



Performance Dashboard

Hopper Car Demand

	Week 13			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	4,892	4,970	(78)	56,831	4,371	56,189	4,322	642	49
CP	4,606	5,105	(499)	57,677	4,436	56,340	4,333	1,337	102
Total	9,498	10,075	(577)	114,508	8,807	112,529	8,655	1,979	151

Cars Shipped

Railway	Corridor	Week 13	YTD
CN	N.A. Domestic	398	4,522
	Prince Rupert	679	13,678
	Thunder Bay	643	7,555
	Vancouver	2,409	24,651
Total		4,129	50,406
CP	N.A. Domestic	403	5,068
	Thunder Bay	1,282	15,030
	Vancouver	2,844	36,304
Total		4,529	56,402

Empty Hopper Cars Supplied - Week 13 (All Want Weeks)

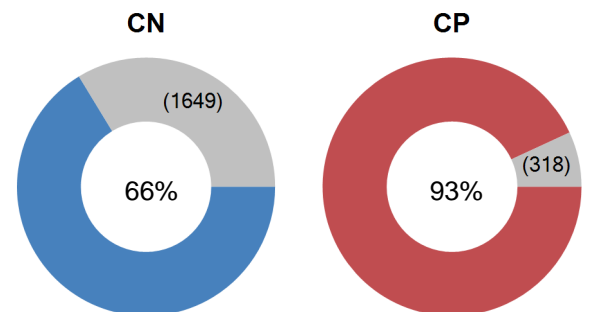
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,004	4,256	1,561	131	6	333	4,571	4,720
CP	4,109	3,521	152	614	453	364	4,714	4,499
Total	7,113	7,777	1,713	745	459	697	9,285	9,219

Supplied by Block Size

Block Size	Week 13			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	4%	4%	3%	2%	2%
25	4%	4%	4%	4%	2%	3%
50	11%	6%	9%	13%	11%	12%
100	82%	86%	84%	81%	85%	83%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,892	4,606	9,498
Current Week Order Fulfillment			
Supplied in Current Week	3,004	4,109	7,113
Supplied Early	239	179	418
Total Cars Supplied for Want Week	3,243	4,288	7,531
Current Week Unfulfilled Demand	(1,649)	(318)	(1,967)
% Current Week Orders Supplied	66%	93%	79%



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

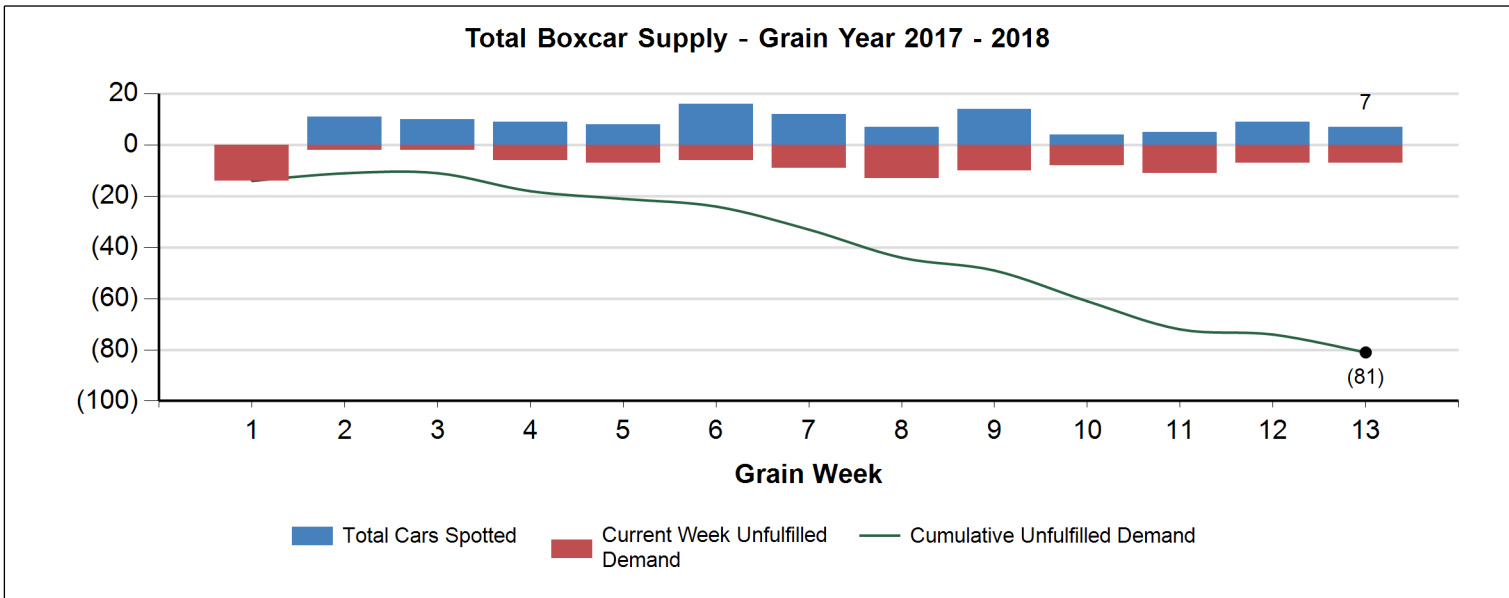
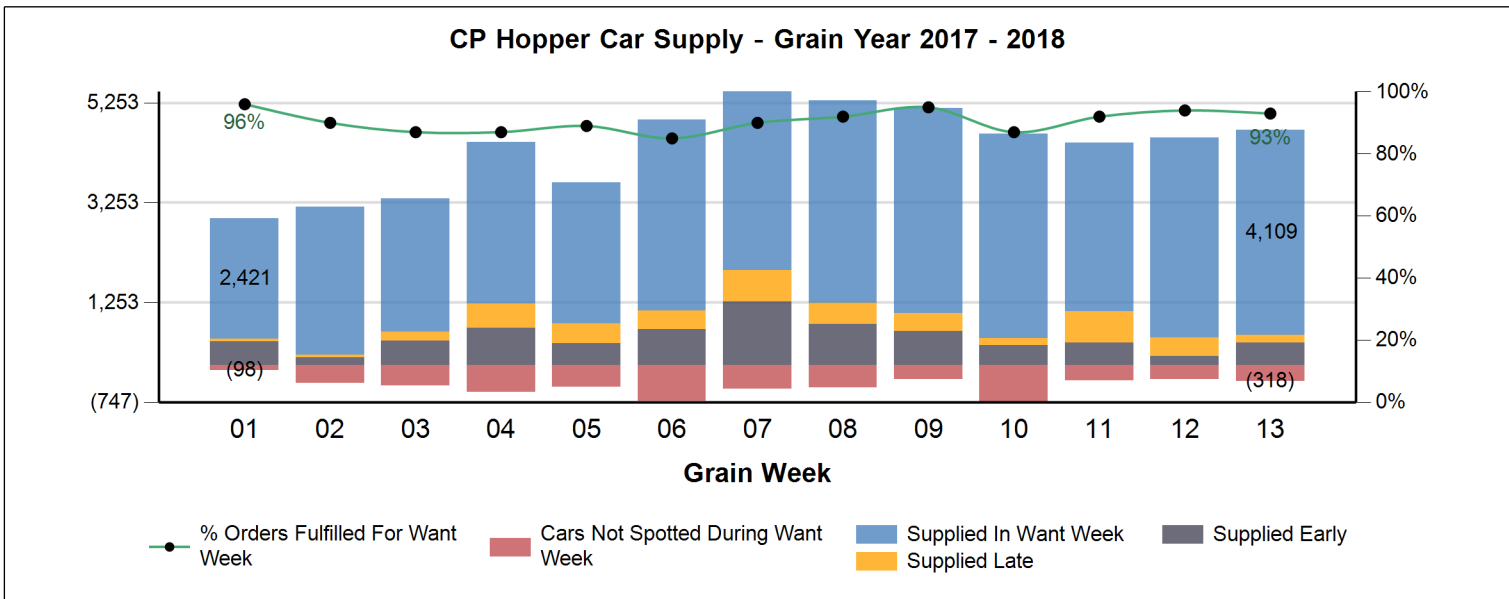
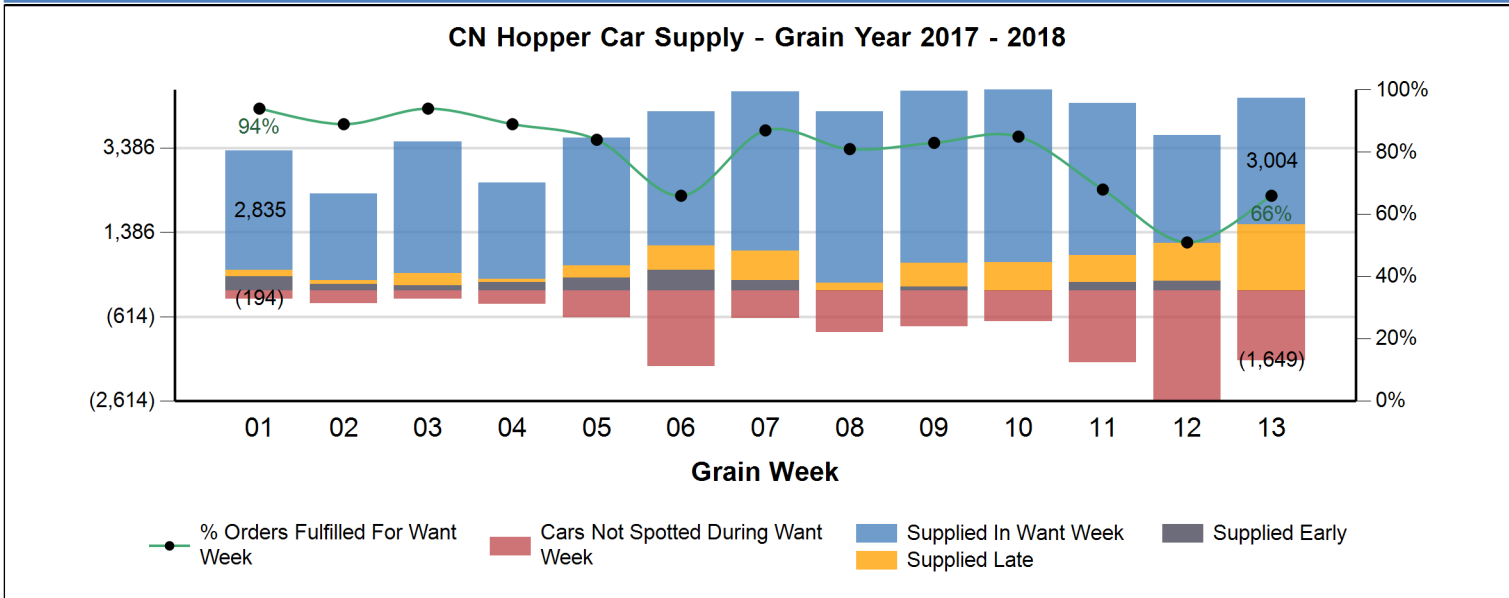
	Week 13		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	32	21	42	19
CP	35	75	53	49

Dwell Time (Hours) at Destination (All Traffic)

		Week 13		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	18	23	19	22
	CP	11	13	12	11
Thunder Bay	CN	39	49	48	54
	CP	82	43	41	33

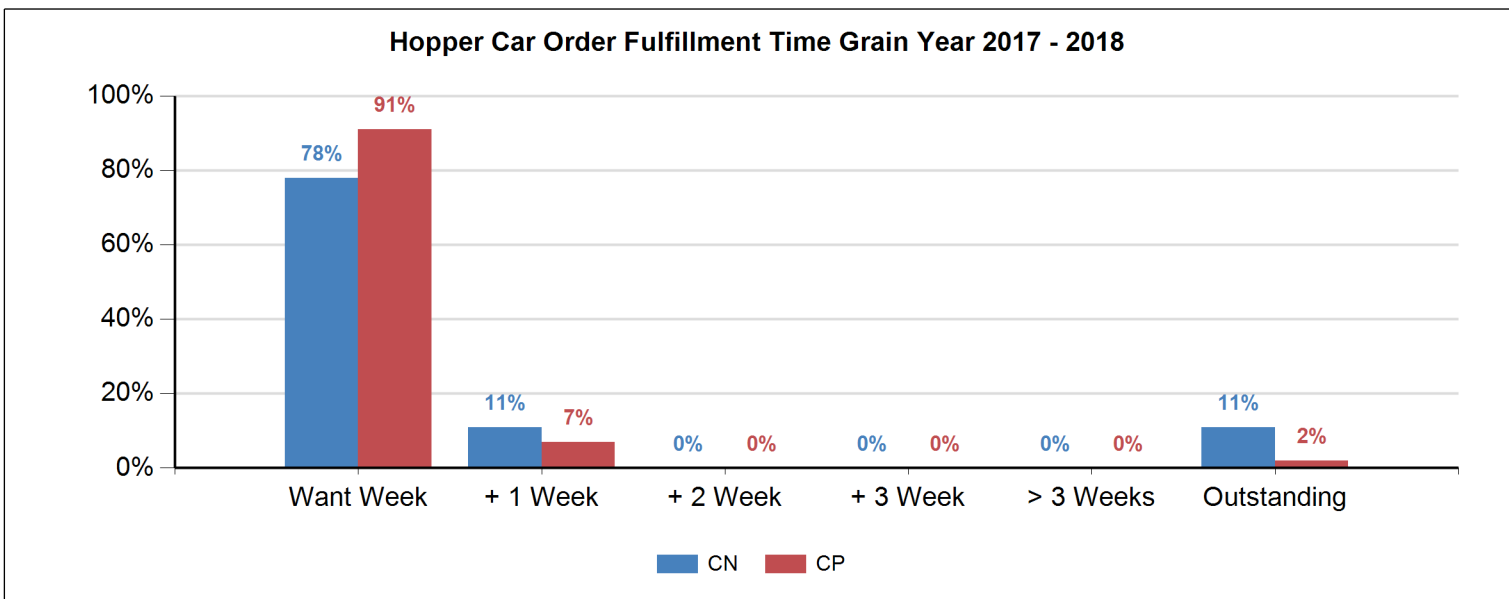
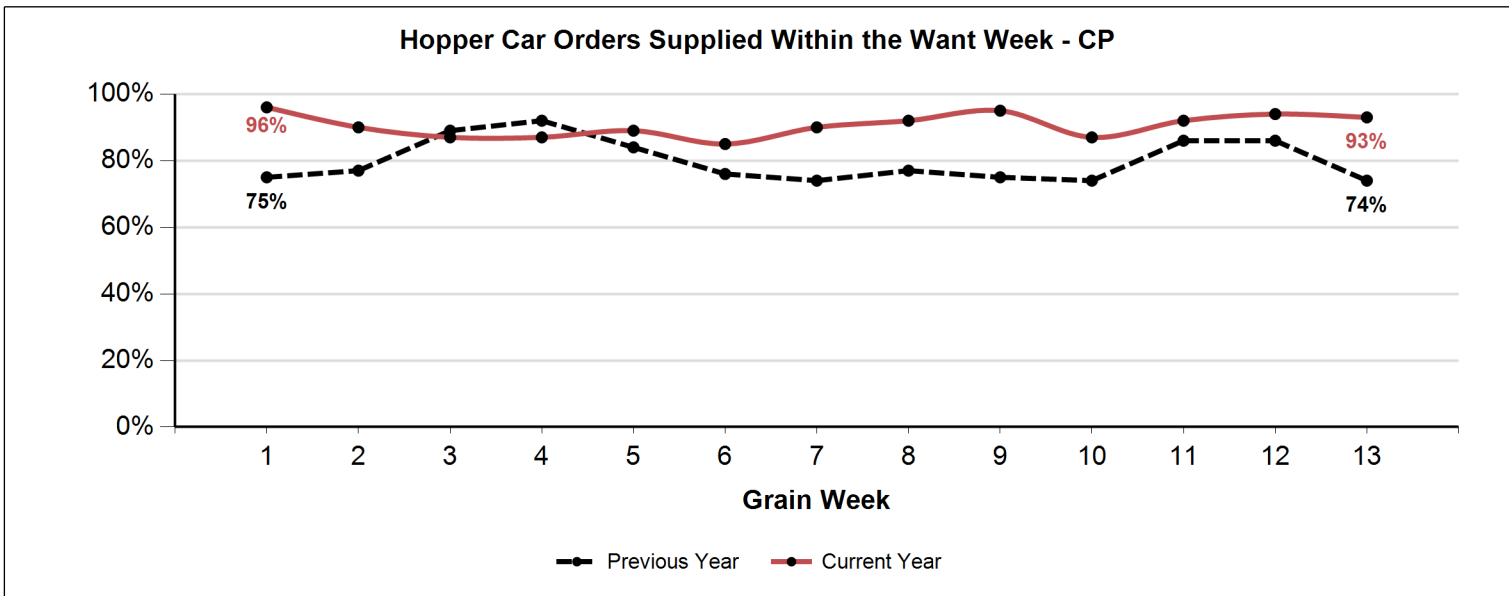
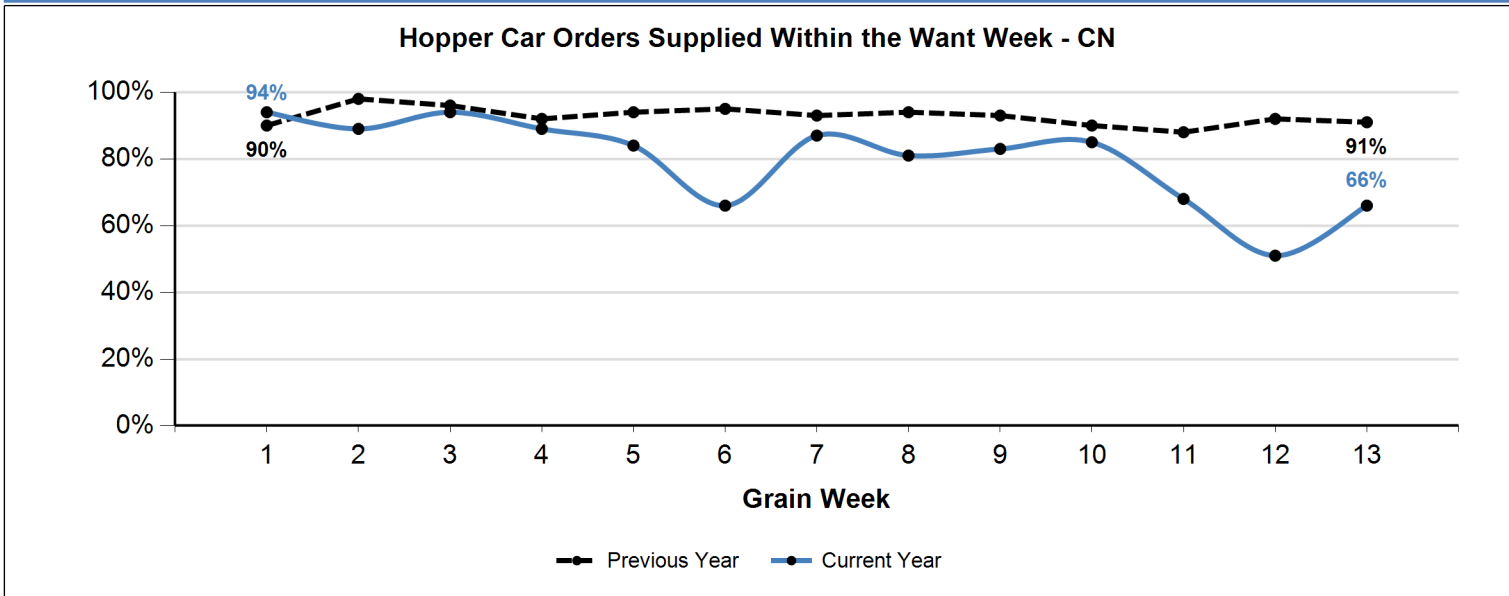


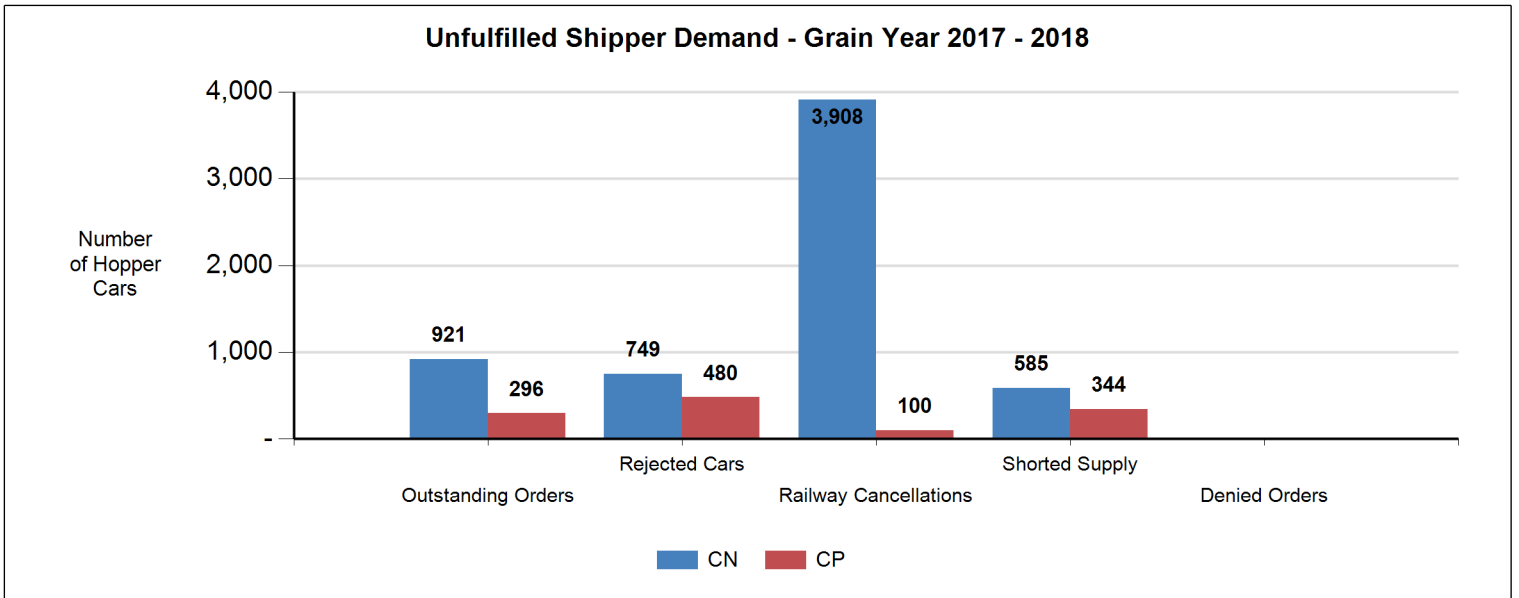
Weekly Performance Update - To Grain Week 13 (CY 2017)
Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 13 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





Corridor Performance

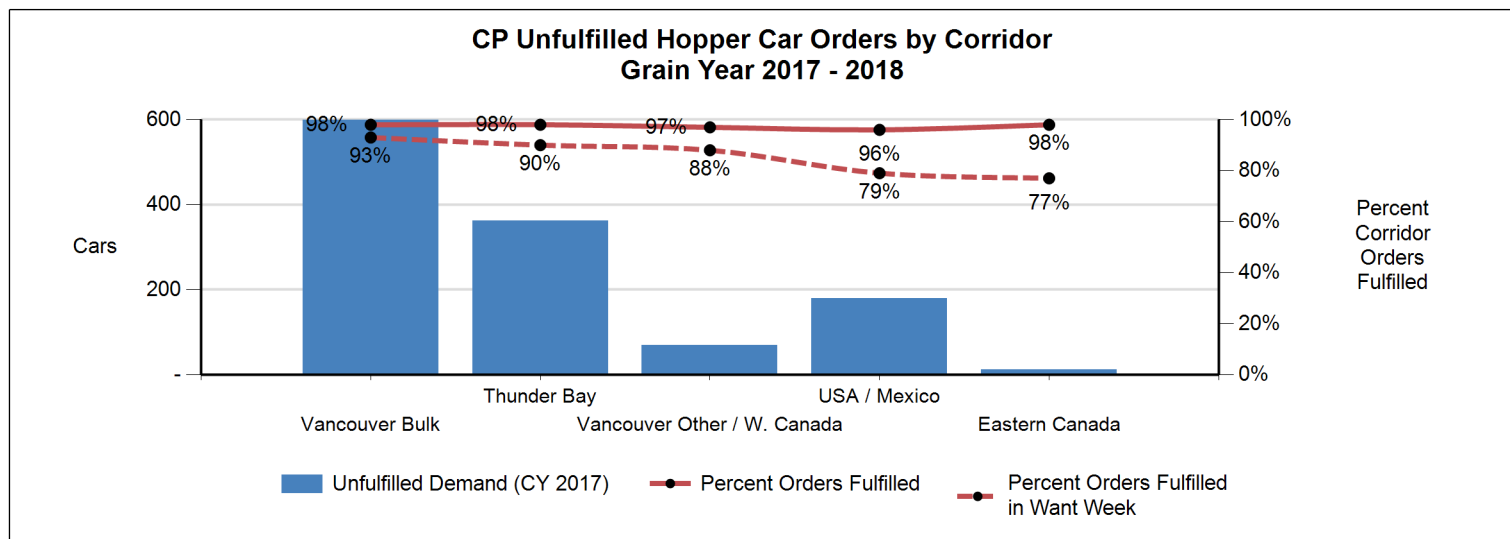
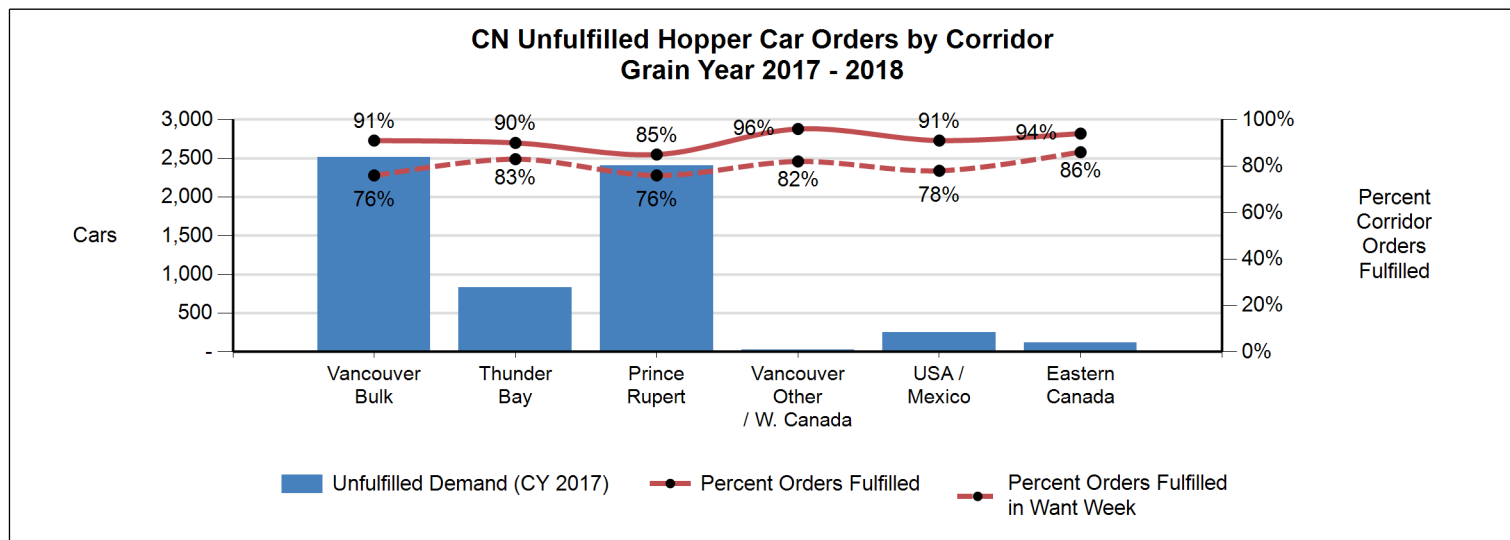
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 13

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	26,947	24,429	(2,518)	91%
	Thunder Bay	8,373	7,538	(835)	90%
	Prince Rupert	16,017	13,614	(2,403)	85%
	Vancouver Other / W. Canada	818	786	(32)	96%
	USA / Mexico	2,752	2,500	(252)	91%
	Eastern Canada	1,924	1,801	(123)	94%
Total		56,831	50,668	(6,163)	89%
CP	Vancouver Bulk	35,172	34,573	(599)	98%
	Thunder Bay	15,479	15,117	(362)	98%
	Vancouver Other / W. Canada	2,215	2,146	(69)	97%
	USA / Mexico	4,179	4,000	(179)	96%
	Eastern Canada	632	621	(11)	98%
Total		57,677	56,457	(1,220)	98%



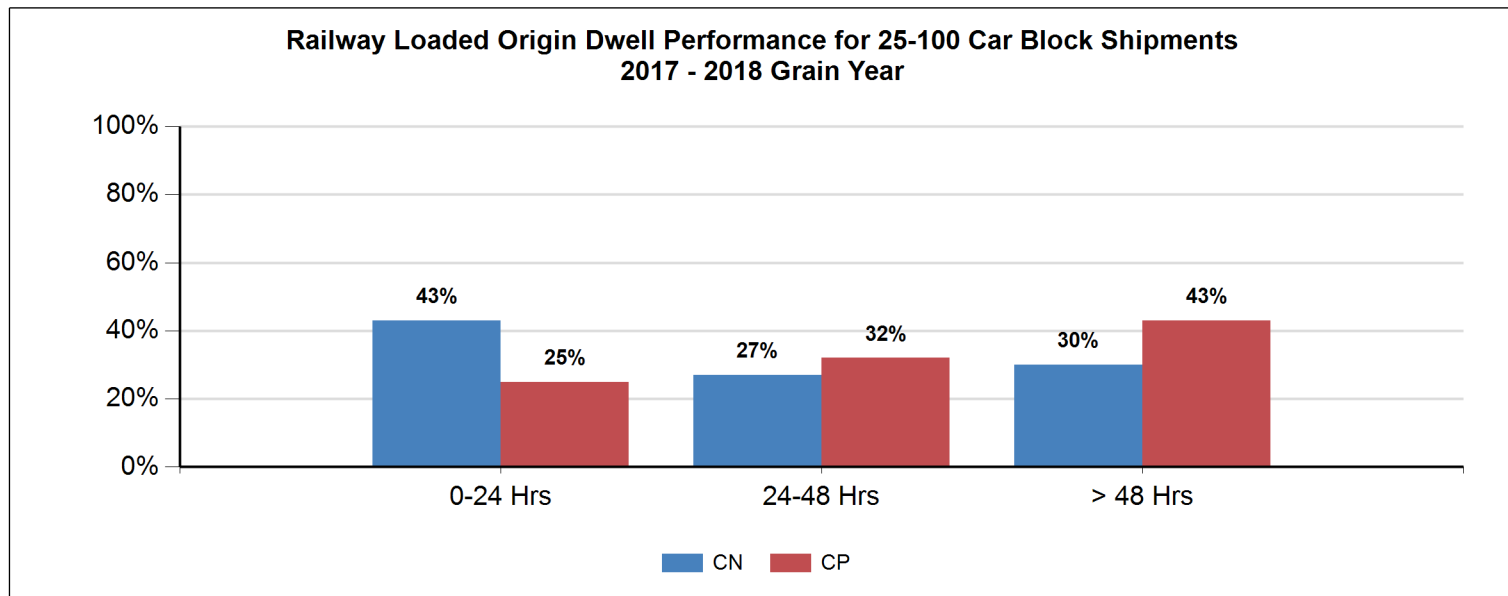
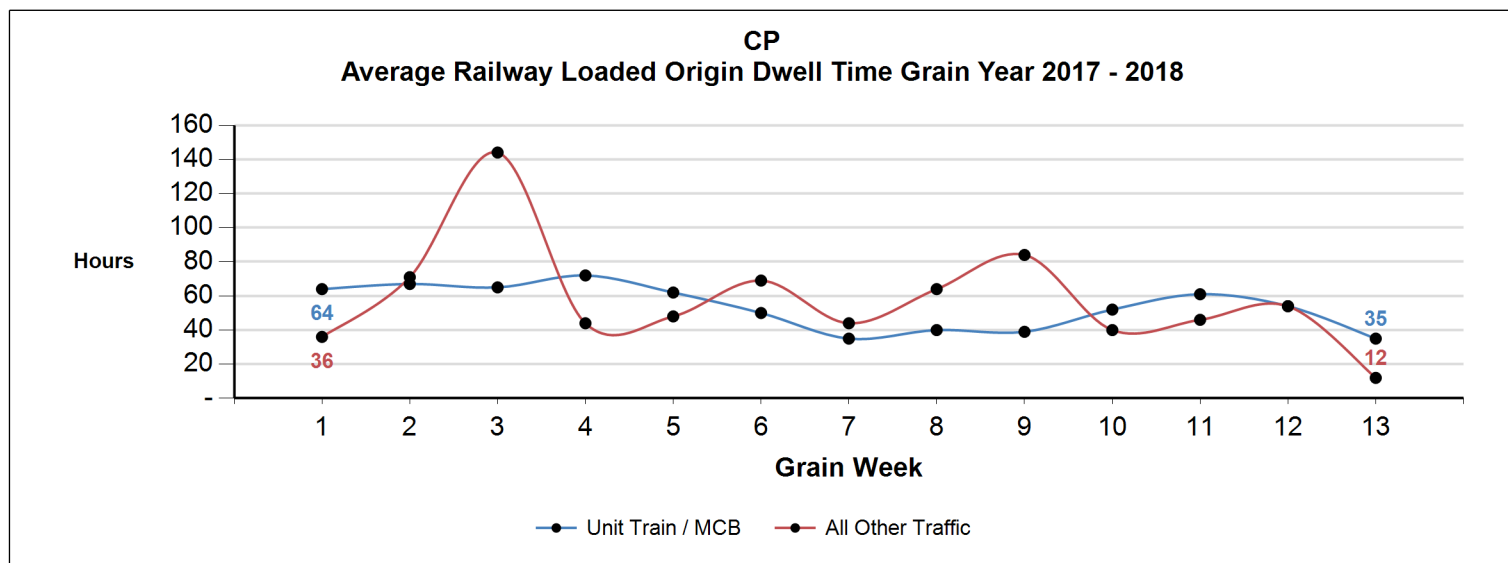
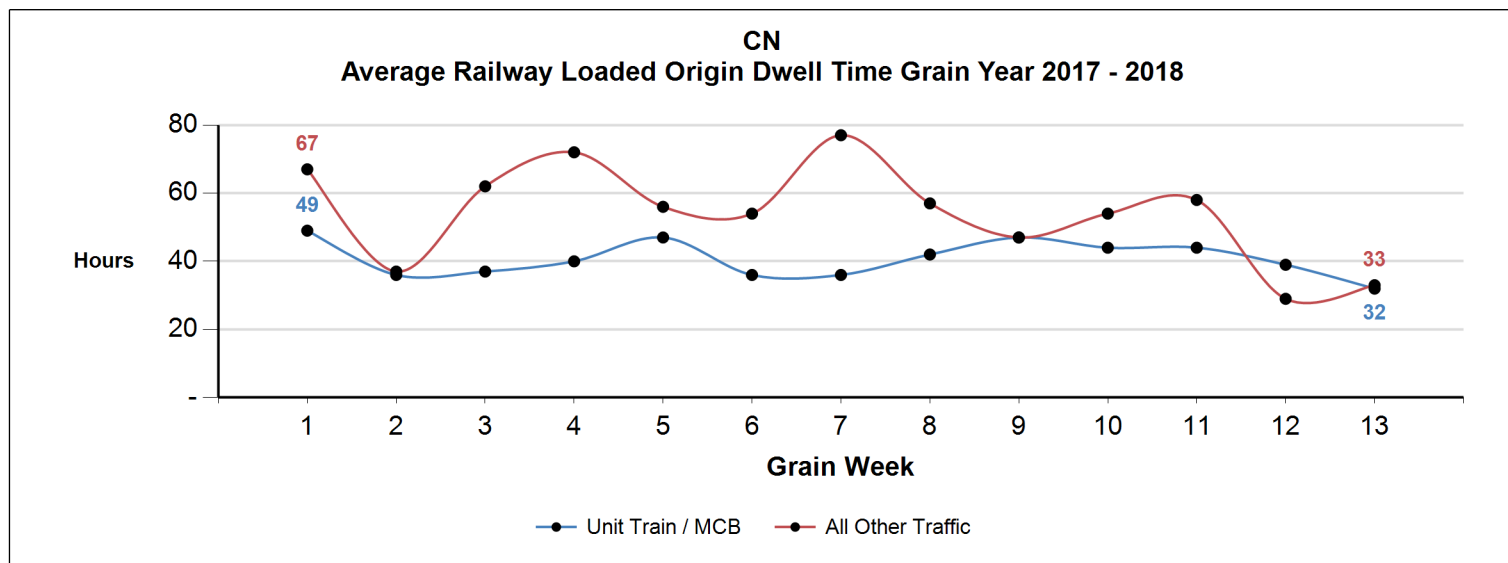
Hopper Cars Supplied in the Want Week by Corridor - To Week 13

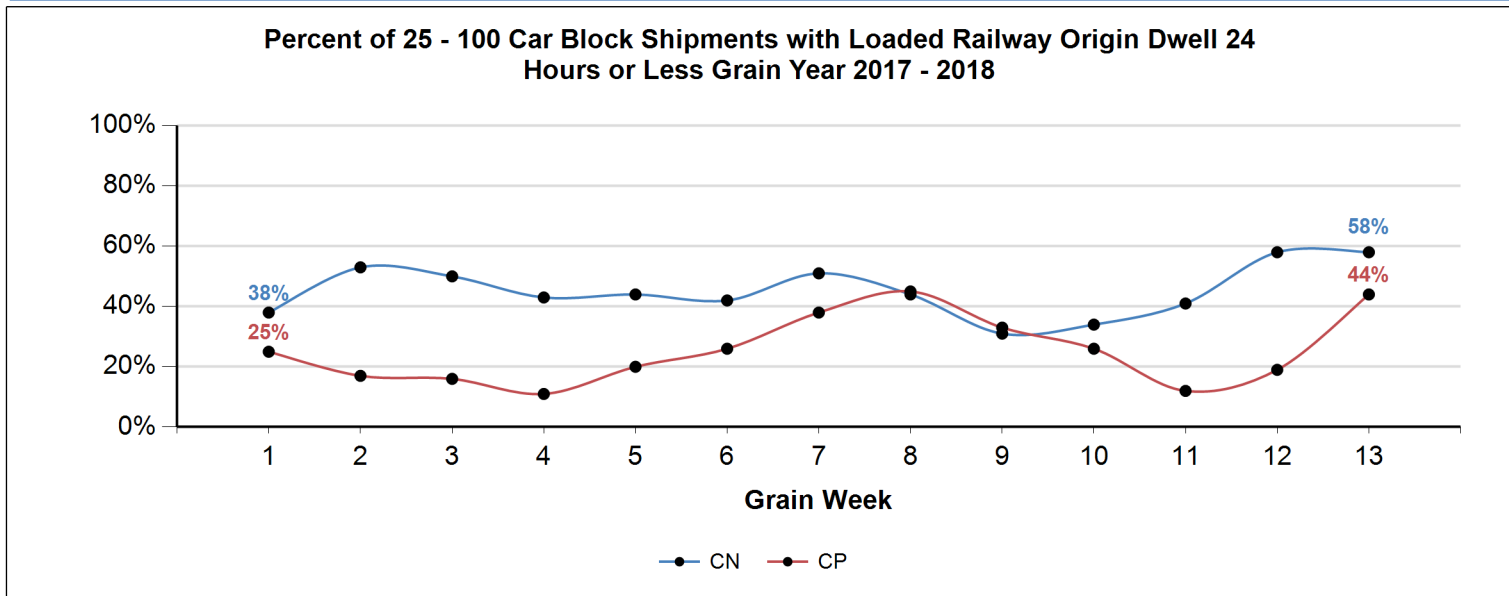
Railway	Corridor	Week 13			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,467	1,813	73%	26,947	20,614	76%
	Thunder Bay	870	584	67%	8,373	6,986	83%
	Prince Rupert	1,033	563	55%	16,017	12,171	76%
	Vancouver Other / W. Canada	14	7	50%	818	674	82%
	USA / Mexico	335	152	45%	2,752	2,140	78%
	Eastern Canada	173	124	72%	1,924	1,663	86%
	CN Total		4,892	3,243	66%	56,831	44,248
CP	Vancouver Bulk	2,941	2,794	95%	35,172	32,635	93%
	Thunder Bay	1,313	1,180	90%	15,479	13,889	90%
	Vancouver Other / W. Canada	58	30	52%	2,215	1,950	88%
	USA / Mexico	289	282	98%	4,179	3,283	79%
	Eastern Canada	5	2	40%	632	486	77%
CP Total		4,606	4,288	93%	57,677	52,243	91%



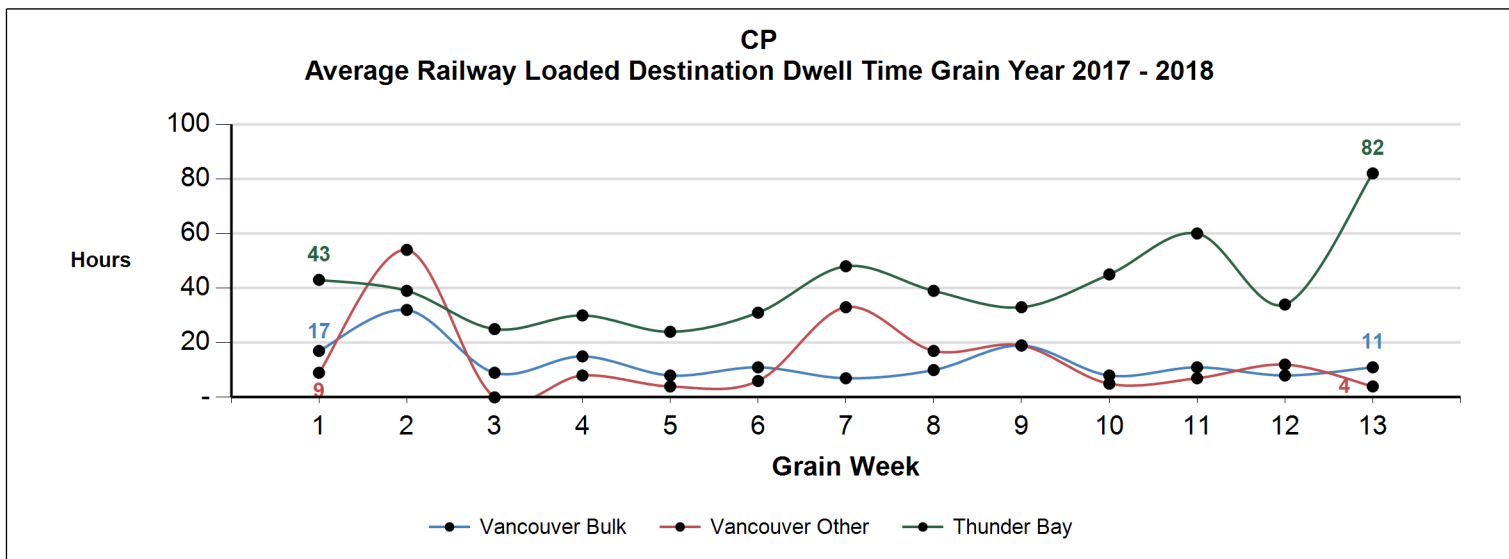
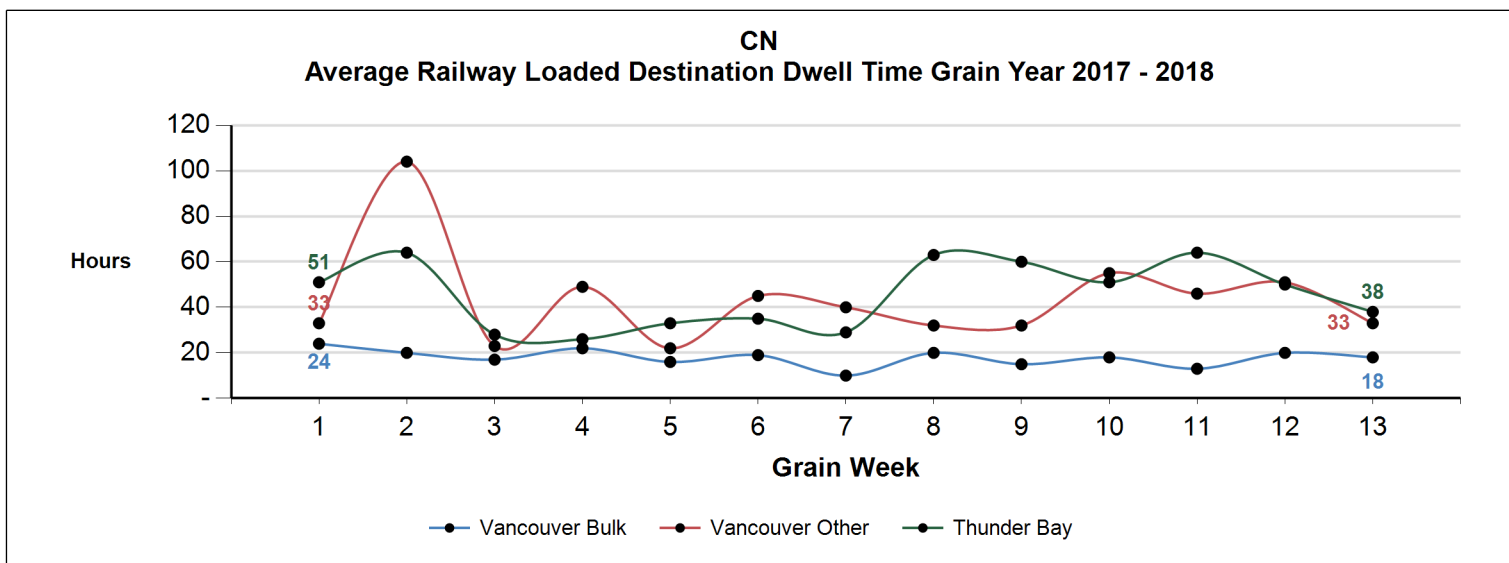


Origin Dwell Performance



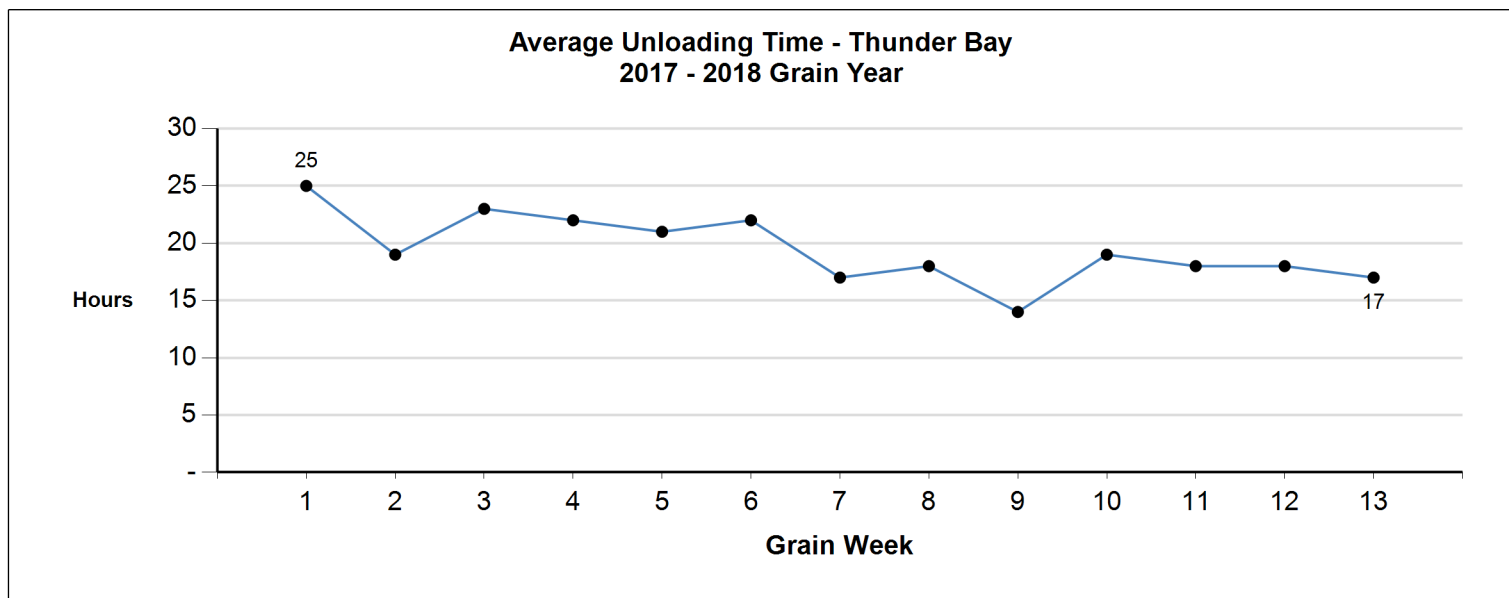
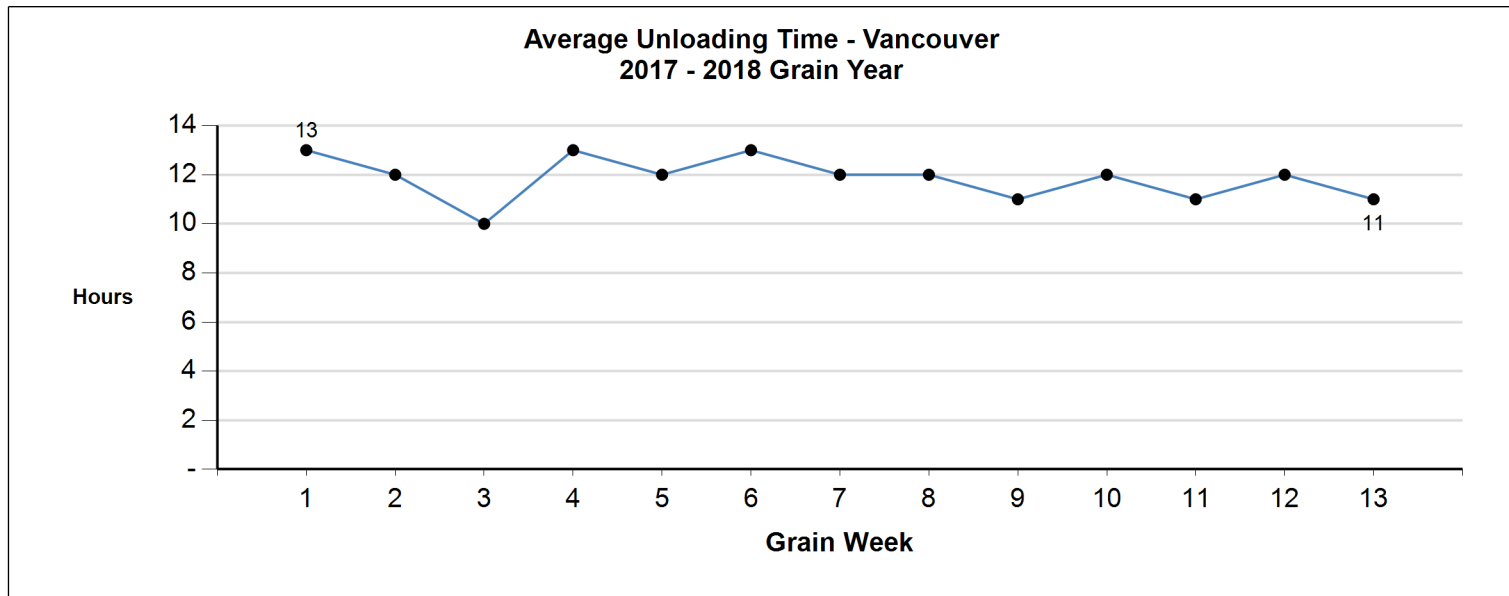


Destination Dwell Performance





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.