Performance Dashboard

Hopper Car Demand

	Week 9			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	5,054	4,989	65	35,293	3,921	37,221	4,136	(1,928)	(214)
CP	6,187	4,848	1,339	38,685	4,298	40,409	4,490	(1,724)	(192)
	11,241	**9,837**	**1,404**	**73,978**	**8,220**	**77,630**	**8,626**	**(3,652)**	**(406)**

Empty Hopper Cars Supplied – Week 9 (All Want Weeks)

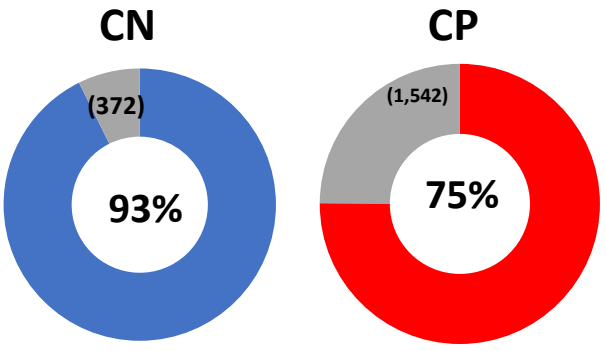
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,235	4,459	208	164	362	464	4,805	5,087
CP	4,118	3,613	690	274	156	60	4,964	3,947
	8,353	**8,072**	**898**	**438**	**518**	**524**	**9,769**	**9,034**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	4%	2%	5%	3%	4%
25	3%	3%	3%	2%	2%	2%
50	12%	9%	11%	14%	13%	14%
100	85%	84%	84%	79%	82%	80%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,054	6,187	11,241
Current Week Order Fulfillment			
Supplied in Current Week	4,235	4,118	8,353
Supplied Early	447	527	974
Total Cars Supplied for Want Week	**4,682**	**4,645**	**9,327**
Current Week Unfulfilled Demand	(372)	(1,542)	(1,914)
% Current Week Orders Supplied	93%	75%	83%

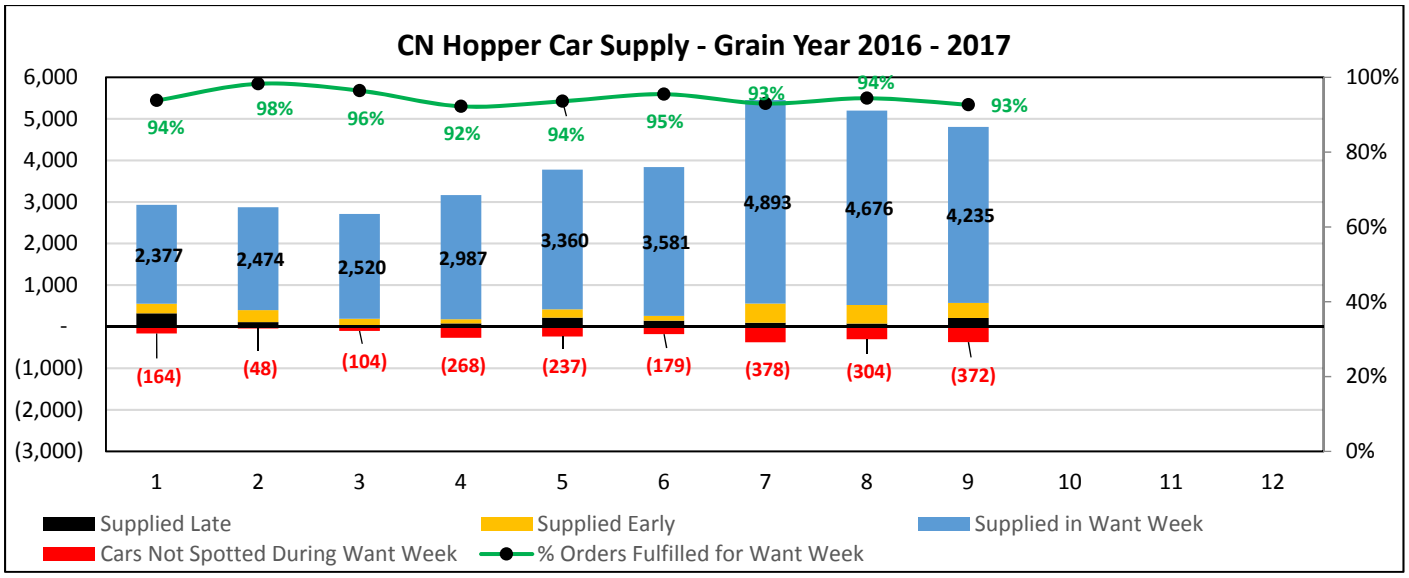


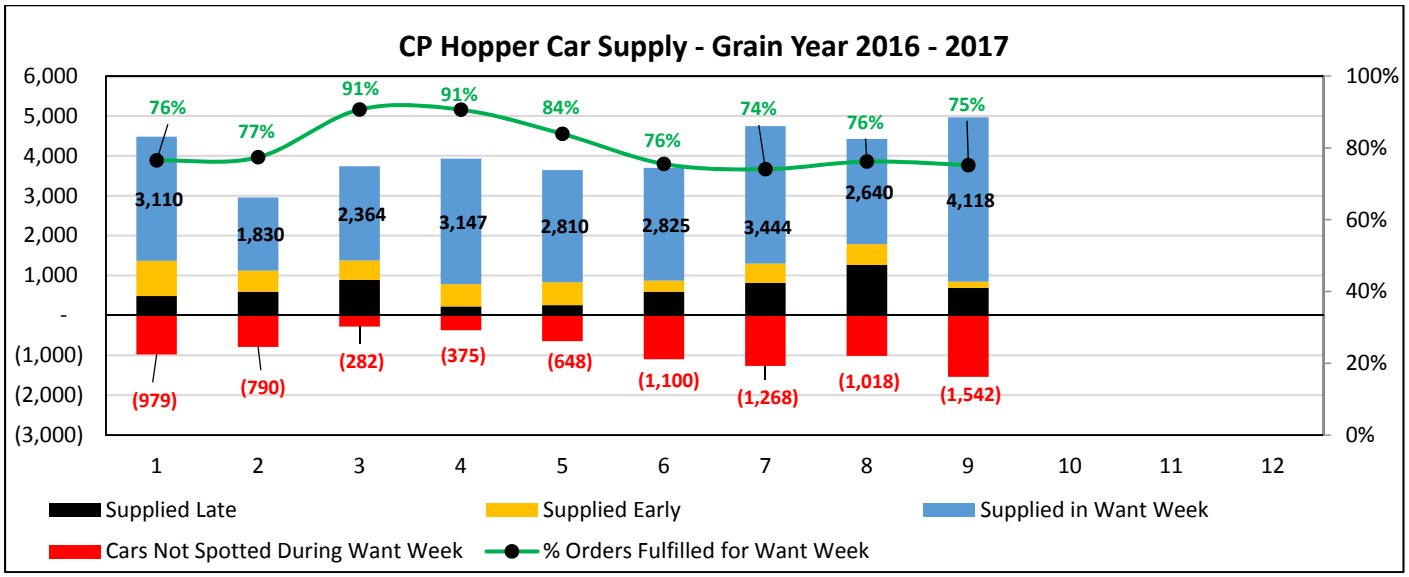
Loaded Dwell Time (Hours) at Origin (All Traffic)

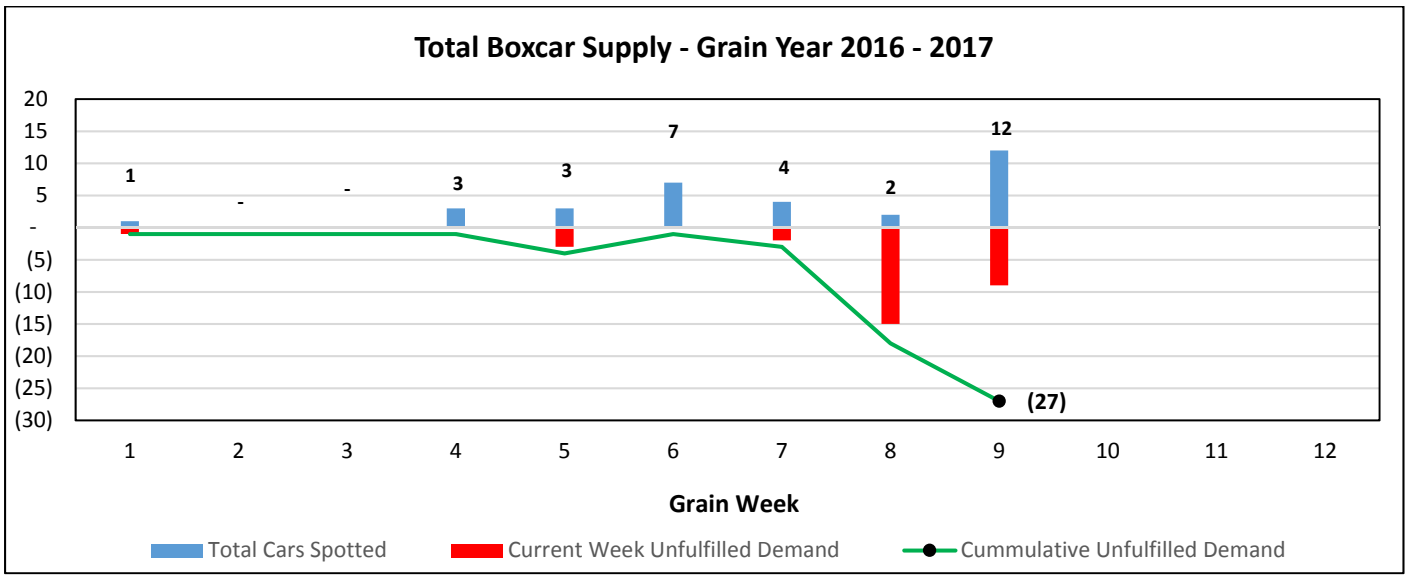
	Week 9		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	18	16	17	25
CP	46	87	44	52

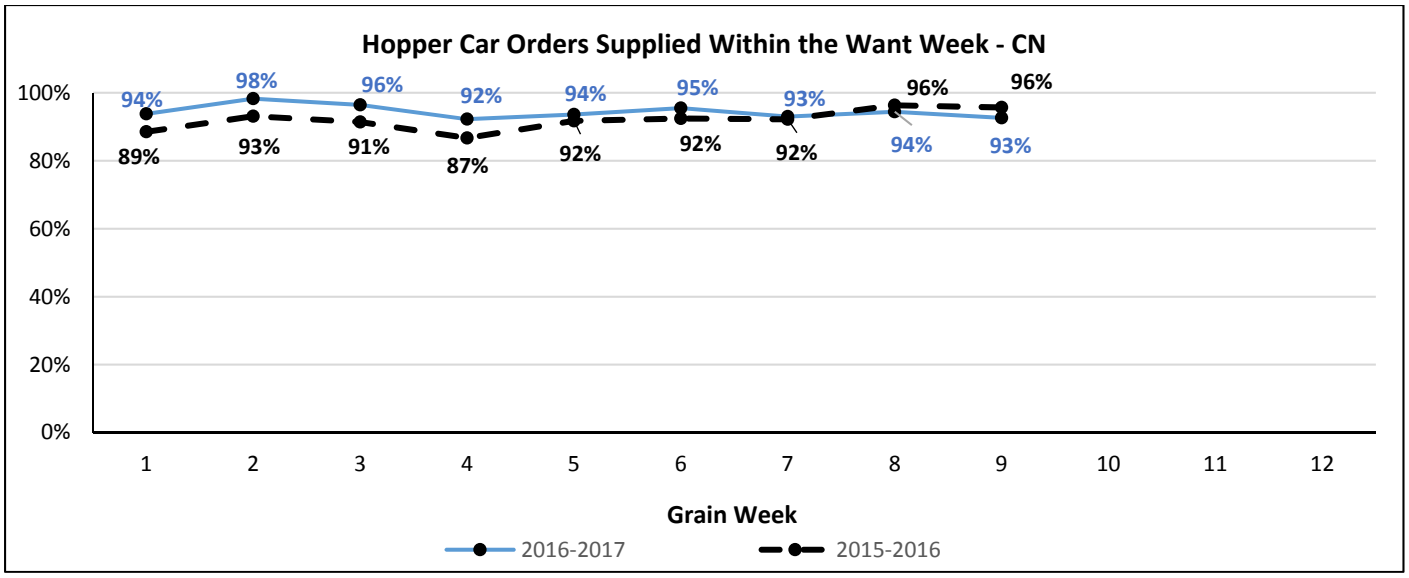
Dwell Time (Hours) at Destination (All Traffic)

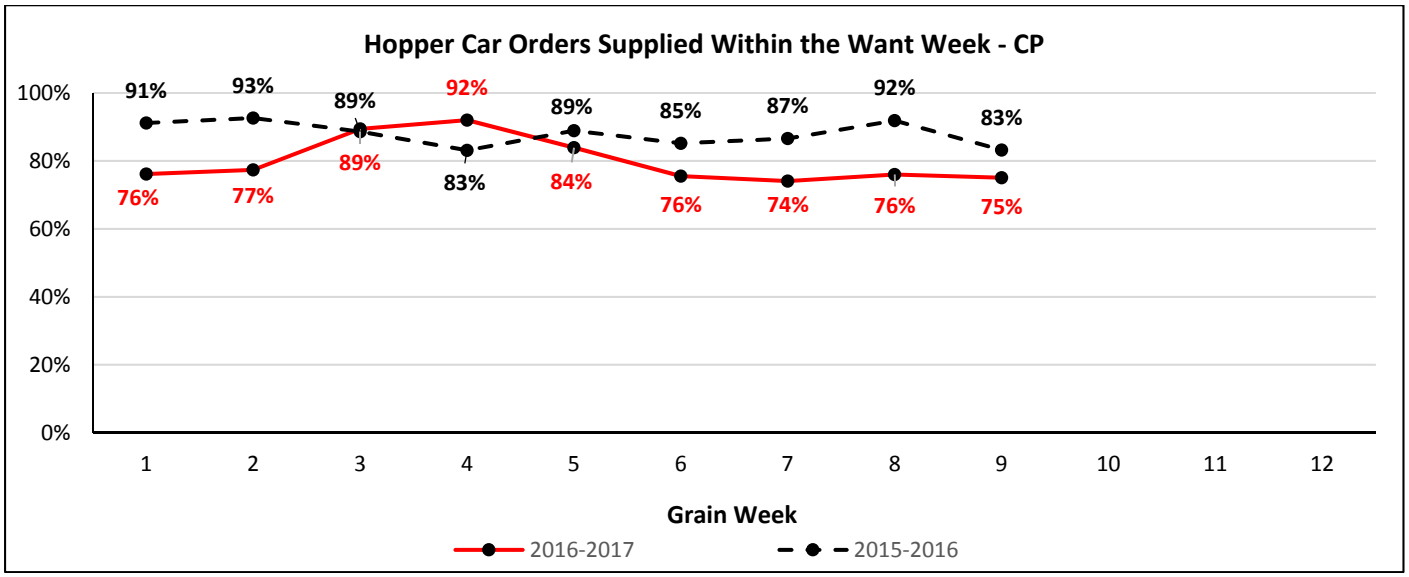
		Week 9		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	28	19	21	22
	CP	15	12	11	9
Thunder Bay	CN	55	50	54	49
	CP	42	40	32	34

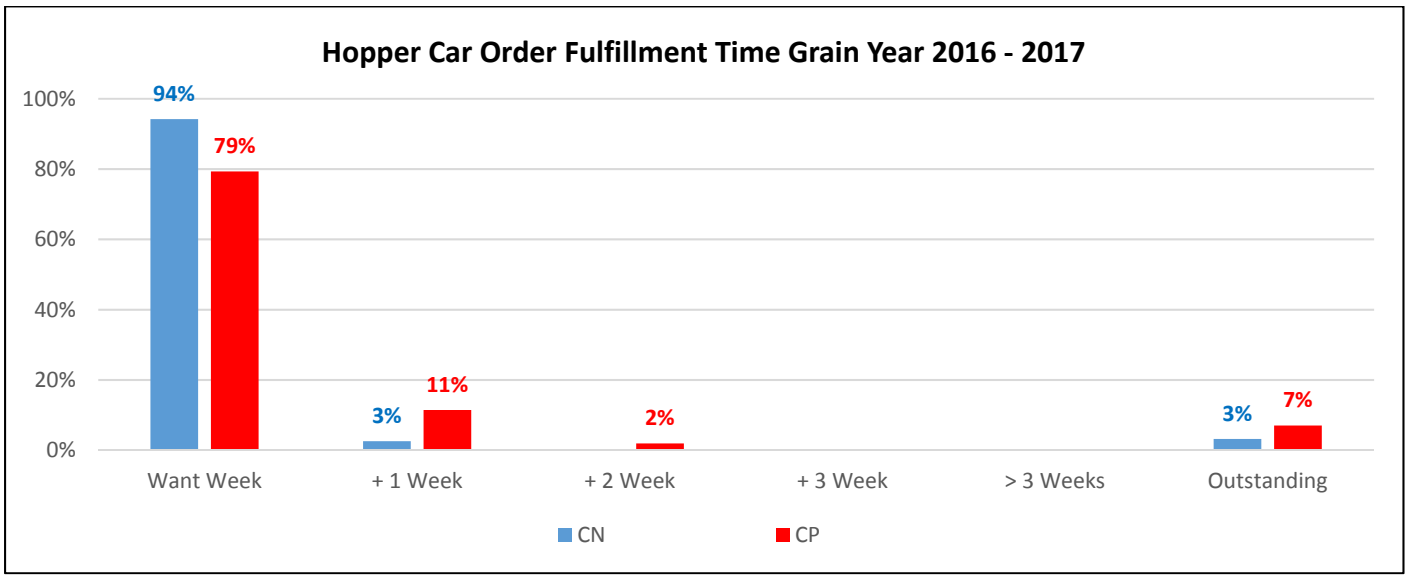

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94%
98%
96%
92%
94%
95%
93%
94%
93%
2,377
2,474
2,520
2,987
3,360
3,581
4,893
4,676
4,235
(164)
(48)
(104)
(268)
(237)
(179)
(378)
(304)
(372)
1
2
3
4
5
6
7
8
9
10
11
12
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

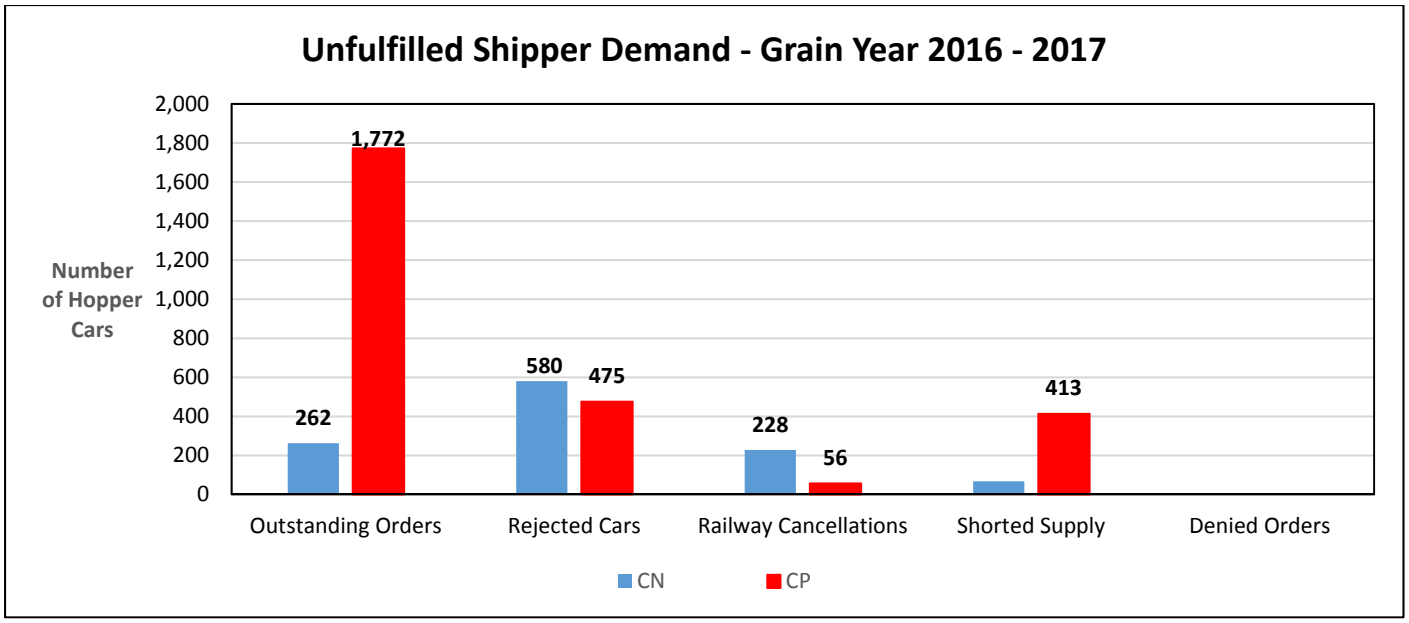

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76%
77%
91%
91%
84%
76%
74%
76%
75%
3,110
1,830
2,364
3,147
2,810
2,825
3,444
2,640
4,118
(979)
(790)
(282)
(375)
(648)
(1,100)
(1,268)
(1,018)
(1,542)
1
2
3
4
5
6
7
8
9
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
20
15
10
5
-
(5)
(10)
(15)
(20)
(25)
(30)
1
-
-
3
3
7
4
2
12
(27)
1
2
3
4
5
6
7
8
9
10
11
12
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
94%
98%
96%
92%
94%
95%
93%
96%
96%
89%
93%
91%
87%
92%
92%
92%
94%
93%
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
91%
93%
89%
92%
89%
85%
87%
92%
83%
76%
77%
89%
83%
84%
76%
74%
76%
75%
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
94%
79%
3%
11%
2%
3%
7%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



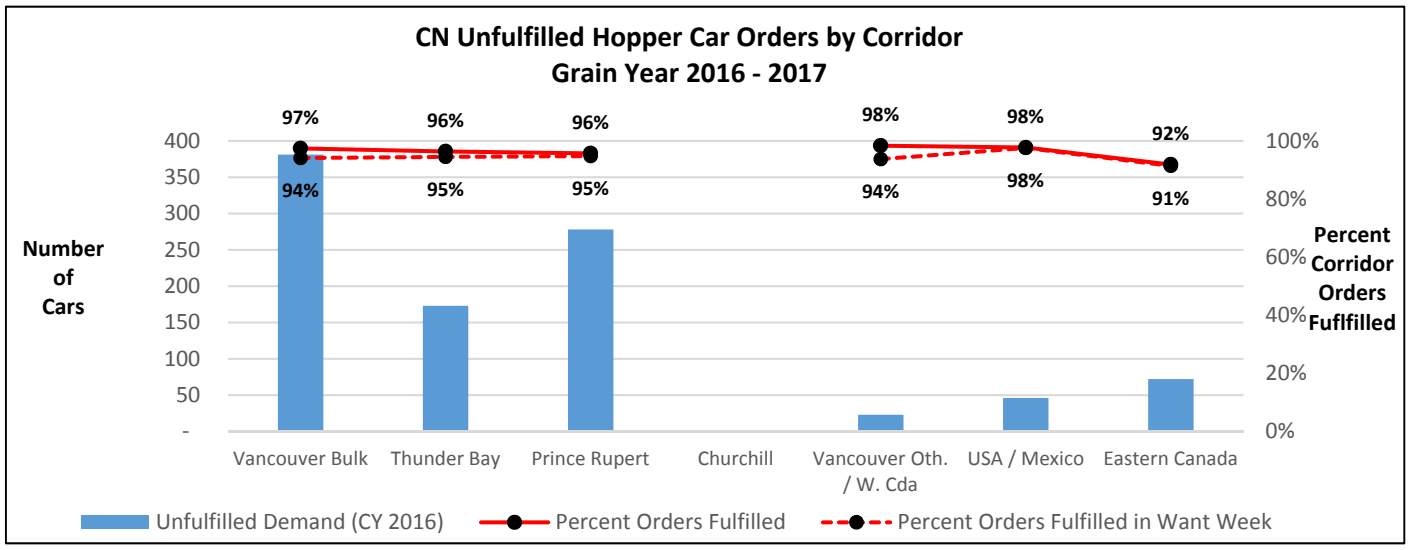
Corridor Performance

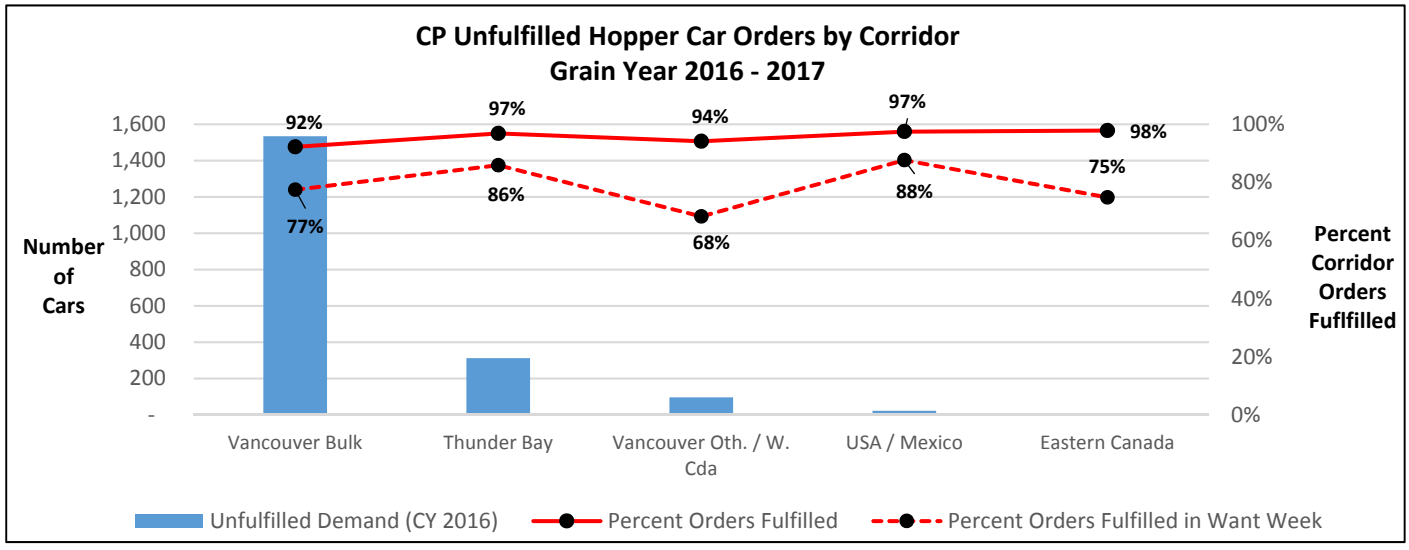
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 9

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	17,000	16,649	(351)	98%
	Thunder Bay	5,718	5,427	(291)	95%
	Prince Rupert	7,902	7,501	(401)	95%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	1,466	1,448	(18)	99%
	USA / Mexico	2,090	2,043	(47)	98%
	Eastern Canada	1,117	1,088	(29)	97%
CN Total		**35,293**	**34,156**	**(1,137)**	97%
CP	Vancouver Bulk	23,599	21,873	(1,726)	93%
	Thunder Bay	11,694	10,981	(713)	94%
	Vancouver Other / W. Canada	1,914	1,665	(249)	87%
	USA / Mexico	956	936	(20)	98%
	Eastern Canada	522	514	(8)	98%
CP Total		**38,685**	**35,969**	**(2,716)**	93%

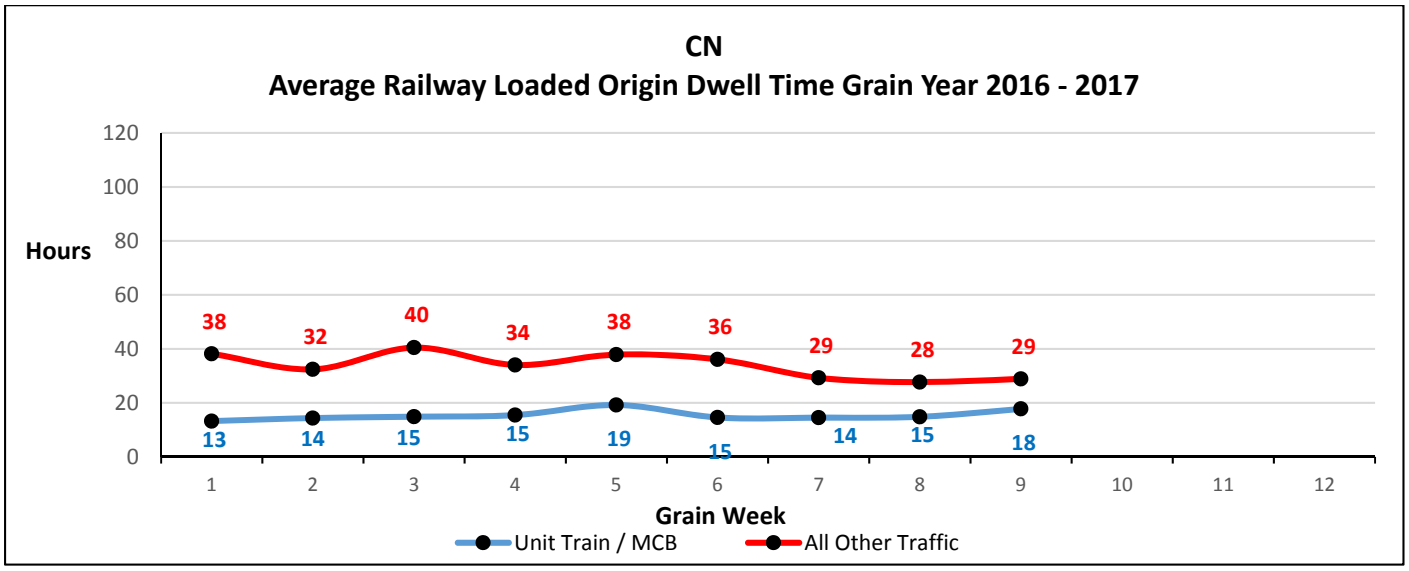
Hopper Cars Supplied in the Want Week by Corridor – To Week 9

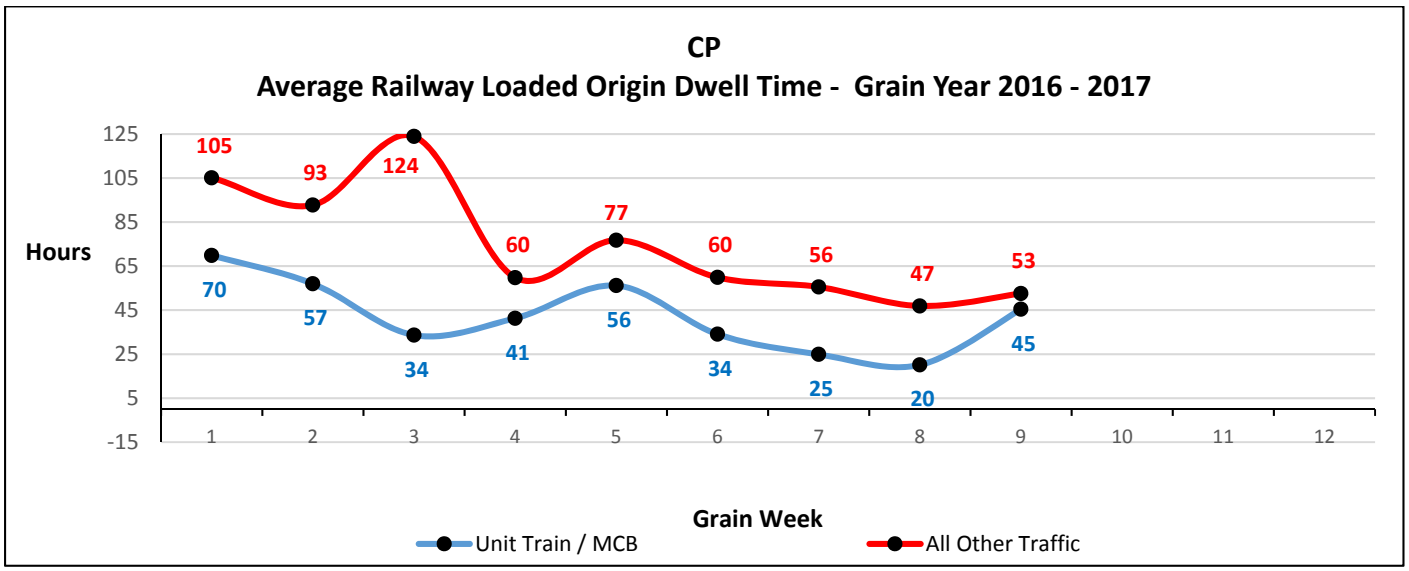
		Week 9			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,299	2,261	98%	17,000	16,093	95%
	Thunder Bay	958	808	84%	5,718	5,301	93%
	Prince Rupert	1,408	1,234	88%	7,902	7,389	94%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	74	72	97%	1,466	1,383	94%
	USA / Mexico	83	82	99%	2,090	2,040	98%
	Eastern Canada	232	225	97%	1,117	1,033	92%
CN Total		**5,054**	**4,682**	**93%**	**35,293**	**33,239**	**94%**
CP	Vancouver Bulk	3,911	3,048	78%	23,599	18,357	78%
	Thunder Bay	1,863	1,367	73%	11,694	9,843	84%
	Vancouver Other / W. Canada	271	88	32%	1,914	1,214	63%
	USA / Mexico	81	82	101%	956	849	89%
	Eastern Canada	61	60	98%	522	405	78%
CP Total		**6,187**	**4,645**	**75%**	**38,685**	**30,668**	**79%**

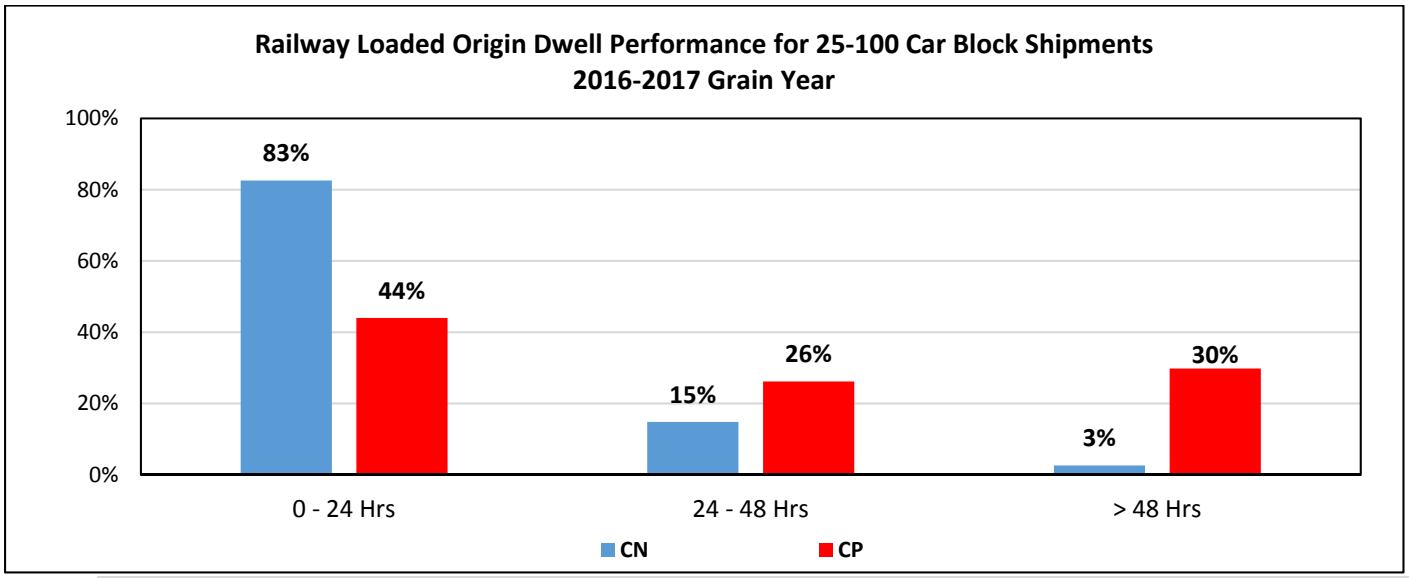


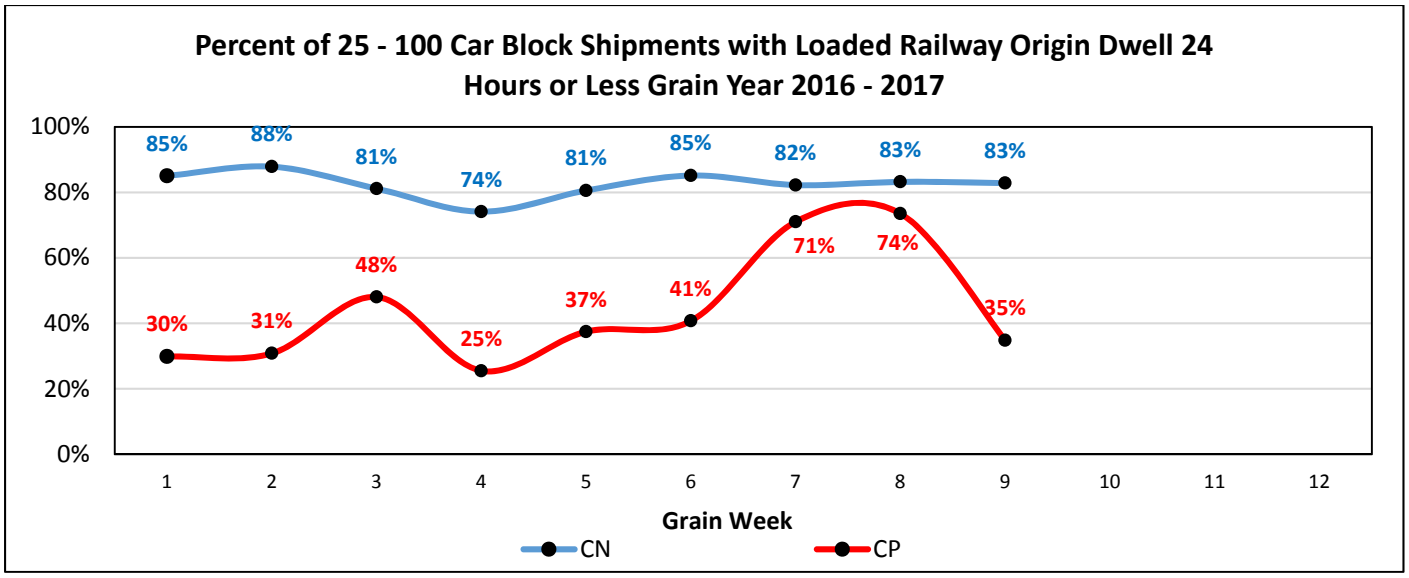


Origin Dwell Performance

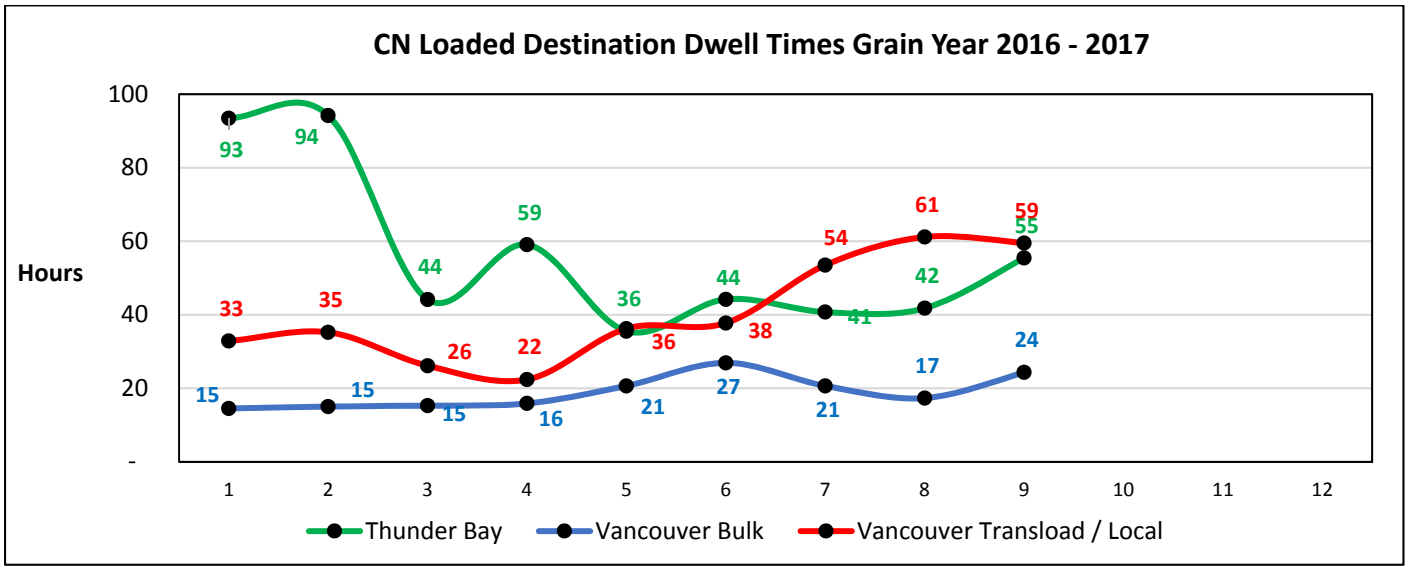


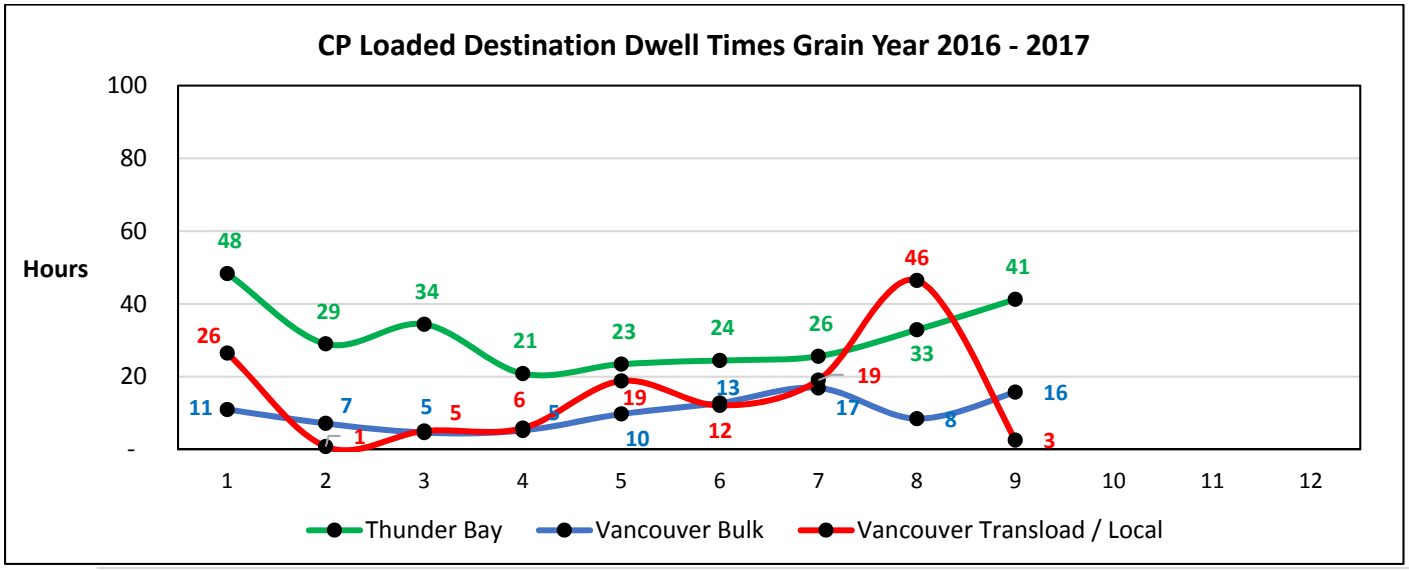




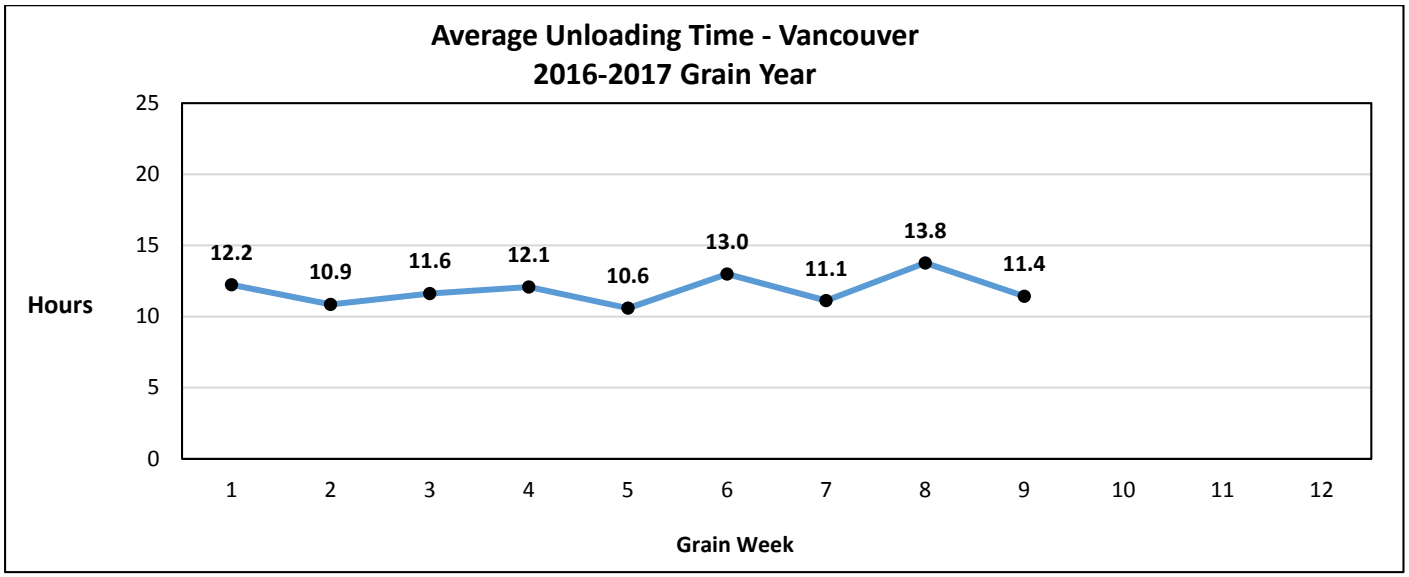


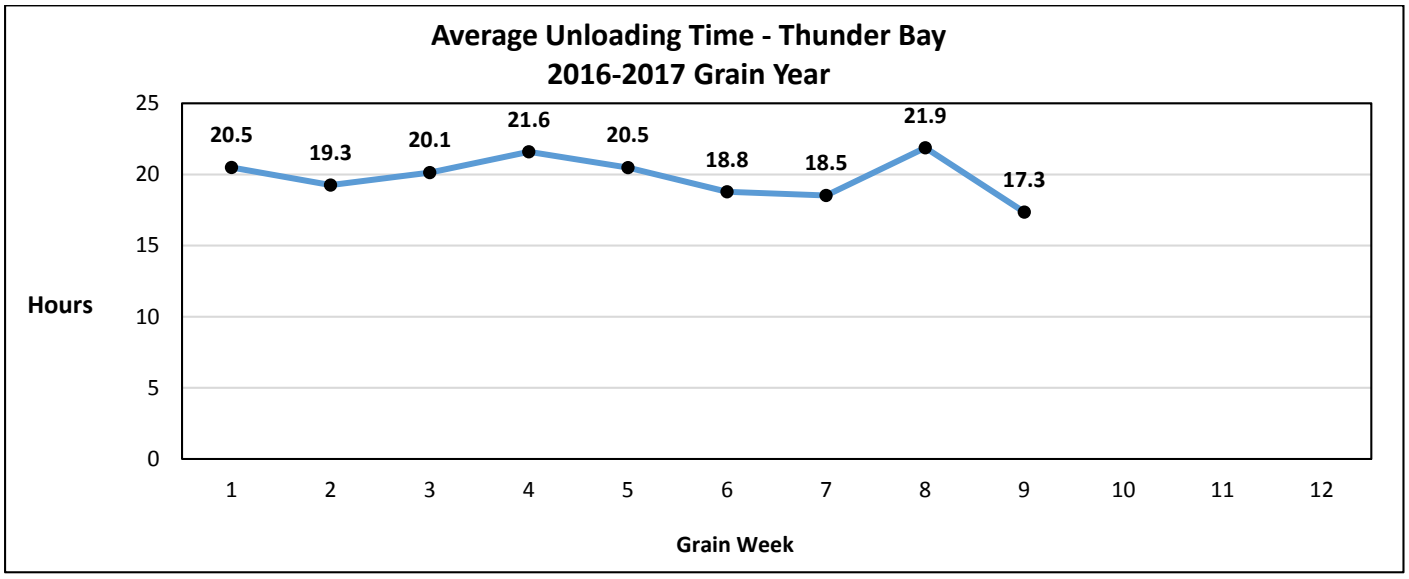
Destination Dwell Performance



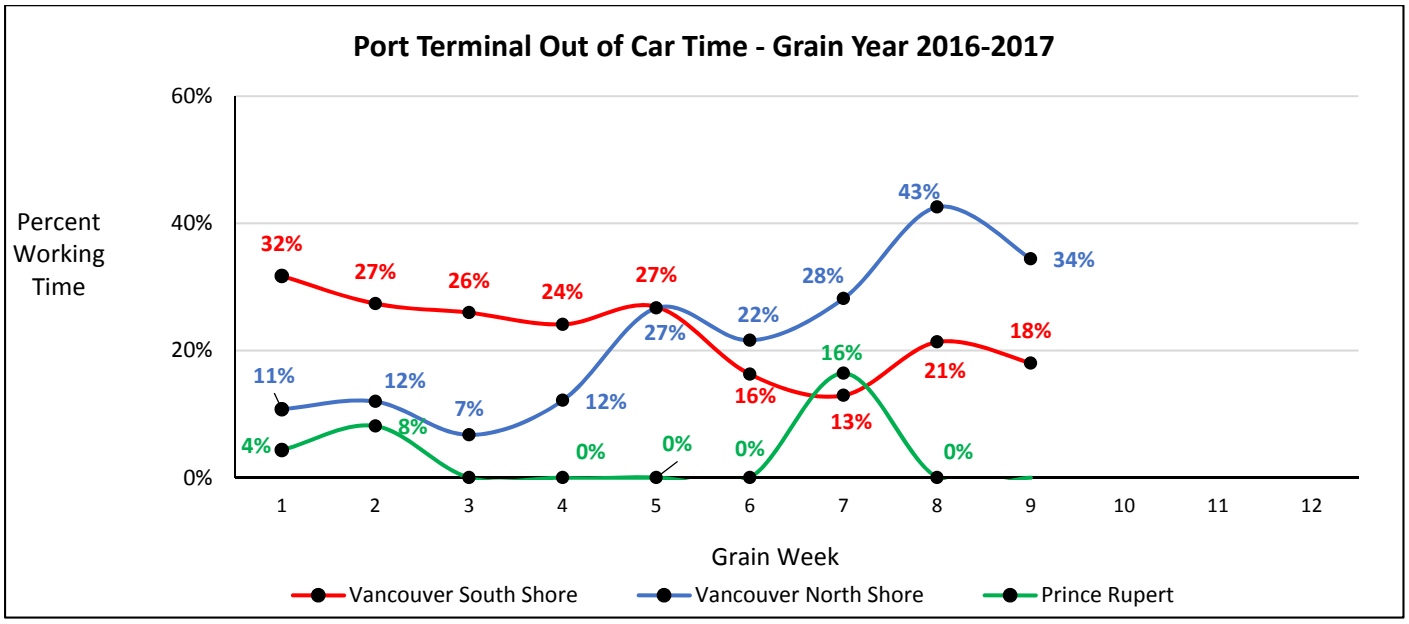


Port Terminal - Unloading Time





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.