AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 37 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 37			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	4,831	4,015	816	166,394	4,497	157,643	4,261	8,751	237
CP	5,404	4,546	858	151,393	4,092	155,081	4,191	(3,688)	(100)
	10,235	**8,561**	**1,674**	**317,787**	**8,589**	**312,724**	**8,452**	**5,063**	**137**

Cars Shipped

Railway	Corridor	Week 37	YTD
CN	N.A. Domestic	396	19,074
	Thunder Bay	885	17,737
	Prince Rupert	1,463	44,699
	Vancouver	2,586	78,525
Total		**5,330**	**160,035**
CP	N.A. Domestic	325	9,739
	Thunder Bay	1,525	32,600
	Vancouver	3,474	103,819
Total		**5,324**	**146,158**

Empty Hopper Cars Supplied – Week 36 (All Want Weeks)

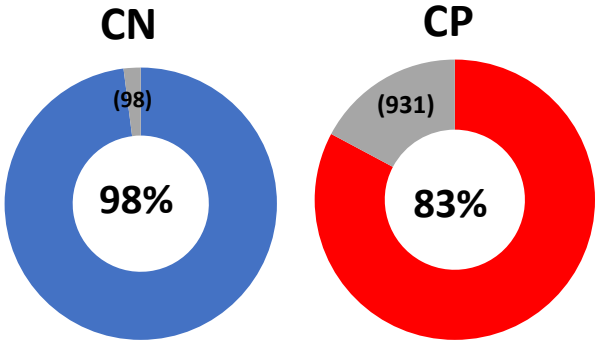
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,521	3,782	61	25	116	4	4,698	3,811
CP	4,424	3,707	1,334	303	301	911	6,059	4,921
	8,945	**7,489**	**1,395**	**328**	**417**	**915**	**10,757**	**8,732**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	2%	3%	3%	3%	3%
25	1%	2%	2%	4%	2%	3%
50	12%	11%	12%	13%	11%	12%
100	82%	85%	84%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,831	5,404	10,235
Current Week Order Fulfillment			
Supplied in Current Week	4,521	4,424	8,945
Supplied Early	212	49	261
Total Cars Supplied for Want Week	**4,733**	**4,473**	**9,206**
Current Week Unfulfilled Demand	(98)	(931)	(1,029)
% Current Week Orders Supplied	98%	83%	90%

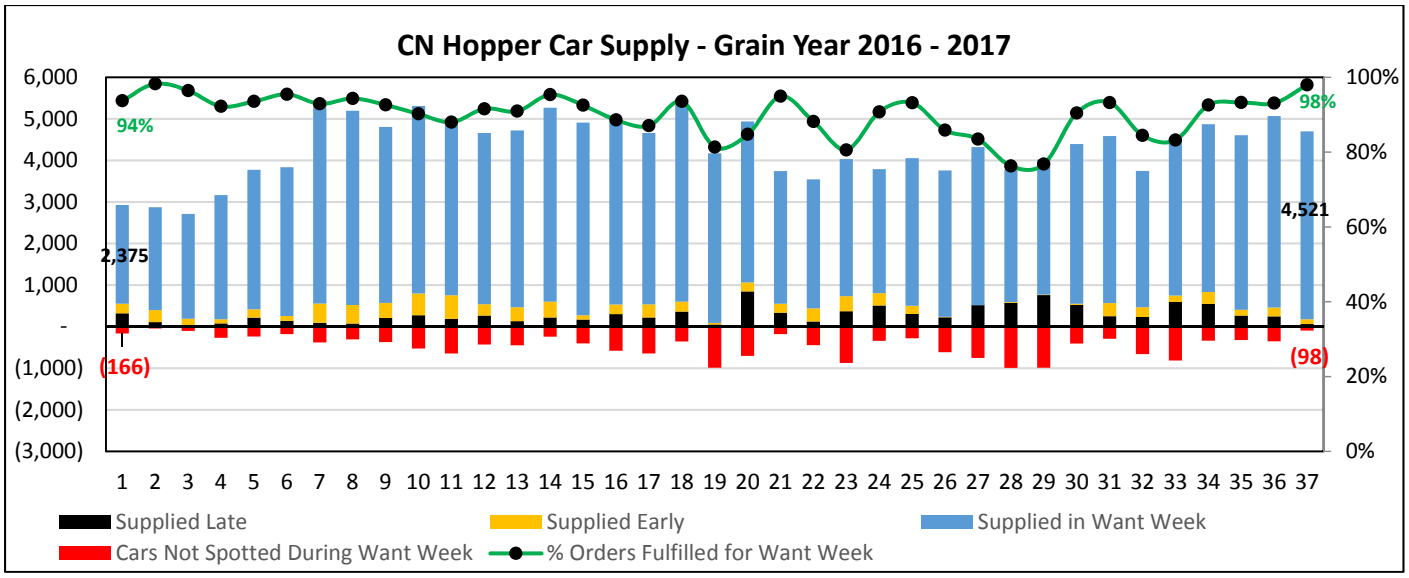


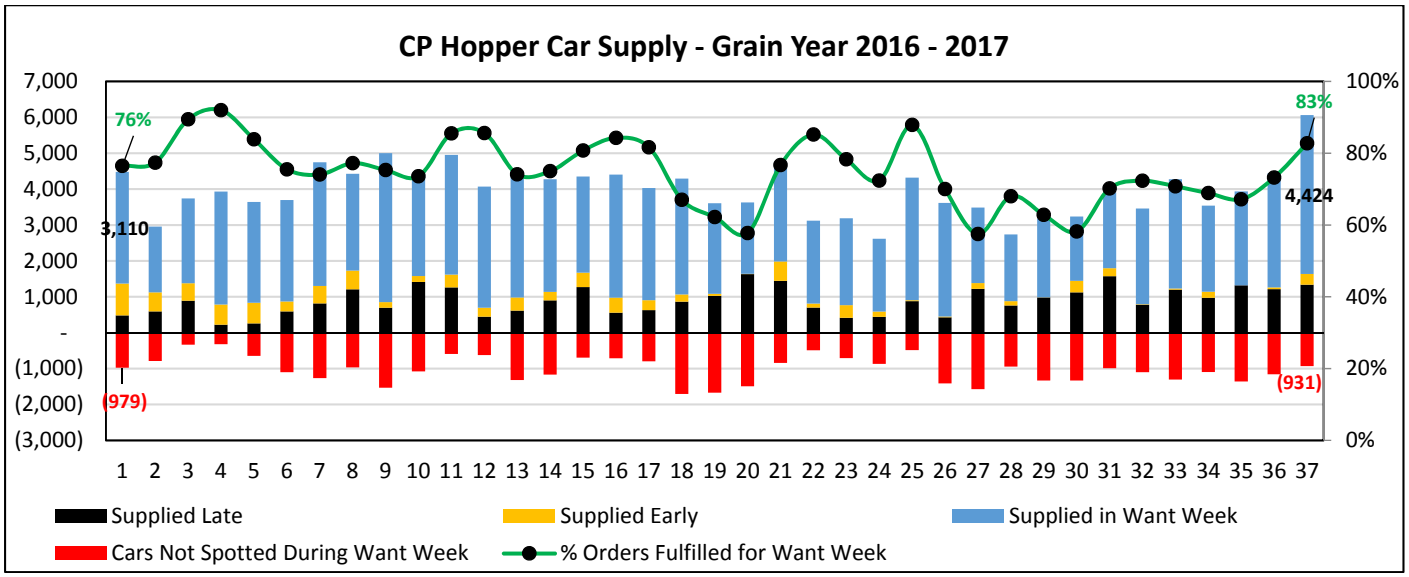
Loaded Dwell Time (Hours) at Origin (All Traffic)

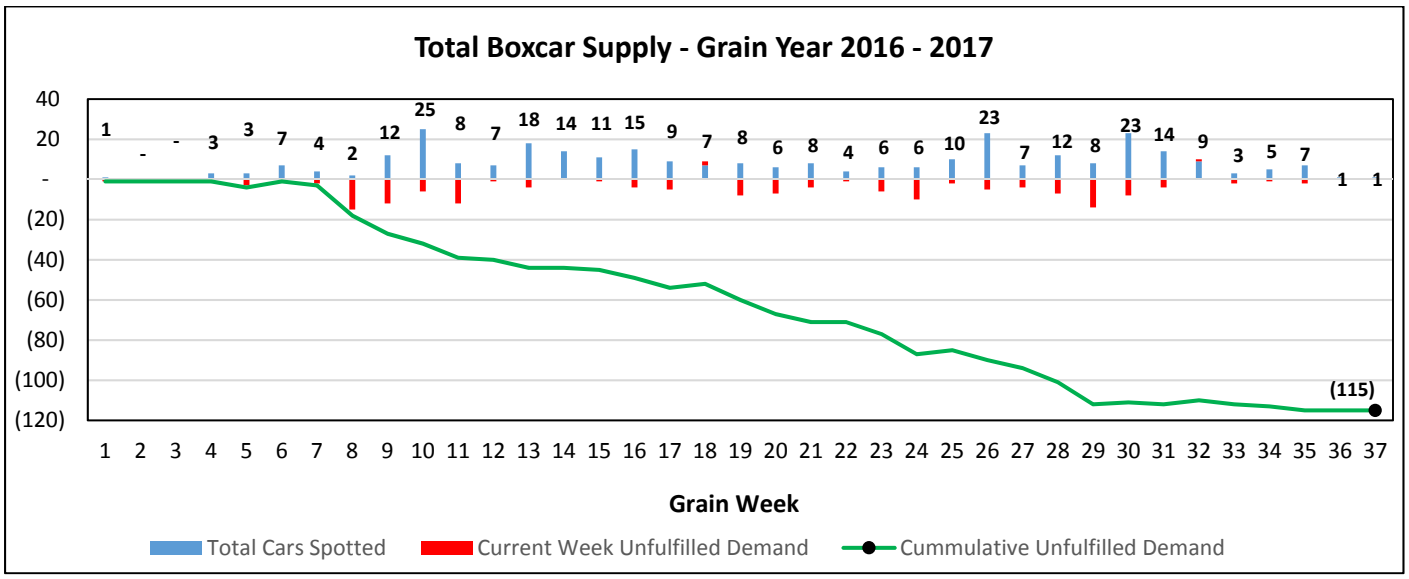
	Week 37		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	16	15	25	21
CP	42	65	60	63

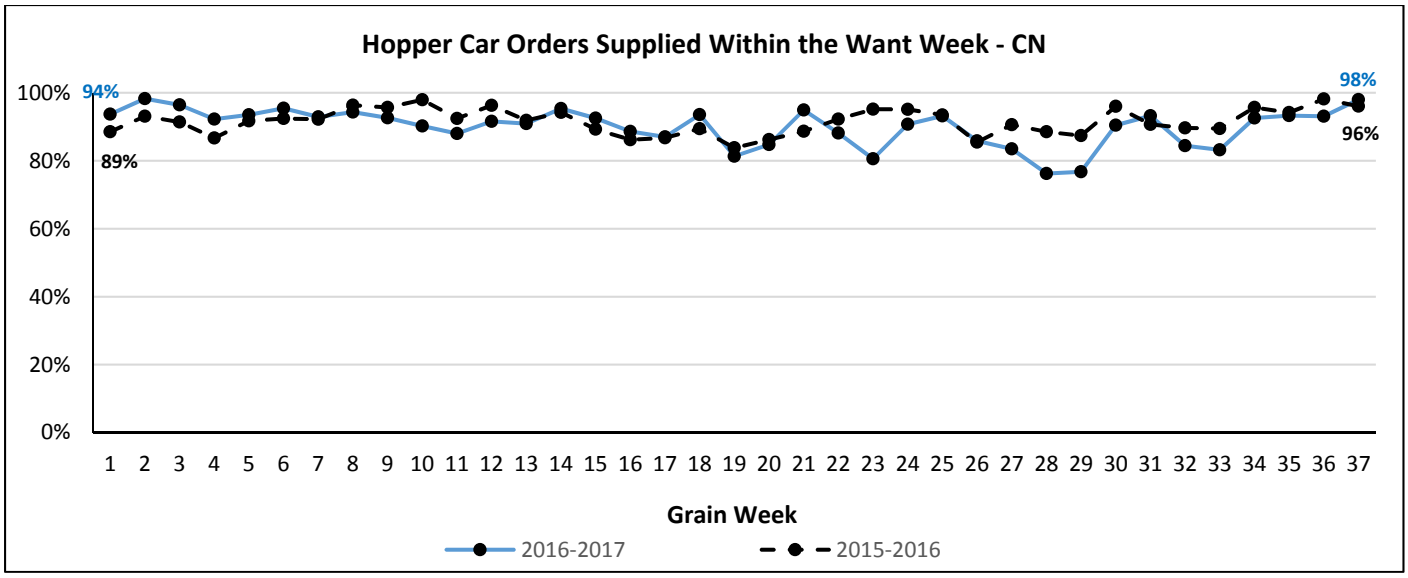
Dwell Time (Hours) at Destination (All Traffic)

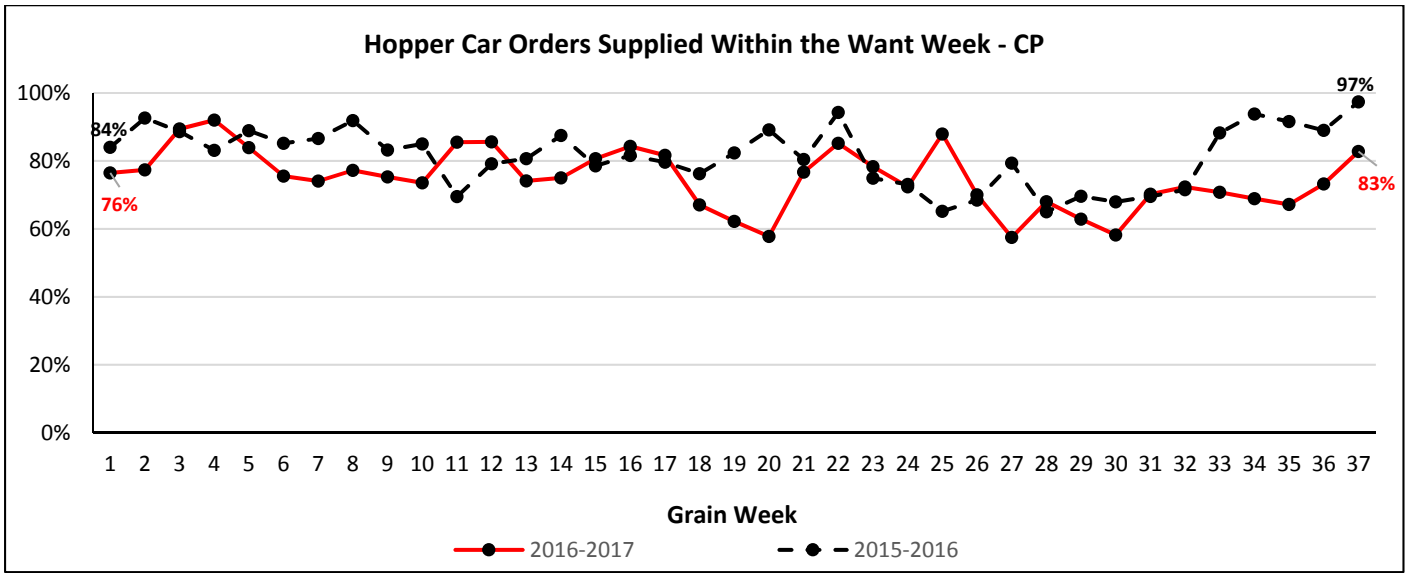
		Week 37		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	20	17	20	25
	CP	15	7	11	11
Thunder Bay	CN	38	75	53	73
	CP	32	44	38	43

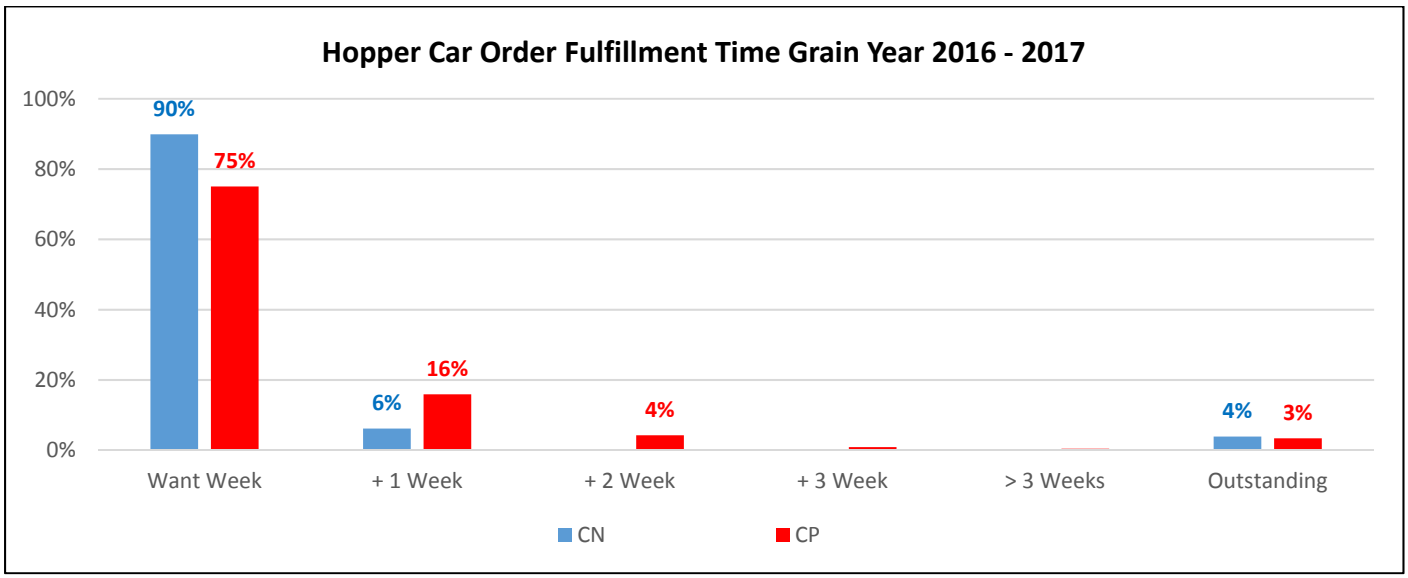

CN Hopper Car Supply - Grain Year 2016 - 2017
94%
98%
2,375
4,521
(166)
(98)
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

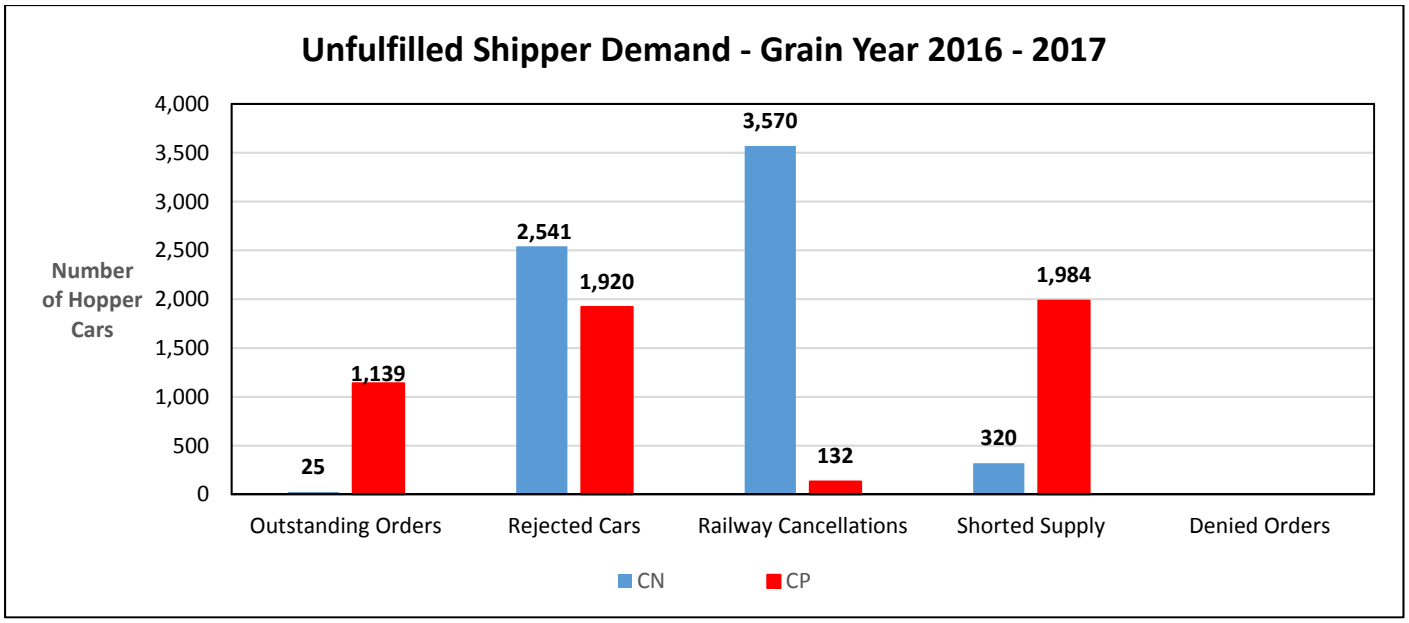

CP Hopper Car Supply - Grain Year 2016 - 2017
76%
83%
3,110
4,424
(979)
(931)
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week


Total Boxcar Supply - Grain Year 2016 - 2017
(115)
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%
98%
96%
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 36 37
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
84%
76%
97%
83%
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 36 37
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
90%
75%
6%
16%
4%
4%
3%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



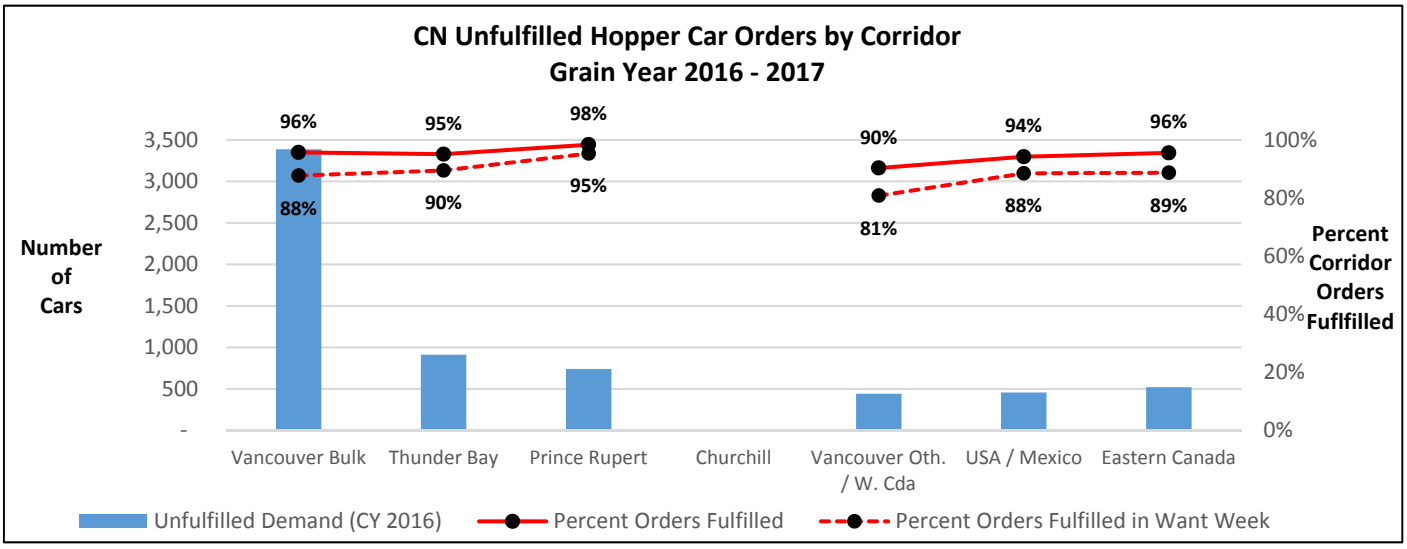
Corridor Performance

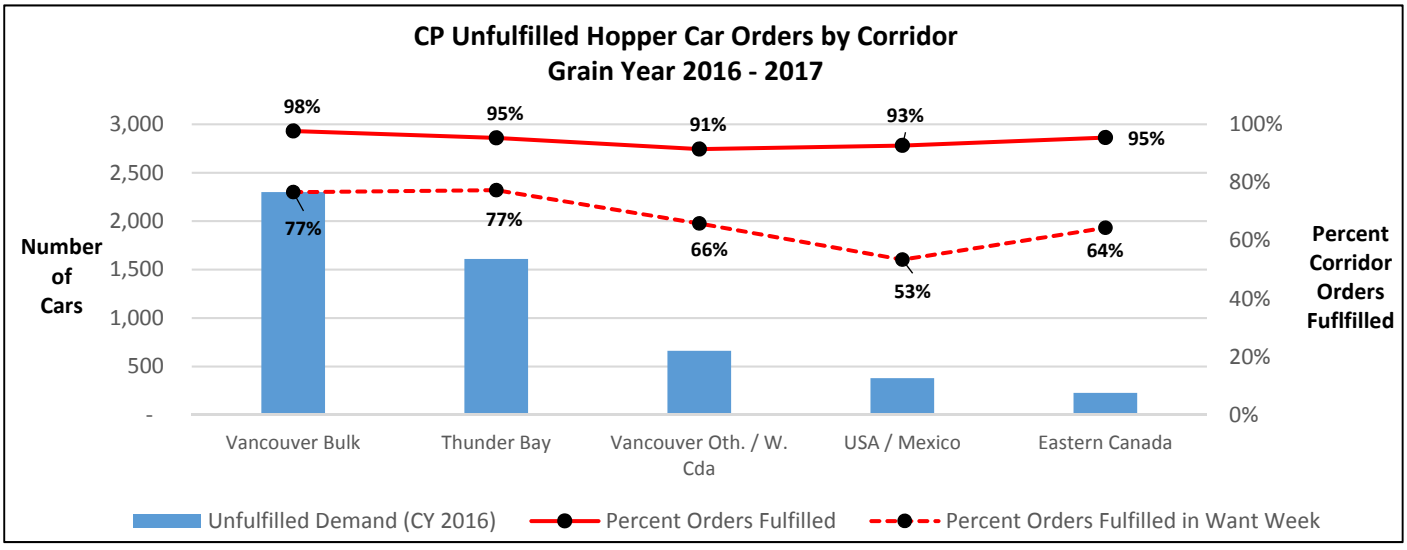
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 37

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	78,554	75,168	(3,386)	96%
	Thunder Bay	18,546	17,635	(911)	95%
	Prince Rupert	45,220	44,480	(740)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	4,564	4,122	(442)	90%
	USA / Mexico	7,875	7,418	(457)	94%
	Eastern Canada	11,635	11,115	(520)	96%
CN Total		**166,394**	**159,938**	**(6,456)**	96%
CP	Vancouver Bulk	99,341	97,041	(2,300)	98%
	Thunder Bay	34,207	32,598	(1,609)	95%
	Vancouver Other / W. Canada	7,728	7,067	(661)	91%
	USA / Mexico	5,164	4,786	(378)	93%
	Eastern Canada	4,953	4,726	(227)	95%
CP Total		**151,393**	**146,218**	**(5,175)**	97%

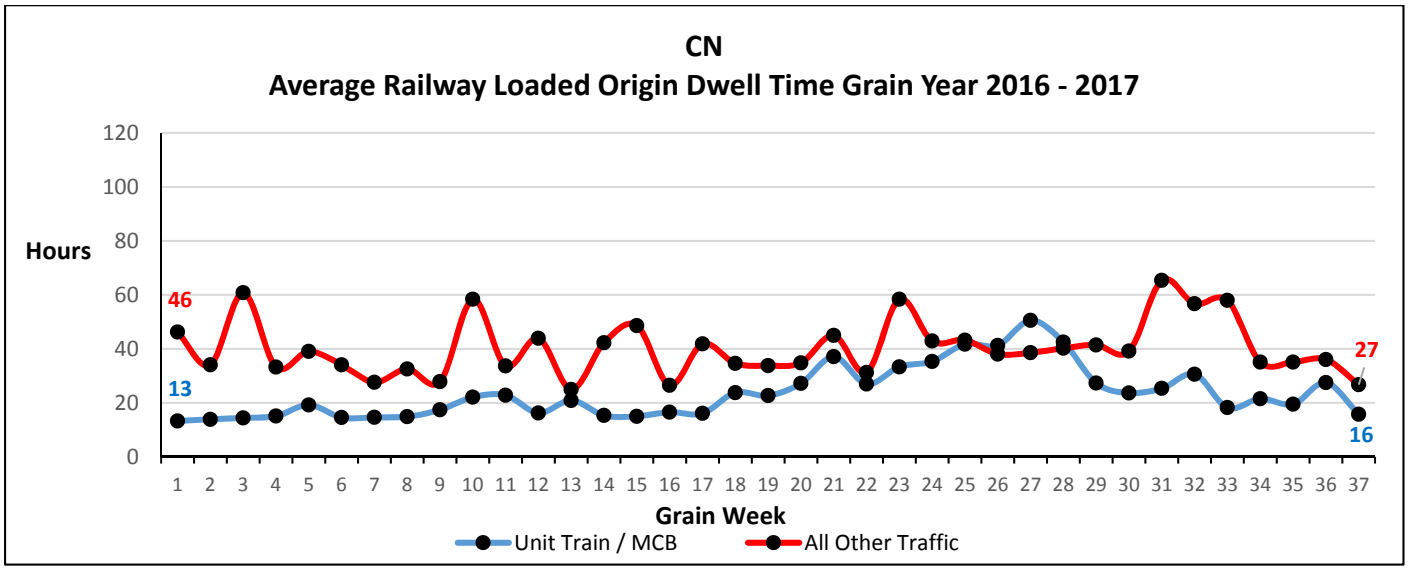
Hopper Cars Supplied in the Want Week by Corridor – To Week 37

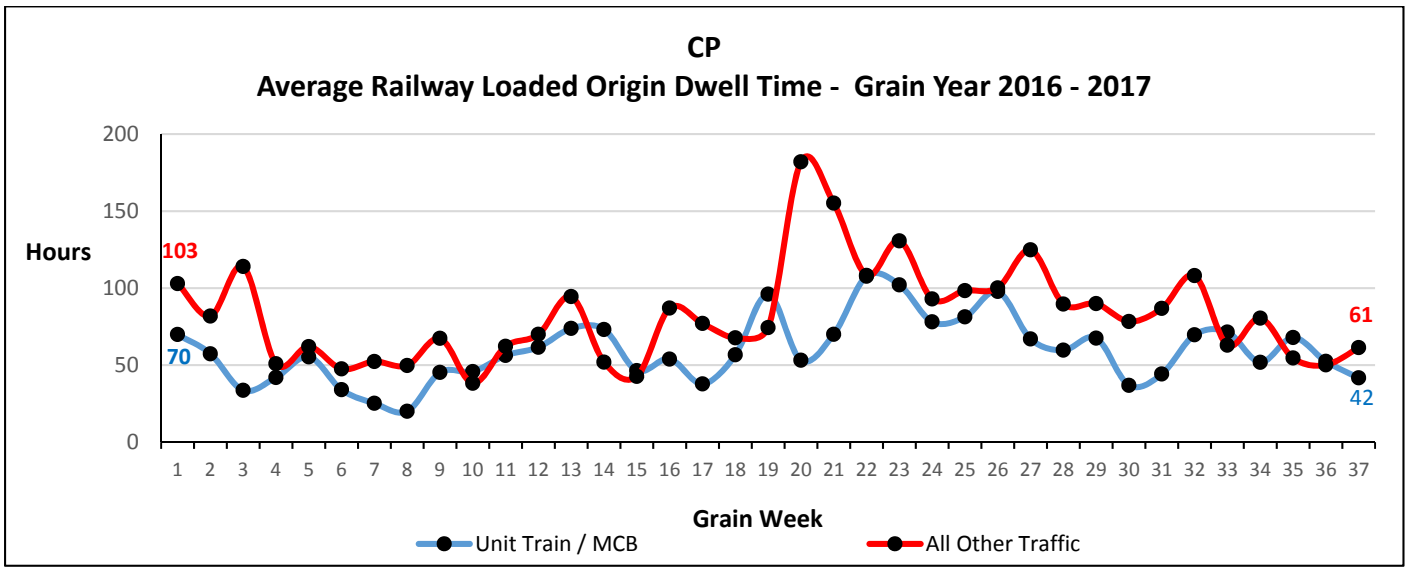
		Week 37			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,312	2,282	99%	78,554	68,896	88%
	Thunder Bay	597	589	99%	18,546	16,599	90%
	Prince Rupert	1,457	1,446	99%	45,220	43,103	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	95	96	101%	4,564	3,688	81%
	USA / Mexico	88	87	99%	7,875	6,966	88%
	Eastern Canada	282	233	83%	11,635	10,322	89%
CN Total		**4,831**	**4,733**	**98%**	**166,394**	**149,574**	**90%**
CP	Vancouver Bulk	2,940	2,676	91%	99,341	76,135	77%
	Thunder Bay	1,653	1,319	80%	34,207	26,455	77%
	Vancouver Other / W. Canada	423	163	39%	7,728	5,088	66%
	USA / Mexico	275	201	73%	5,164	2,759	53%
	Eastern Canada	113	114	101%	4,953	3,188	64%
CP Total		**5,404**	**4,473**	**83%**	**151,393**	**113,625**	**75%**

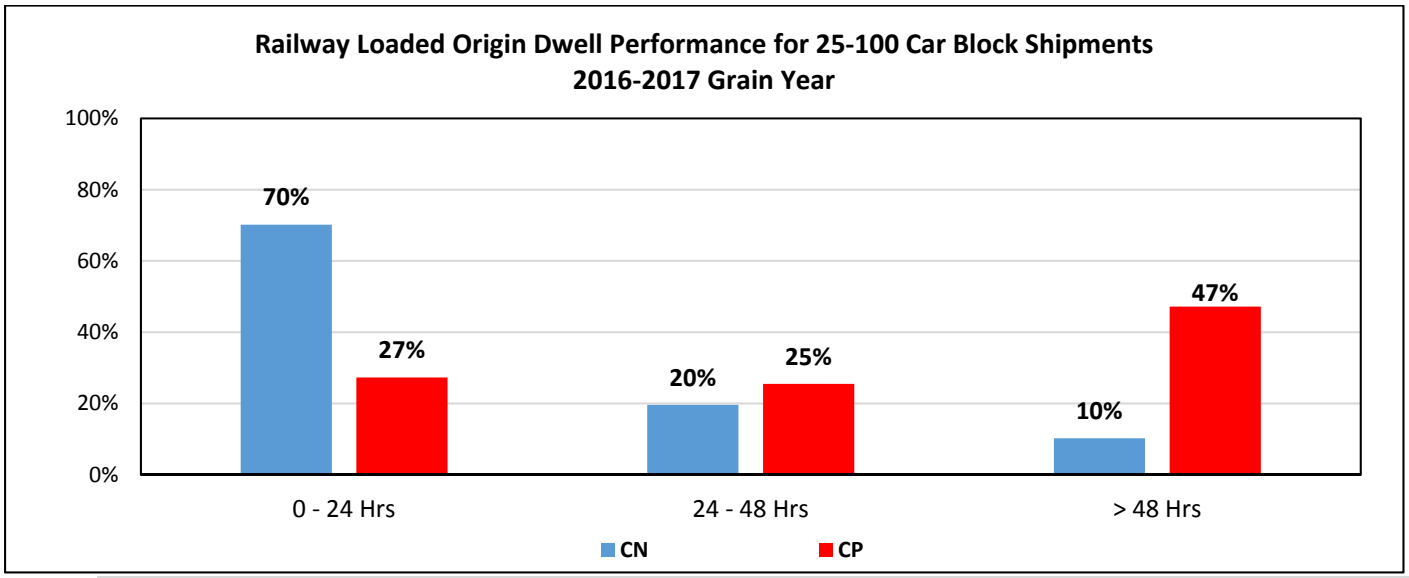


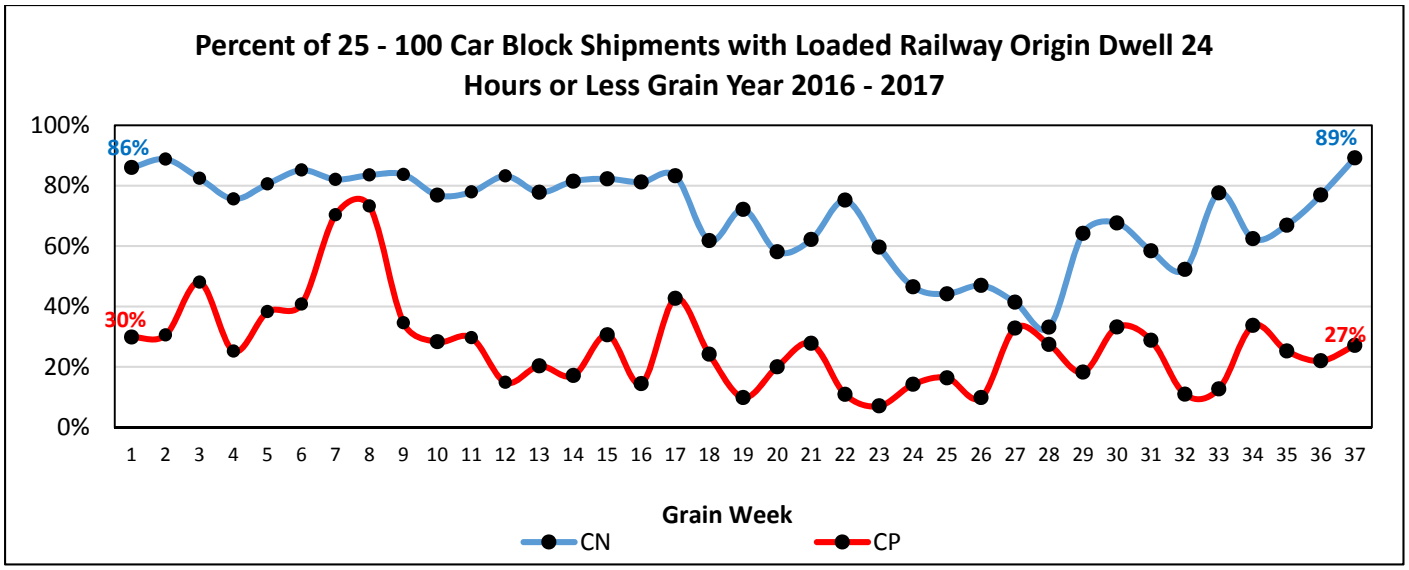


Origin Dwell Performance

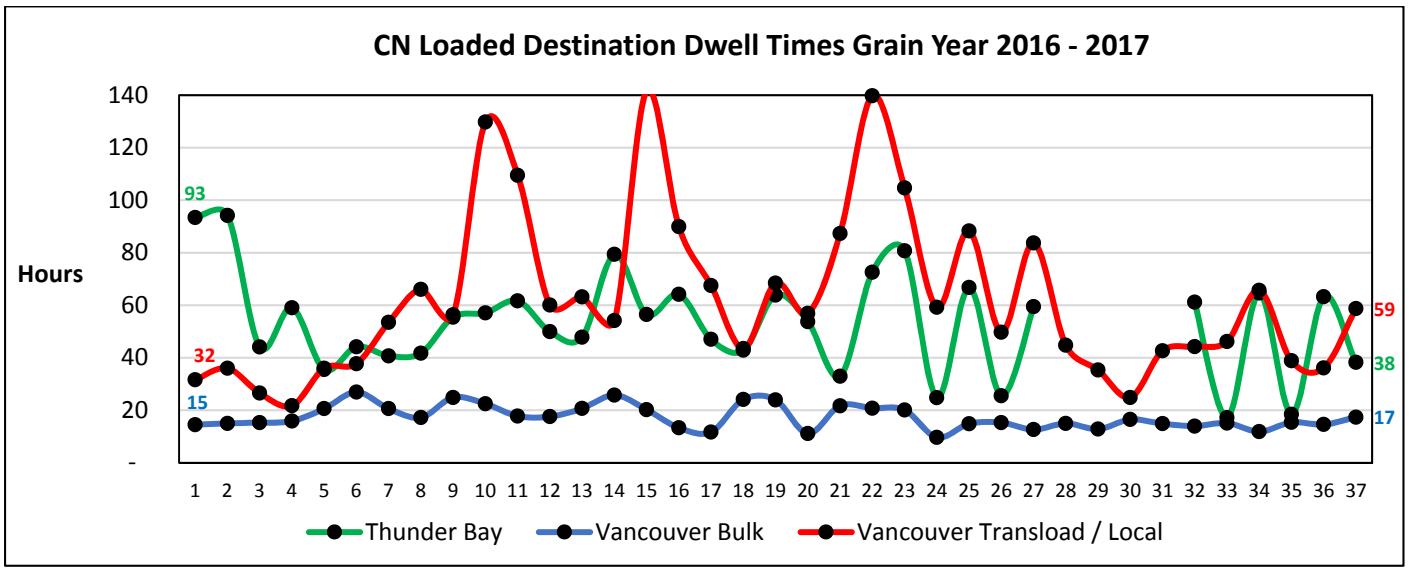


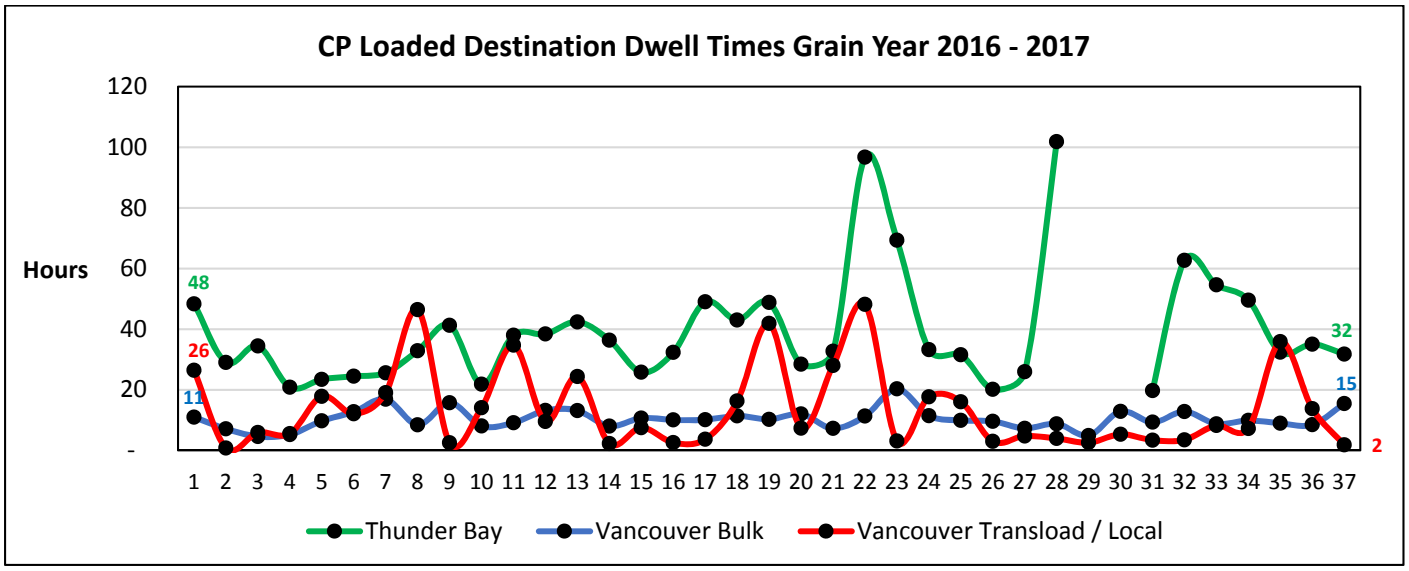




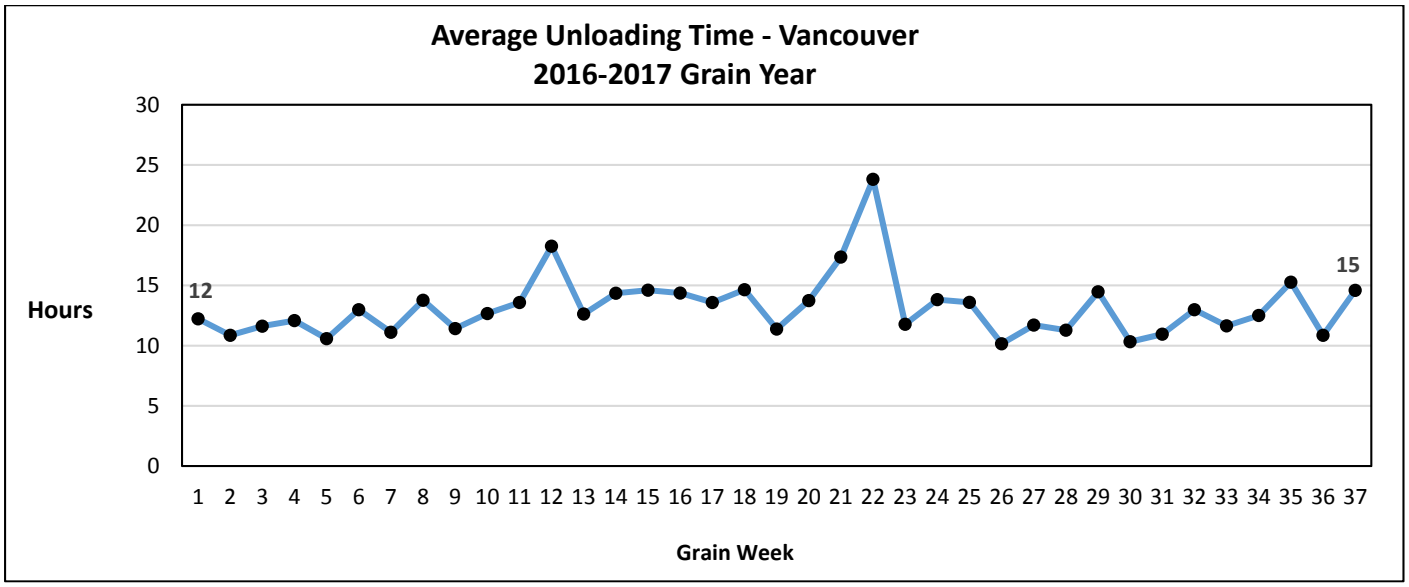


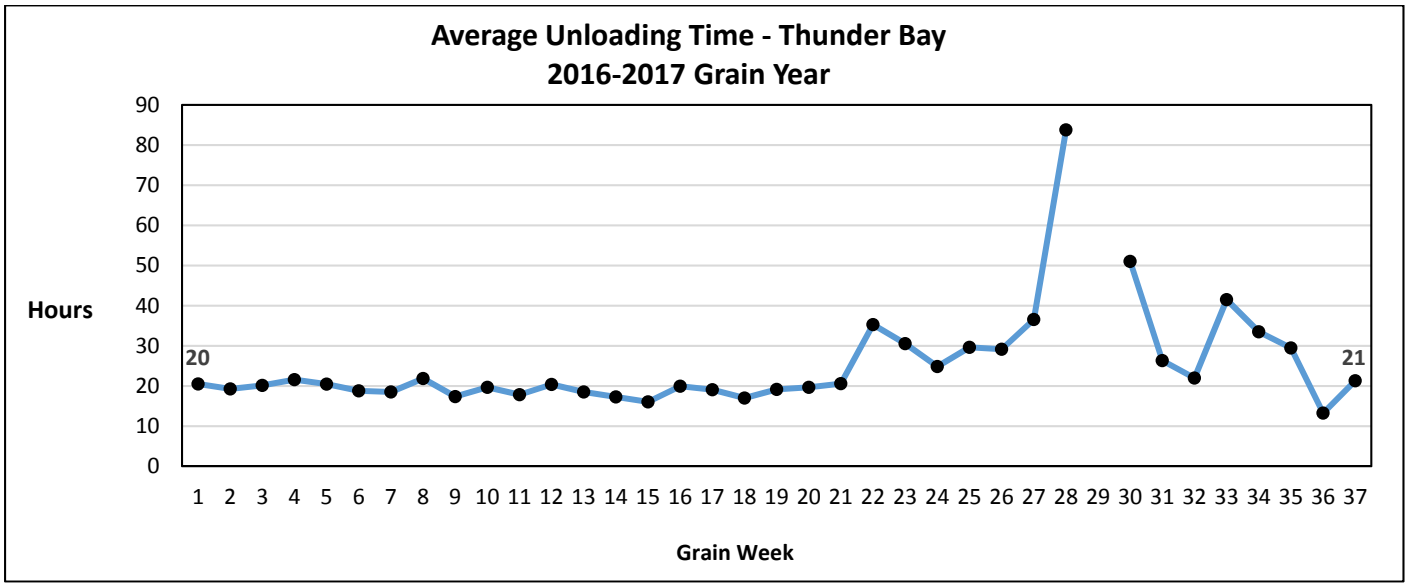
Destination Dwell Performance





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.