



Performance Dashboard

Hopper Car Demand

	Week 14			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	5,194	5,254	(60)	62,054	4,432	61,443	4,388	611	43
CP	4,477	4,670	(193)	62,269	4,447	61,010	4,357	1,259	89
Total	9,671	9,924	(253)	124,323	8,879	122,453	8,745	1,870	132

Cars Shipped

Railway	Corridor	Week 14	YTD
CN	N.A. Domestic	306	4,820
	Prince Rupert	925	14,603
	Thunder Bay	444	7,999
	Vancouver	2,752	27,403
Total		4,427	54,825
CP	N.A. Domestic	187	5,259
	Thunder Bay	1,536	16,568
	Vancouver	2,933	39,160
Total		4,656	60,987

Empty Hopper Cars Supplied - Week 14 (All Want Weeks)

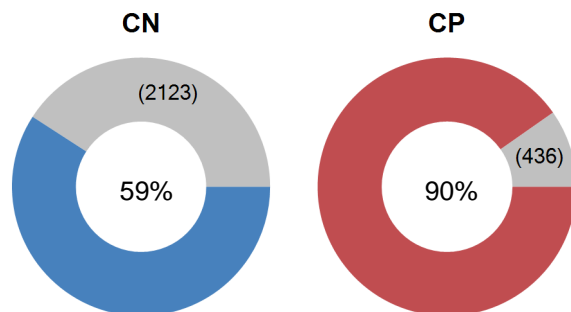
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,065	4,667	988	218	11	381	4,064	5,266
CP	3,472	3,138	406	899	399	238	4,277	4,275
Total	6,537	7,805	1,394	1,117	410	619	8,341	9,541

Supplied by Block Size

Block Size	Week 14			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	3%	2%	2%
25	4%	4%	4%	4%	2%	3%
50	12%	13%	13%	13%	11%	12%
100	82%	81%	82%	81%	84%	83%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,194	4,477	9,671
Current Week Order Fulfillment			
Supplied in Current Week	3,065	3,472	6,537
Supplied Early	6	569	575
Total Cars Supplied for Want Week	3,071	4,041	7,112
Current Week Unfulfilled Demand	(2,123)	(436)	(2,559)
% Current Week Orders Supplied	59%	90%	74%



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

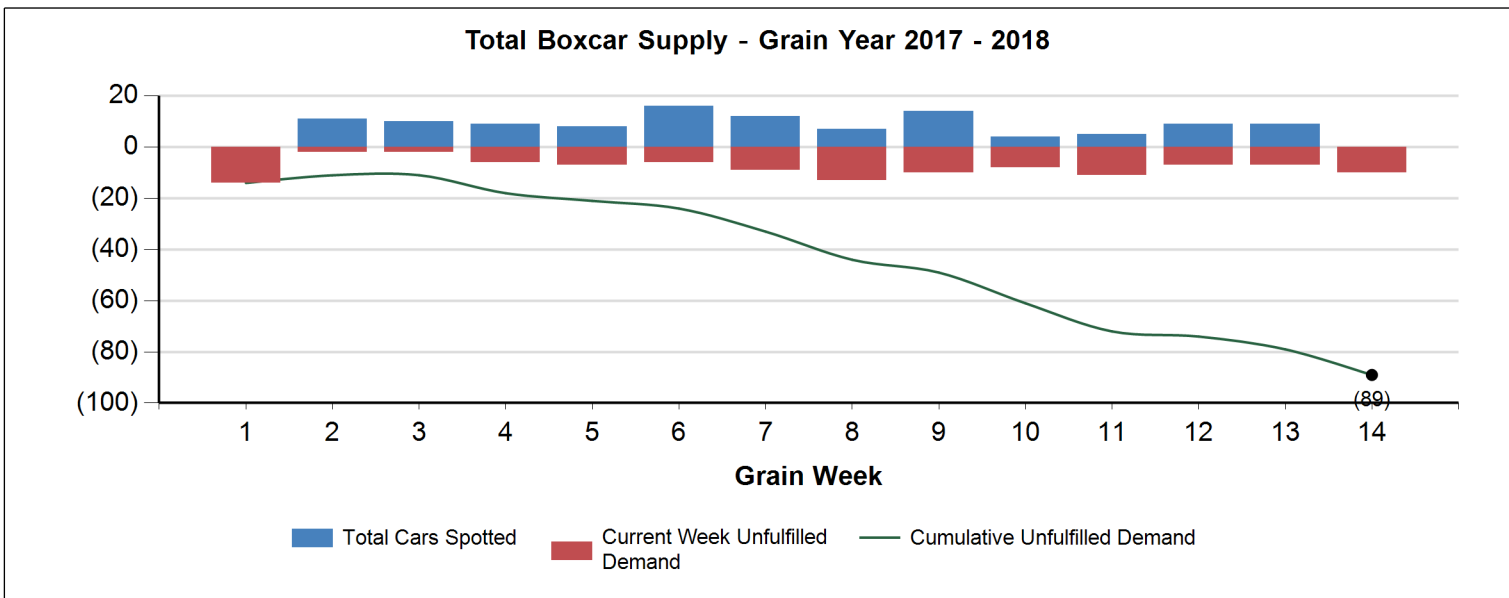
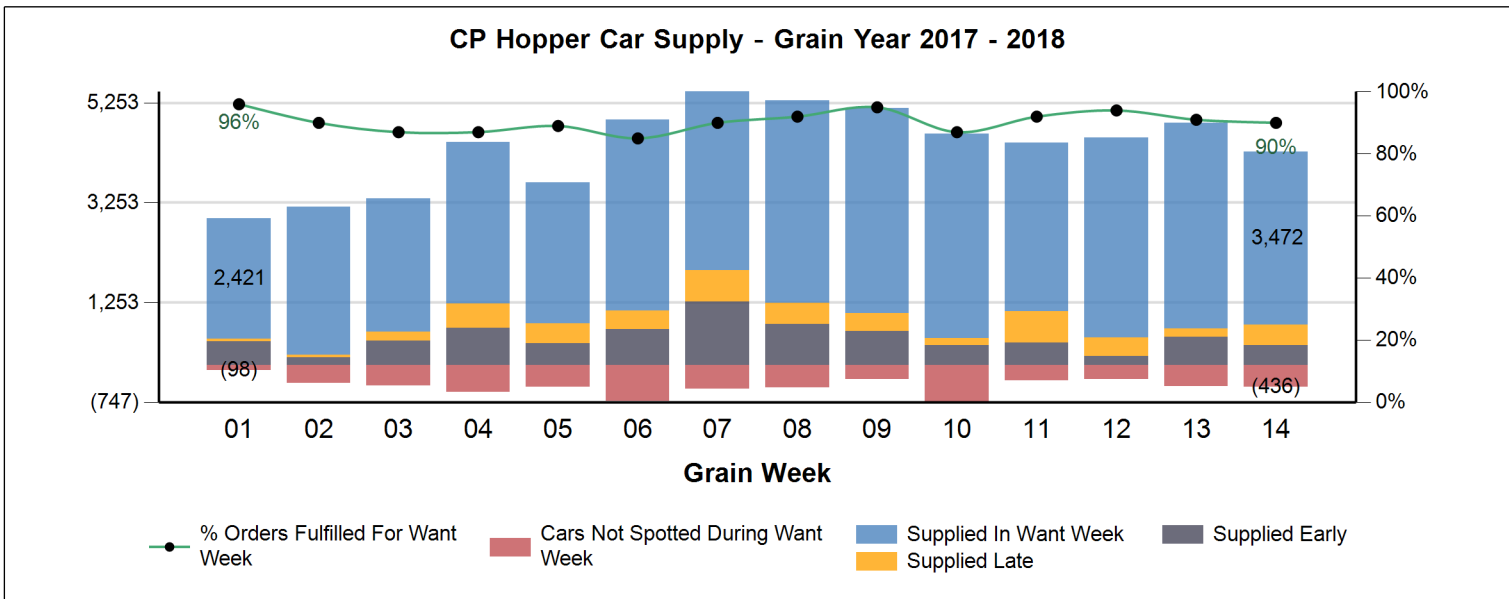
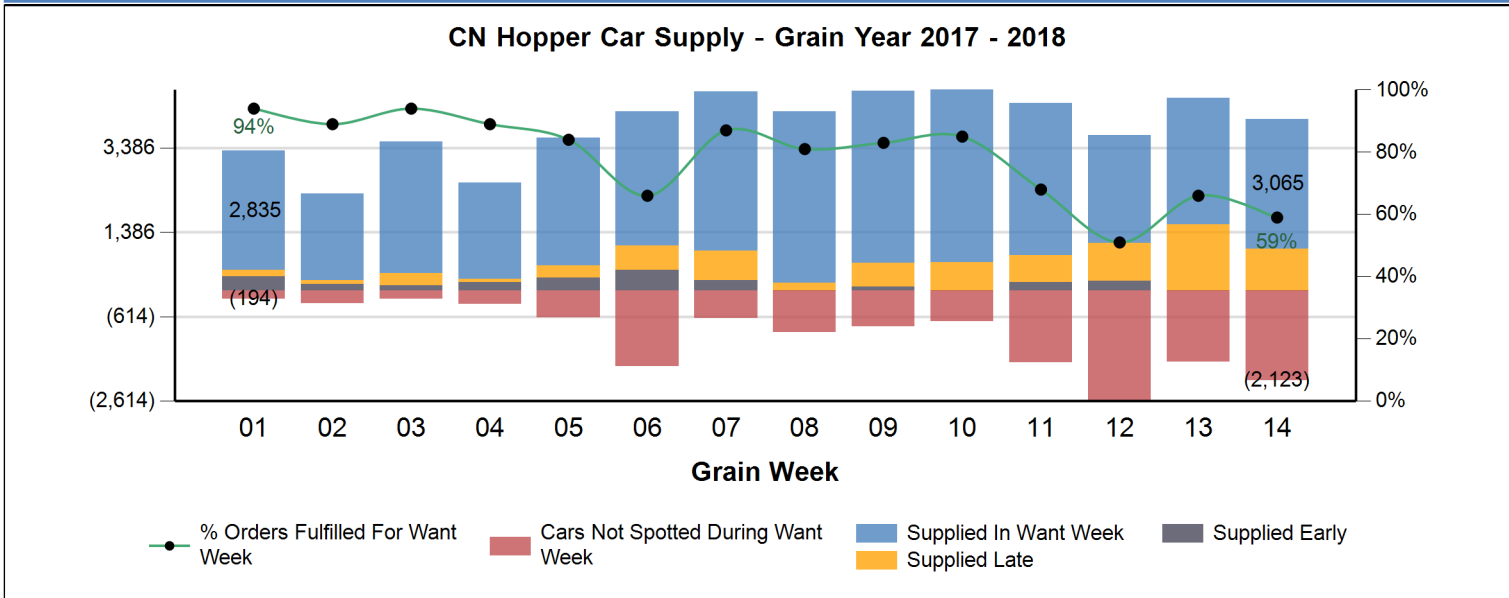
	Week 14		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	43	18	44	19
CP	54	72	55	51

Dwell Time (Hours) at Destination (All Traffic)

		Week 14		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	14	27	18	23
	CP	9	8	12	11
Thunder Bay	CN	31	73	46	56
	CP	27	36	40	33

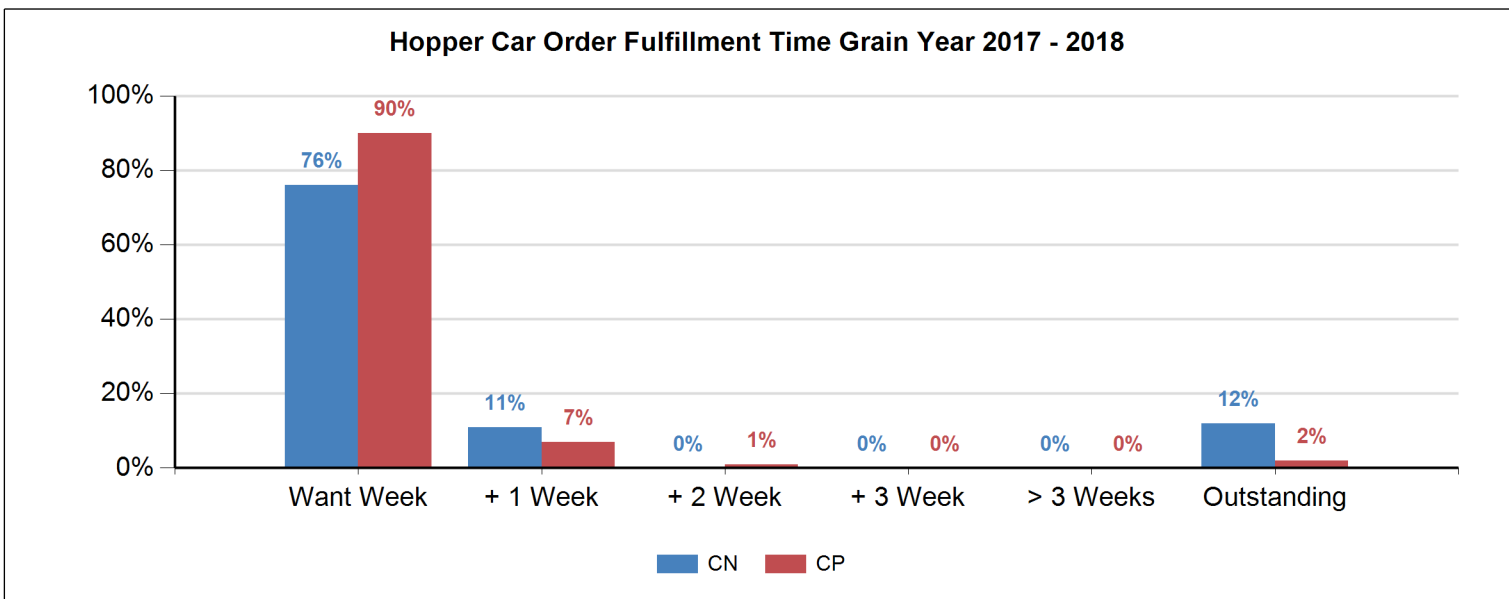
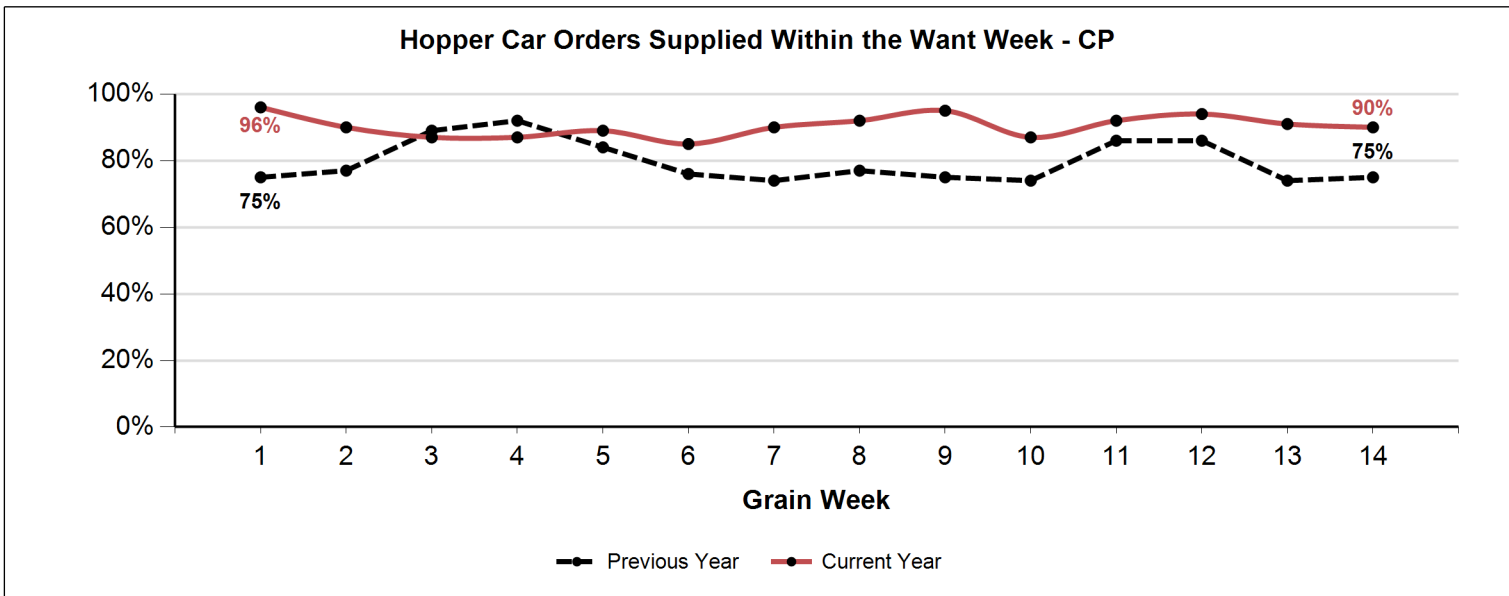
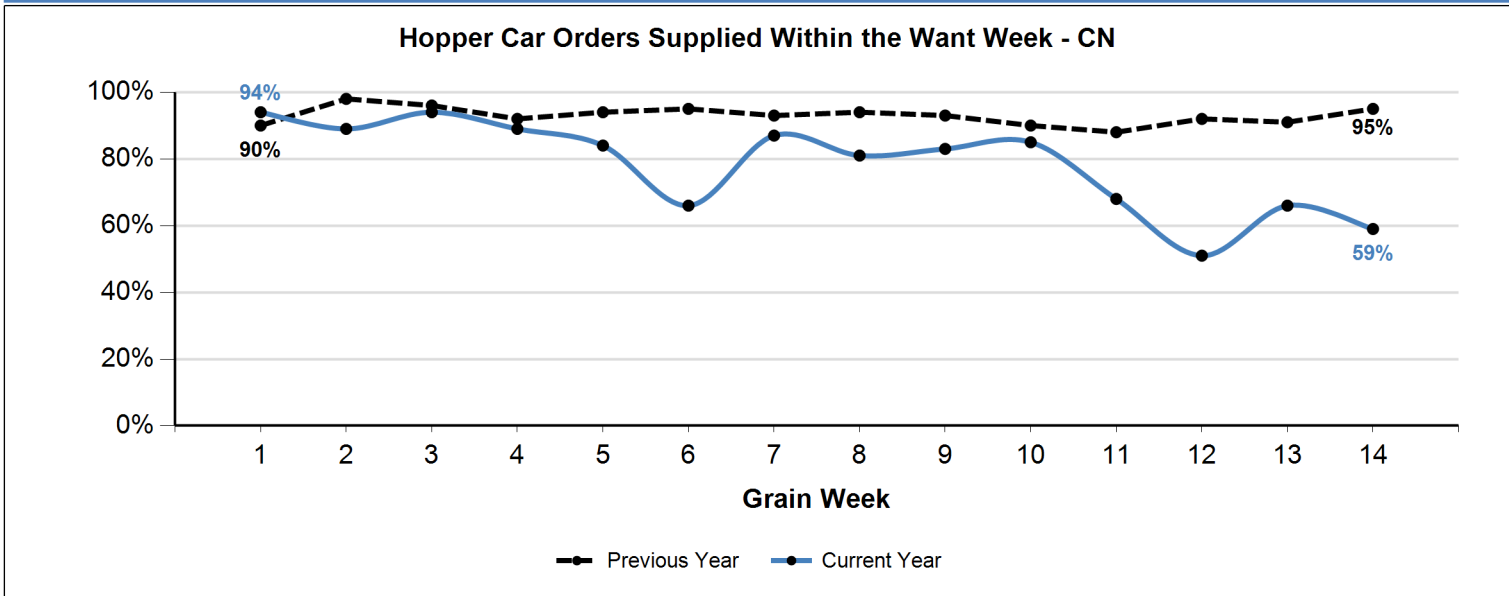


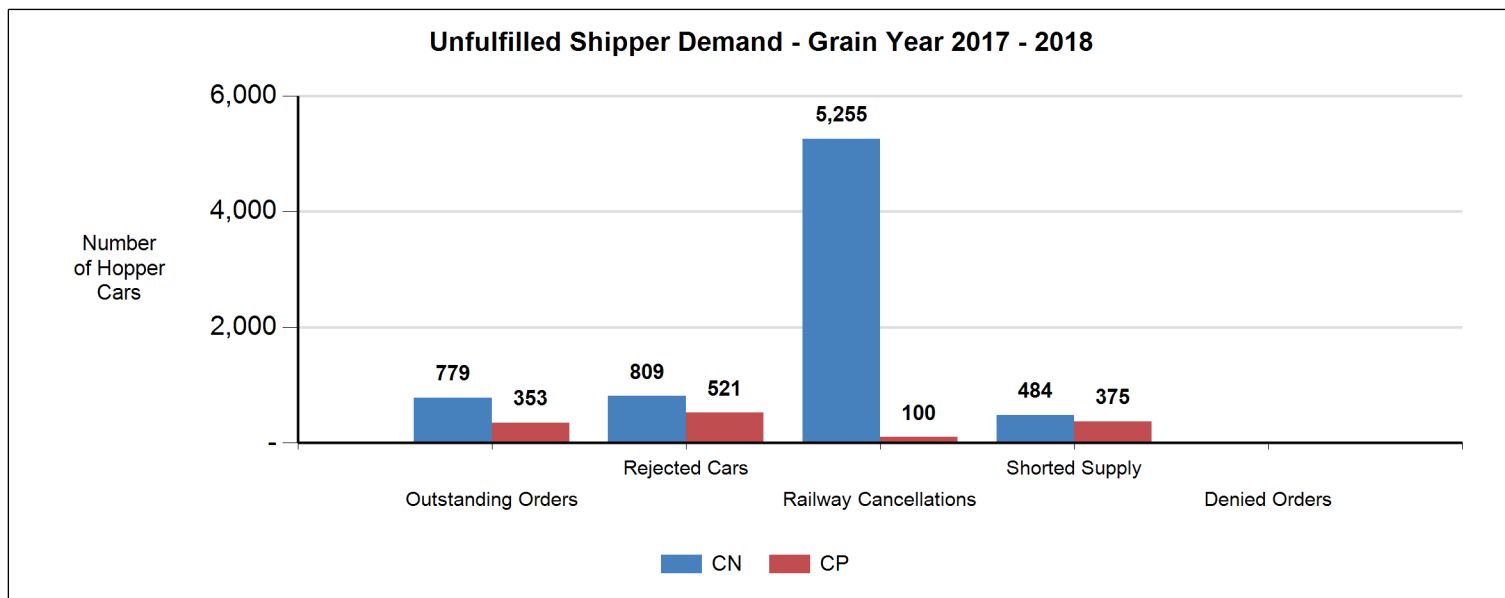
Weekly Performance Update - To Grain Week 14 (CY 2017)
Covering 90% of grain movement originating in Western Canada





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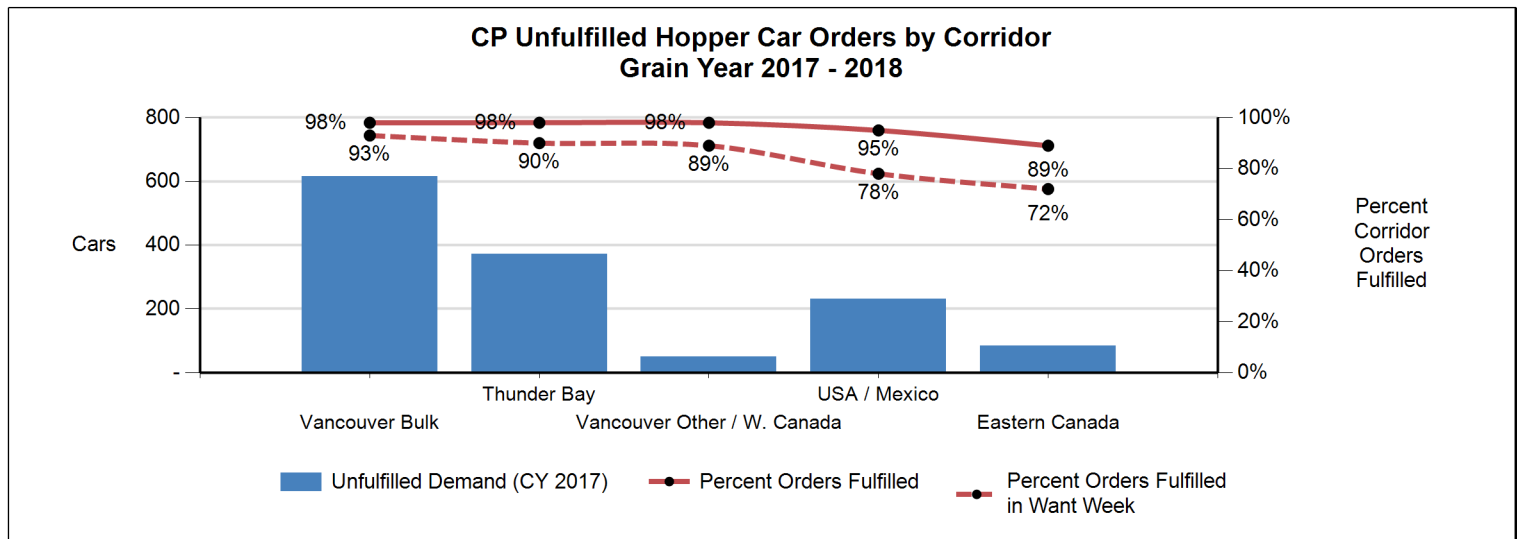
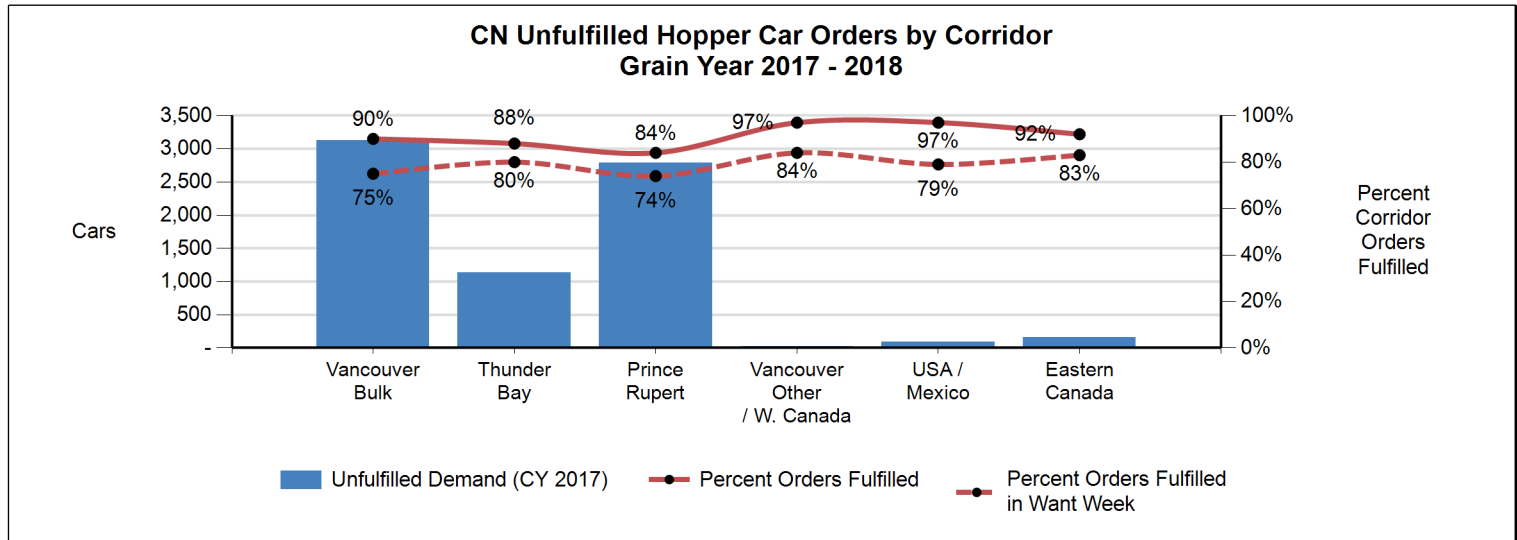
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 14

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	29,799	26,671	(3,128)	90%
	Thunder Bay	9,120	7,982	(1,138)	88%
	Prince Rupert	17,465	14,677	(2,788)	84%
	Vancouver Other / W. Canada	855	828	(27)	97%
	USA / Mexico	2,809	2,722	(87)	97%
	Eastern Canada	2,006	1,847	(159)	92%
Total		62,054	54,727	(7,327)	88%
CP	Vancouver Bulk	37,513	36,898	(615)	98%
	Thunder Bay	17,059	16,688	(371)	98%
	Vancouver Other / W. Canada	2,456	2,406	(50)	98%
	USA / Mexico	4,467	4,237	(230)	95%
	Eastern Canada	774	691	(83)	89%
Total		62,269	60,920	(1,349)	98%

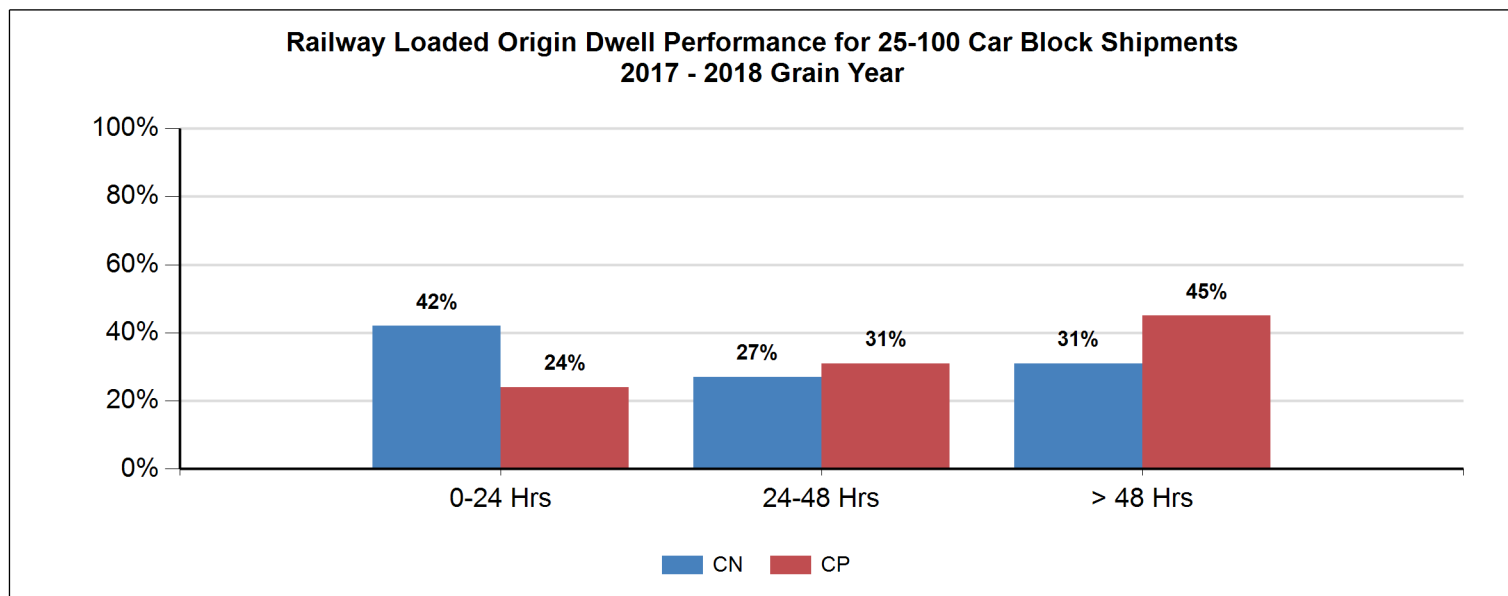
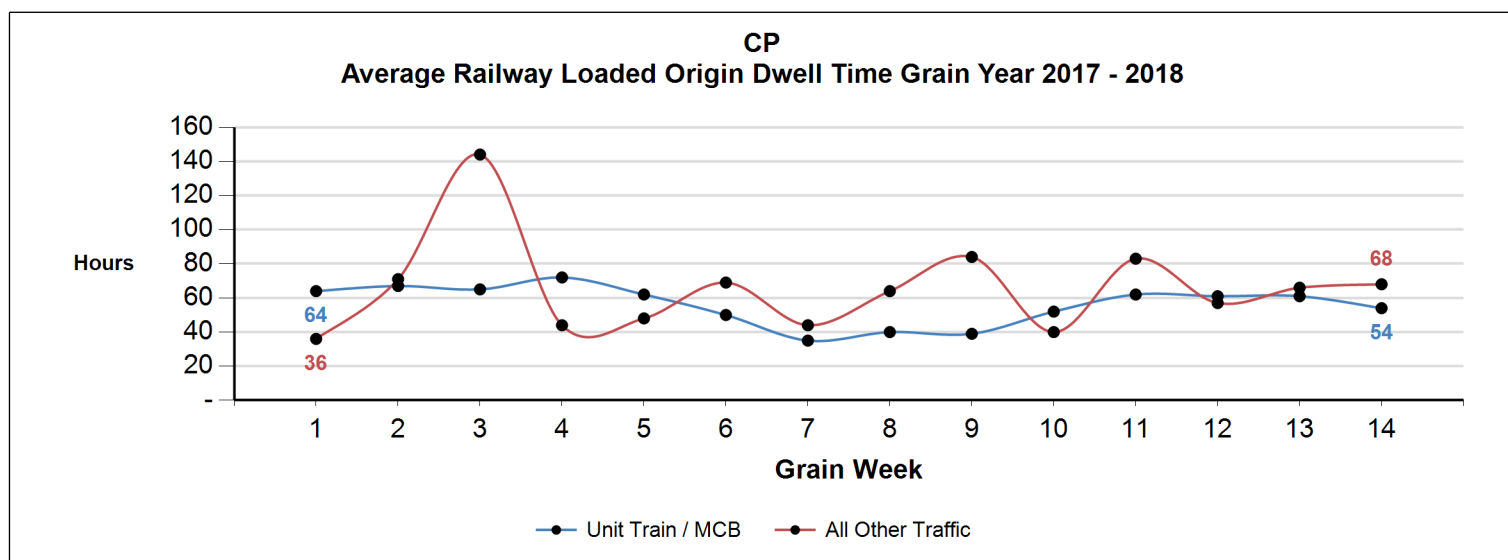
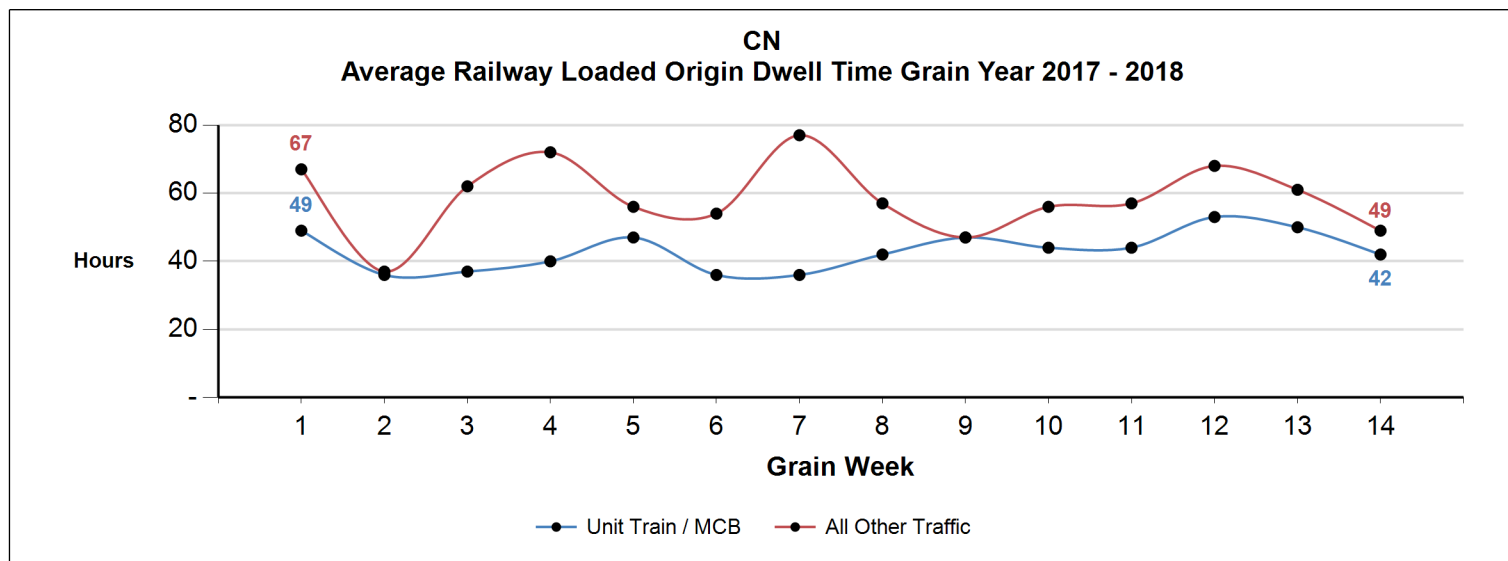
Hopper Cars Supplied in the Want Week by Corridor - To Week 14

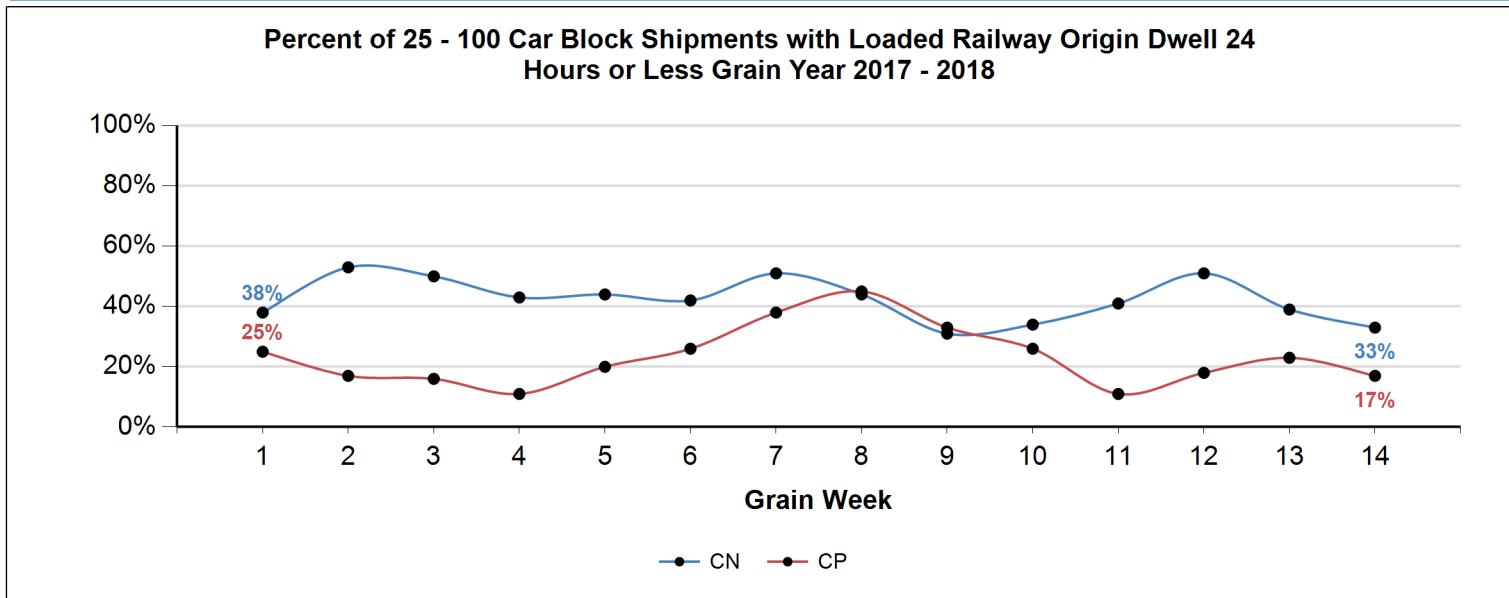
Railway	Corridor	Week 14			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,798	1,829	65%	29,799	22,443	75%
	Thunder Bay	743	322	43%	9,120	7,308	80%
	Prince Rupert	1,448	805	56%	17,465	12,976	74%
	Vancouver Other / W. Canada	42	40	95%	855	714	84%
	USA / Mexico	82	75	91%	2,809	2,215	79%
	Eastern Canada	81		0%	2,006	1,663	83%
	CN Total		5,194	3,071	59%	62,054	47,319
CP	Vancouver Bulk	2,244	2,101	94%	37,513	34,736	93%
	Thunder Bay	1,565	1,429	91%	17,059	15,320	90%
	Vancouver Other / W. Canada	238	231	97%	2,456	2,190	89%
	USA / Mexico	288	210	73%	4,467	3,495	78%
	Eastern Canada	142	70	49%	774	556	72%
CP Total		4,477	4,041	90%	62,269	56,297	90%



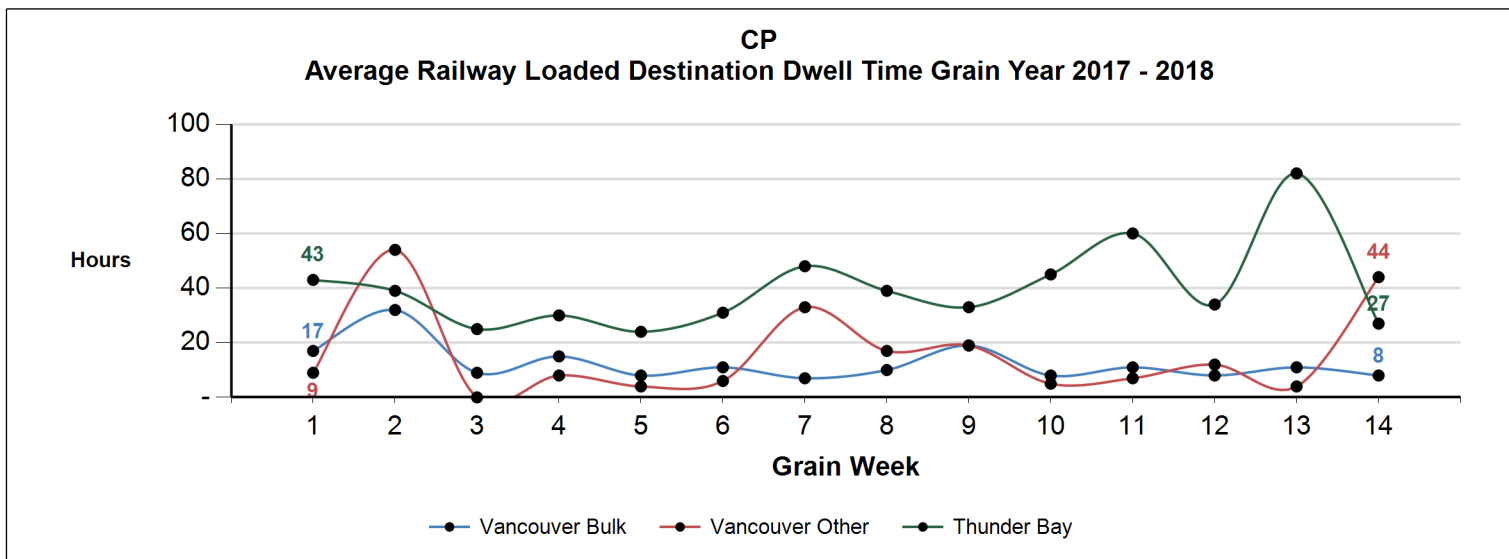
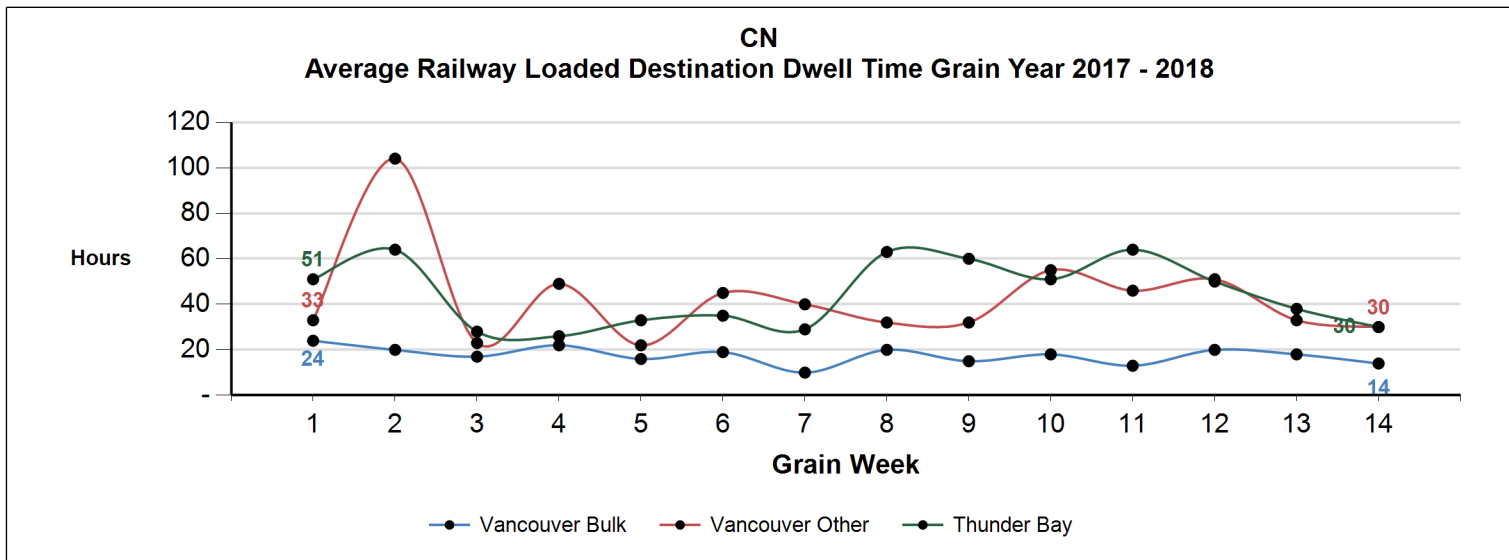


Origin Dwell Performance



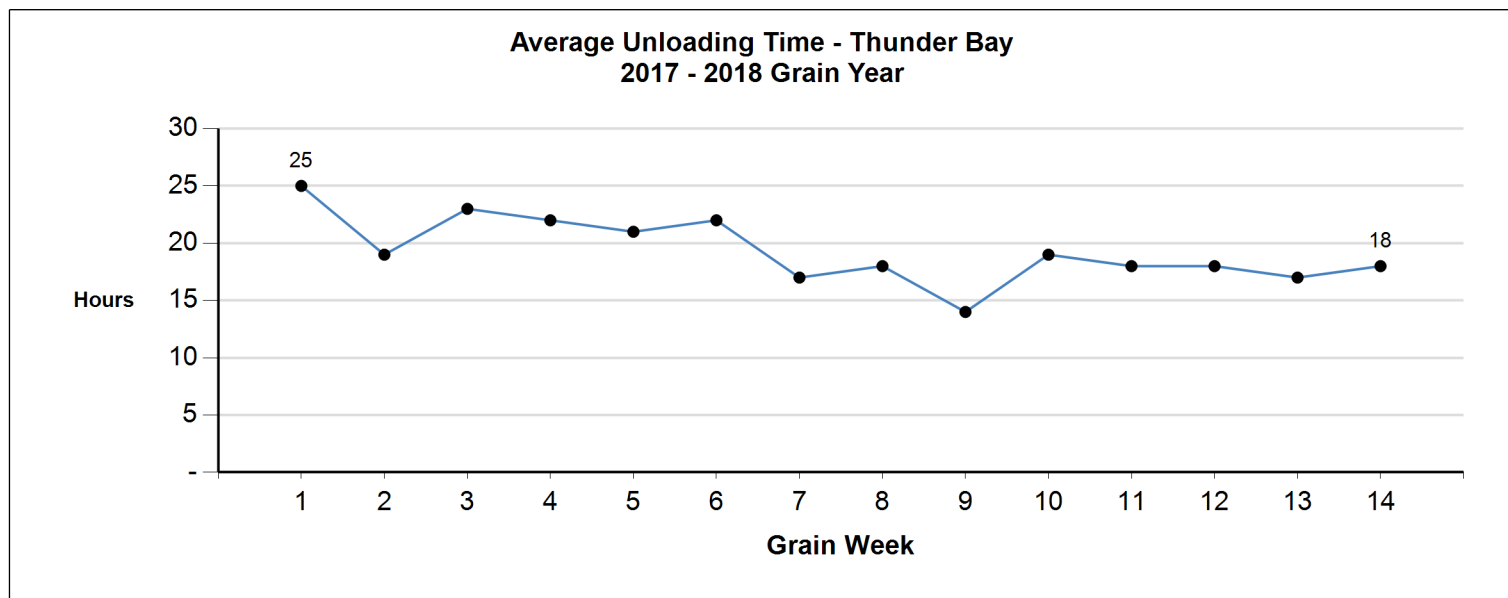
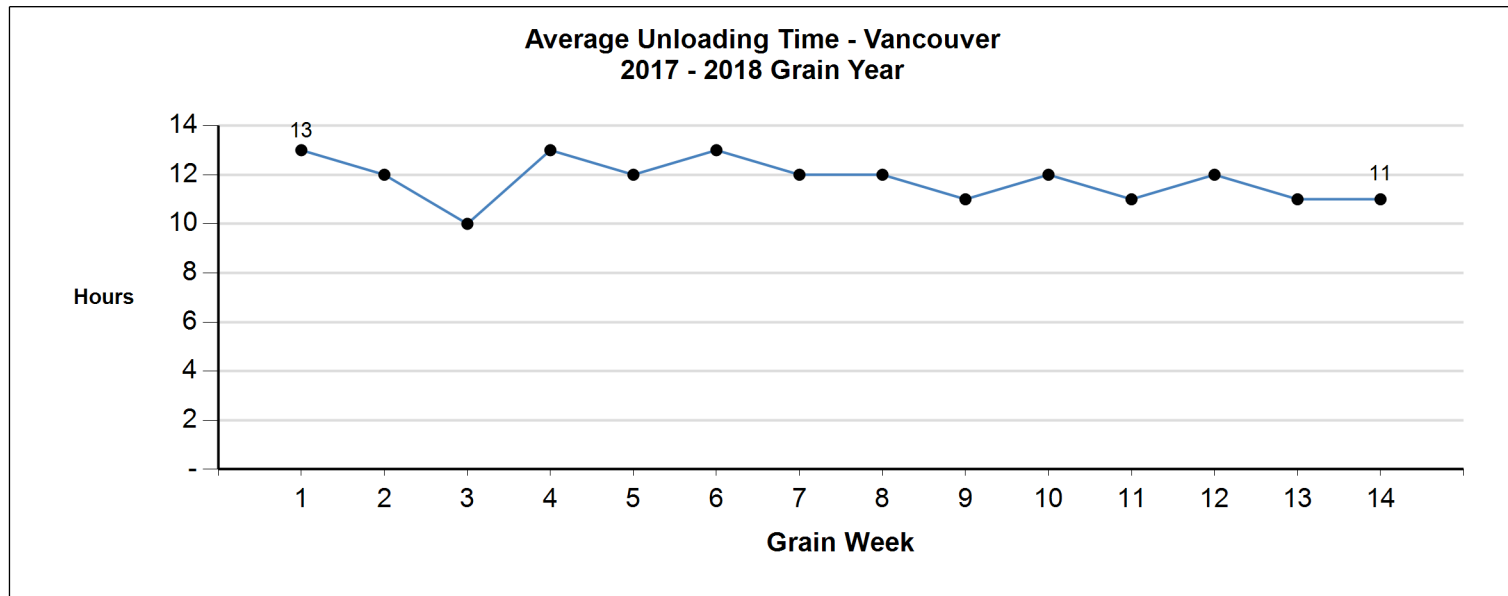


Destination Dwell Performance





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.