AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 28 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 28			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	4,286	3,968	318	125,250	4,473	122,277	4,367	2,973	106
CP	2,955	3,603	(648)	115,419	4,122	119,166	4,256	(3,747)	(134)
	7,241	**7,571**	**(330)**	**240,669**	**8,595**	**241,443**	**8,623**	**(774)**	**(28)**

Cars Shipped

Railway	Corridor	Week 28	YTD
CN	N.A. Domestic	491	13,279
	Thunder Bay	0	14,880
	Prince Rupert	1,233	32,903
	Vancouver	1,812	57,909
Total		**3,536**	**118,971**
CP	N.A. Domestic	252	6,316
	Thunder Bay	0	27,932
	Vancouver	2,537	76,666
Total		**2,789**	**110,914**

Empty Hopper Cars Supplied – Week 28 (All Want Weeks)

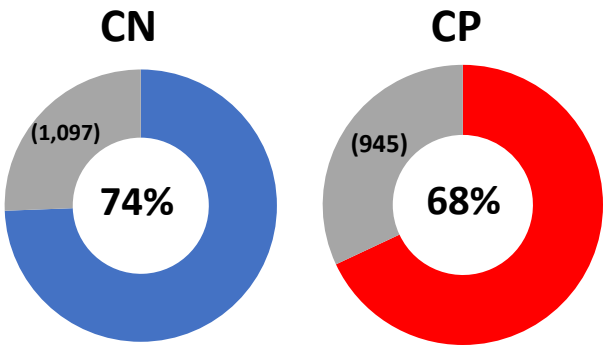
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,189	3,397	569	328	21	229	3,779	3,954
CP	1,858	2,118	756	842	55	387	2,669	3,347
	5,047	**5,515**	**1,325**	**1,170**	**76**	**616**	**6,448**	**7,301**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	4%	3%	3%
25	3%	2%	2%	4%	2%	3%
50	11%	7%	10%	13%	11%	12%
100	82%	88%	85%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,286	2,955	7,241
Current Week Order Fulfillment			
Supplied in Current Week	3,189	1,858	5,047
Supplied Early	0	152	152
Total Cars Supplied for Want Week	**3,189**	**2,010**	**5,199**
Current Week Unfulfilled Demand	(1,097)	(945)	(2,042)
% Current Week Orders Supplied	74%	68%	72%

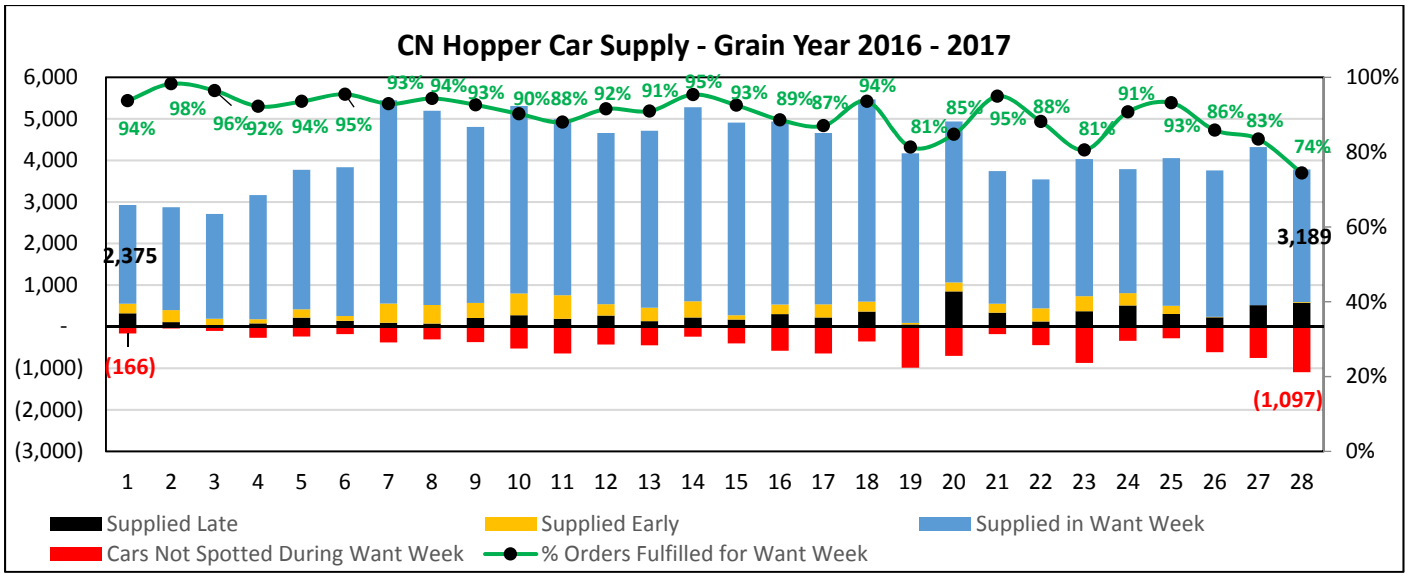


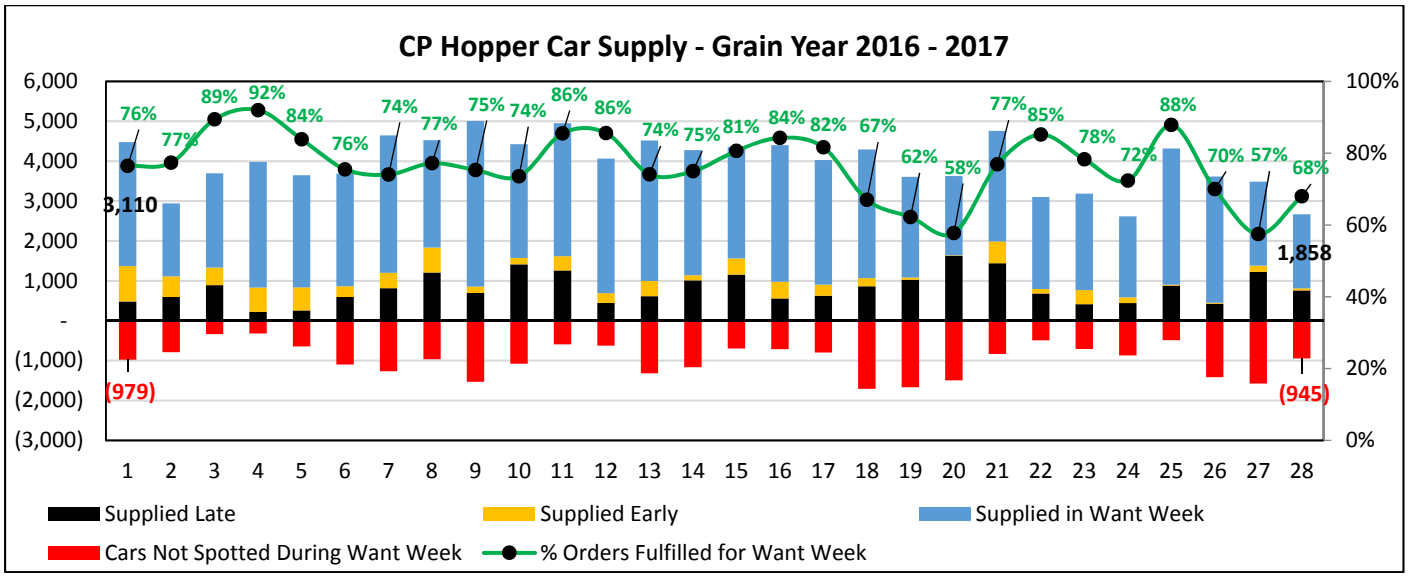
Loaded Dwell Time (Hours) at Origin (All Traffic)

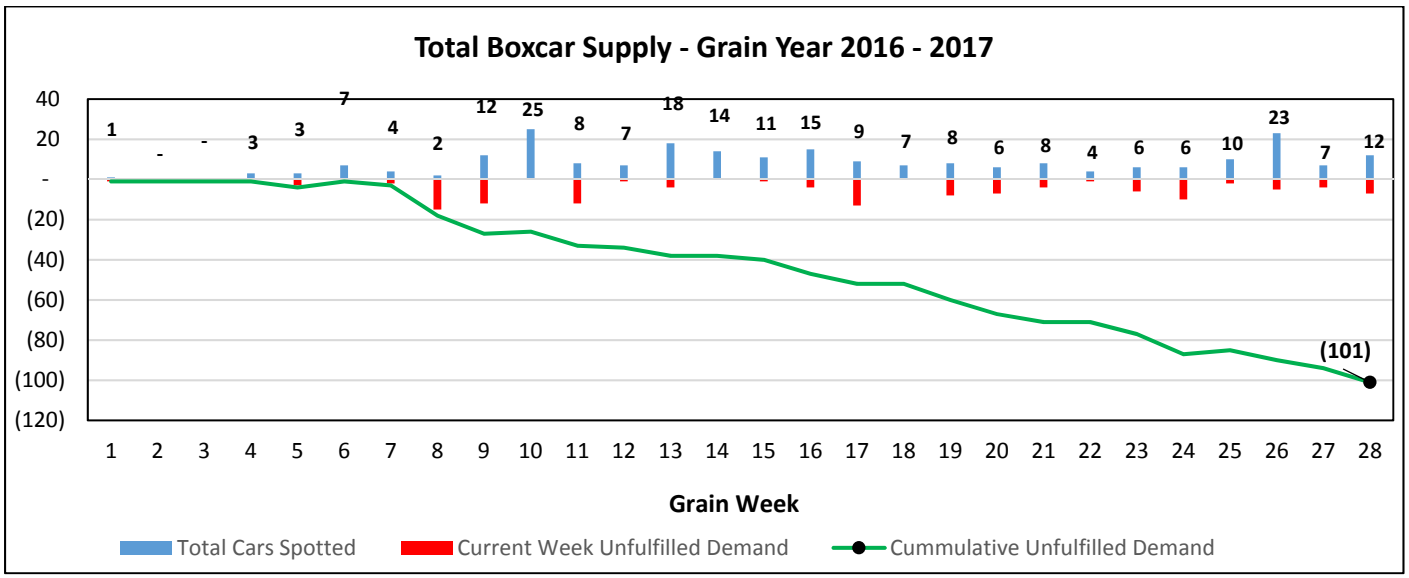
	Week 28		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	40	22	25	21
CP	54	79	61	61

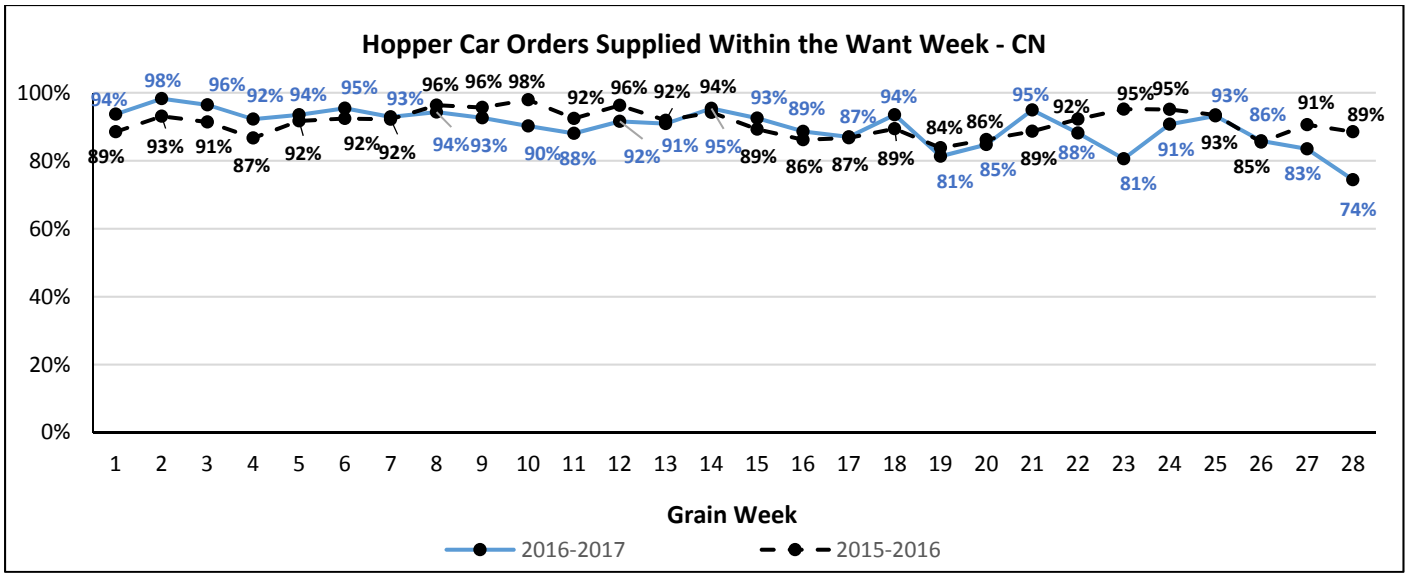
Dwell Time (Hours) at Destination (All Traffic)

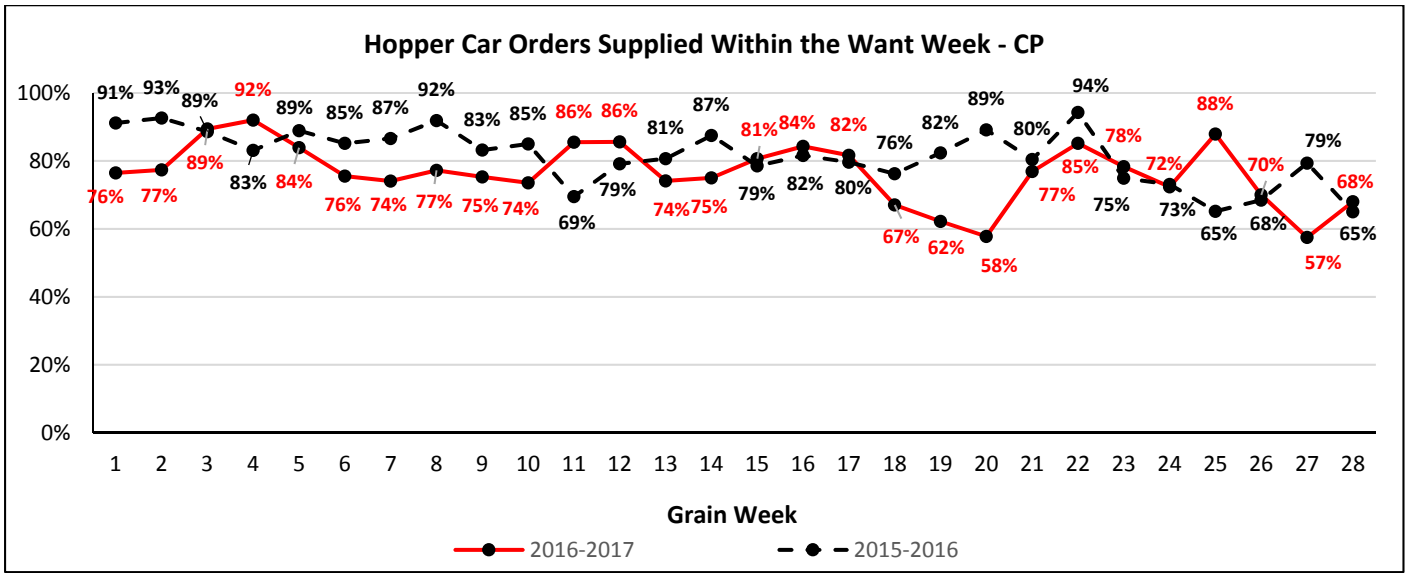
		Week 28		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	17	19	21	25
	CP	8	9	11	11
Thunder Bay	CN	N/A	N/A	54	72
	CP	103	N/A	38	43

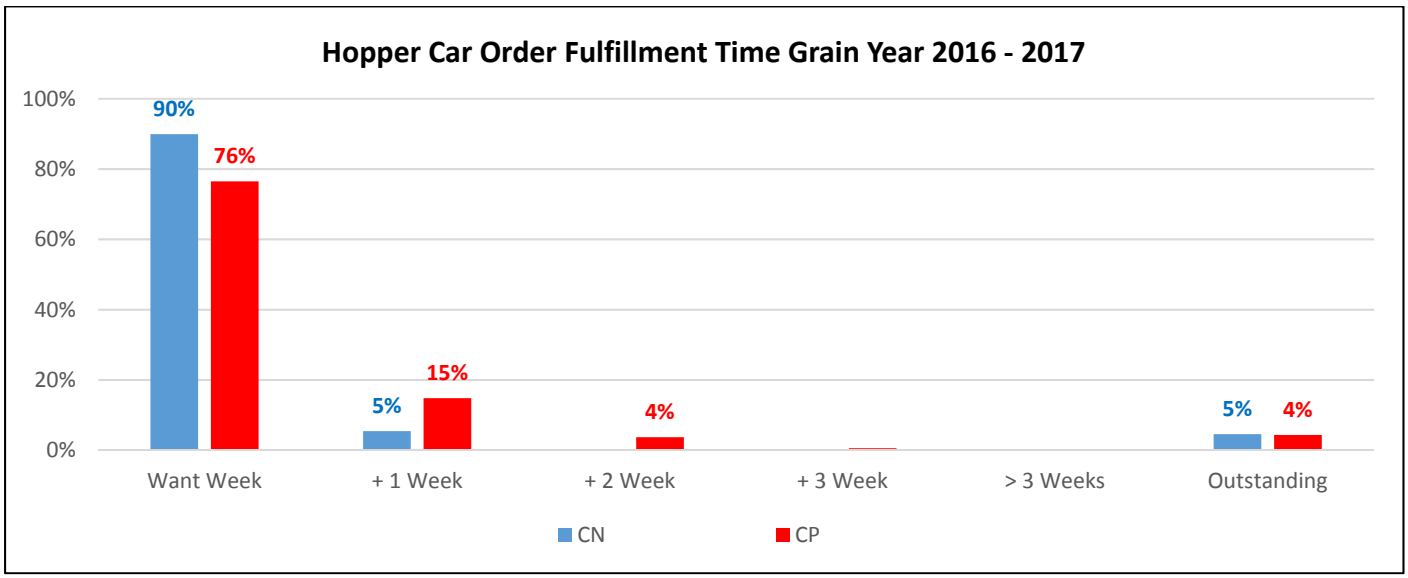

CN Hopper Car Supply - Grain Year 2016 - 2017
2,375
(166)
3,189
(1,097)
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

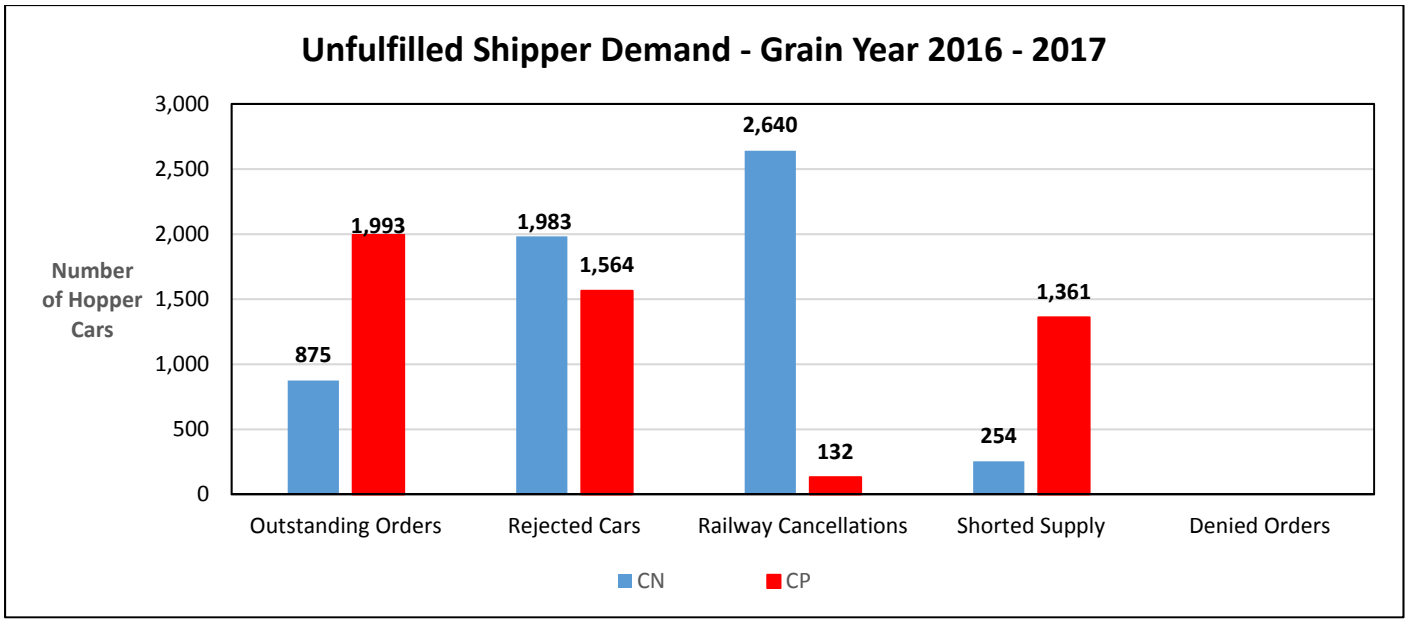

CP Hopper Car Supply - Grain Year 2016 - 2017
3,110
(979)
1,858
(945)
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week


Total Boxcar Supply - Grain Year 2016 - 2017
(101)
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 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28
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 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
90%
76%
5%
15%
4%
5%
4%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



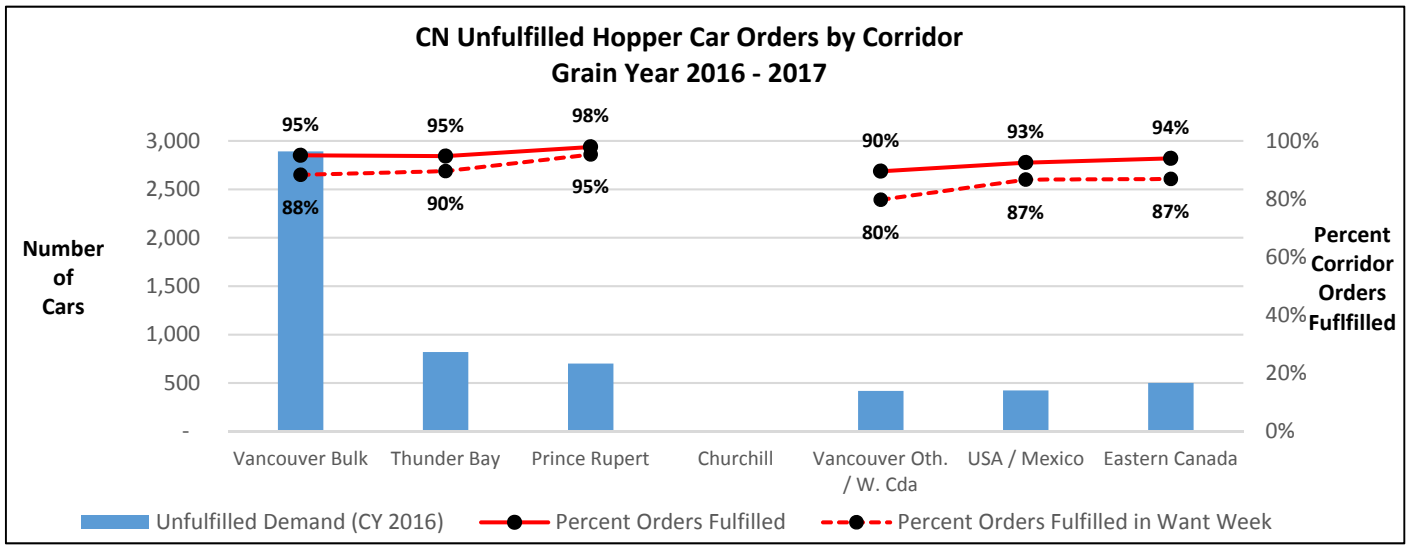
Corridor Performance

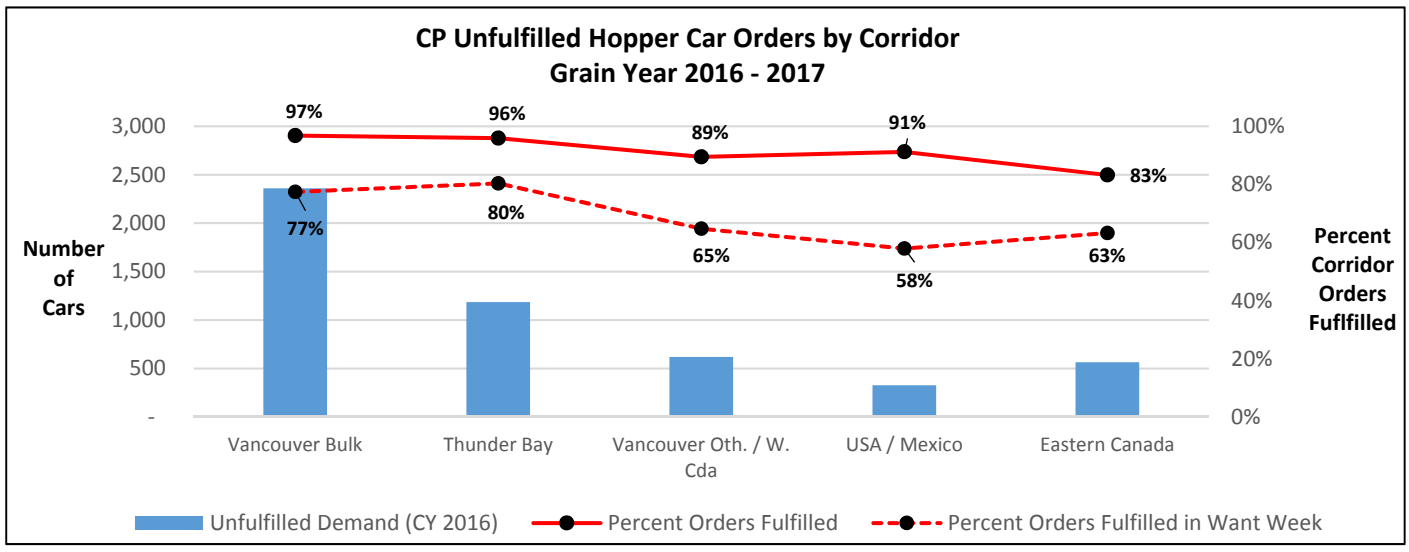
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 28

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	58,164	55,273	(2,891)	95%
	Thunder Bay	15,598	14,778	(820)	95%
	Prince Rupert	33,551	32,851	(700)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	3,998	3,580	(418)	90%
	USA / Mexico	5,644	5,221	(423)	93%
	Eastern Canada	8,295	7,795	(500)	94%
CN Total		**125,250**	**119,498**	**(5,752)**	95%
CP	Vancouver Bulk	73,534	71,175	(2,359)	97%
	Thunder Bay	28,939	27,755	(1,184)	96%
	Vancouver Other / W. Canada	5,877	5,259	(618)	89%
	USA / Mexico	3,711	3,385	(326)	91%
	Eastern Canada	3,358	2,795	(563)	83%
CP Total		**115,419**	**110,369**	**(5,050)**	96%

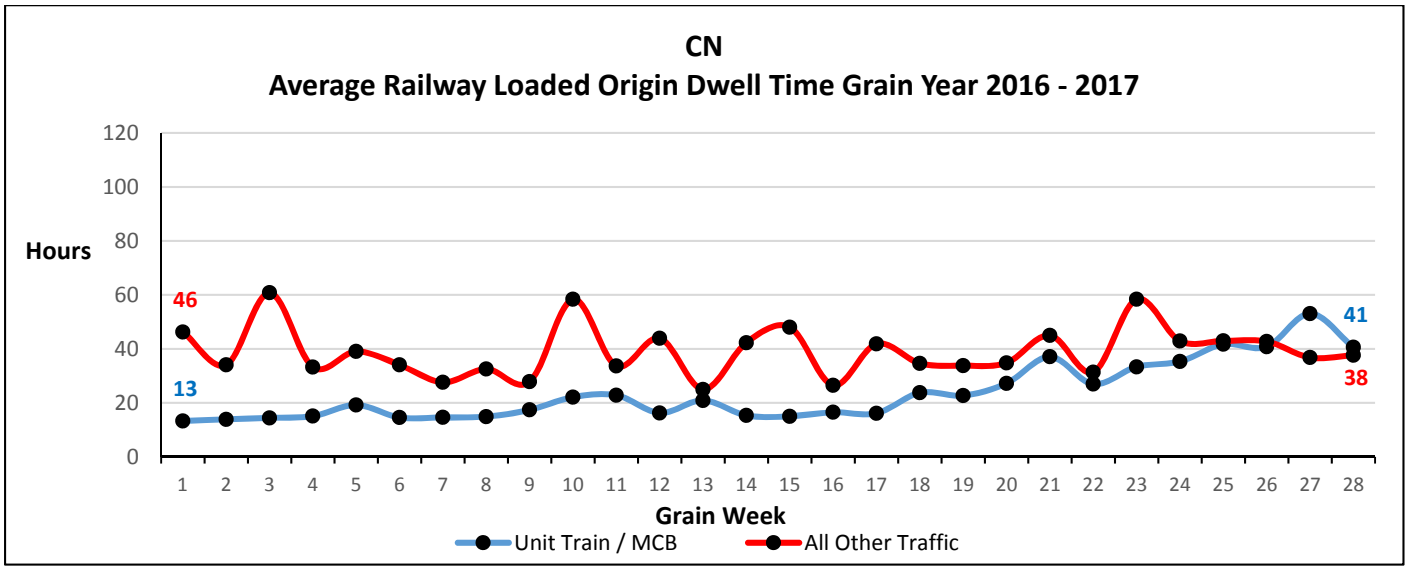
Hopper Cars Supplied in the Want Week by Corridor – To Week 28

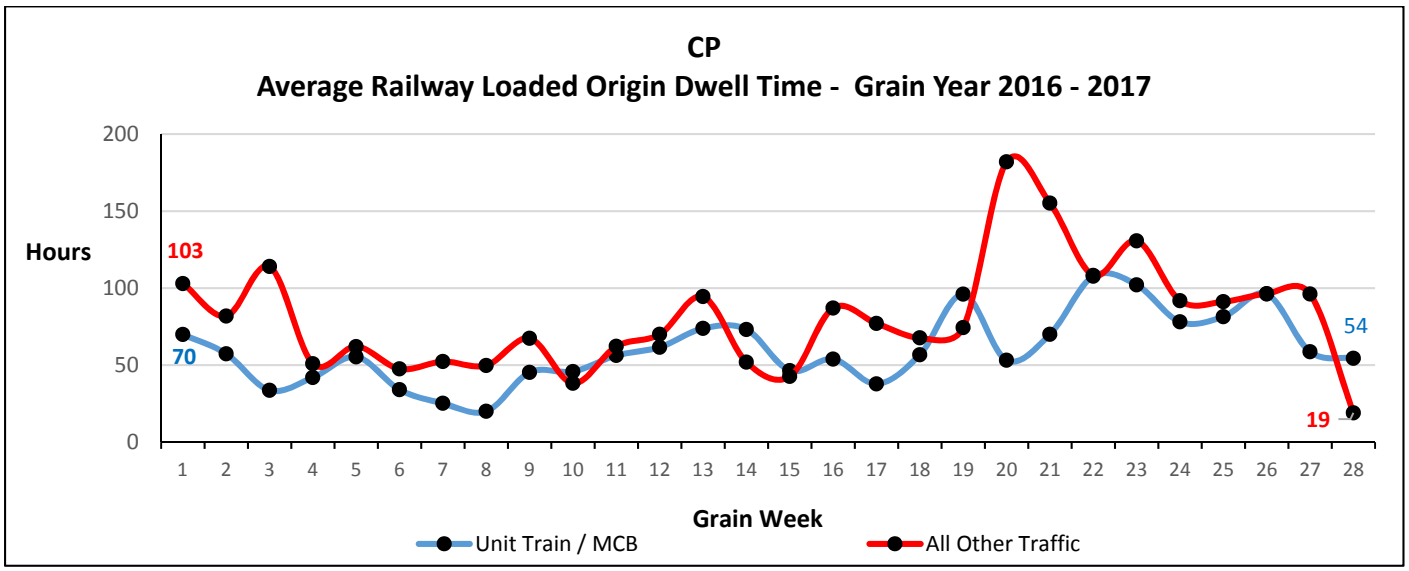
		Week 28			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,125	1,444	68%	58,164	51,371	88%
	Thunder Bay	0	0	0%	15,598	13,975	90%
	Prince Rupert	1,318	1,193	91%	33,551	31,976	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	61	43	70%	3,998	3,188	80%
	USA / Mexico	194	138	71%	5,644	4,892	87%
	Eastern Canada	588	371	63%	8,295	7,206	87%
CN Total		**4,286**	**3,189**	**74%**	**125,250**	**112,608**	**90%**
CP	Vancouver Bulk	2,056	1,684	82%	73,534	56,936	77%
	Thunder Bay	25	0	0%	28,939	23,257	80%
	Vancouver Other / W. Canada	374	150	40%	5,877	3,805	65%
	USA / Mexico	133	36	27%	3,711	2,150	58%
	Eastern Canada	367	140	38%	3,358	2,125	63%
CP Total		**2,955**	**2,010**	**68%**	**115,419**	**88,273**	**76%**

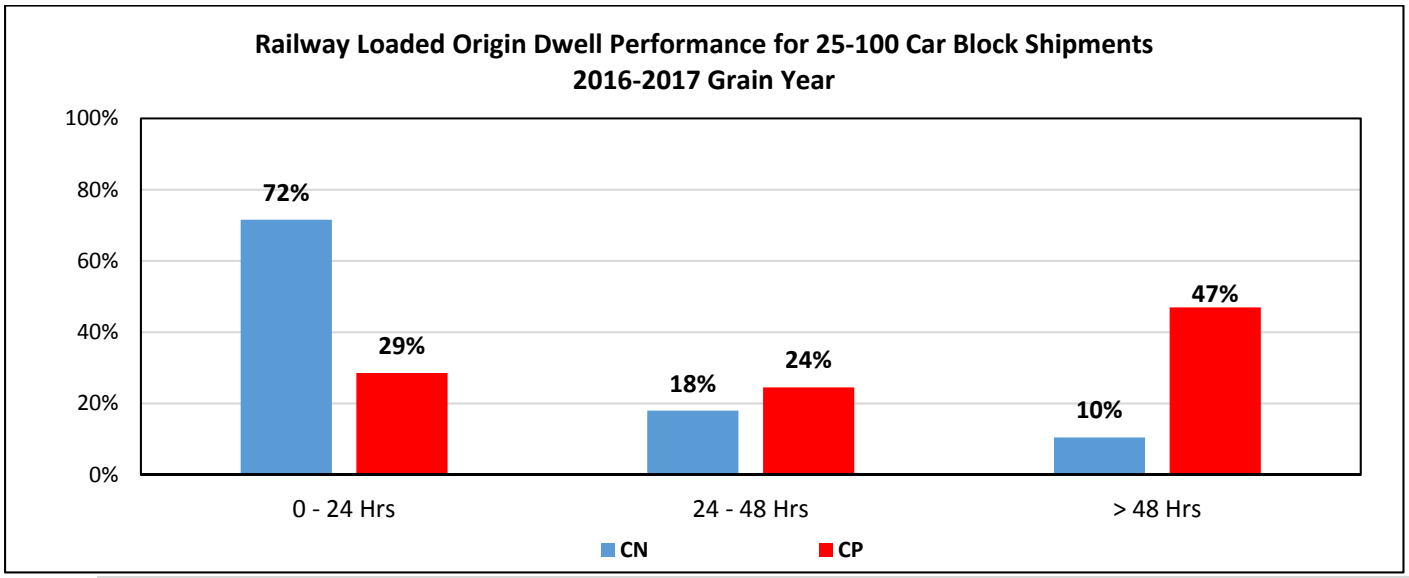


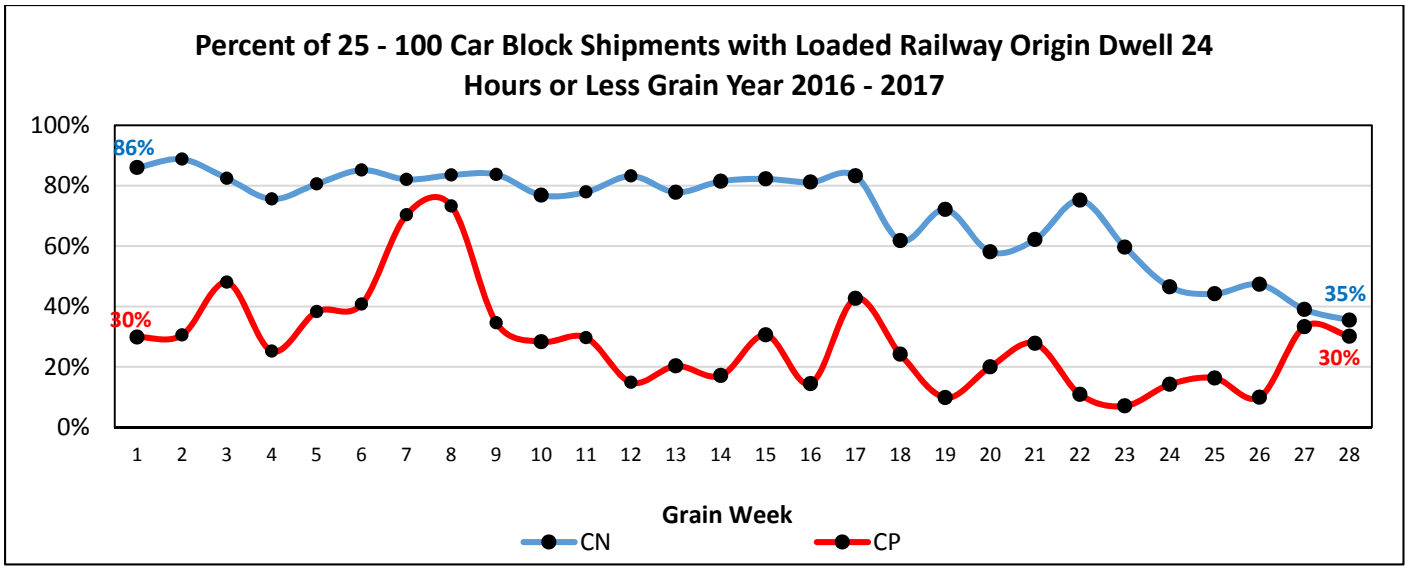


Origin Dwell Performance

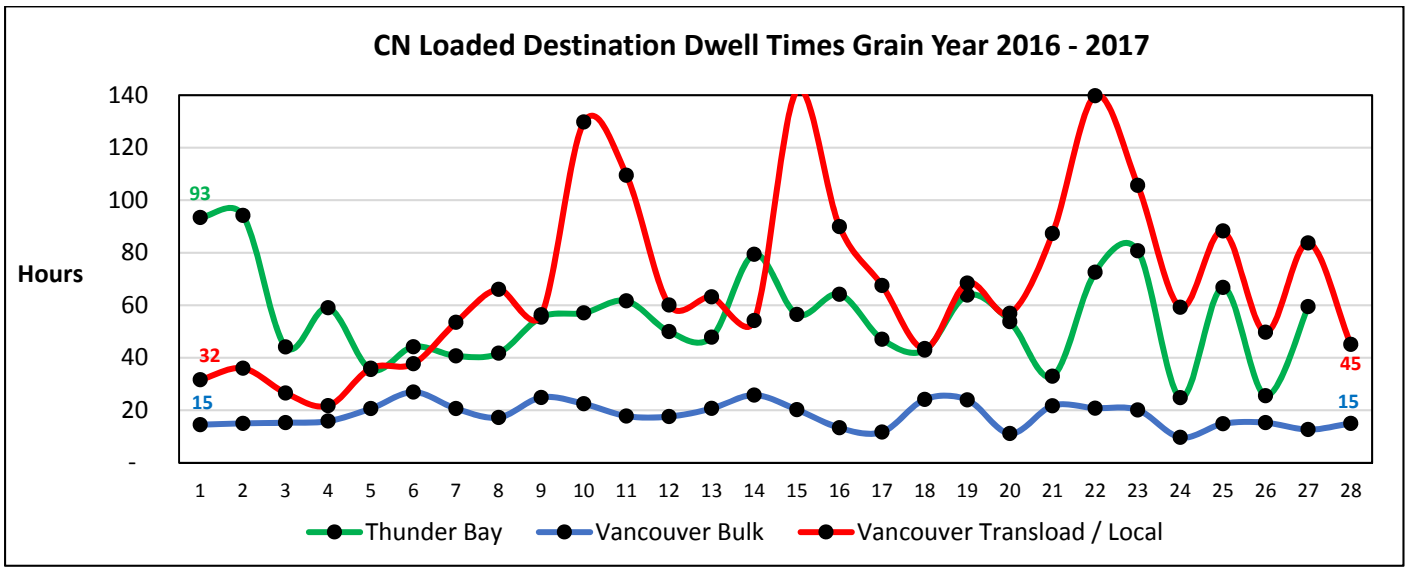


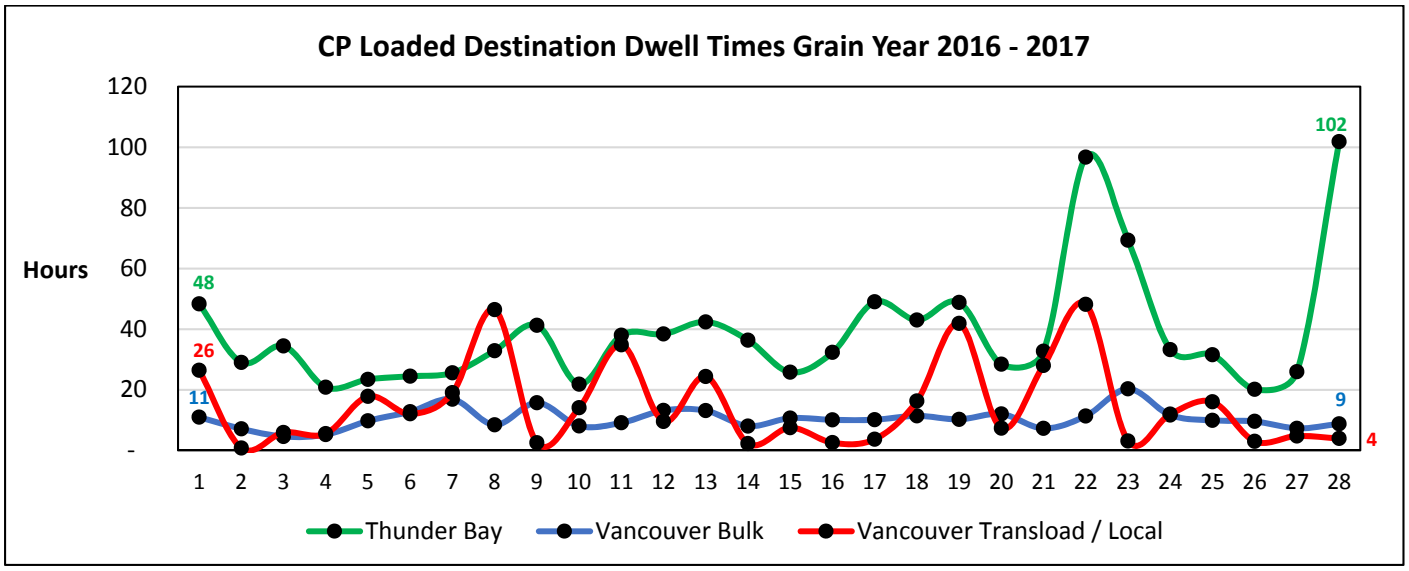




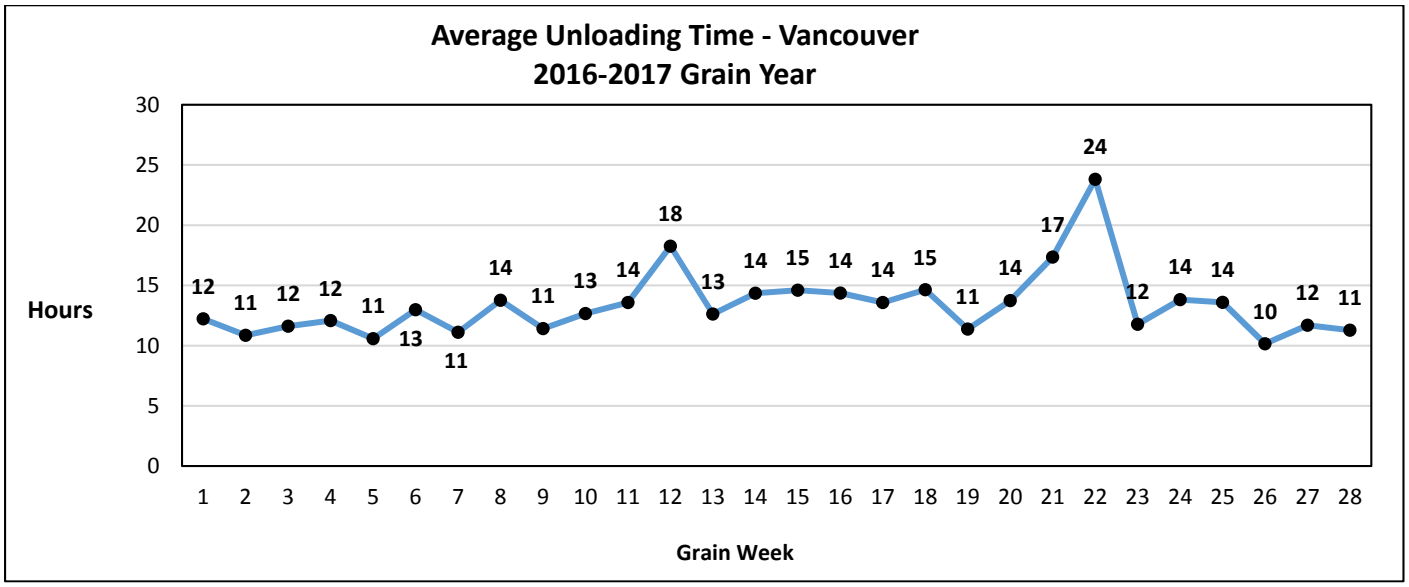


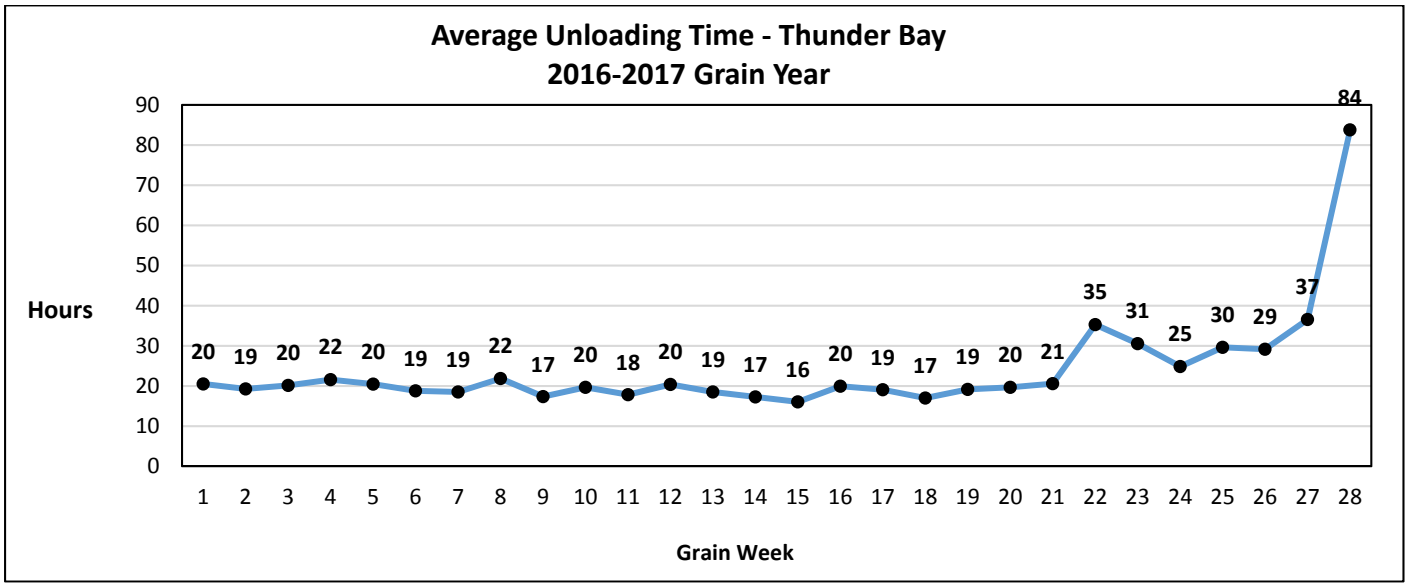
Destination Dwell Performance





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.
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.