



Performance Dashboard

Hopper Car Demand

	Week 07			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	4,919	5,385	(466)	26,108	3,729	24,797	3,542	1,311	187
CP	4,920	4,889	31	27,632	3,947	28,252	4,036	(620)	(88)
Total	9,839	10,274	(435)	53,740	7,676	53,049	7,578	691	99

Cars Shipped

Railway	Corridor	Week 07	YTD
CN	N.A. Domestic	410	2,666
	Prince Rupert	1,115	6,030
	Thunder Bay	821	3,192
	Vancouver	2,089	12,045
Total		4,435	23,933
CP	N.A. Domestic	606	3,095
	Thunder Bay	2,140	8,036
	Vancouver	2,790	16,634
Total		5,536	27,765

Empty Hopper Cars Supplied - Week 07 (All Want Weeks)

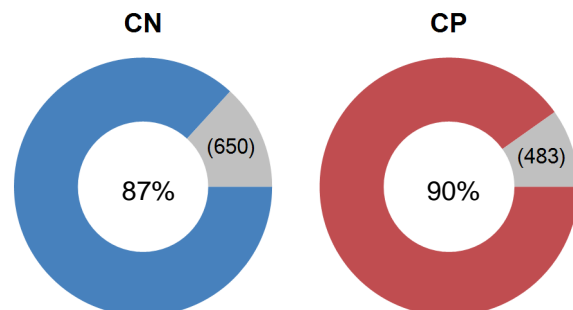
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,773	4,889	688	94	255	462	4,716	5,445
CP	3,567	3,444	631	814	994	486	5,192	4,744
Total	7,340	8,333	1,319	908	1,249	948	9,908	10,189

Supplied by Block Size

Block Size	Week 07			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	2%	2%	2%
25	2%	1%	2%	4%	2%	3%
50	14%	9%	11%	14%	11%	13%
100	82%	88%	85%	79%	85%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,919	4,920	9,839
Current Week Order Fulfillment			
Supplied in Current Week	3,773	3,567	7,340
Supplied Early	496	870	1,366
Total Cars Supplied for Want Week	4,269	4,437	8,706
Current Week Unfulfilled Demand	(650)	(483)	(1,133)
% Current Week Orders Supplied	87%	90%	88%



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

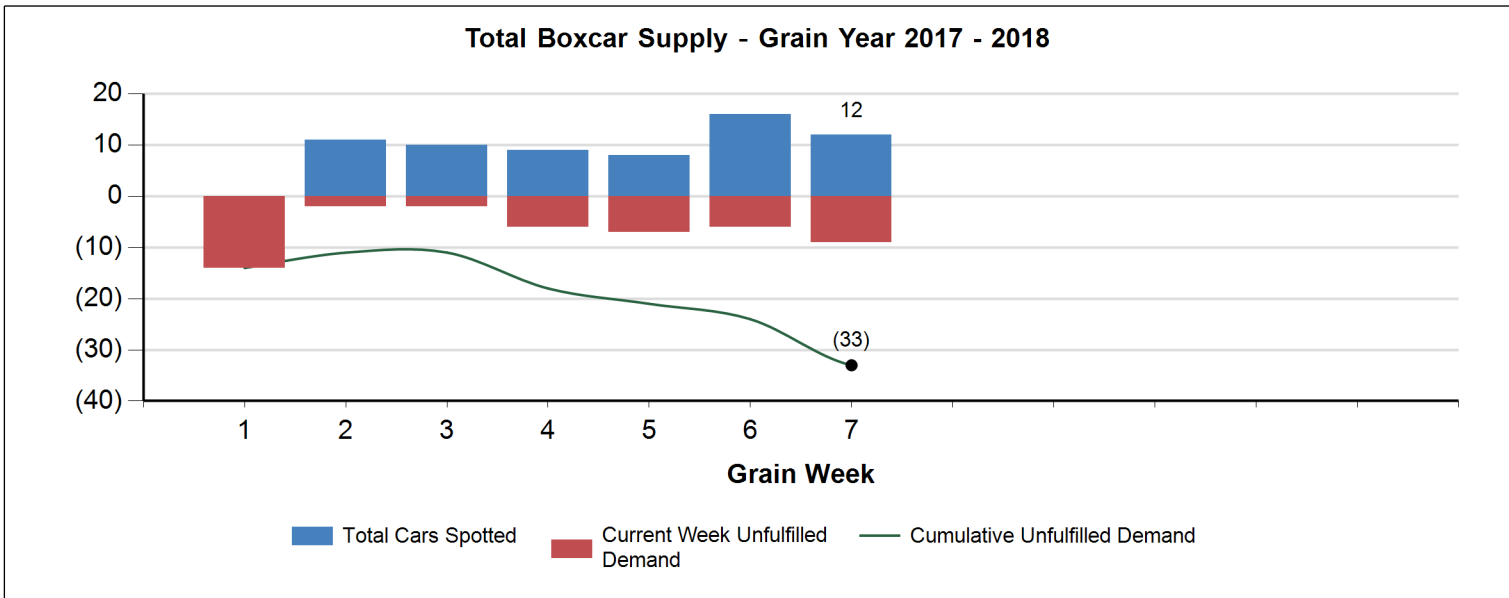
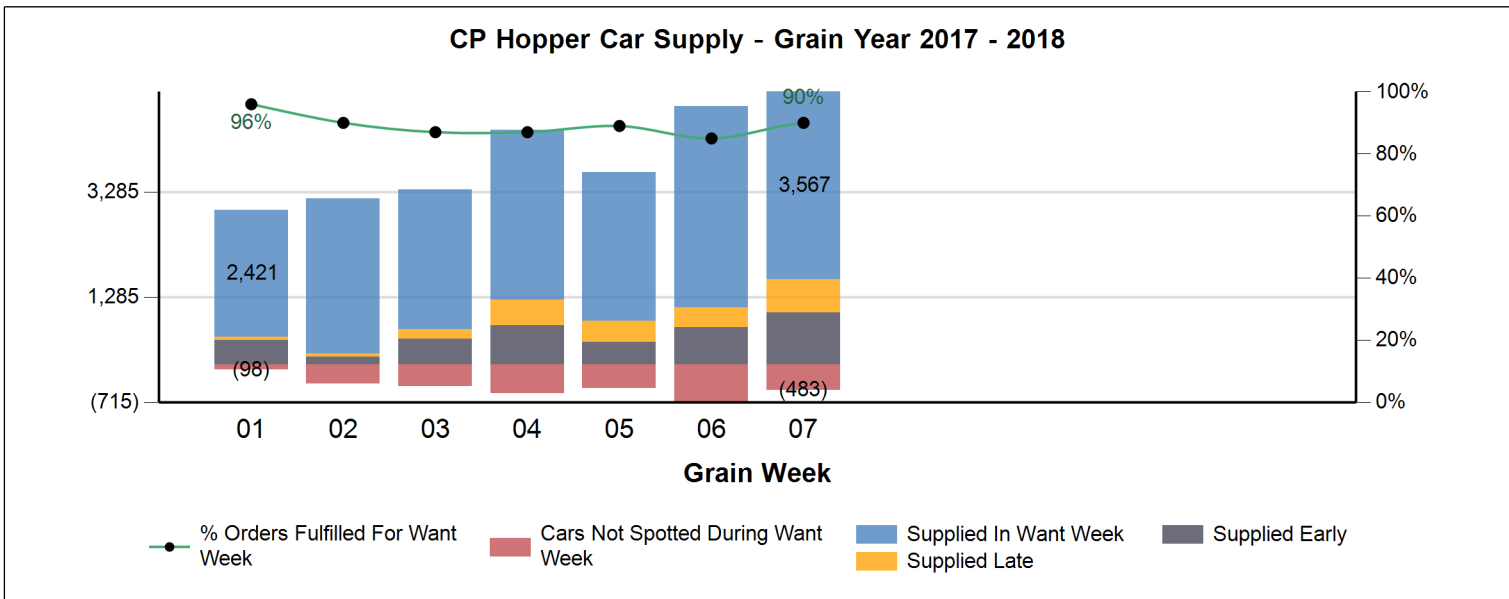
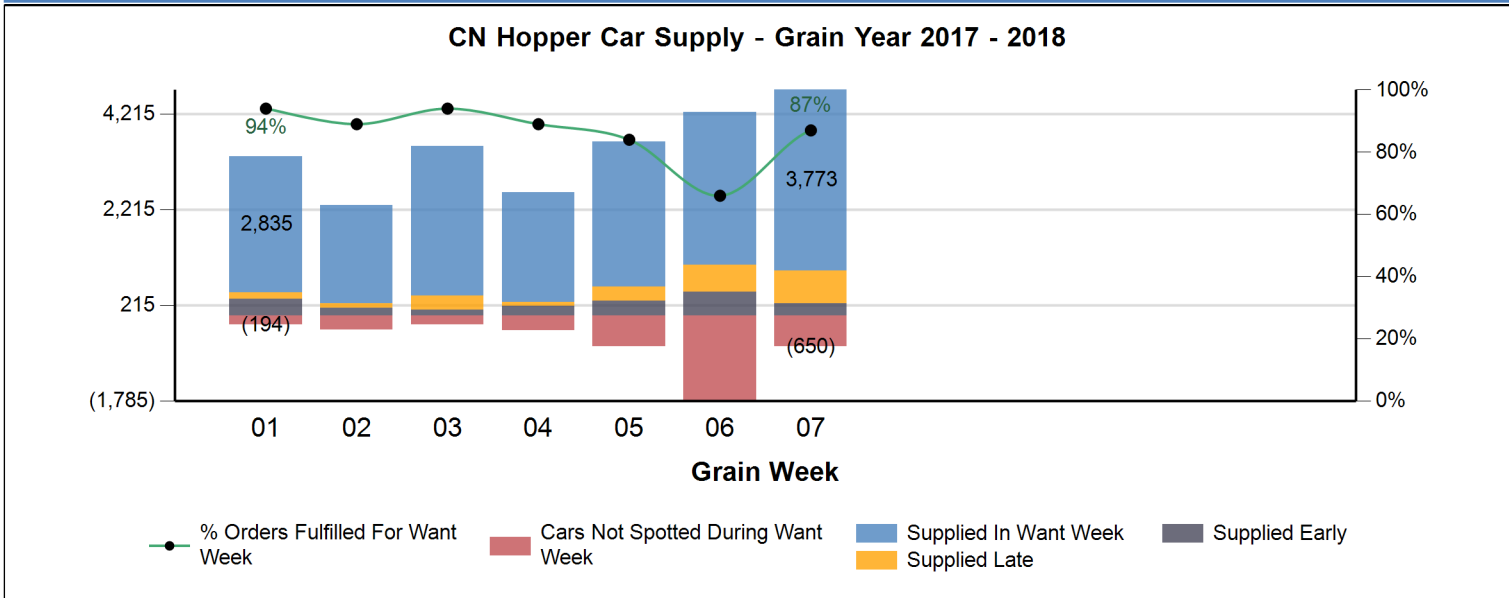
	Week 07		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	31	16	40	17
CP	29	28	57	47

Dwell Time (Hours) at Destination (All Traffic)

		Week 07		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	11	24	19	20
	CP	8	17	14	10
Thunder Bay	CN	29	40	35	58
	CP	48	26	35	30

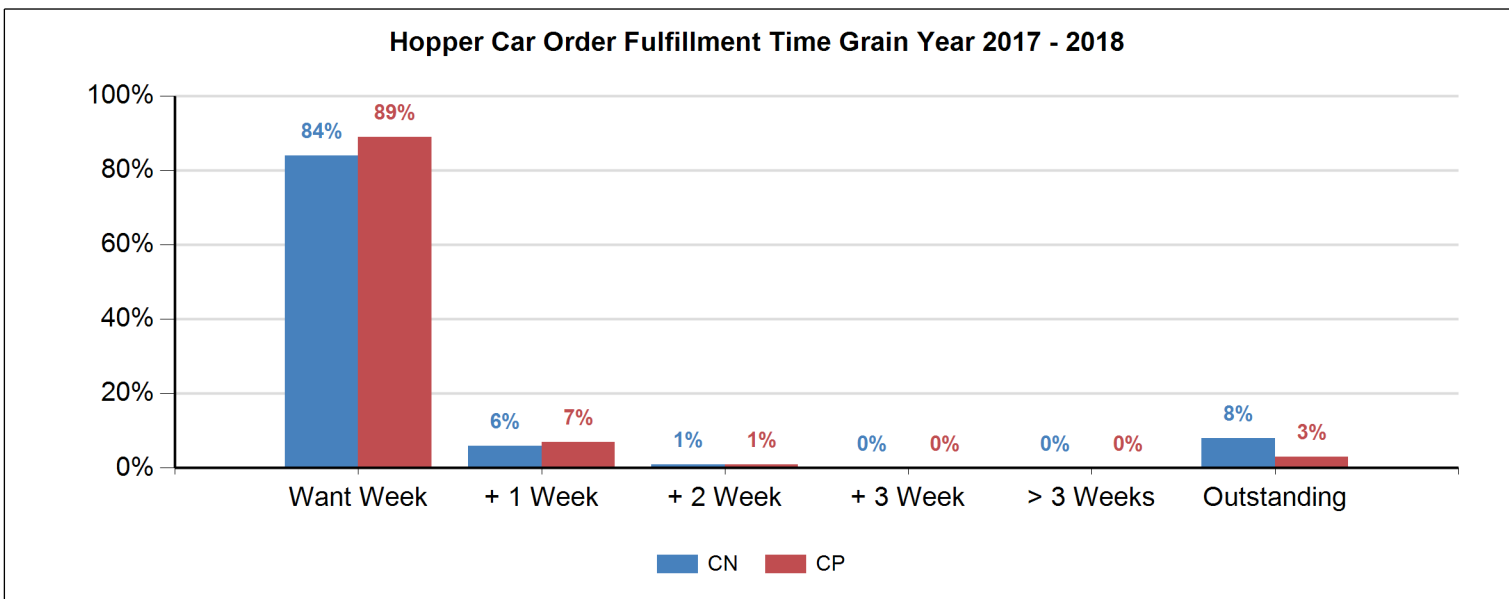
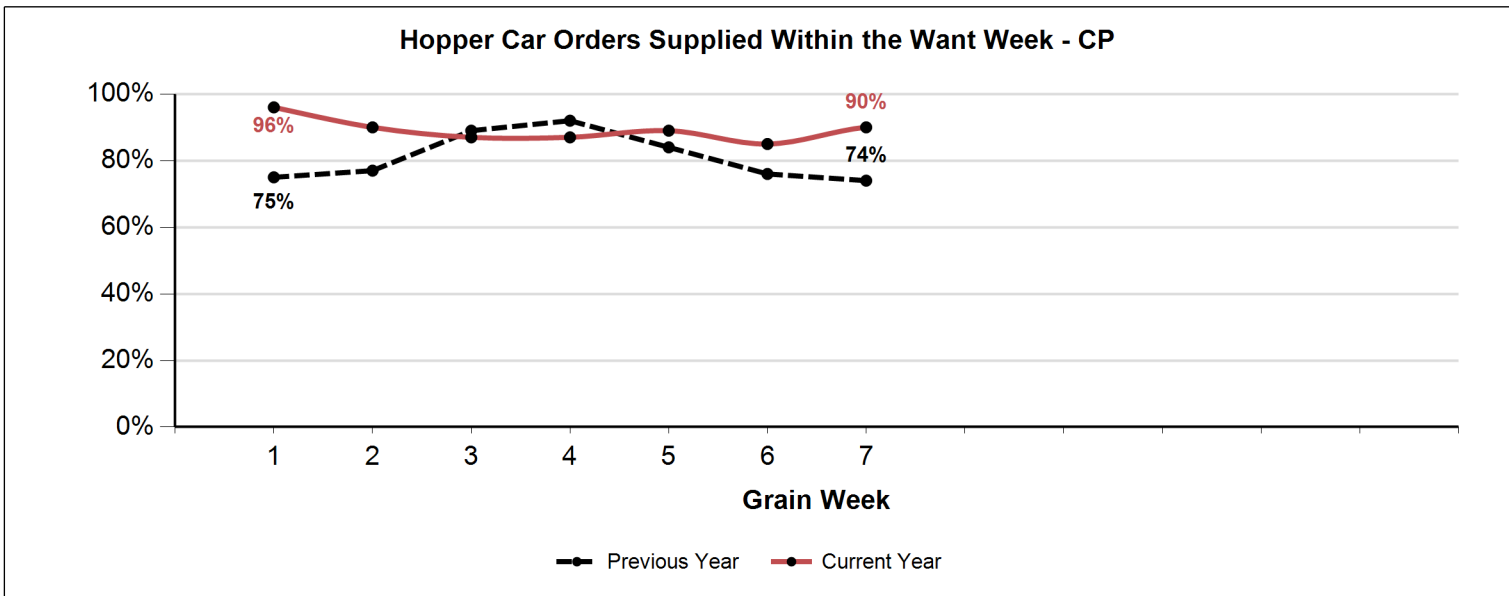
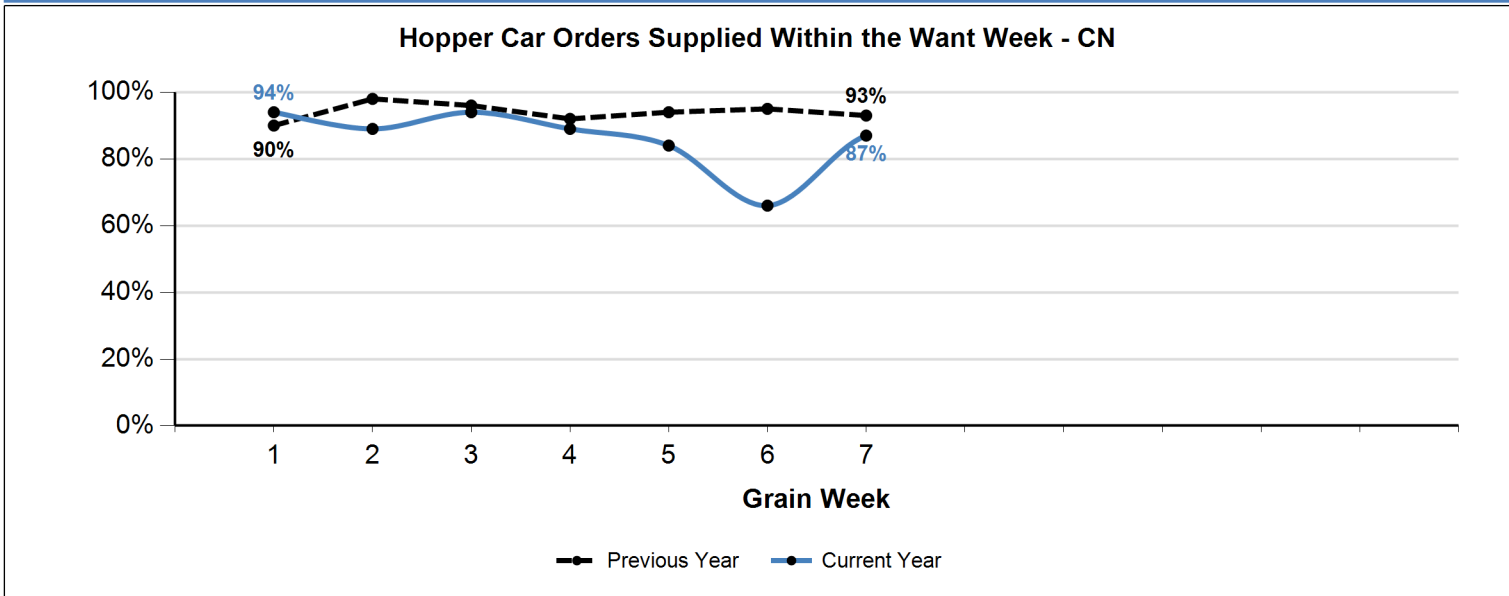


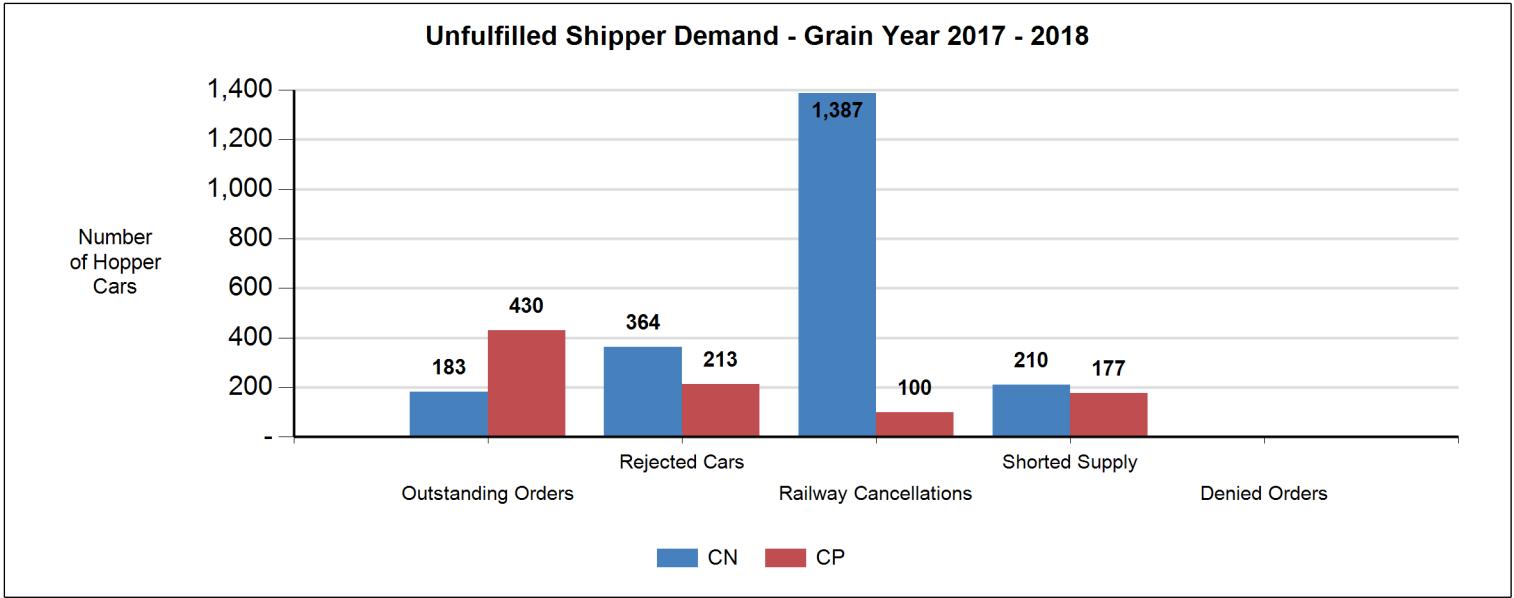
Weekly Performance Update - To Grain Week 07 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





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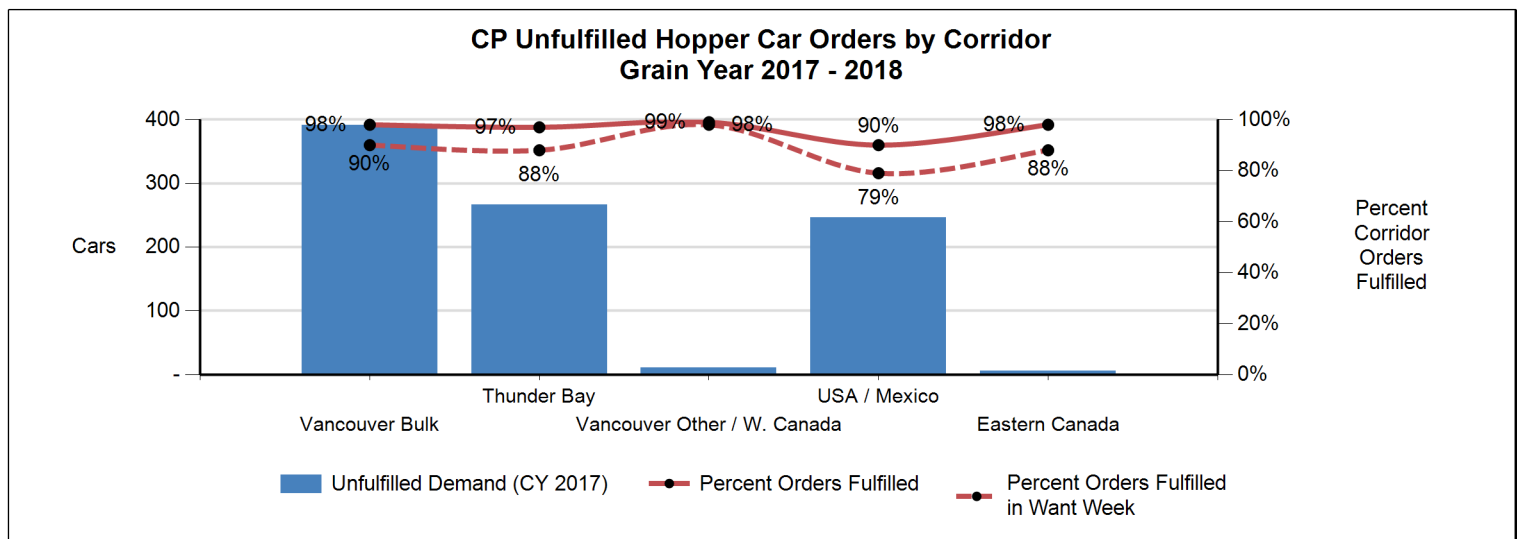
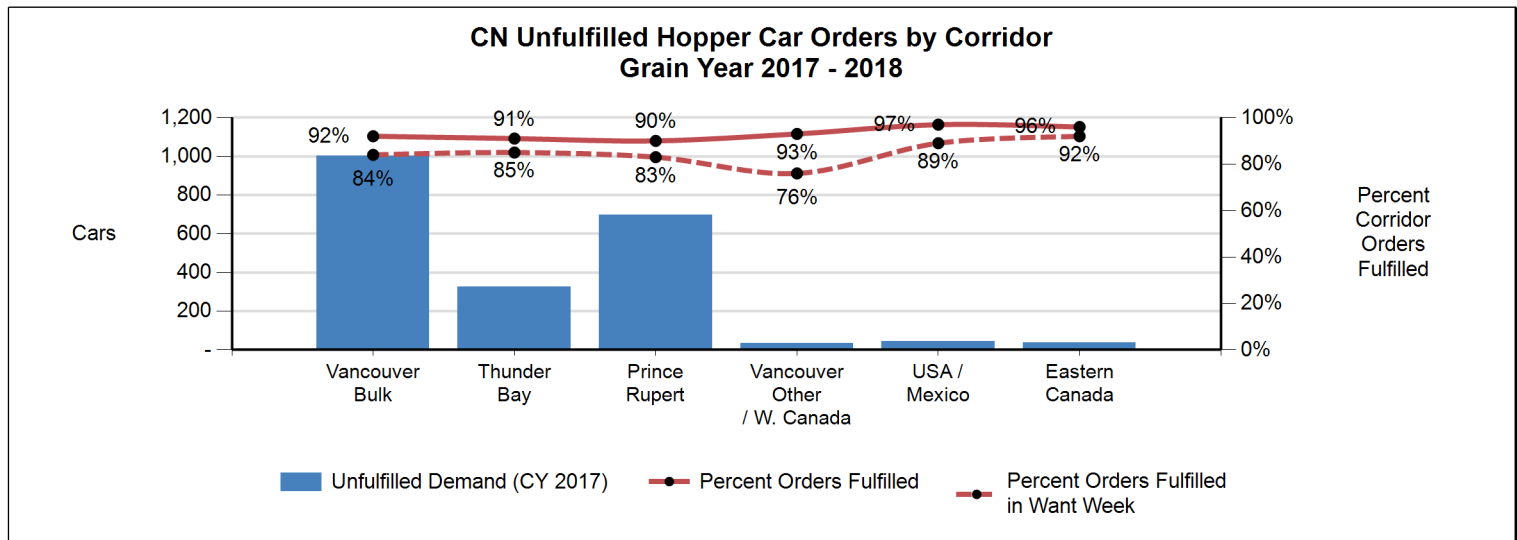
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 07

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	12,692	11,690	(1,002)	92%
	Thunder Bay	3,599	3,273	(326)	91%
	Prince Rupert	6,709	6,012	(697)	90%
	Vancouver Other / W. Canada	502	466	(36)	93%
	USA / Mexico	1,589	1,543	(46)	97%
	Eastern Canada	1,017	980	(37)	96%
Total		26,108	23,964	(2,144)	92%
CP	Vancouver Bulk	15,953	15,562	(391)	98%
	Thunder Bay	7,824	7,558	(266)	97%
	Vancouver Other / W. Canada	1,037	1,026	(11)	99%
	USA / Mexico	2,450	2,204	(246)	90%
	Eastern Canada	368	362	(6)	98%
Total		27,632	26,712	(920)	97%

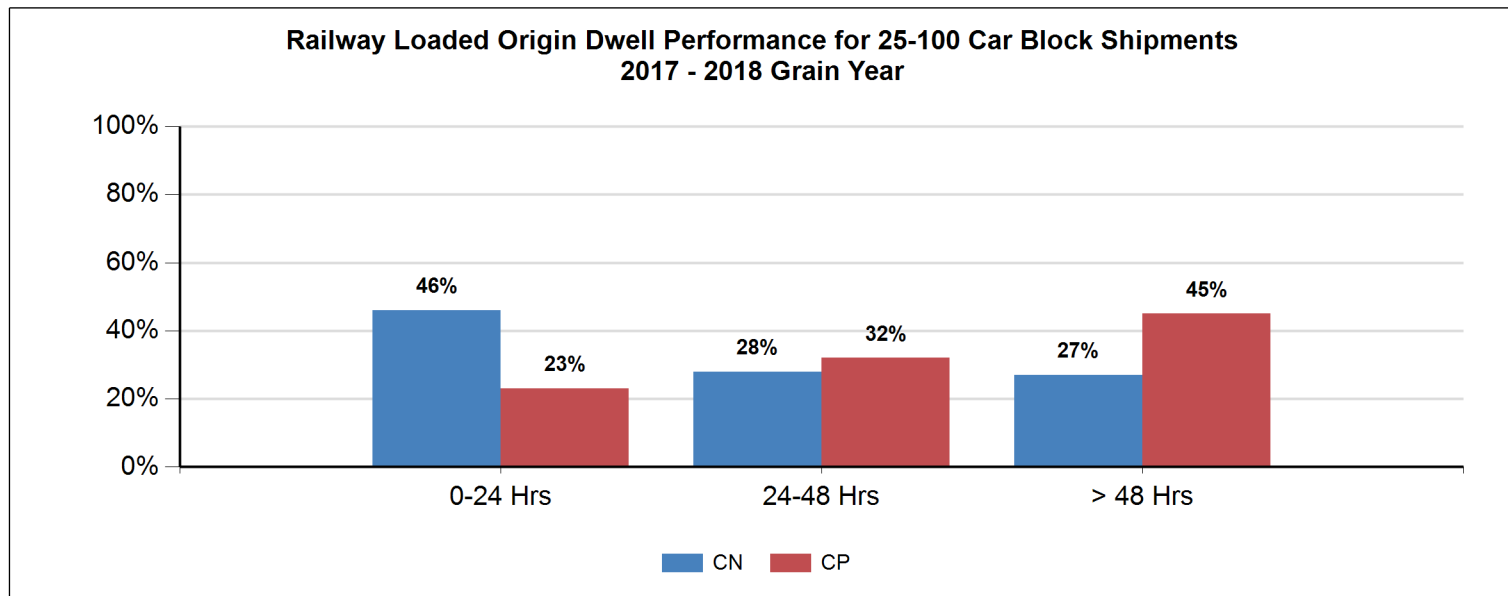
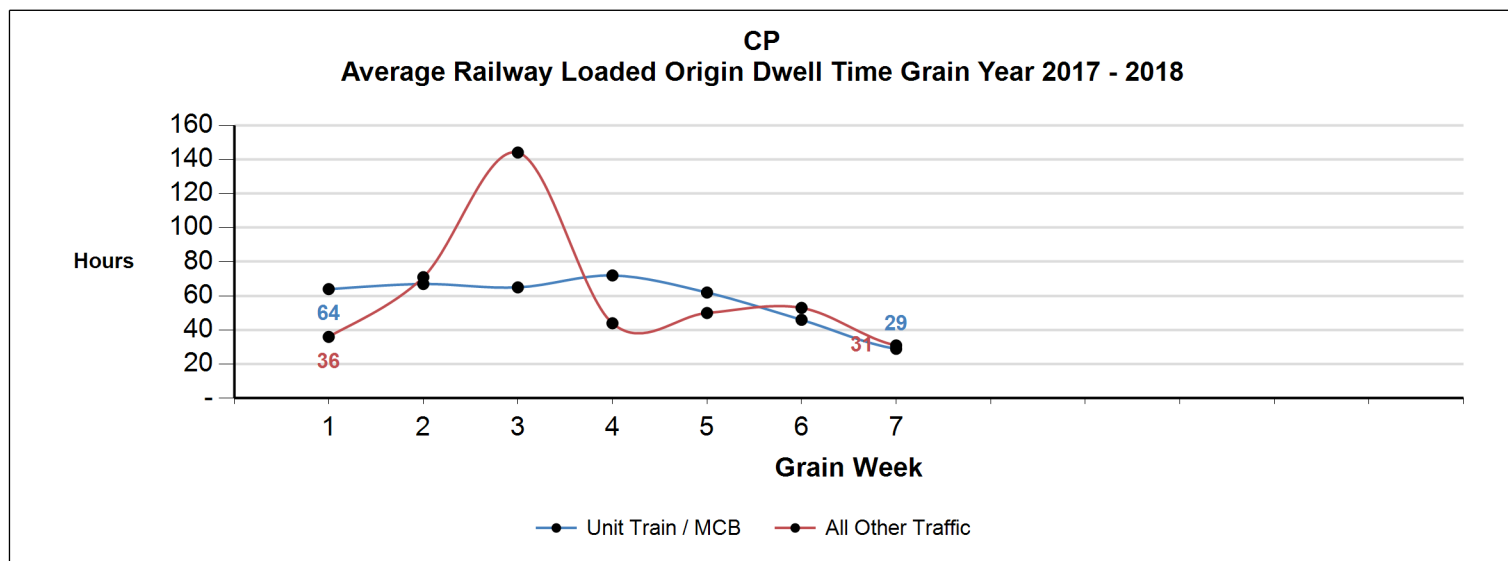
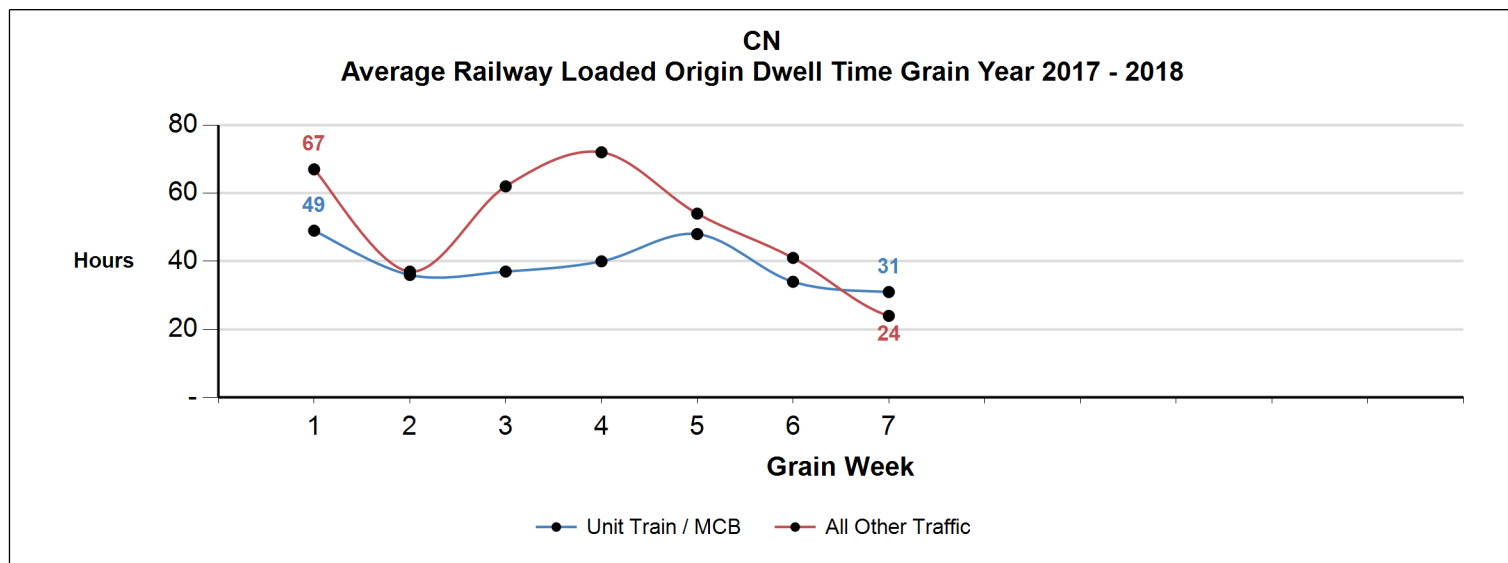
Hopper Cars Supplied in the Want Week by Corridor - To Week 07

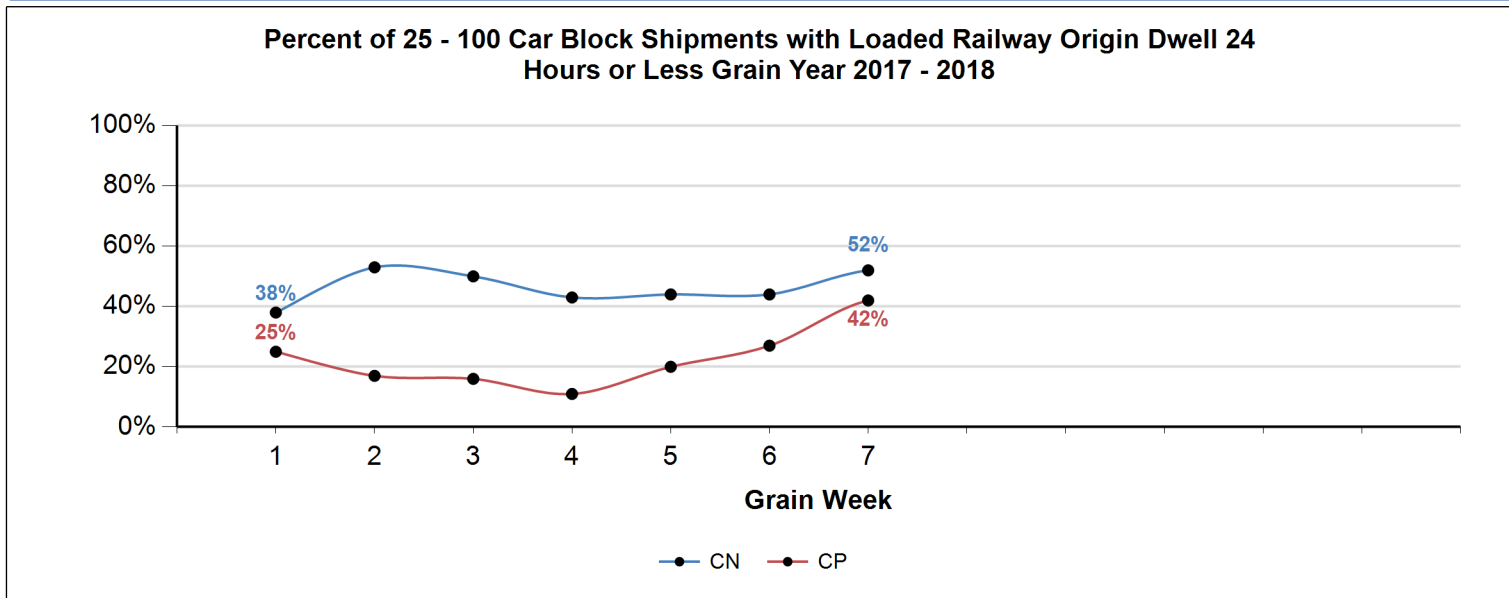
Railway	Corridor	Week 07			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,203	2,106	96%	12,692	10,701	84%
	Thunder Bay	679	610	90%	3,599	3,068	85%
	Prince Rupert	1,505	1,060	70%	6,709	5,543	83%
	Vancouver Other / W. Canada	86	61	71%	502	381	76%
	USA / Mexico	187	184	98%	1,589	1,417	89%
	Eastern Canada	259	248	96%	1,017	933	92%
	CN Total		4,919	4,269	87%	26,108	22,043
CP	Vancouver Bulk	2,607	2,398	92%	15,953	14,415	90%
	Thunder Bay	1,698	1,556	92%	7,824	6,888	88%
	Vancouver Other / W. Canada	114	111	97%	1,037	1,017	98%
	USA / Mexico	437	314	72%	2,450	1,933	79%
	Eastern Canada	64	58	91%	368	323	88%
CP Total		4,920	4,437	90%	27,632	24,576	89%



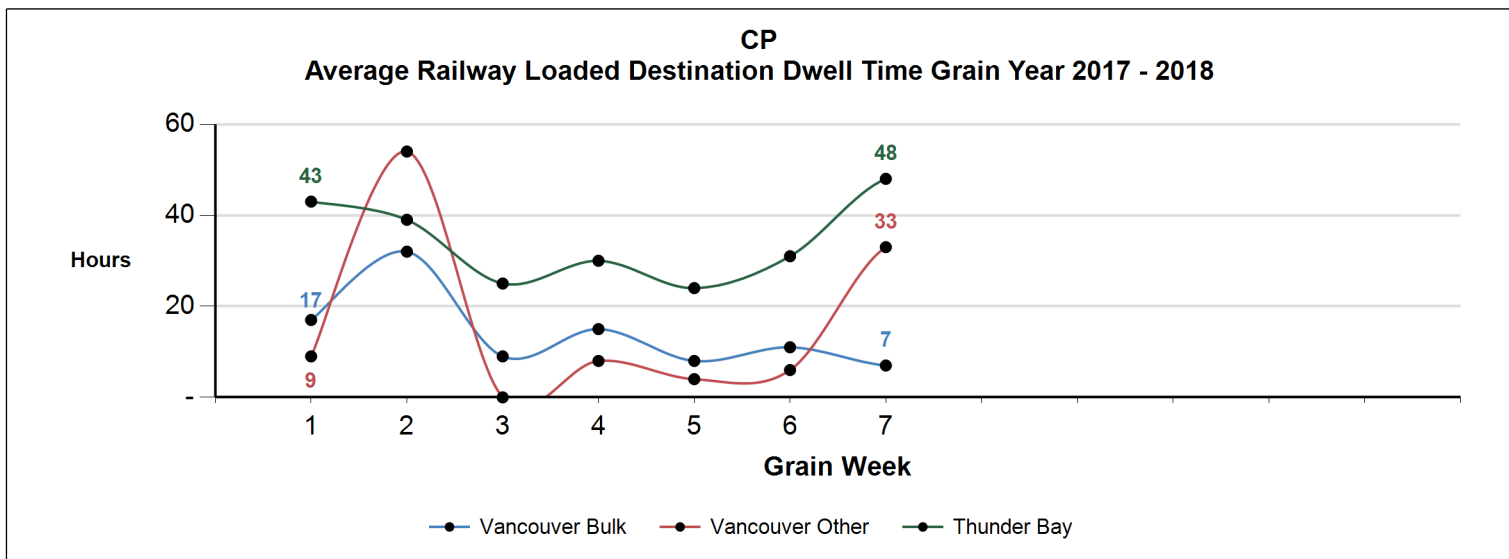
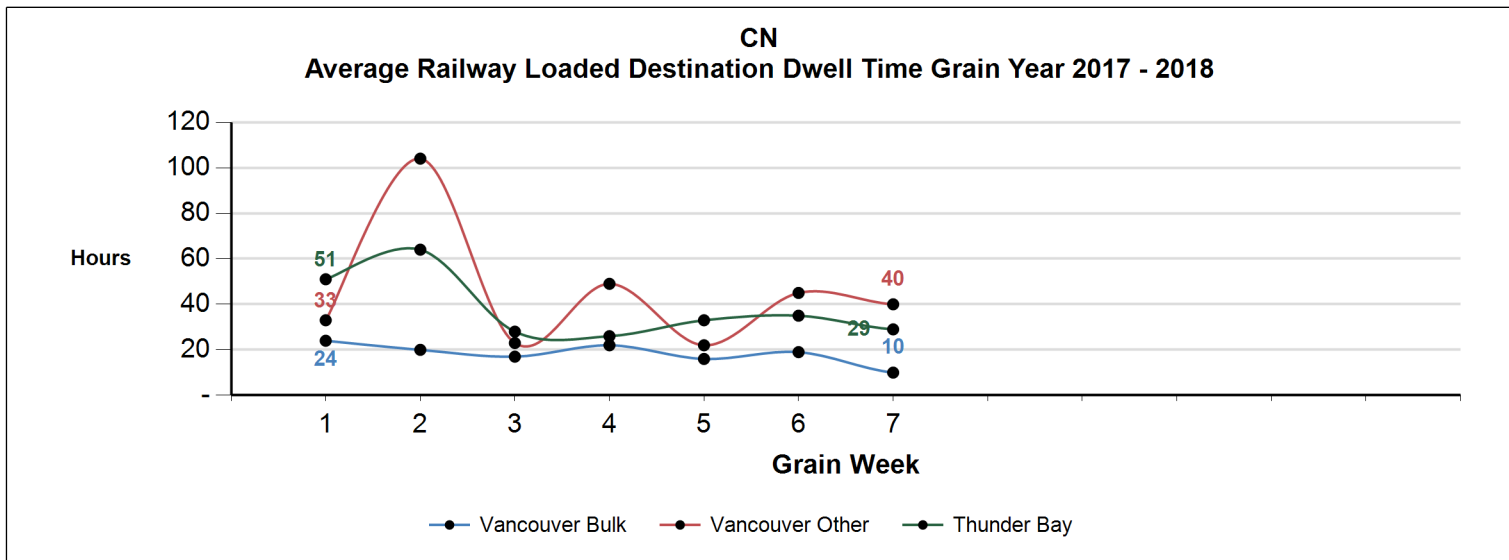


Origin Dwell Performance



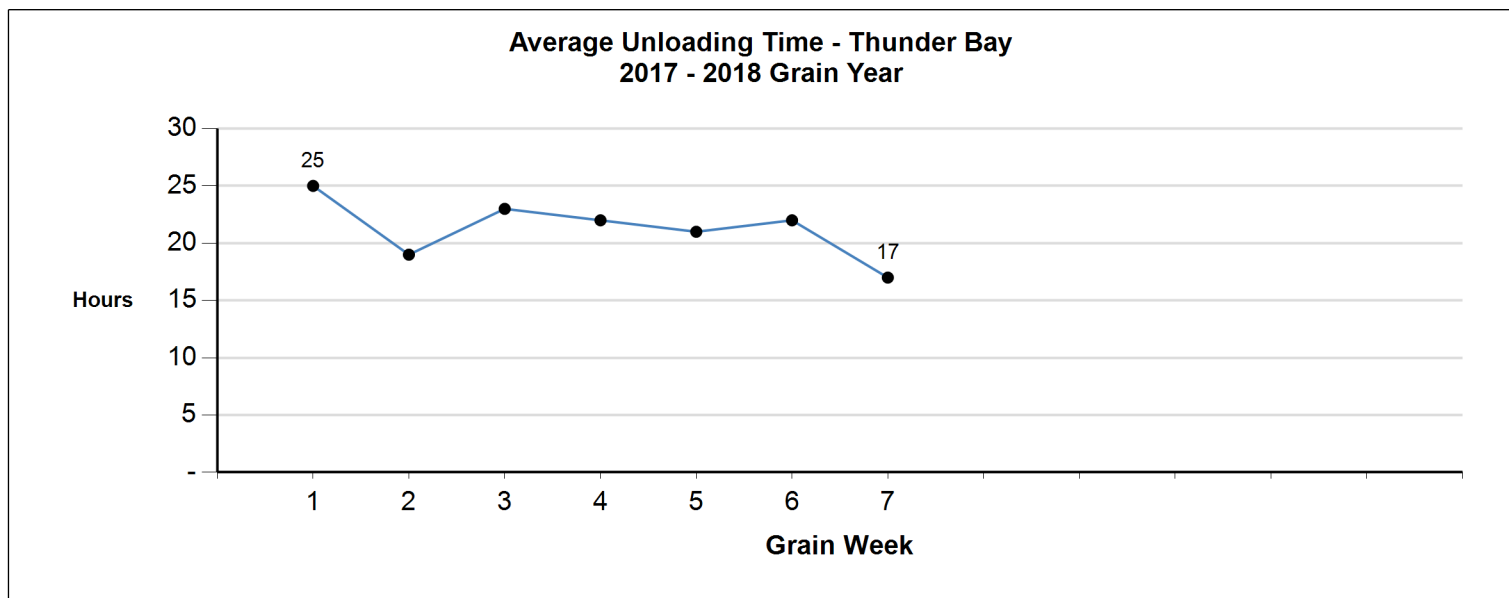
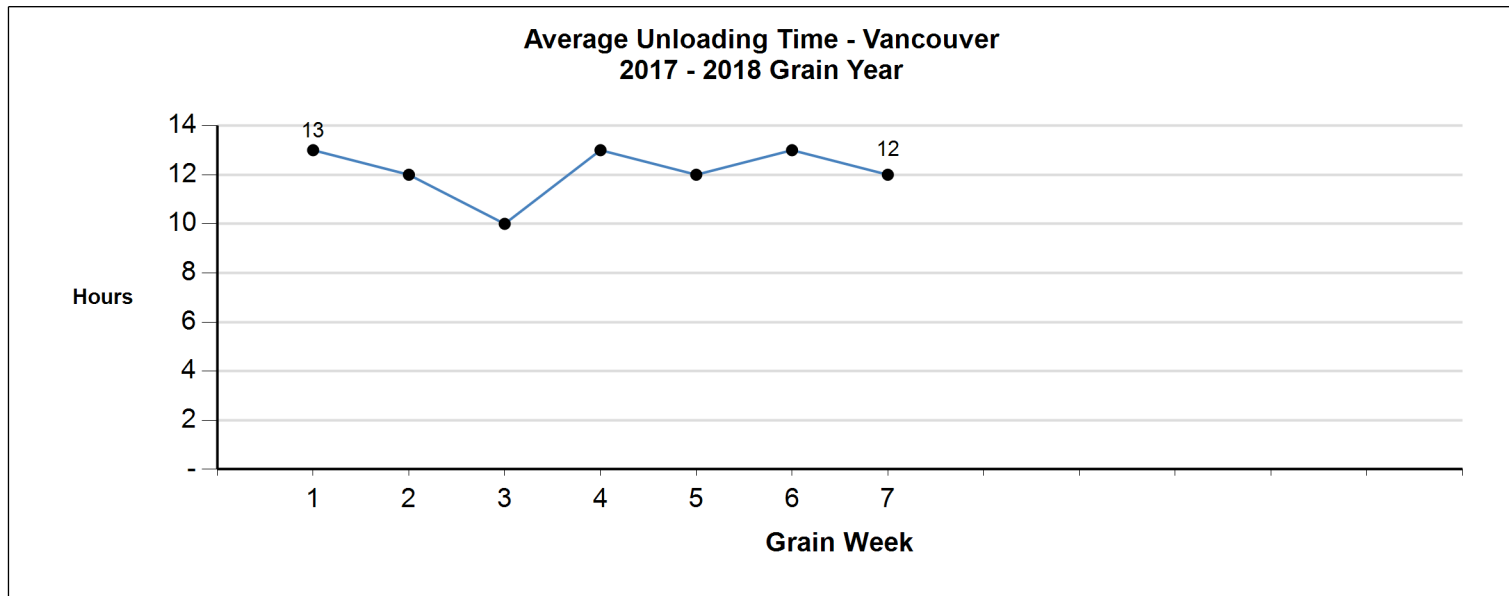


Destination Dwell Performance





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.