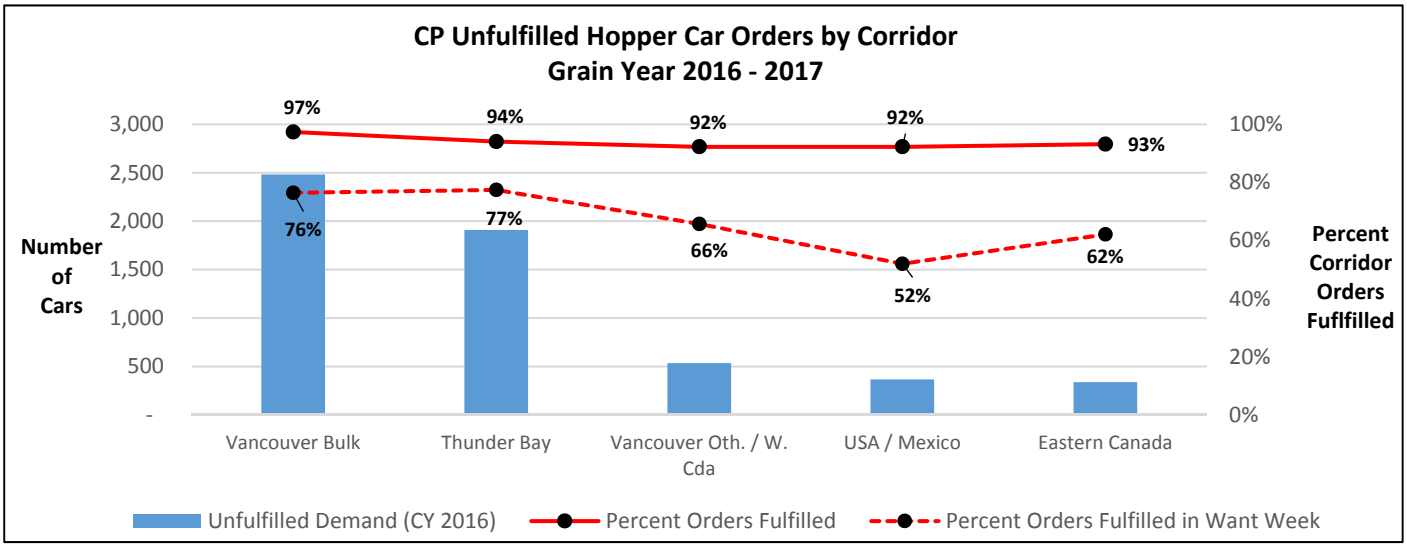
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 35

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	73,672	70,281	(3,391)	95%
	Thunder Bay	17,330	16,468	(862)	95%
	Prince Rupert	42,373	41,604	(769)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	4,414	3,967	(447)	90%
	USA / Mexico	7,675	7,195	(480)	94%
	Eastern Canada	11,100	10,636	(464)	96%
CN Total		**156,564**	**150,151**	**(6,413)**	96%
CP	Vancouver Bulk	93,033	90,552	(2,481)	97%
	Thunder Bay	32,047	30,139	(1,908)	94%
	Vancouver Other / W. Canada	6,883	6,349	(534)	92%
	USA / Mexico	4,721	4,355	(366)	92%
	Eastern Canada	4,950	4,612	(338)	93%
CP Total		**141,634**	**136,007**	**(5,627)**	96%

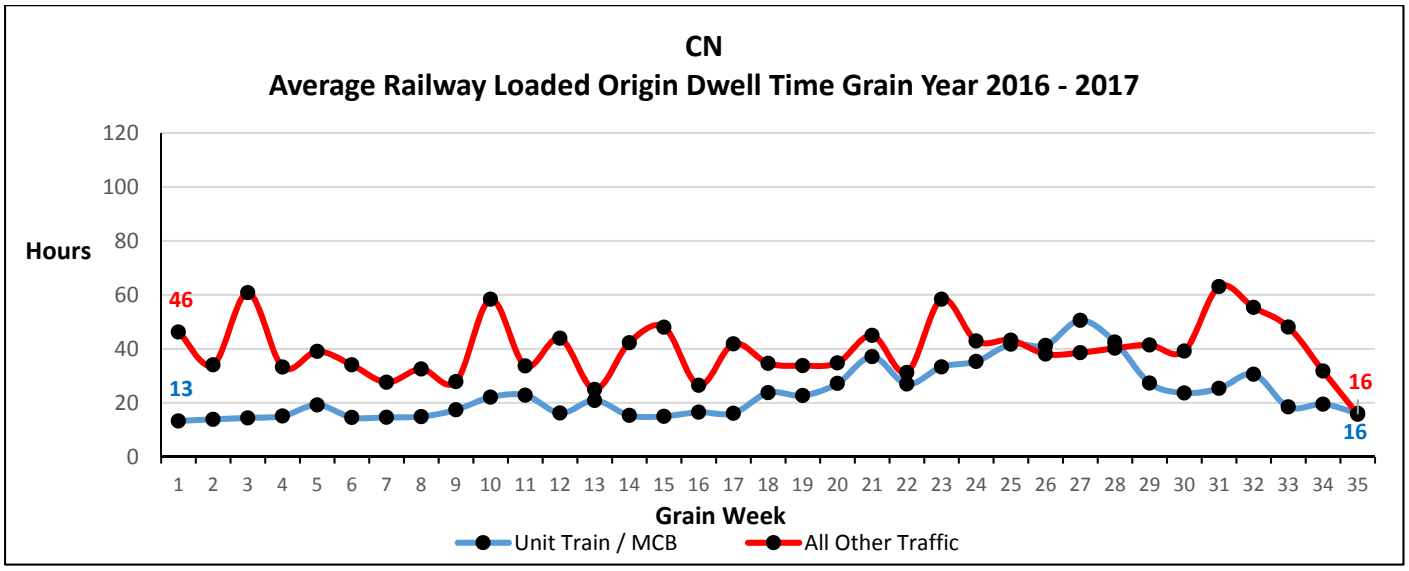
Hopper Cars Supplied in the Want Week by Corridor – To Week 35

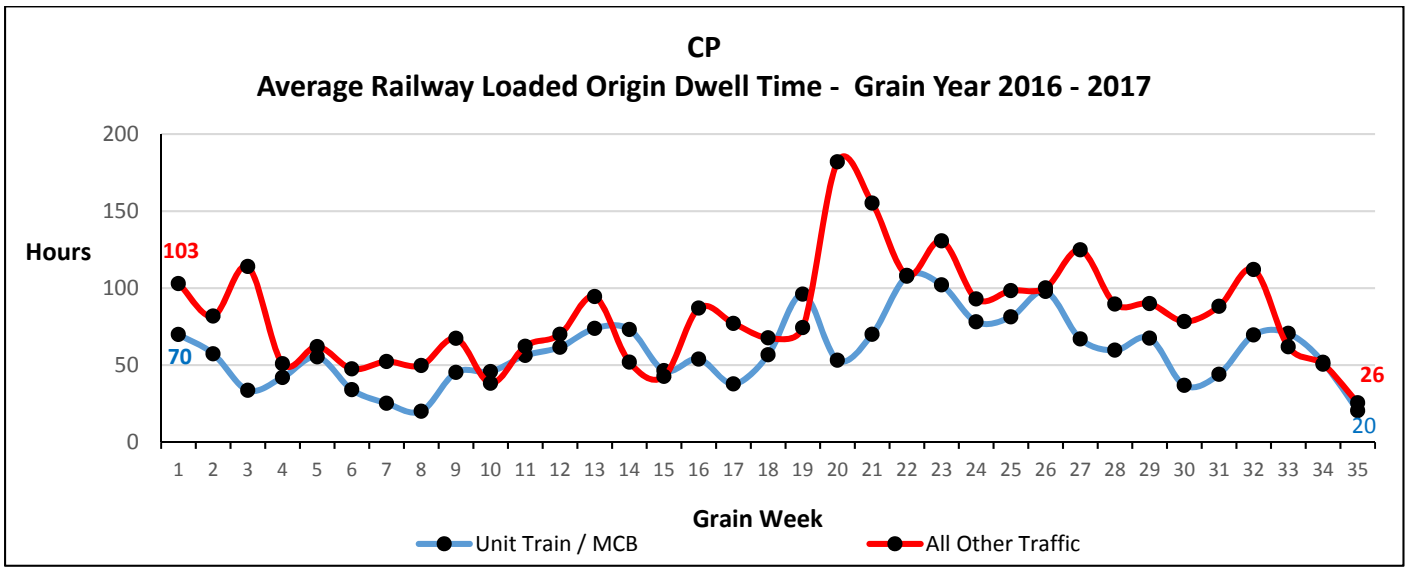
		Week 35			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,154	1,844	86%	73,672	64,226	87%
	Thunder Bay	517	500	97%	17,330	15,432	89%
	Prince Rupert	1,645	1,571	96%	42,373	40,284	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	71	65	92%	4,414	3,541	80%
	USA / Mexico	108	99	92%	7,675	6,746	88%
	Eastern Canada	413	405	98%	11,100	9,866	89%
CN Total		**4,908**	**4,484**	**91%**	**156,564**	**140,095**	**89%**
CP	Vancouver Bulk	2,633	2,098	80%	93,033	71,100	76%
	Thunder Bay	971	415	43%	32,047	24,812	77%
	Vancouver Other / W. Canada	200	43	22%	6,883	4,521	66%
	USA / Mexico	107	5	5%	4,721	2,455	52%
	Eastern Canada	222	219	99%	4,950	3,074	62%
CP Total		**4,133**	**2,780**	**67%**	**141,634**	**105,962**	**75%**

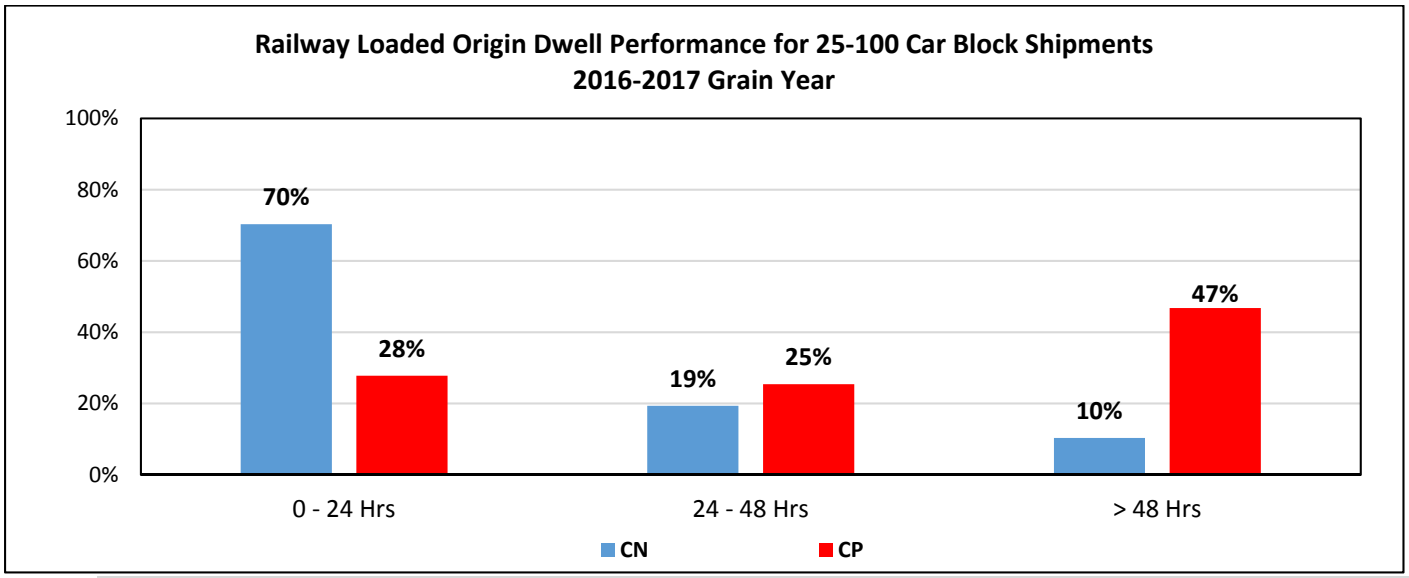


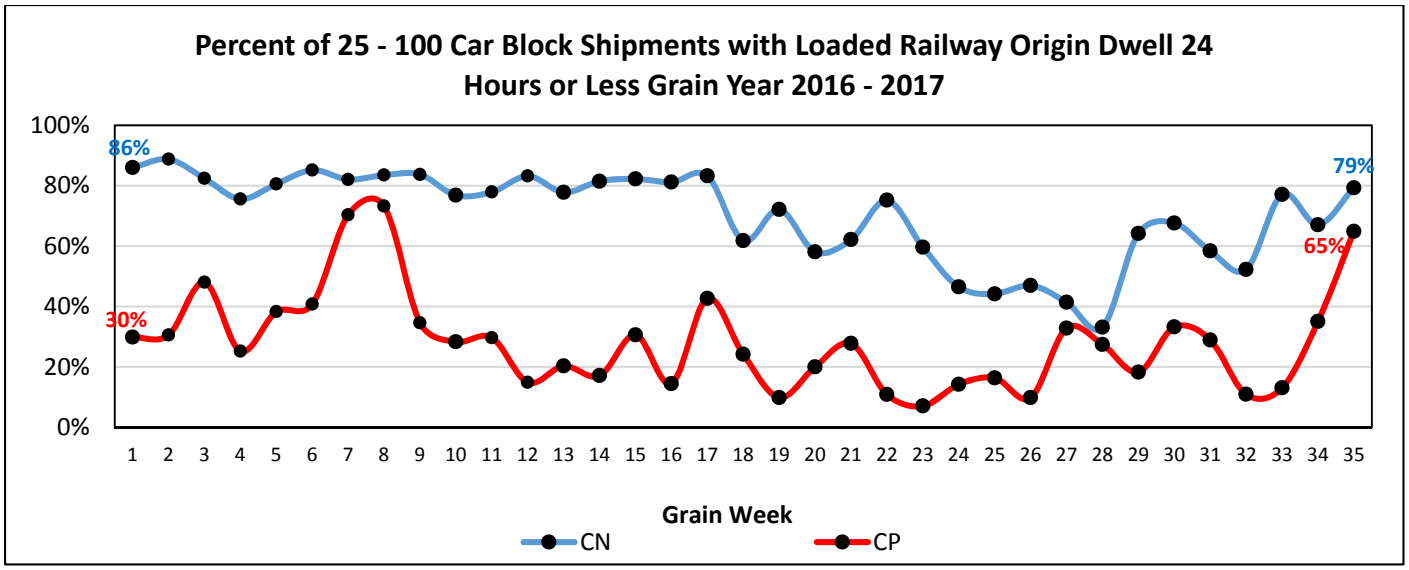


Origin Dwell Performance

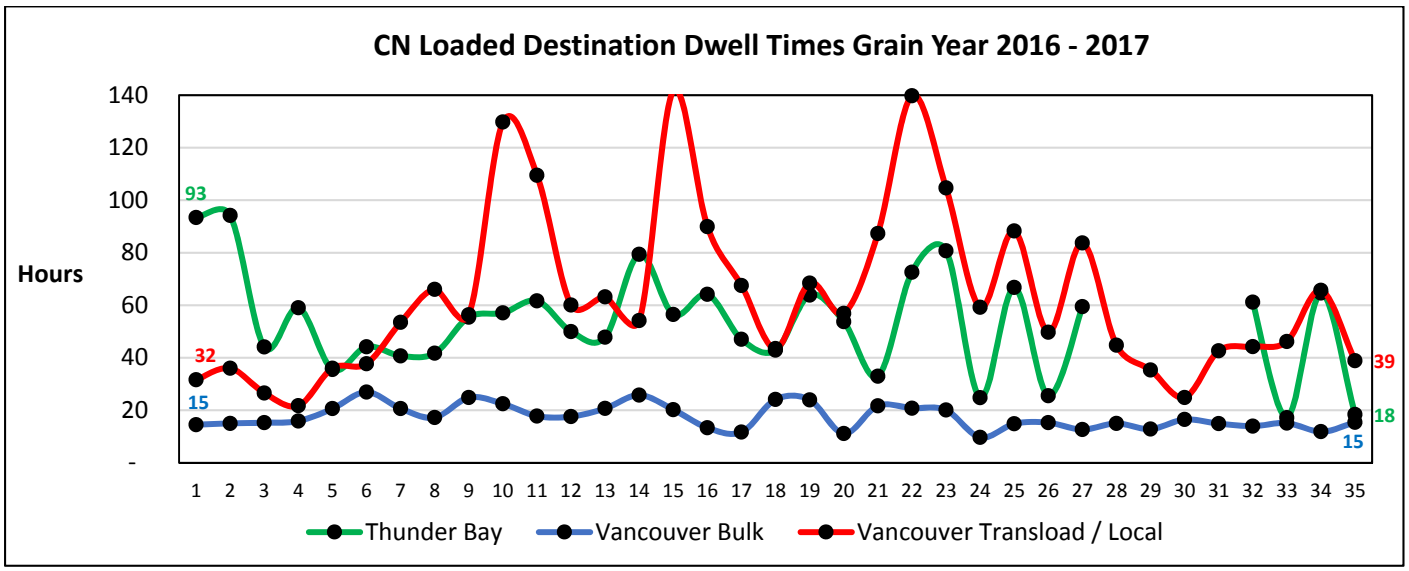


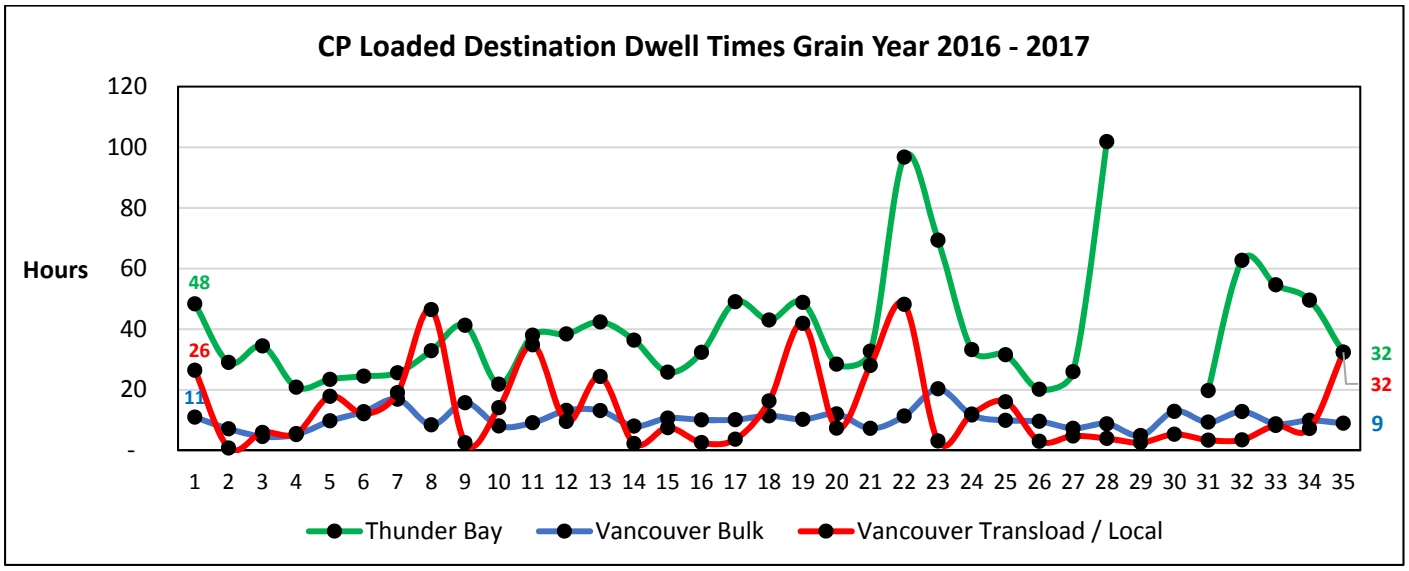




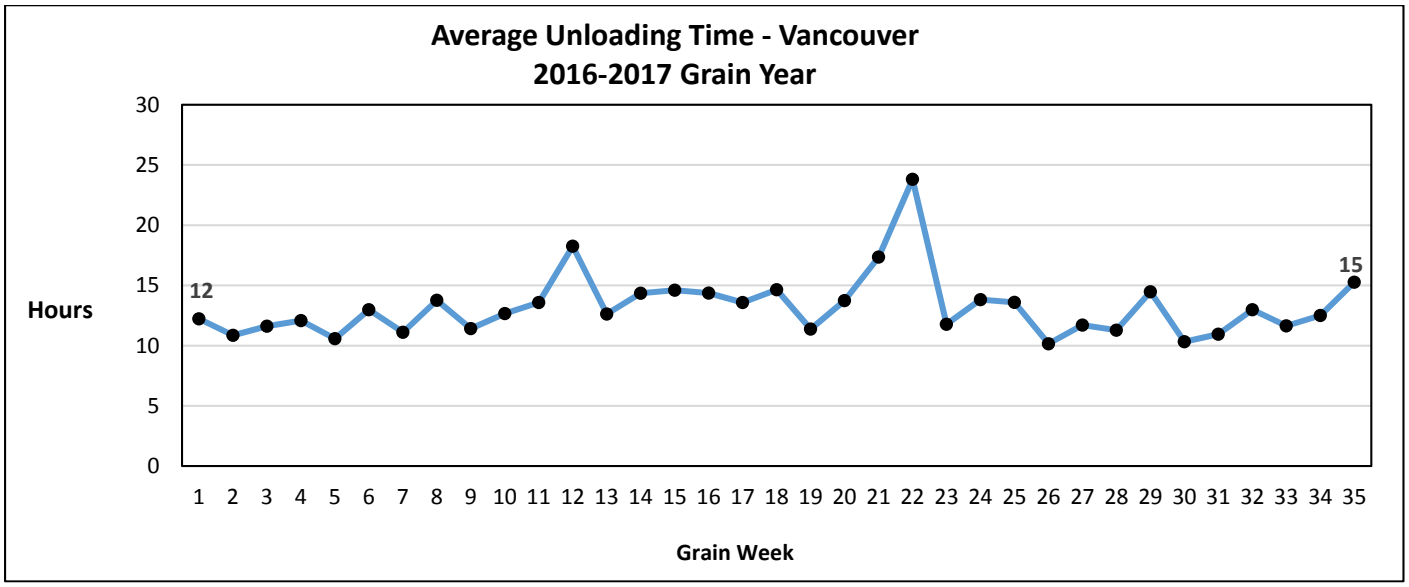


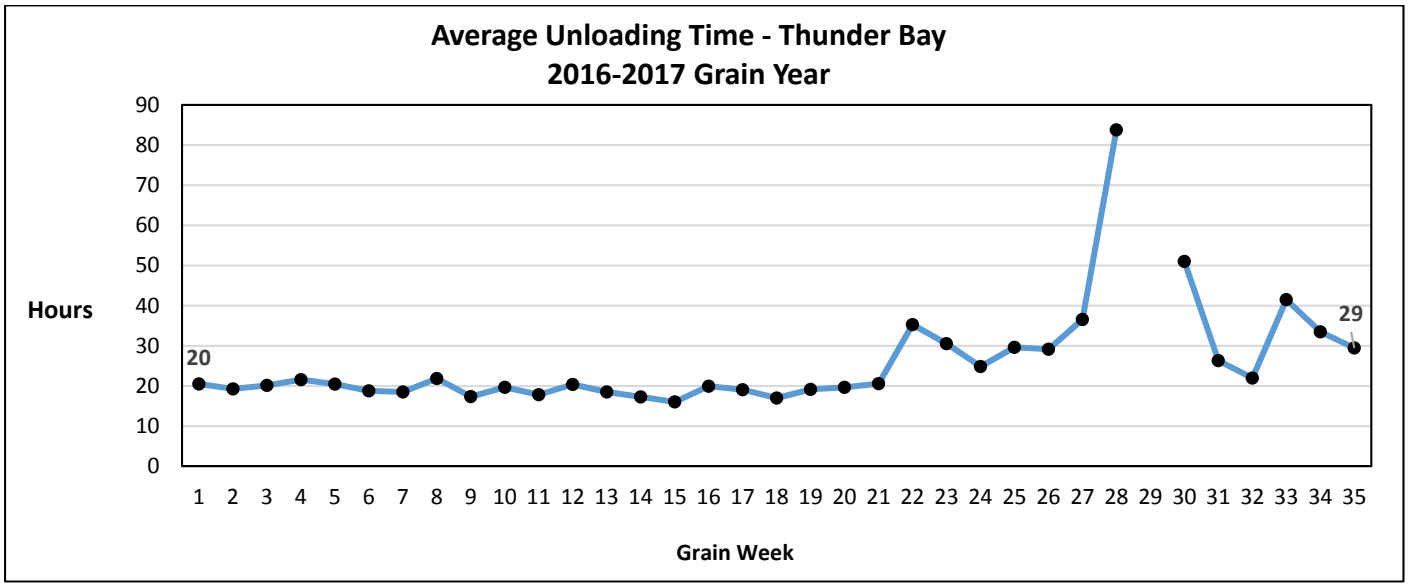
Destination Dwell Performance





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.