



Performance Dashboard

Hopper Car Demand

	Week 10			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	4,913	5,402	(489)	41,248	4,124	40,695	4,069	553	55
CP	5,618	4,091	1,527	44,242	4,424	42,802	4,280	1,440	144
Total	10,531	9,493	1,038	85,490	8,548	83,497	8,349	1,993	199

Cars Shipped

Railway	Corridor	Week 10	YTD
CN	N.A. Domestic	425	3,593
	Prince Rupert	2,044	10,528
	Thunder Bay	890	5,625
	Vancouver	2,658	18,609
Total		6,017	38,355
CP	N.A. Domestic	326	4,129
	Thunder Bay	737	11,655
	Vancouver	3,625	27,188
Total		4,688	42,972

Empty Hopper Cars Supplied - Week 10 (All Want Weeks)

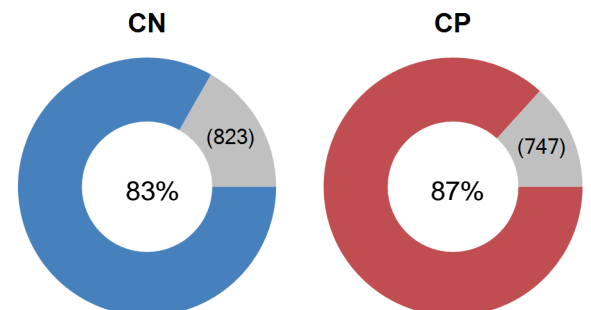
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,993	4,511	660	275	9	521	4,662	5,307
CP	4,095	2,852	145	1,412	278	163	4,518	4,427
Total	8,088	7,363	805	1,687	287	684	9,180	9,734

Supplied by Block Size

Block Size	Week 10			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	3%	3%	2%	2%
25	5%	1%	3%	4%	1%	3%
50	15%	14%	14%	14%	12%	13%
100	77%	83%	80%	79%	85%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,913	5,618	10,531
Current Week Order Fulfillment			
Supplied in Current Week	3,993	4,095	8,088
Supplied Early	97	776	873
Total Cars Supplied for Want Week	4,090	4,871	8,961
Current Week Unfulfilled Demand	(823)	(747)	(1,570)
% Current Week Orders Supplied	83%	87%	85%



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

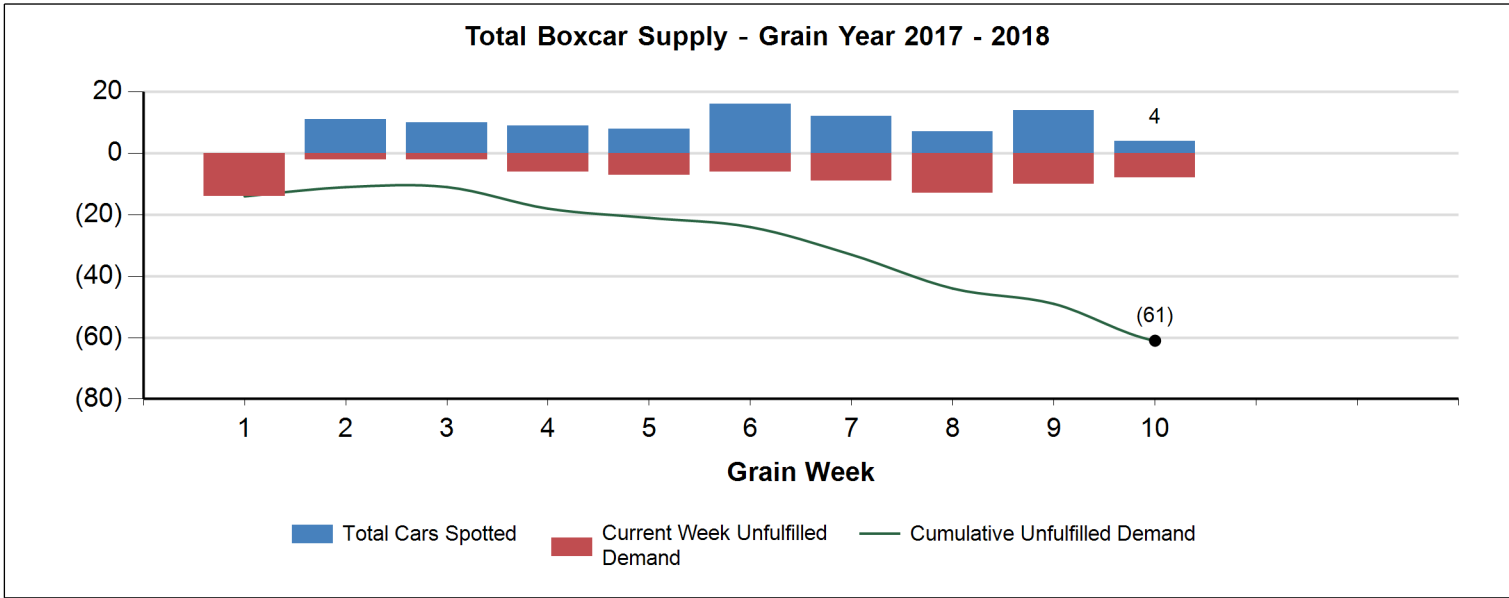
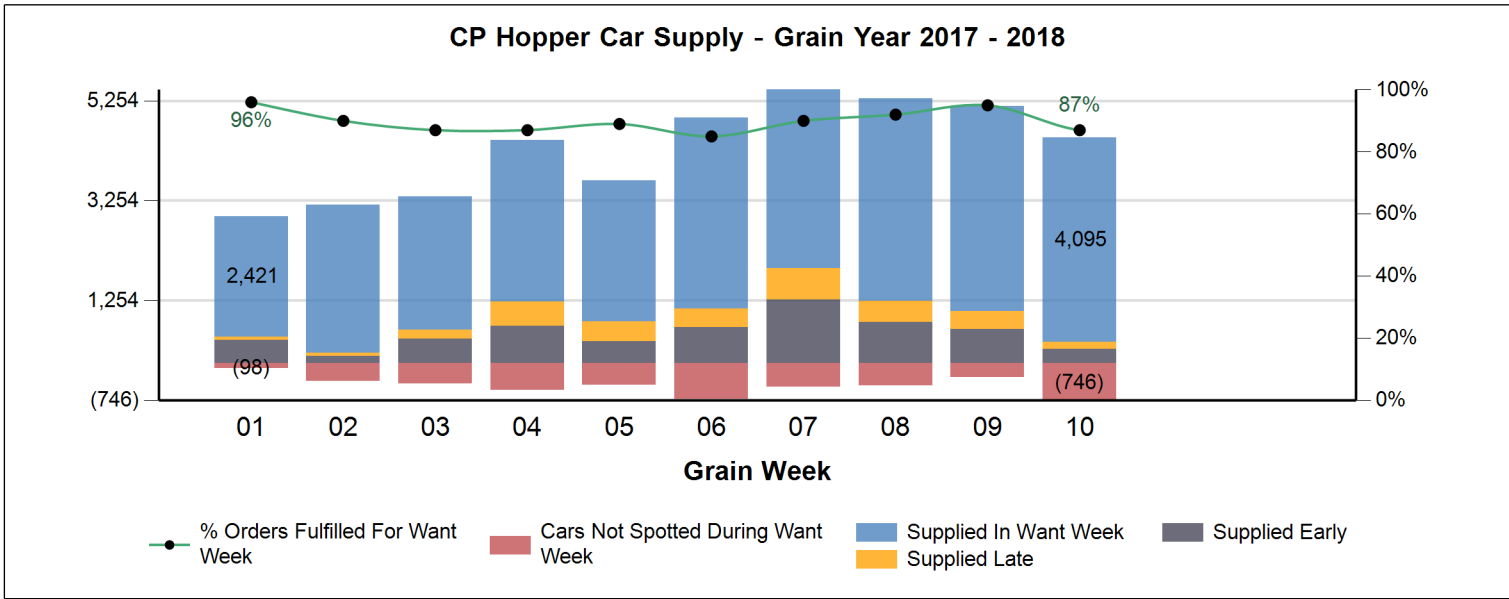
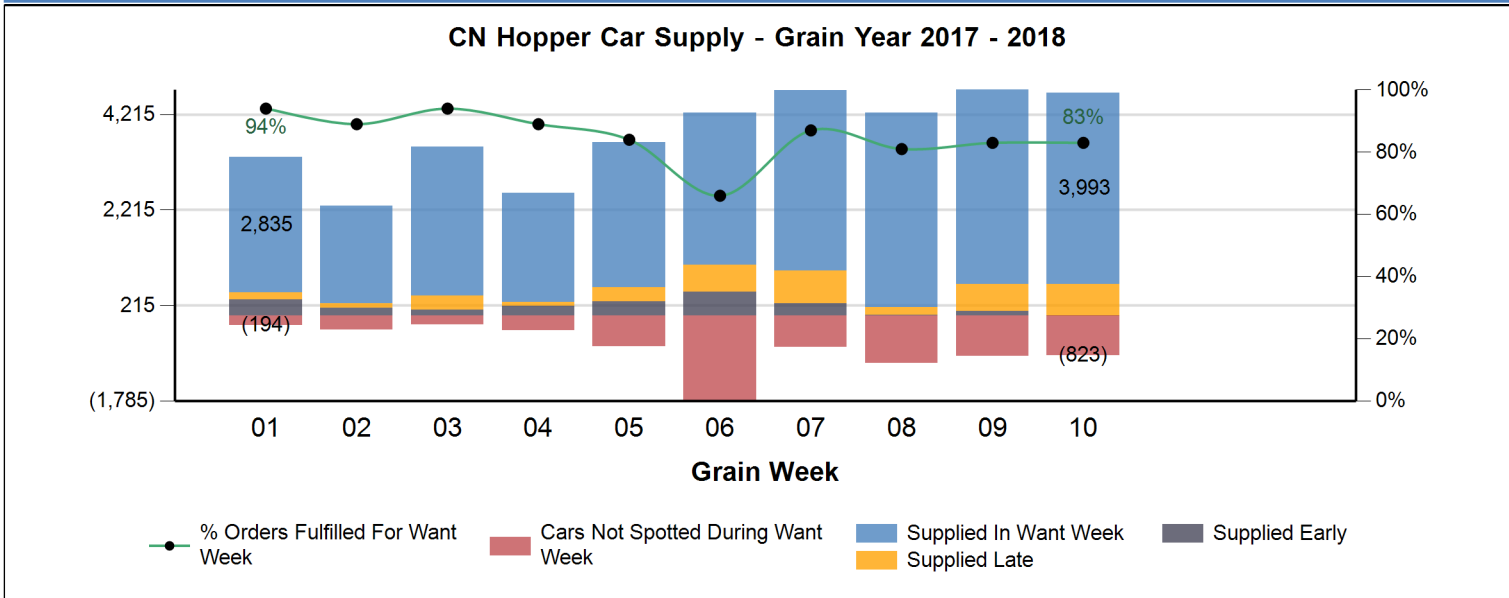
	Week 10		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	38	24	41	18
CP	53	45	53	44

Dwell Time (Hours) at Destination (All Traffic)

		Week 10		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	20	28	19	22
	CP	8	8	13	10
Thunder Bay	CN	53	57	45	54
	CP	45	22	37	31

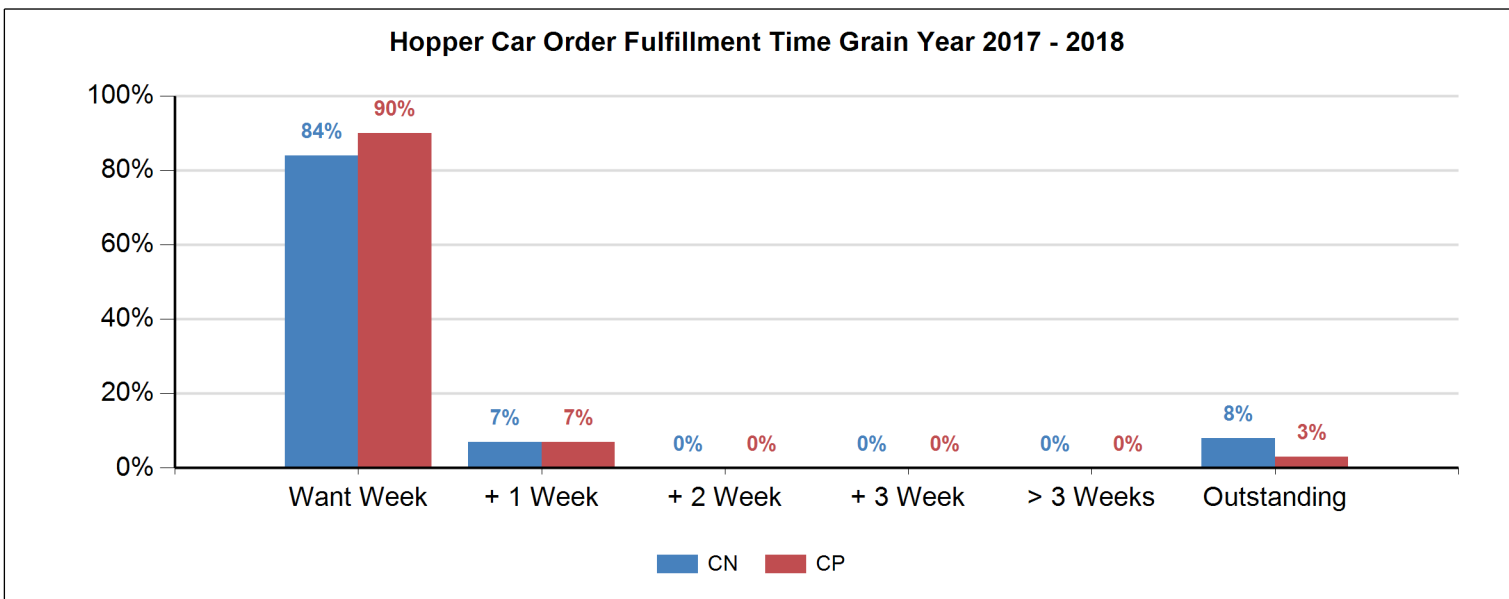
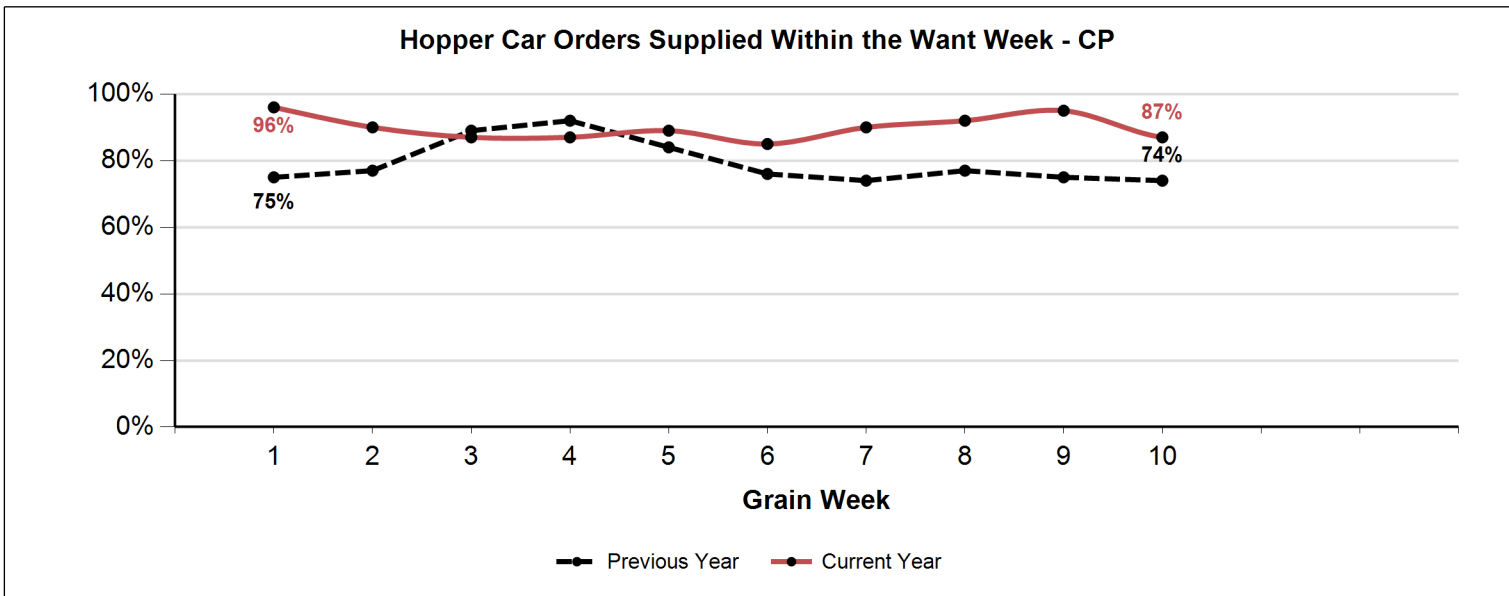
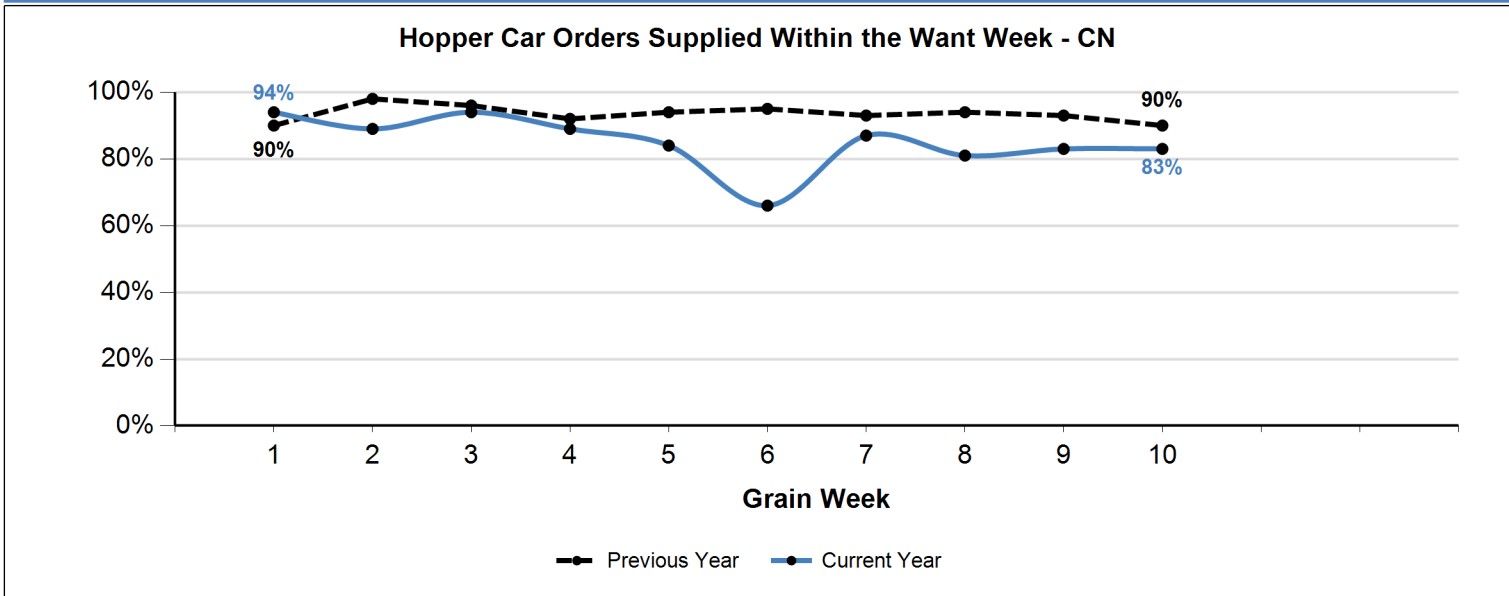


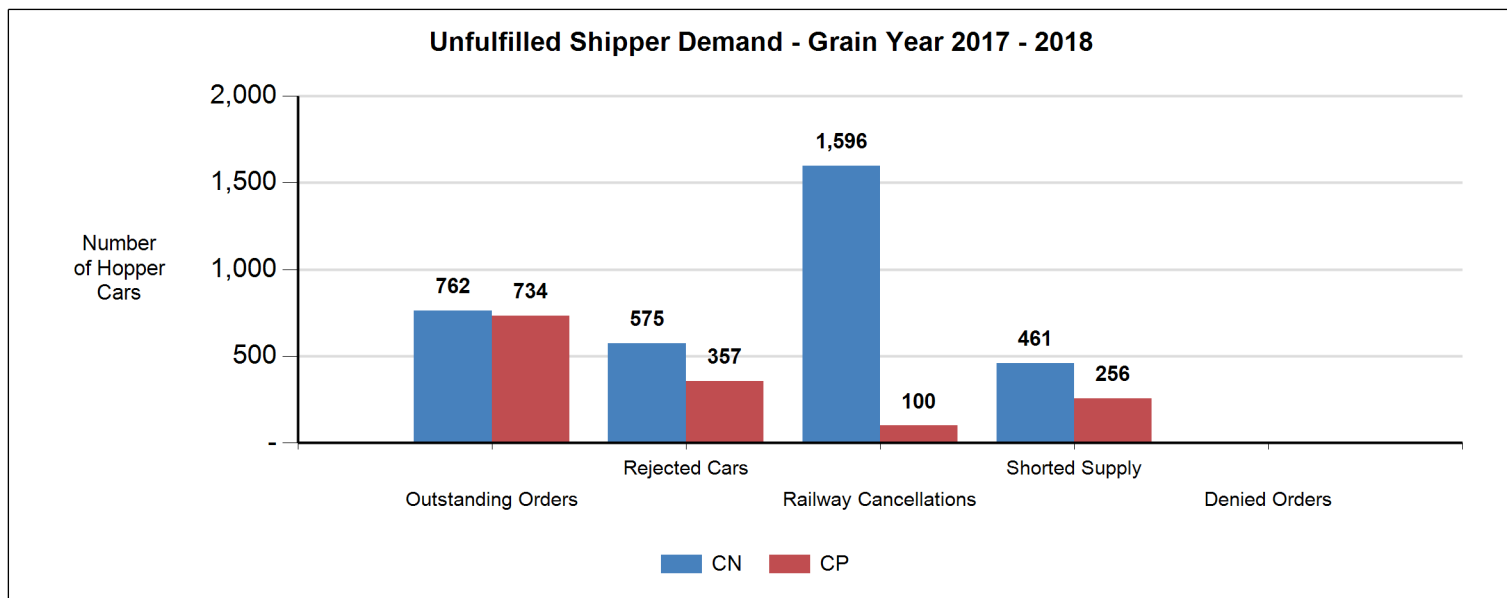
Weekly Performance Update - To Grain Week 10 (CY 2017)
Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 10 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





Corridor Performance

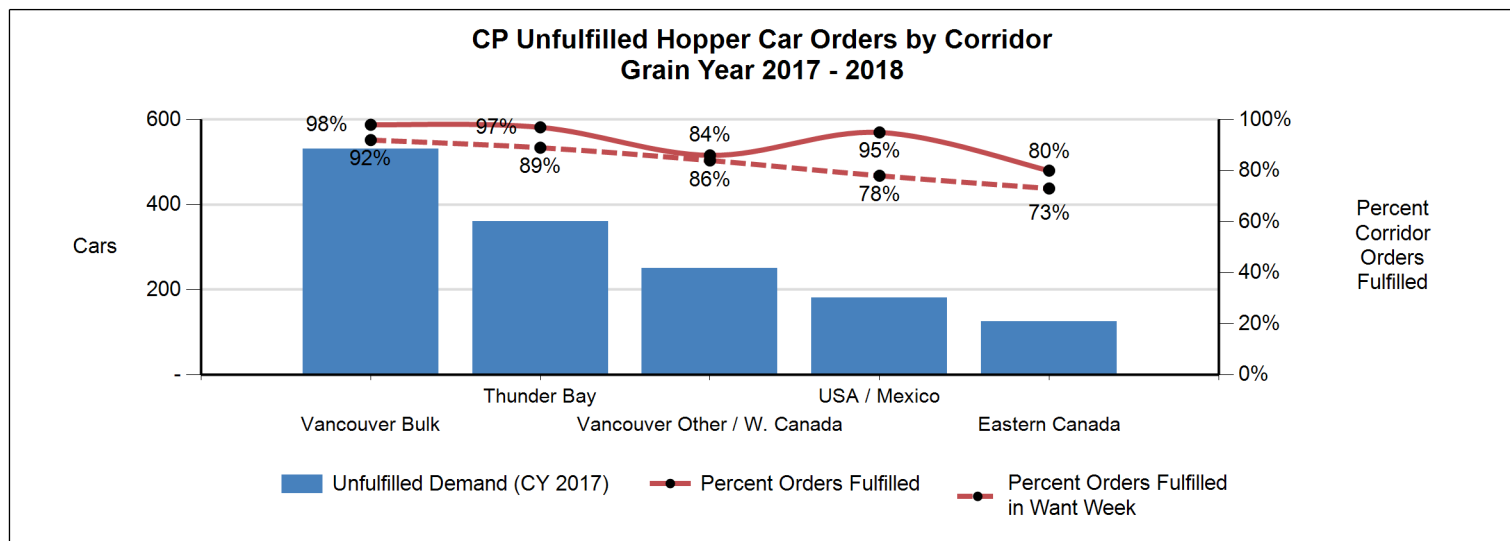
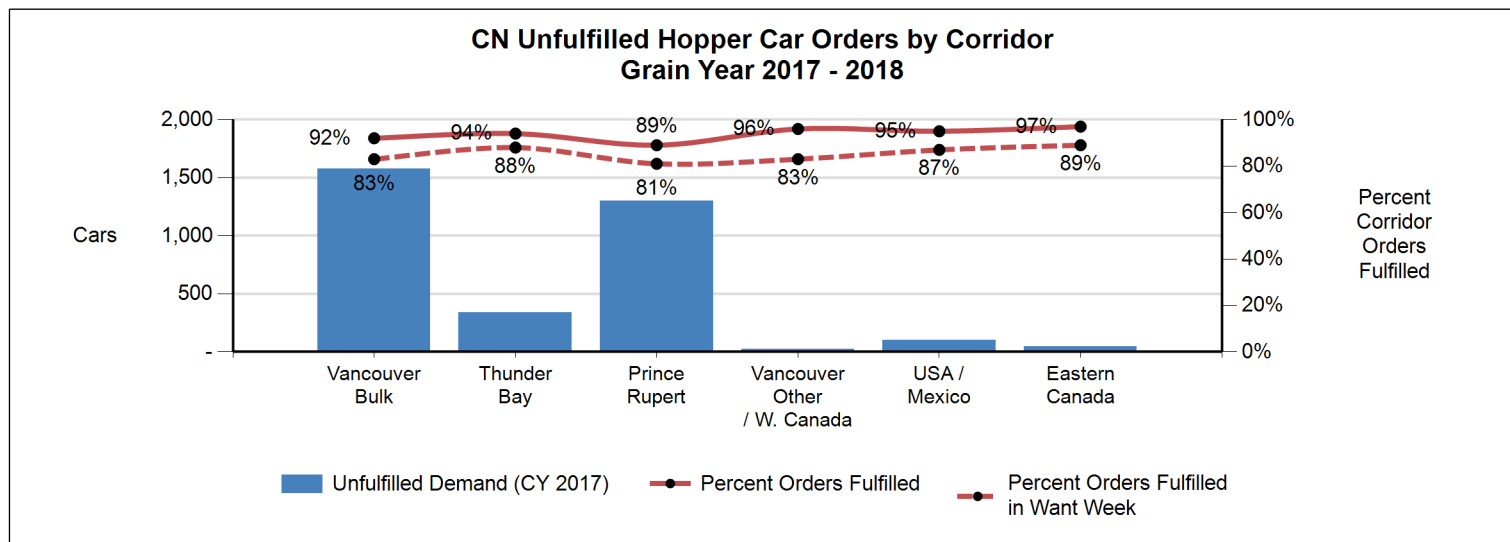
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 10

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	19,283	17,704	(1,579)	92%
	Thunder Bay	5,950	5,608	(342)	94%
	Prince Rupert	11,763	10,462	(1,301)	89%
	Vancouver Other / W. Canada	713	686	(27)	96%
	USA / Mexico	2,151	2,051	(100)	95%
	Eastern Canada	1,388	1,343	(45)	97%
Total		41,248	37,854	(3,394)	92%
CP	Vancouver Bulk	26,174	25,643	(531)	98%
	Thunder Bay	12,099	11,739	(360)	97%
	Vancouver Other / W. Canada	1,829	1,579	(250)	86%
	USA / Mexico	3,525	3,344	(181)	95%
	Eastern Canada	615	490	(125)	80%
Total		44,242	42,795	(1,447)	97%



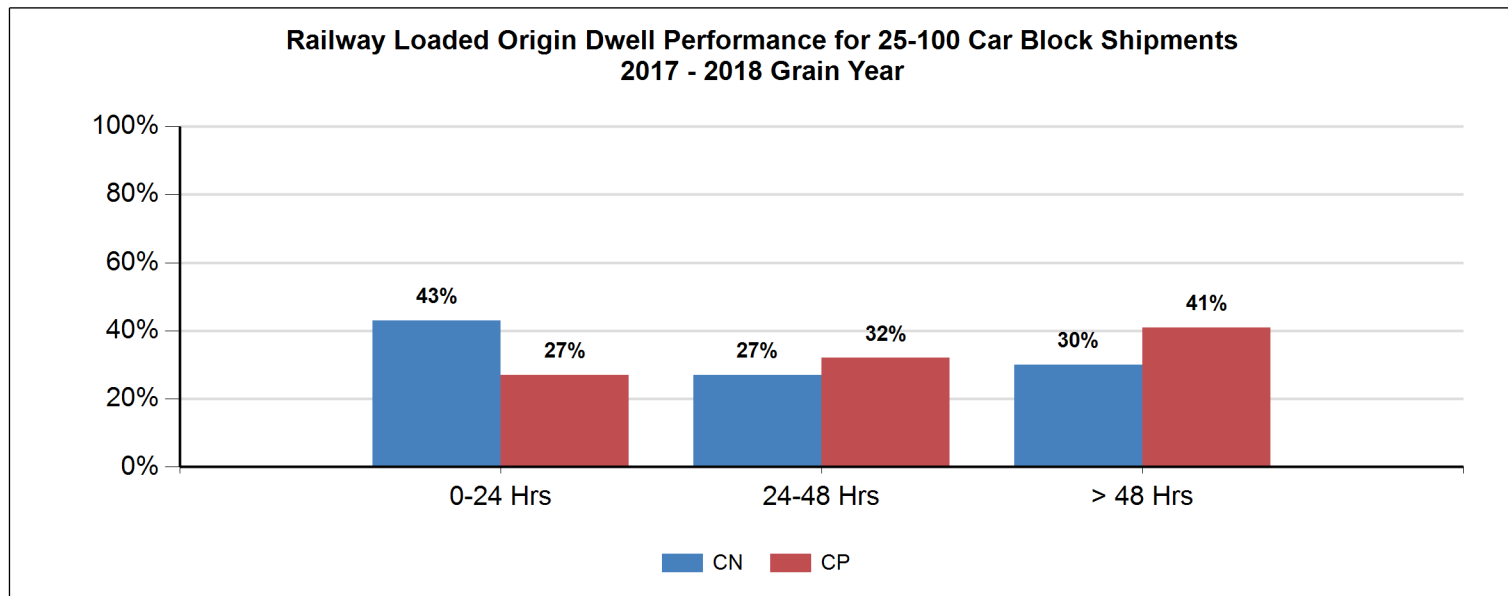
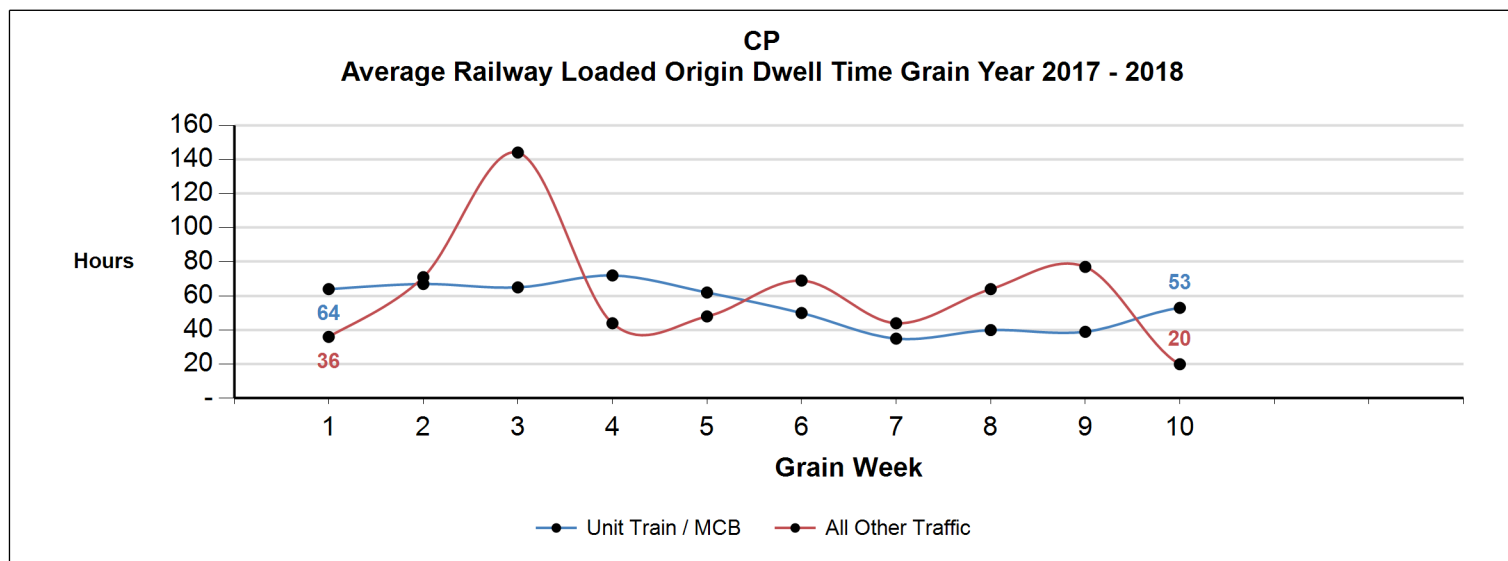
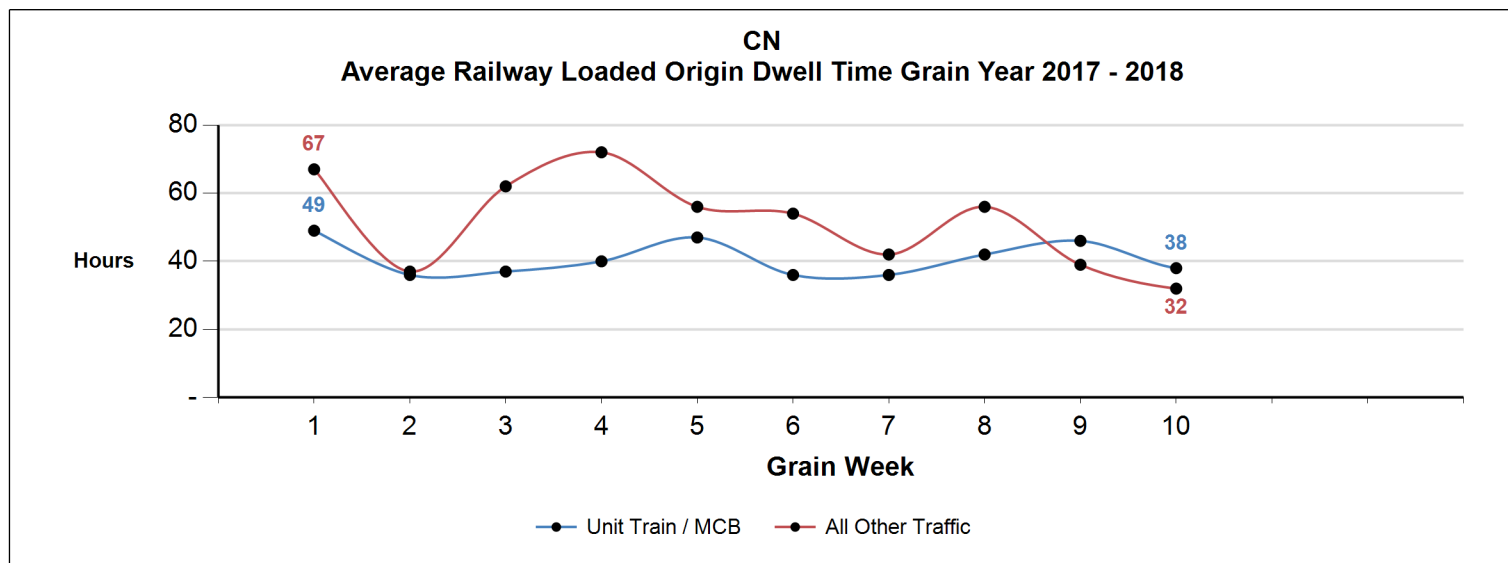
Hopper Cars Supplied in the Want Week by Corridor - To Week 10

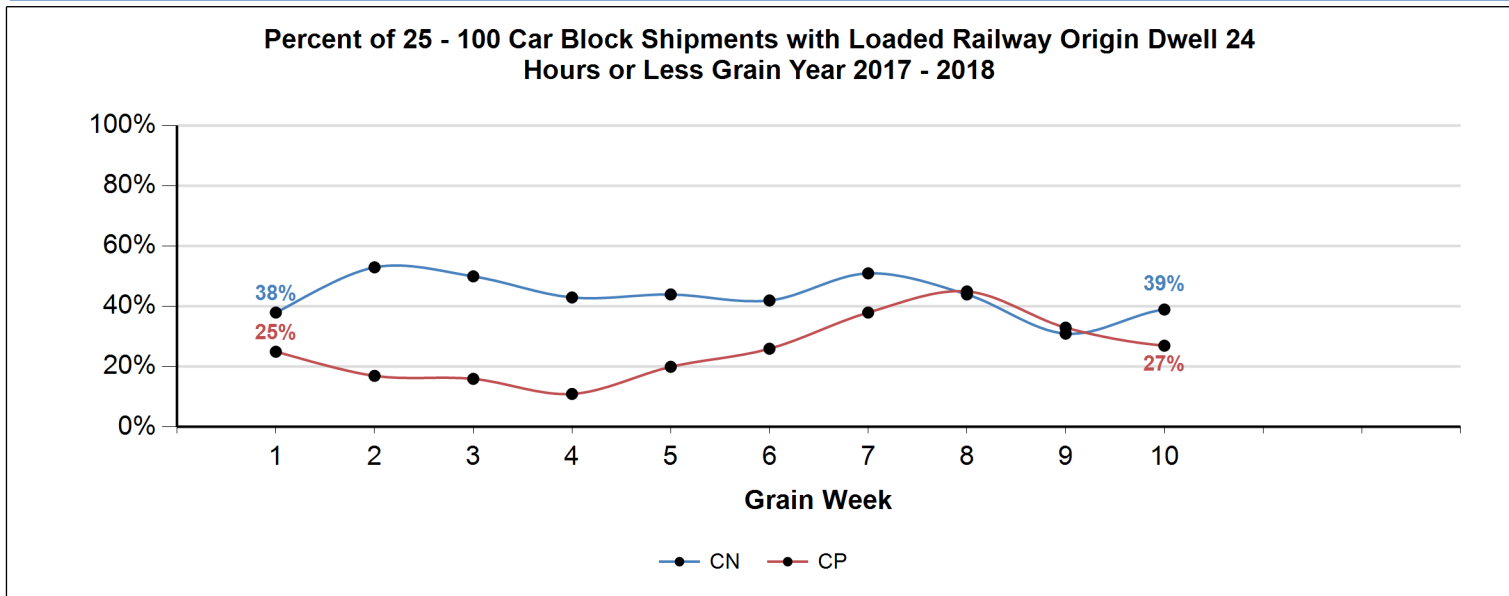
Railway	Corridor	Week 10			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,369	1,883	79%	19,283	16,071	83%
	Thunder Bay	482	473	98%	5,950	5,234	88%
	Prince Rupert	1,615	1,350	84%	11,763	9,520	81%
	Vancouver Other / W. Canada	153	146	95%	713	594	83%
	USA / Mexico	133	88	66%	2,151	1,876	87%
	Eastern Canada	161	150	93%	1,388	1,236	89%
	CN Total		4,913	4,090	83%	41,248	34,531
CP	Vancouver Bulk	3,423	3,220	94%	26,174	24,143	92%
	Thunder Bay	1,288	1,126	87%	12,099	10,818	89%
	Vancouver Other / W. Canada	404	164	41%	1,829	1,541	84%
	USA / Mexico	385	361	94%	3,525	2,767	78%
	Eastern Canada	118		0%	615	451	73%
CP Total		5,618	4,871	87%	44,242	39,720	90%



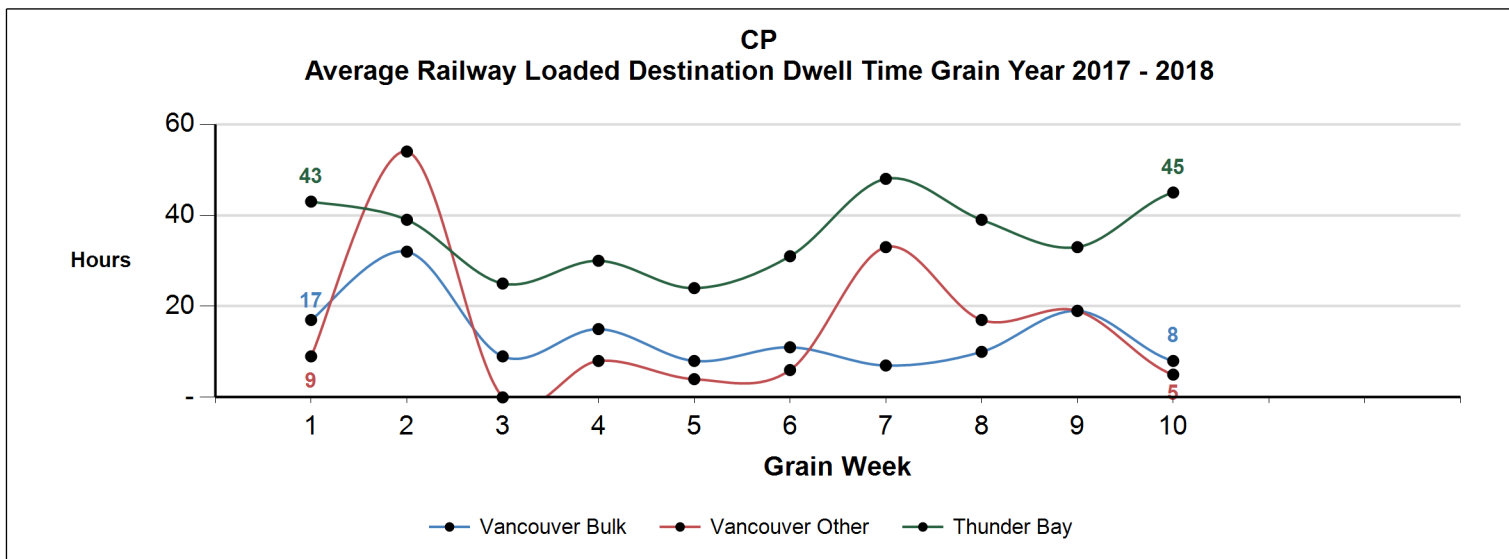
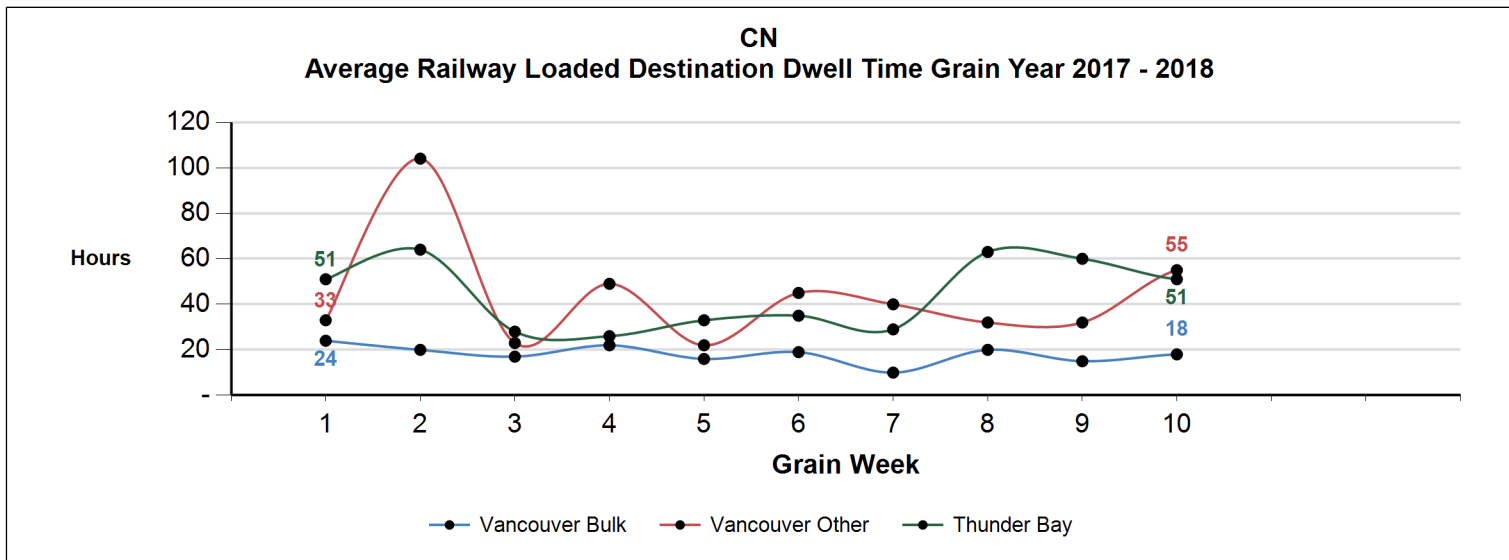


Origin Dwell Performance



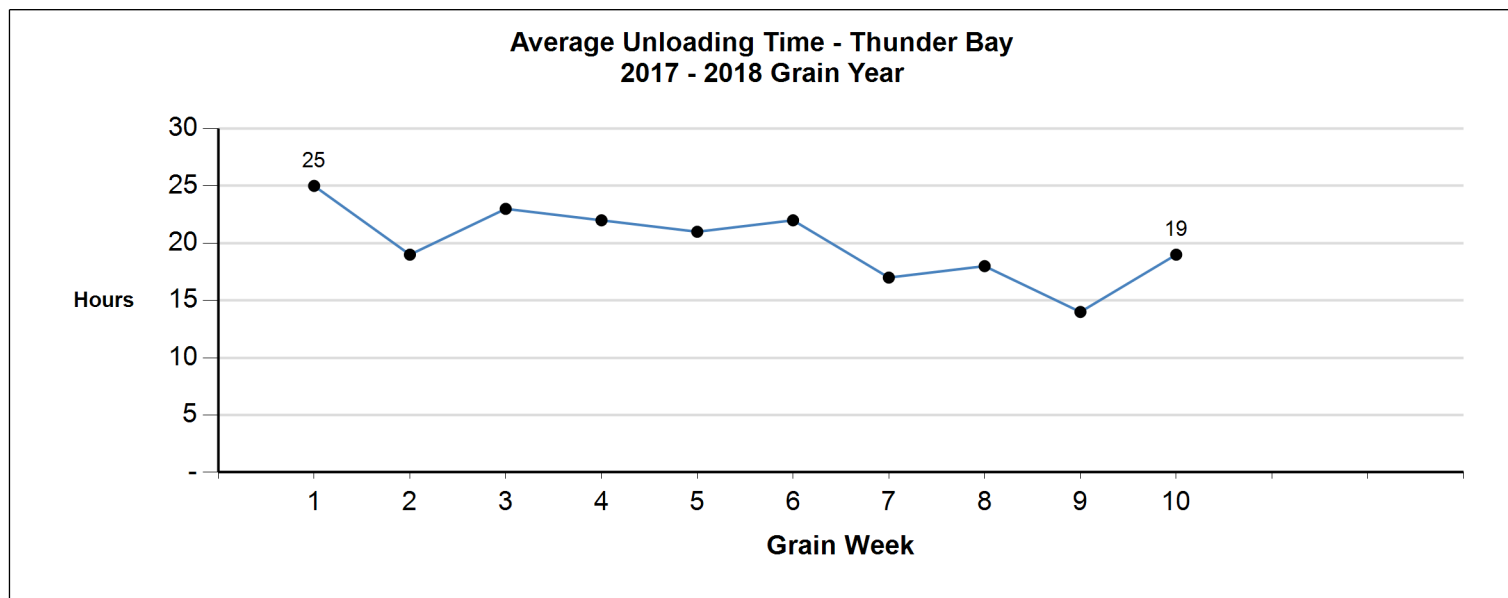
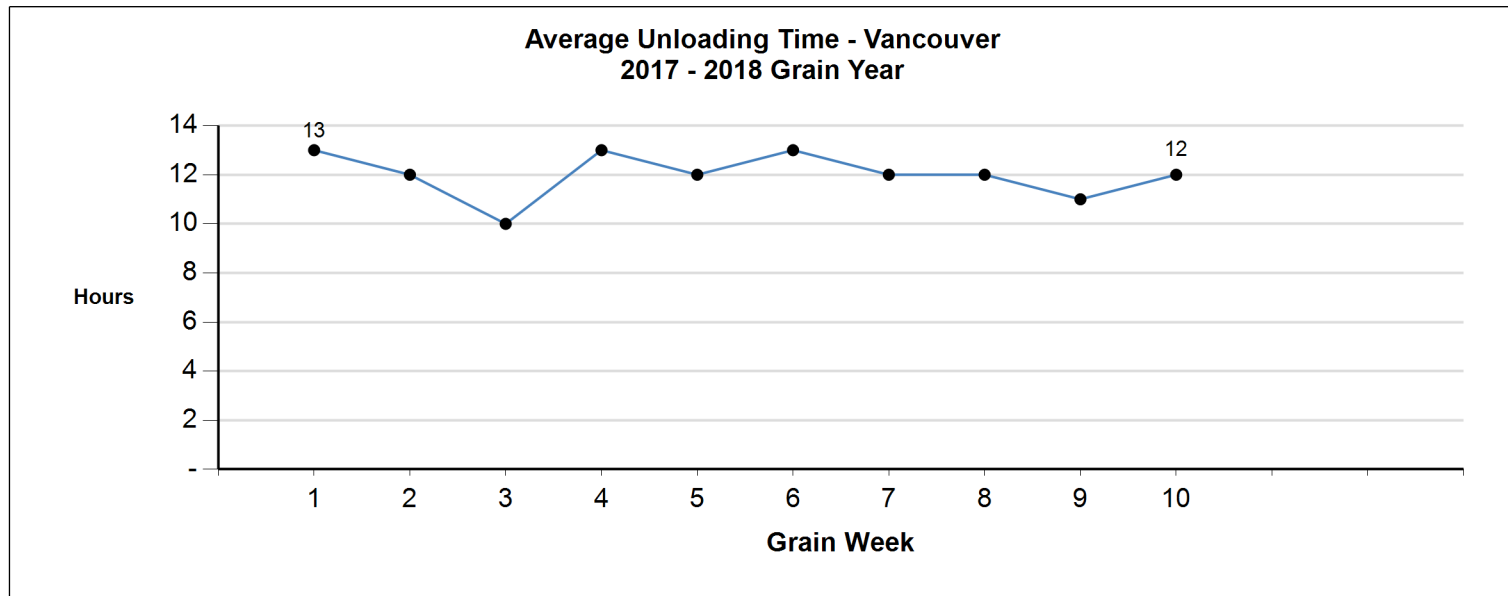


Destination Dwell Performance





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.
Future Week Orders	Orders supplied in a given grain service week that are for orders in weeks after the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied
Prior Week Orders	Orders supplied in a given grain service week that are for orders in weeks prior to the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied
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.
Unloading Time	The average time elapsed between the placement of a loaded car at the receiver's facility and the release of the empty car back to the railway.
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.