



Performance Dashboard

Hopper Car Demand

	Week 01			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	3,176	2,641	535	3,176	3,176	2,641	2,641	535	535
CP	2,733	4,164	(1,431)	2,733	2,733	4,164	4,164	(1,431)	(1,431)
	5,909	6,805	(896)	5,909	5,909	6,805	6,805	(896)	(896)

Cars Shipped

Railway	Corridor	Week 01	YTD
CN	N.A. Domestic	222	222
	Prince Rupert	972	972
	Thunder Bay	266	266
	Vancouver	1,653	1,653
	Total	3,113	3,113
CP	N.A. Domestic	282	282
	Thunder Bay	940	940
	Vancouver	1,455	1,455
	Total	2,677	2,677

Empty Hopper Cars Supplied - Week 01 (All Want Weeks)

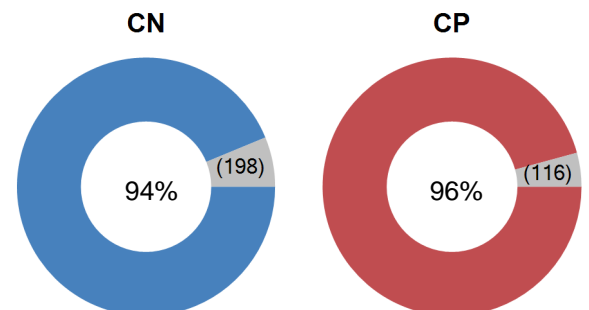
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,835	2,375	143	318	294	233	3,272	2,926
CP	2,403	3,110	55	482	302	886	2,760	4,478
	5,238	5,485	198	800	596	1,119	6,032	7,404

Supplied by Block Size

Block Size	Week 01			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	2%	2%
25	5%	2%	4%	5%	2%	4%
50	20%	24%	22%	20%	24%	22%
100	73%	72%	73%	73%	72%	73%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,176	2,733	5,909
Current Week Order Fulfillment			
Supplied in Current Week	2,835	2,403	5,238
Supplied Early	143	214	357
Total Cars Supplied for Want Week	2,978	2,617	5,595
Current Week Unfulfilled Demand	(198)	(116)	(314)
% Current Week Orders Supplied	94%	96%	95%

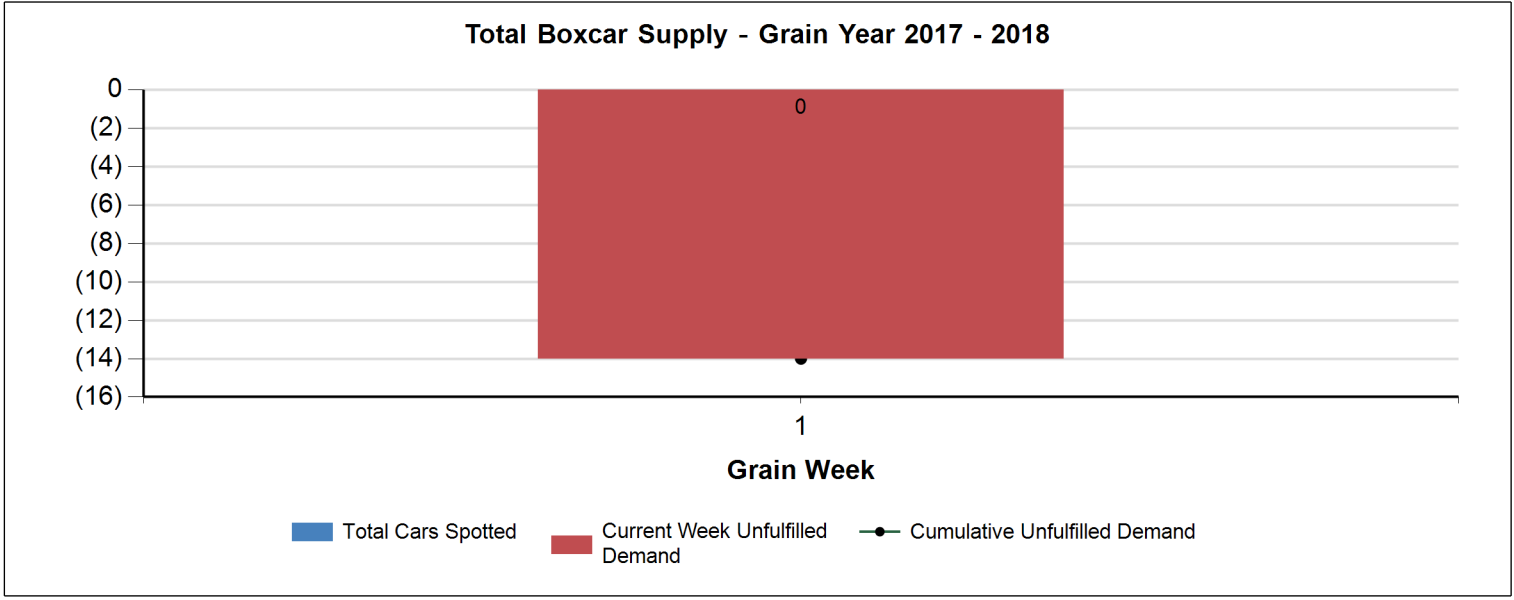
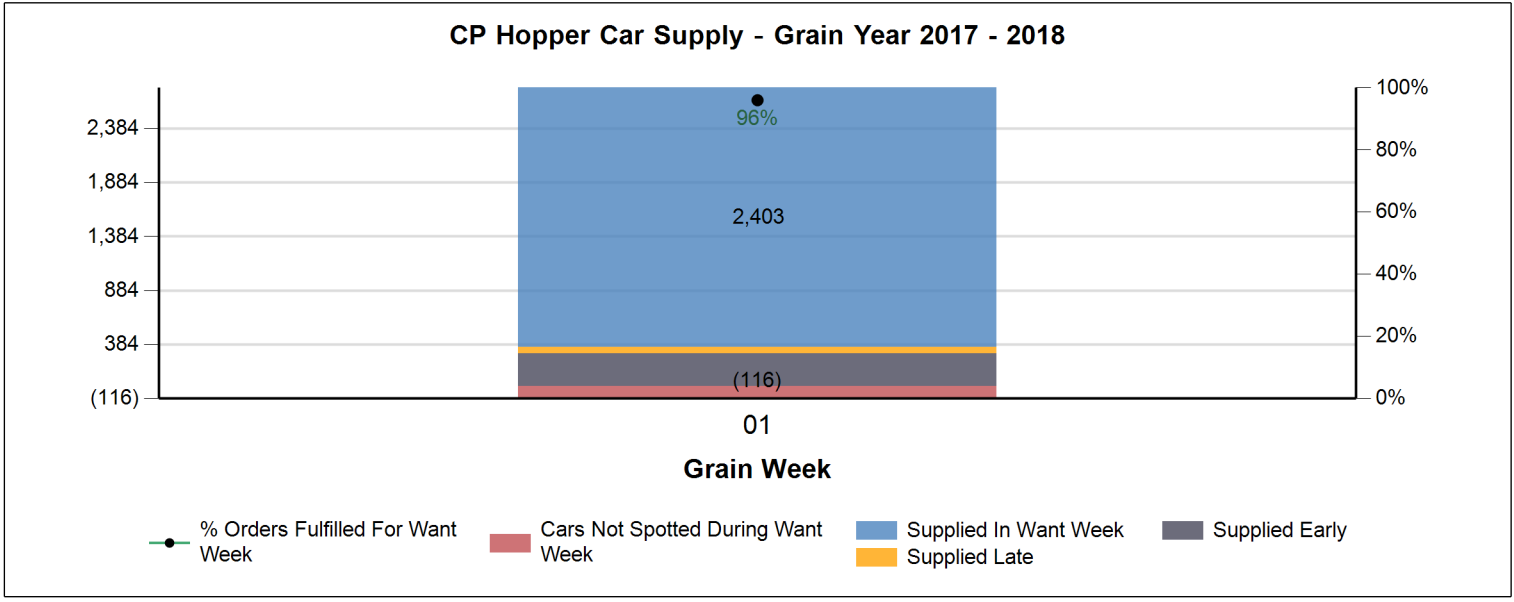
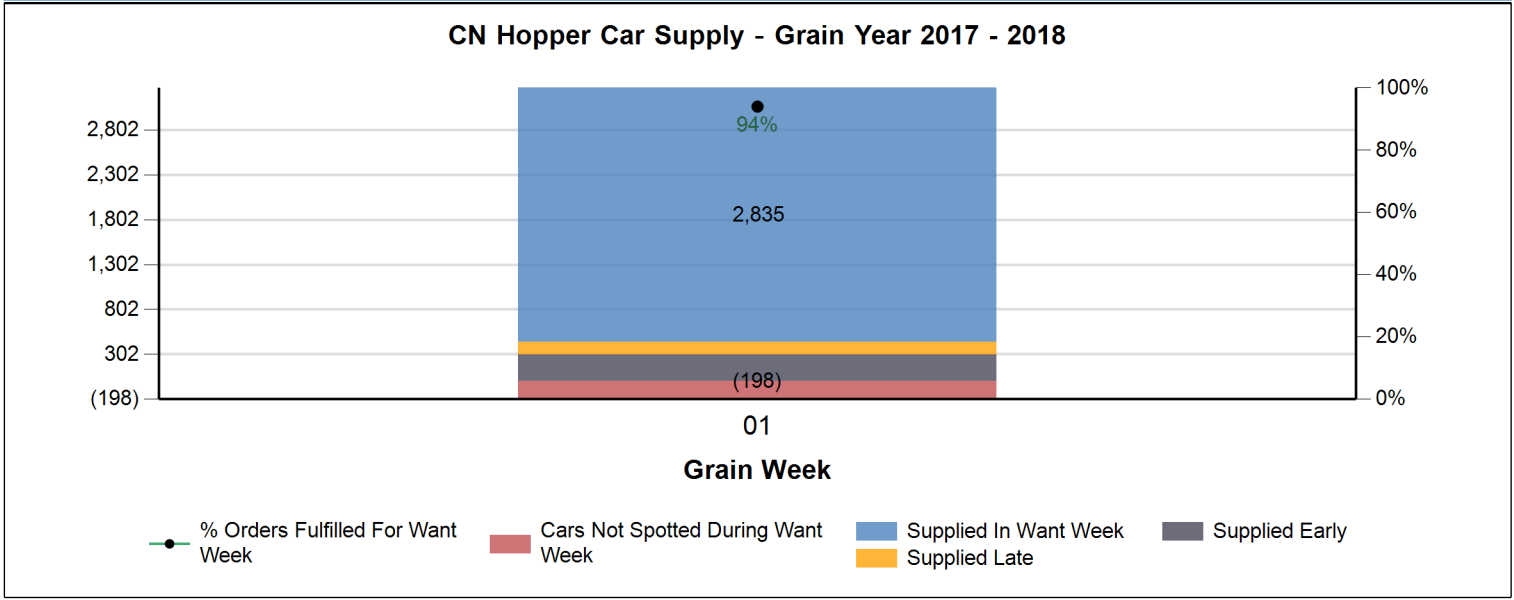


Loaded Dwell Time (Hours) at Origin (All Traffic)

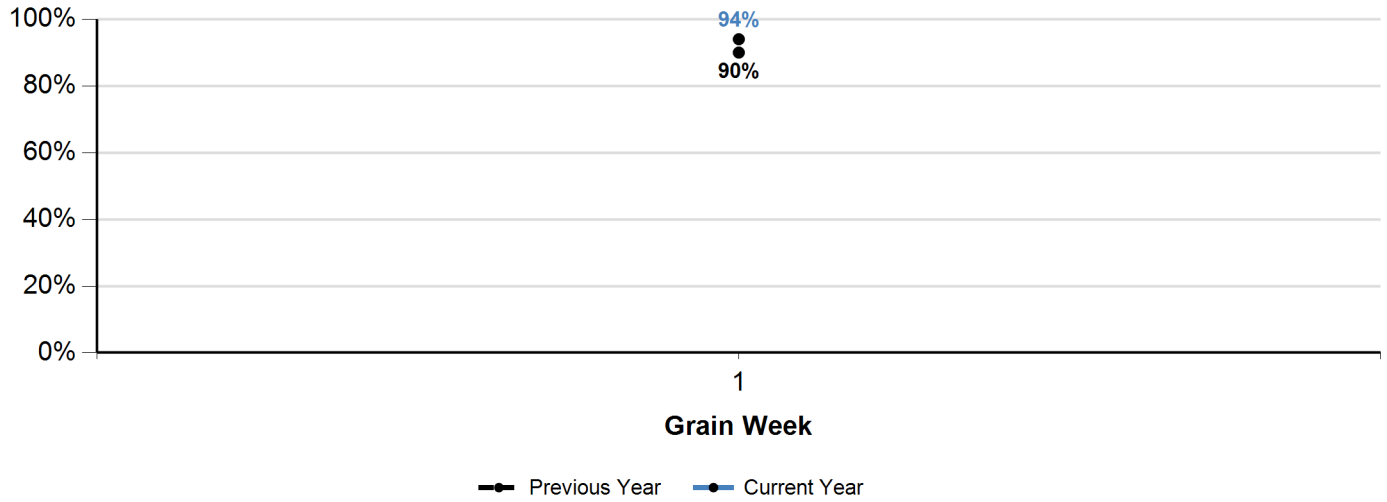
	Week 01		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	33	14	33	14
CP	33	71	33	71

Dwell Time (Hours) at Destination (All Traffic)

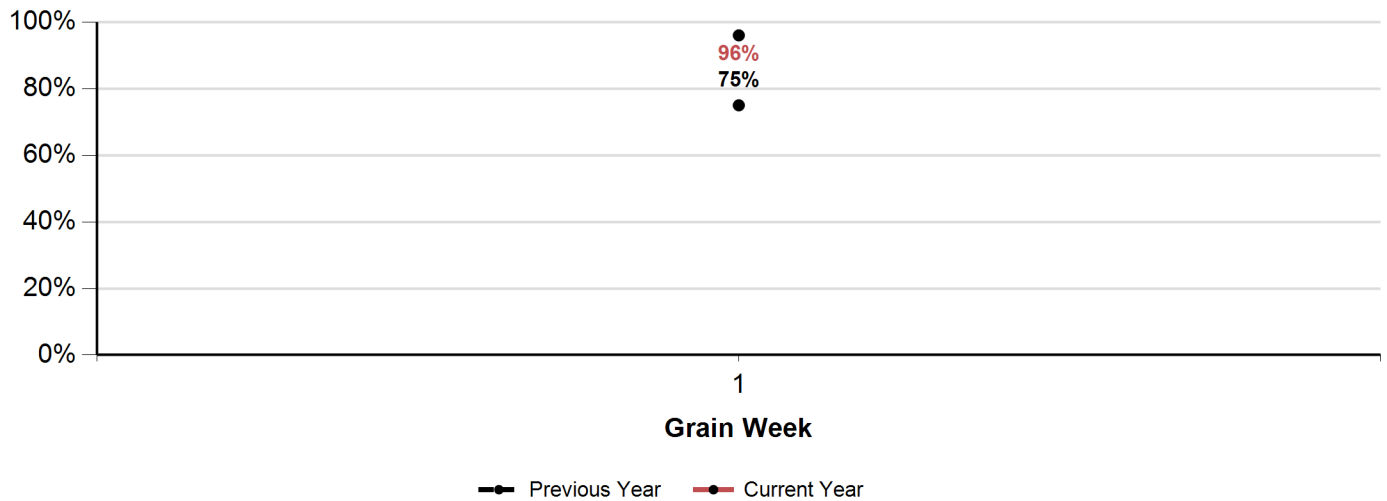
		Week 01		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	24	15	24	15
	CP	16	12	16	12
Thunder Bay	CN	50	93	50	93
	CP	44	48	44	48



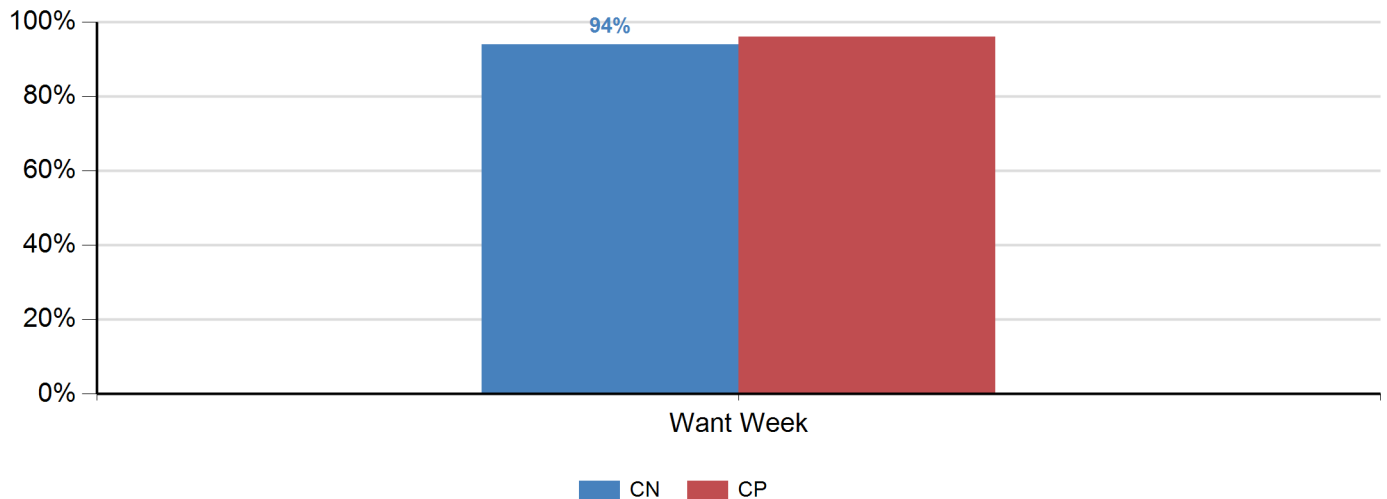
Hopper Car Orders Supplied Within the Want Week - CN

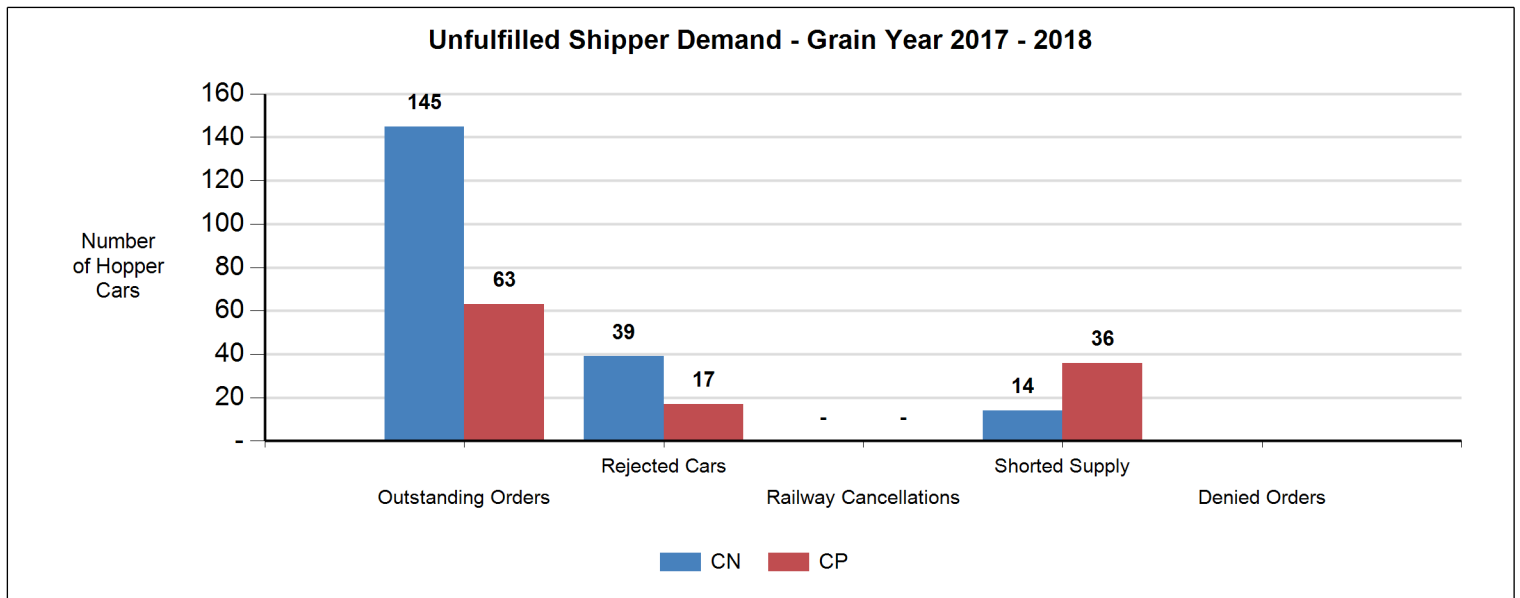


Hopper Car Orders Supplied Within the Want Week - CP



Hopper Car Order Fulfillment Time Grain Year 2017 - 2018





Corridor Performance

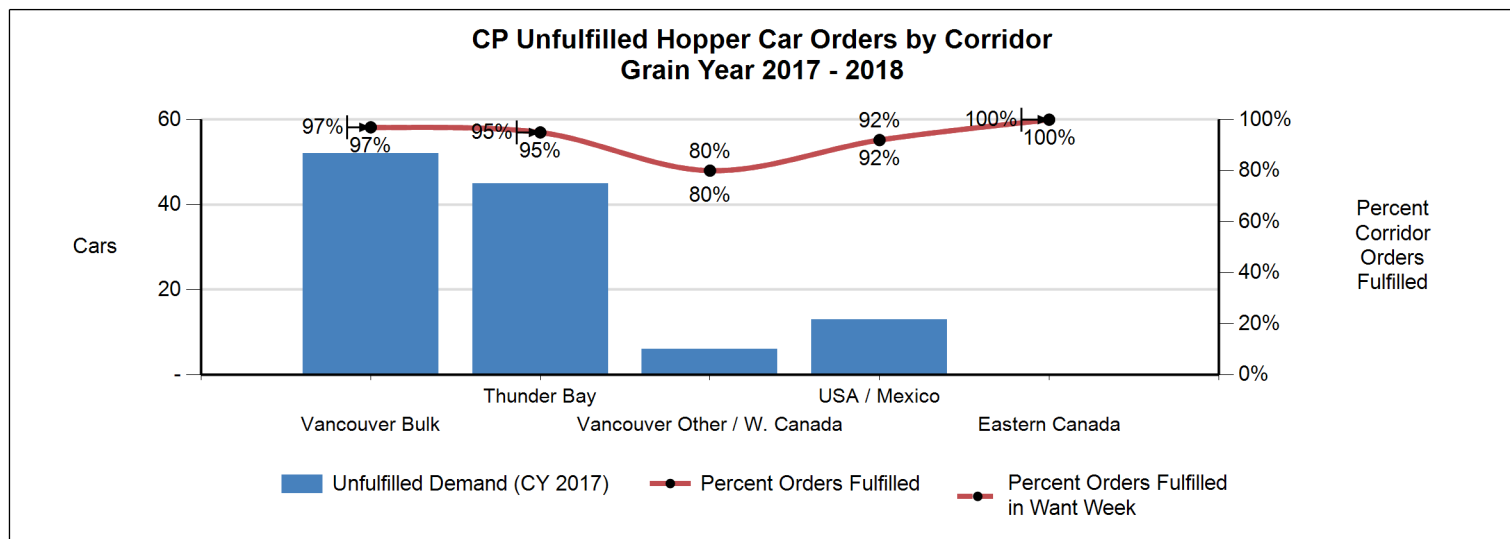
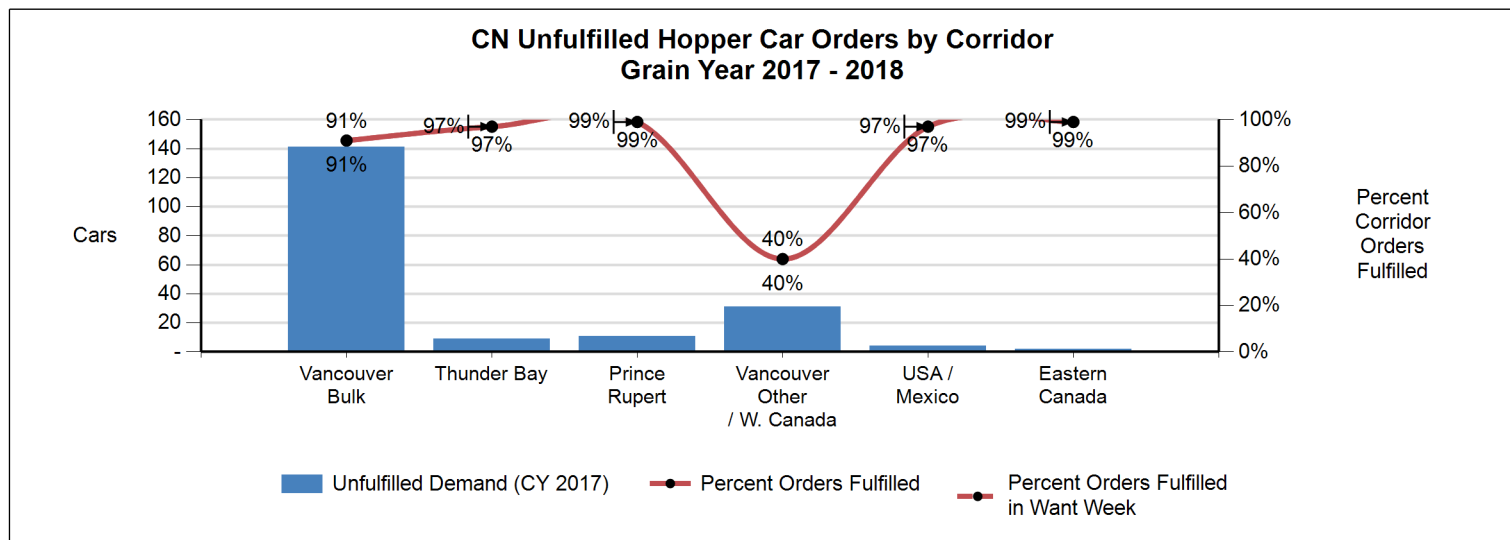
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 01

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	1,555	1,414	(141)	91%
	Thunder Bay	358	349	(9)	97%
	Prince Rupert	915	904	(11)	99%
	Vancouver Other / W. Canada	52	21	(31)	40%
	USA / Mexico	145	141	(4)	97%
	Eastern Canada	151	149	(2)	99%
Total		3,176	2,978	(198)	94%
CP	Vancouver Bulk	1,606	1,554	(52)	97%
	Thunder Bay	927	882	(45)	95%
	Vancouver Other / W. Canada	30	24	(6)	80%
	USA / Mexico	169	156	(13)	92%
	Eastern Canada	1	1	-	100%
Total		2,733	2,617	(116)	96%



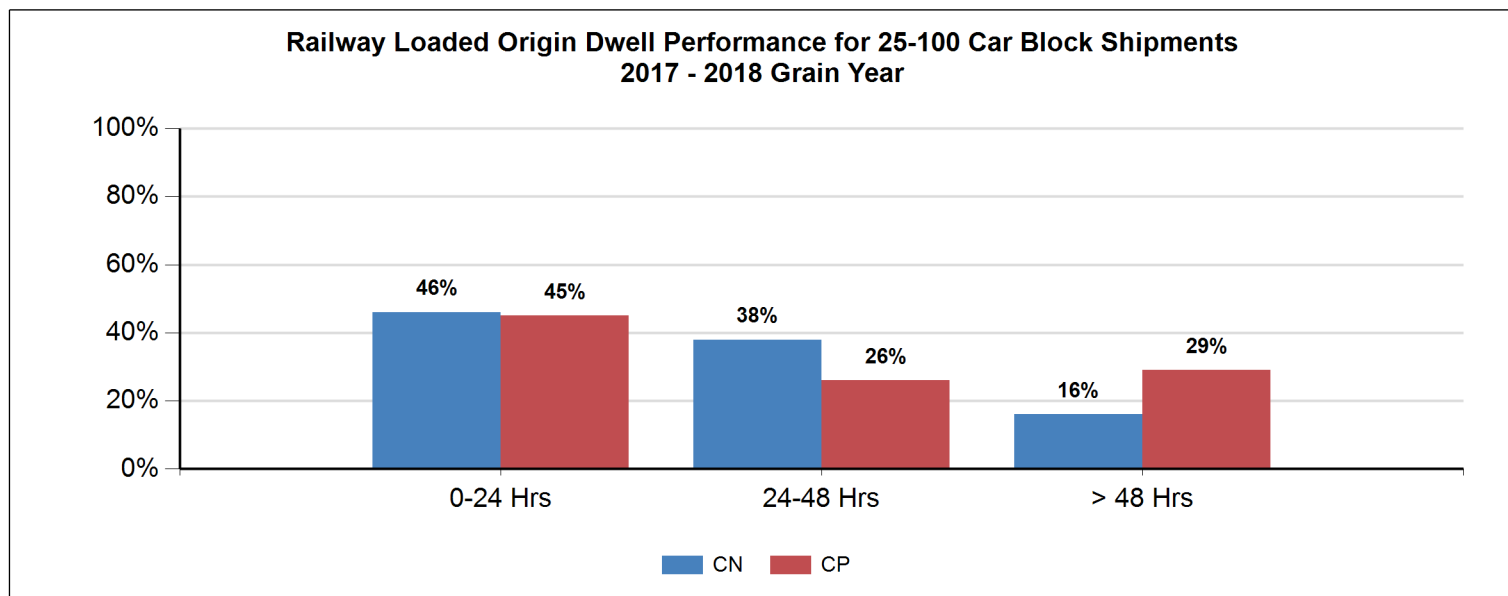
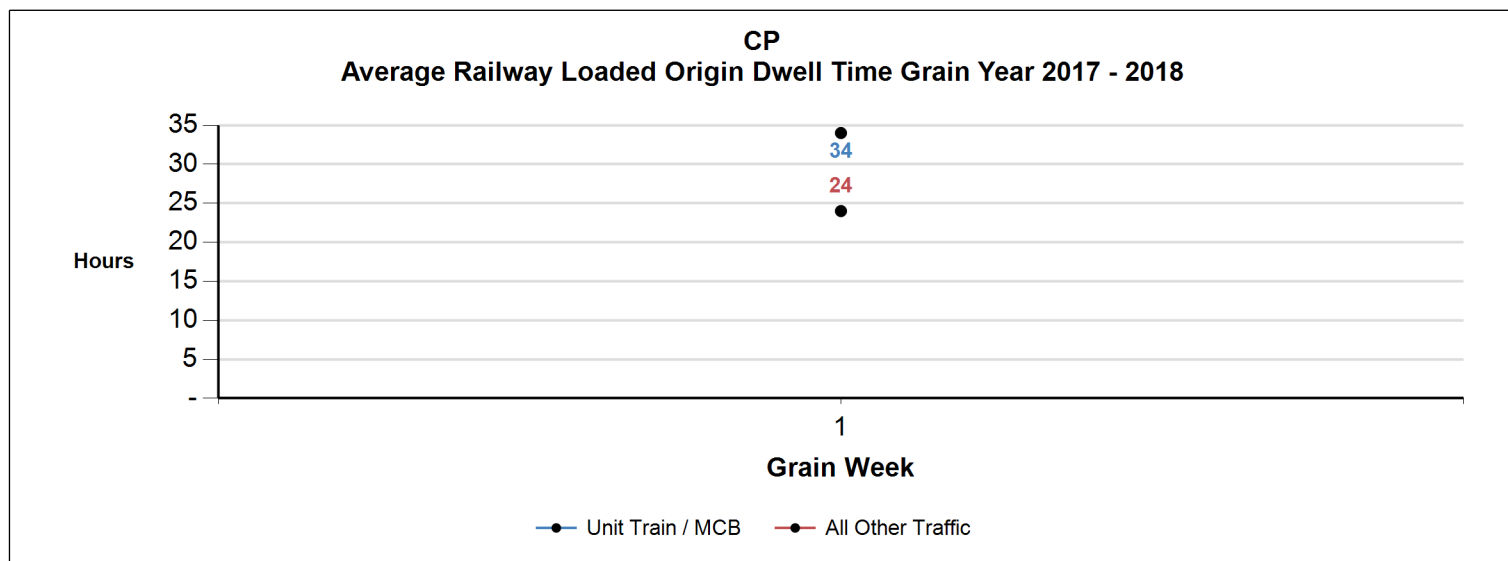
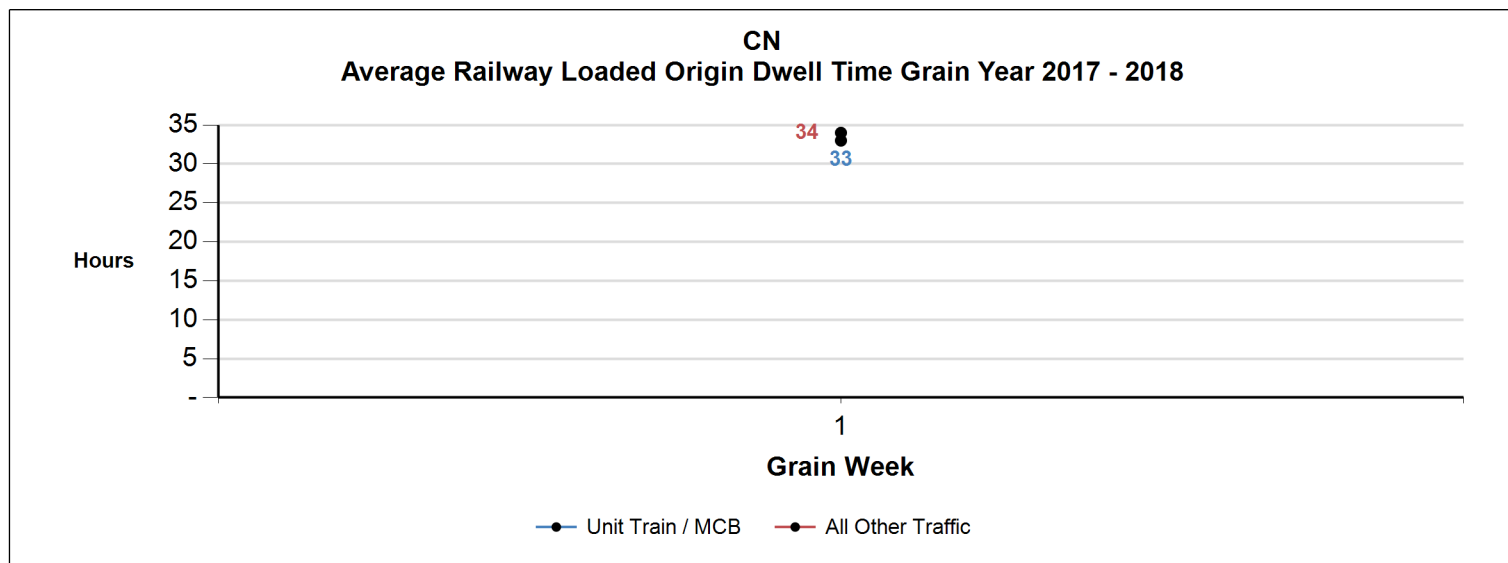
Hopper Cars Supplied in the Want Week by Corridor - To Week 01

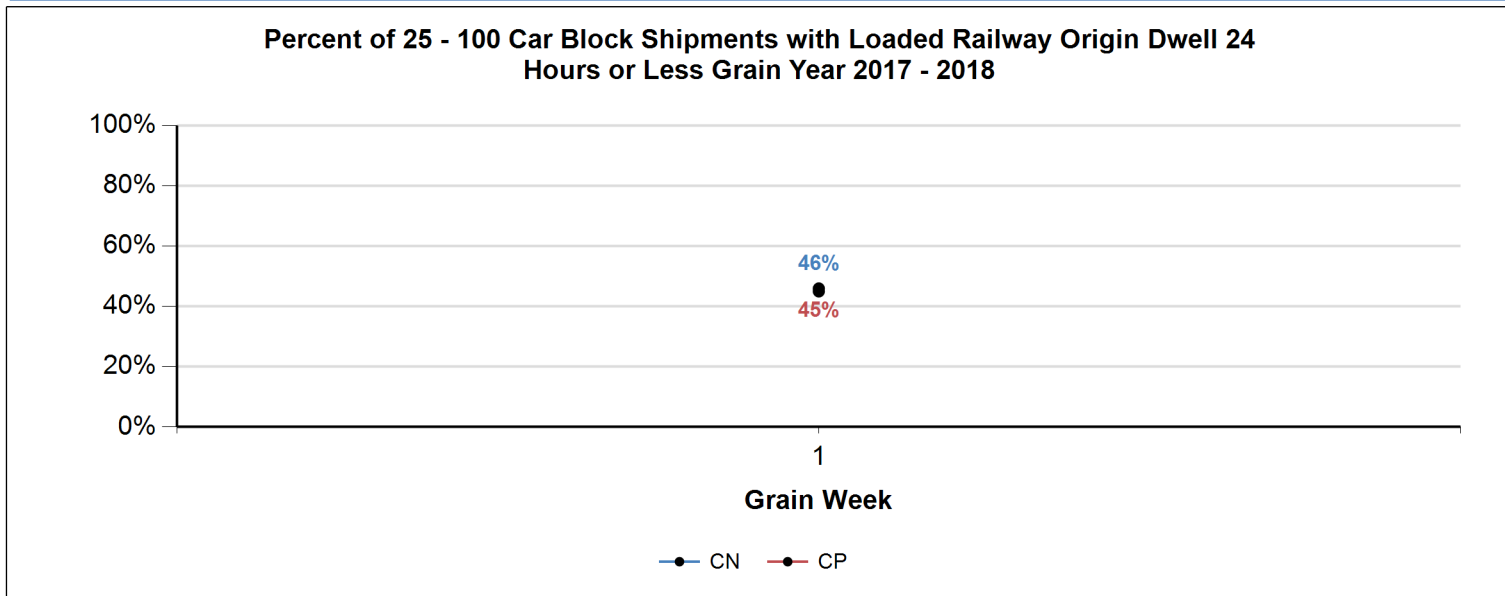
Railway	Corridor	Week 01			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,555	1,414	91%	1,555	1,414	91%
	Thunder Bay	358	349	97%	358	349	97%
	Prince Rupert	915	904	99%	915	904	99%
	Vancouver Other / W. Canada	52	21	40%	52	21	40%
	USA / Mexico	145	141	97%	145	141	97%
	Eastern Canada	151	149	99%	151	149	99%
	CN Total		3,176	2,978	94%	3,176	2,978
CP	Vancouver Bulk	1,606	1,554	97%	1,606	1,554	97%
	Thunder Bay	927	882	95%	927	882	95%
	Vancouver Other / W. Canada	30	24	80%	30	24	80%
	USA / Mexico	169	156	92%	169	156	92%
	Eastern Canada	1	1	100%	1	1	100%
CP Total		2,733	2,617	96%	2,733	2,617	96%



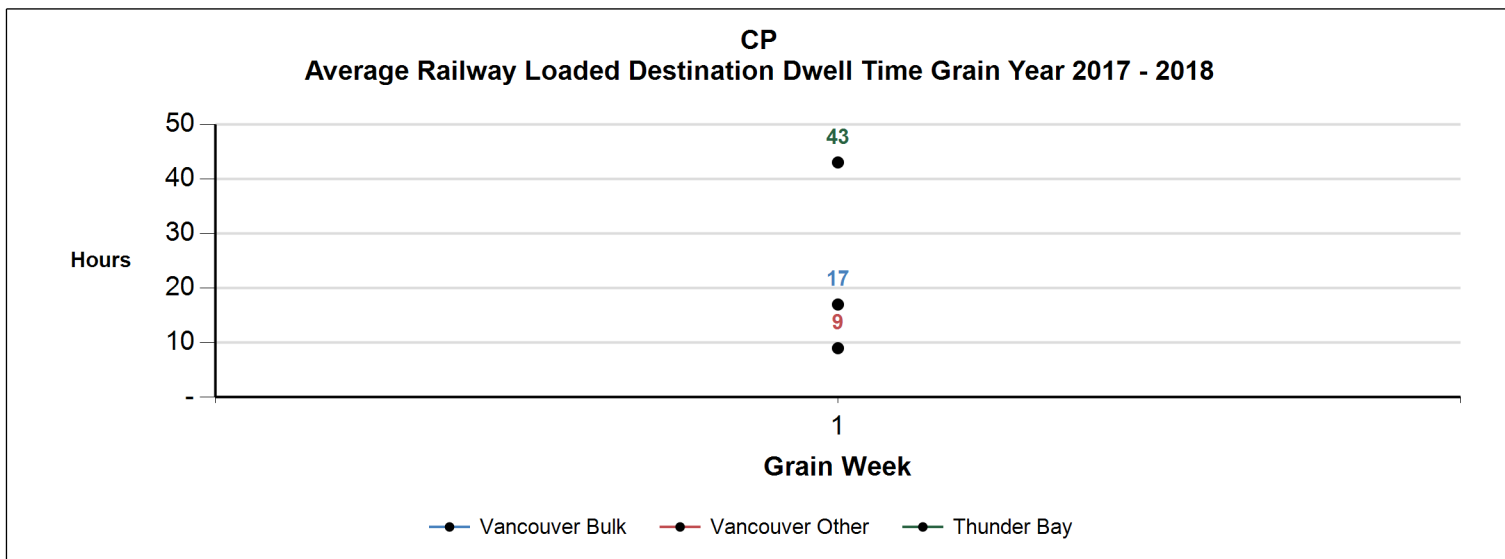
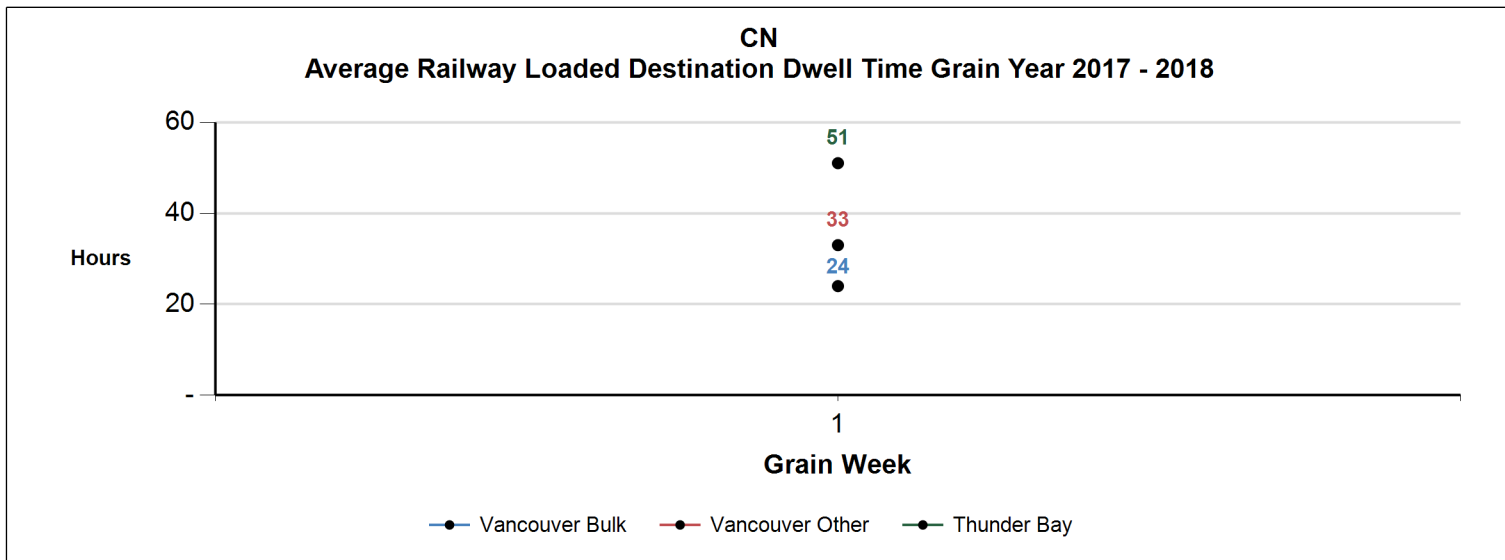


Origin Dwell Performance



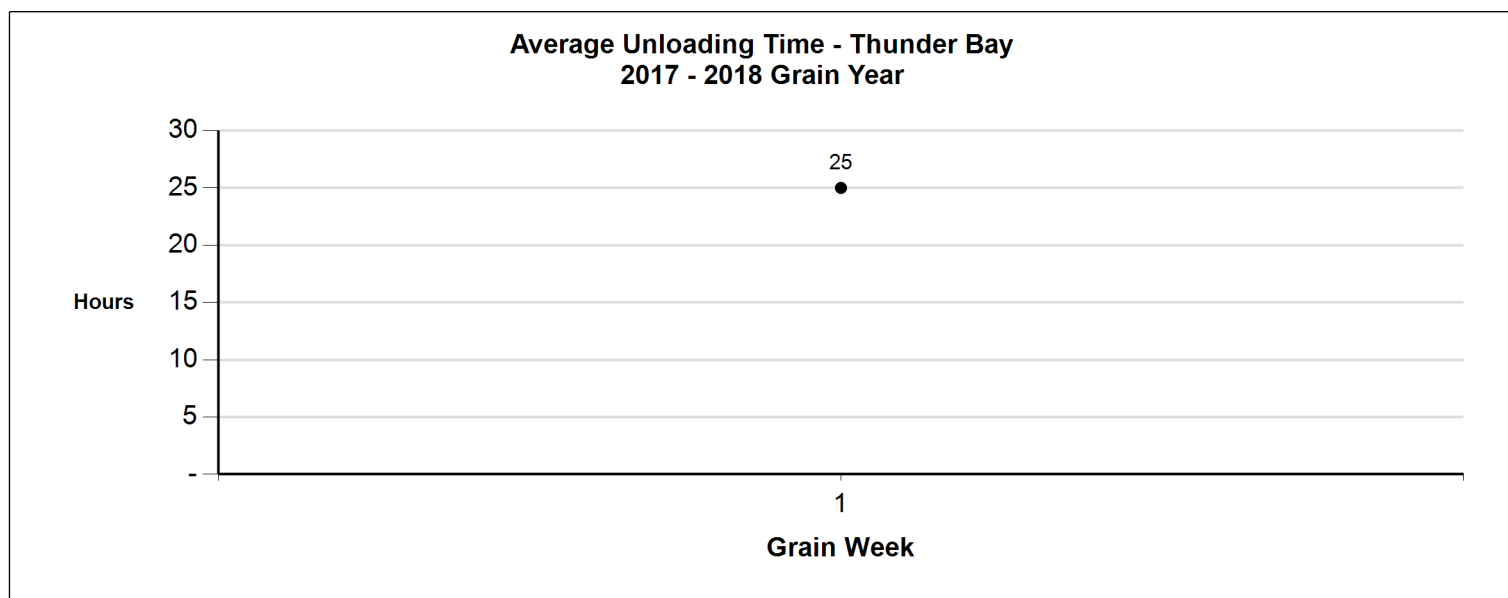
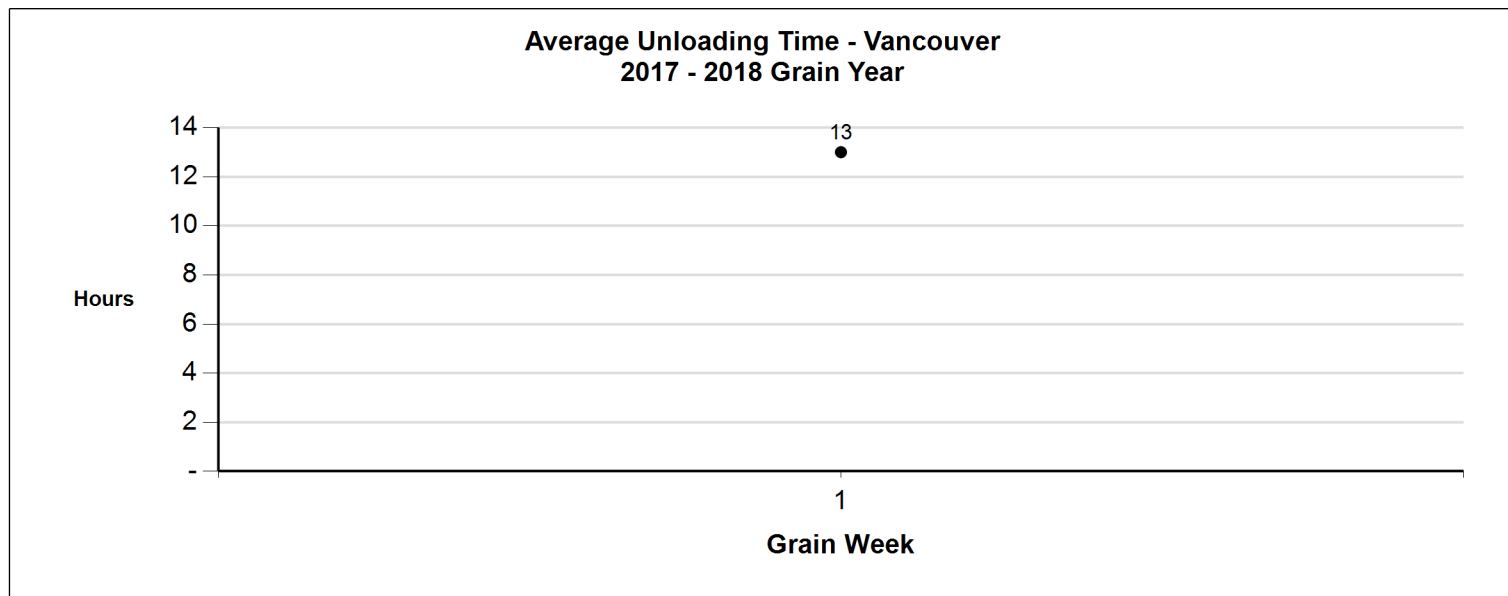


Destination Dwell Performance





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.