AG TRANSPORT COALITION

Weekly Performance Update – To Grain Week 7 (CY 2016)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 7			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	5,385	4,733	652	24,797	3,542	27,191	3,884	(2,394)	(342)
CP	4,883	4,063	820	28,246	4,035	30,683	4,383	(2,437)	(348)
	10,268	**8,796**	**1,472**	**53,043**	**7,578**	**57,874**	**8,268**	**(4,831)**	**(690)**

Empty Hopper Cars Supplied – Week 6 (All Want Weeks)

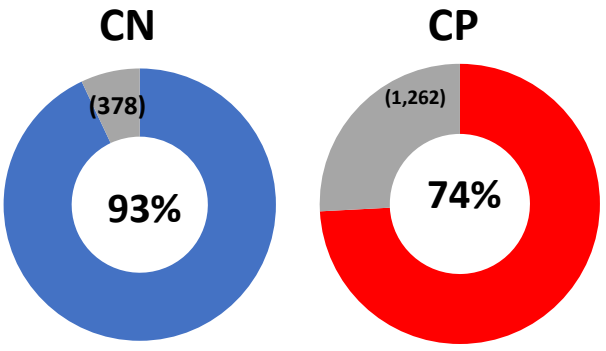
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,893	4,170	94	185	462	260	5,449	4,615
CP	3,444	3,201	814	683	486	356	4,744	4,240
	8,337	**7,371**	**908**	**868**	**948**	**616**	**10,193**	**8,855**

Supplied by Block Size

Block Size	Current Week			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	3%	3%	5%	3%	4%
25	2%	3%	2%	2%	2%	2%
50	11%	12%	12%	14%	13%	14%
100	83%	83%	83%	78%	82%	80%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,385	4,883	10,268
Current Week Order Fulfillment			
Supplied in Current Week	4,893	3,444	8,337
Supplied Early	114	177	291
Total Cars Supplied for Want Week	**5,007**	**3,621**	**8,628**
Current Week Unfulfilled Demand	(378)	(1,262)	(1,640)
% Current Week Orders Supplied	93%	74%	84%

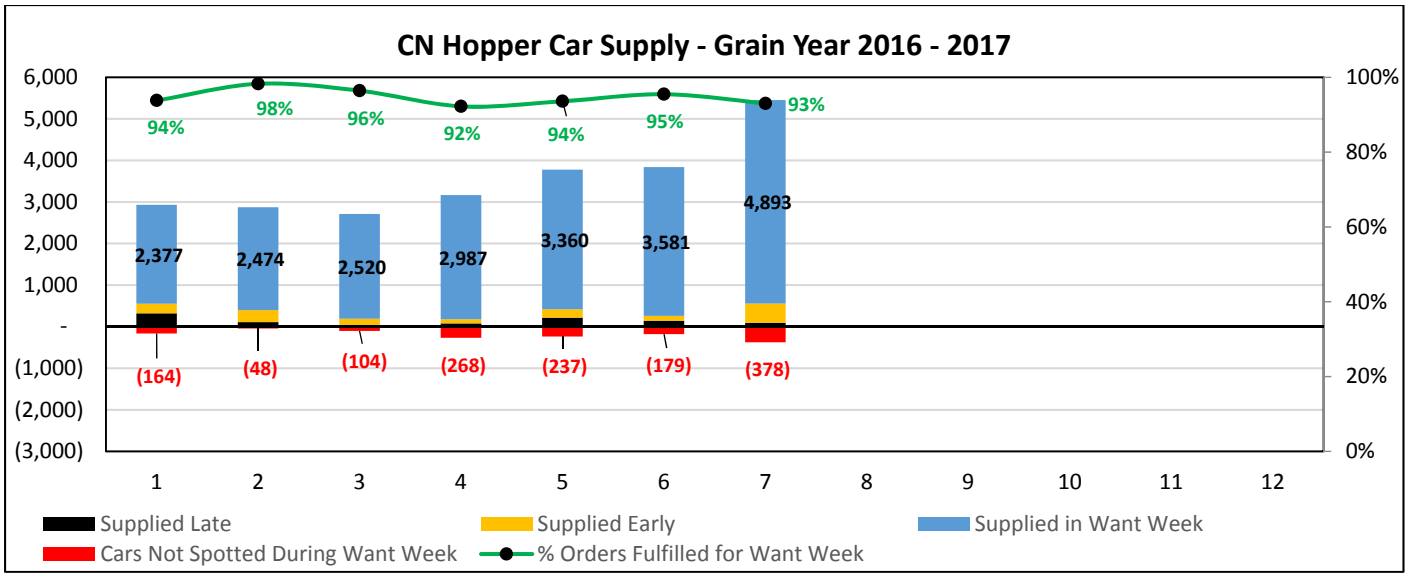


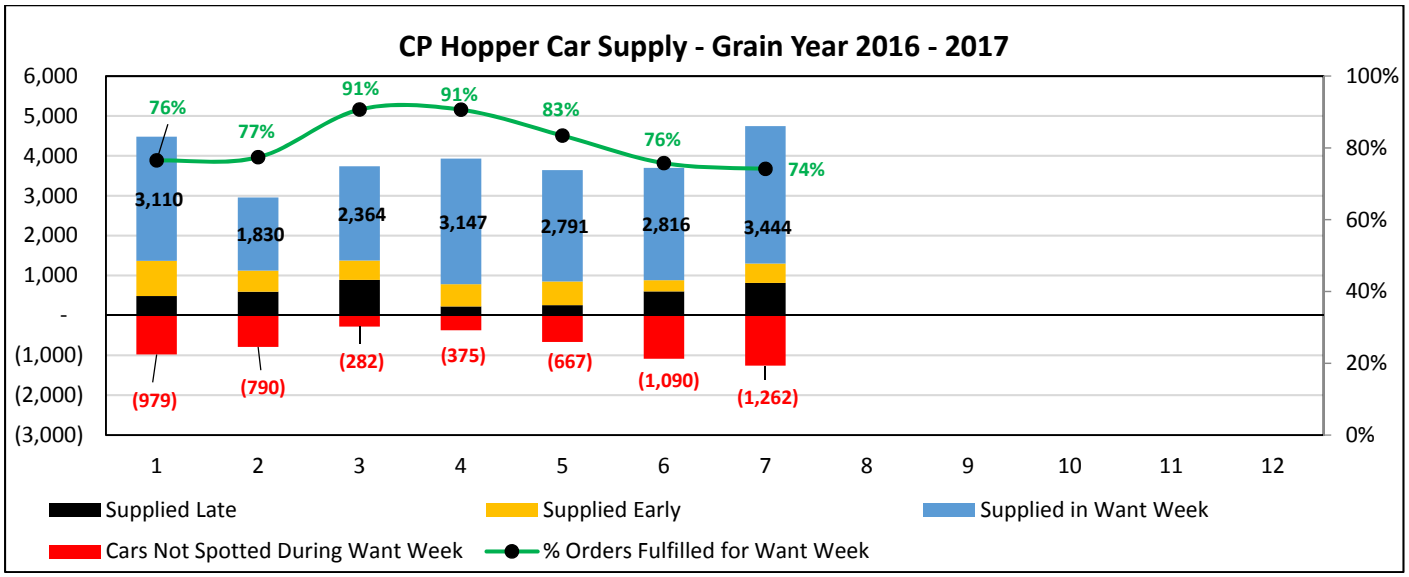
Loaded Dwell Time (Hours) at Origin (All Traffic)

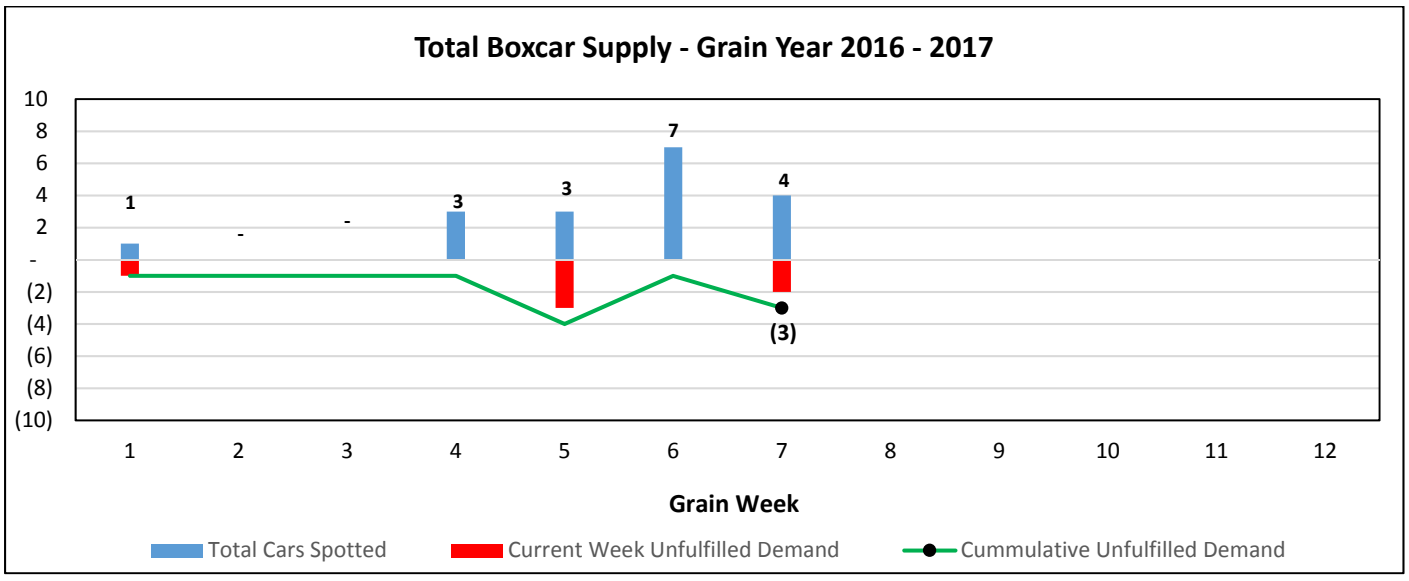
	Week 7		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	15	24	16	28
CP	27	54	47	44

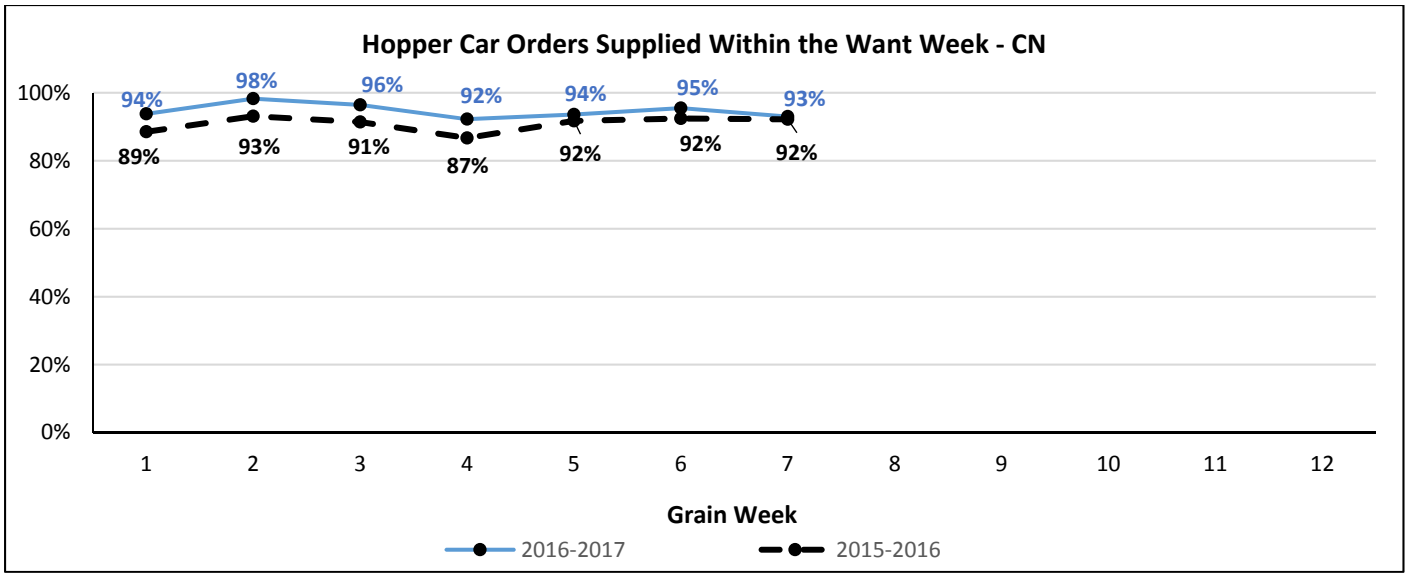
Dwell Time (Hours) at Destination (All Traffic)

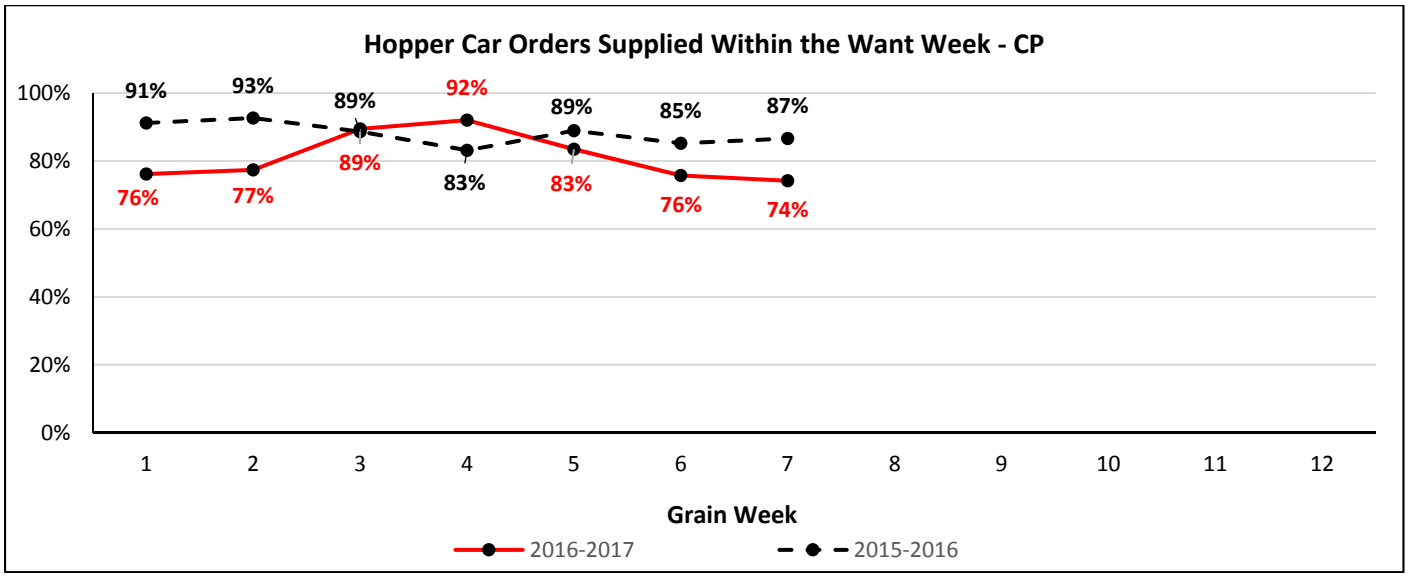
		Week 7		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	24	30	20	22
	CP	17	9	10	9
Thunder Bay	CN	40	65	58	50
	CP	26	28	30	32

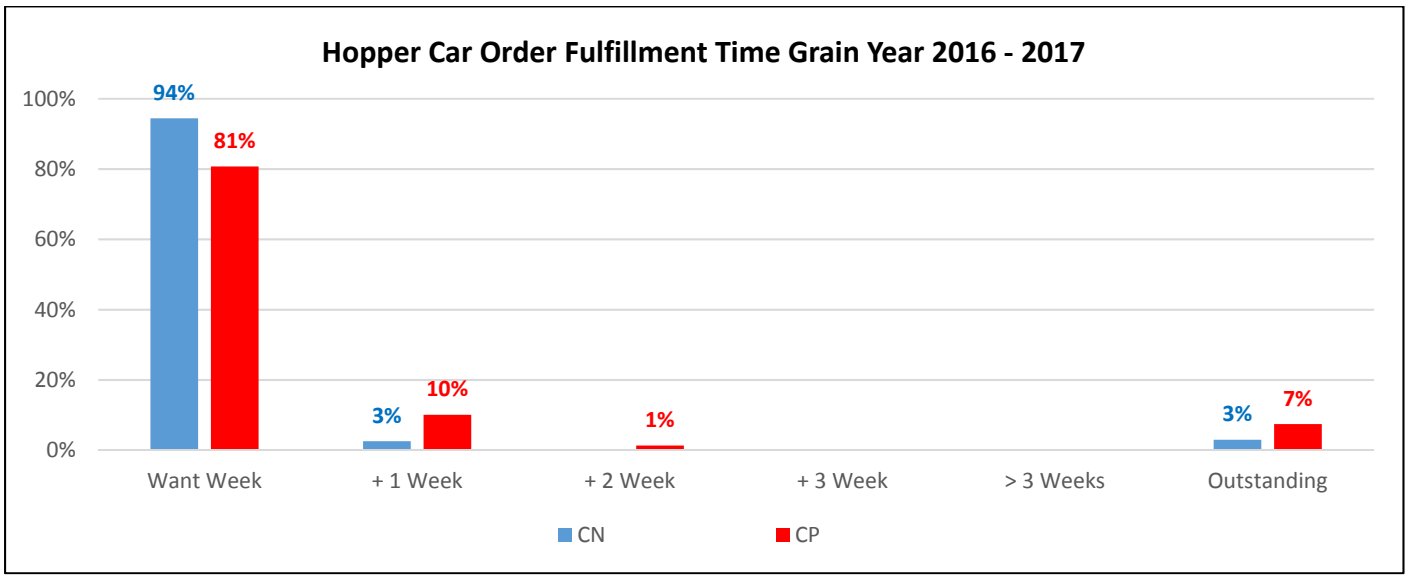

CN Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
94%
98%
96%
92%
94%
95%
93%
2,377
2,474
2,520
2,987
3,360
3,581
4,893
(164)
(48)
(104)
(268)
(237)
(179)
(378)
1
2
3
4
5
6
7
8
9
10
11
12
Supplied Late
Supplied Early
Supplied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

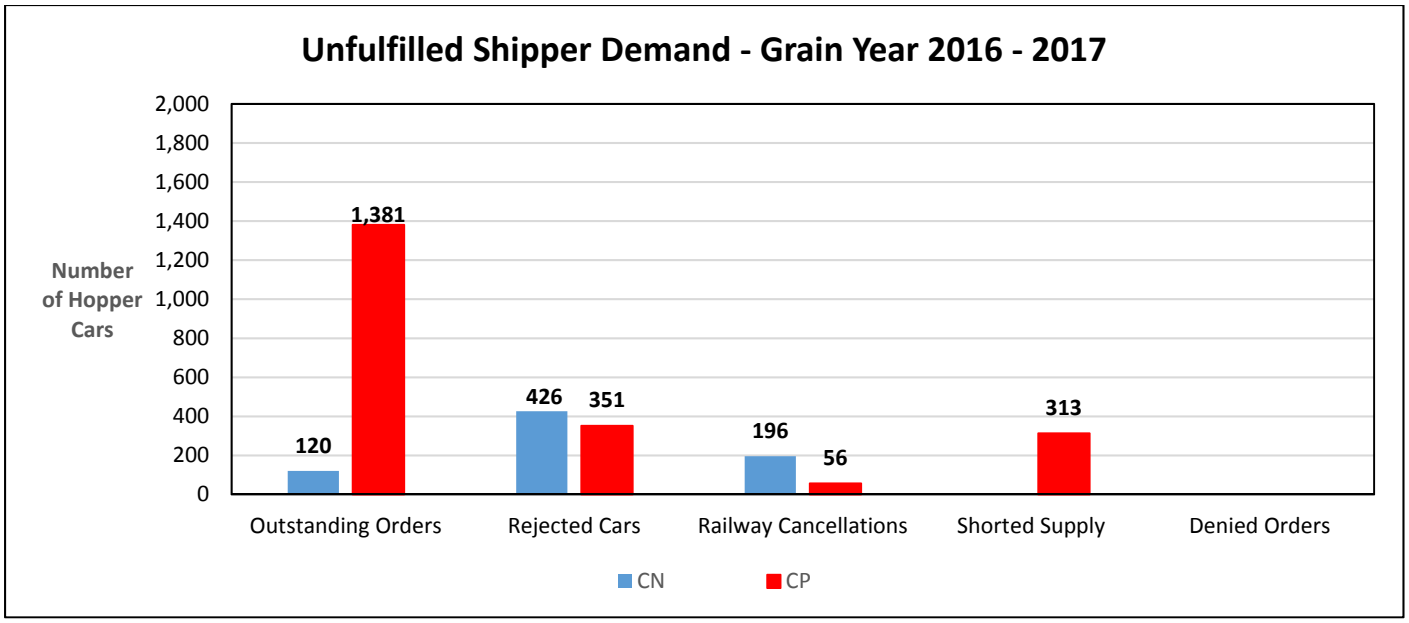

CP Hopper Car Supply - Grain Year 2016 - 2017
6,000
5,000
4,000
3,000
2,000
1,000
-
(1,000)
(2,000)
(3,000)
100%
80%
60%
40%
20%
0%
76%
77%
91%
91%
83%
76%
74%
3,110
1,830
2,364
3,147
2,791
2,816
3,444
(979)
(790)
(282)
(375)
(667)
(1,090)
(1,262)
1
2
3
4
5
6
7
8
9
10
11
12
Supplied Late
Supplied Early
Supplied in Want Week
Cars Not Spotted During Want Week
% Orders Fulfilled for Want Week


Total Boxcar Supply - Grain Year 2016 - 2017
10
8
6
4
2
-
(2)
(4)
(6)
(8)
(10)
1
-
-
3
3
7
4
(3)
1
2
3
4
5
6
7
8
9
10
11
12
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%
94%
98%
96%
92%
94%
95%
93%
89%
93%
91%
87%
92%
92%
92%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
2016-2017
2015-2016


Hopper Car Orders Supplied Within the Want Week - CP
100%
80%
60%
40%
20%
0%
91%
93%
89%
92%
89%
85%
87%
76%
77%
89%
83%
83%
76%
74%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
2016-2017
2015-2016


Hopper Car Order Fulfillment Time Grain Year 2016 - 2017
100%
80%
60%
40%
20%
0%
94%
81%
3%
10%
1%
3%
7%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



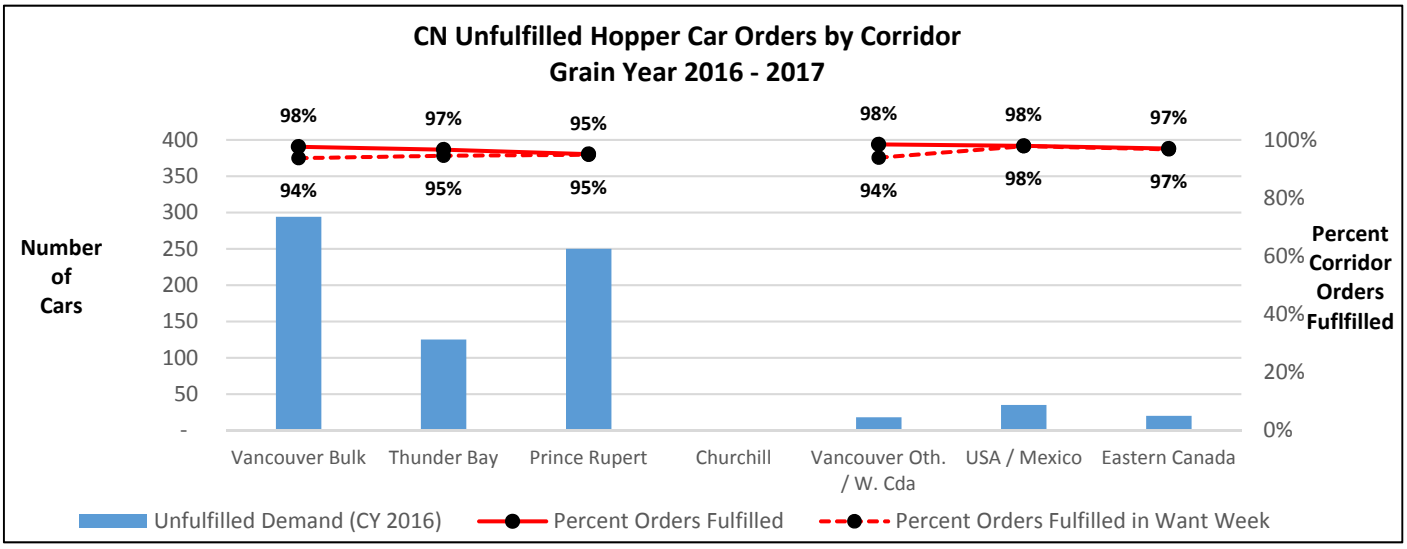
Corridor Performance

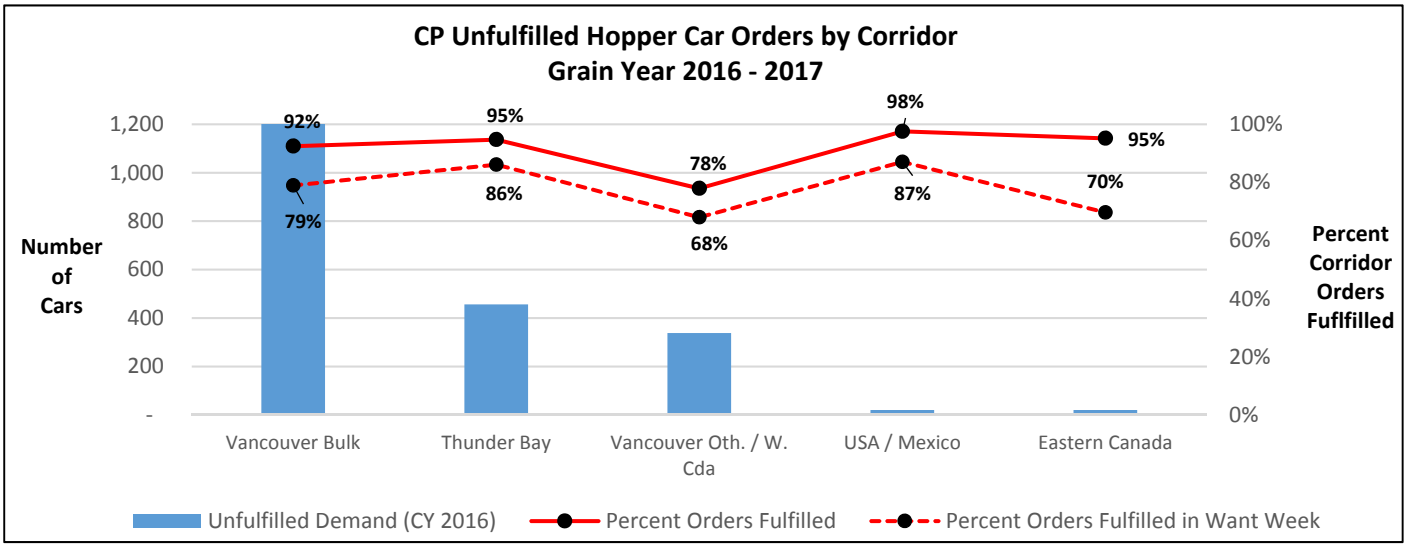
Total Hopper Car Supply by Corridor for Current Year Orders – To Week 7

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	% Supplied
CN	Vancouver Bulk	12,433	12,139	(294)	98%
	Thunder Bay	3,739	3,614	(125)	97%
	Prince Rupert	5,096	4,846	(250)	95%
	Churchill	-	-	-	
	Vancouver Other / W. Canada	1,159	1,141	(18)	98%
	USA / Mexico	1,700	1,665	(35)	98%
	Eastern Canada	670	650	(20)	97%
CN Total		**24,797**	**24,055**	**(742)**	97%
CP	Vancouver Bulk	16,809	15,542	(1,267)	92%
	Thunder Bay	8,672	8,216	(456)	95%
	Vancouver Other / W. Canada	1,531	1,193	(338)	78%
	USA / Mexico	819	799	(20)	98%
	Eastern Canada	415	395	(20)	95%
CP Total		**28,246**	**26,145**	**(2,101)**	93%

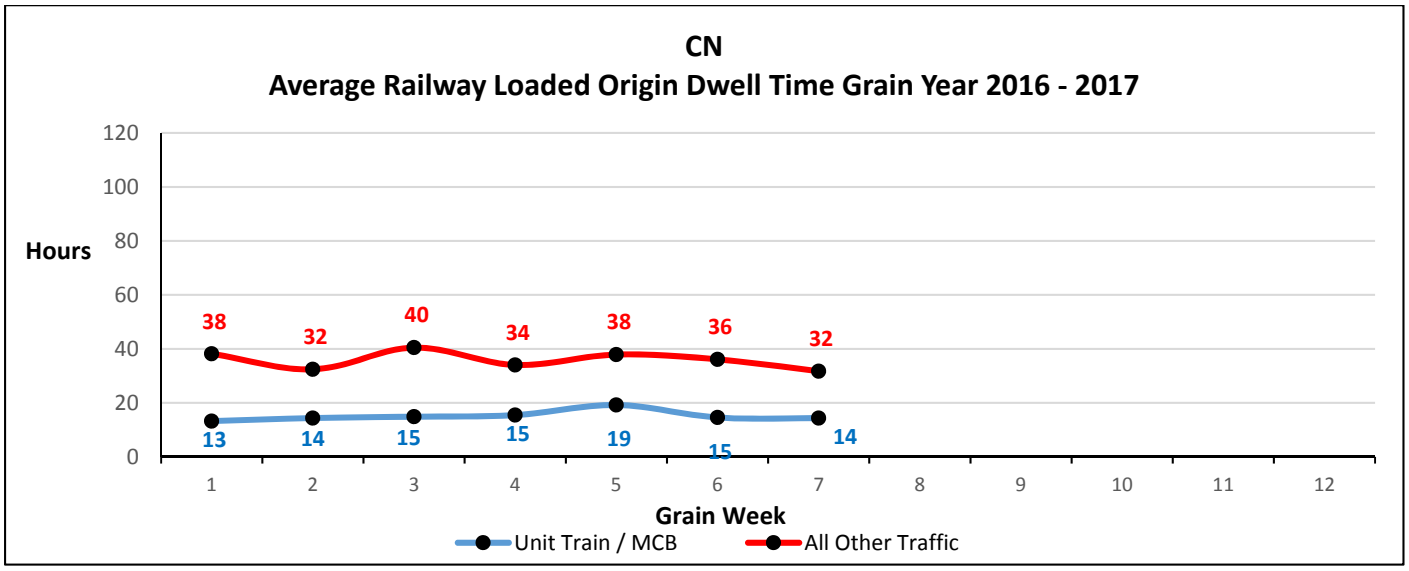
Hopper Cars Supplied in the Want Week by Corridor – To Week 7

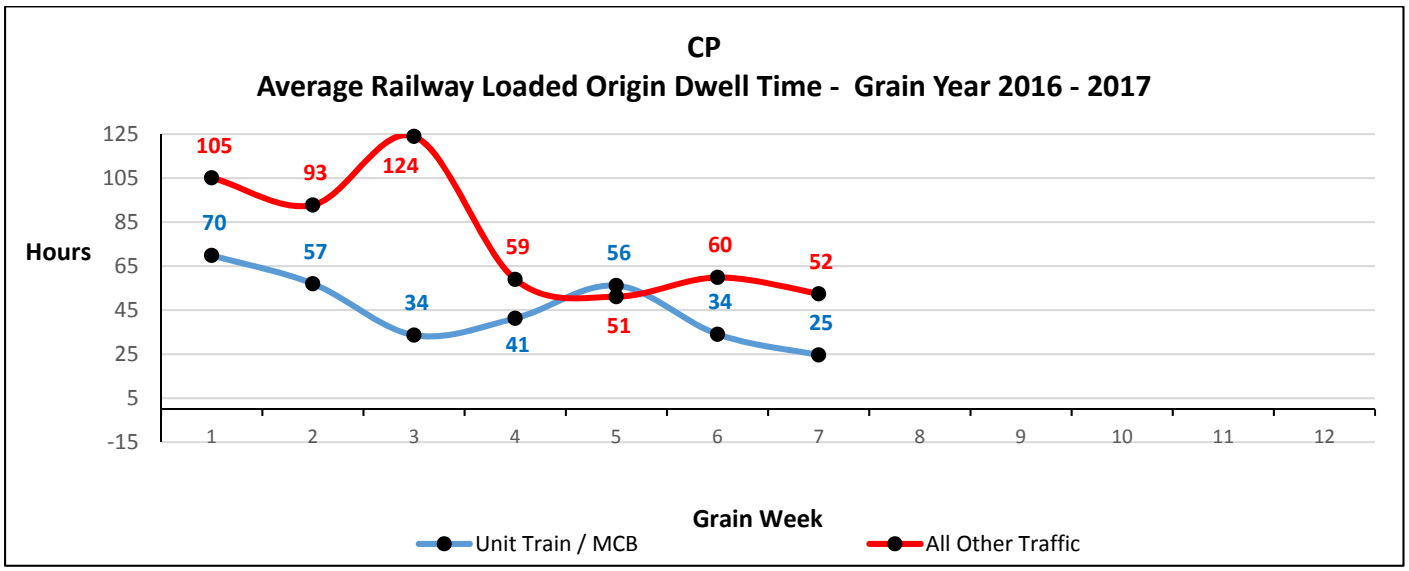
		Week 7			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**% Supplied**	**Ordered**	**Supplied**	**% Supplied**
CN	Vancouver Bulk	2,242	2,111	94%	12,433	11,651	94%
	Thunder Bay	855	822	96%	3,739	3,534	95%
	Prince Rupert	1,613	1,430	89%	5,096	4,835	95%
	Churchill	-	-		-	-	
	Vancouver Other / W. Canada	111	95	86%	1,159	1,088	94%
	USA / Mexico	280	275	98%	1,700	1,663	98%
	Eastern Canada	284	274	96%	670	648	97%
CN Total		**5,385**	**5,007**	**93%**	**24,797**	**23,419**	**94%**
CP	Vancouver Bulk	2,673	1,797	67%	16,809	13,276	79%
	Thunder Bay	1,772	1,642	93%	8,672	7,467	86%
	Vancouver Other / W. Canada	300	59	20%	1,531	1,041	68%
	USA / Mexico	85	85	100%	819	713	87%
	Eastern Canada	53	38	72%	415	289	70%
CP Total		**4,883**	**3,621**	**74%**	**28,246**	**22,786**	**81%**

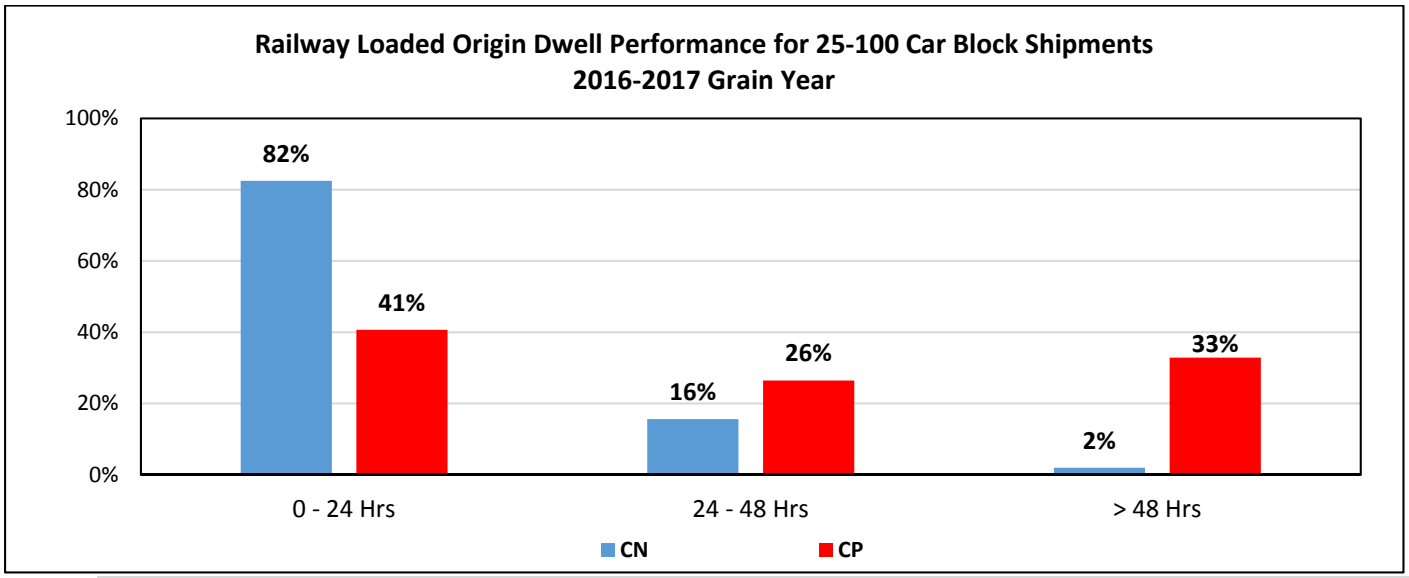


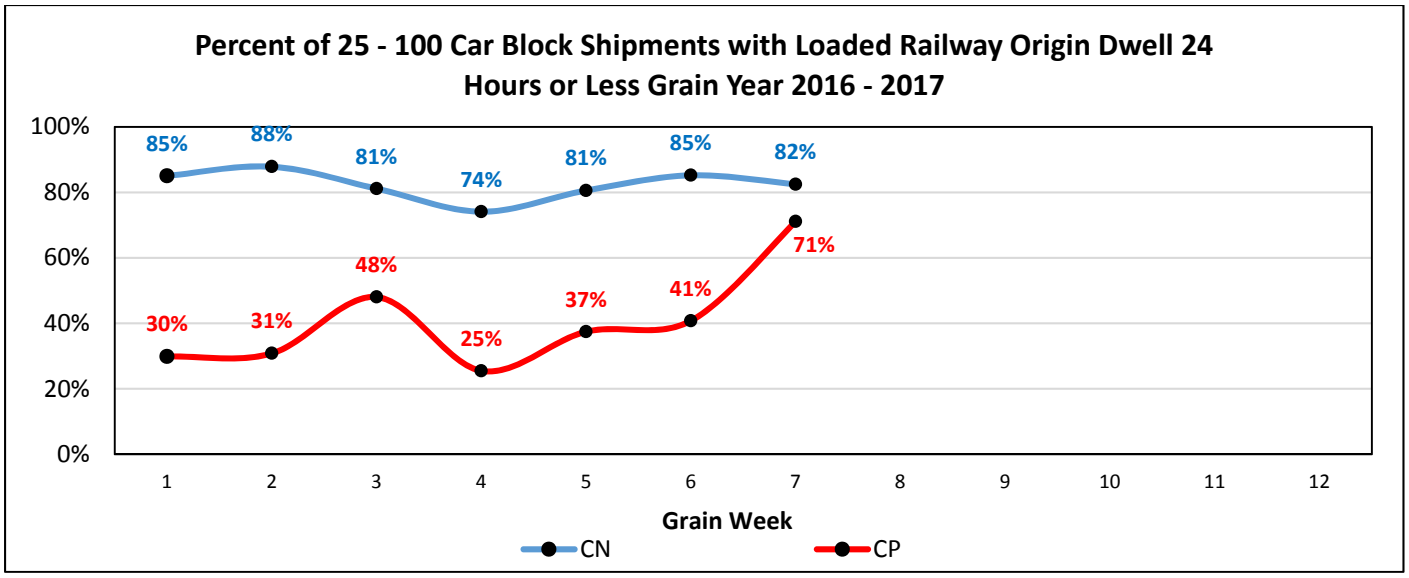


Origin Dwell Performance

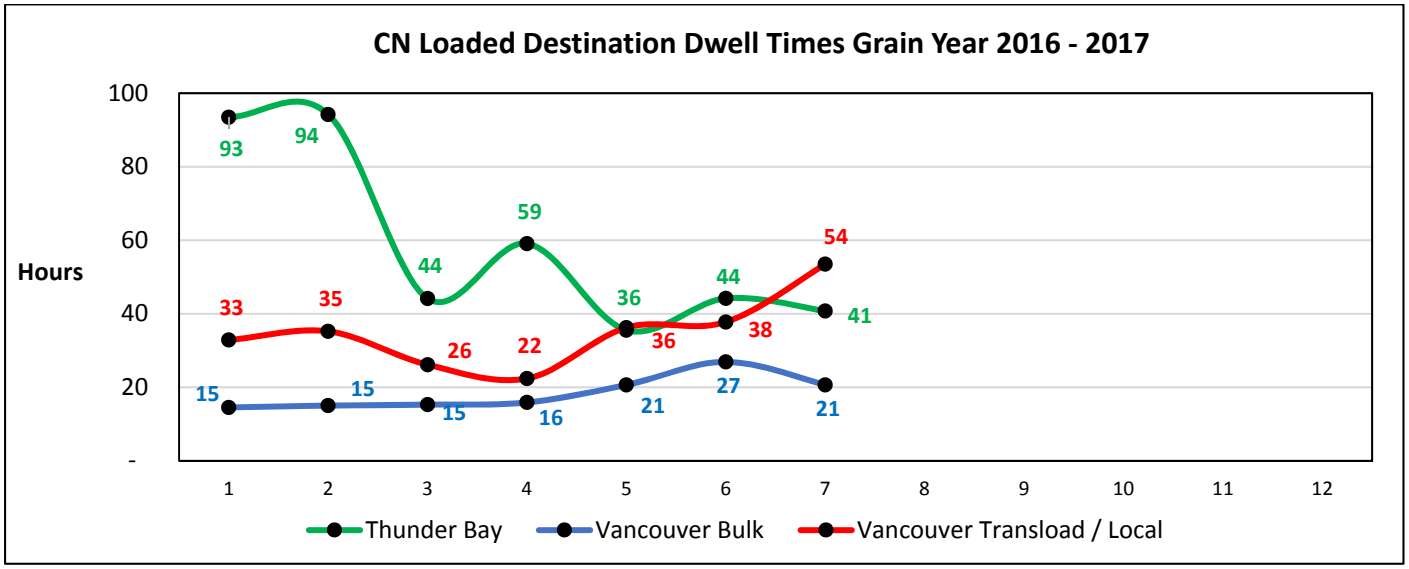


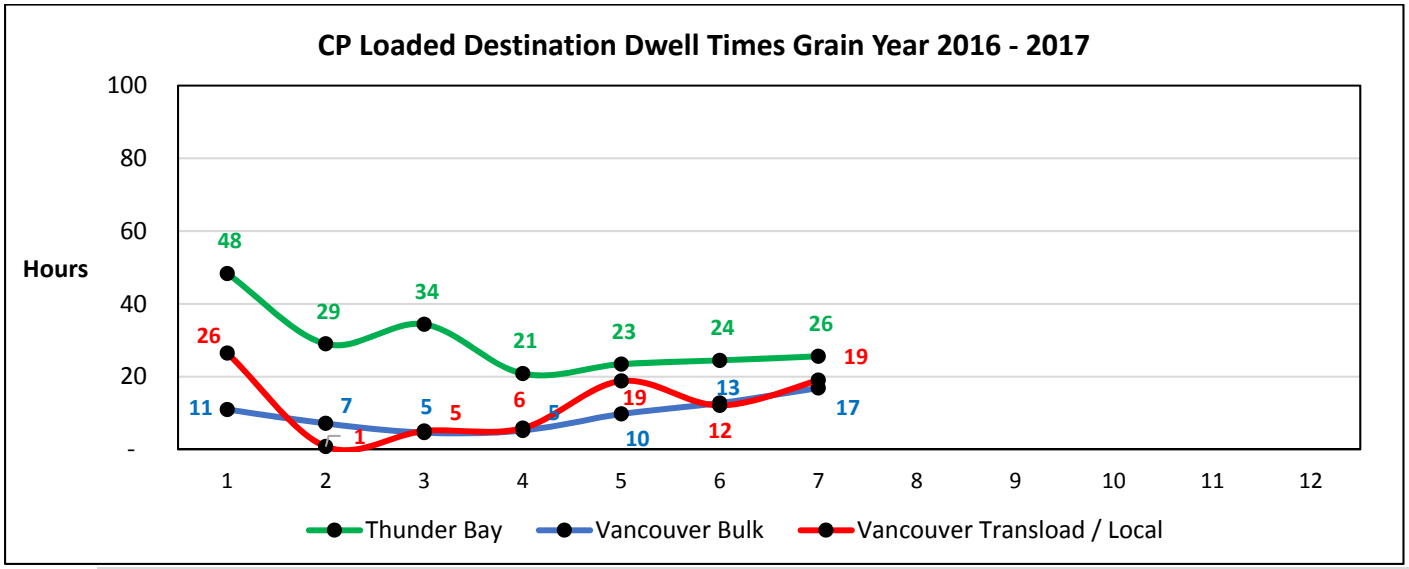




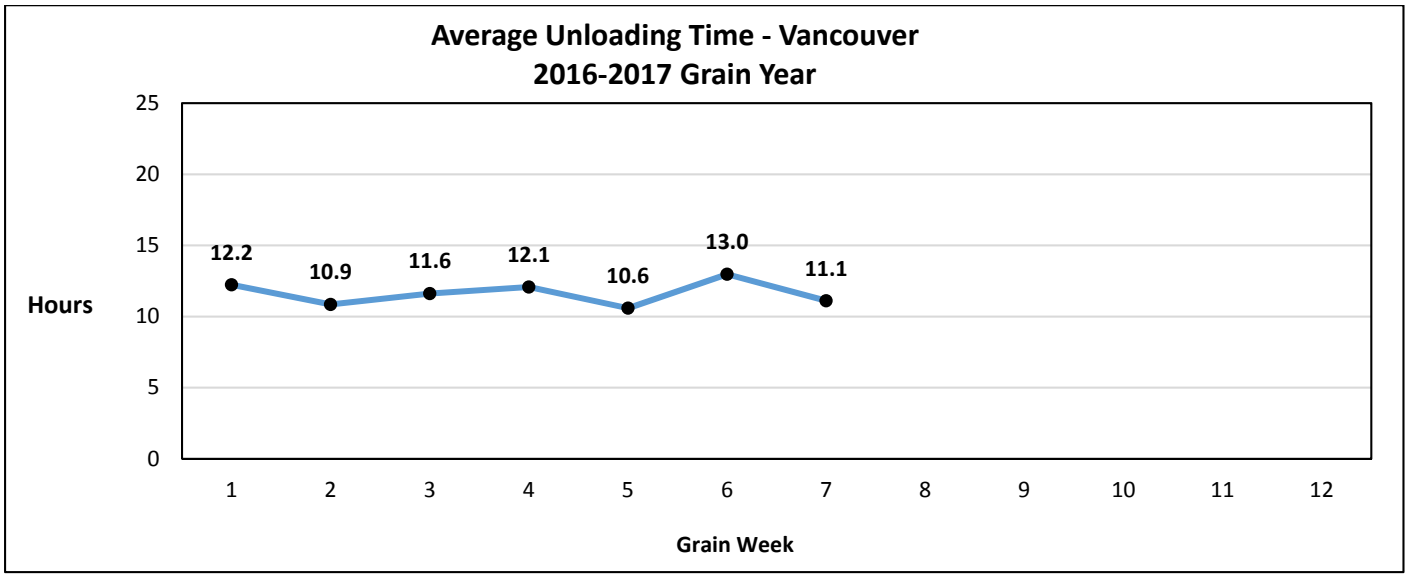


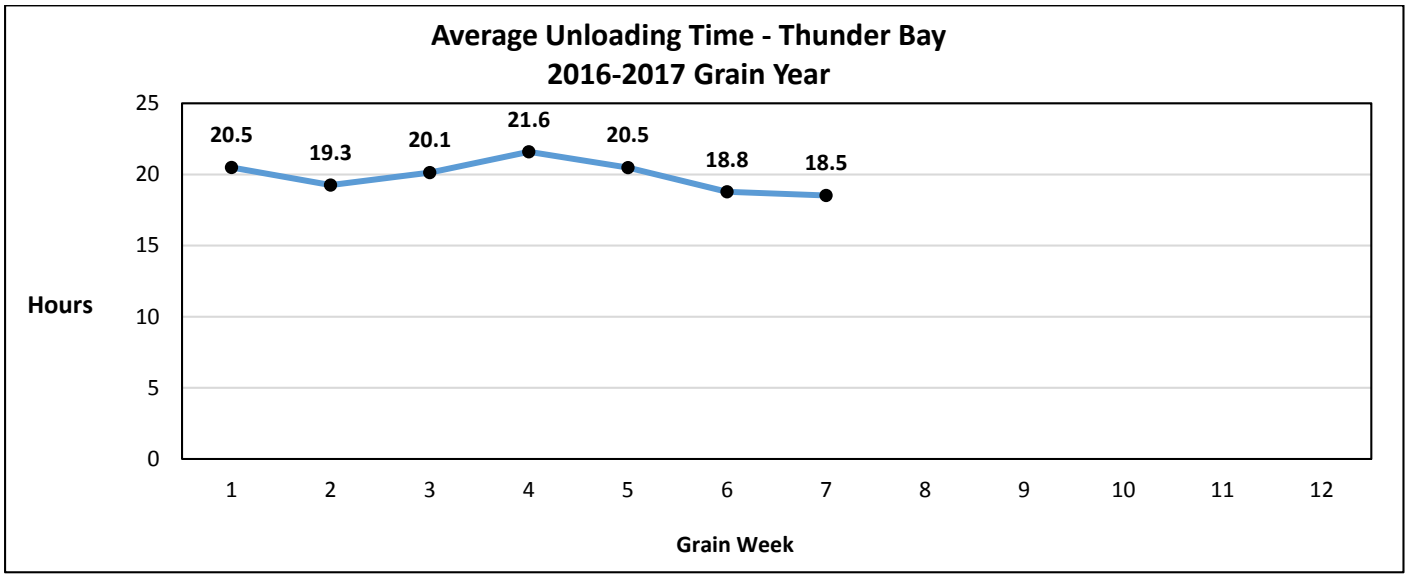
Destination Dwell Performance



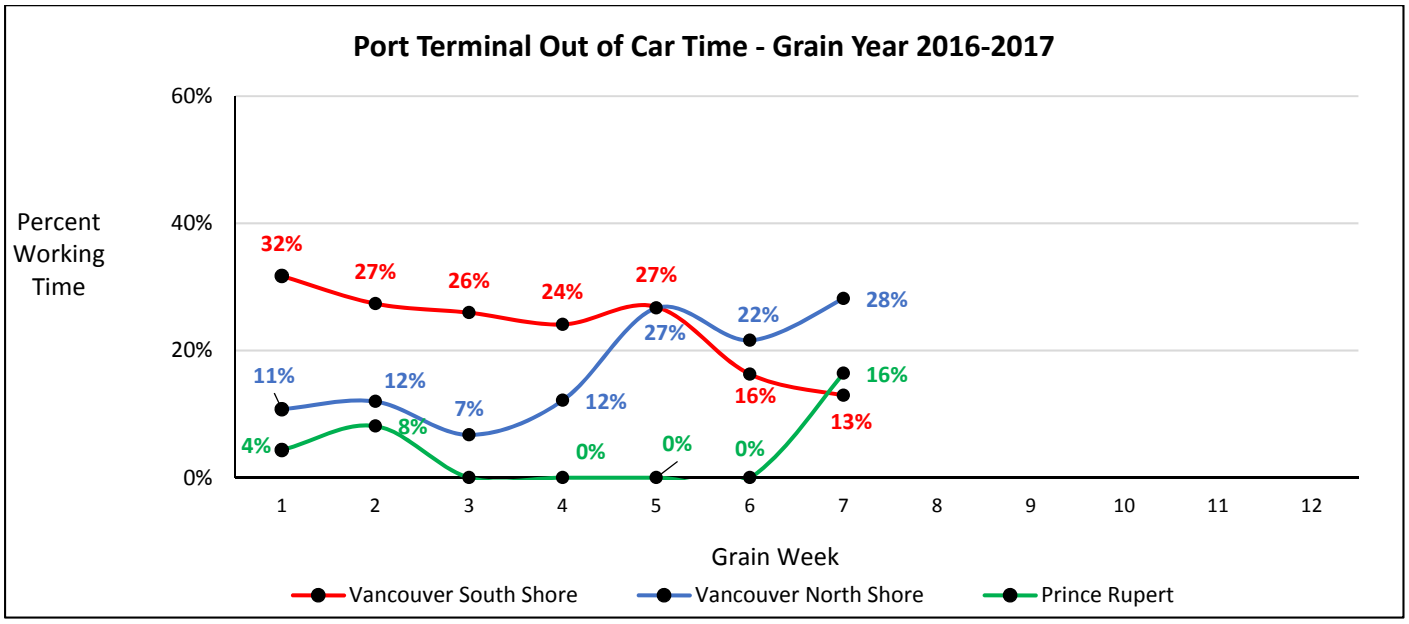


Port Terminal - Unloading Time





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.