



Performance Dashboard

Hopper Car Demand

	Week 15			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	5,155	5,420	(265)	67,210	4,480	66,863	4,457	347	23
CP	4,460	3,614	846	66,849	4,456	64,624	4,308	2,225	148
Total	9,615	9,034	581	134,059	8,936	131,487	8,765	2,572	171

Cars Shipped

Railway	Corridor	Week 15	YTD
CN	N.A. Domestic	442	5,262
	Prince Rupert	1,348	15,892
	Thunder Bay	359	8,358
	Vancouver	2,157	29,564
Total		4,306	59,076
CP	N.A. Domestic	415	5,674
	Thunder Bay	1,315	17,885
	Vancouver	2,771	41,958
Total		4,501	65,517

Empty Hopper Cars Supplied - Week 15 (All Want Weeks)

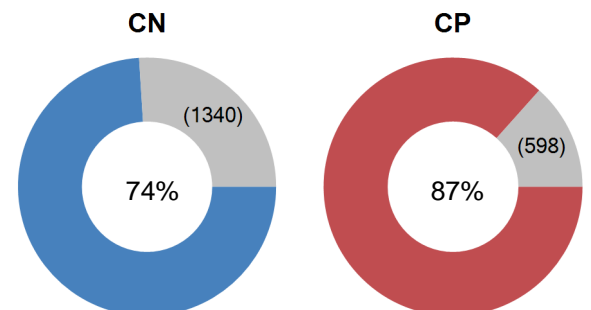
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,788	4,634	766	168	100	105	4,654	4,907
CP	3,351	2,680	245	1,267	568	404	4,164	4,351
Total	7,139	7,314	1,011	1,435	668	509	8,818	9,258

Supplied by Block Size

Block Size	Week 15			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	2%	2%	2%	2%	2%
25	3%	2%	3%	3%	2%	3%
50	10%	5%	8%	13%	11%	12%
100	86%	91%	88%	81%	85%	83%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,155	4,460	9,615
Current Week Order Fulfillment			
Supplied in Current Week	3,788	3,351	7,139
Supplied Early	27	511	538
Total Cars Supplied for Want Week	3,815	3,862	7,677
Current Week Unfulfilled Demand	(1,340)	(598)	(1,938)
% Current Week Orders Supplied	74%	87%	80%



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

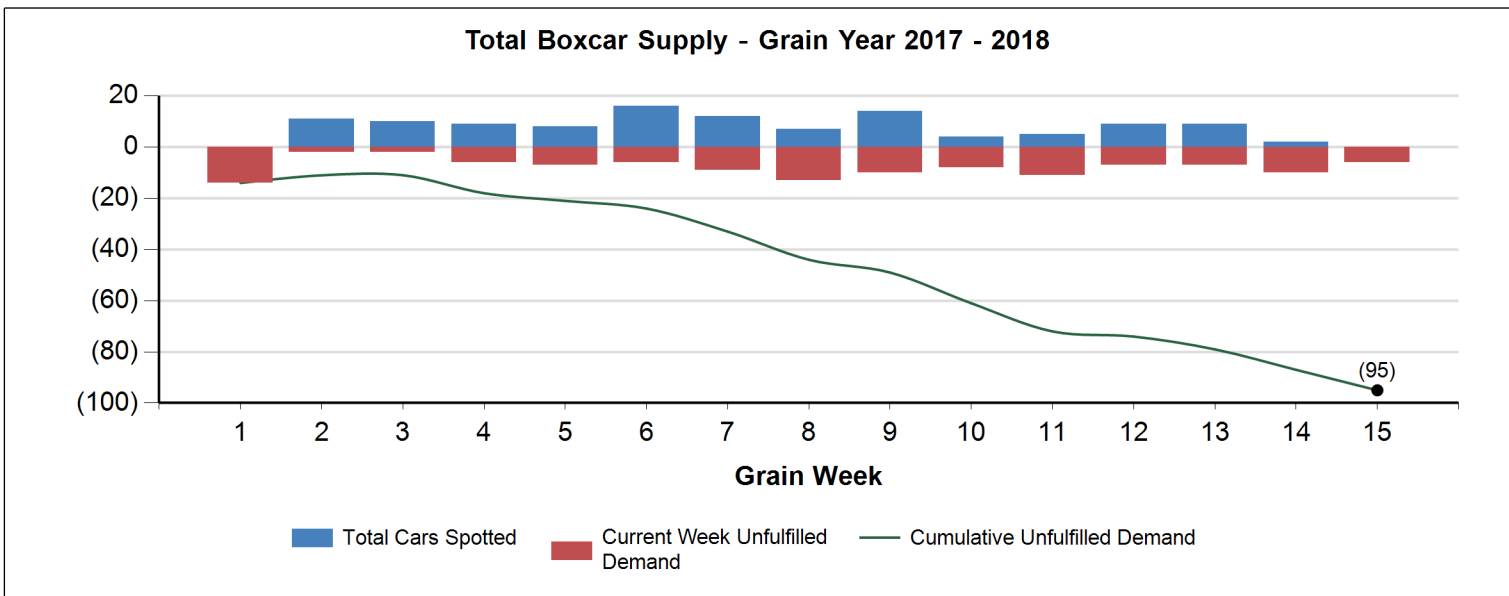
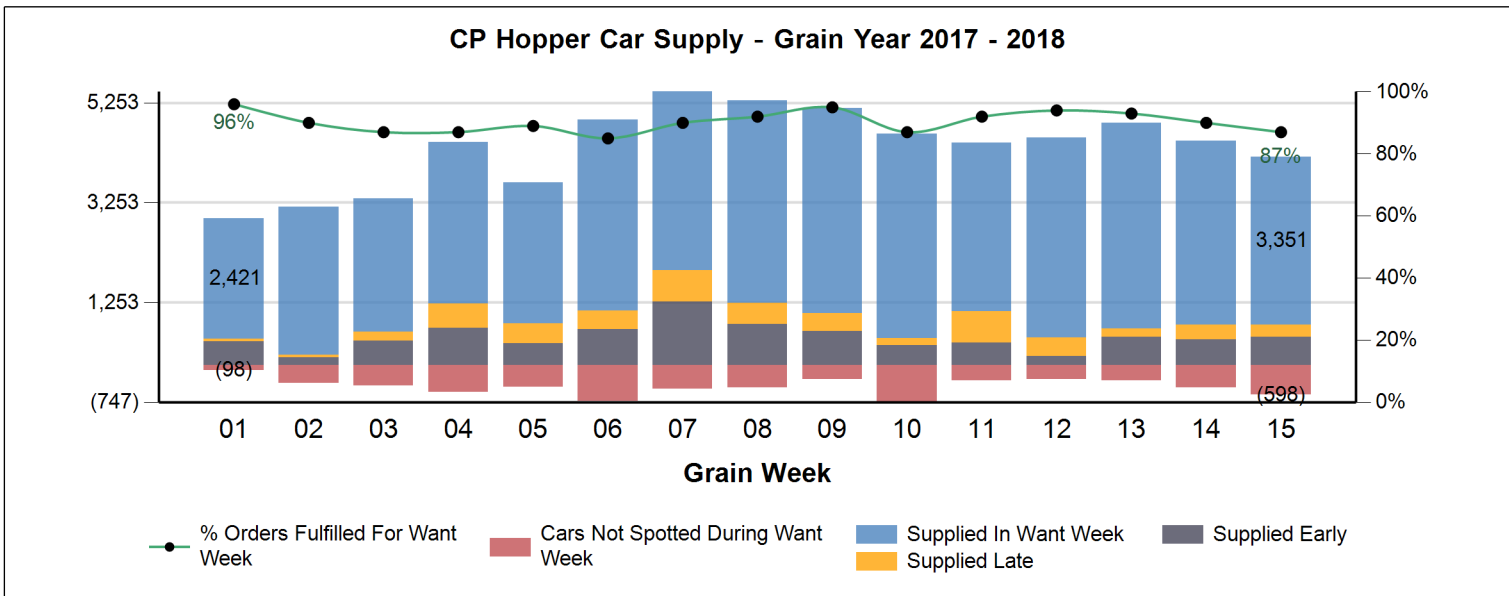
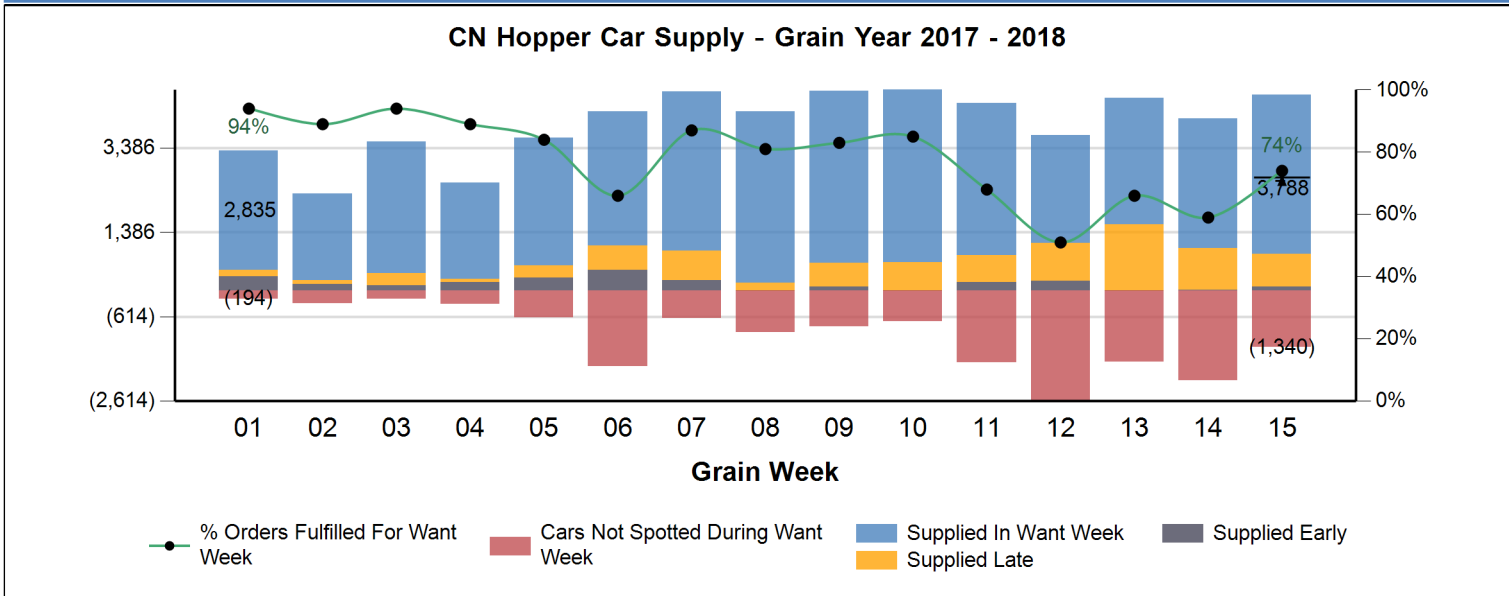
	Week 15		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	46	18	45	18
CP	51	46	55	50

Dwell Time (Hours) at Destination (All Traffic)

		Week 15		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	22	26	19	23
	CP	7	11	12	11
Thunder Bay	CN	29	56	46	56
	CP	32	26	39	33

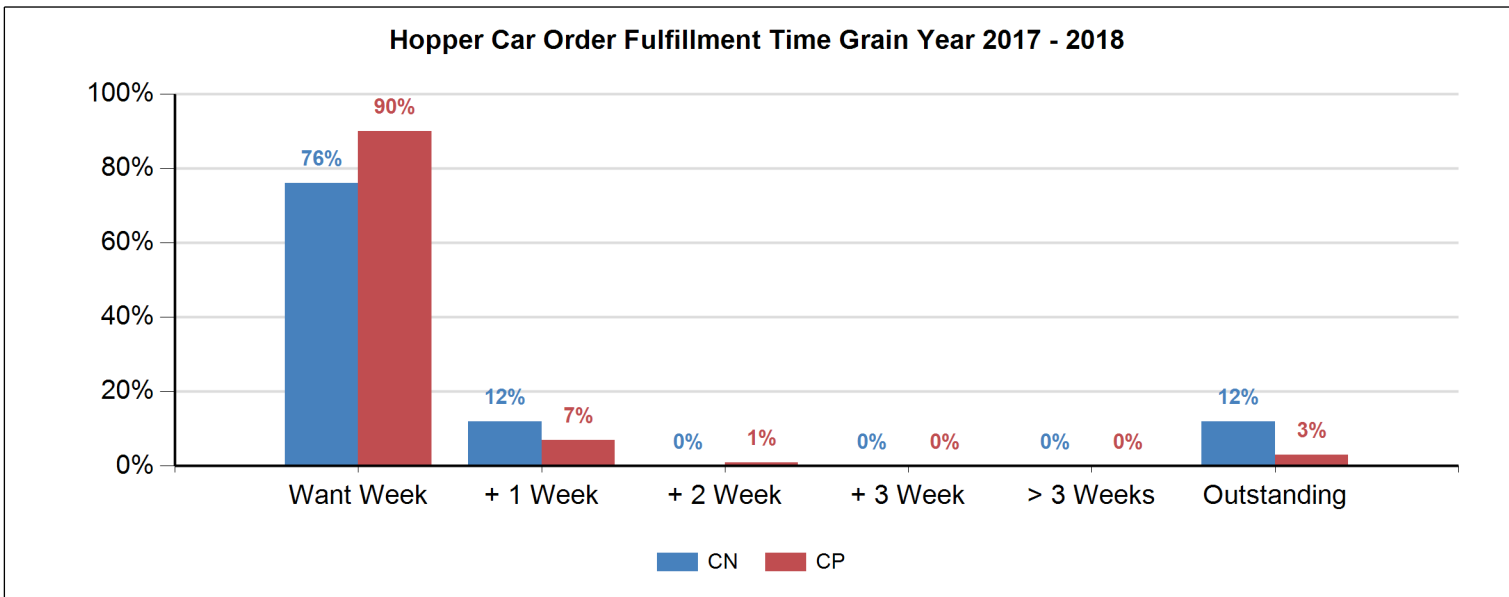
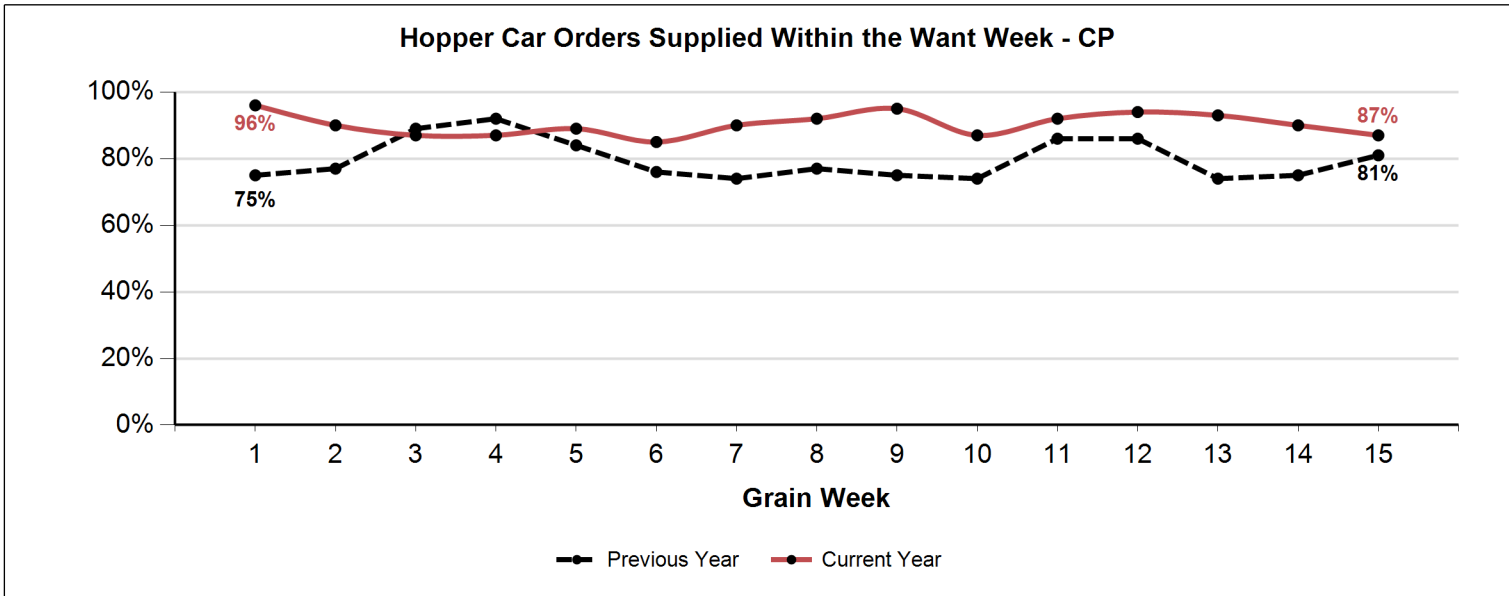
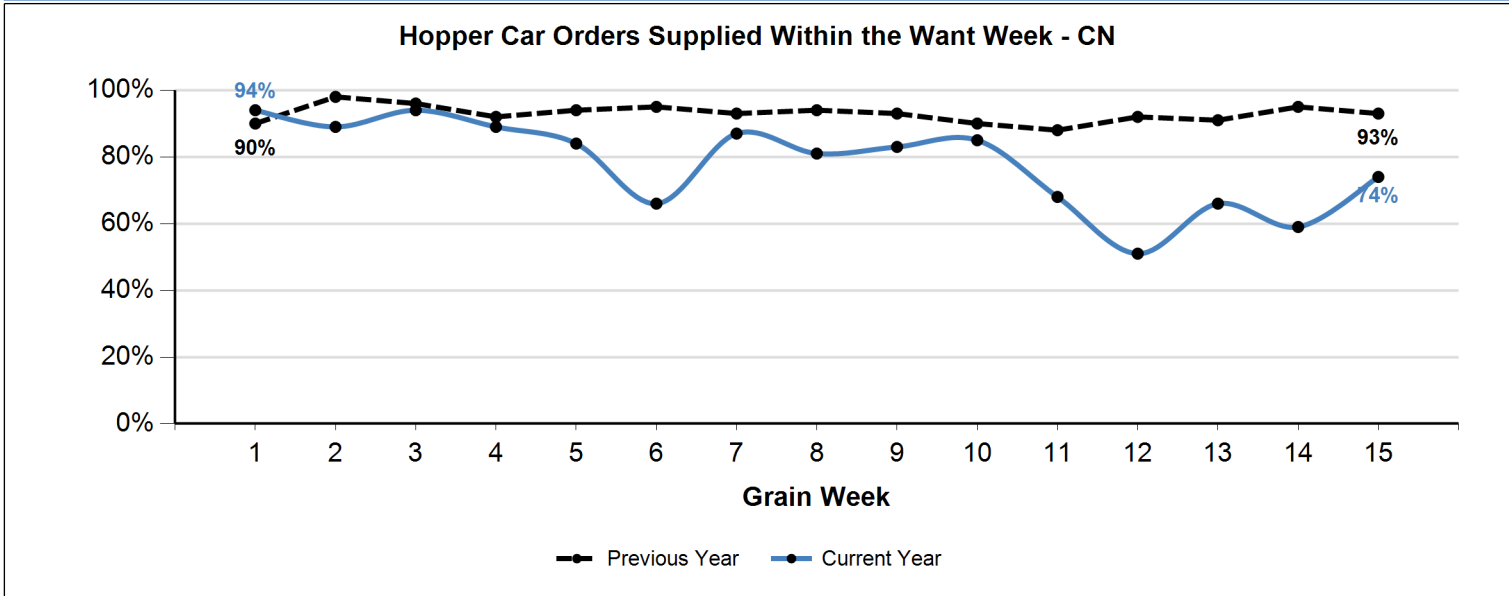


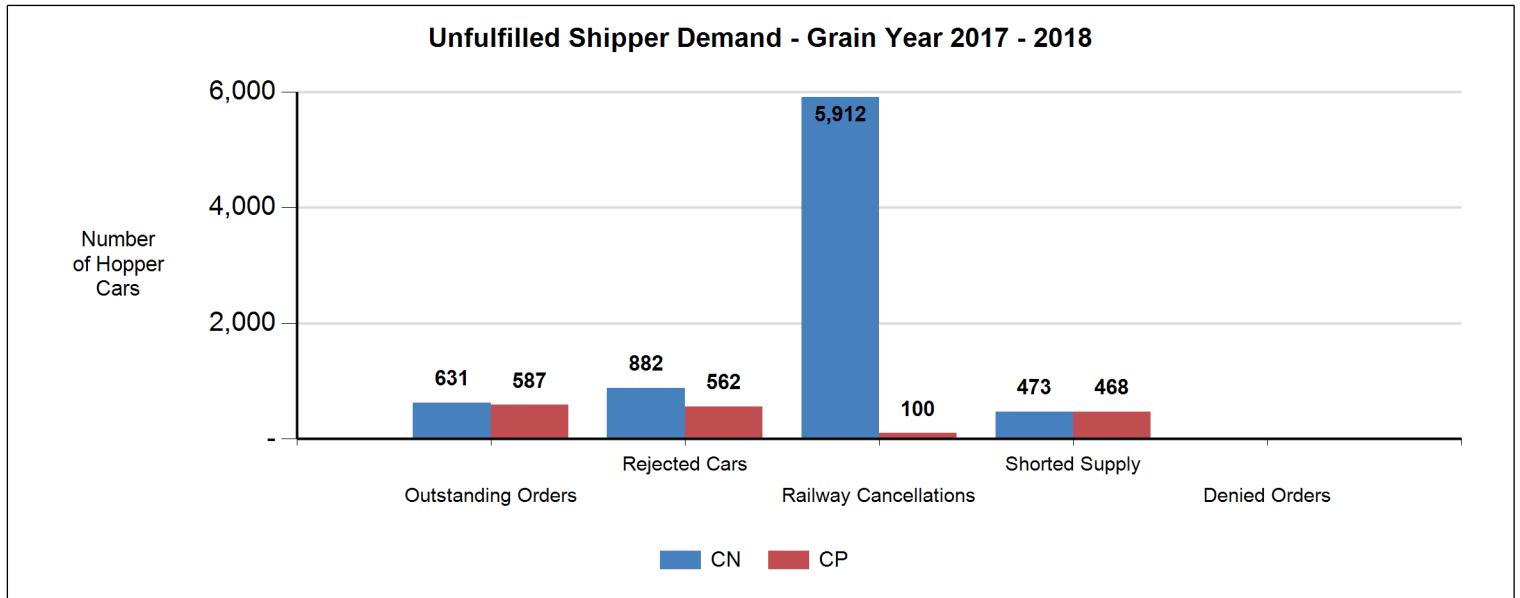
Weekly Performance Update - To Grain Week 15 (CY 2017)
Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 15 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





Corridor Performance

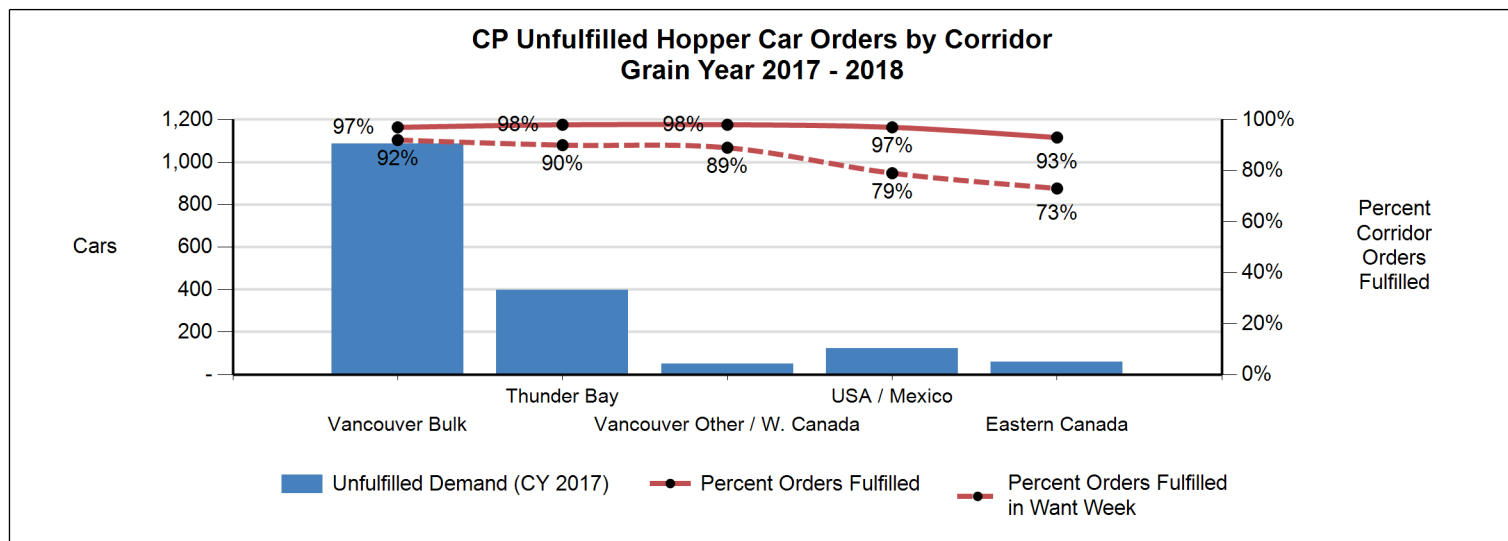
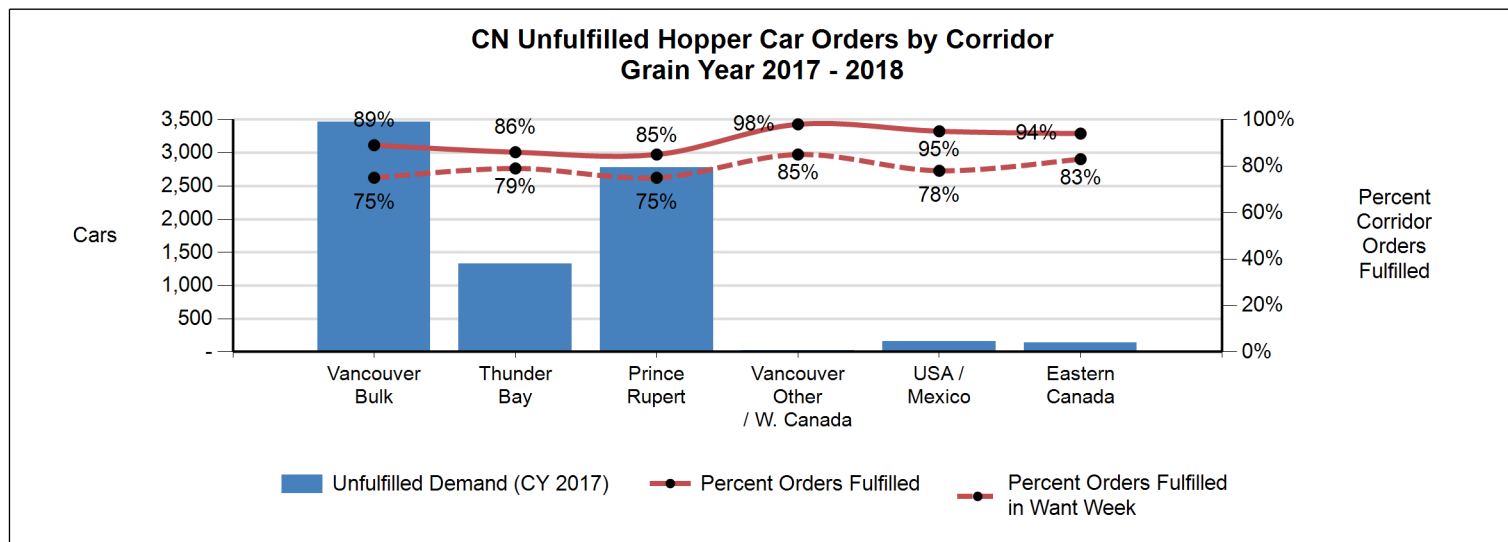
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 15

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	32,592	29,126	(3,466)	89%
	Thunder Bay	9,820	8,487	(1,333)	86%
	Prince Rupert	18,592	15,816	(2,776)	85%
	Vancouver Other / W. Canada	924	901	(23)	98%
	USA / Mexico	3,069	2,911	(158)	95%
	Eastern Canada	2,213	2,071	(142)	94%
Total		67,210	59,312	(7,898)	88%
CP	Vancouver Bulk	40,829	39,744	(1,085)	97%
	Thunder Bay	18,034	17,636	(398)	98%
	Vancouver Other / W. Canada	2,522	2,471	(51)	98%
	USA / Mexico	4,654	4,531	(123)	97%
	Eastern Canada	810	750	(60)	93%
Total		66,849	65,132	(1,717)	97%



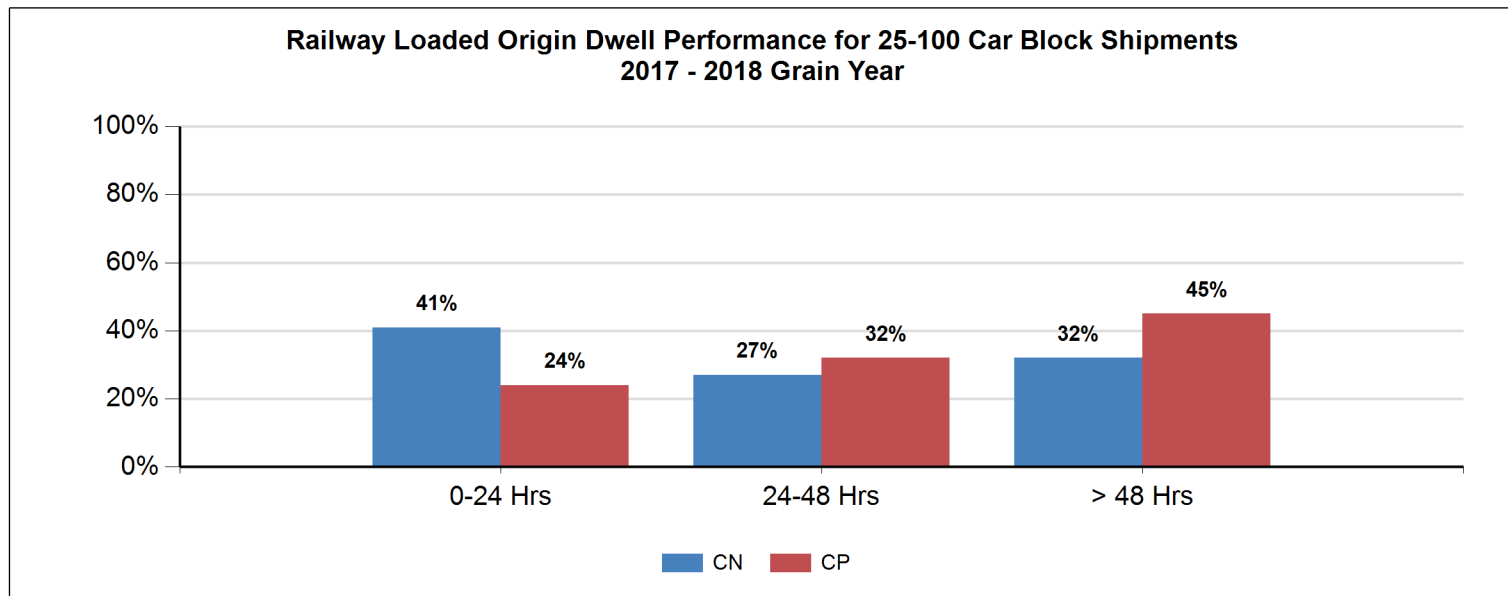
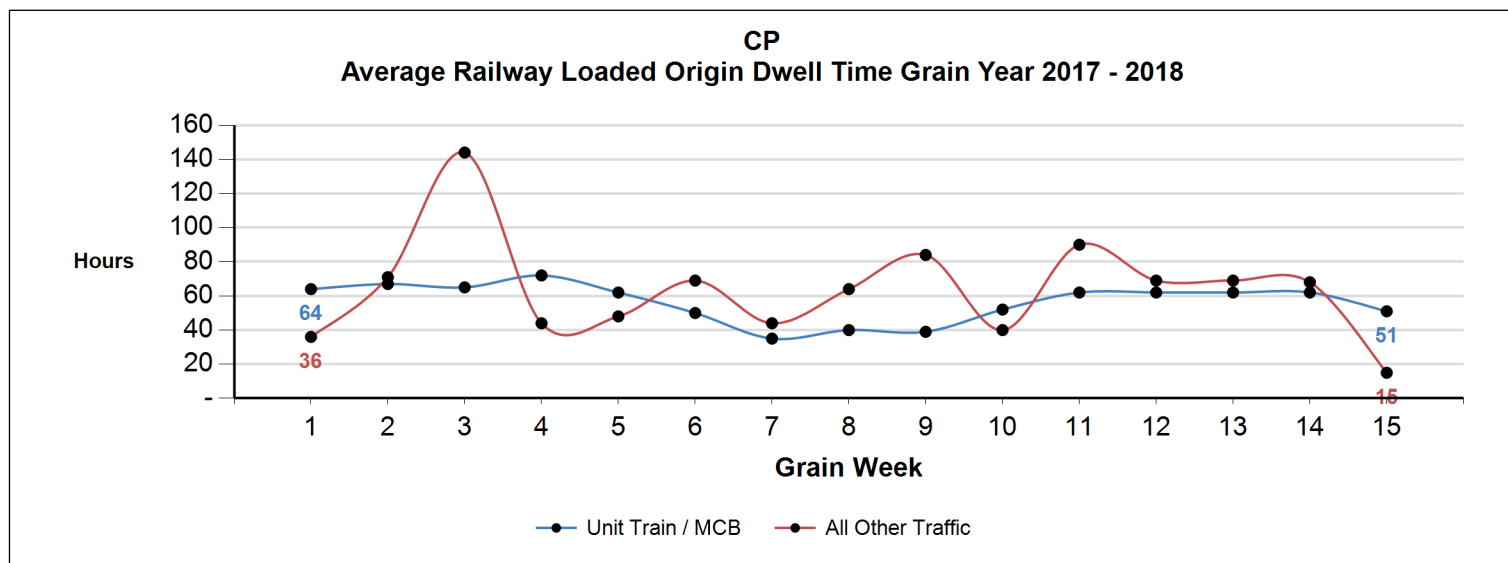
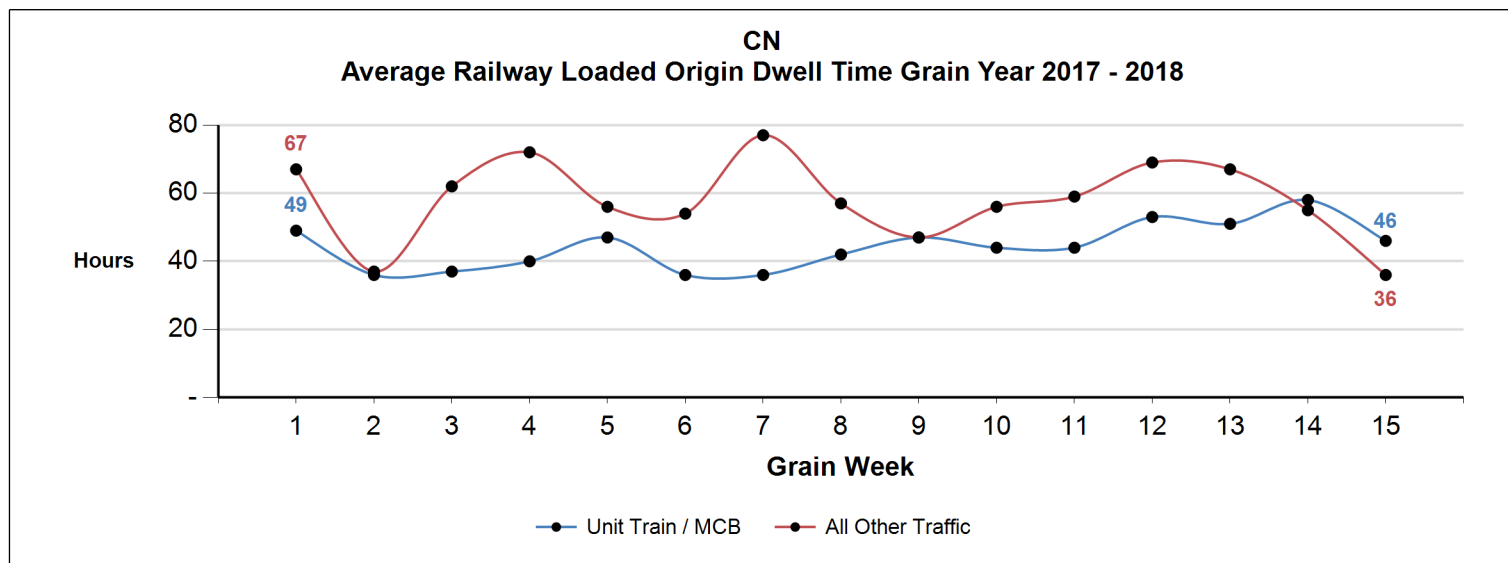
Hopper Cars Supplied in the Want Week by Corridor - To Week 15

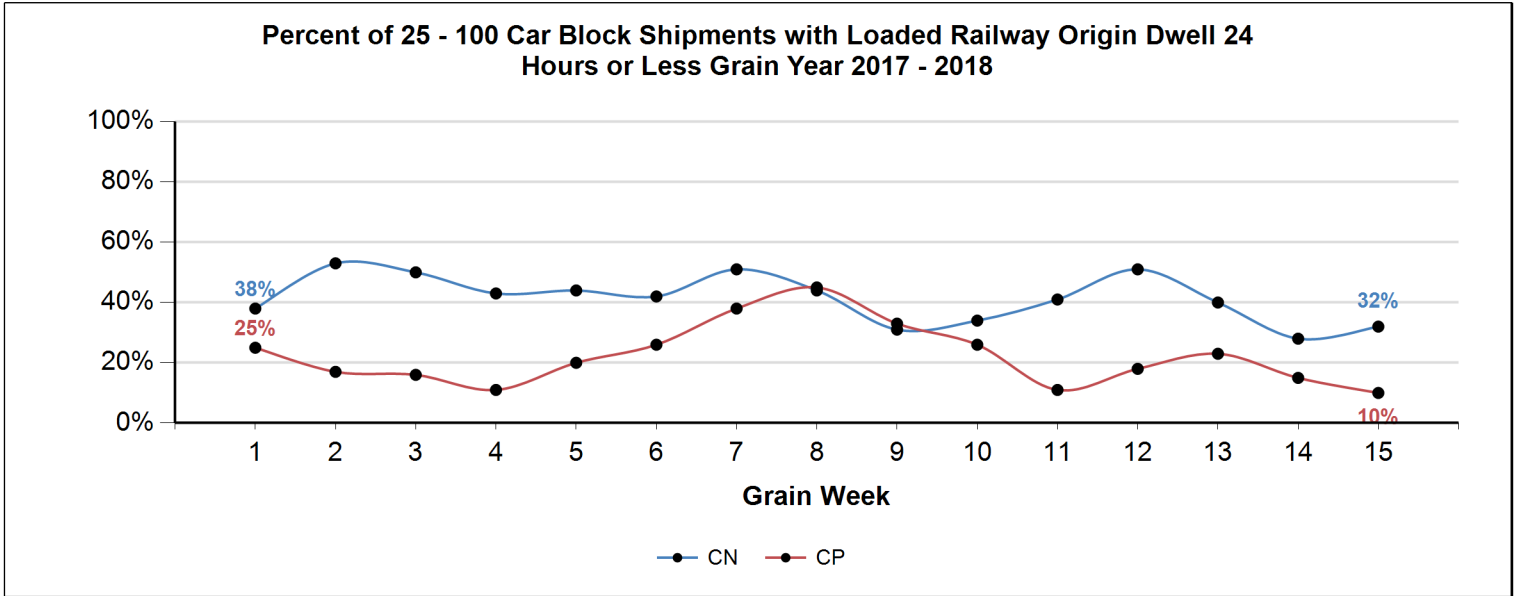
Railway	Corridor	Week 15			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,792	2,059	74%	32,592	24,502	75%
	Thunder Bay	700	401	57%	9,820	7,709	79%
	Prince Rupert	1,127	929	82%	18,592	13,905	75%
	Vancouver Other / W. Canada	69	69	100%	924	787	85%
	USA / Mexico	260	182	70%	3,069	2,397	78%
	Eastern Canada	207	175	85%	2,213	1,838	83%
	CN Total		5,155	3,815	74%	67,210	51,138
CP	Vancouver Bulk	3,316	2,846	86%	40,829	37,694	92%
	Thunder Bay	855	732	86%	18,034	16,157	90%
	Vancouver Other / W. Canada	66	63	95%	2,522	2,253	89%
	USA / Mexico	187	189	101%	4,654	3,684	79%
	Eastern Canada	36	32	89%	810	588	73%
CP Total		4,460	3,862	87%	66,849	60,376	90%



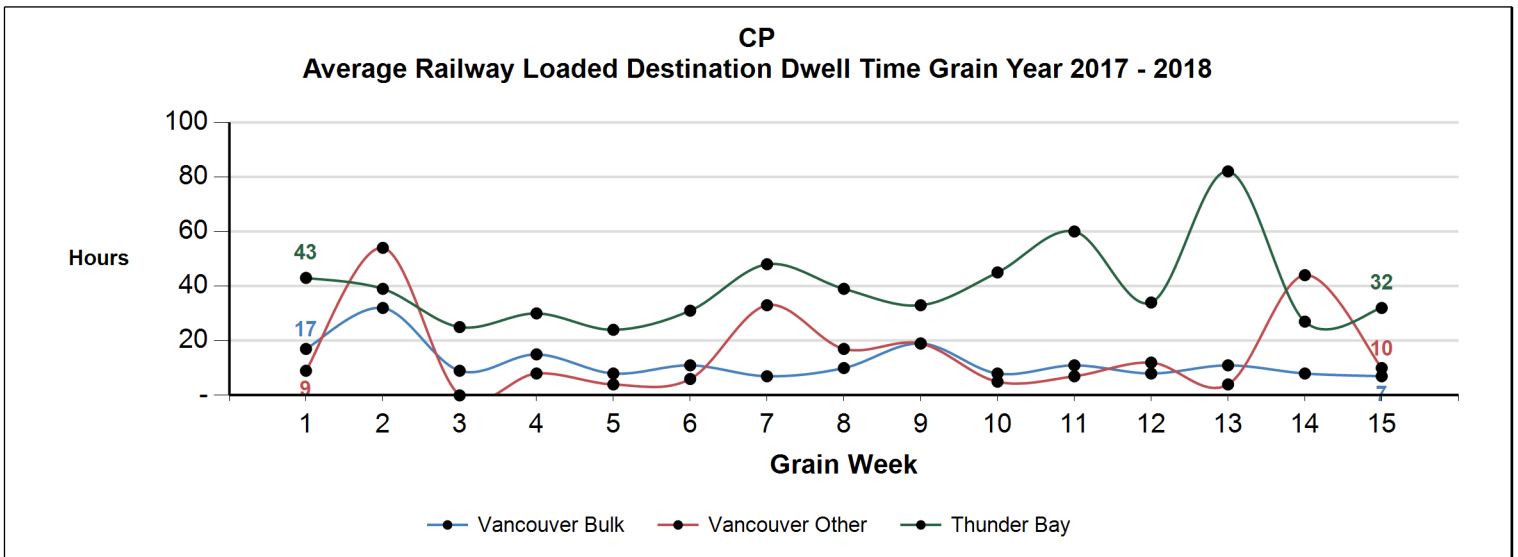
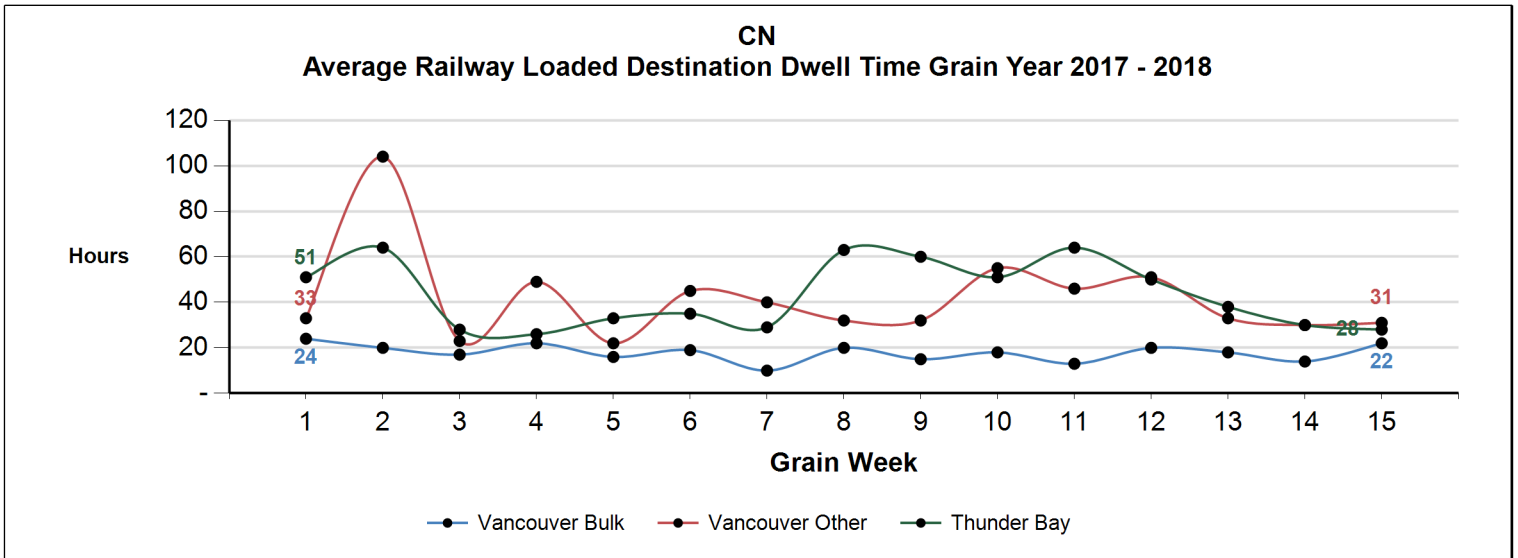


Origin Dwell Performance



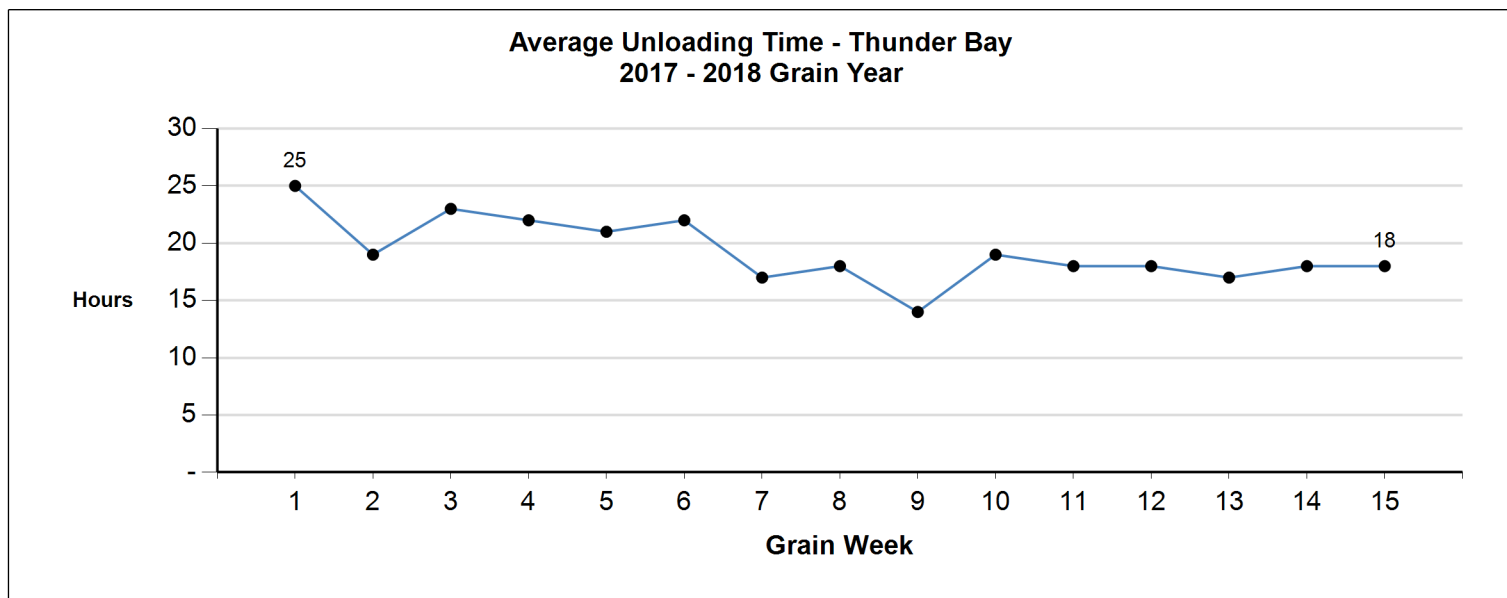
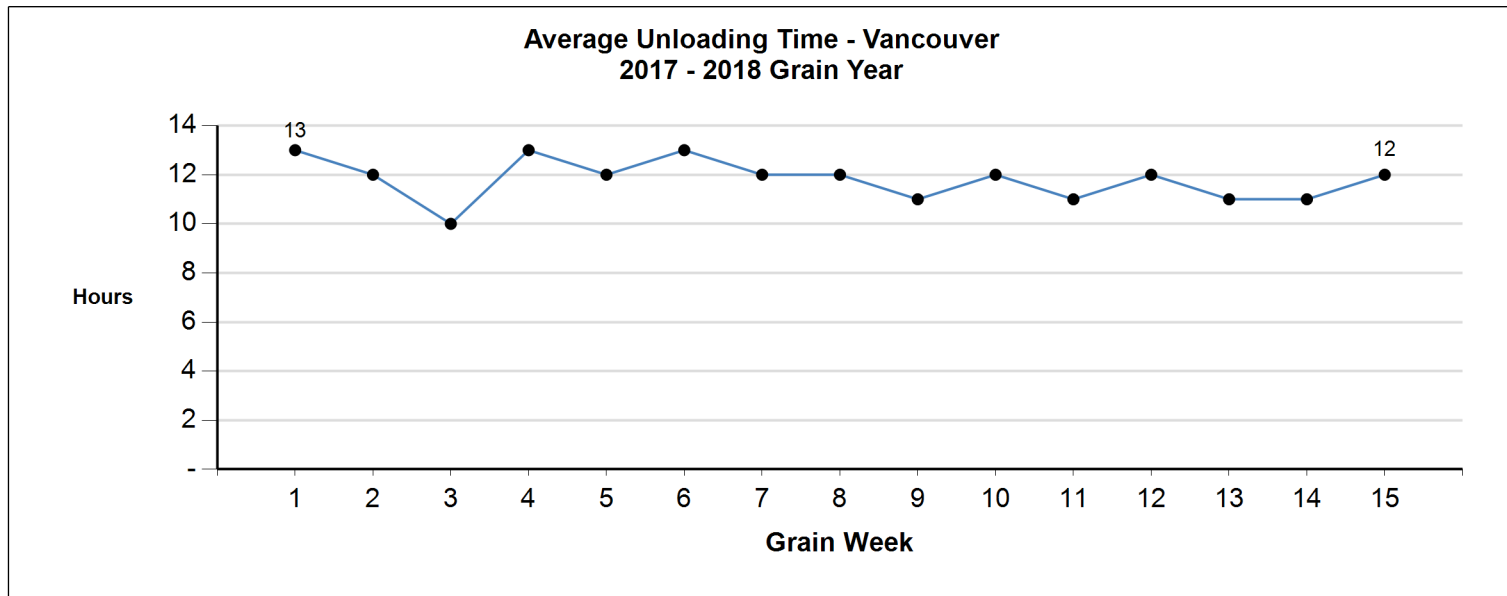


Destination Dwell Performance





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.