



## Performance Dashboard

### Hopper Car Demand

	Week 16			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	5,908	5,090	818	73,162	4,572	71,953	4,497	1,209	75
CP	4,144	4,544	(400)	70,990	4,436	69,168	4,323	1,822	113
<b>Total</b>	<b>10,052</b>	<b>9,634</b>	<b>418</b>	<b>144,152</b>	<b>9,008</b>	<b>141,121</b>	<b>8,820</b>	<b>3,031</b>	<b>188</b>

### Cars Shipped

Railway	Corridor	Week 16	YTD
CN	N.A. Domestic	363	5,625
	Prince Rupert	758	16,638
	Thunder Bay	631	8,989
	Vancouver	2,339	31,892
<b>Total</b>		<b>4,091</b>	<b>63,144</b>
CP	N.A. Domestic	207	5,881
	Thunder Bay	769	18,654
	Vancouver	2,516	44,503
<b>Total</b>		<b>3,492</b>	<b>69,038</b>

### Empty Hopper Cars Supplied - Week 16 (All Want Weeks)

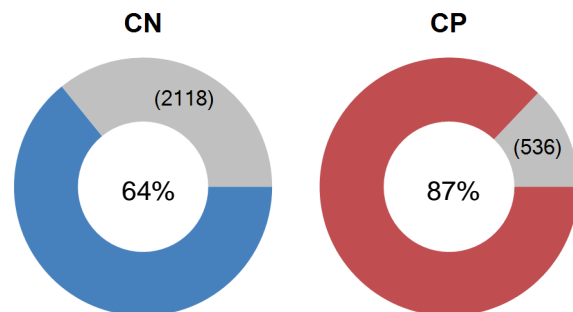
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,690	4,405	613	301	59	229	4,362	4,935
CP	3,154	3,426	545	558	5	418	3,704	4,402
<b>Total</b>	<b>6,844</b>	<b>7,831</b>	<b>1,158</b>	<b>859</b>	<b>64</b>	<b>647</b>	<b>8,066</b>	<b>9,337</b>

### Supplied by Block Size

Block Size	Week 16			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	2%	2%
25	4%	3%	4%	4%	2%	3%
50	15%	8%	12%	13%	11%	12%
100	79%	87%	83%	81%	85%	83%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,908	4,144	10,052
Current Week Order Fulfillment			
Supplied in Current Week	3,690	3,154	6,844
Supplied Early	100	454	554
<b>Total Cars Supplied for Want Week</b>	<b>3,790</b>	<b>3,608</b>	<b>7,398</b>
Current Week Unfulfilled Demand	(2,118)	(536)	(2,654)
% Current Week Orders Supplied	64%	87%	74%



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

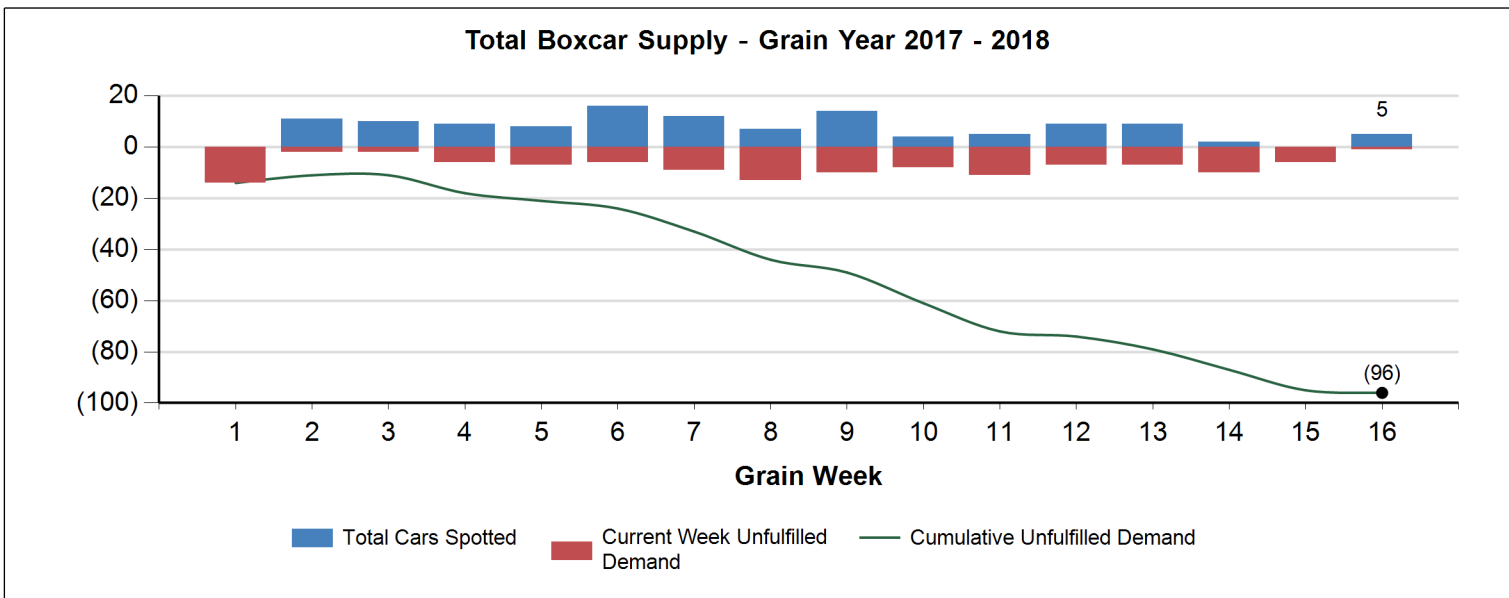
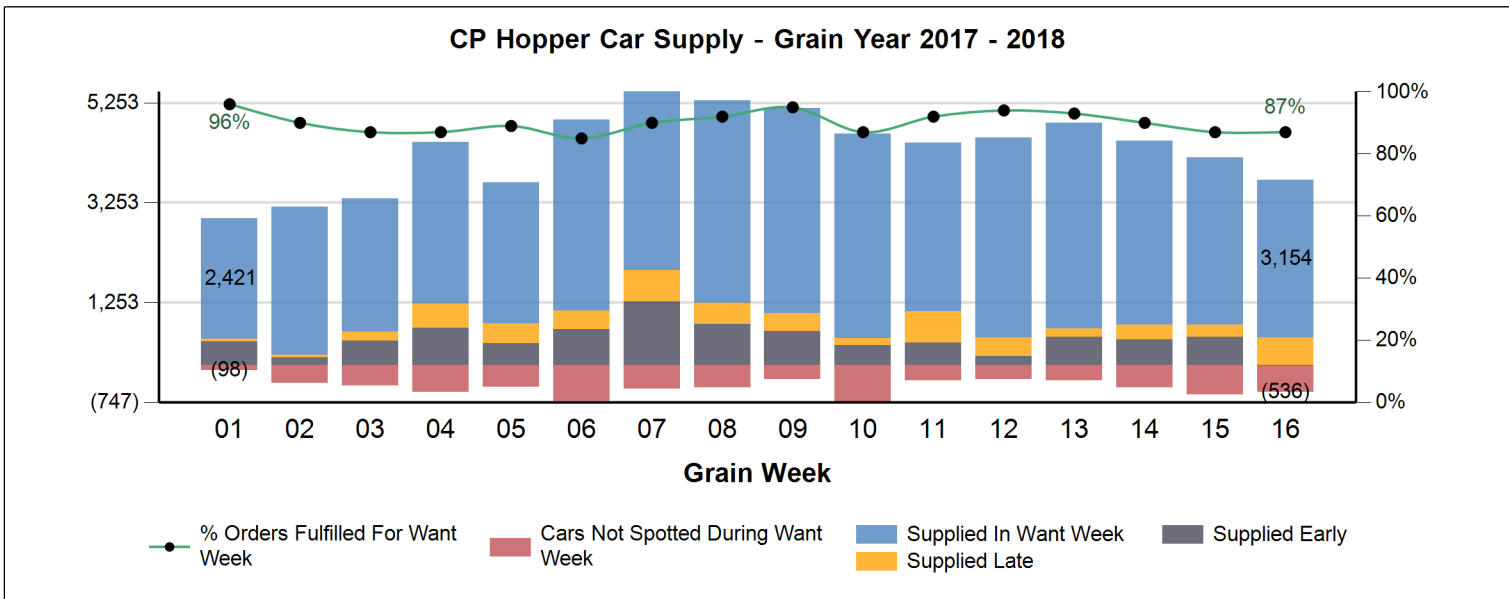
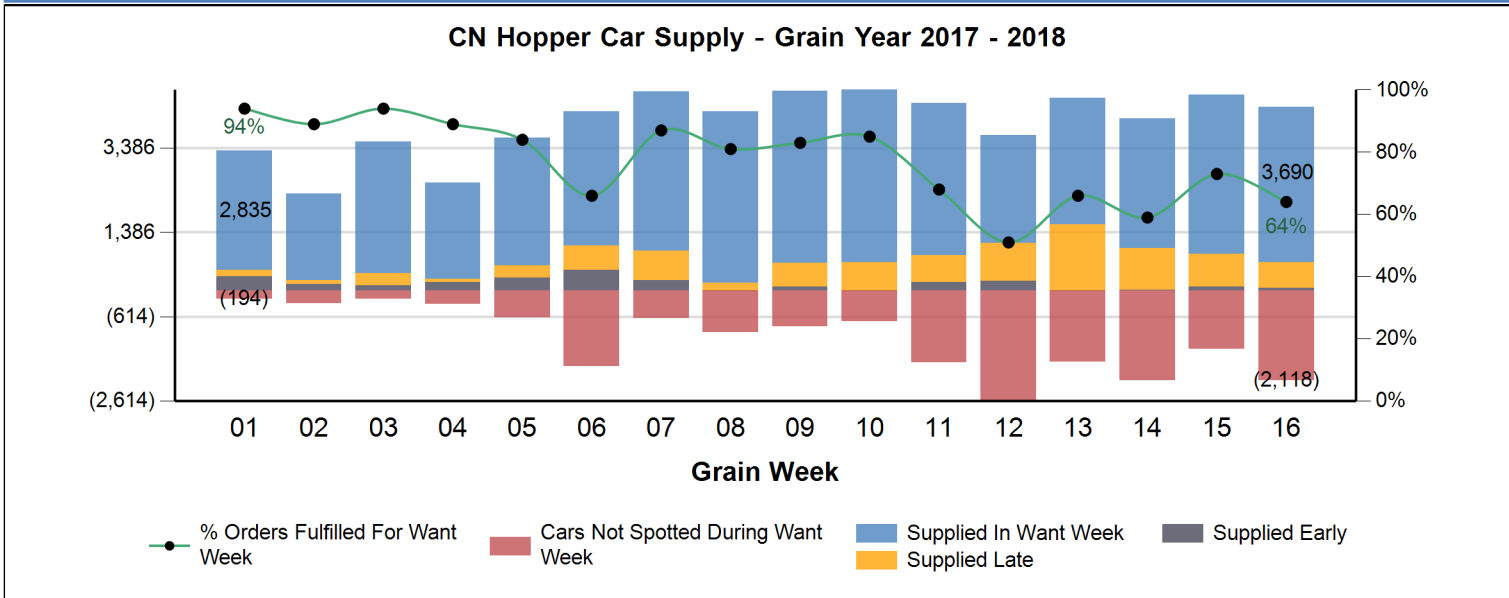
	Week 16		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	46	17	47	18
CP	71	56	58	51

### Dwell Time (Hours) at Destination (All Traffic)

		Week 16		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	18	19	19	23
	CP	7	10	11	11
Thunder Bay	CN	27	74	44	57
	CP	35	32	39	33

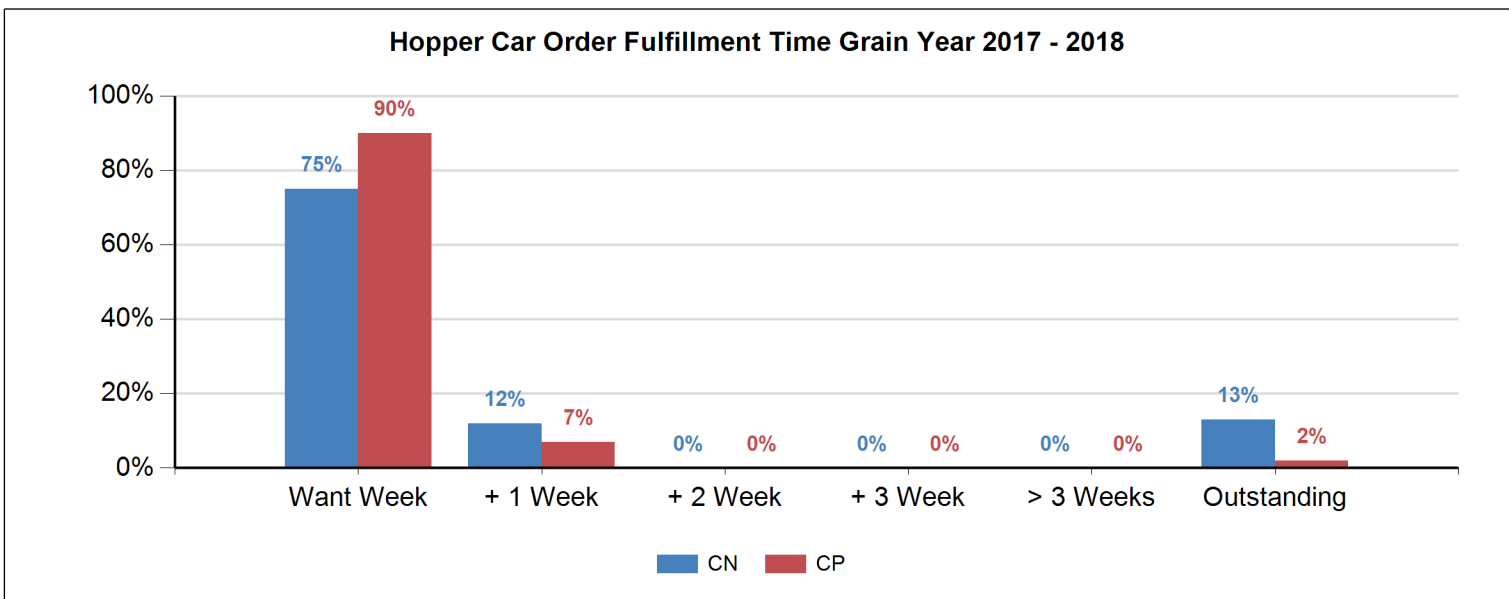
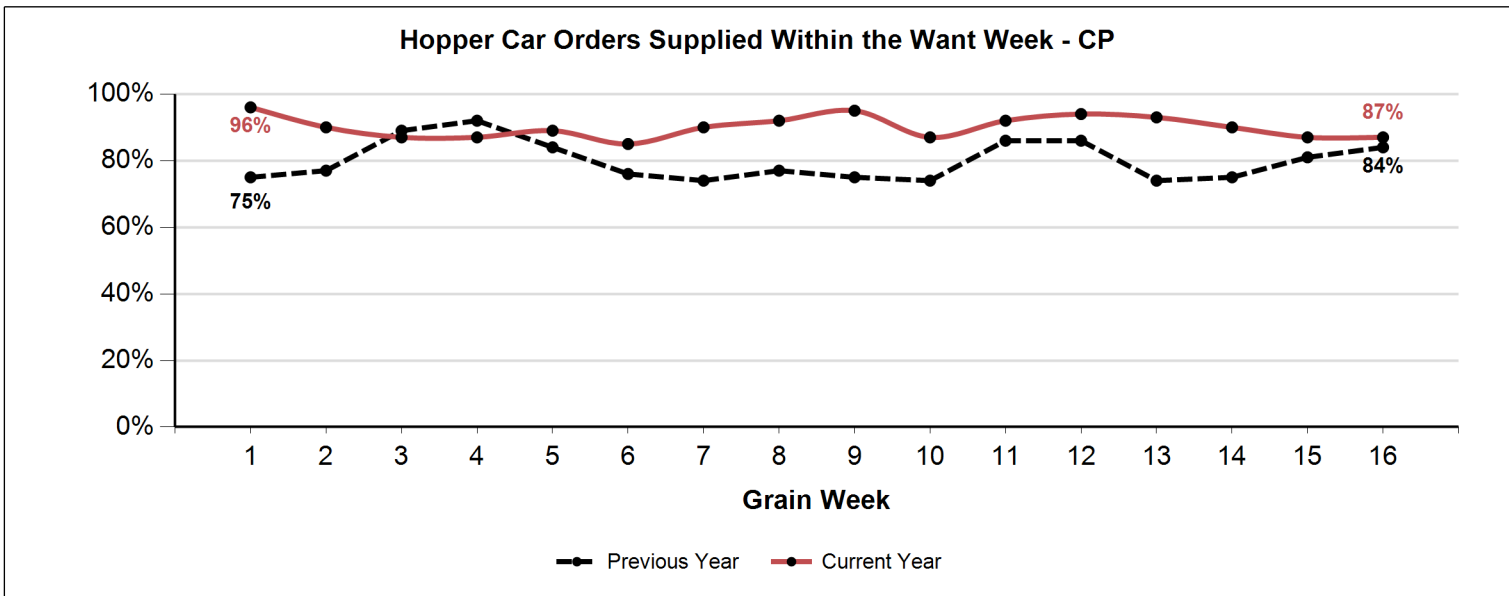
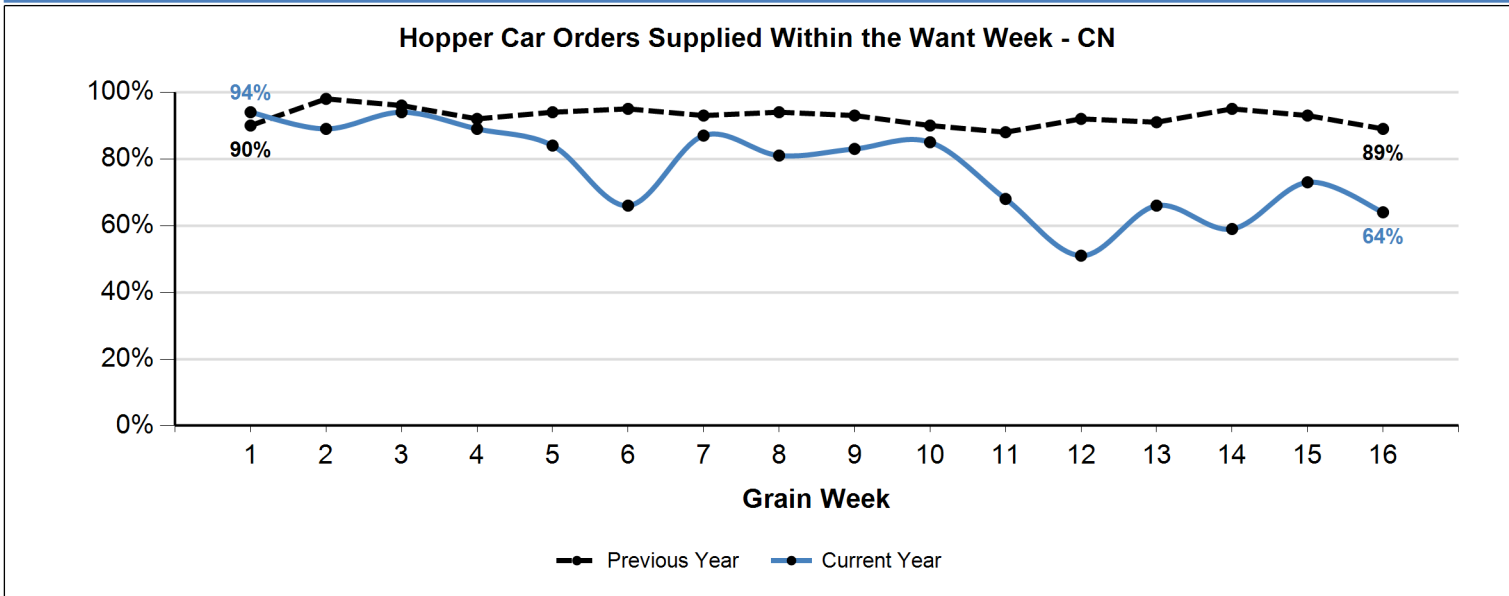


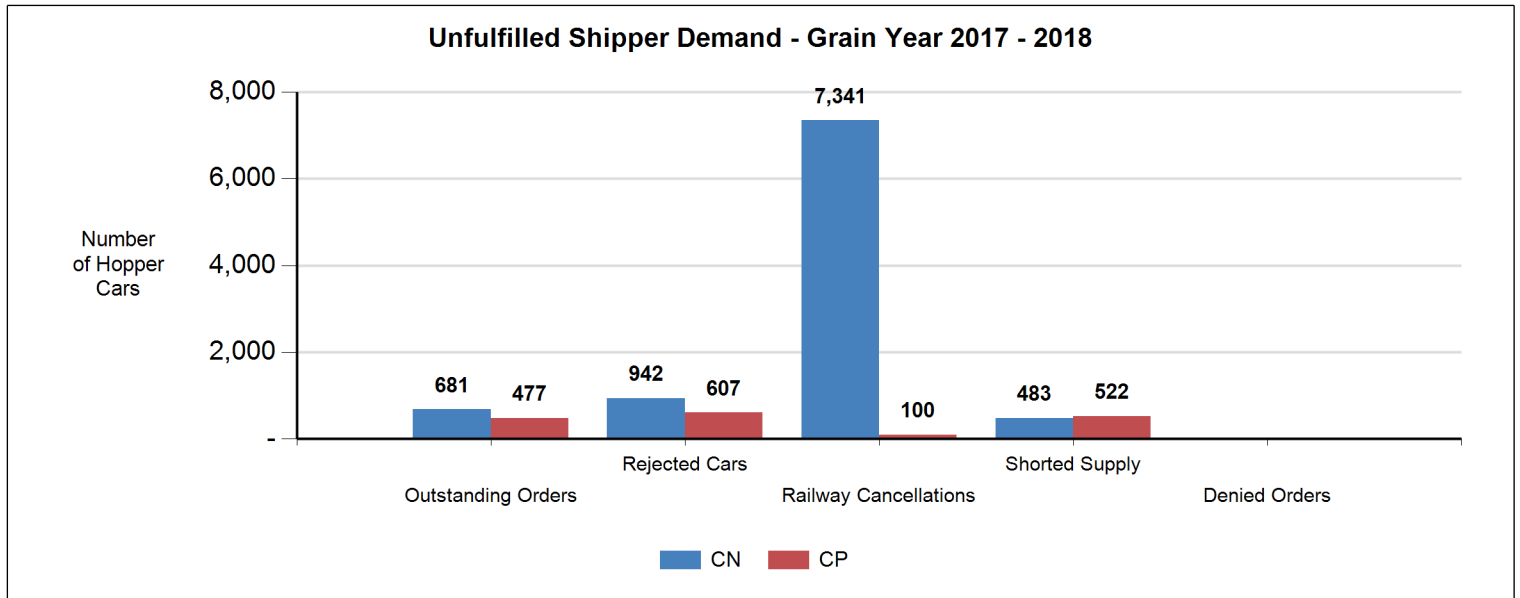
Weekly Performance Update - To Grain Week 16 (CY 2017)  
Covering 90% of grain movement originating in Western Canada





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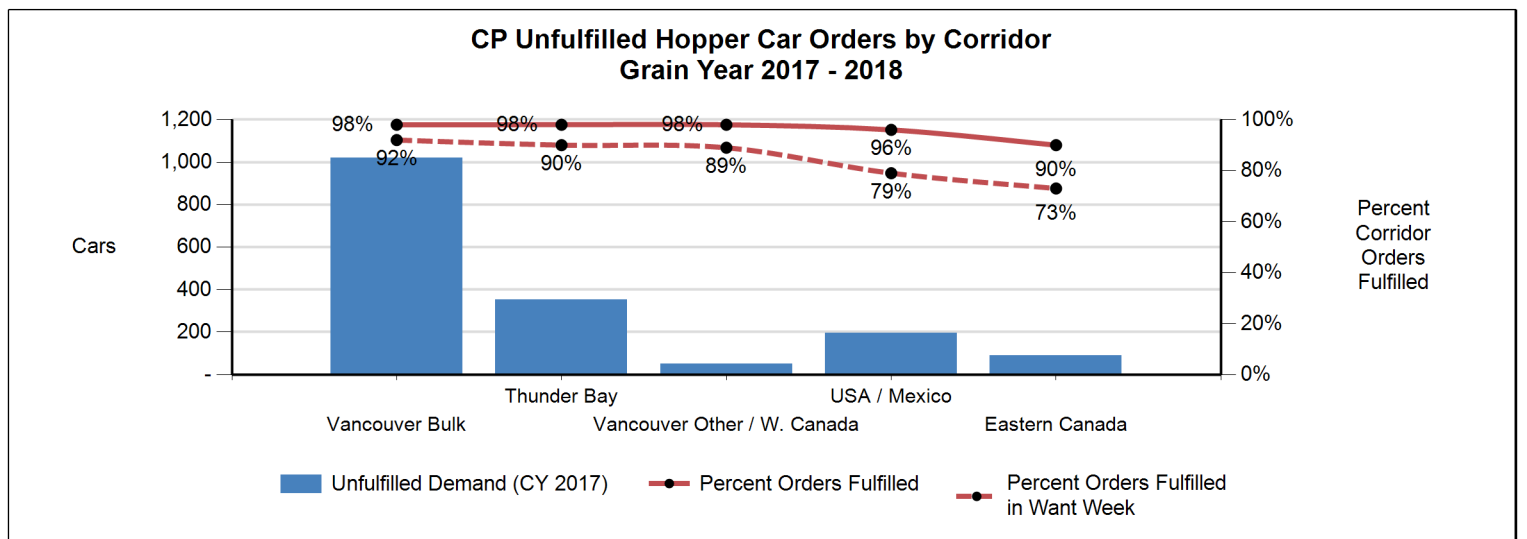
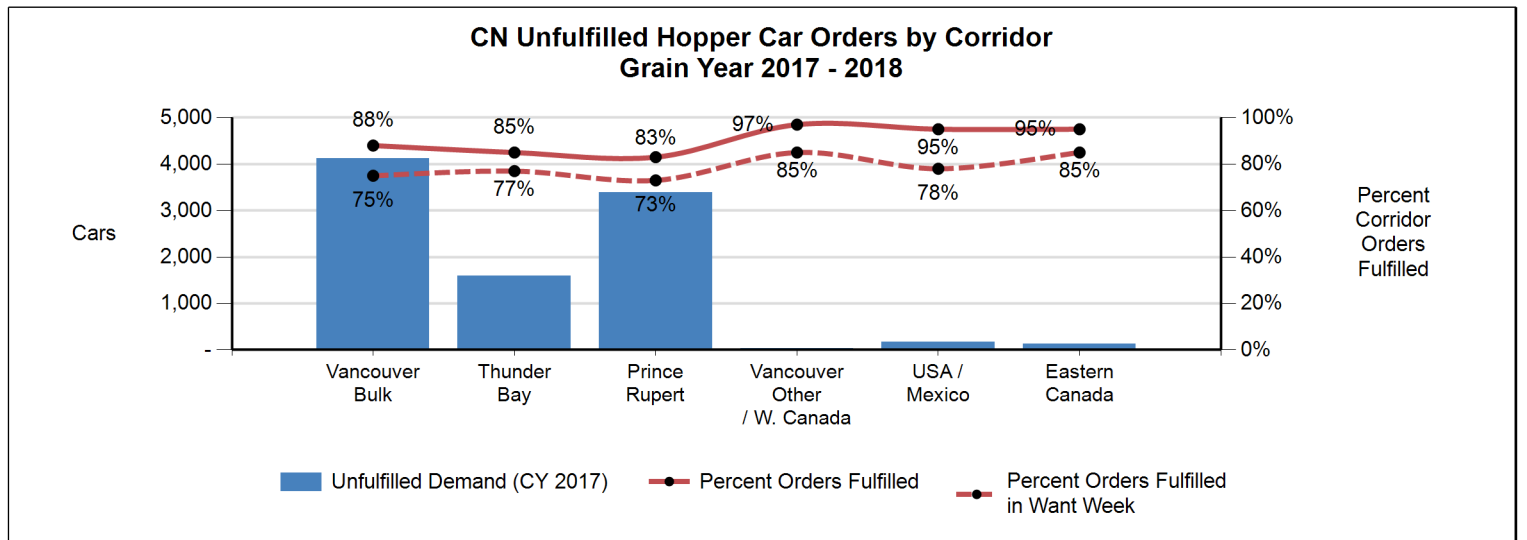
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 16

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	35,609	31,484	(4,125)	88%
	Thunder Bay	10,817	9,219	(1,598)	85%
	Prince Rupert	19,996	16,605	(3,391)	83%
	Vancouver Other / W. Canada	966	939	(27)	97%
	USA / Mexico	3,251	3,080	(171)	95%
	Eastern Canada	2,523	2,388	(135)	95%
<b>Total</b>		<b>73,162</b>	<b>63,715</b>	<b>(9,447)</b>	<b>87%</b>
CP	Vancouver Bulk	43,515	42,495	(1,020)	98%
	Thunder Bay	19,059	18,707	(352)	98%
	Vancouver Other / W. Canada	2,554	2,503	(51)	98%
	USA / Mexico	4,938	4,744	(194)	96%
	Eastern Canada	924	835	(89)	90%
<b>Total</b>		<b>70,990</b>	<b>69,284</b>	<b>(1,706)</b>	<b>98%</b>

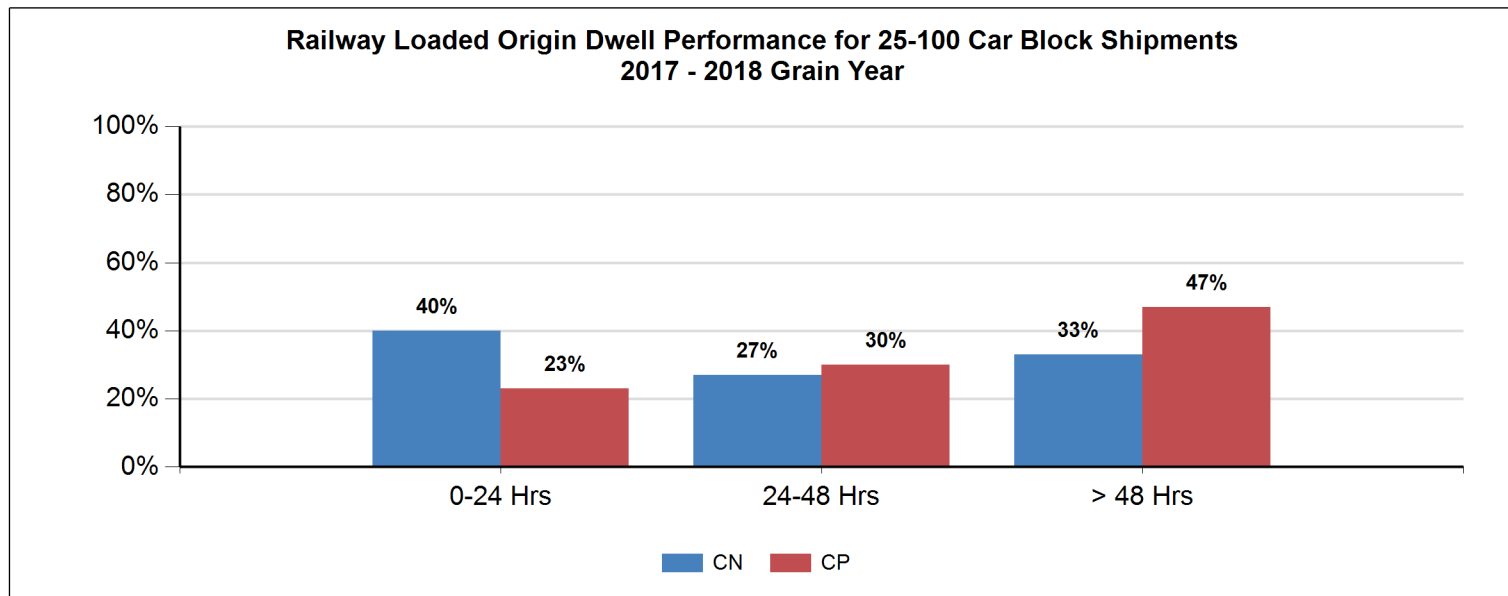
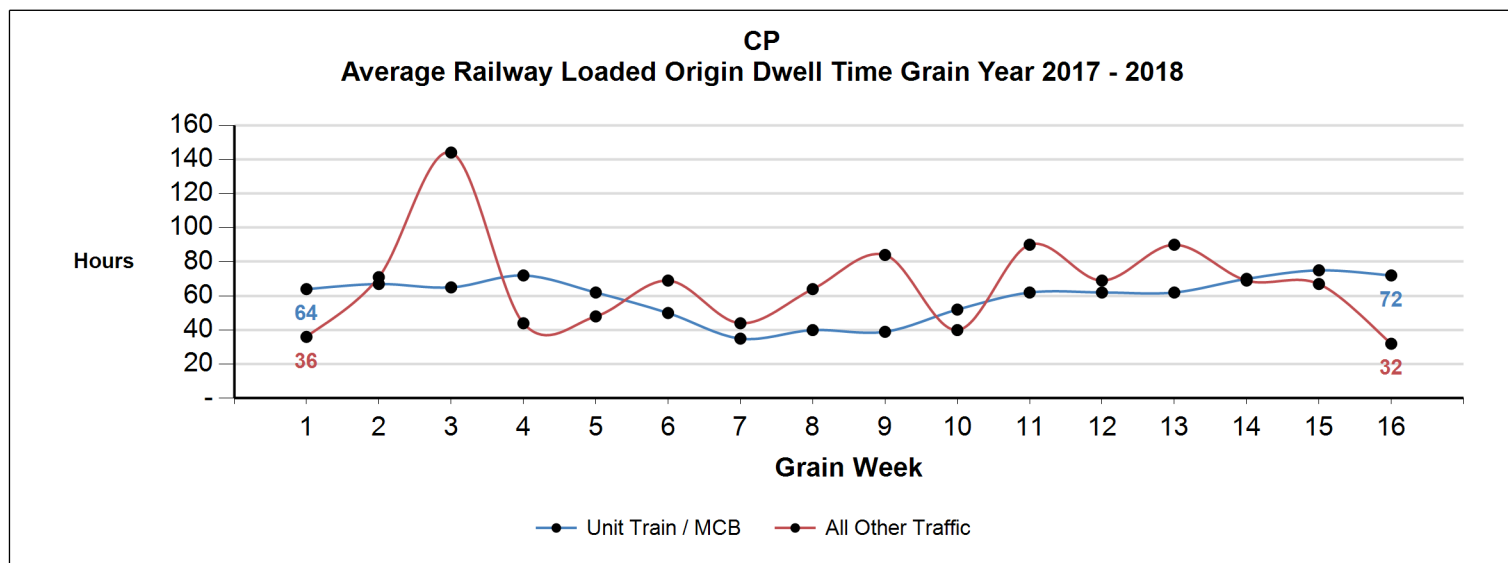
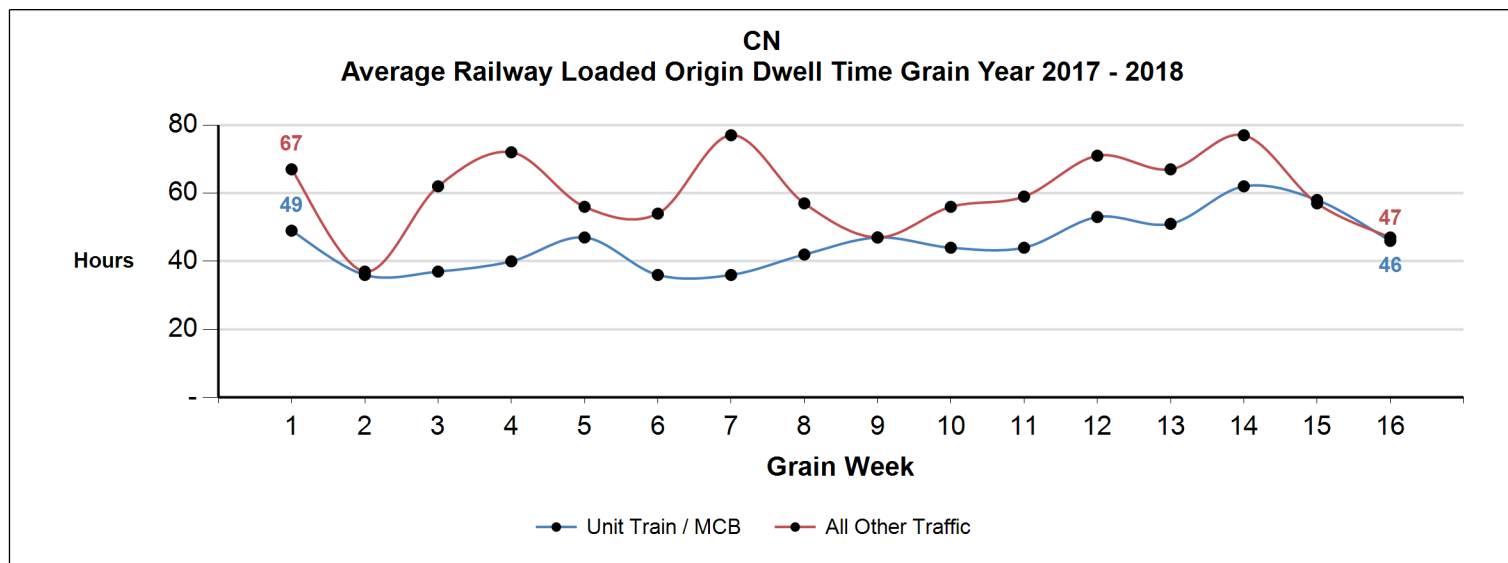
Hopper Cars Supplied in the Want Week by Corridor - To Week 16

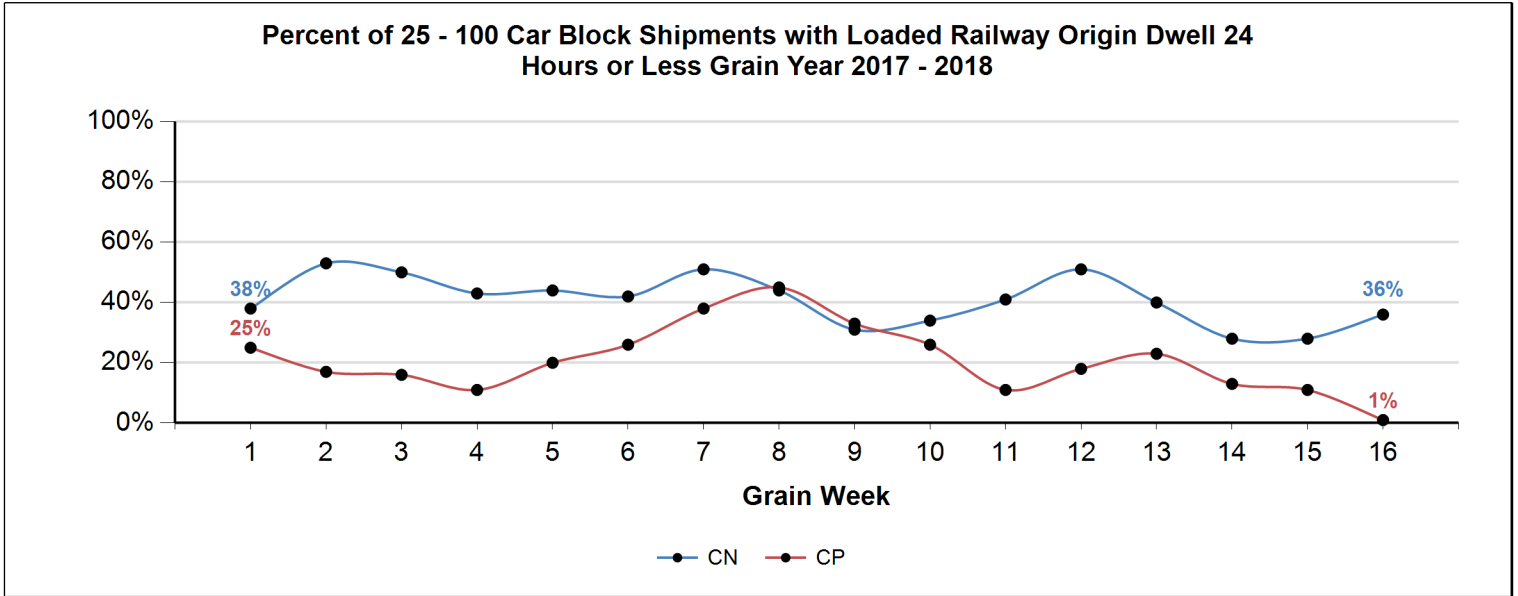
Railway	Corridor	Week 16			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	3,025	2,102	69%	35,609	26,604	75%
	Thunder Bay	947	603	64%	10,817	8,312	77%
	Prince Rupert	1,404	628	45%	19,996	14,533	73%
	Vancouver Other / W. Canada	40	37	93%	966	824	85%
	USA / Mexico	182	124	68%	3,251	2,521	78%
	Eastern Canada	310	296	95%	2,523	2,134	85%
	<b>CN Total</b>		<b>5,908</b>	<b>3,790</b>	<b>64%</b>	<b>73,162</b>	<b>54,928</b>
CP	Vancouver Bulk	2,686	2,319	86%	43,515	40,013	92%
	Thunder Bay	1,028	961	93%	19,059	17,118	90%
	Vancouver Other / W. Canada	32	28	88%	2,554	2,280	89%
	USA / Mexico	284	213	75%	4,938	3,897	79%
	Eastern Canada	114	87	76%	924	675	73%
<b>CP Total</b>		<b>4,144</b>	<b>3,608</b>	<b>87%</b>	<b>70,990</b>	<b>63,983</b>	<b>90%</b>



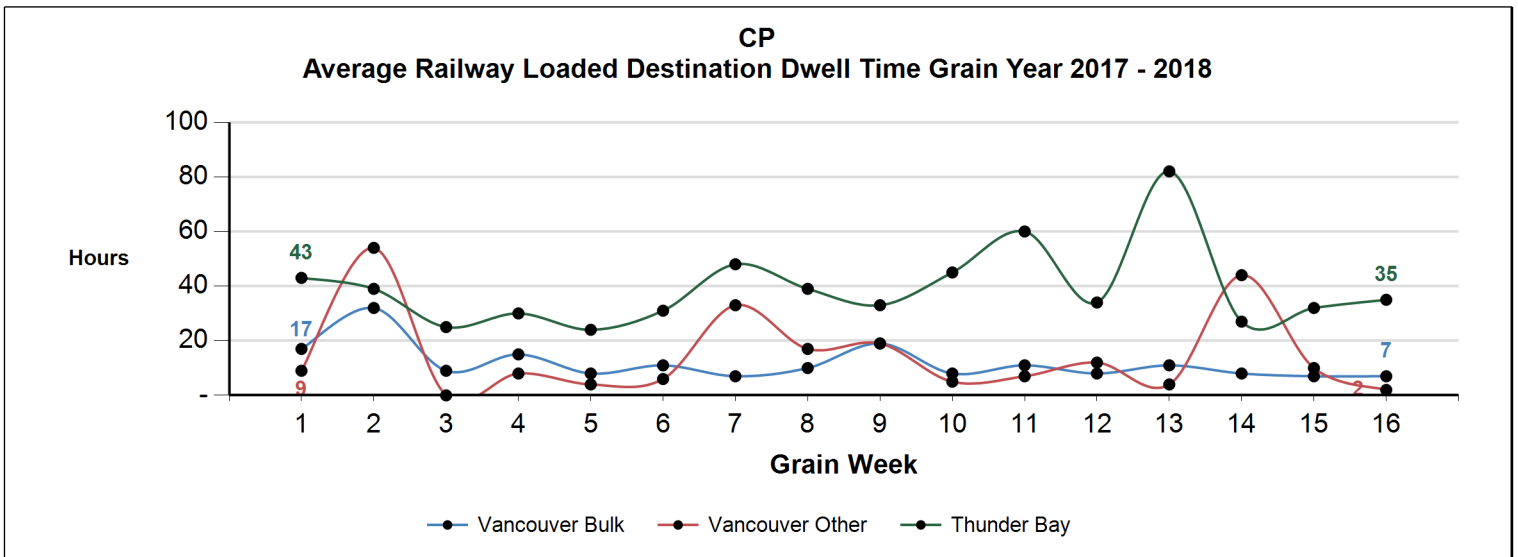
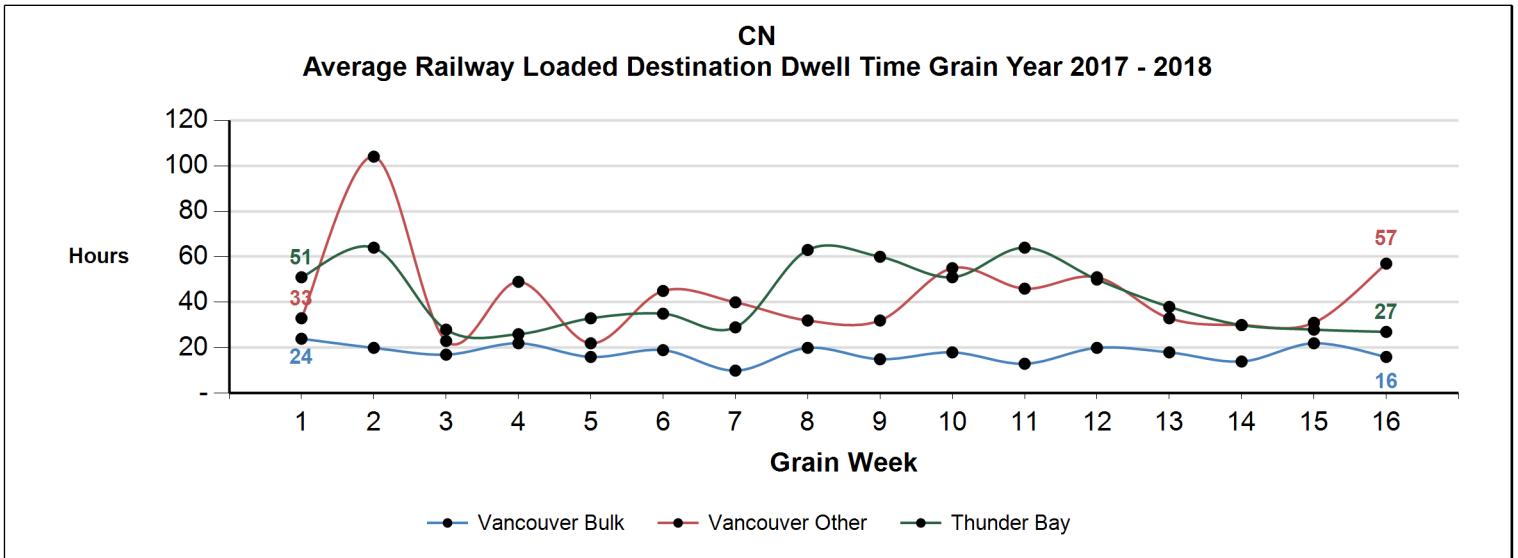


Origin Dwell Performance



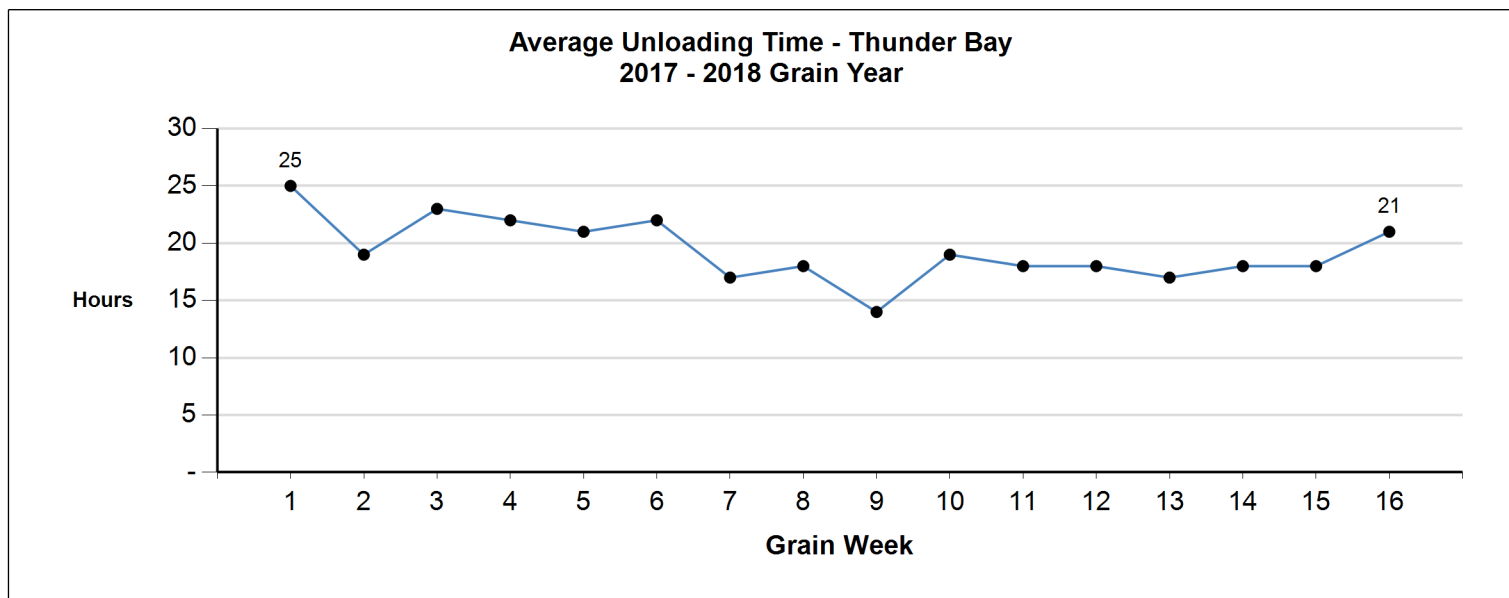
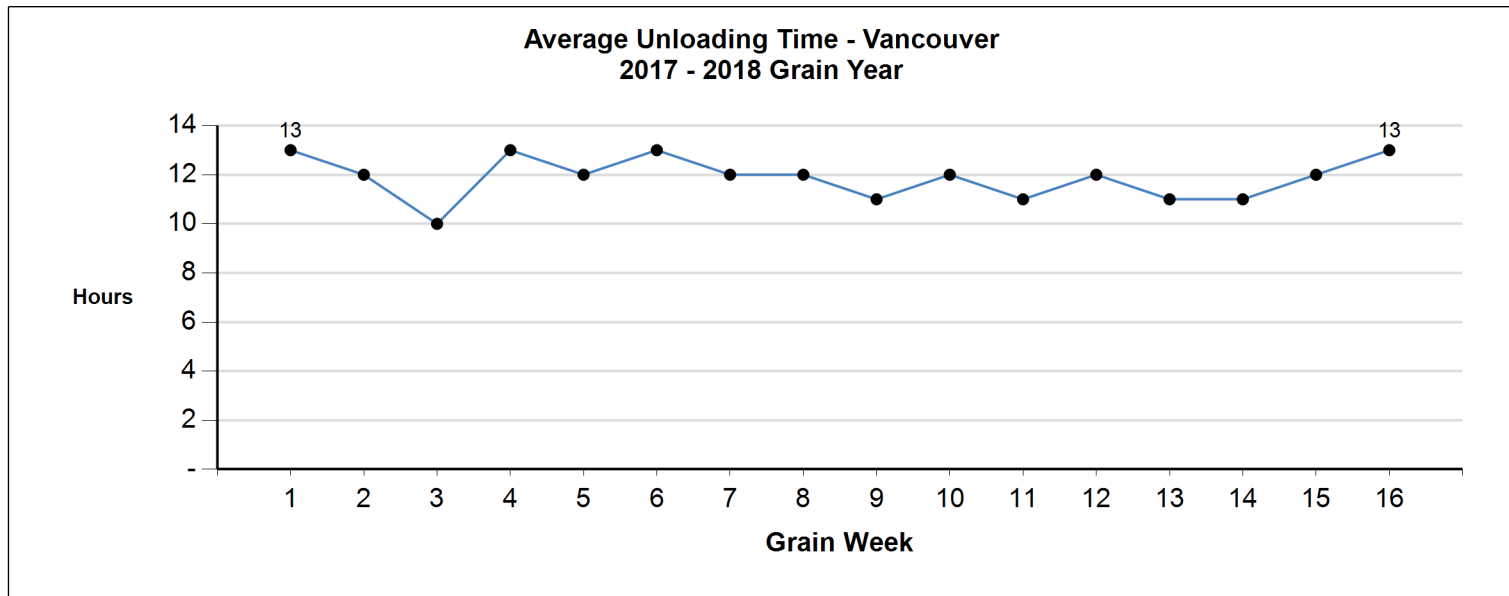


## Destination Dwell Performance





### 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.