



Performance Dashboard

Hopper Car Demand

	Week 12			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	5,378	5,119	259	51,939	4,328	51,219	4,268	720	60
CP	4,746	4,343	403	53,071	4,422	51,235	4,269	1,836	153
Total	10,124	9,462	662	105,010	8,750	102,454	8,537	2,556	213

Cars Shipped

Railway	Corridor	Week 12	YTD
CN	N.A. Domestic	105	4,124
	Prince Rupert	1,539	12,997
	Thunder Bay	690	6,912
	Vancouver	1,788	22,208
Total		4,122	46,241
CP	N.A. Domestic	169	4,665
	Thunder Bay	897	13,748
	Vancouver	3,187	33,549
Total		4,253	51,962

Empty Hopper Cars Supplied - Week 12 (All Want Weeks)

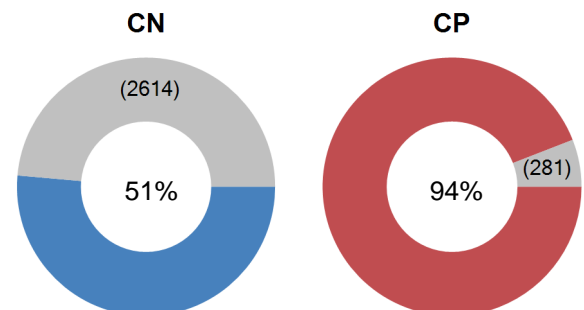
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,564	4,119	891	264	239	274	3,694	4,657
CP	4,010	3,376	366	446	128	247	4,504	4,069
Total	6,574	7,495	1,257	710	367	521	8,198	8,726

Supplied by Block Size

Block Size	Week 12			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	3%	2%	2%	2%	2%
25	2%	3%	3%	3%	2%	3%
50	13%	11%	12%	13%	12%	12%
100	83%	83%	83%	81%	85%	83%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,378	4,746	10,124
Current Week Order Fulfillment			
Supplied in Current Week	2,564	4,010	6,574
Supplied Early	200	455	655
Total Cars Supplied for Want Week	2,764	4,465	7,229
Current Week Unfulfilled Demand	(2,614)	(281)	(2,895)
% Current Week Orders Supplied	51%	94%	71%



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

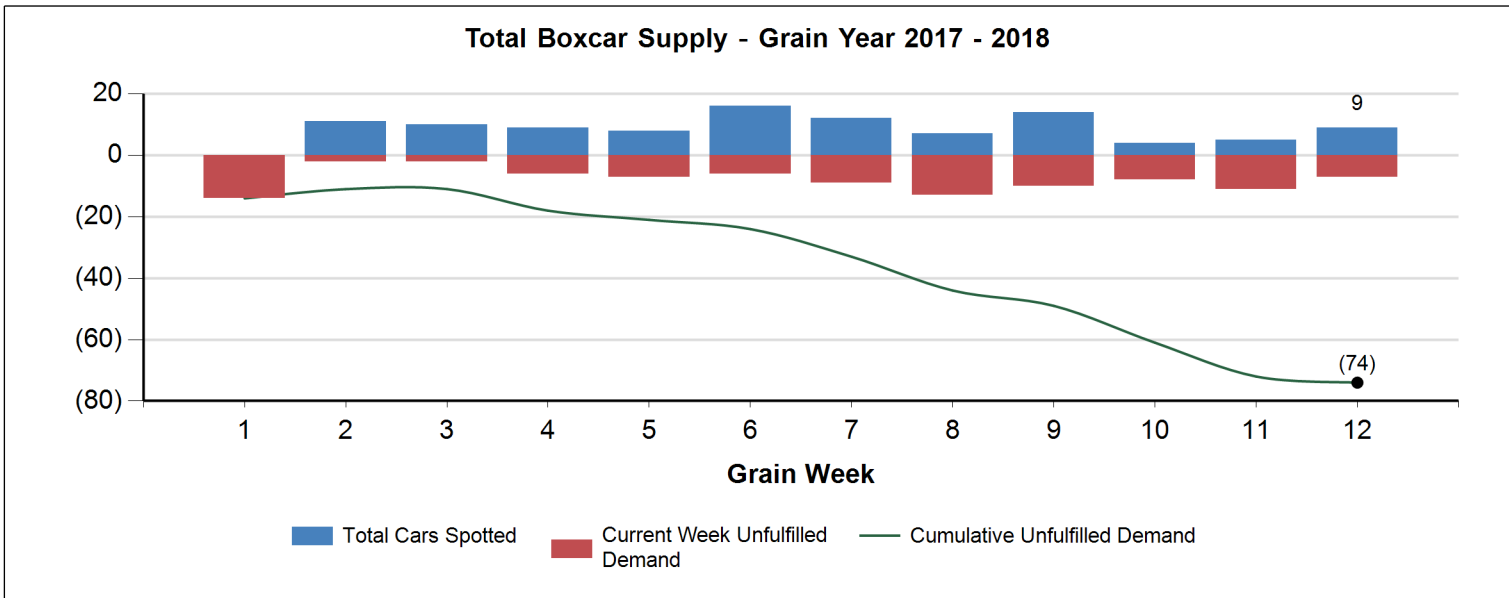
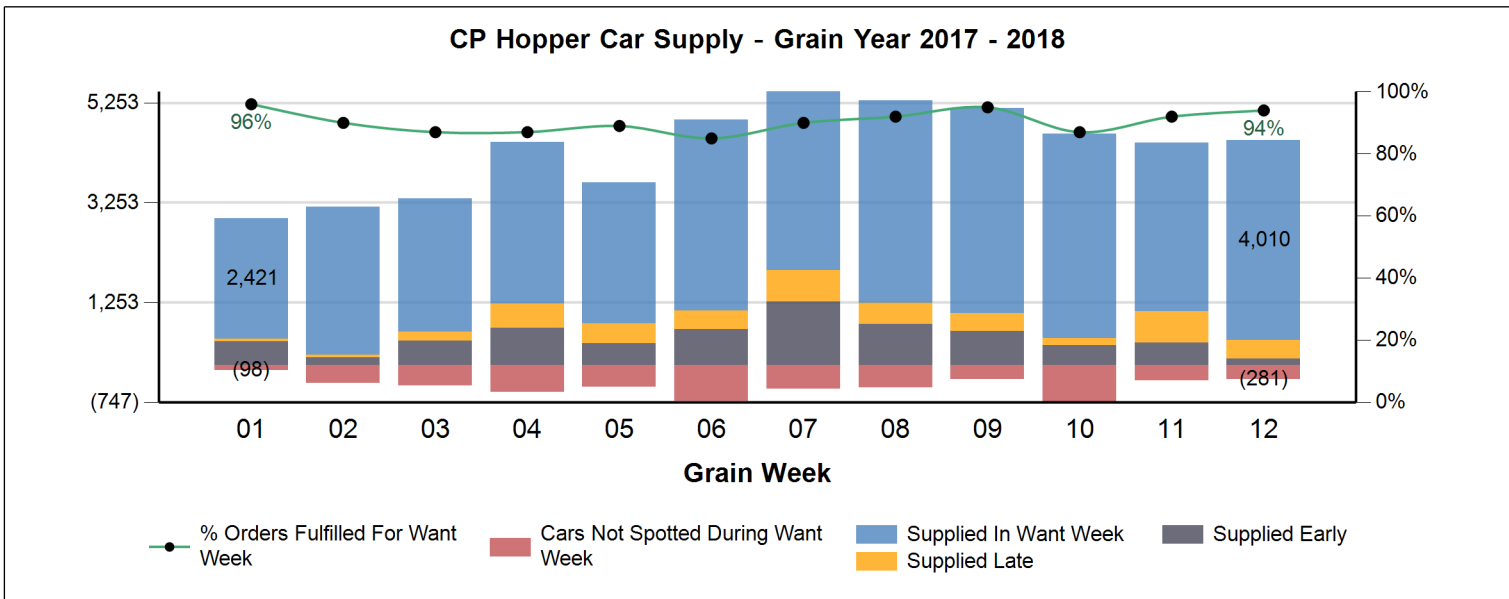
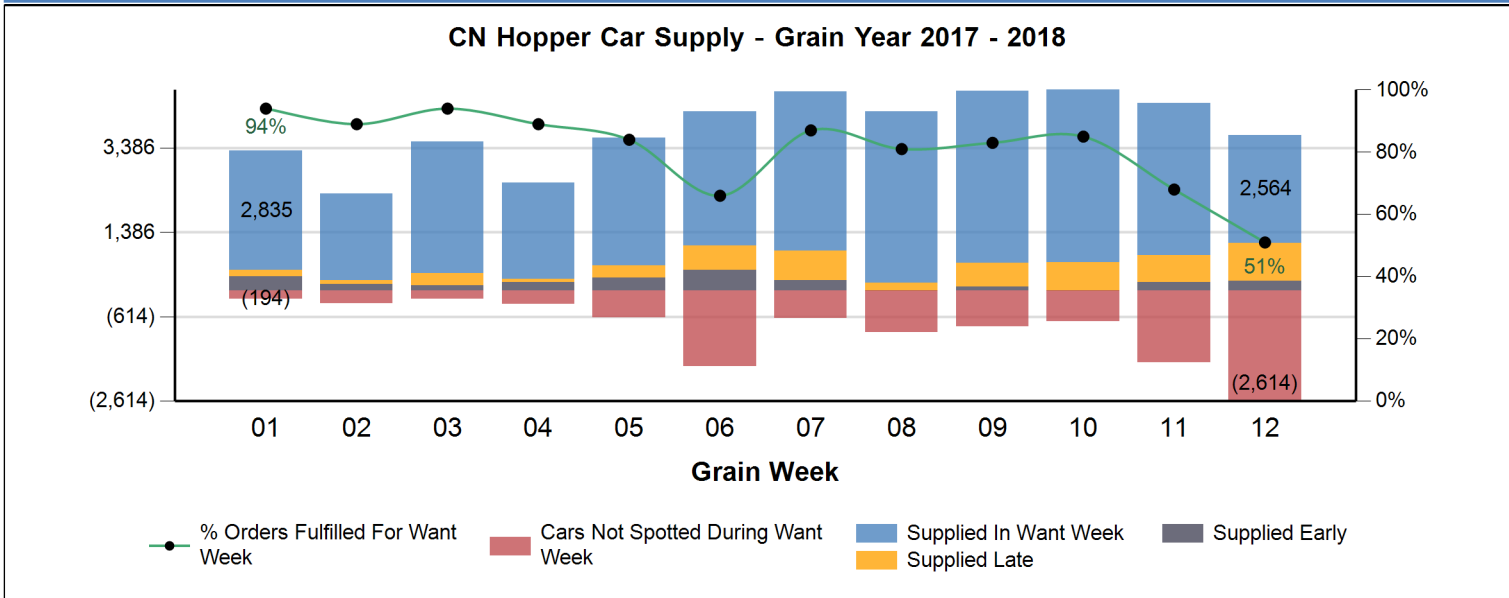
	Week 12		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	27	18	41	18
CP	51	62	53	47

Dwell Time (Hours) at Destination (All Traffic)

		Week 12		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	21	20	19	22
	CP	8	13	13	11
Thunder Bay	CN	50	50	48	55
	CP	34	39	38	32

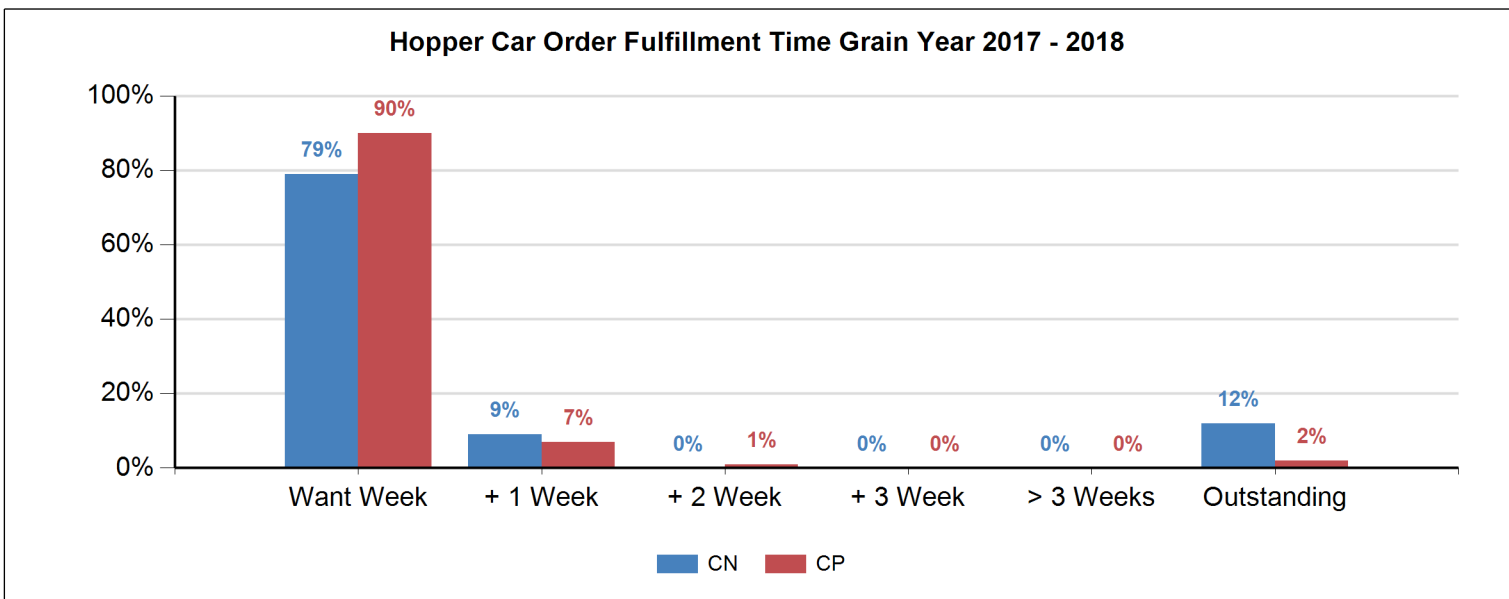
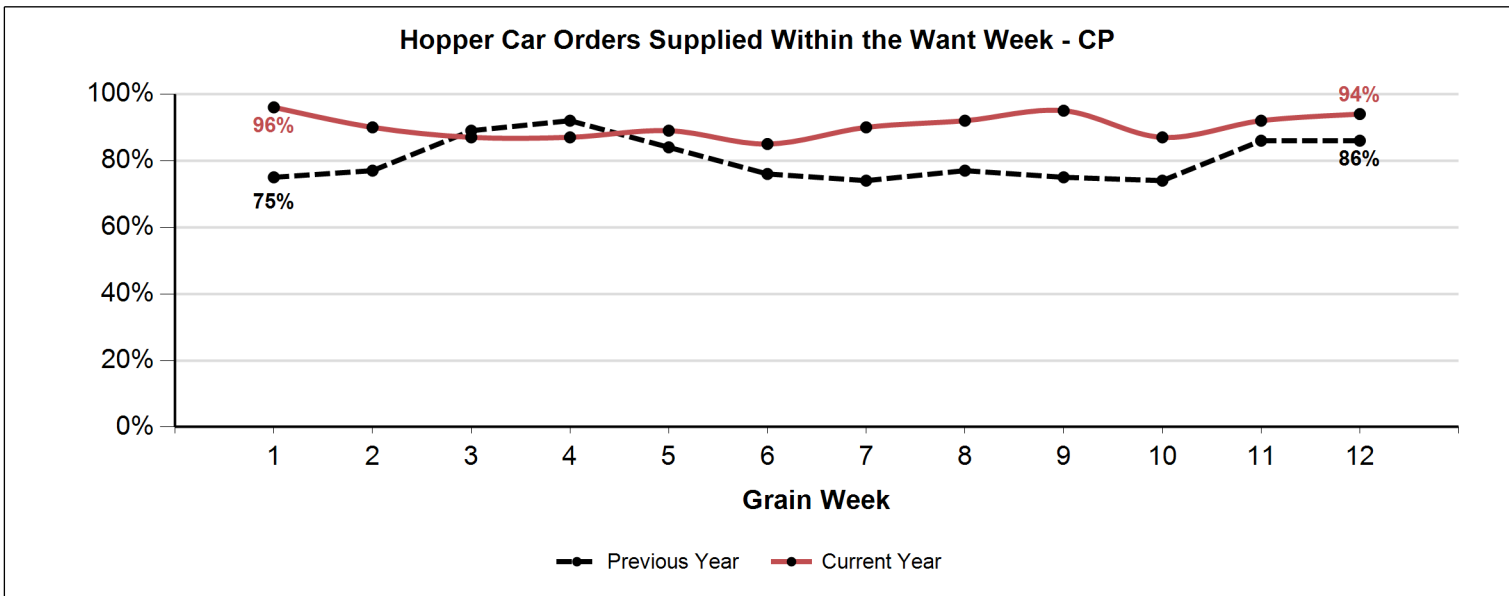
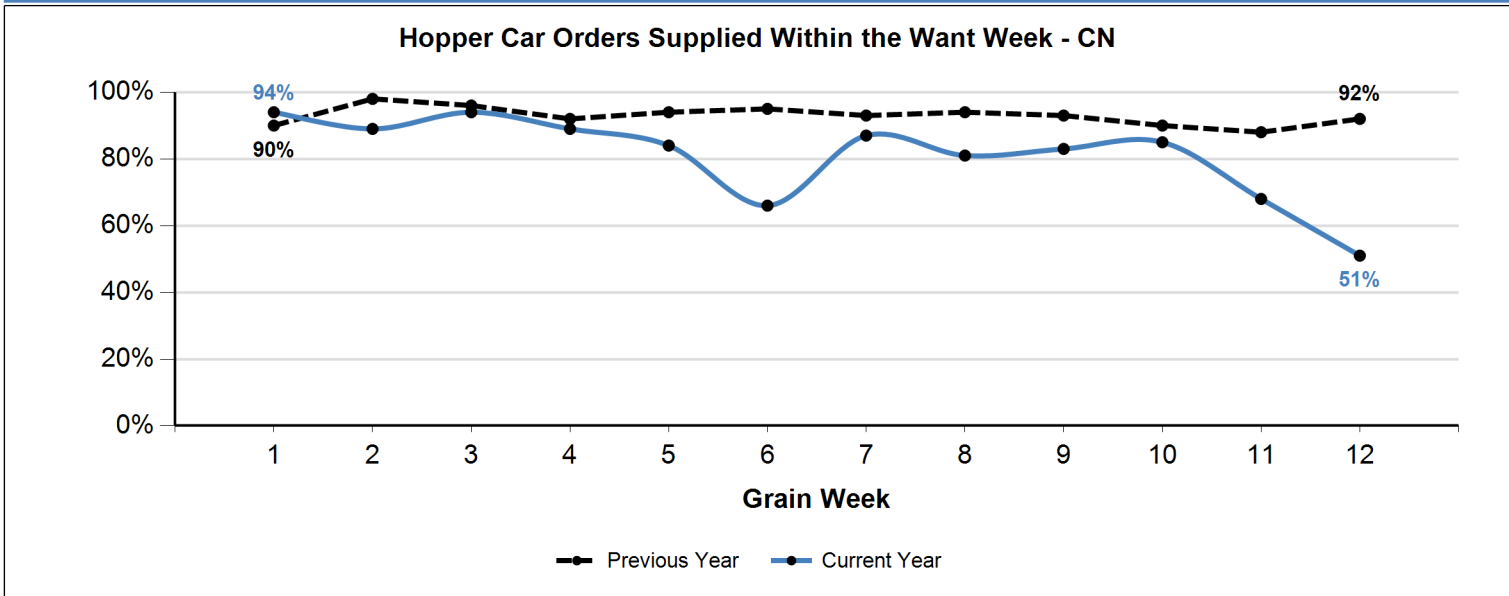


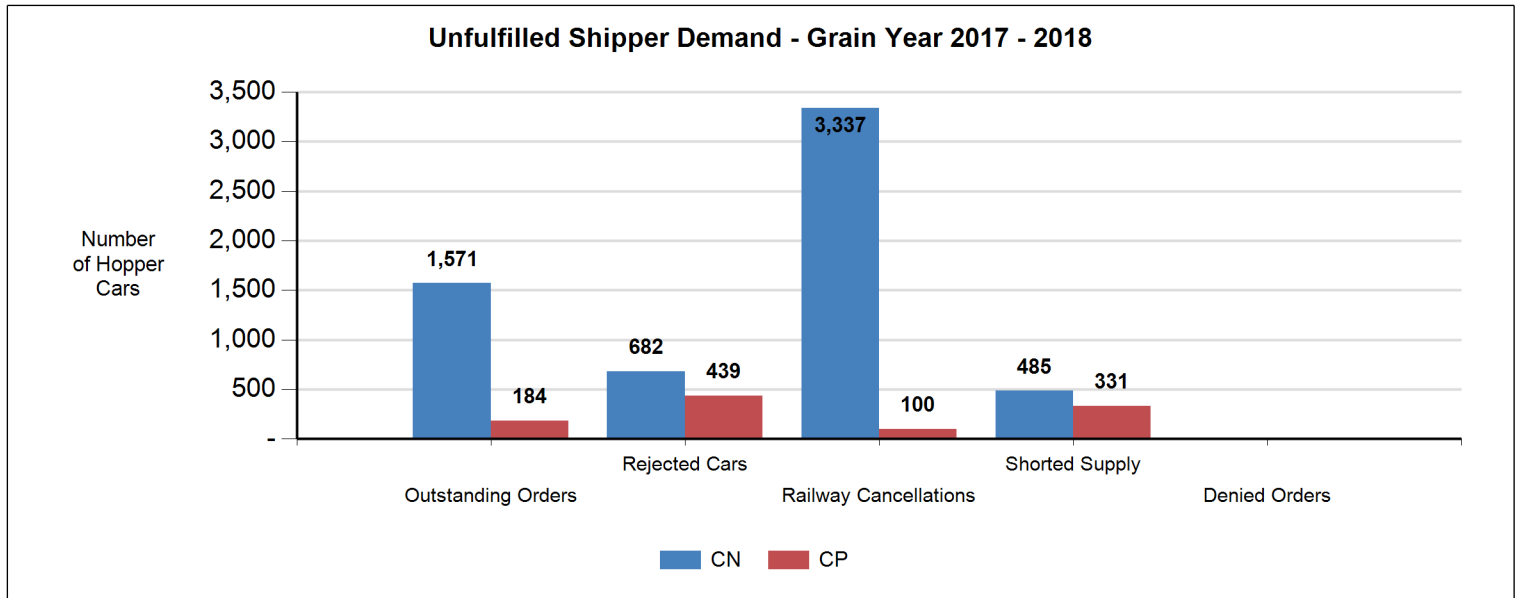
Weekly Performance Update - To Grain Week 12 (CY 2017)
Covering 90% of grain movement originating in Western Canada





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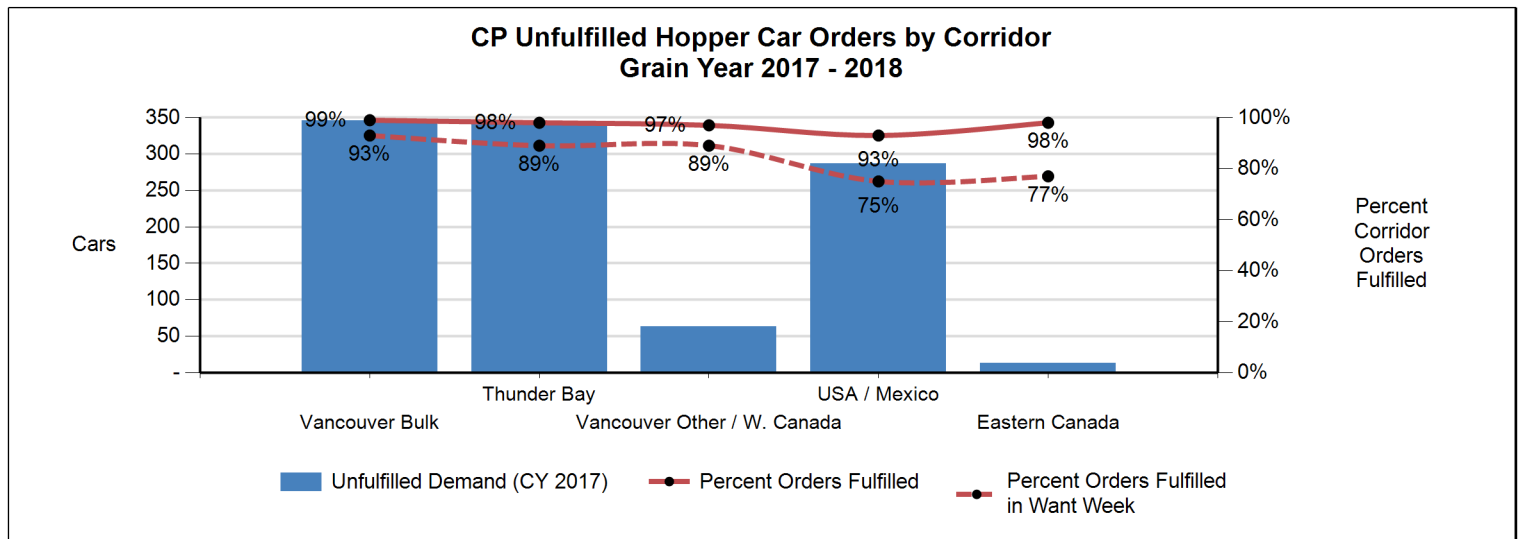
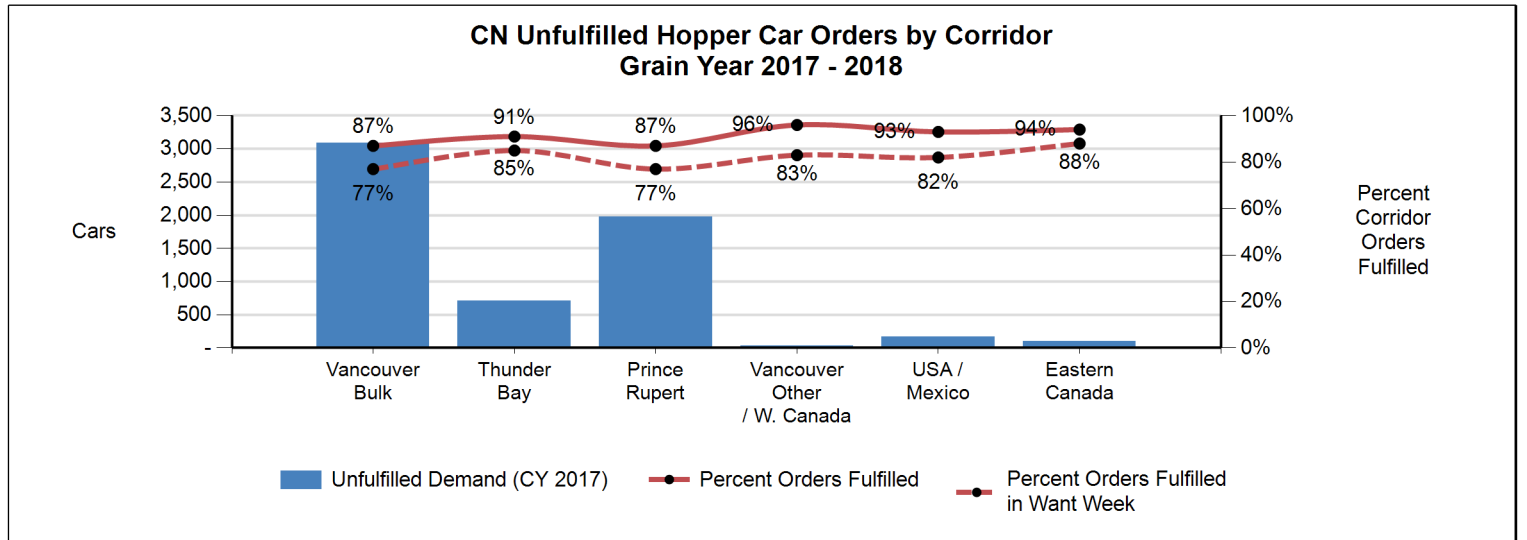
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 12

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	24,485	21,393	(3,092)	87%
	Thunder Bay	7,503	6,795	(708)	91%
	Prince Rupert	14,979	13,002	(1,977)	87%
	Vancouver Other / W. Canada	804	774	(30)	96%
	USA / Mexico	2,417	2,249	(168)	93%
	Eastern Canada	1,751	1,651	(100)	94%
Total		51,939	45,864	(6,075)	88%
CP	Vancouver Bulk	32,014	31,668	(346)	99%
	Thunder Bay	14,278	13,933	(345)	98%
	Vancouver Other / W. Canada	2,156	2,093	(63)	97%
	USA / Mexico	3,995	3,708	(287)	93%
	Eastern Canada	628	615	(13)	98%
Total		53,071	52,017	(1,054)	98%

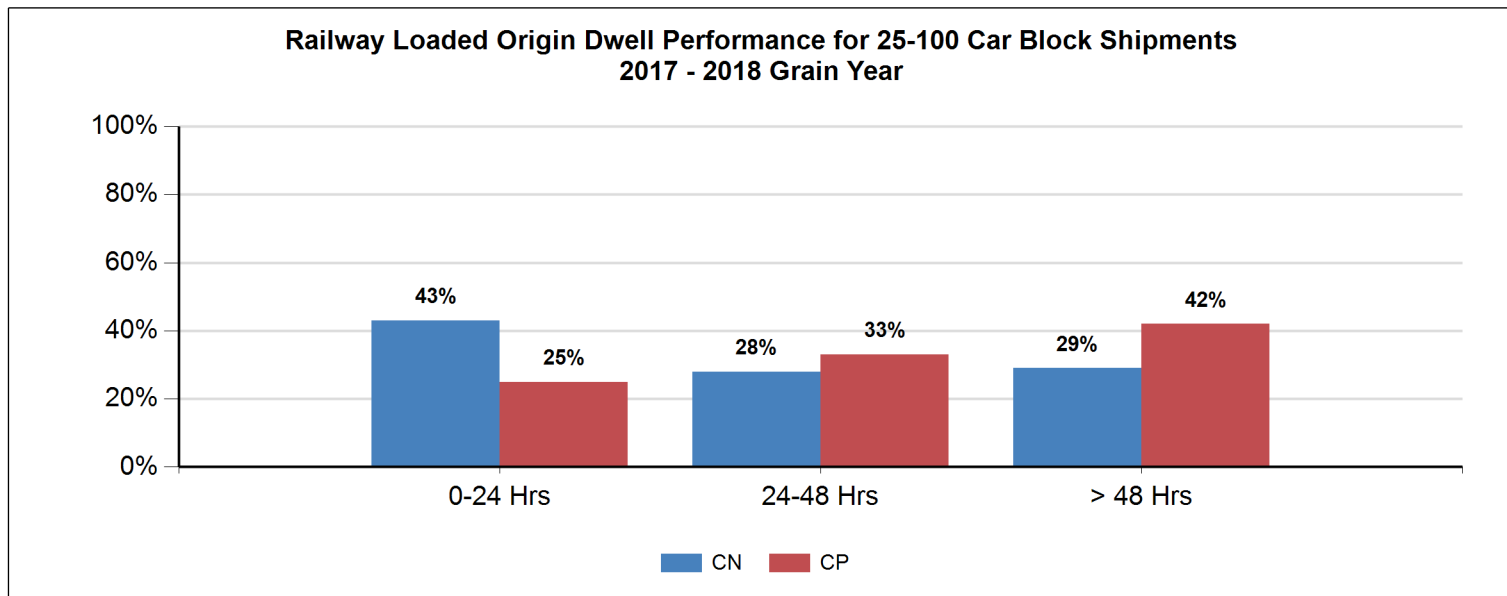
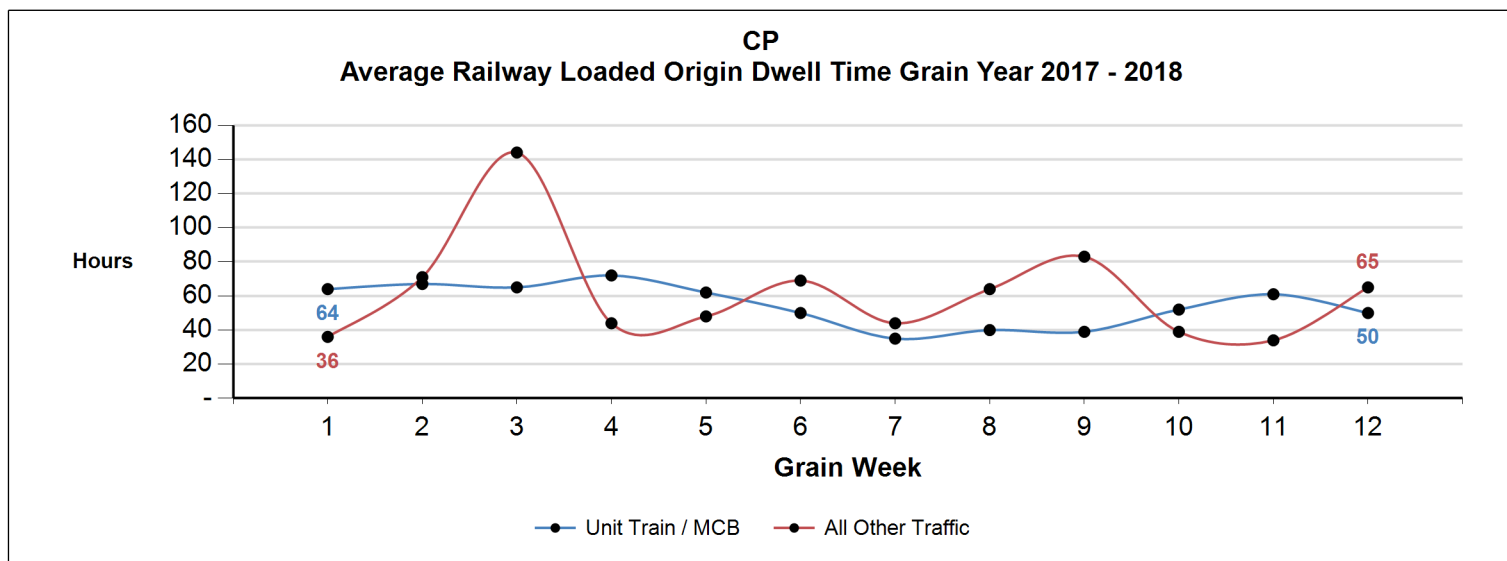
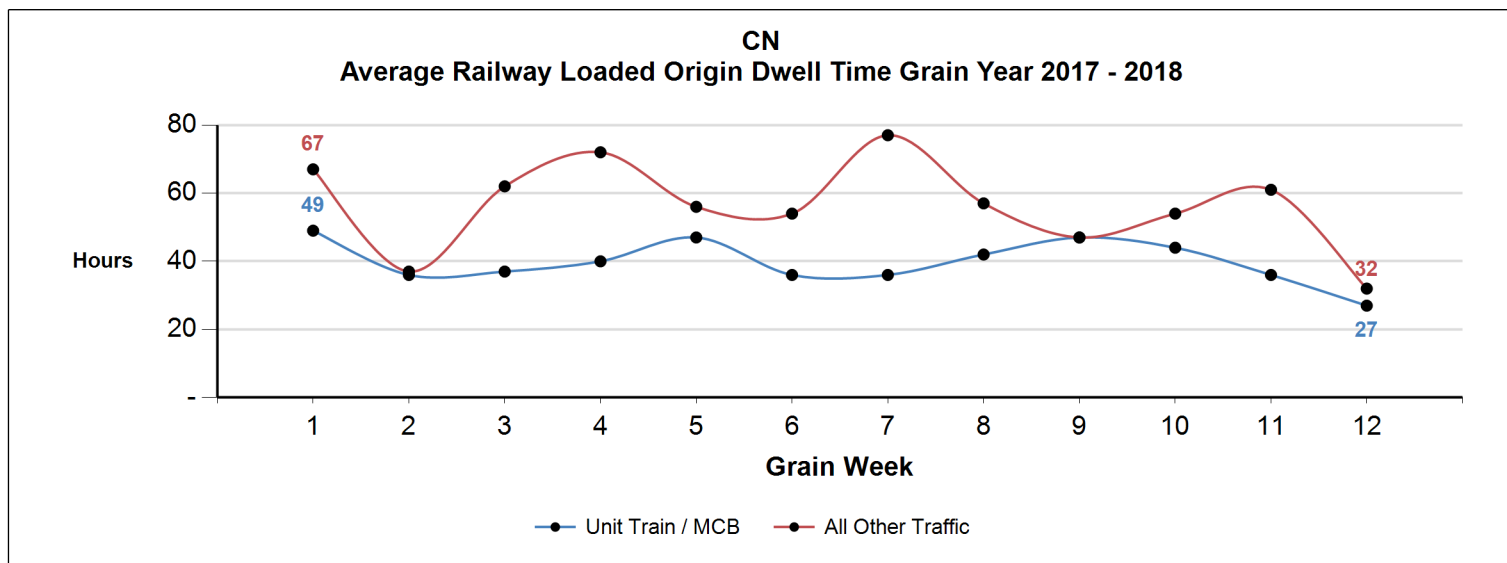
Hopper Cars Supplied in the Want Week by Corridor - To Week 12

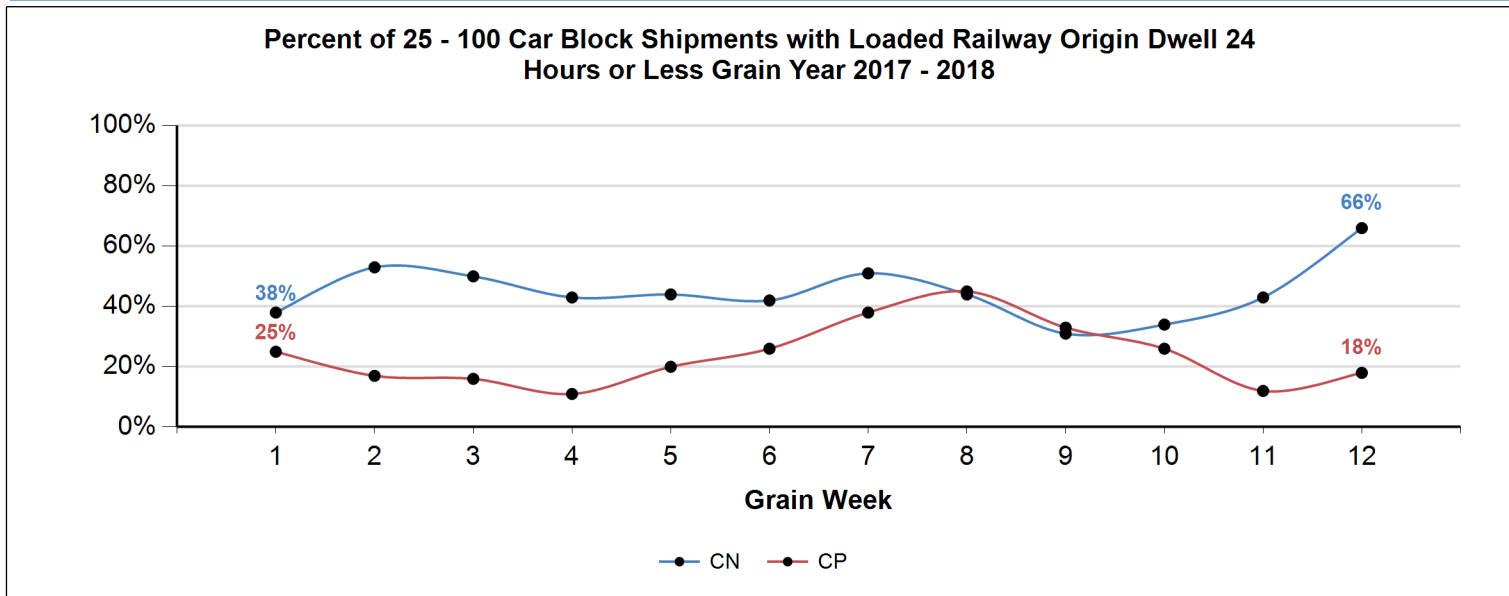
Railway	Corridor	Week 12			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,467	921	37%	24,485	18,801	77%
	Thunder Bay	901	570	63%	7,503	6,402	85%
	Prince Rupert	1,795	1,185	66%	14,979	11,608	77%
	Vancouver Other / W. Canada	30	29	97%	804	667	83%
	USA / Mexico	108	8	7%	2,417	1,988	82%
	Eastern Canada	77	51	66%	1,751	1,539	88%
	CN Total		5,378	2,764	51%	51,939	41,005
CP	Vancouver Bulk	3,218	3,245	101%	32,014	29,841	93%
	Thunder Bay	1,093	948	87%	14,278	12,709	89%
	Vancouver Other / W. Canada	272	244	90%	2,156	1,920	89%
	USA / Mexico	155	22	14%	3,995	3,001	75%
	Eastern Canada	8	6	75%	628	484	77%
	CP Total		4,746	4,465	94%	53,071	47,955



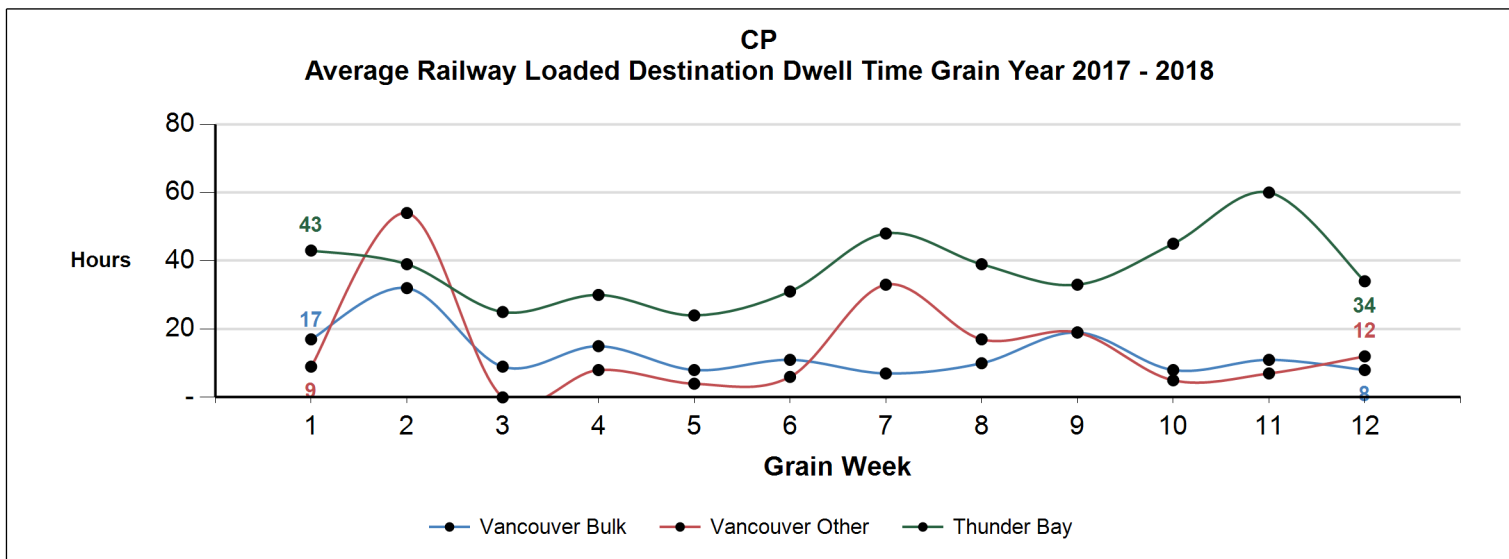
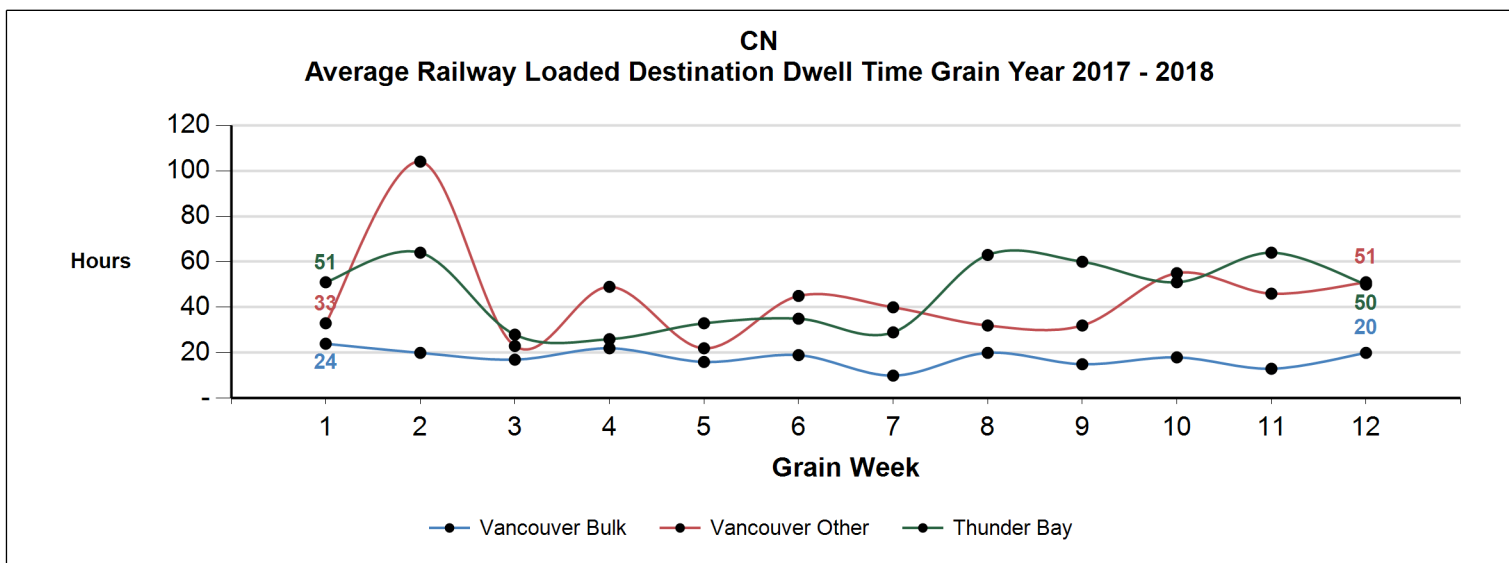


Origin Dwell Performance



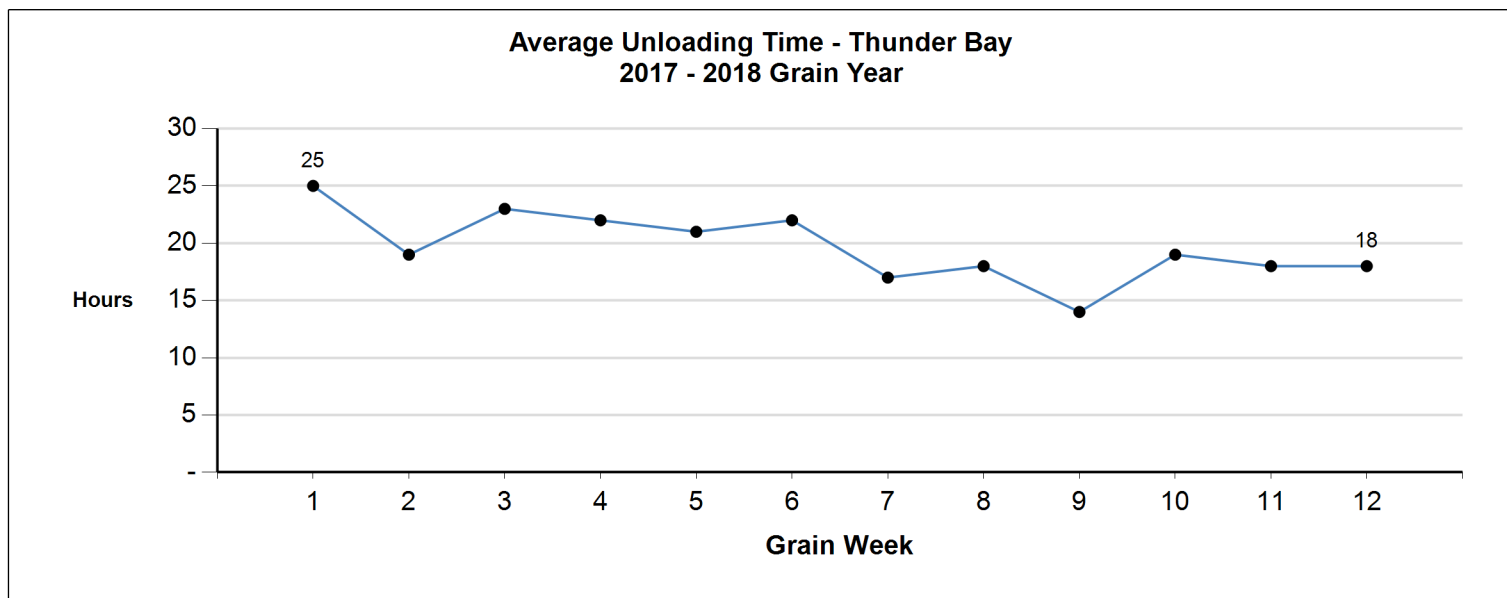
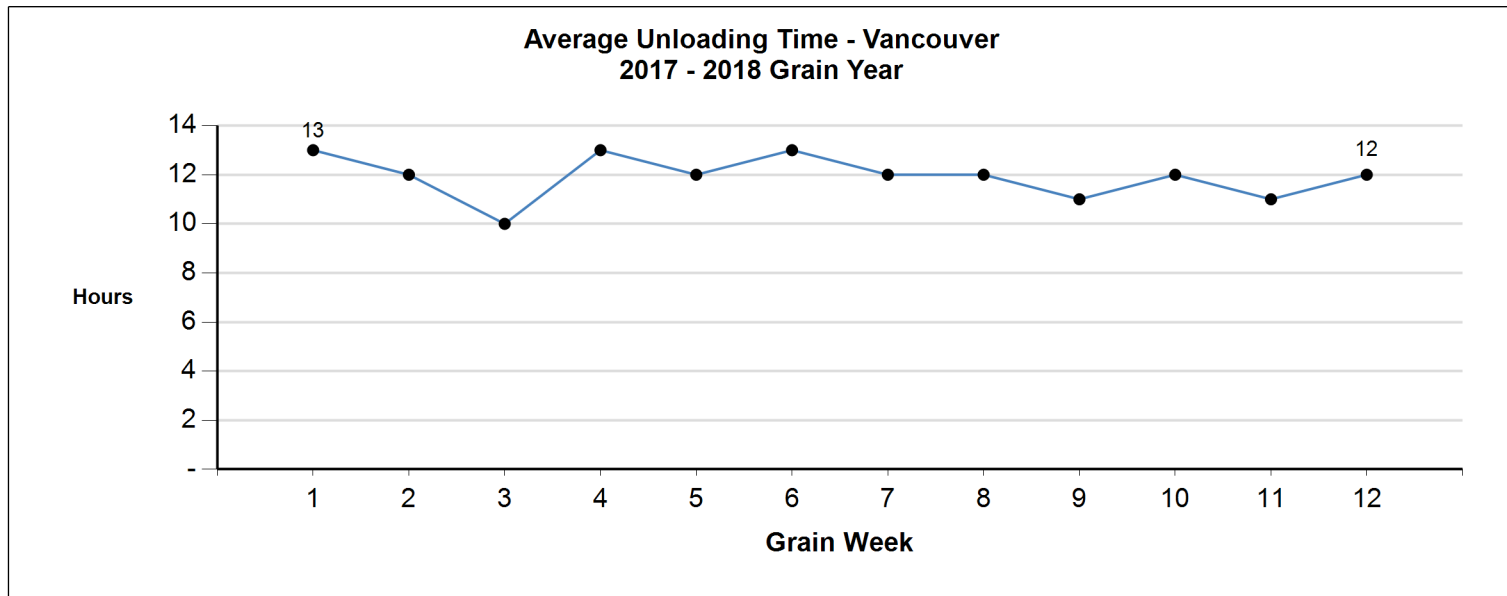


Destination Dwell Performance





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.