



## Performance Dashboard

### Hopper Car Demand

	Week 11			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	5,313	5,405	(92)	46,561	4,232	46,100	4,190	461	41
CP	4,083	4,090	(7)	48,325	4,393	46,892	4,262	1,433	130
<b>Total</b>	<b>9,396</b>	<b>9,495</b>	<b>(99)</b>	<b>94,886</b>	<b>8,625</b>	<b>92,992</b>	<b>8,452</b>	<b>1,894</b>	<b>171</b>

### Cars Shipped

Railway	Corridor	Week 11	YTD
CN	N.A. Domestic	426	4,019
	Prince Rupert	922	11,457
	Thunder Bay	603	6,222
	Vancouver	1,813	20,423
<b>Total</b>		<b>3,764</b>	<b>42,121</b>
CP	N.A. Domestic	367	4,496
	Thunder Bay	1,196	12,851
	Vancouver	3,084	30,295
<b>Total</b>		<b>4,647</b>	<b>47,642</b>

### Empty Hopper Cars Supplied - Week 11 (All Want Weeks)

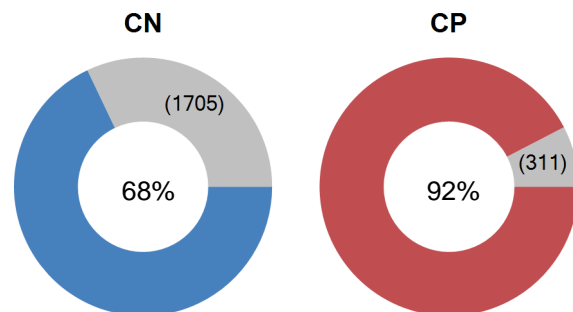
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,599	4,236	644	187	200	568	4,443	4,991
CP	3,381	3,334	621	1,258	226	358	4,228	4,950
<b>Total</b>	<b>6,980</b>	<b>7,570</b>	<b>1,265</b>	<b>1,445</b>	<b>426</b>	<b>926</b>	<b>8,671</b>	<b>9,941</b>

### Supplied by Block Size

Block Size	Week 11			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	3%	2%	3%	2%	2%
25	2%	2%	2%	4%	2%	3%
50	8%	10%	9%	13%	12%	13%
100	89%	85%	87%	80%	85%	83%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,313	4,083	9,396
Current Week Order Fulfillment			
Supplied in Current Week	3,599	3,381	6,980
Supplied Early	9	391	400
<b>Total Cars Supplied for Want Week</b>	<b>3,608</b>	<b>3,772</b>	<b>7,380</b>
Current Week Unfulfilled Demand	(1,705)	(311)	(2,016)
% Current Week Orders Supplied	68%	92%	79%



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

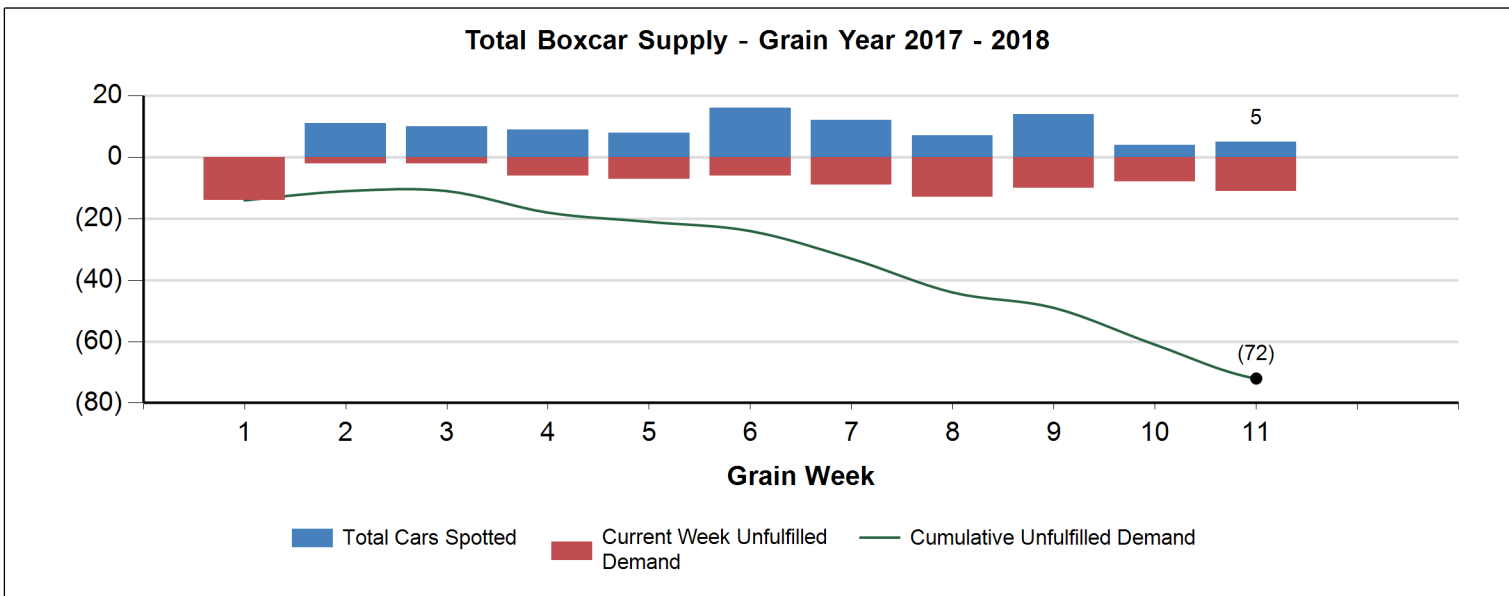
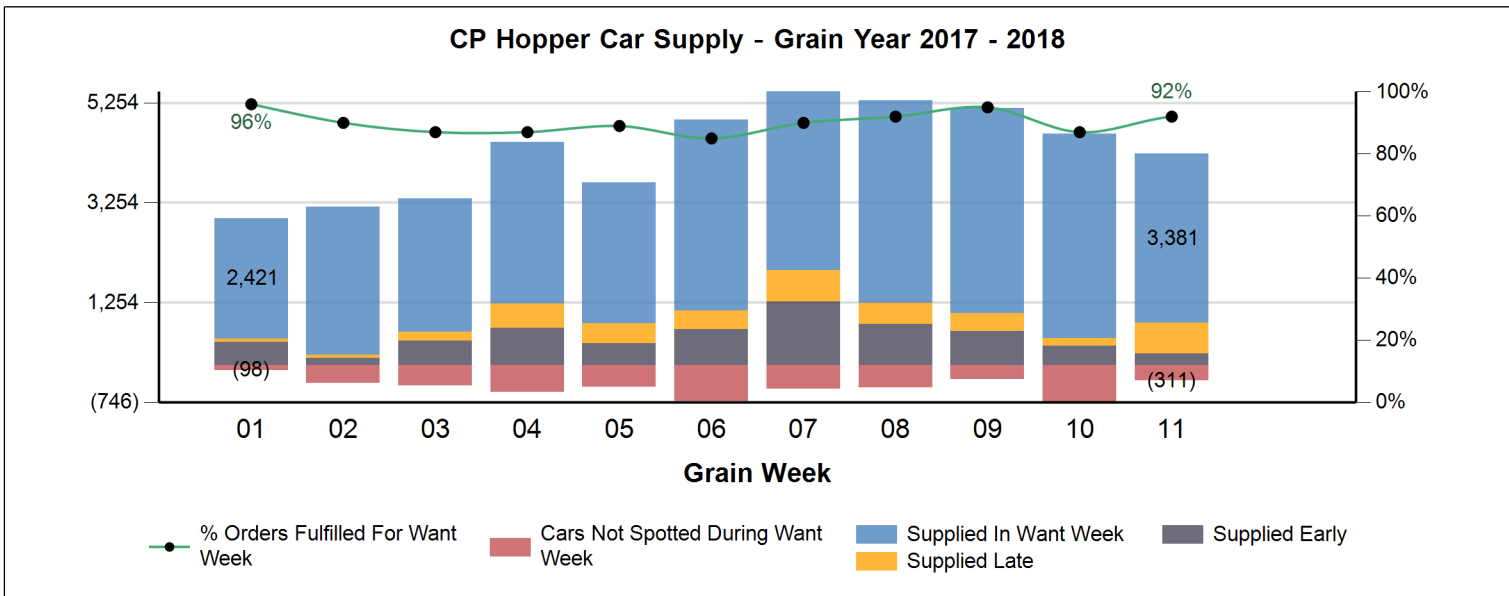
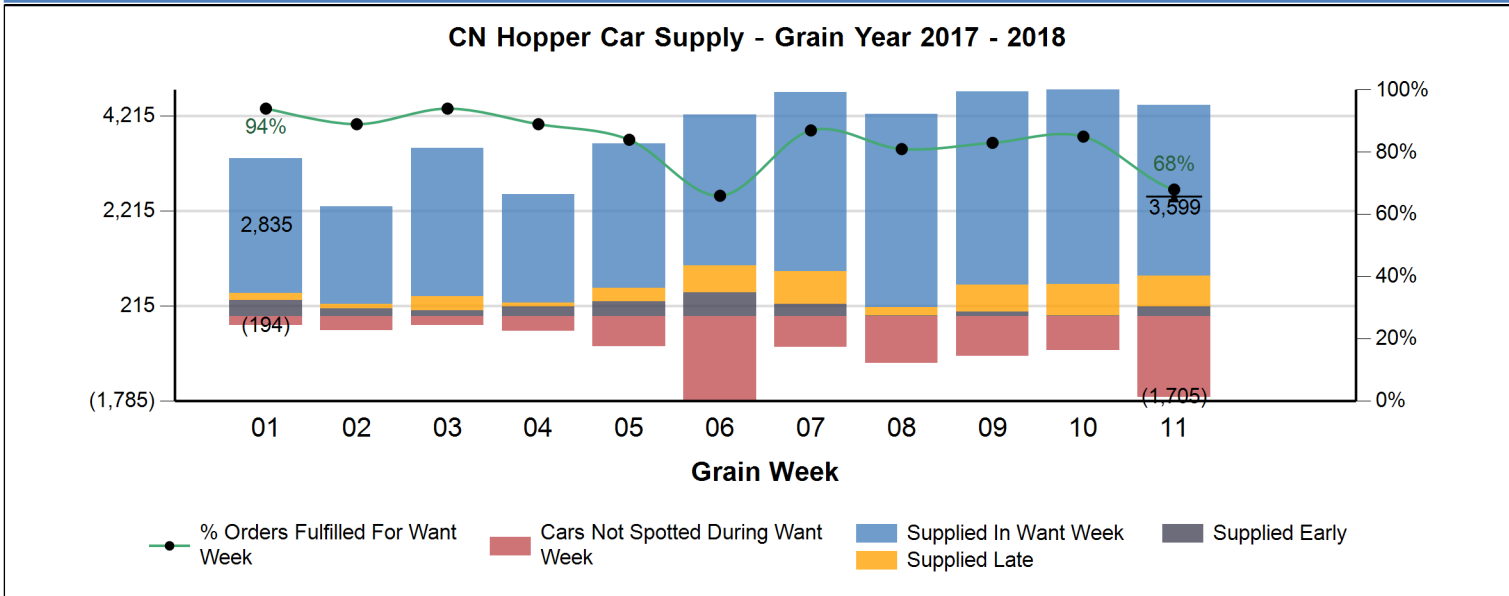
	Week 11		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	30	23	41	18
CP	53	57	53	46

### Dwell Time (Hours) at Destination (All Traffic)

		Week 11		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	23	19	22
	CP	11	11	13	10
Thunder Bay	CN	74	63	48	55
	CP	60	38	39	32

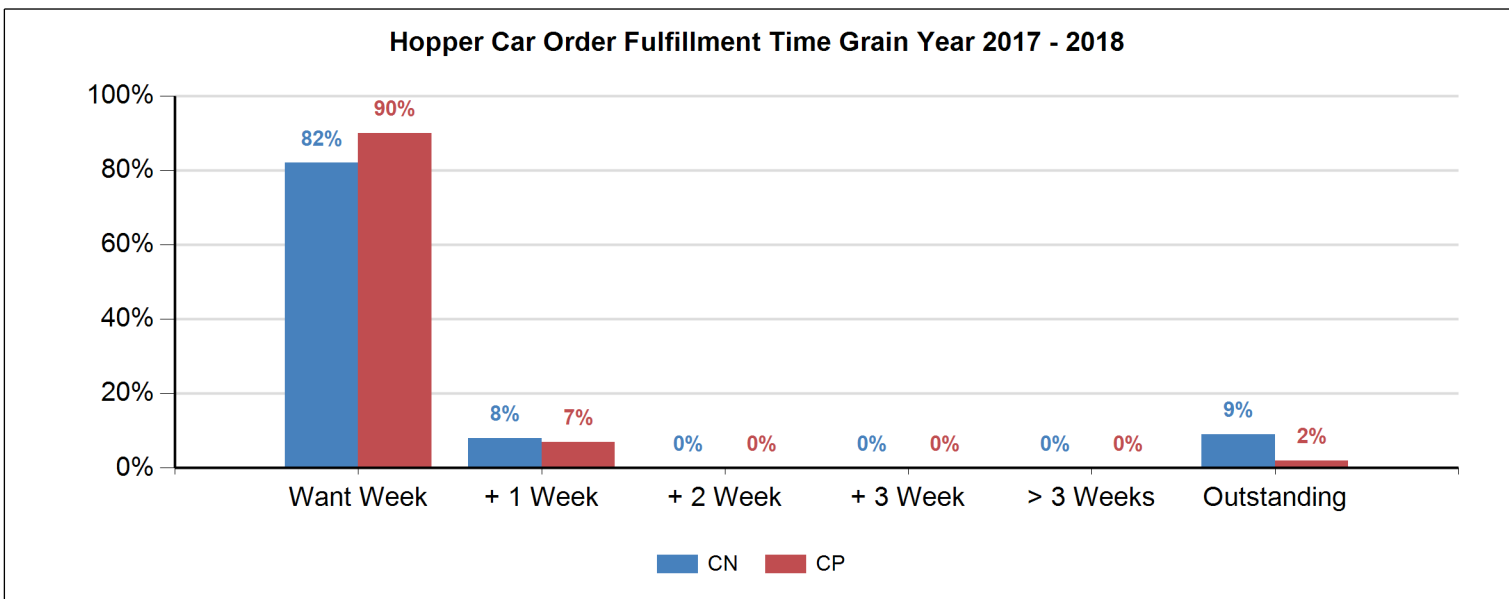
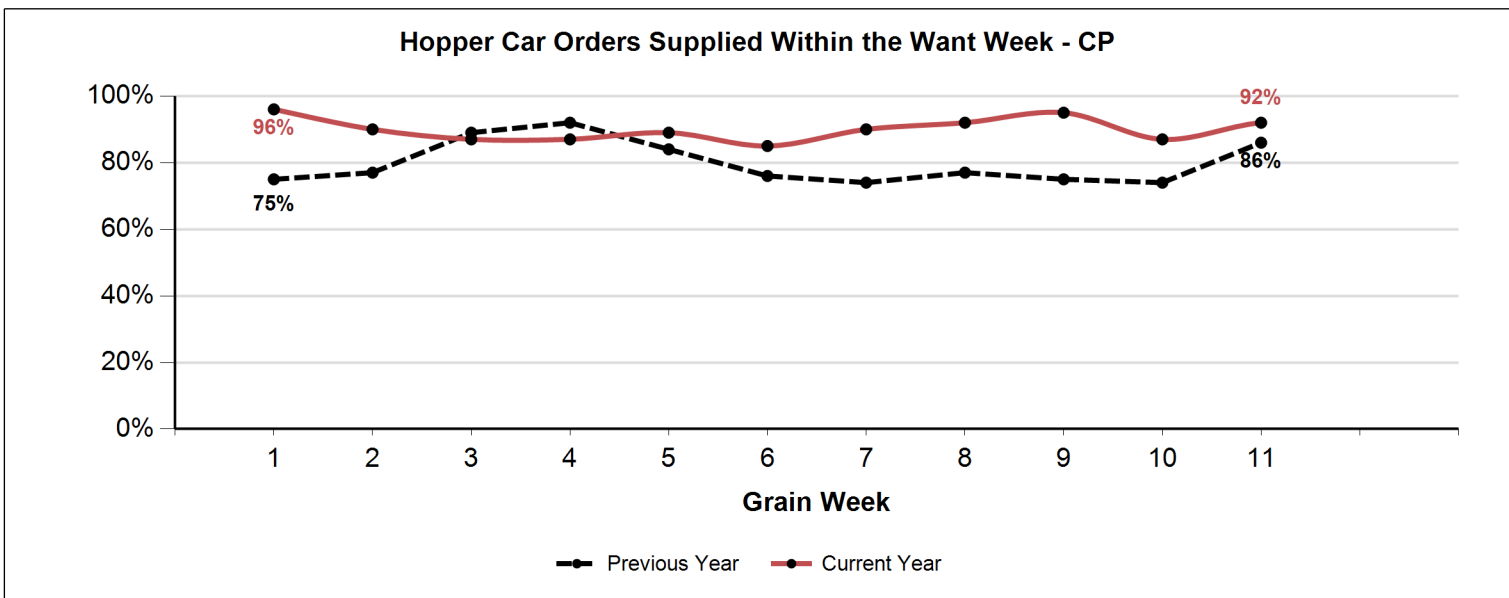
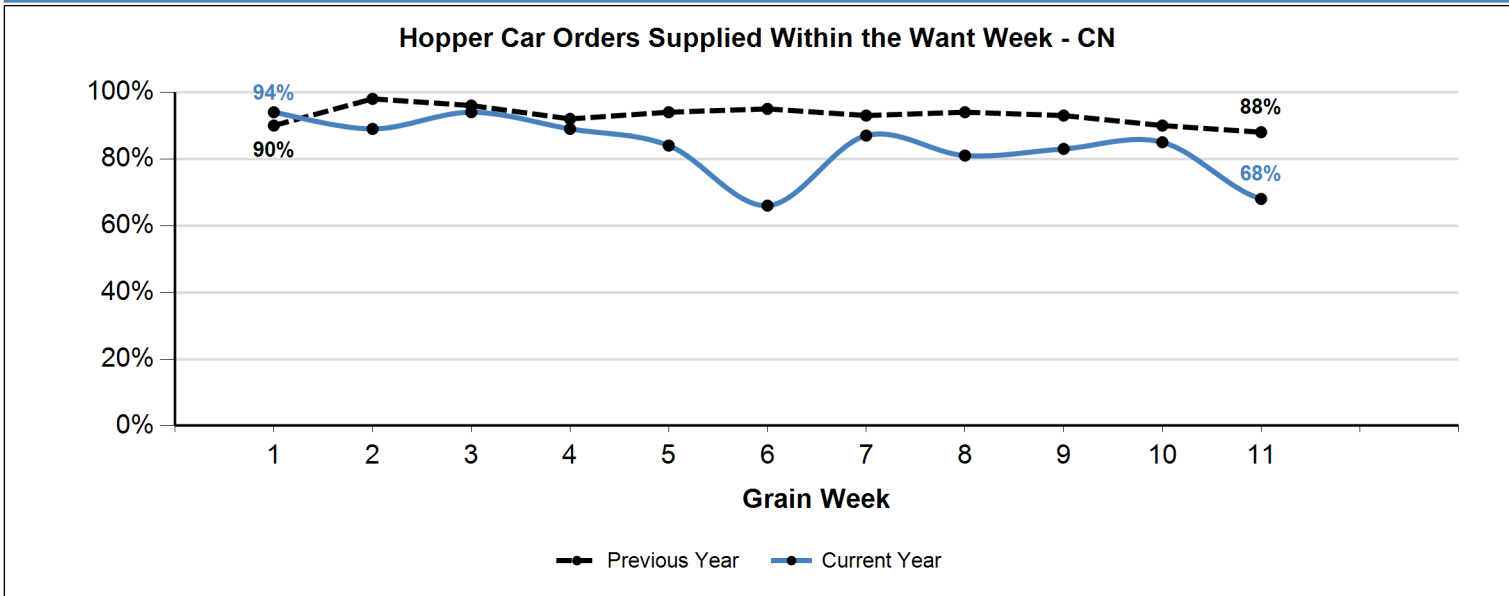


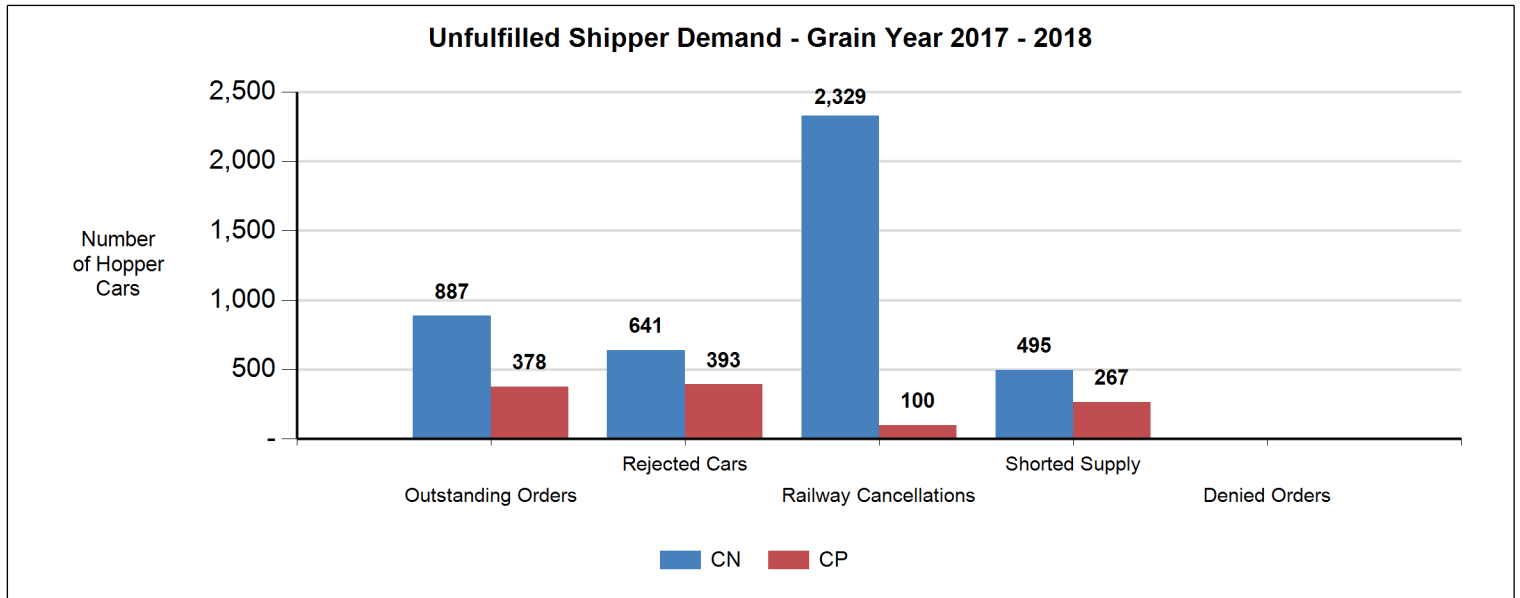
Weekly Performance Update - To Grain Week 11 (CY 2017)  
 Covering 90% of grain movement originating in Western Canada





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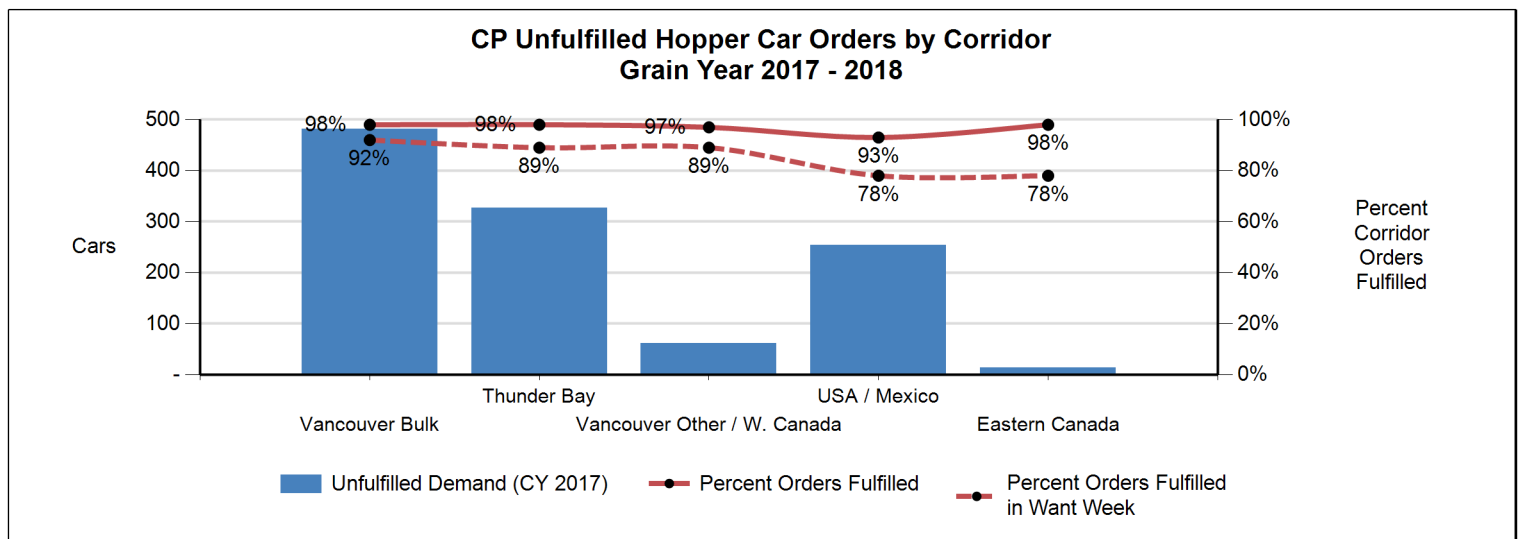
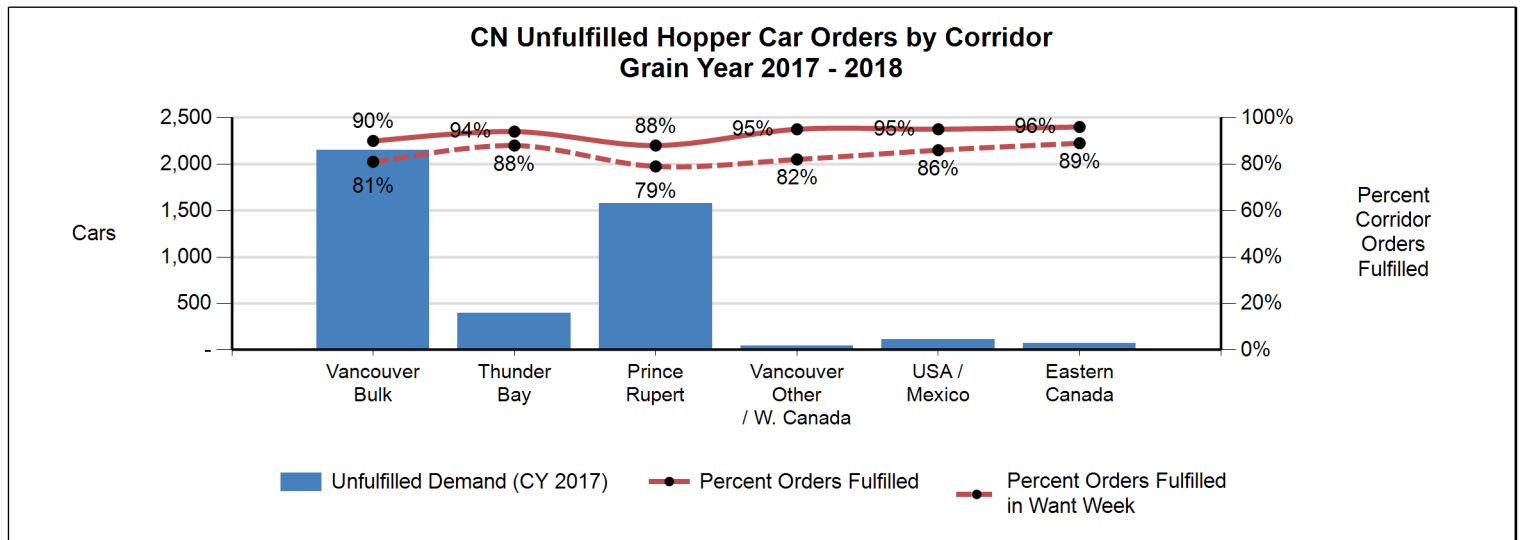
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 11

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	22,018	19,868	(2,150)	90%
	Thunder Bay	6,602	6,206	(396)	94%
	Prince Rupert	13,184	11,607	(1,577)	88%
	Vancouver Other / W. Canada	774	733	(41)	95%
	USA / Mexico	2,309	2,195	(114)	95%
	Eastern Canada	1,674	1,600	(74)	96%
<b>Total</b>		<b>46,561</b>	<b>42,209</b>	<b>(4,352)</b>	<b>91%</b>
CP	Vancouver Bulk	28,798	28,316	(482)	98%
	Thunder Bay	13,185	12,858	(327)	98%
	Vancouver Other / W. Canada	1,892	1,831	(61)	97%
	USA / Mexico	3,835	3,581	(254)	93%
	Eastern Canada	615	601	(14)	98%
<b>Total</b>		<b>48,325</b>	<b>47,187</b>	<b>(1,138)</b>	<b>98%</b>

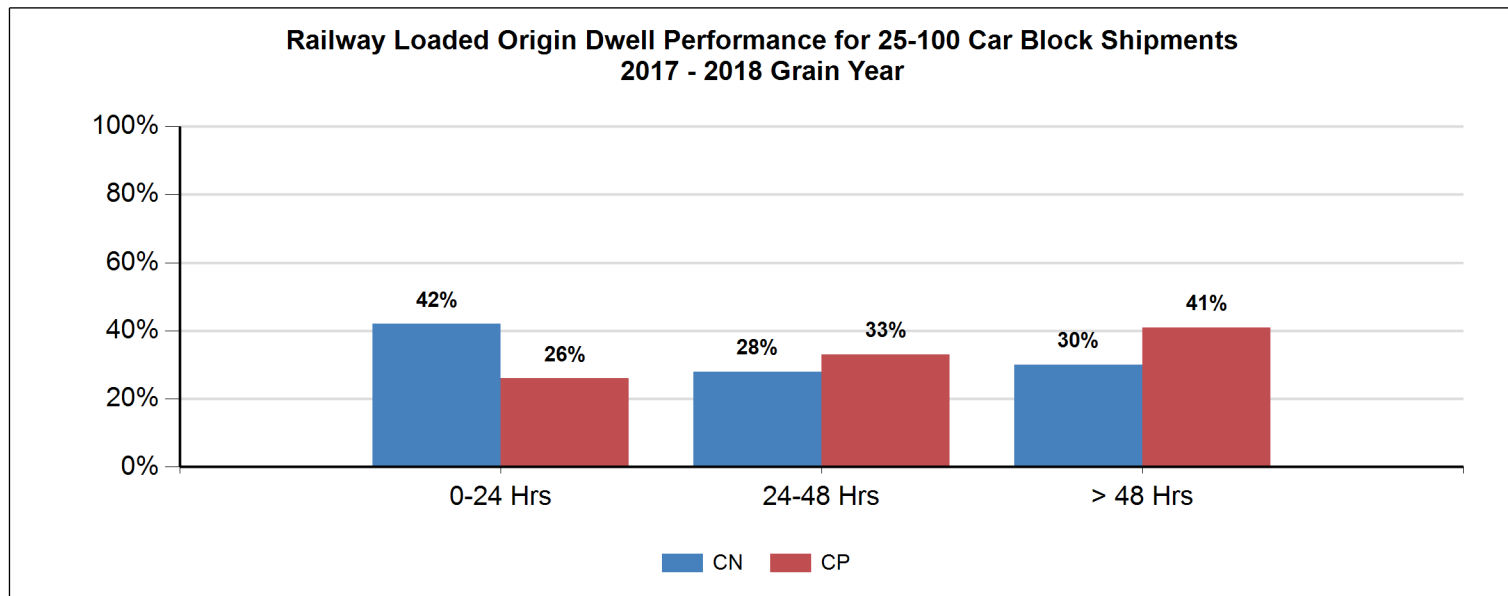
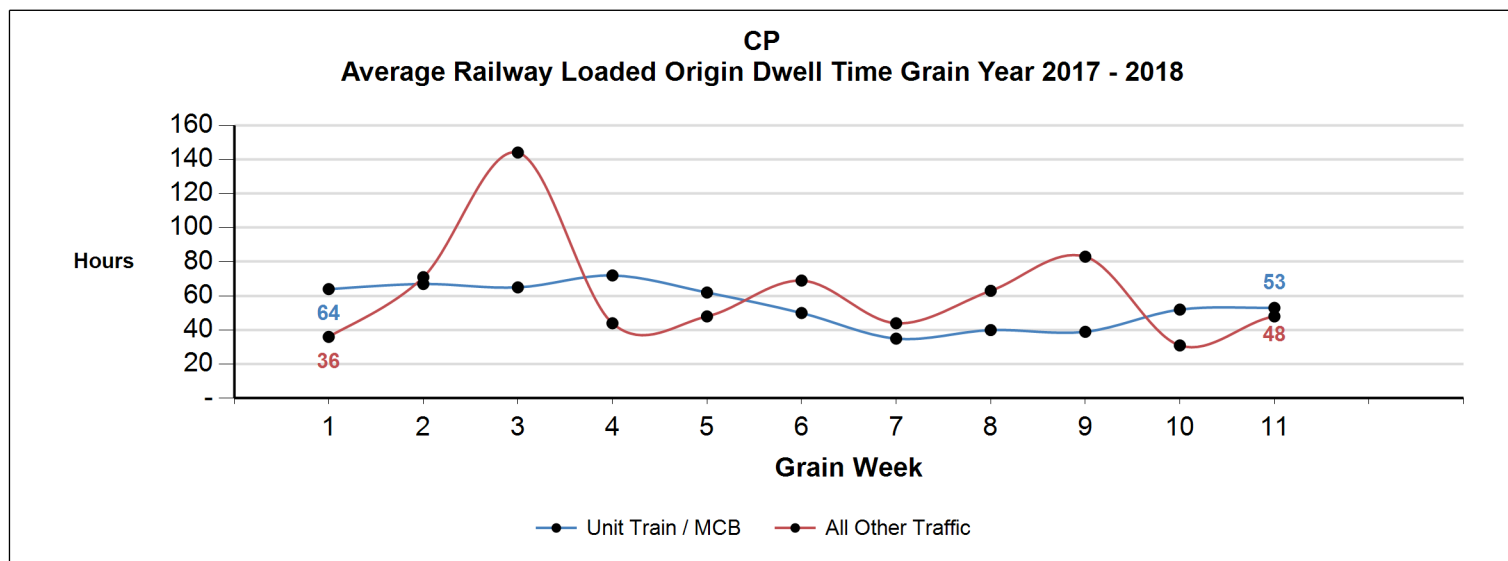
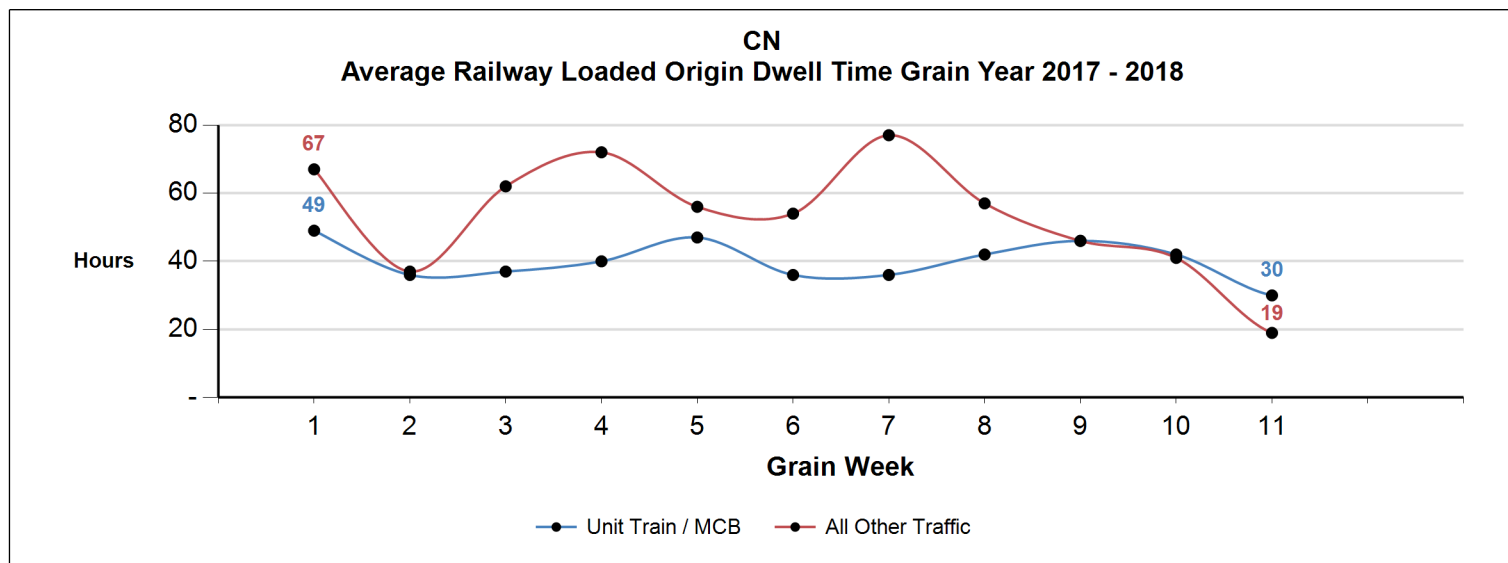
Hopper Cars Supplied in the Want Week by Corridor - To Week 11

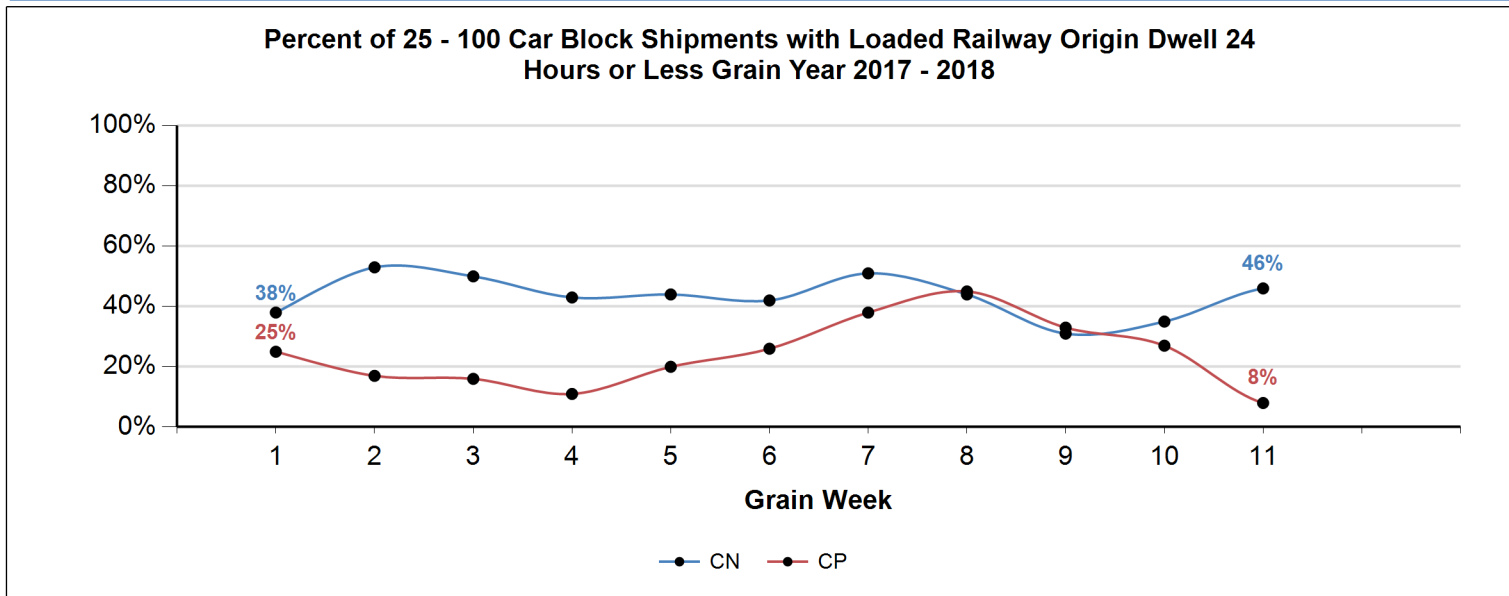
Railway	Corridor	Week 11			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,735	1,705	62%	22,018	17,880	81%
	Thunder Bay	652	598	92%	6,602	5,832	88%
	Prince Rupert	1,421	902	63%	13,184	10,423	79%
	Vancouver Other / W. Canada	61	47	77%	774	638	82%
	USA / Mexico	158	104	66%	2,309	1,980	86%
	Eastern Canada	286	252	88%	1,674	1,488	89%
	<b>CN Total</b>		<b>5,313</b>	<b>3,608</b>	<b>68%</b>	<b>46,561</b>	<b>38,241</b>
CP	Vancouver Bulk	2,520	2,454	97%	28,798	26,596	92%
	Thunder Bay	1,056	944	89%	13,185	11,762	89%
	Vancouver Other / W. Canada	167	135	81%	1,892	1,676	89%
	USA / Mexico	310	212	68%	3,835	2,979	78%
	Eastern Canada	30	27	90%	615	478	78%
<b>CP Total</b>		<b>4,083</b>	<b>3,772</b>	<b>92%</b>	<b>48,325</b>	<b>43,491</b>	<b>90%</b>



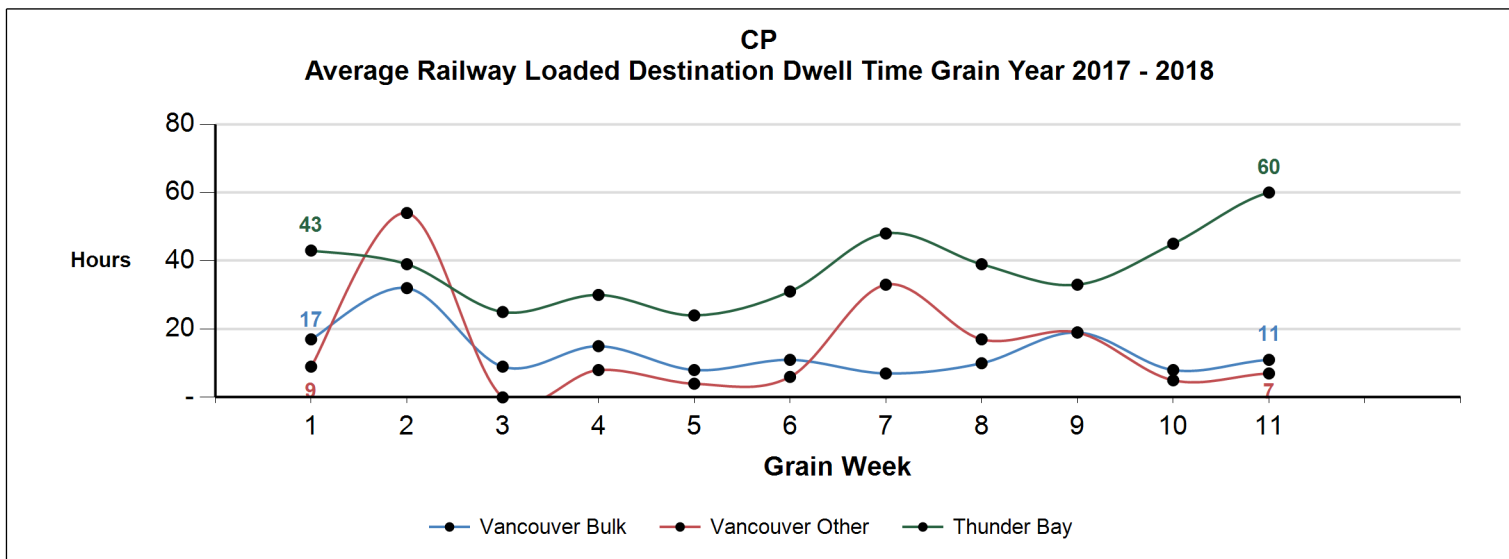
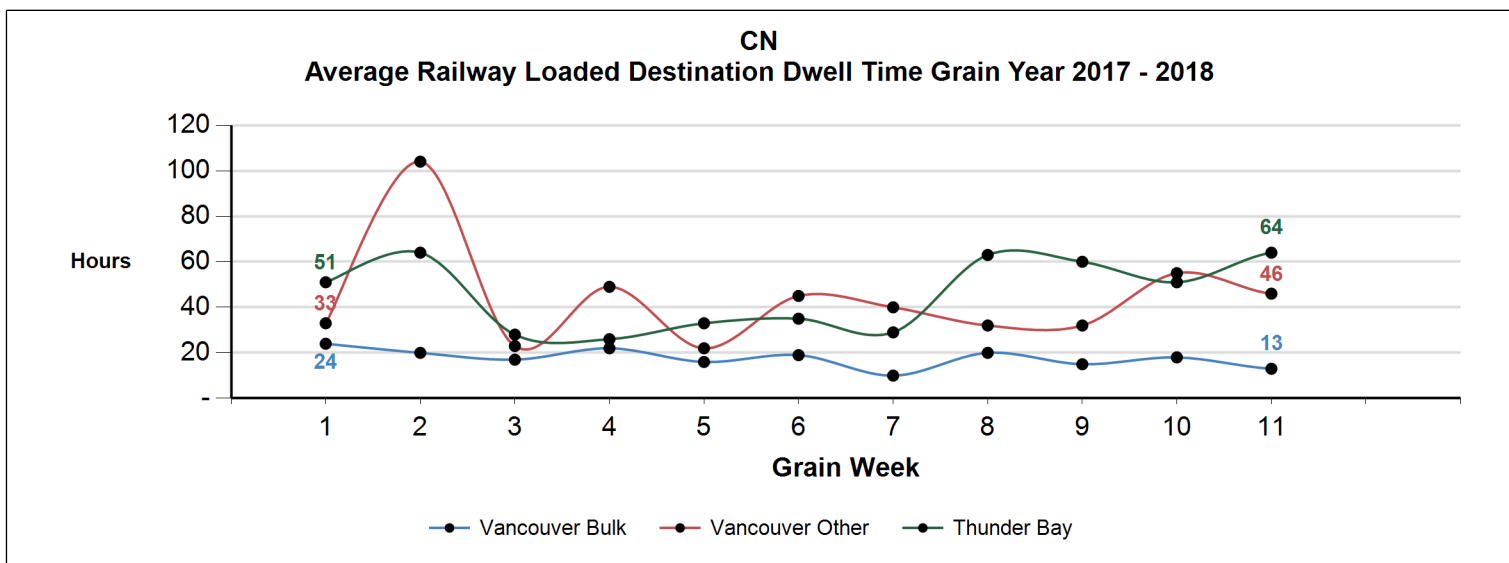


Origin Dwell Performance



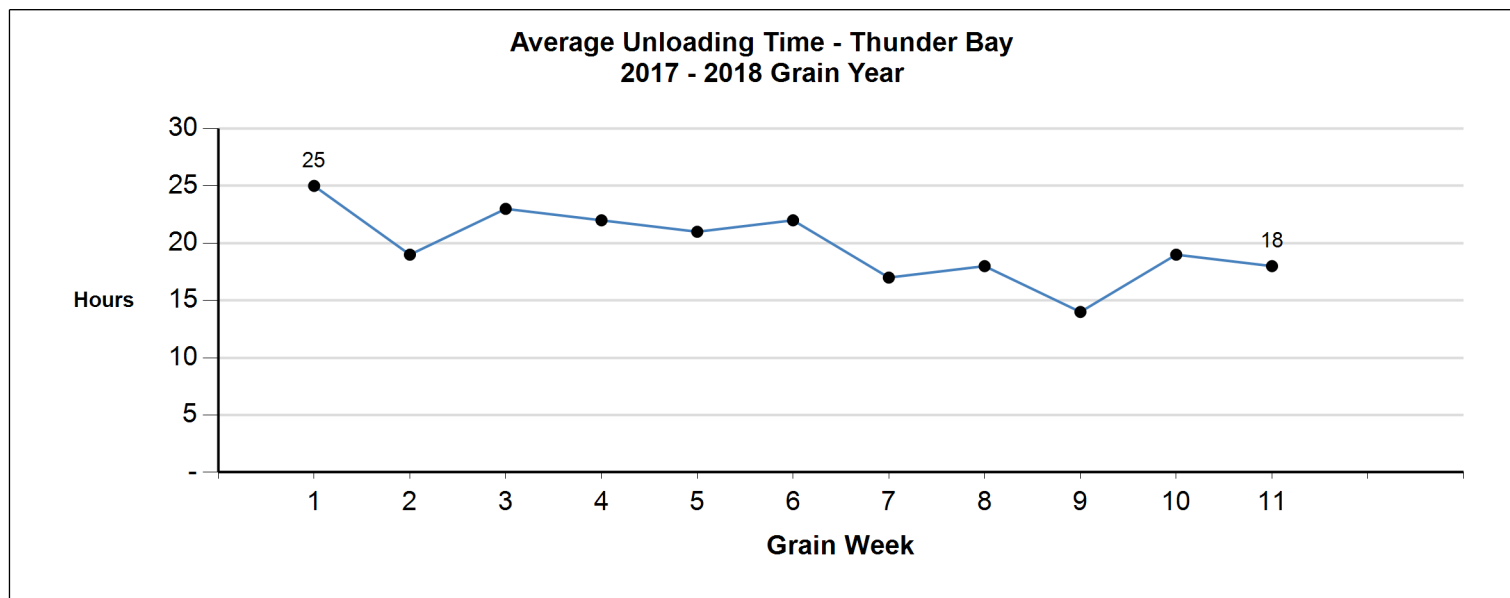
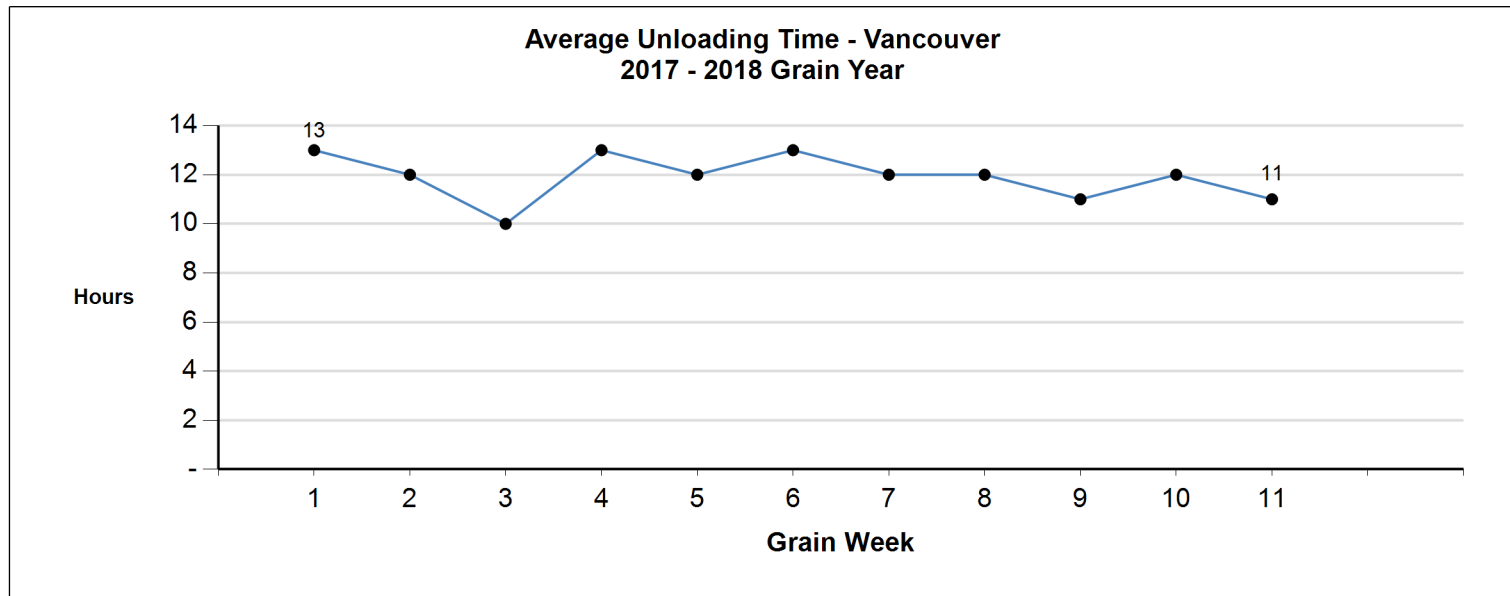


## Destination Dwell Performance





### 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.