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	4,970	4,979	(9)	56,221	4,325	57,325	4,410	(1,104)	(85)
CP	5,105	4,001	1,104	56,342	4,334	57,792	4,446	(1,450)	(112)
	10,075	**8,980**	**1,095**	**112,563**	**8,659**	**115,117**	**8,855**	**(2,554)**	**(196)**

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

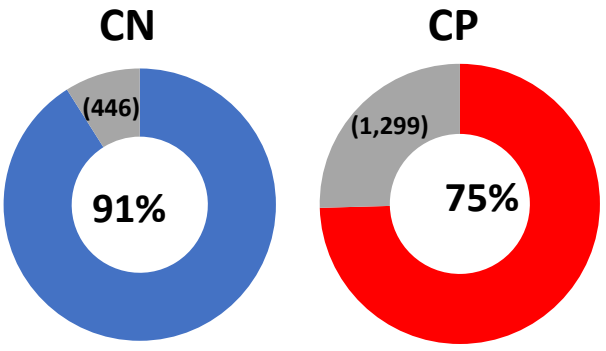
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,262	4,346	131	41	328	5	4,721	4,392
CP	3,543	2,869	614	983	342	259	4,499	4,111
	7,805	**7,215**	**745**	**1,024**	**670**	**264**	**9,220**	**8,503**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	3%	4%	5%	3%	4%
25	5%	0%	3%	2%	1%	2%
50	8%	9%	9%	13%	13%	13%
100	82%	88%	85%	80%	83%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,970	5,105	10,075
Current Week Order Fulfillment			
Supplied in Current Week	4,262	3,543	7,805
Supplied Early	262	263	525
Total Cars Supplied for Want Week	**4,524**	**3,806**	**8,330**
Current Week Unfulfilled Demand	(446)	(1,299)	(1,745)
% Current Week Orders Supplied	91%	75%	83%

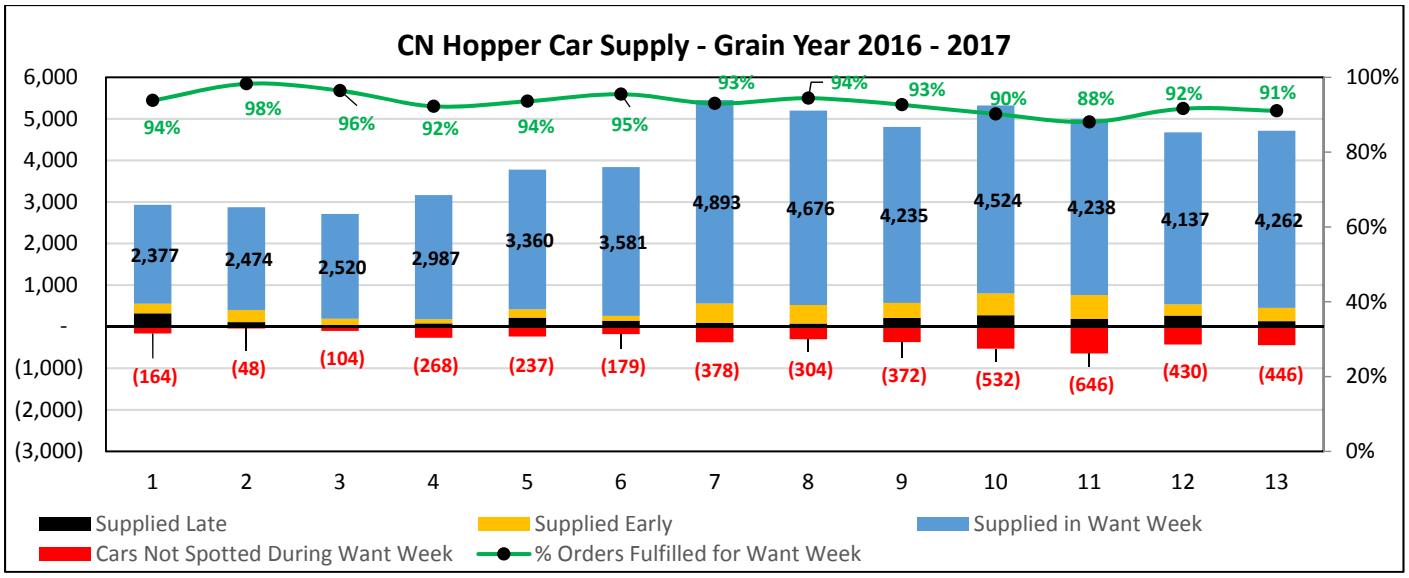


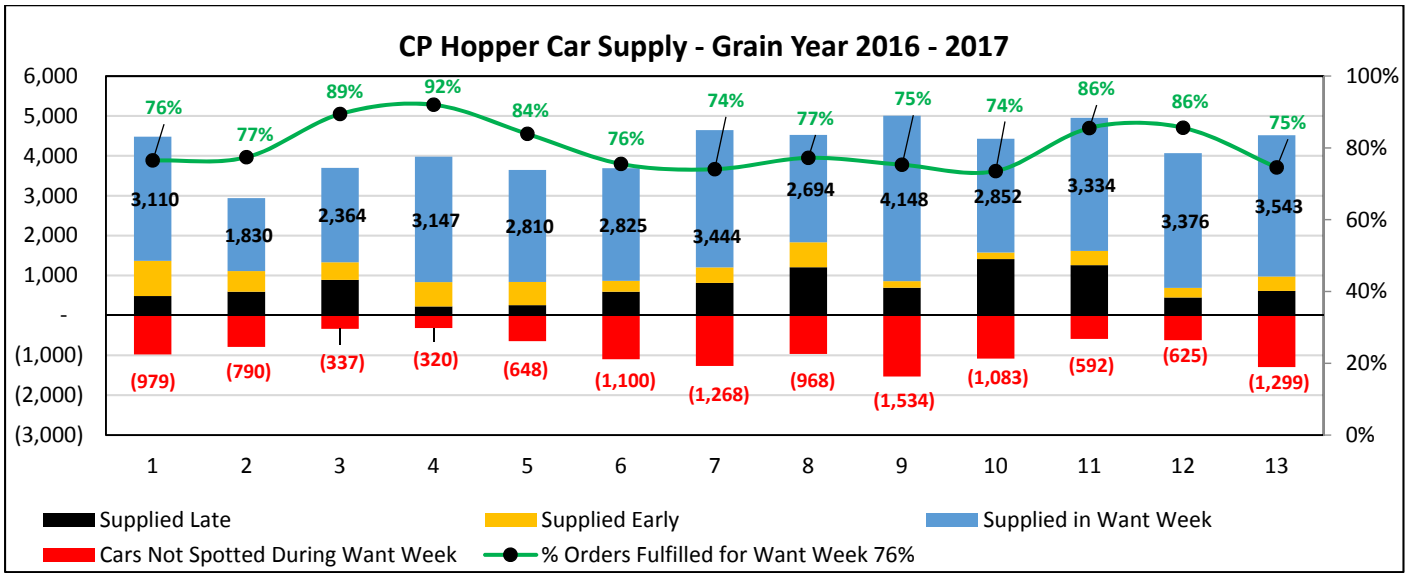
Loaded Dwell Time (Hours) at Origin (All Traffic)

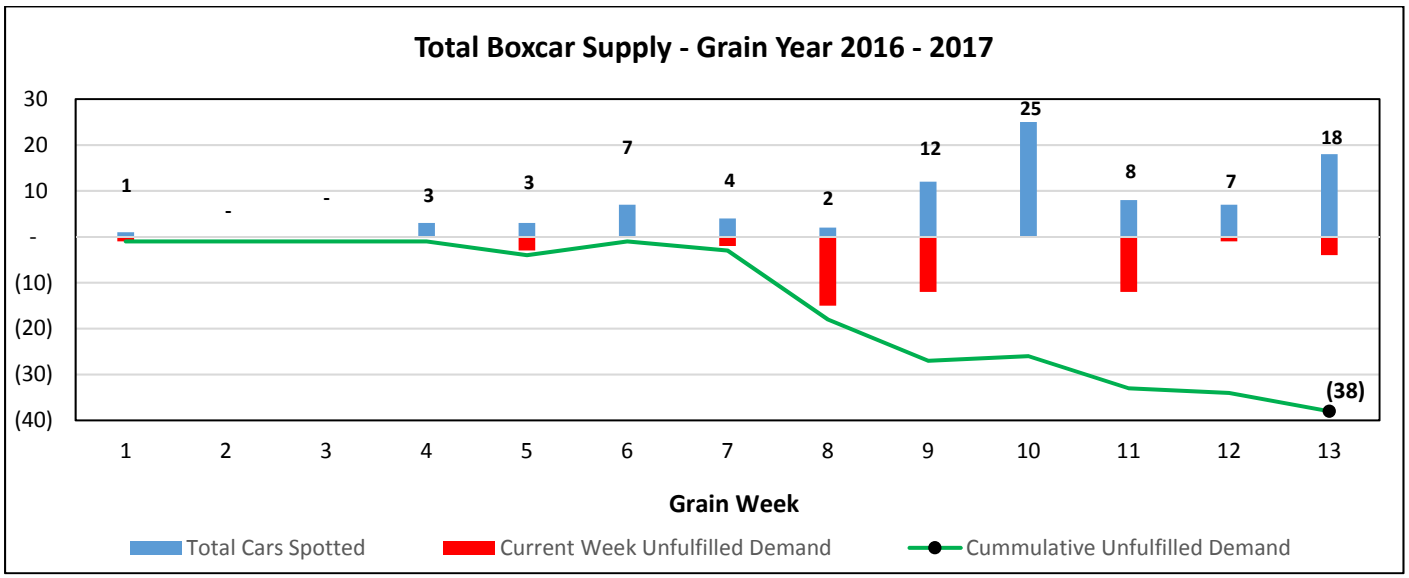
	Week 13		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	20	18	18	22
CP	69	46	49	56

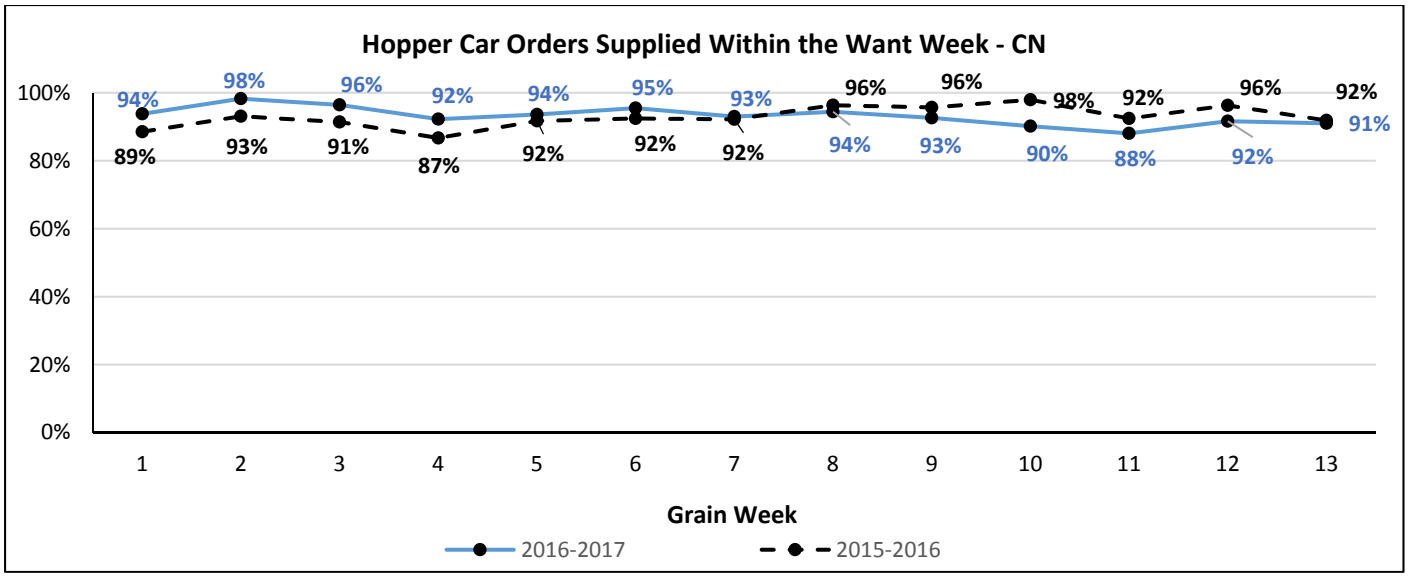
Dwell Time (Hours) at Destination (All Traffic)

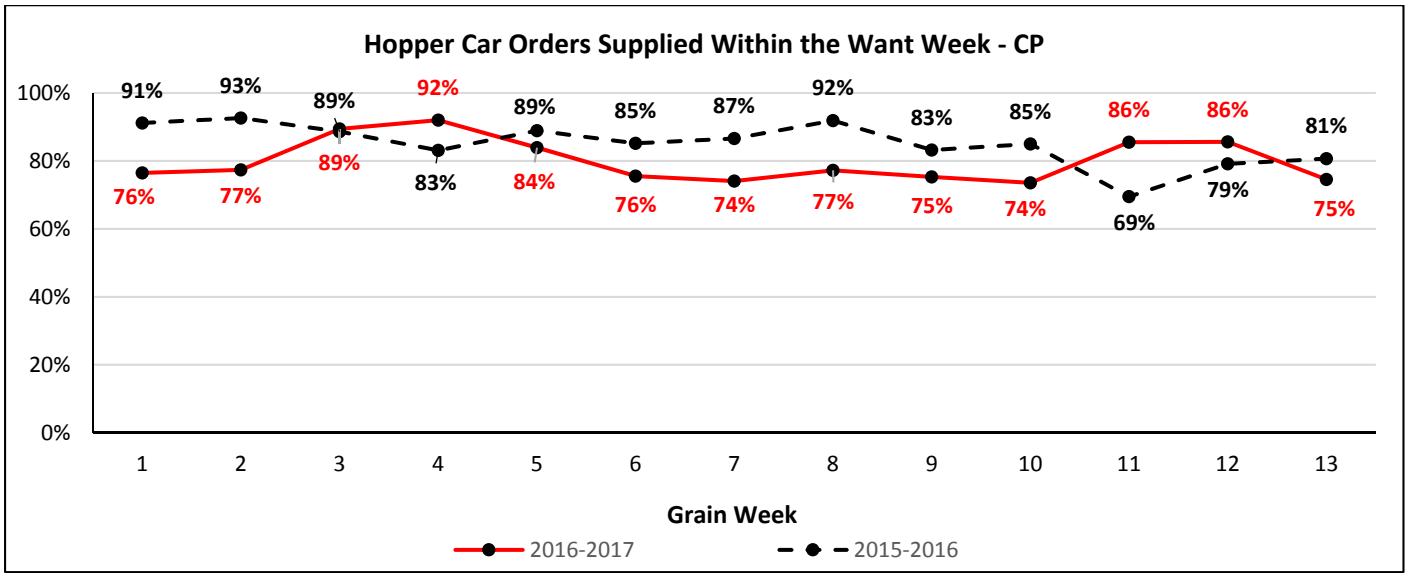
		Week 13		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	23	31	22	25
	CP	13	13	11	10
Thunder Bay	CN	49	81	54	55
	CP	43	29	33	34

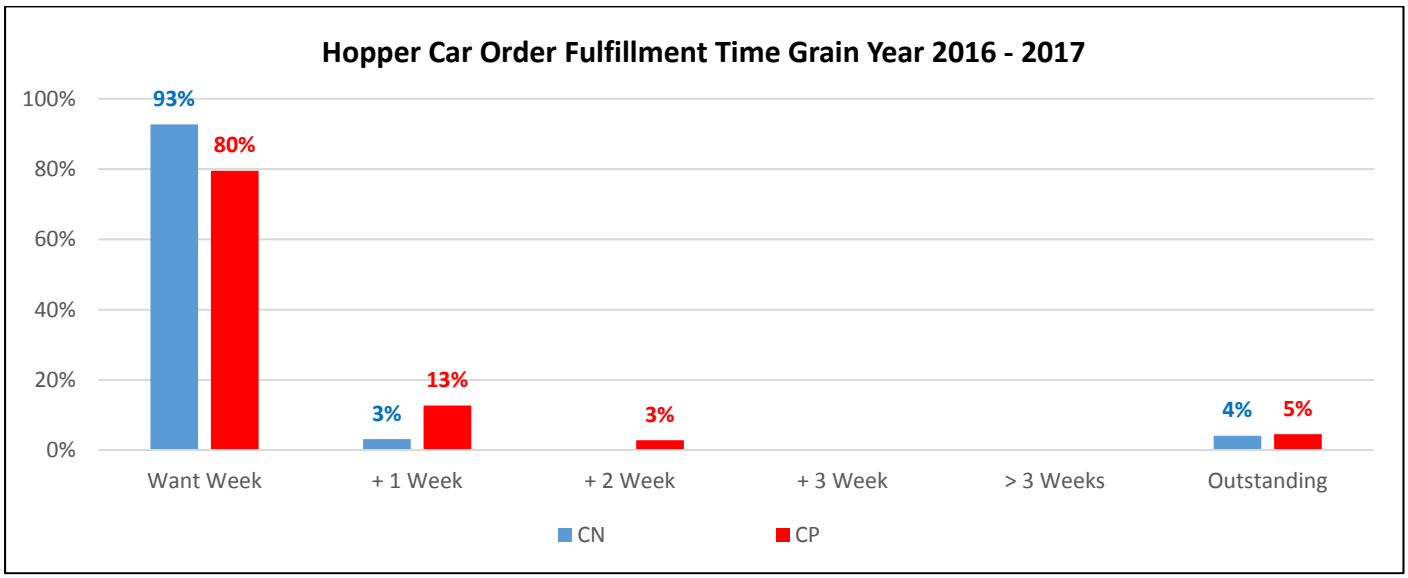

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94% 98% 96% 92% 94% 95% 93% 94% 93% 90% 88% 92% 91%
2,377 2,474 2,520 2,987 3,360 3,581 4,893 4,676 4,235 4,524 4,238 4,137 4,262
(164) (48) (104) (268) (237) (179) (378) (304) (372) (532) (646) (430) (446)
1 2 3 4 5 6 7 8 9 10 11 12 13
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

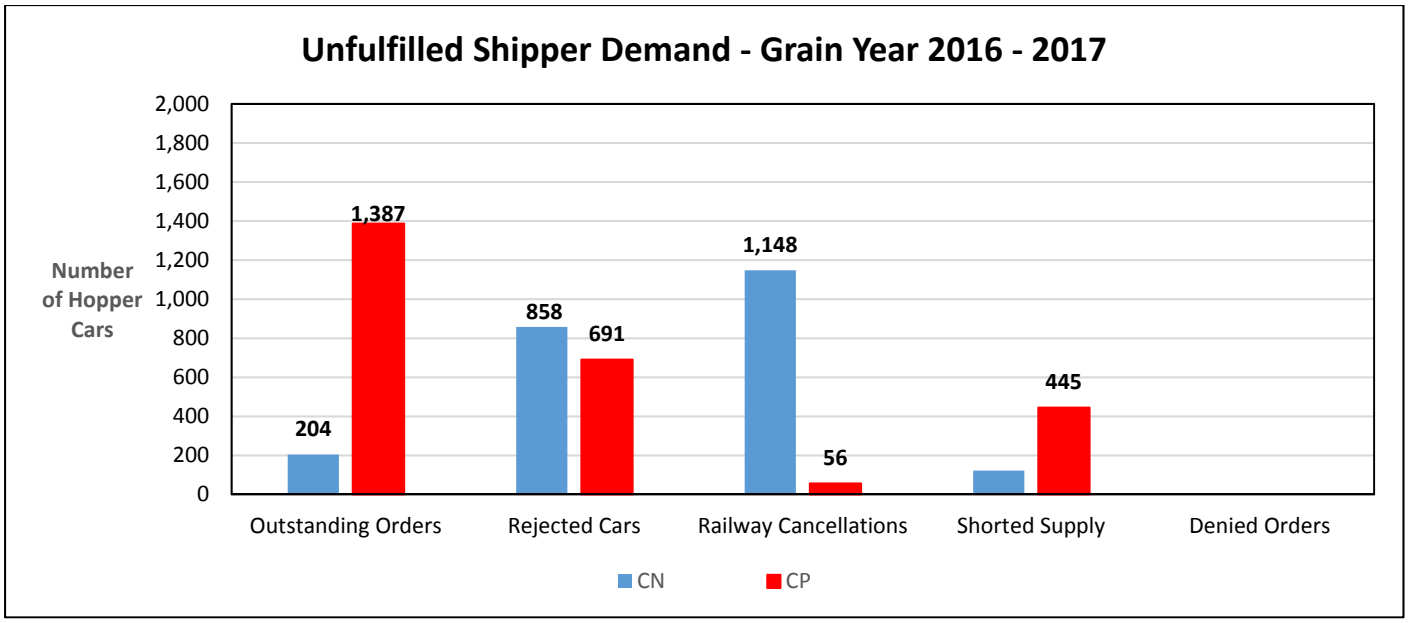

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76% 77% 89% 92% 84% 76% 74% 77% 75% 74% 86% 86% 75%
3,110 1,830 2,364 3,147 2,810 2,825 3,444 2,694 4,148 2,852 3,334 3,376 3,543
(979) (790) (337) (320) (648) (1,100) (1,268) (968) (1,534) (1,083) (592) (625) (1,299)
1 2 3 4 5 6 7 8 9 10 11 12 13
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week 76%


Total Boxcar Supply - Grain Year 2016 - 2017
30
20
10
-
(10)
(20)
(30)
(40)
1 - - 3 3 7 4 2 12 25 8 7 18
(38)
1 2 3 4 5 6 7 8 9 10 11 12 13
Grain Week
Total Cars Spotted
Current Week Unfulfilled Demand
Cummulative Unfulfilled Demand


Hopper Car Orders Supplied Within the Want Week - CN
100%
80%
60%
40%
20%
0%
1 2 3 4 5 6 7 8 9 10 11 12 13
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
1 2 3 4 5 6 7 8 9 10 11 12 13
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
93%
80%
3%
13%
3%
4%
5%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



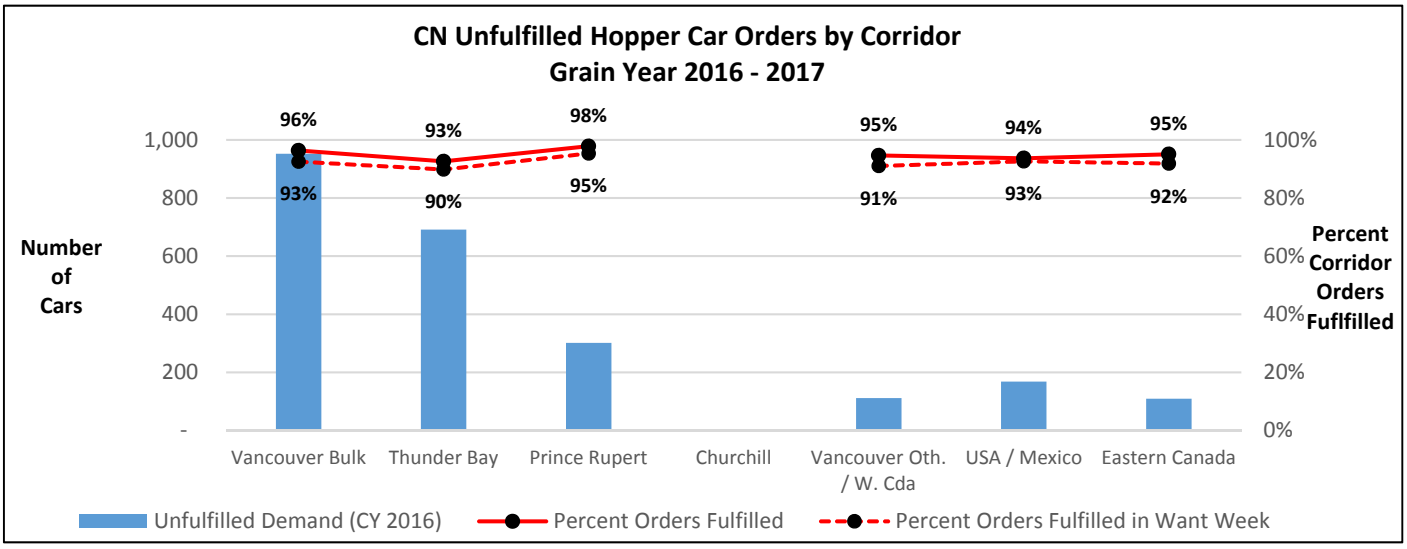
Corridor Performance

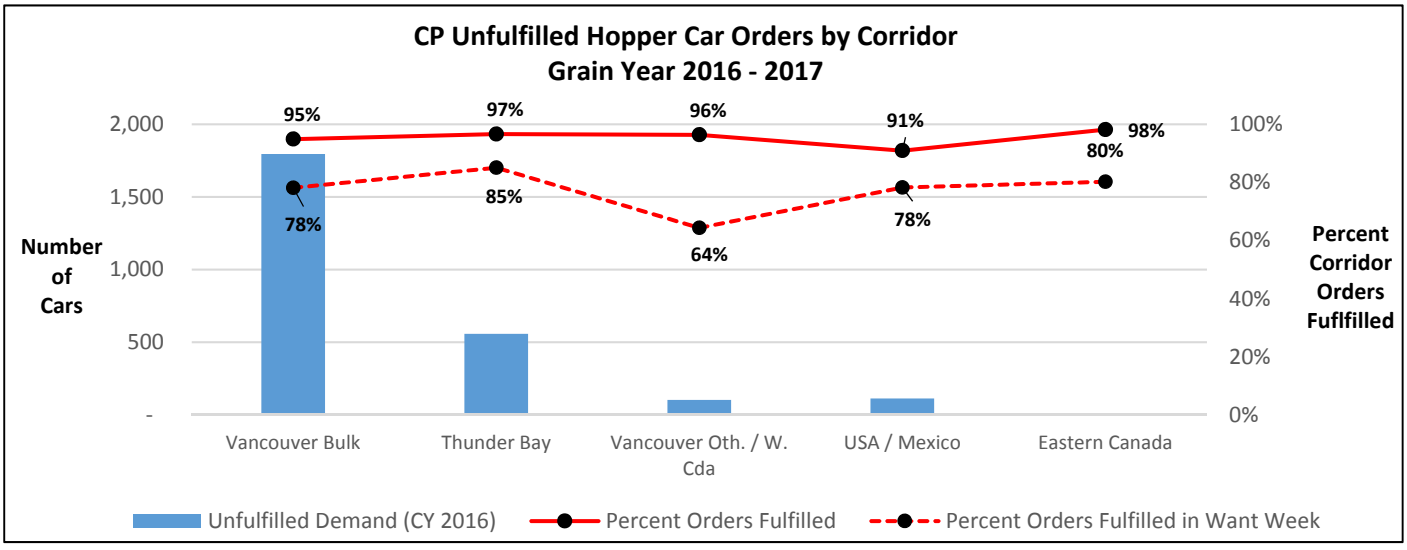
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 13

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	25,972	25,020	(952)	96%
	Thunder Bay	9,348	8,657	(691)	93%
	Prince Rupert	13,962	13,661	(301)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	2,074	1,963	(111)	95%
	USA / Mexico	2,659	2,491	(168)	94%
	Eastern Canada	2,206	2,097	(109)	95%
CN Total		**56,221**	**53,889**	**(2,332)**	96%
CP	Vancouver Bulk	35,088	33,293	(1,795)	95%
	Thunder Bay	16,530	15,973	(557)	97%
	Vancouver Other / W. Canada	2,836	2,733	(103)	96%
	USA / Mexico	1,236	1,124	(112)	91%
	Eastern Canada	652	640	(12)	98%
CP Total		**56,342**	**53,763**	**(2,579)**	95%

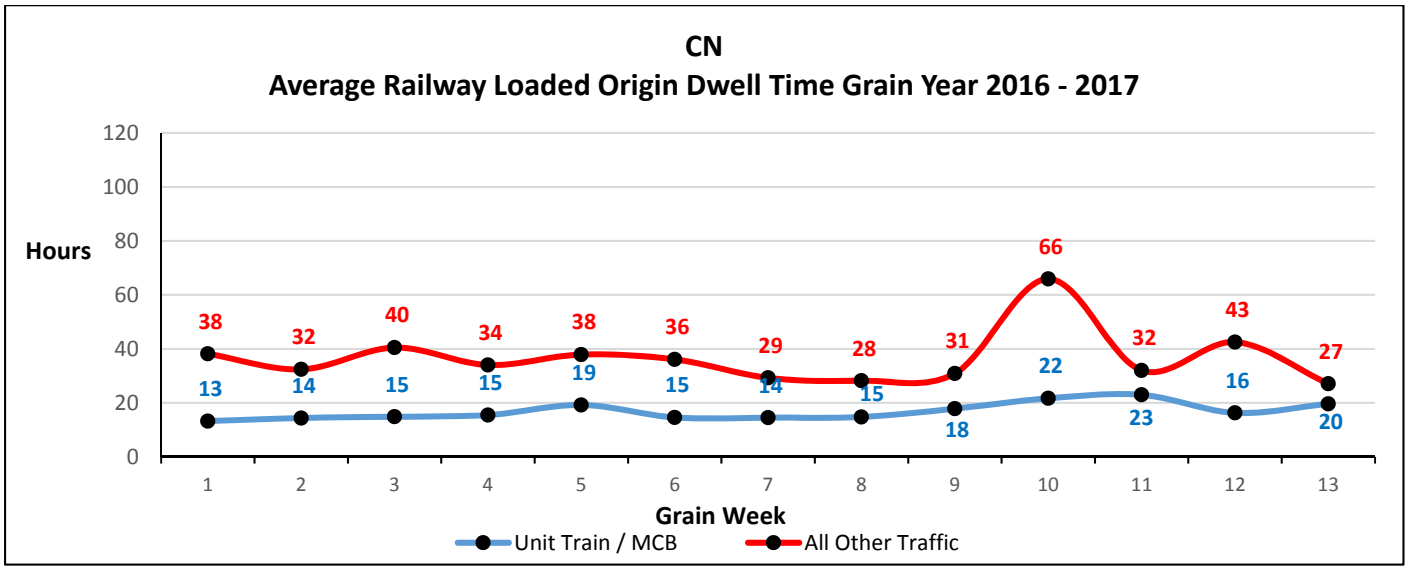
Hopper Cars Supplied in the Want Week by Corridor – To Week 13

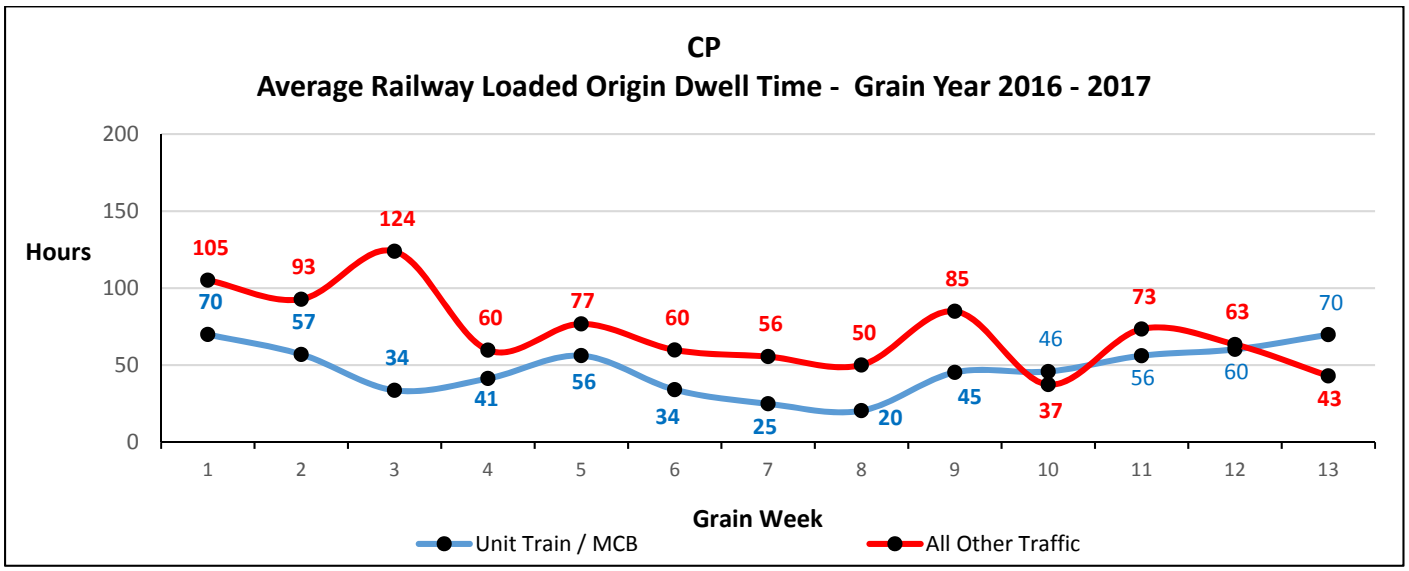
		Week 13			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,251	2,069	92%	25,972	24,031	93%
	Thunder Bay	900	773	86%	9,348	8,395	90%
	Prince Rupert	1,337	1,316	98%	13,962	13,310	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	95	94	99%	2,074	1,888	91%
	USA / Mexico	190	82	43%	2,659	2,463	93%
	Eastern Canada	197	190	96%	2,206	2,026	92%
CN Total		**4,970**	**4,524**	**91%**	**56,221**	**52,113**	**93%**
CP	Vancouver Bulk	3,527	2,535	72%	35,088	27,423	78%
	Thunder Bay	1,266	1,073	85%	16,530	14,061	85%
	Vancouver Other / W. Canada	137	112	82%	2,836	1,825	64%
	USA / Mexico	116	34	29%	1,236	967	78%
	Eastern Canada	59	52	88%	652	523	80%
CP Total		**5,105**	**3,806**	**75%**	**56,342**	**44,799**	**80%**

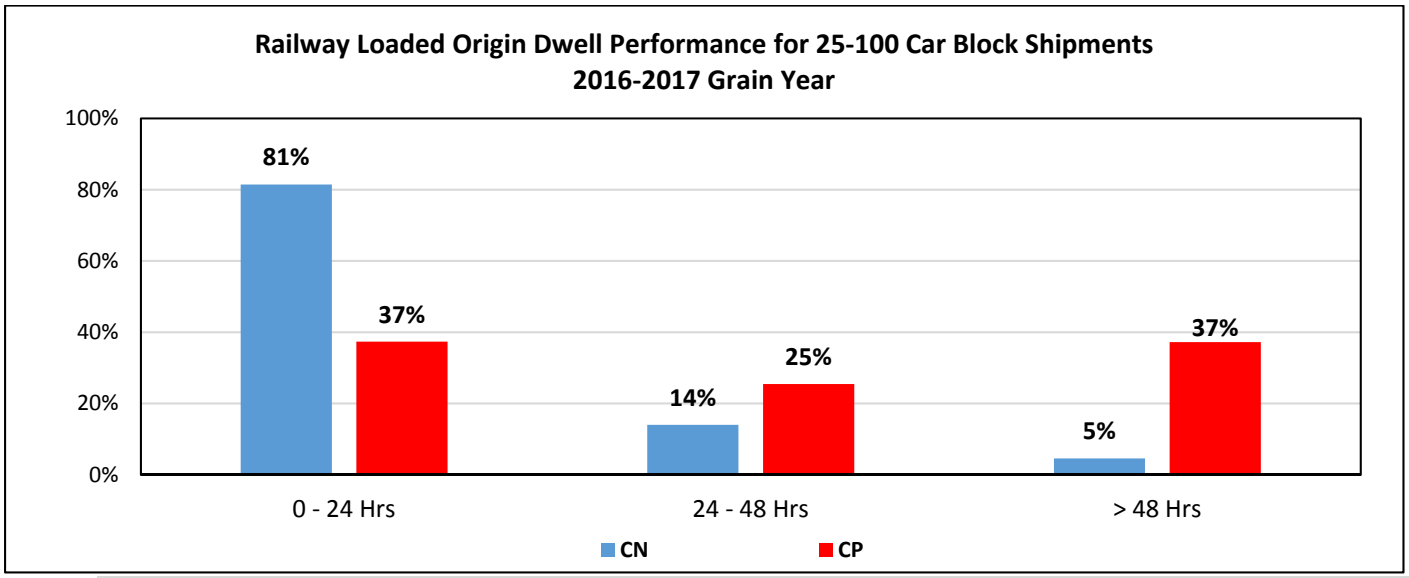


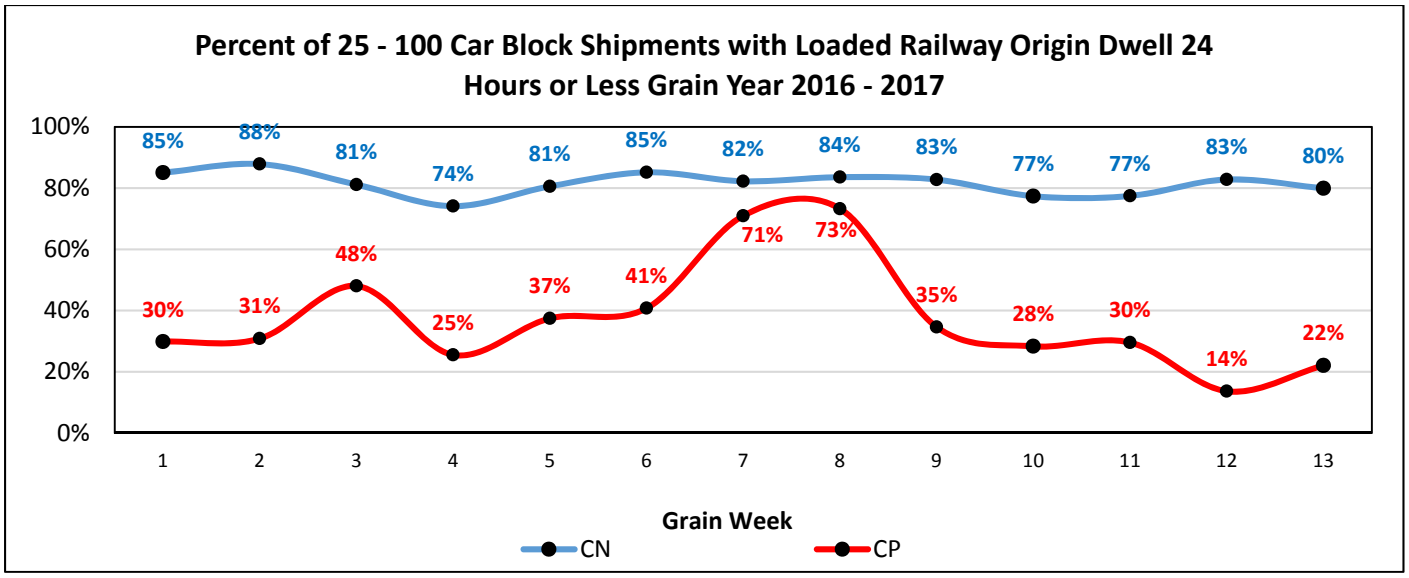


Origin Dwell Performance

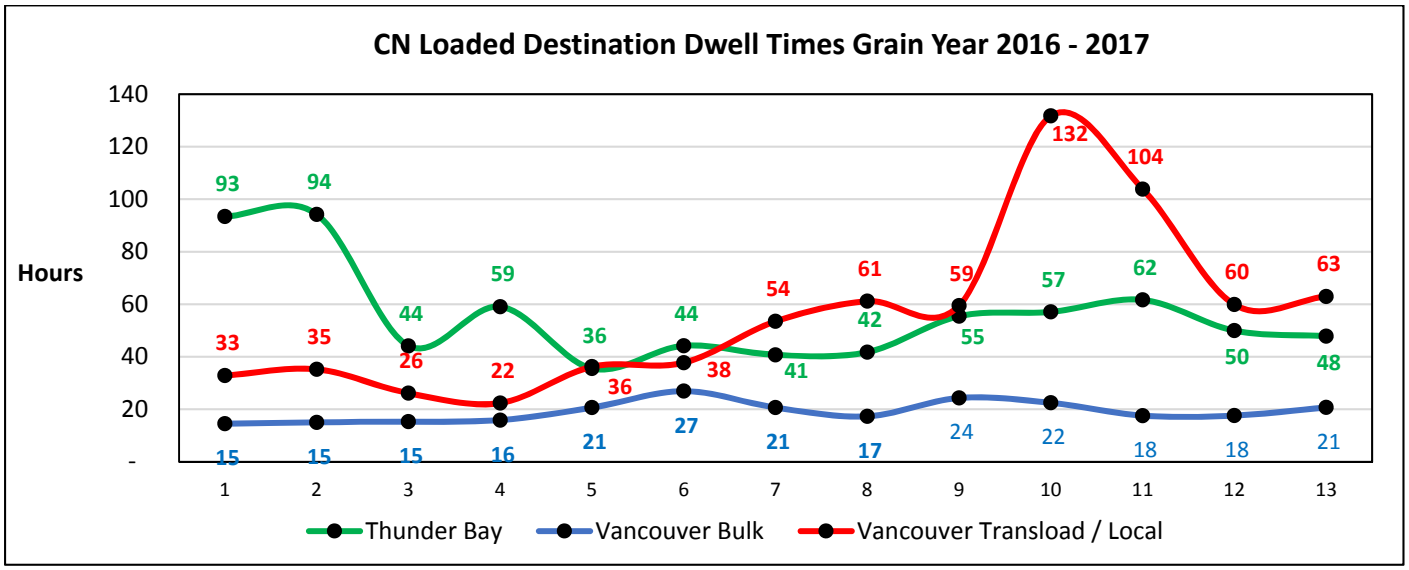


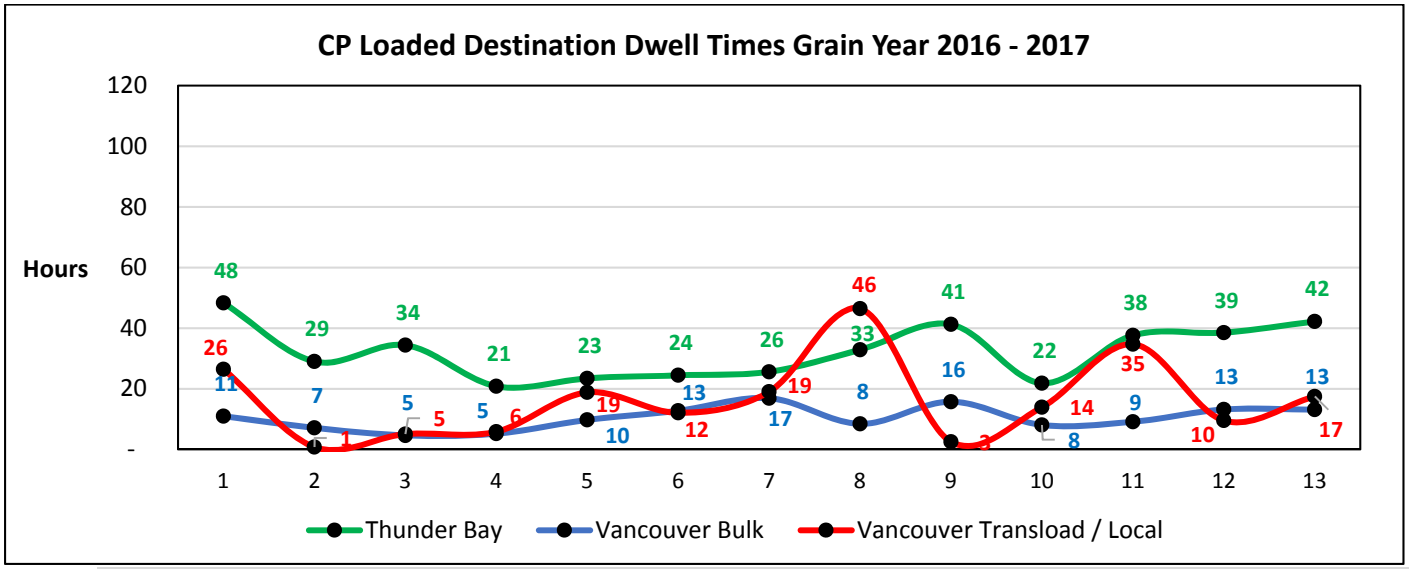




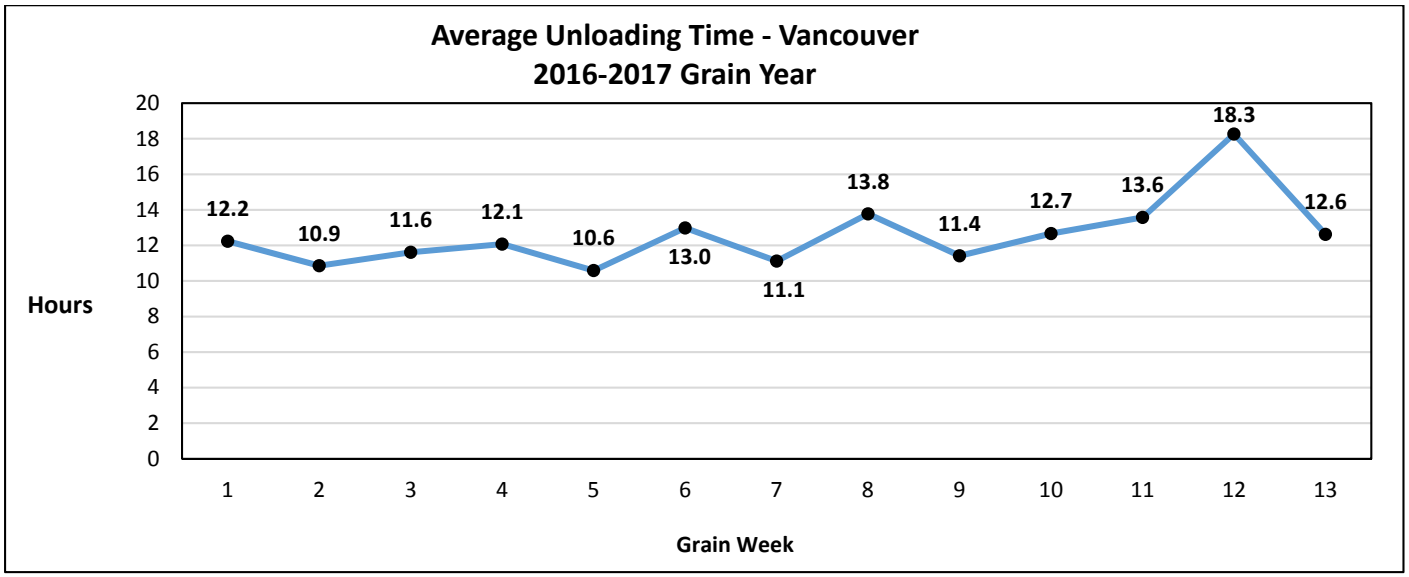


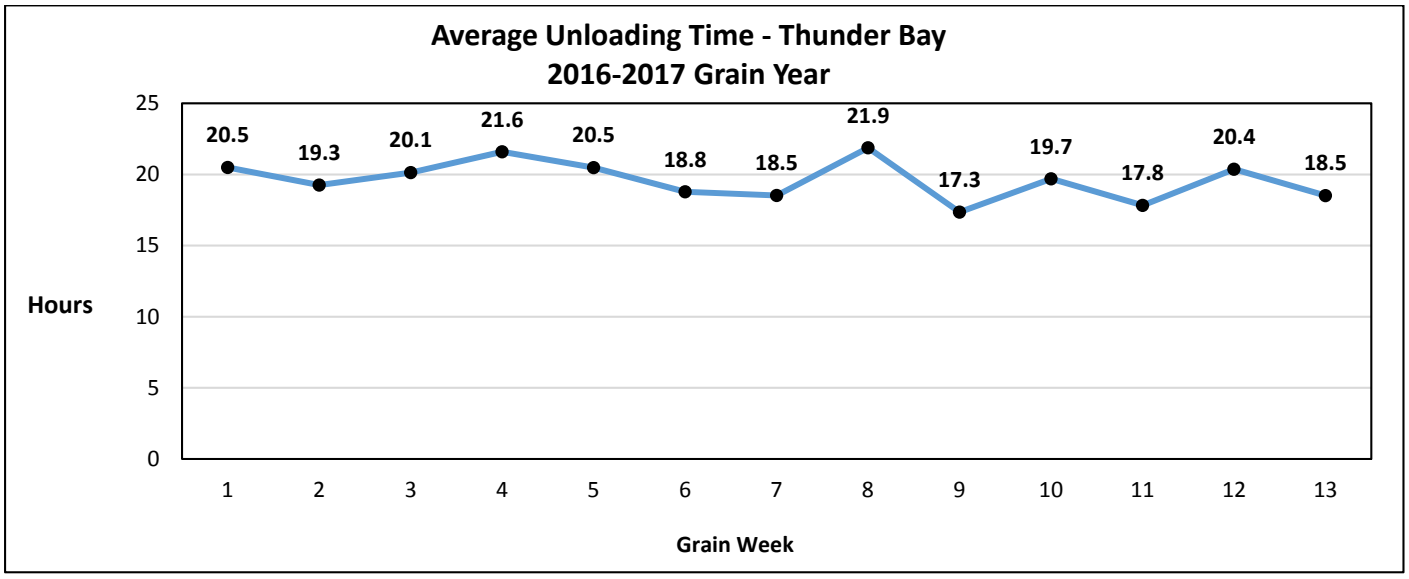
Destination Dwell Performance



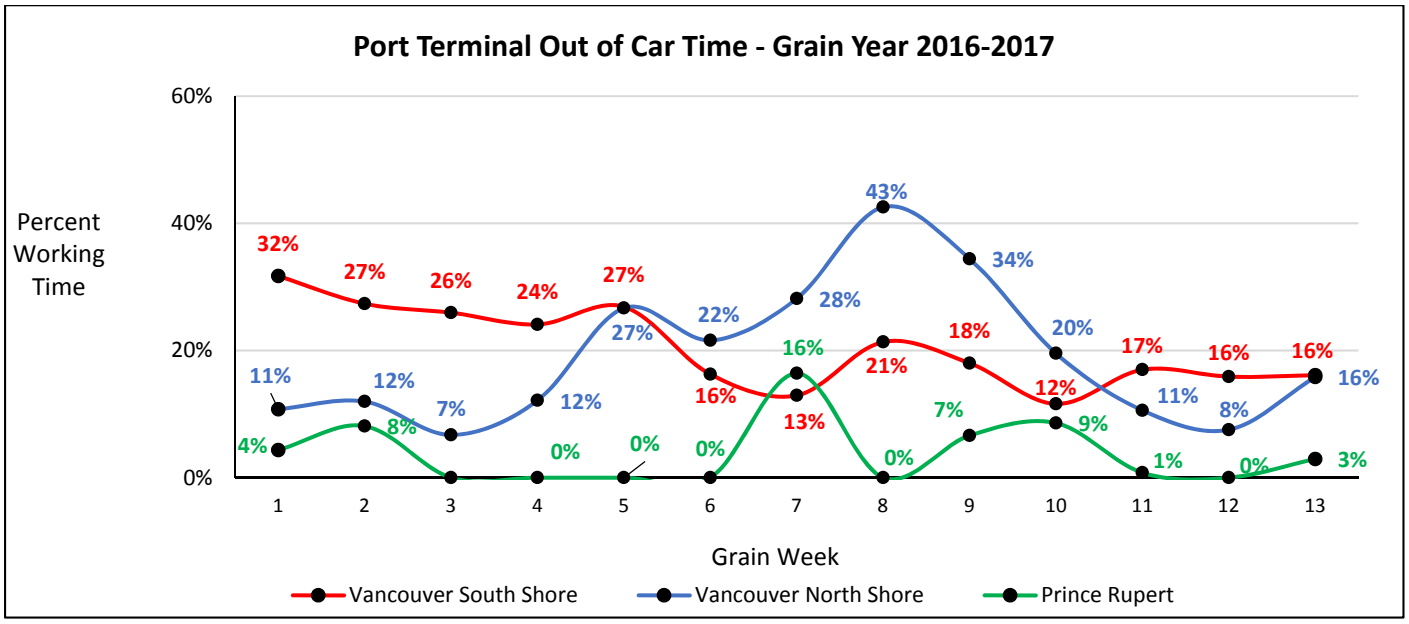


Port Terminal - Unloading Time





Port Terminal – Out of Car 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.
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.
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.
Port Out of Car Time	This measure identifies the percentage of working time that bulk grain port terminals do not have rail cars available for unloading due to railway service failures resulting in lost productivity.