AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 31 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 31			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	4,334	4,141	193	137,992	4,451	133,816	4,317	4,176	135
CP	3,319	3,409	(90)	125,486	4,048	129,984	4,193	(4,498)	(145)
	7,653	**7,550**	**103**	**263,478**	**8,499**	**263,800**	**8,510**	**(322)**	**(10)**

Cars Shipped

Railway	Corridor	Week 31	YTD
CN	N.A. Domestic	1,057	15,783
	Thunder Bay	102	15,008
	Prince Rupert	1,441	36,401
	Vancouver	2,484	64,770
Total		**5,084**	**131,962**
CP	N.A. Domestic	444	7,732
	Thunder Bay	231	28,369
	Vancouver	2,753	84,743
Total		**3,428**	**120,844**

Empty Hopper Cars Supplied – Week 31 (All Want Weeks)

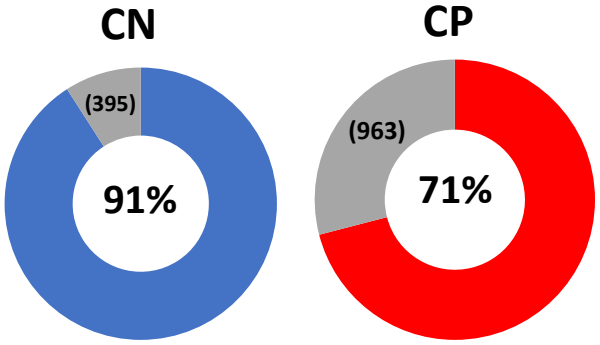
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,910	3,467	250	62	209	319	4,369	3,848
CP	2,134	2,135	1,547	863	111	132	3,792	3,130
	6,044	**5,602**	**1,797**	**925**	**320**	**451**	**8,161**	**6,978**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	4%	3%	3%
25	6%	2%	4%	4%	2%	3%
50	7%	10%	8%	13%	11%	12%
100	85%	85%	85%	80%	84%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,334	3,319	7,653
Current Week Order Fulfillment			
Supplied in Current Week	3,910	2,134	6,044
Supplied Early	29	222	251
Total Cars Supplied for Want Week	**3,939**	**2,356**	**6,295**
Current Week Unfulfilled Demand	(395)	(963)	(1,358)
% Current Week Orders Supplied	91%	71%	82%

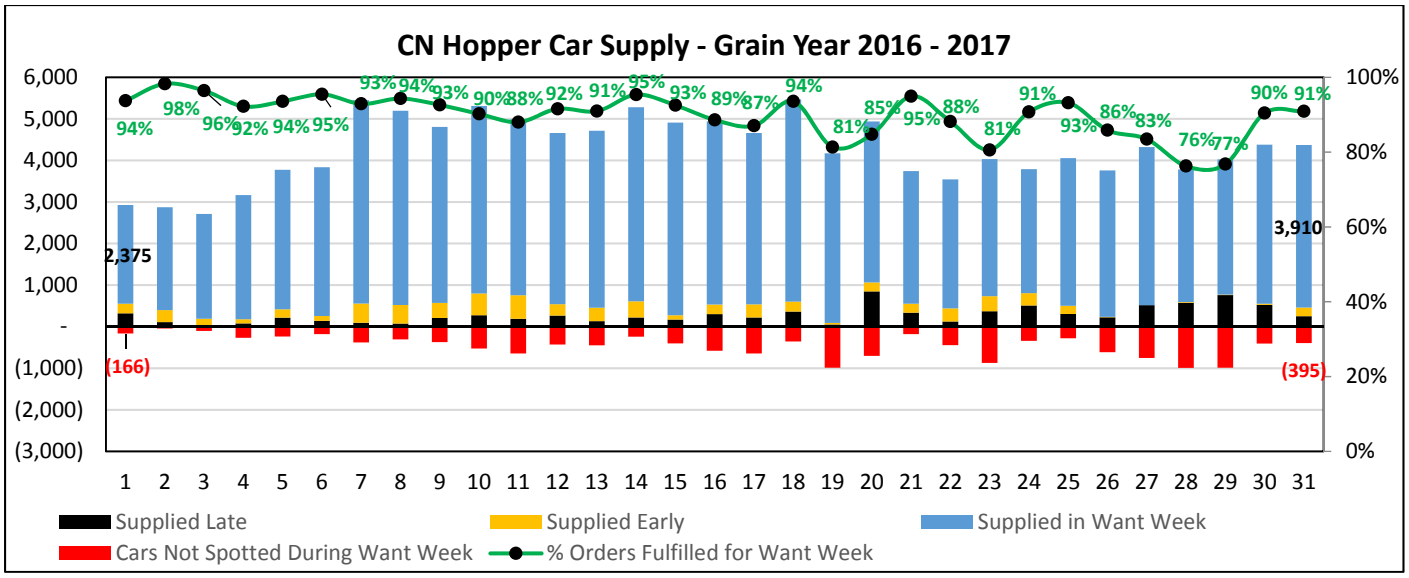


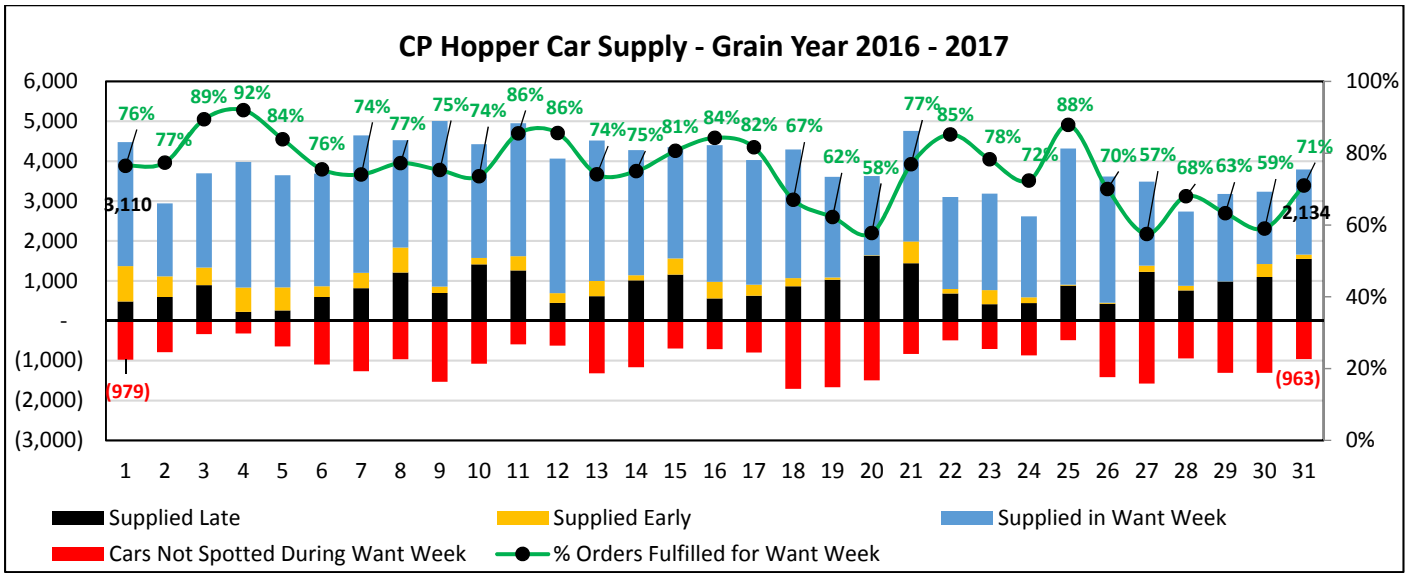
Loaded Dwell Time (Hours) at Origin (All Traffic)

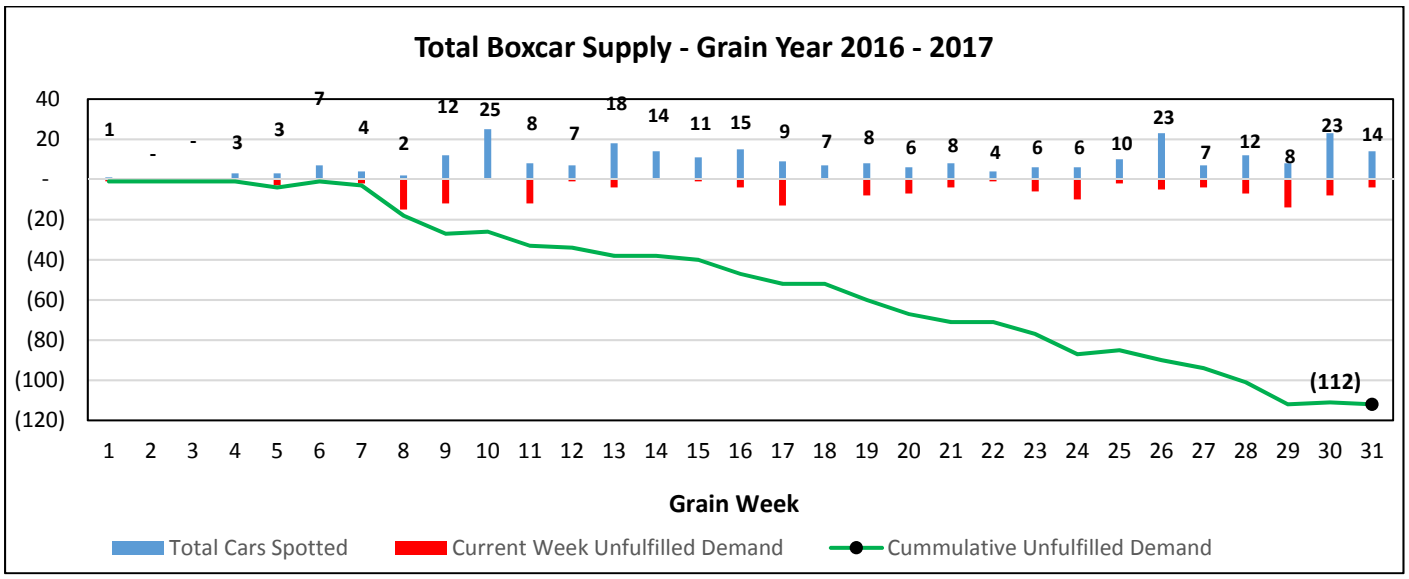
	Week 31		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	26	19	25	21
CP	38	97	60	62

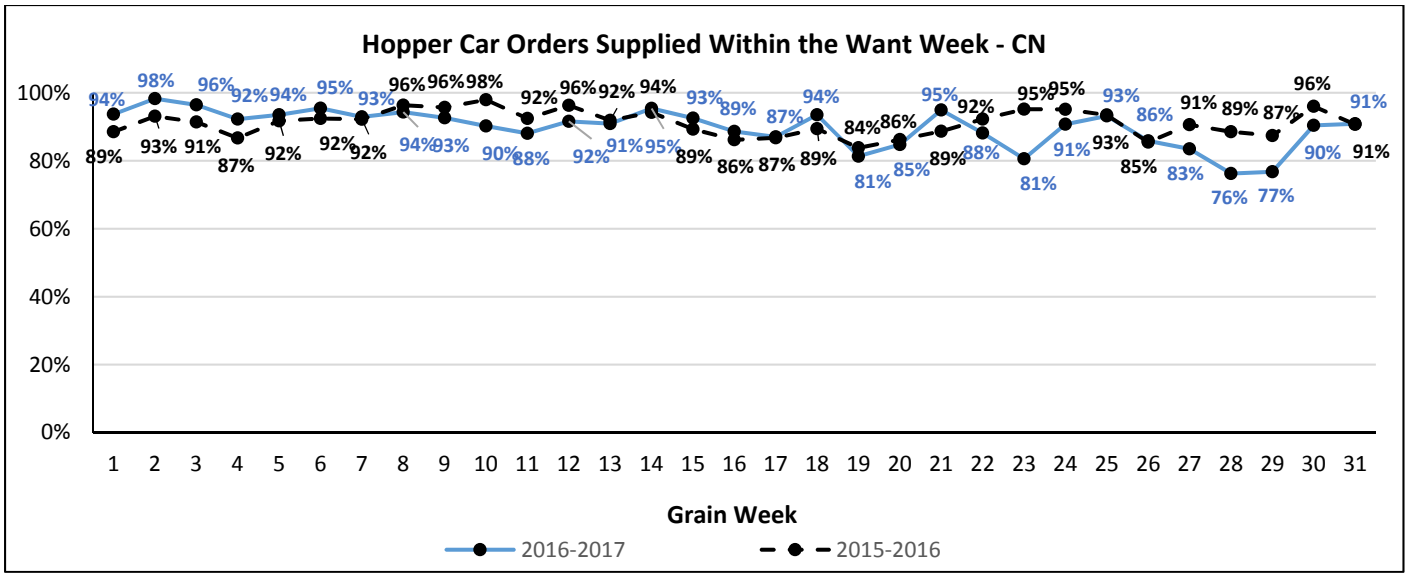
Dwell Time (Hours) at Destination (All Traffic)

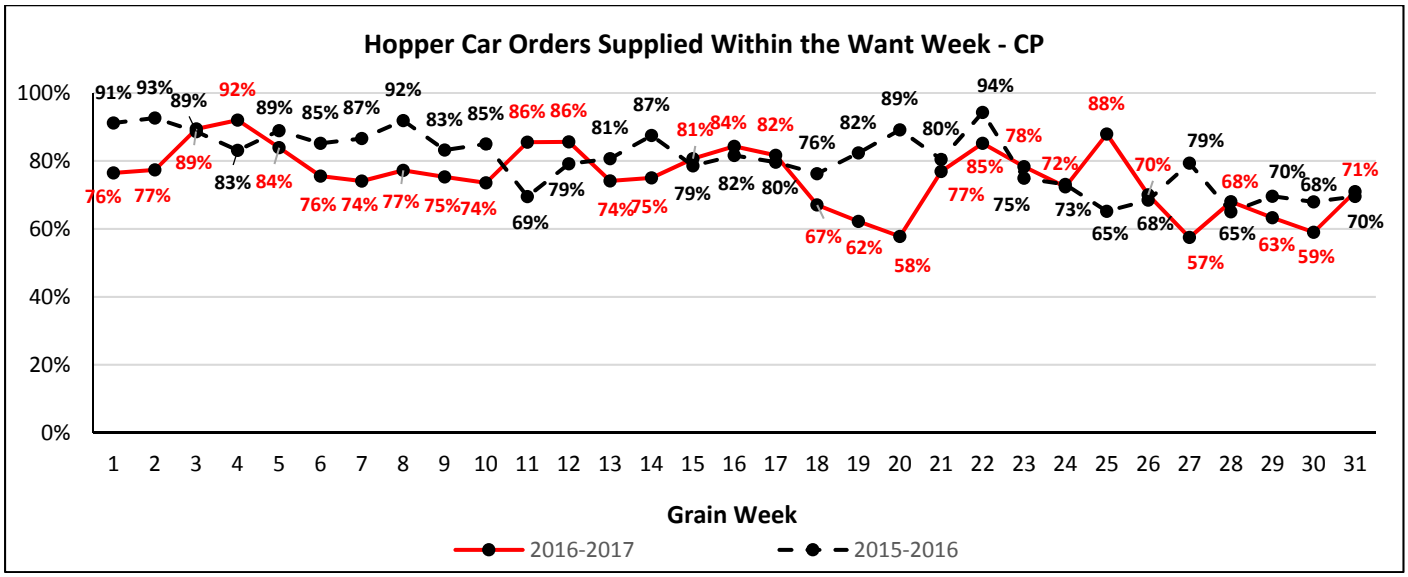
		Week 31		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	17	27	21	25
	CP	9	19	11	12
Thunder Bay	CN	N/A	N/A	54	72
	CP	9	19	38	43

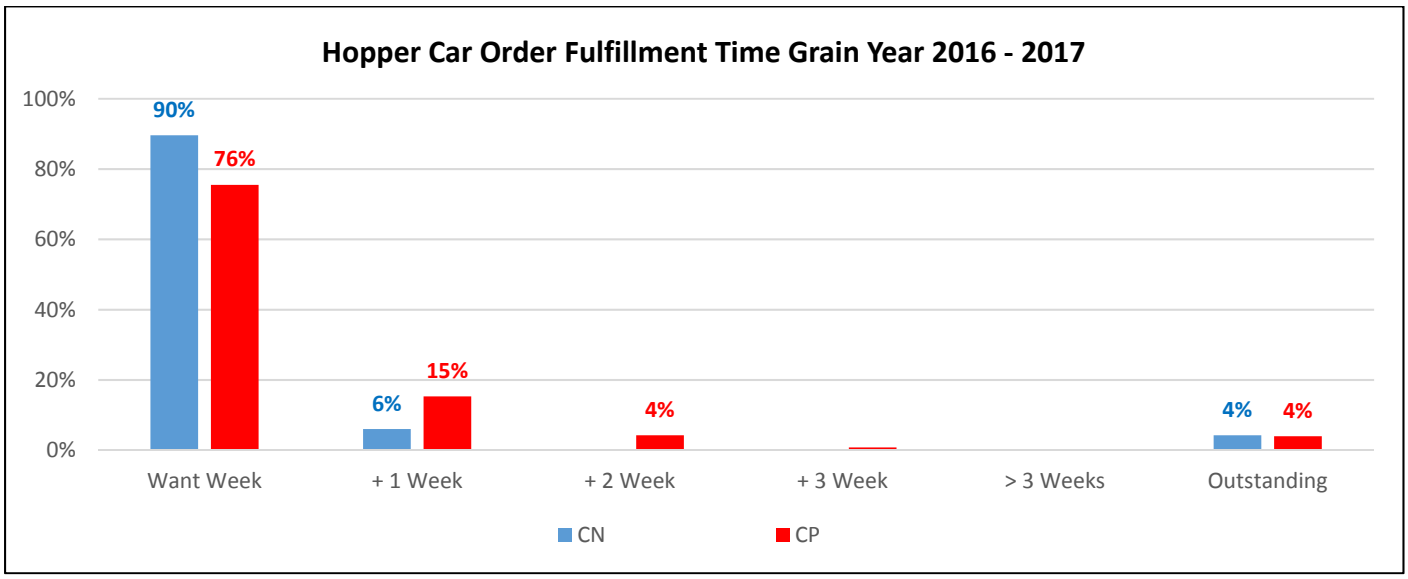

CN Hopper Car Supply - Grain Year 2016 - 2017
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week

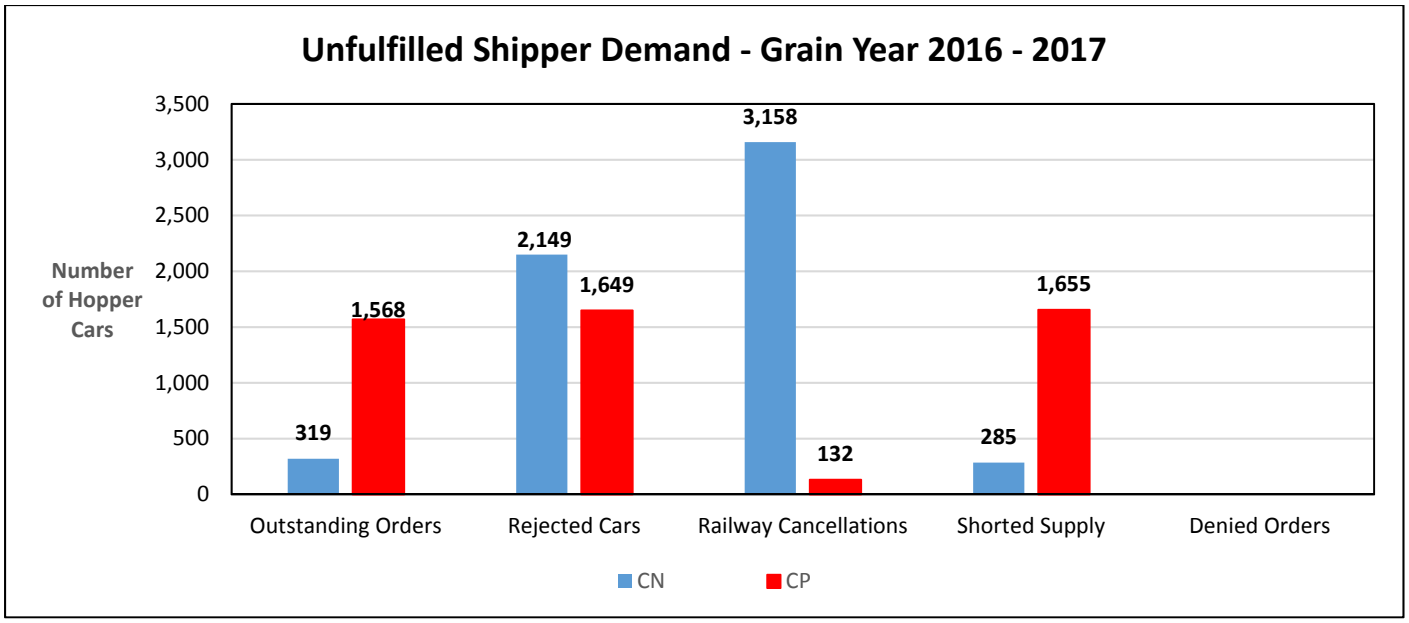

CP Hopper Car Supply - Grain Year 2016 - 2017
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week


Total Boxcar Supply - Grain Year 2016 - 2017
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 29 30 31
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 29 30 31
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
90%
76%
6%
15%
4%
4%
4%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



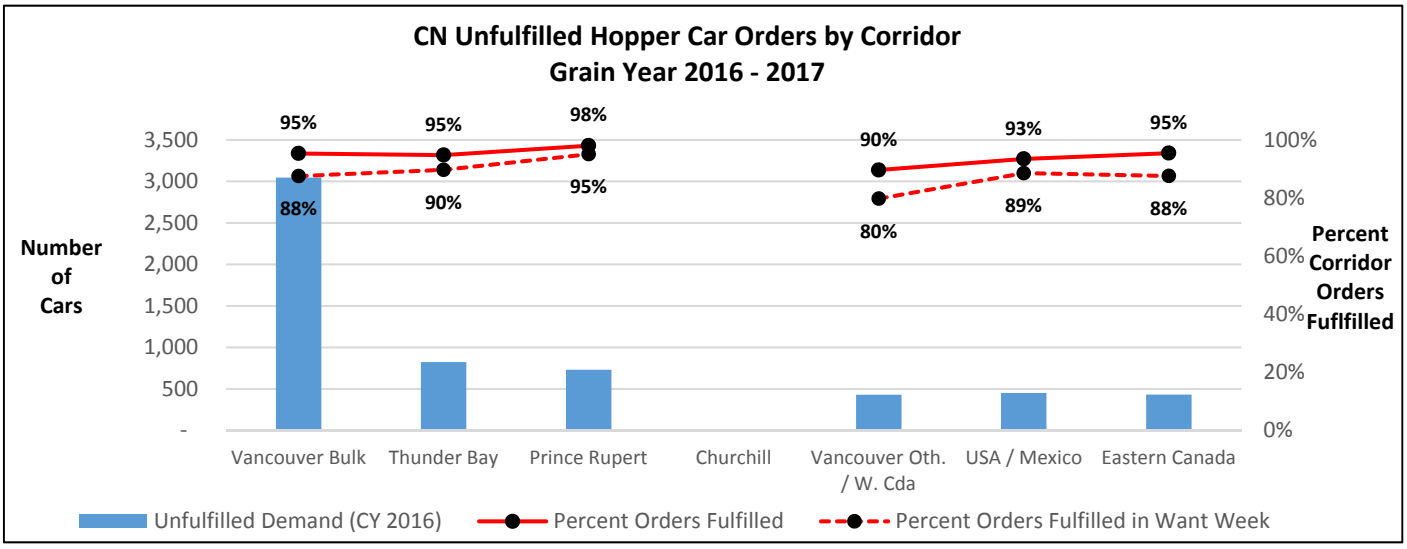
Corridor Performance

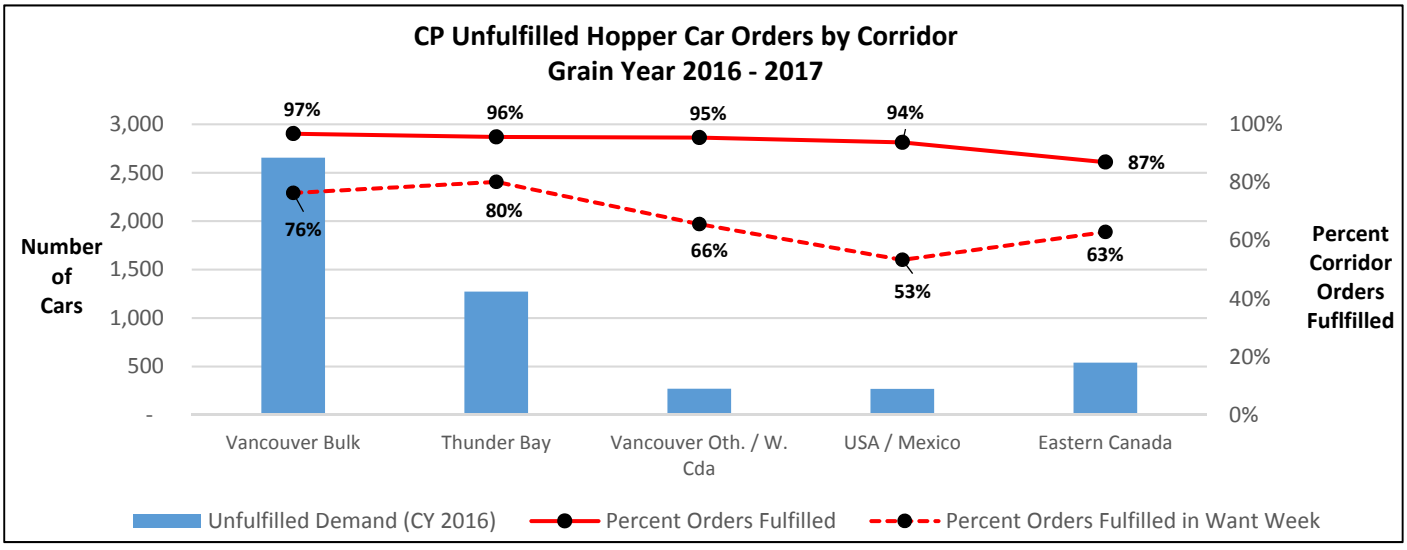
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 31

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	65,009	61,965	(3,044)	95%
	Thunder Bay	15,744	14,921	(823)	95%
	Prince Rupert	36,768	36,037	(731)	98%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	4,140	3,710	(430)	90%
	USA / Mexico	6,882	6,431	(451)	93%
	Eastern Canada	9,449	9,017	(432)	95%
CN Total		**137,992**	**132,081**	**(5,911)**	96%
CP	Vancouver Bulk	81,920	79,265	(2,655)	97%
	Thunder Bay	29,250	27,978	(1,272)	96%
	Vancouver Other / W. Canada	5,888	5,618	(270)	95%
	USA / Mexico	4,291	4,023	(268)	94%
	Eastern Canada	4,137	3,598	(539)	87%
CP Total		**125,486**	**120,482**	**(5,004)**	96%

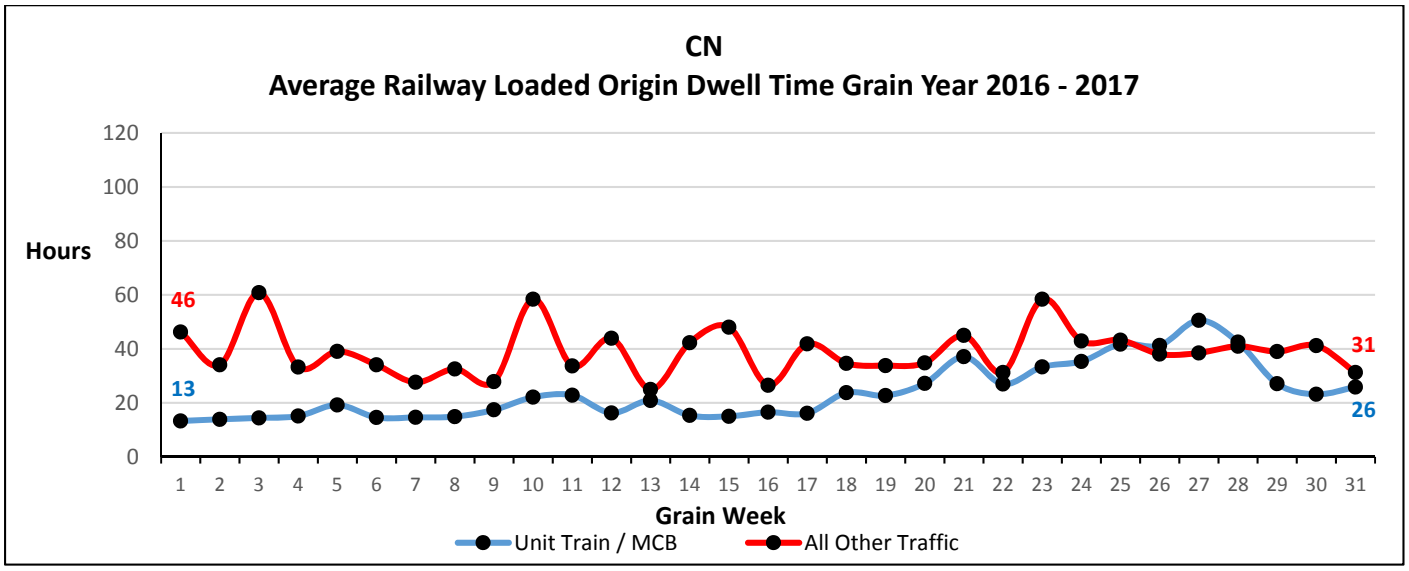
Hopper Cars Supplied in the Want Week by Corridor – To Week 31

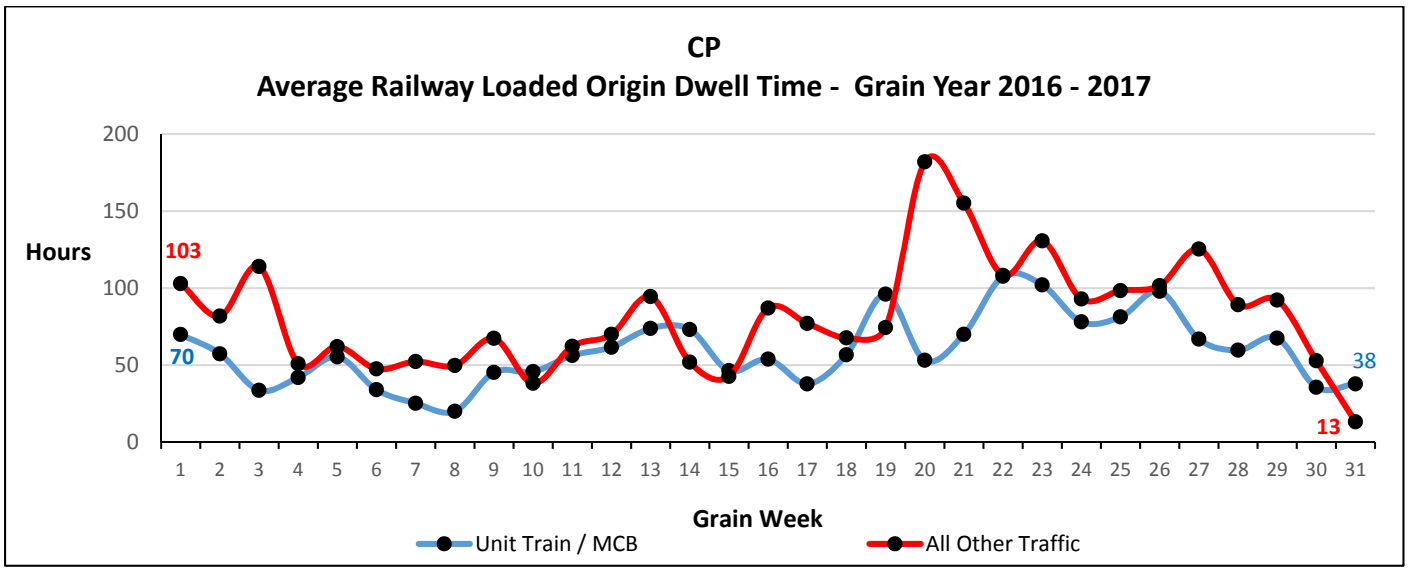
		Week 31			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,508	2,250	90%	65,009	56,914	88%
	Thunder Bay	119	117	98%	15,744	14,118	90%
	Prince Rupert	935	824	88%	36,768	34,954	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	31	29	94%	4,140	3,303	80%
	USA / Mexico	351	342	97%	6,882	6,095	89%
	Eastern Canada	390	377	97%	9,449	8,277	88%
CN Total		**4,334**	**3,939**	**91%**	**137,992**	**123,661**	**90%**
CP	Vancouver Bulk	2,832	2,000	71%	81,920	62,550	76%
	Thunder Bay	96	96	100%	29,250	23,456	80%
	Vancouver Other / W. Canada	8	8	100%	5,888	3,865	66%
	USA / Mexico	53	1	2%	4,291	2,289	53%
	Eastern Canada	330	251	76%	4,137	2,603	63%
CP Total		**3,319**	**2,356**	**71%**	**125,486**	**94,763**	**76%**

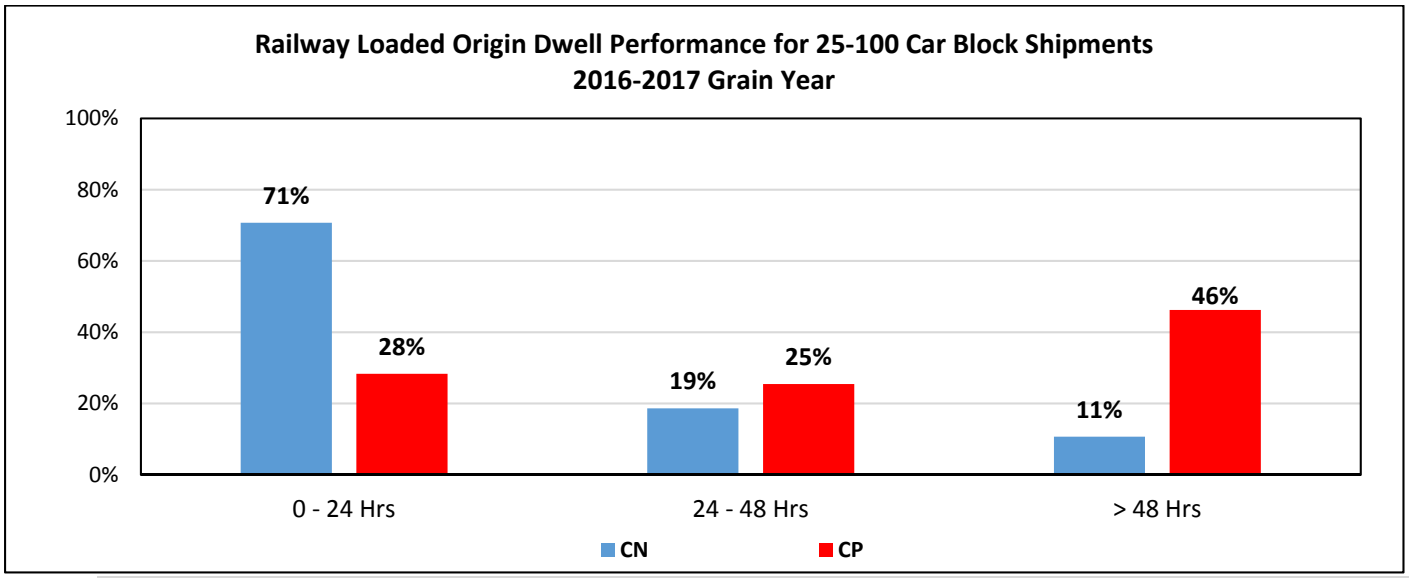


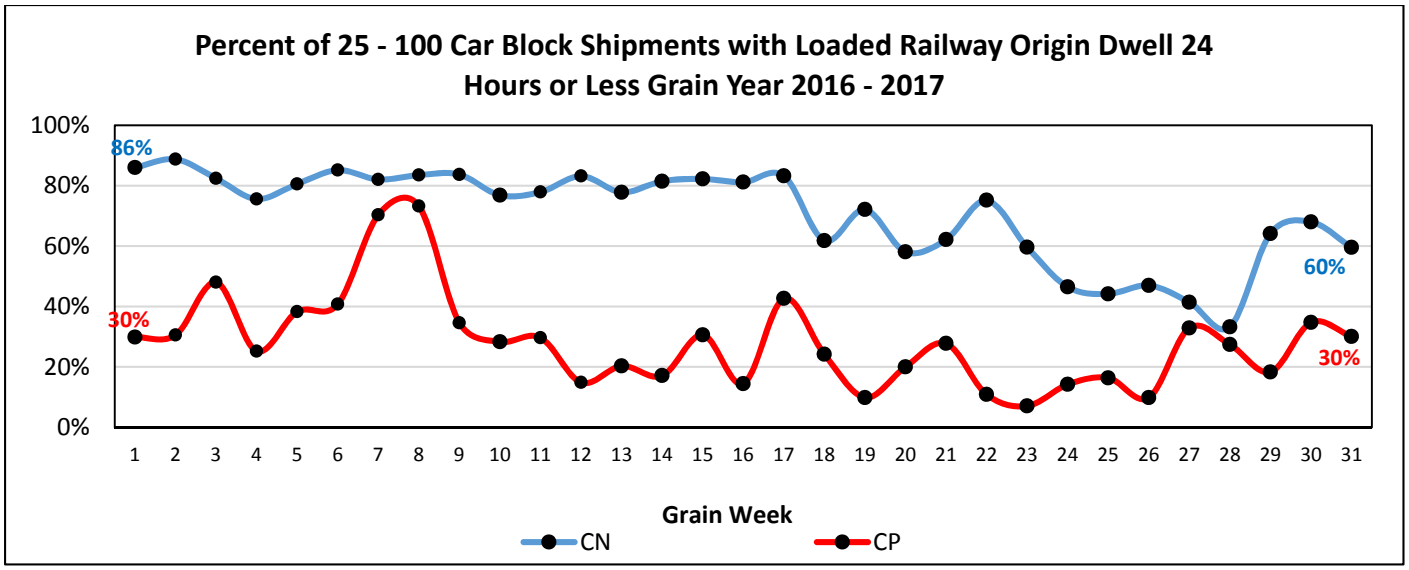


Origin Dwell Performance

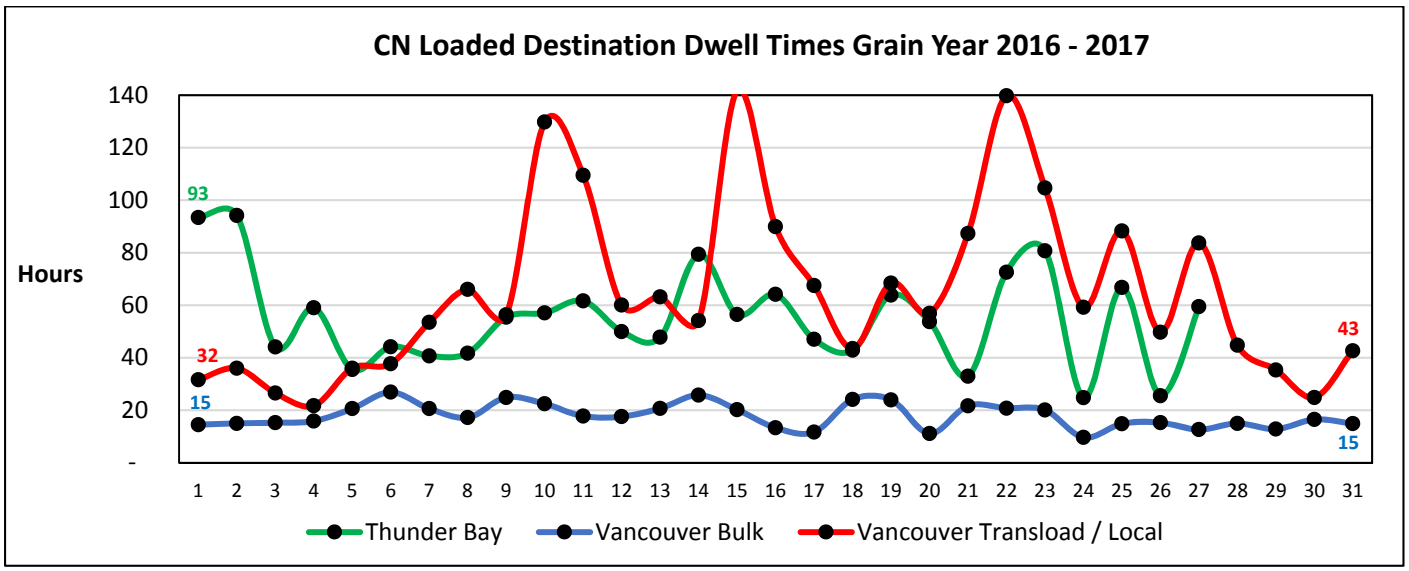


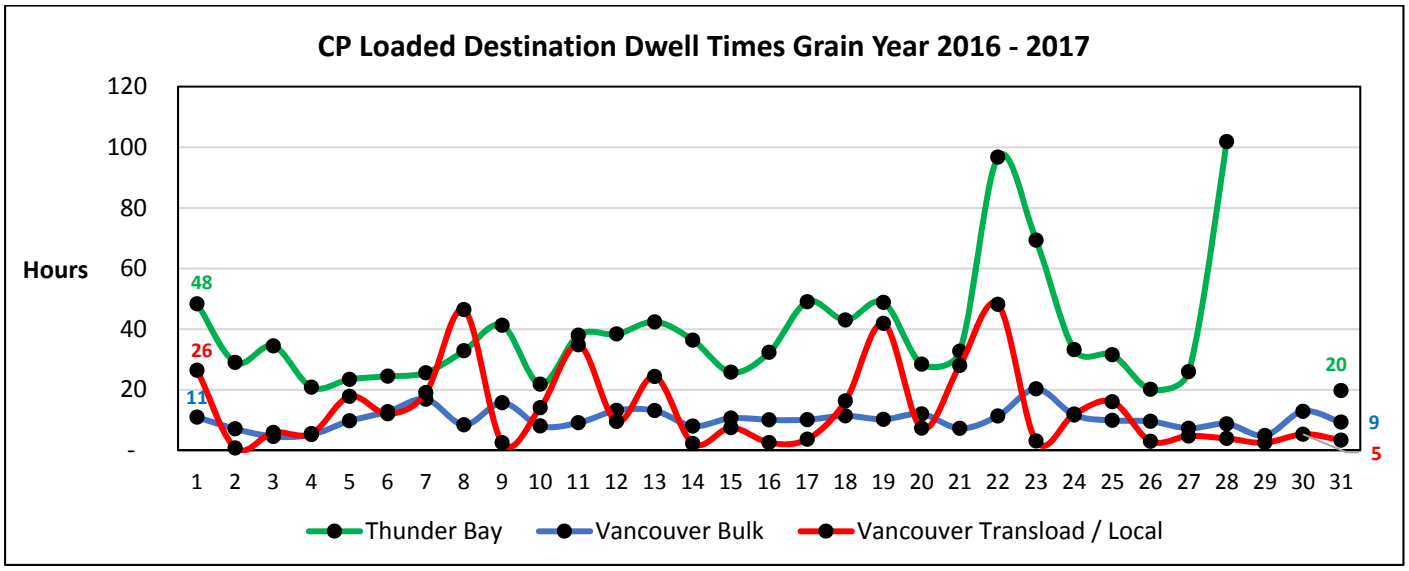




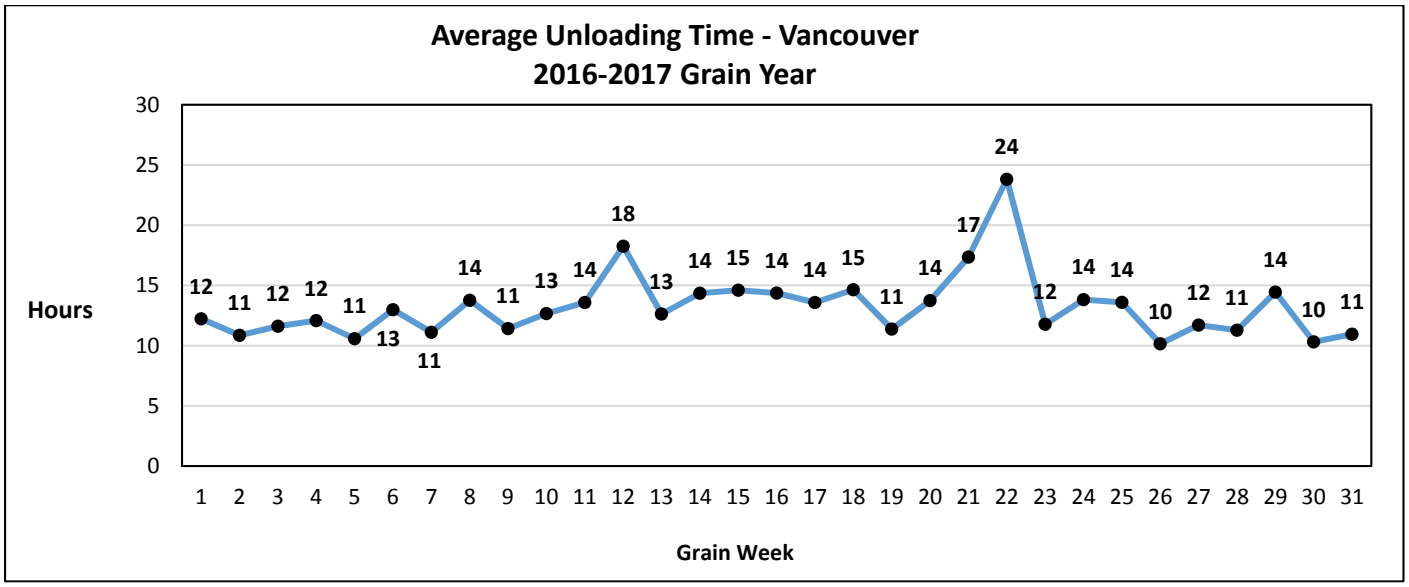


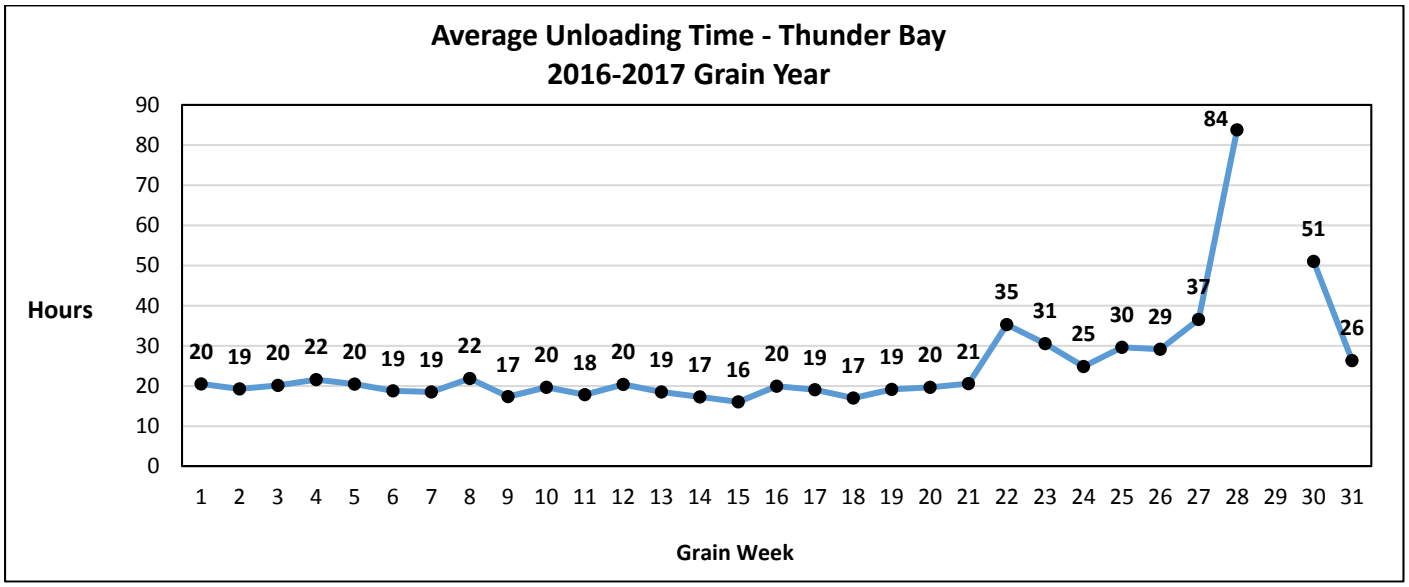
Destination Dwell Performance





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.