AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 39 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 39			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	3,785	3,298	487	174,386	4,471	164,250	4,212	10,136	260
CP	5,121	4,799	322	160,327	4,111	163,898	4,203	(3,571)	(92)
	8,906	**8,097**	**809**	**334,713**	**8,582**	**328,148**	**8,414**	**6,565**	**168**

Cars Shipped

Railway	Corridor	Week 39	YTD
CN	N.A. Domestic	191	19,775
	Thunder Bay	374	18,409
	Prince Rupert	878	46,993
	Vancouver	2,528	82,893
Total		**3,971**	**168,070**
CP	N.A. Domestic	255	10,300
	Thunder Bay	977	35,324
	Vancouver	3,585	111,099
Total		**4,817**	**156,723**

Empty Hopper Cars Supplied – Week 39 (All Want Weeks)

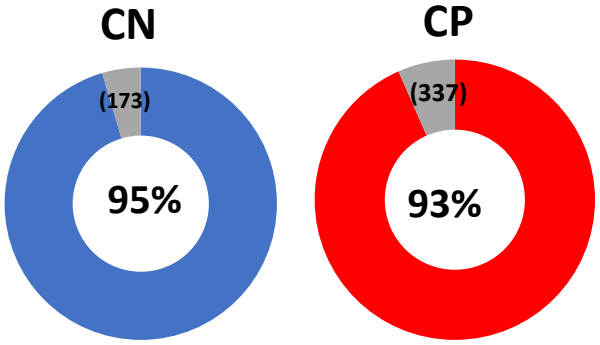
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,303	3,215	106	106	360	304	3,769	3,625
CP	3,571	3,486	475	127	943	781	4,989	4,394
	6,874	**6,701**	**581**	**233**	**1,303**	**1,085**	**8,758**	**8,019**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	4%	3%	3%	3%	3%
25	2%	1%	1%	4%	2%	3%
50	17%	12%	14%	13%	11%	12%
100	78%	83%	81%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,785	5,121	8,906
Current Week Order Fulfillment			
Supplied in Current Week	3,303	3,571	6,874
Supplied Early	309	1,213	1,522
Total Cars Supplied for Want Week	**3,612**	**4,784**	**8,396**
Current Week Unfulfilled Demand	(173)	(337)	(510)
% Current Week Orders Supplied	95%	93%	94%

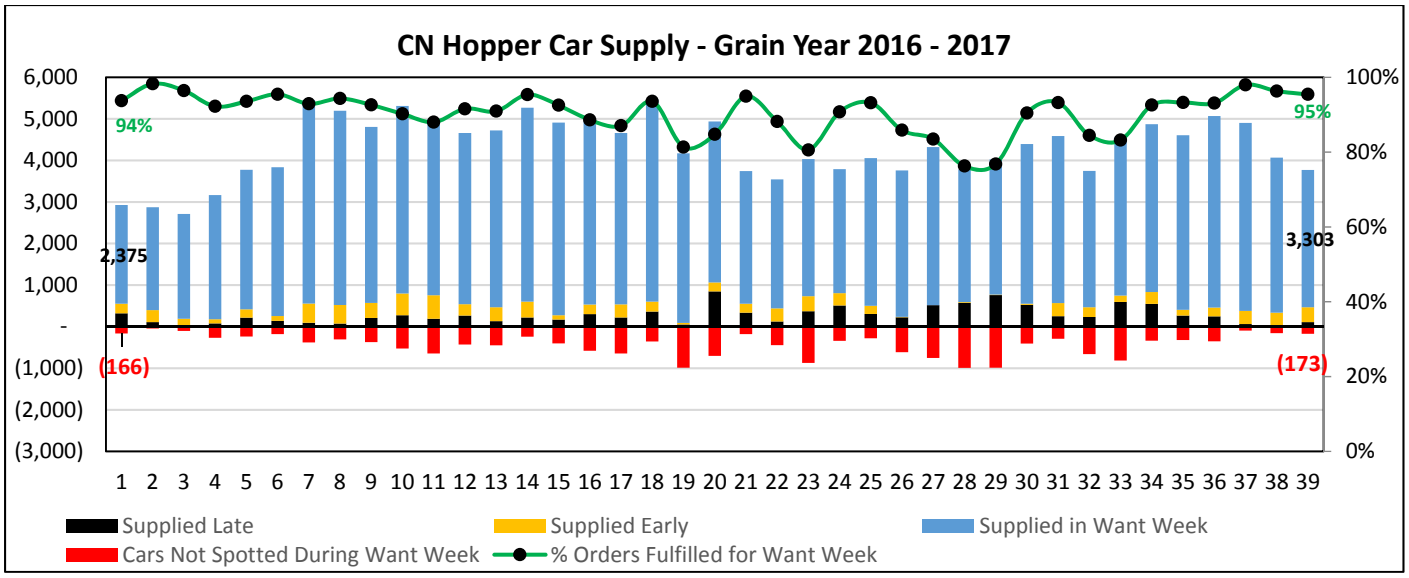


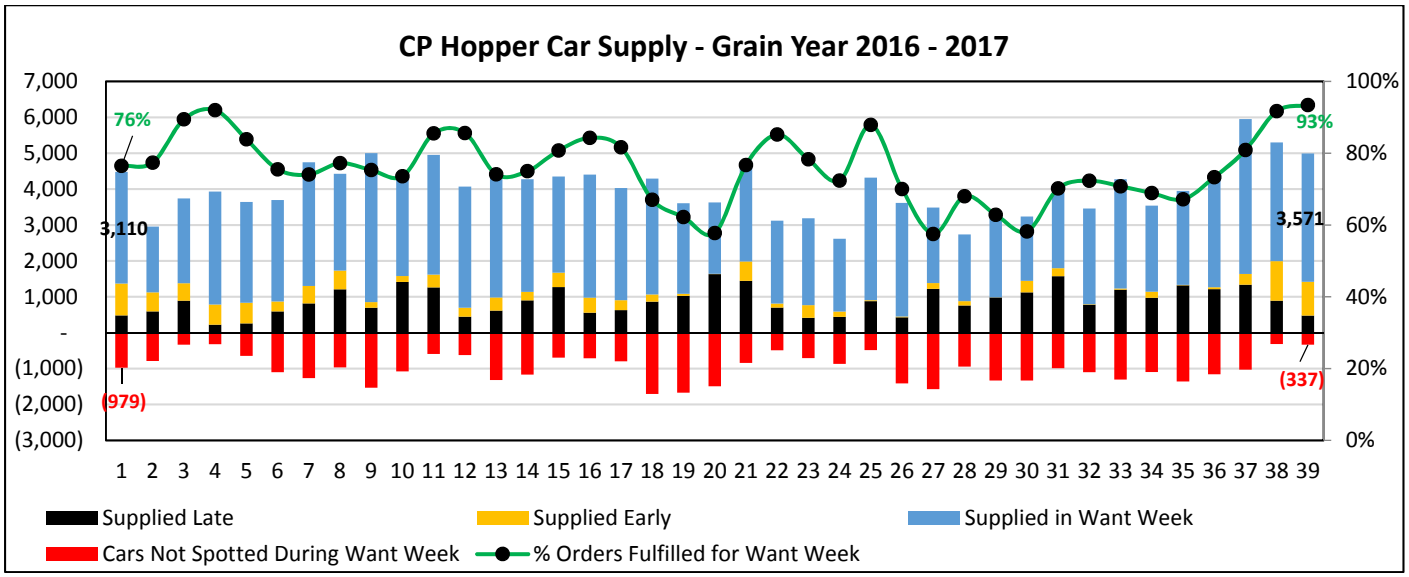
Loaded Dwell Time (Hours) at Origin (All Traffic)

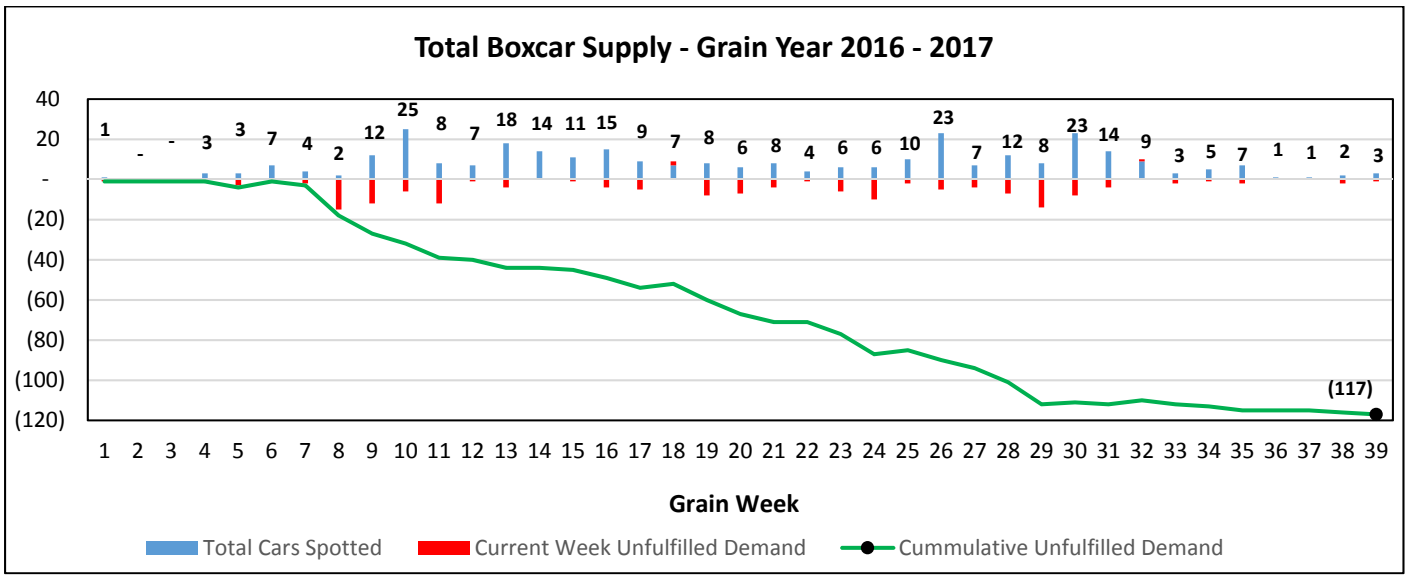
	Week 39		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	19	17	25	20
CP	46	49	60	63

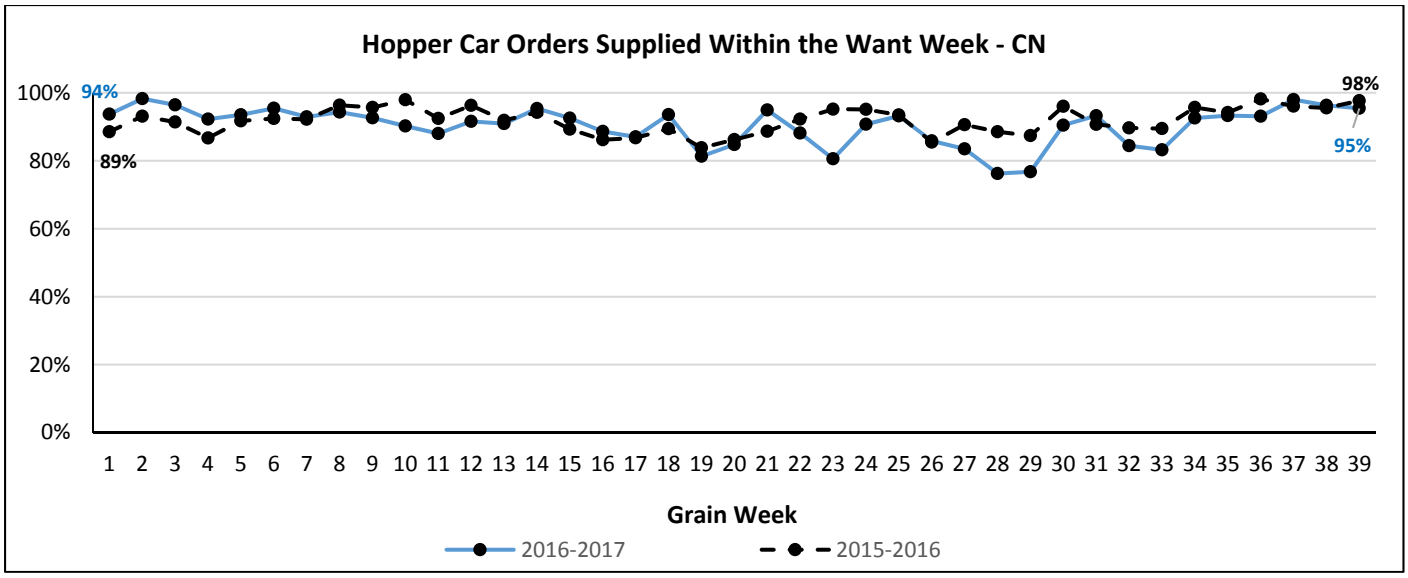
Dwell Time (Hours) at Destination (All Traffic)

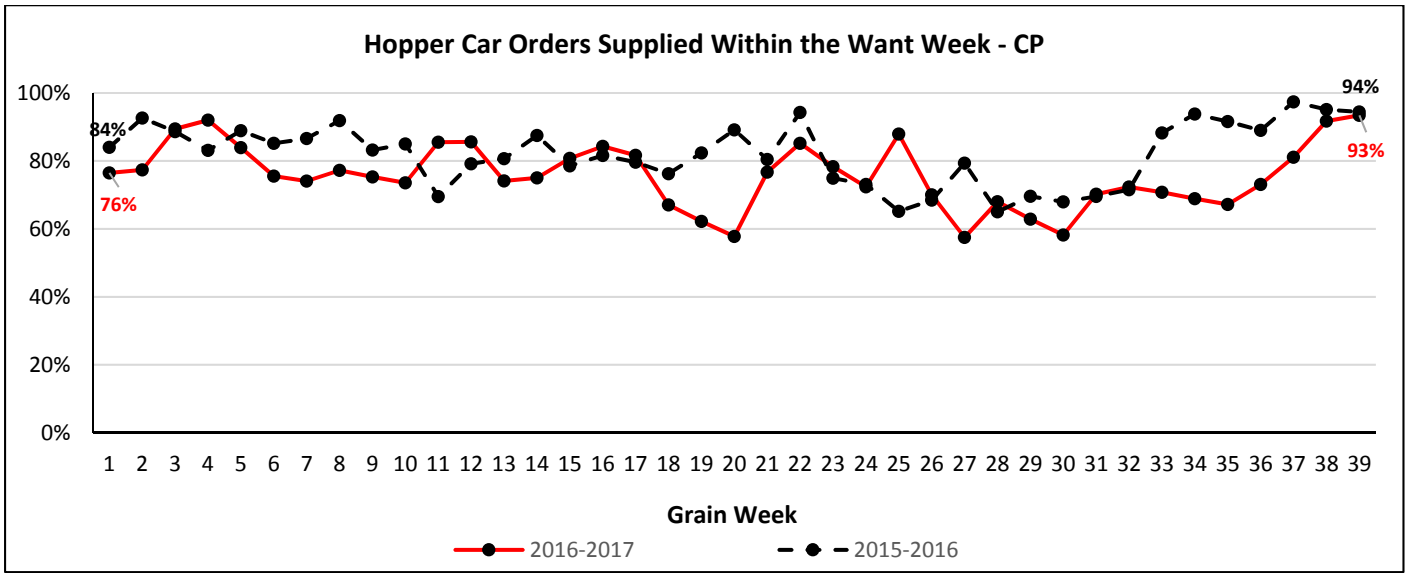
		Week 39		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	23	20	25
	CP	16	6	11	11
Thunder Bay	CN	50	46	53	73
	CP	55	45	39	43

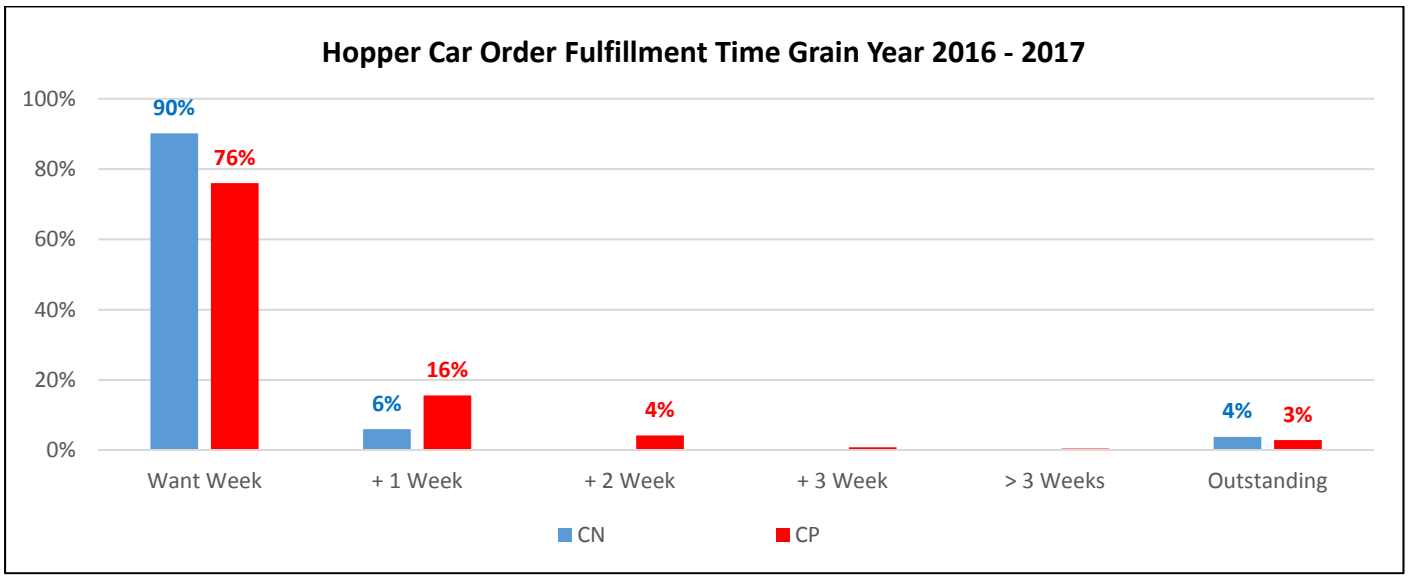

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94%
95%
2,375
3,303
(166)
(173)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

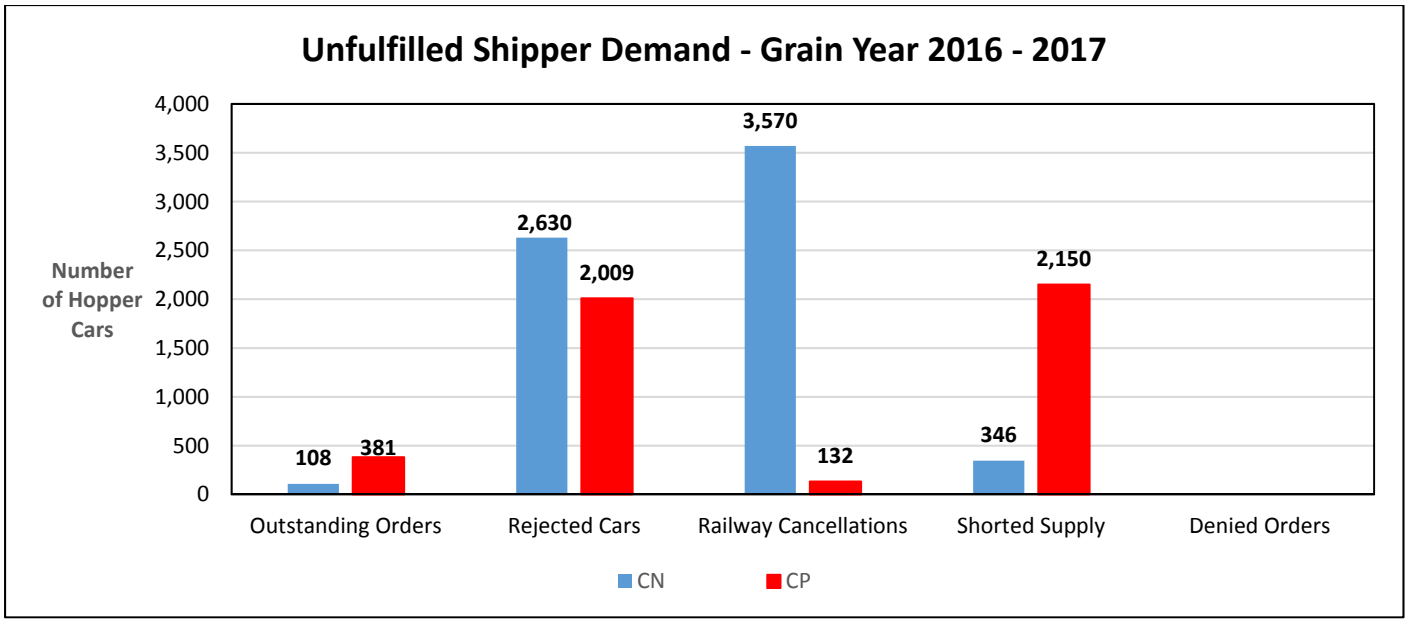

CP Hopper Car Supply - Grain Year 2016 - 2017
7,000
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76%
93%
3,110
3,571
(979)
(337)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39
Supplied Late
Supplied 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 1 1 2 3
(117)
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 38 39
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%
95%
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 38 39
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
84%
76%
94%
93%
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 38 39
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
90%
76%
6%
16%
4%
4%
3%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



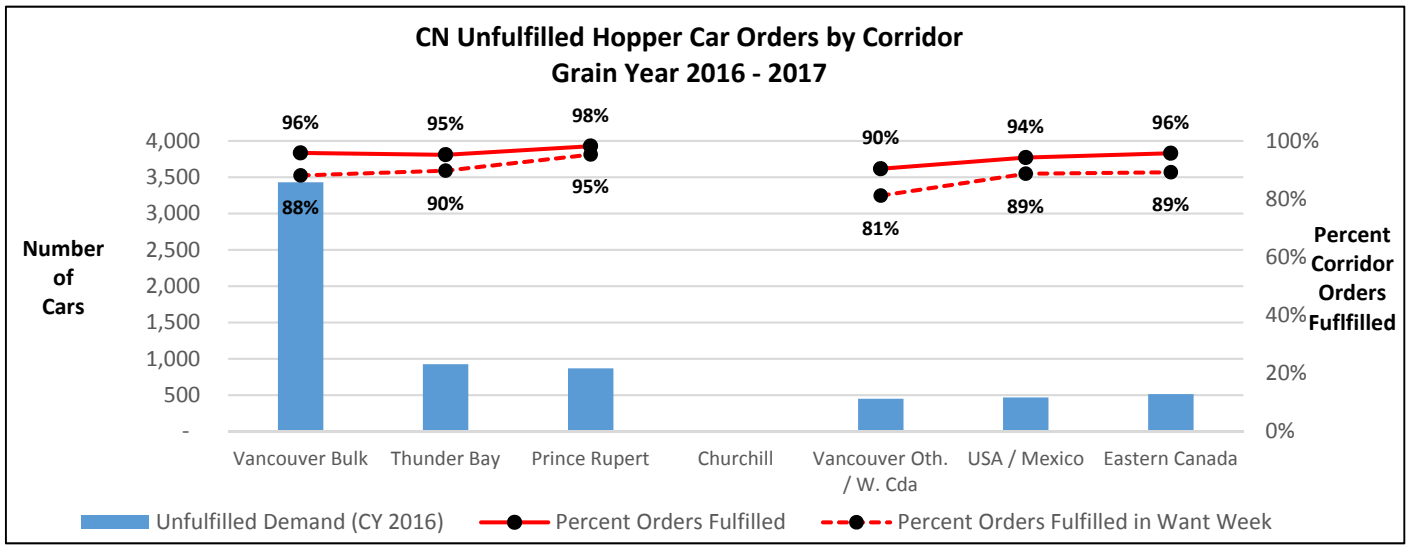
Corridor Performance

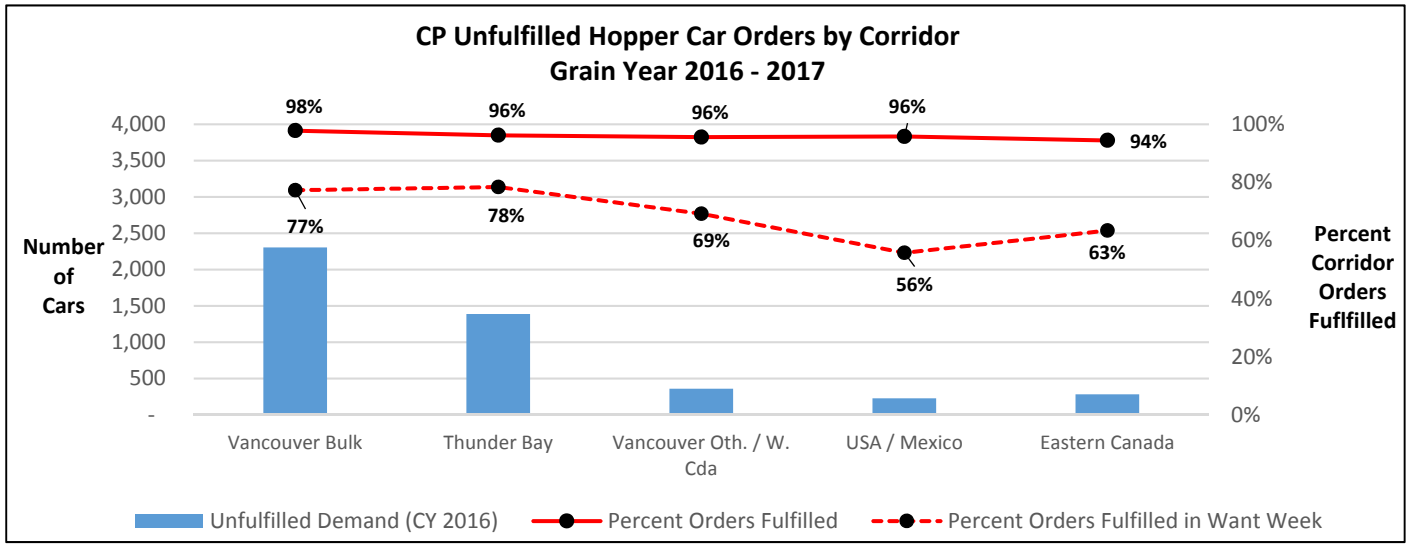
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 39

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	82,542	79,112	(3,430)	96%
	Thunder Bay	19,334	18,409	(925)	95%
	Prince Rupert	47,595	46,728	(867)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	4,691	4,241	(450)	90%
	USA / Mexico	8,148	7,680	(468)	94%
	Eastern Canada	12,076	11,562	(514)	96%
CN Total		**174,386**	**167,732**	**(6,654)**	96%
CP	Vancouver Bulk	104,981	102,676	(2,305)	98%
	Thunder Bay	36,687	35,300	(1,387)	96%
	Vancouver Other / W. Canada	8,128	7,769	(359)	96%
	USA / Mexico	5,438	5,210	(228)	96%
	Eastern Canada	5,093	4,811	(282)	94%
CP Total		**160,327**	**155,766**	**(4,561)**	97%

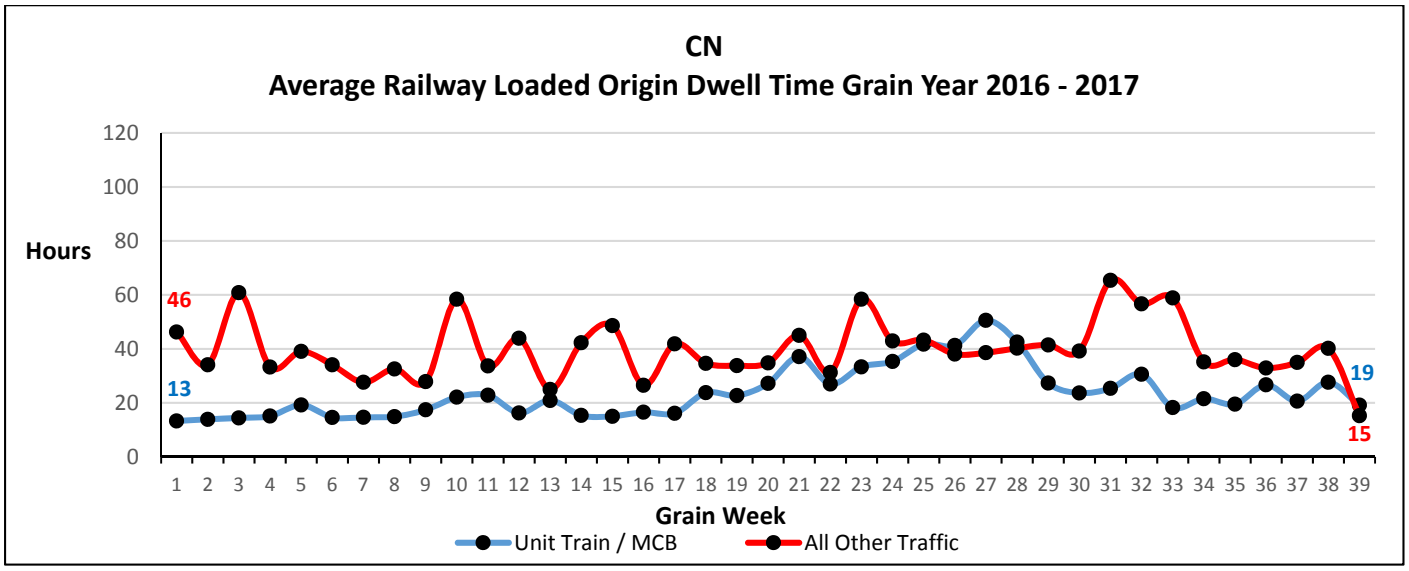
Hopper Cars Supplied in the Want Week by Corridor – To Week 39

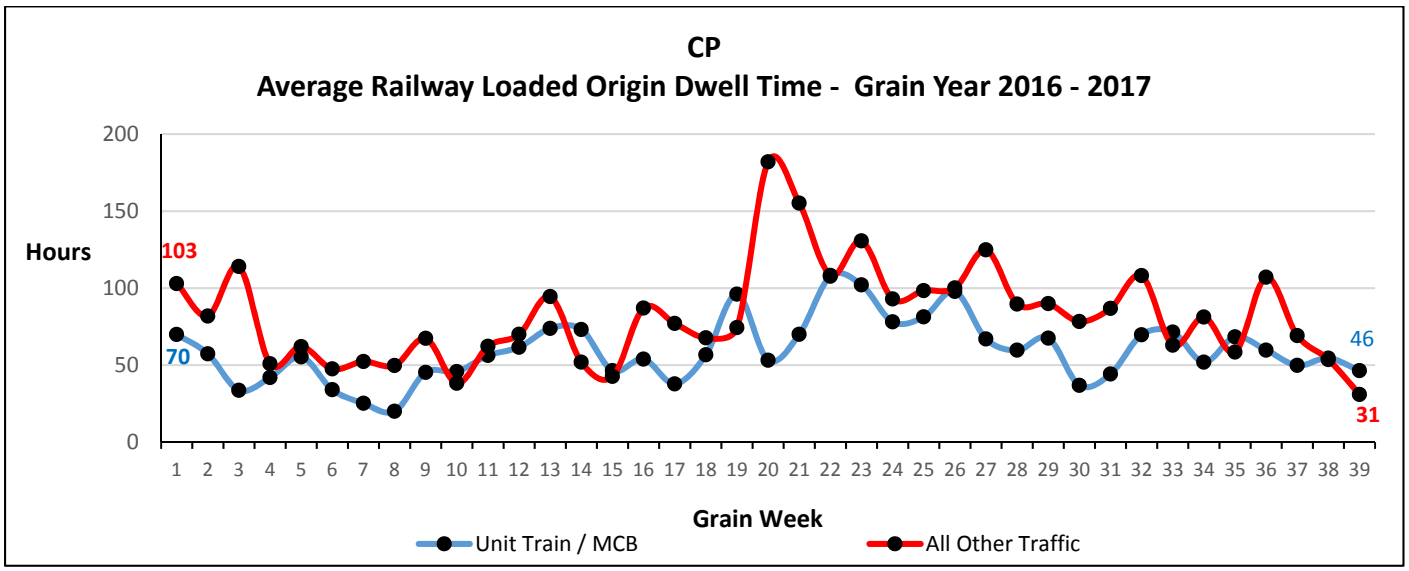
		Week 39			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,051	2,023	99%	82,542	72,734	88%
	Thunder Bay	440	429	98%	19,334	17,349	90%
	Prince Rupert	979	861	88%	47,595	45,351	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	67	67	100%	4,691	3,807	81%
	USA / Mexico	67	60	90%	8,148	7,227	89%
	Eastern Canada	181	172	95%	12,076	10,769	89%
CN Total		**3,785**	**3,612**	**95%**	**174,386**	**157,237**	**90%**
CP	Vancouver Bulk	3,394	3,261	96%	104,981	81,150	77%
	Thunder Bay	1,237	1,135	92%	36,687	28,770	78%
	Vancouver Other / W. Canada	322	273	85%	8,128	5,628	69%
	USA / Mexico	111	114	103%	5,438	3,033	56%
	Eastern Canada	57	1	2%	5,093	3,230	63%
CP Total		**5,121**	**4,784**	**93%**	**160,327**	**121,811**	**76%**

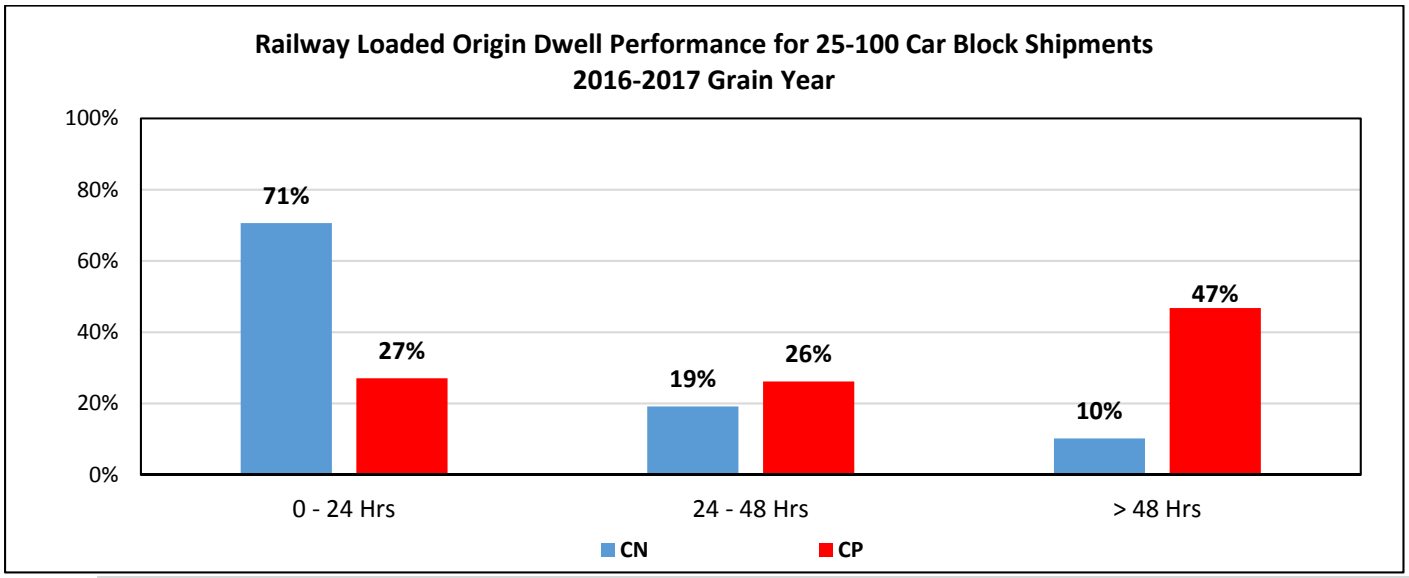


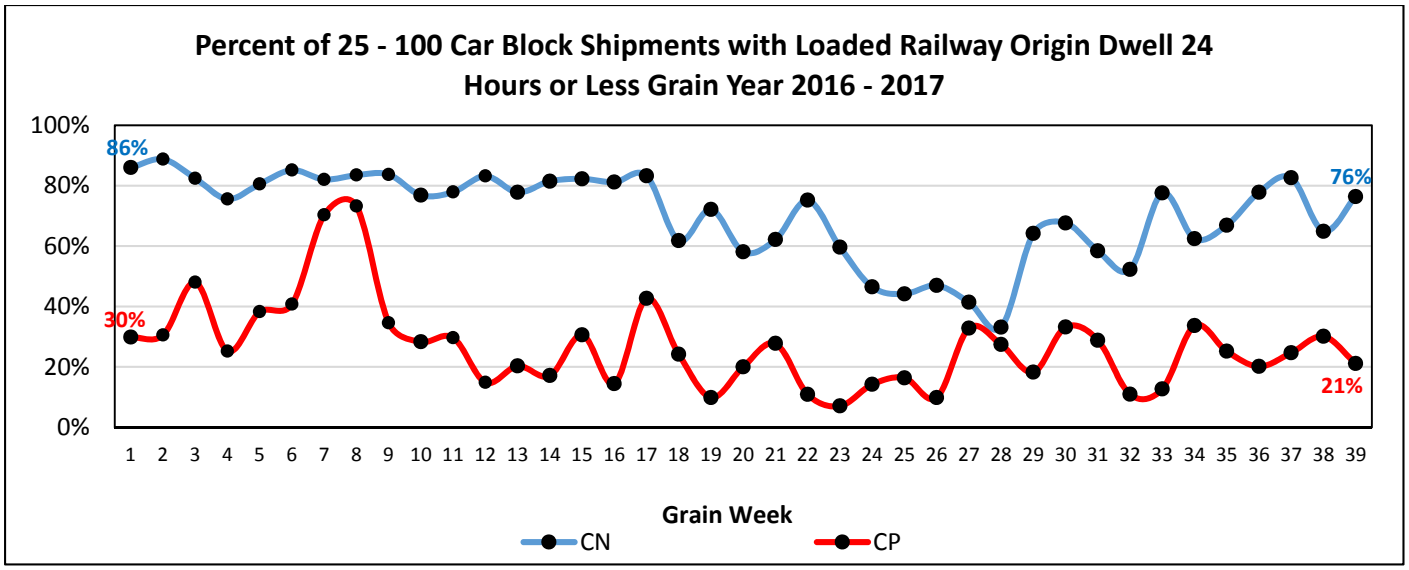


Origin Dwell Performance

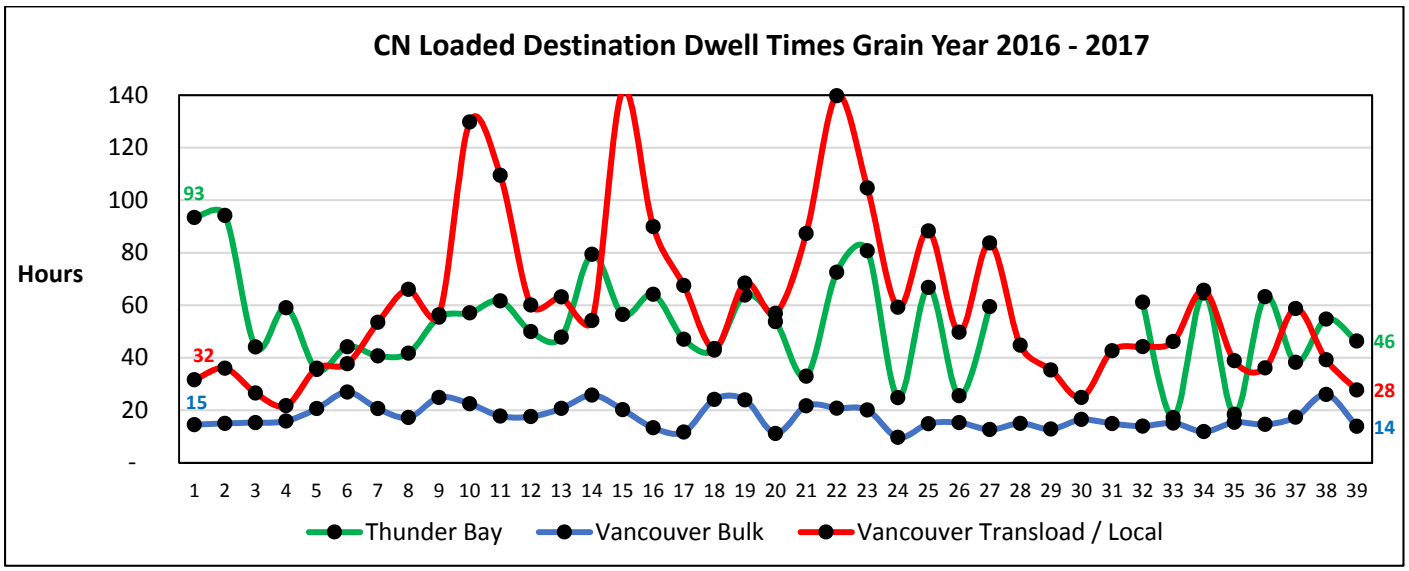


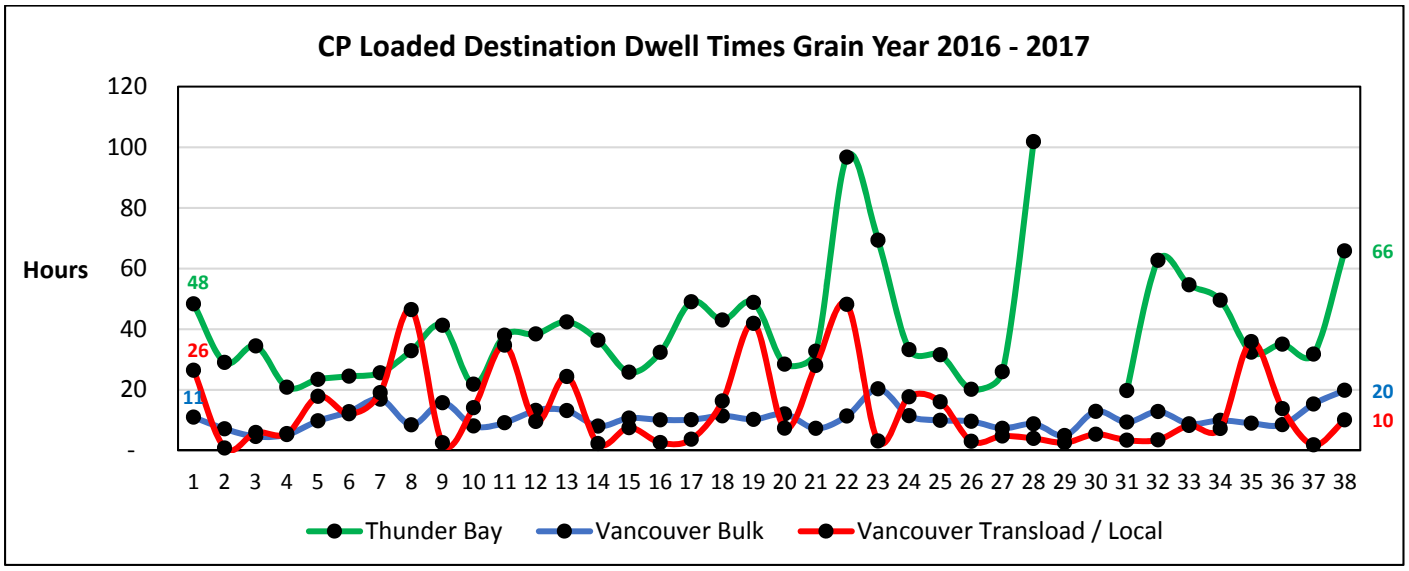




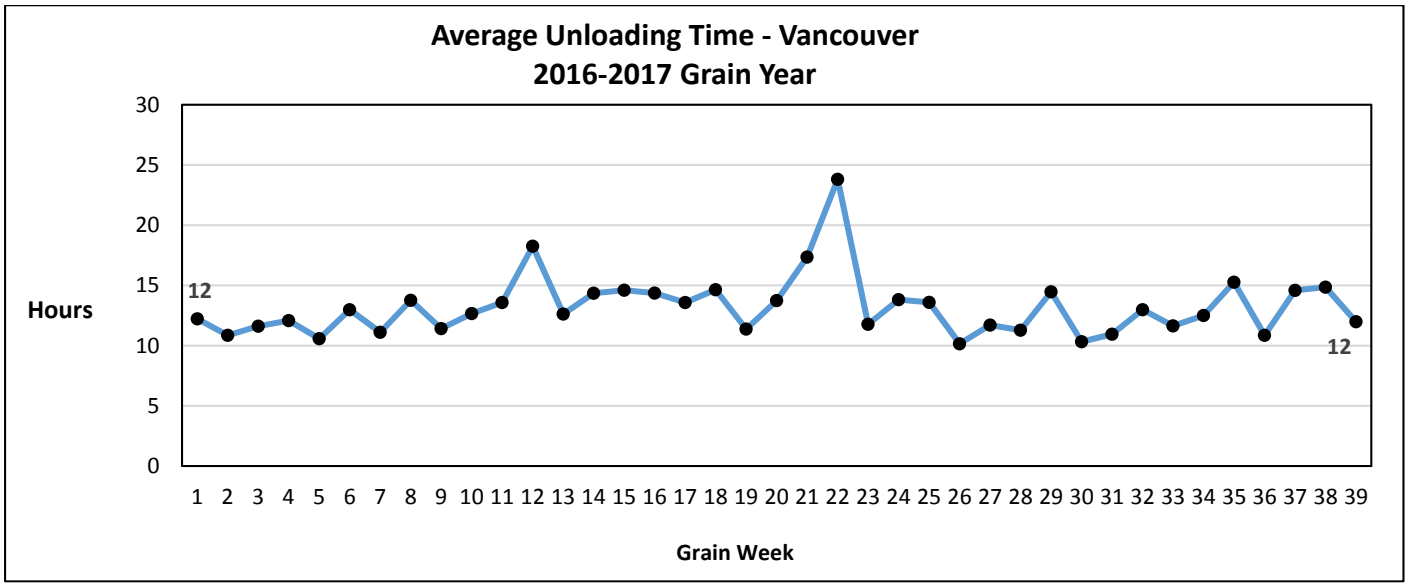


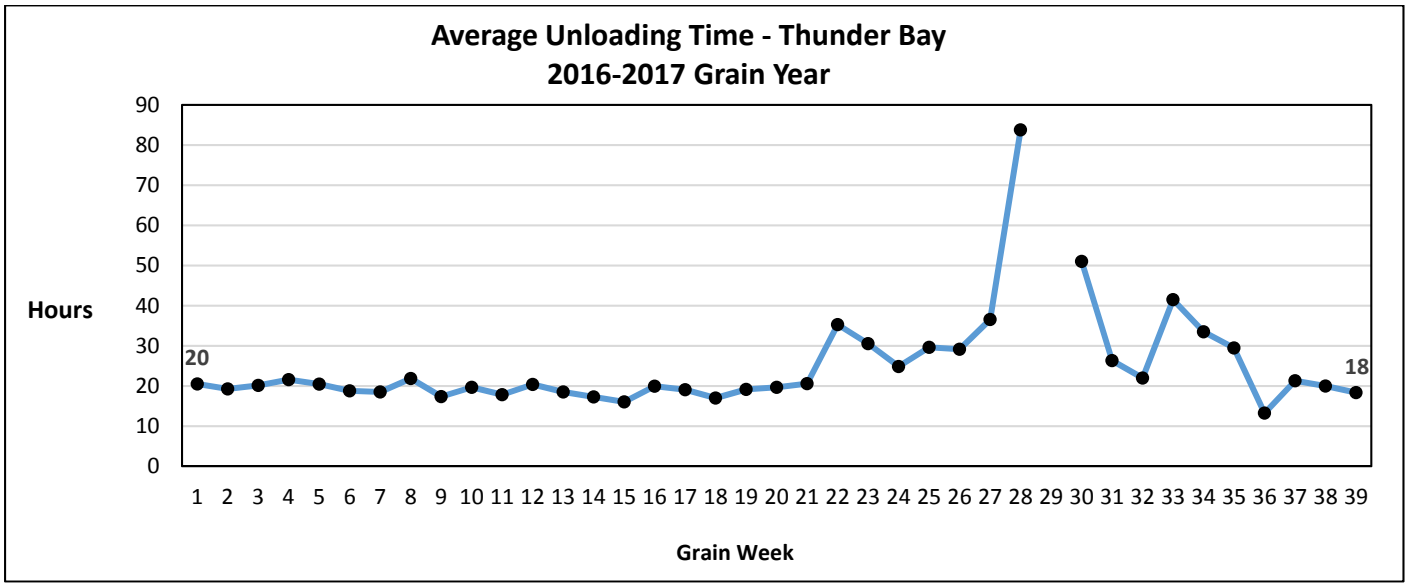
Destination Dwell Performance





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.