



Performance Dashboard

Hopper Car Demand

	Week 17			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	4,937	4,999	(62)	78,099	4,594	76,952	4,526	1,147	67
CP	3,774	4,339	(565)	74,876	4,404	73,507	4,323	1,369	80
Total	8,711	9,338	(627)	152,975	8,998	150,459	8,849	2,516	147

Cars Shipped

Railway	Corridor	Week 17	YTD
CN	N.A. Domestic	505	6,127
	Prince Rupert	770	17,409
	Thunder Bay	605	9,594
	Vancouver	2,076	33,971
Total		3,956	67,101
CP	N.A. Domestic	288	6,169
	Thunder Bay	1,738	20,393
	Vancouver	2,349	46,864
Total		4,375	73,426

Empty Hopper Cars Supplied - Week 17 (All Want Weeks)

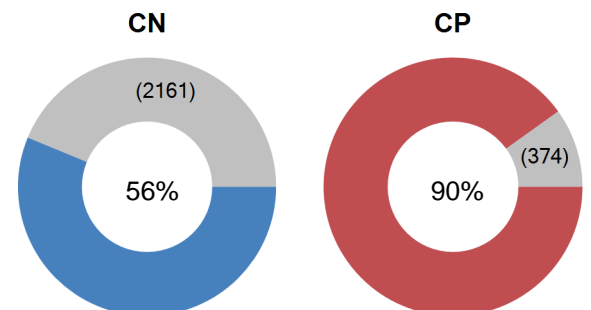
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,720	4,122	662	221		315	3,382	4,658
CP	3,281	3,124	481	627	142	277	3,904	4,028
Total	6,001	7,246	1,143	848	142	592	7,286	8,686

Supplied by Block Size

Block Size	Week 17			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	3%	3%	2%	2%	2%
25	4%	3%	4%	4%	2%	3%
50	11%	15%	13%	13%	11%	12%
100	83%	78%	80%	81%	85%	83%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,937	3,774	8,711
Current Week Order Fulfillment			
Supplied in Current Week	2,720	3,281	6,001
Supplied Early	56	119	175
Total Cars Supplied for Want Week	2,776	3,400	6,176
Current Week Unfulfilled Demand	(2,161)	(374)	(2,535)
% Current Week Orders Supplied	56%	90%	71%



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

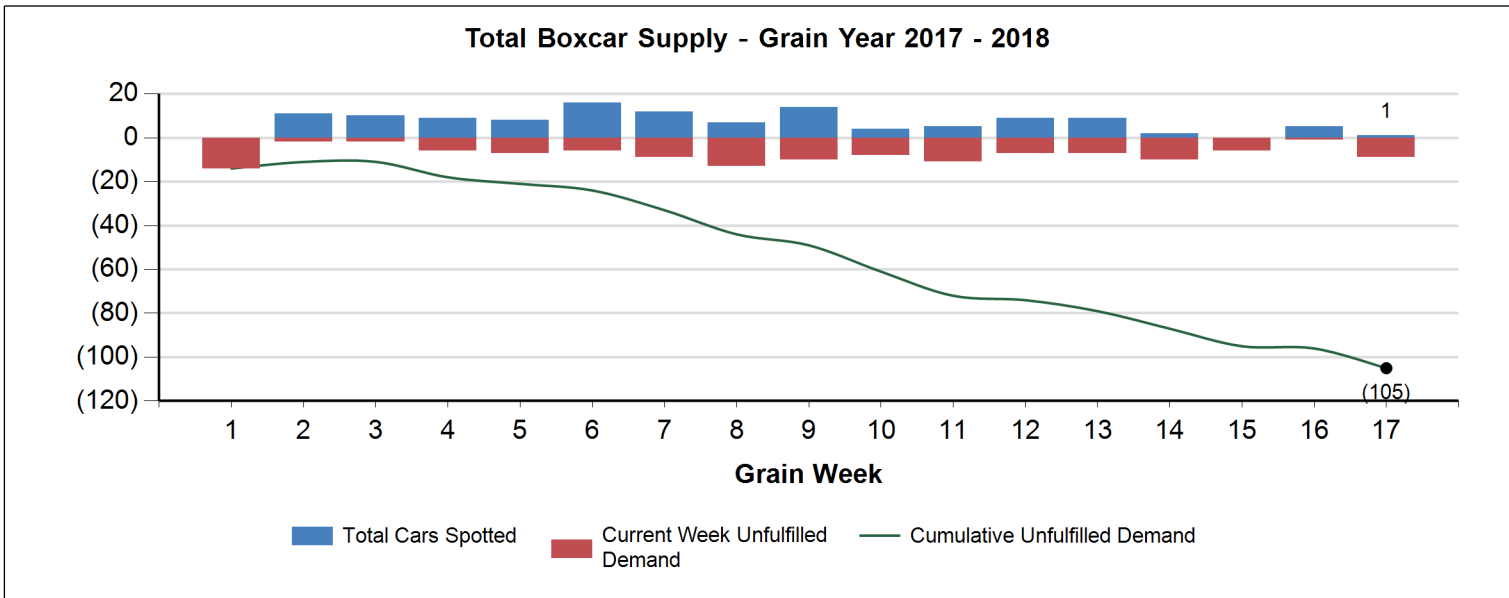
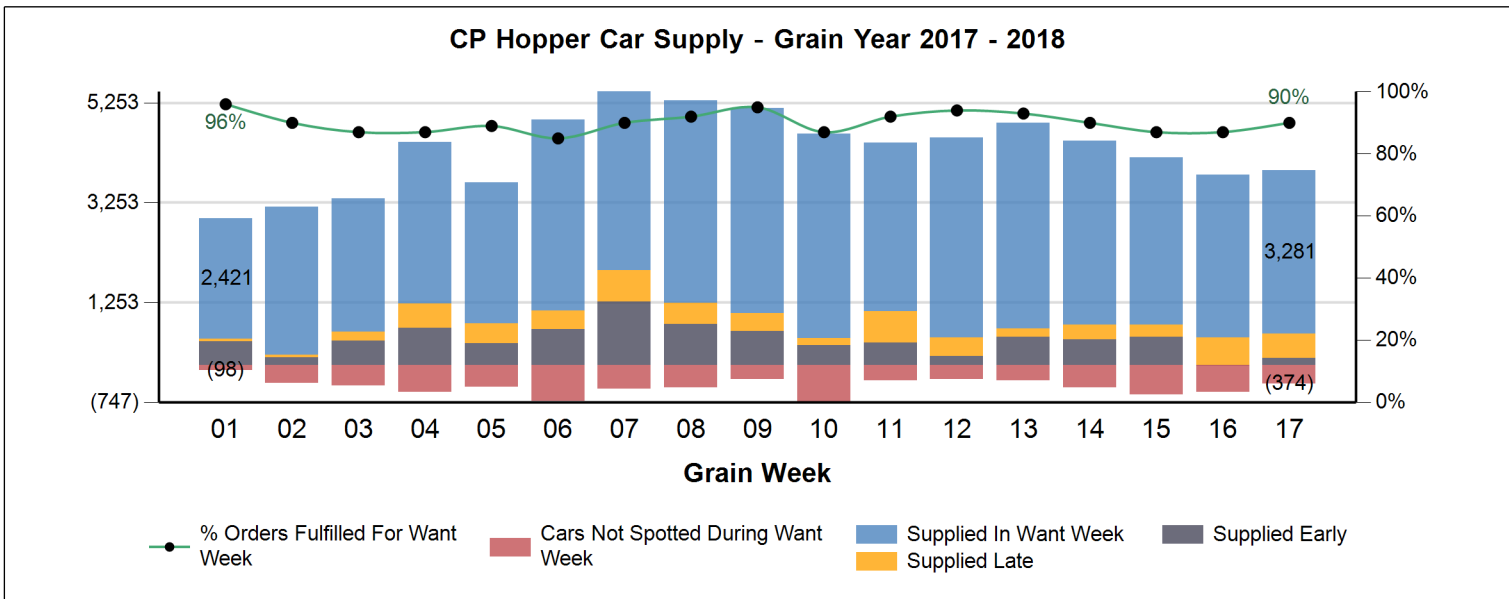
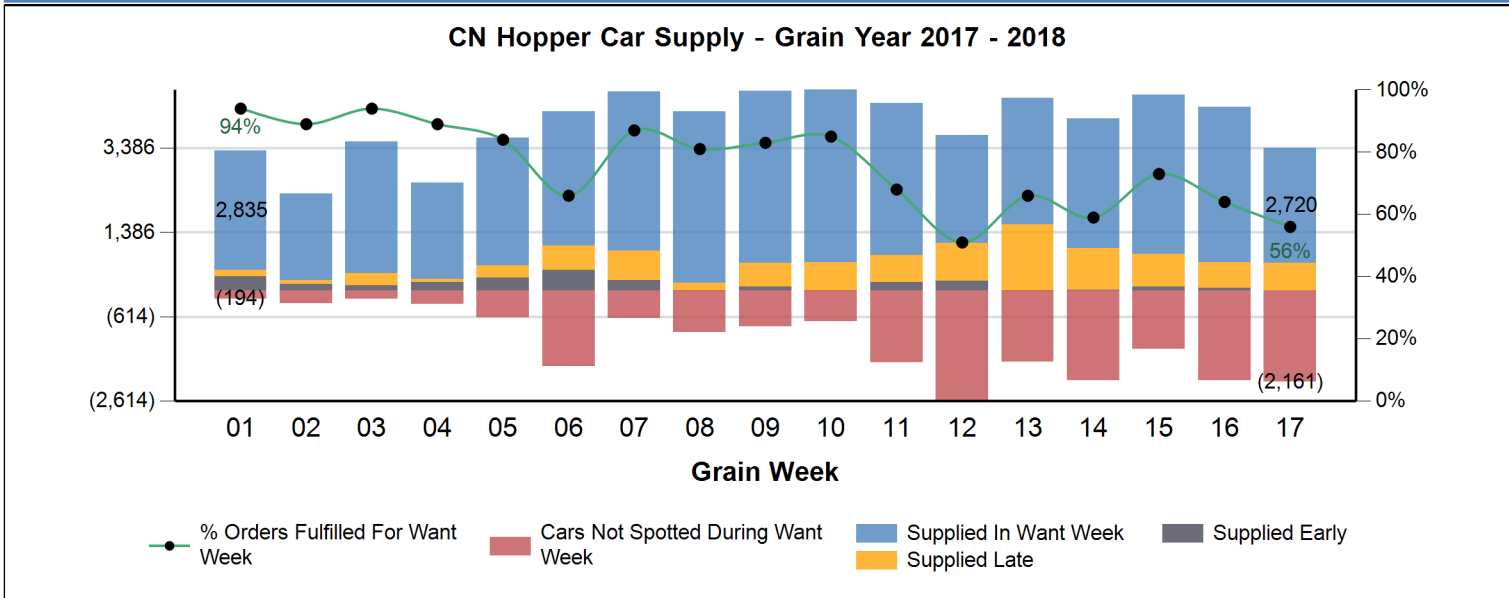
	Week 17		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	33	18	47	18
CP	65	40	60	50

Dwell Time (Hours) at Destination (All Traffic)

		Week 17		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	17	14	18	22
	CP	10	10	11	11
Thunder Bay	CN	12	42	42	56
	CP	22	49	38	34

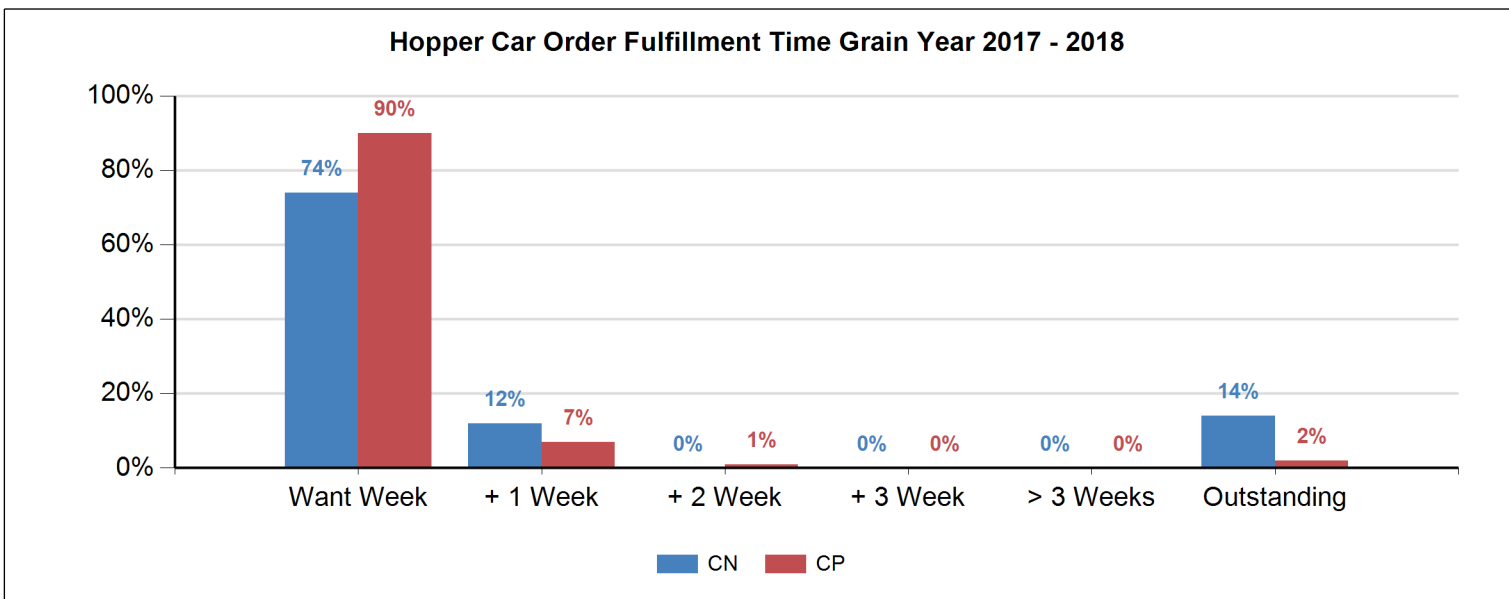
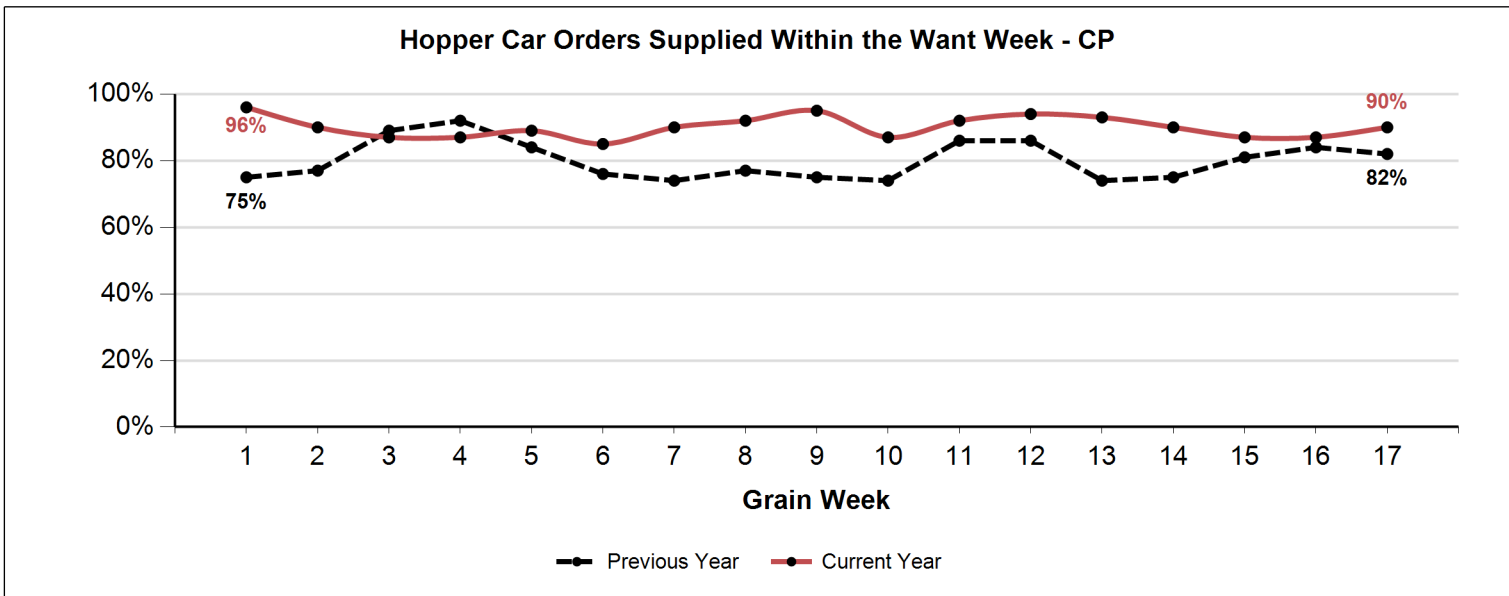
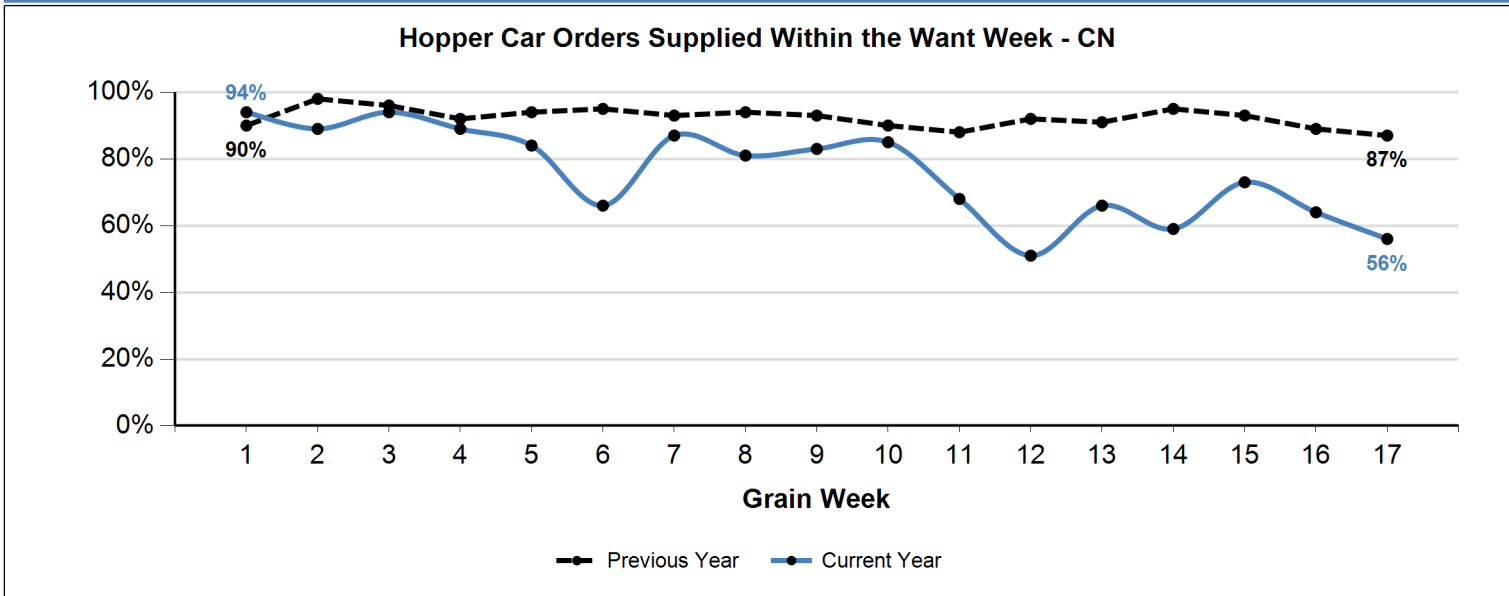


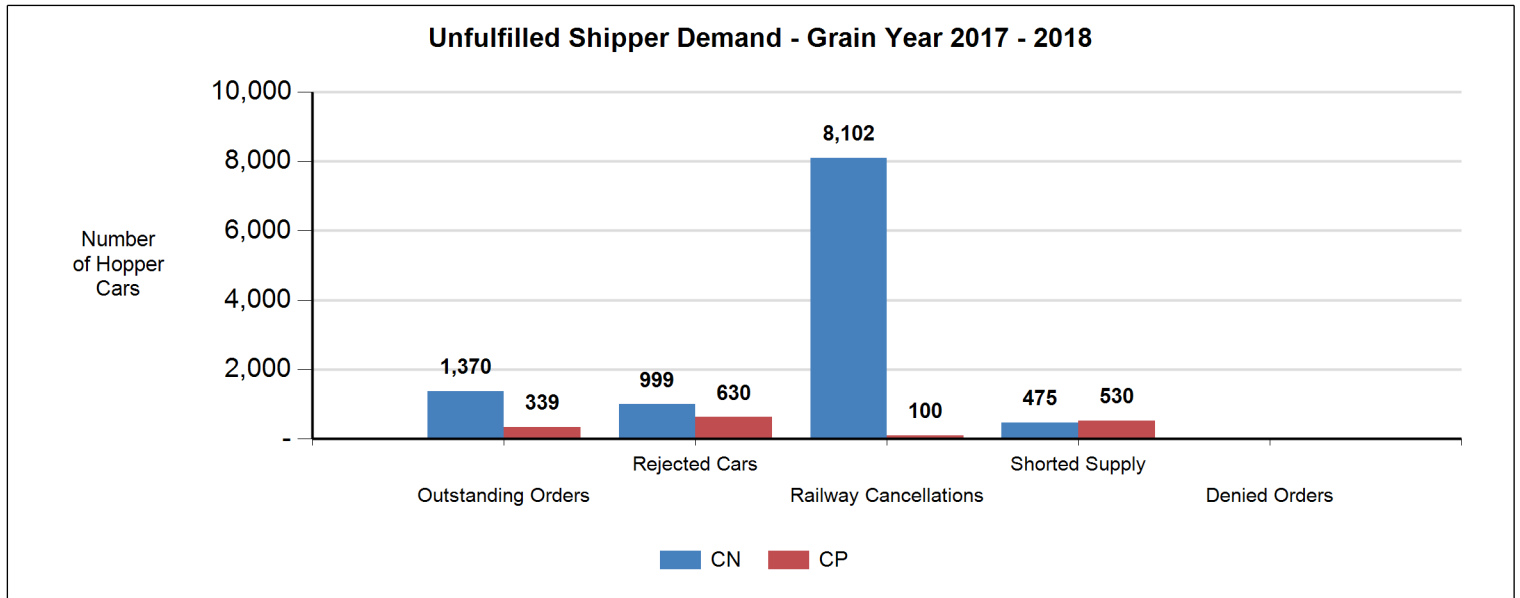
Weekly Performance Update - To Grain Week 17 (CY 2017)
Covering 90% of grain movement originating in Western Canada





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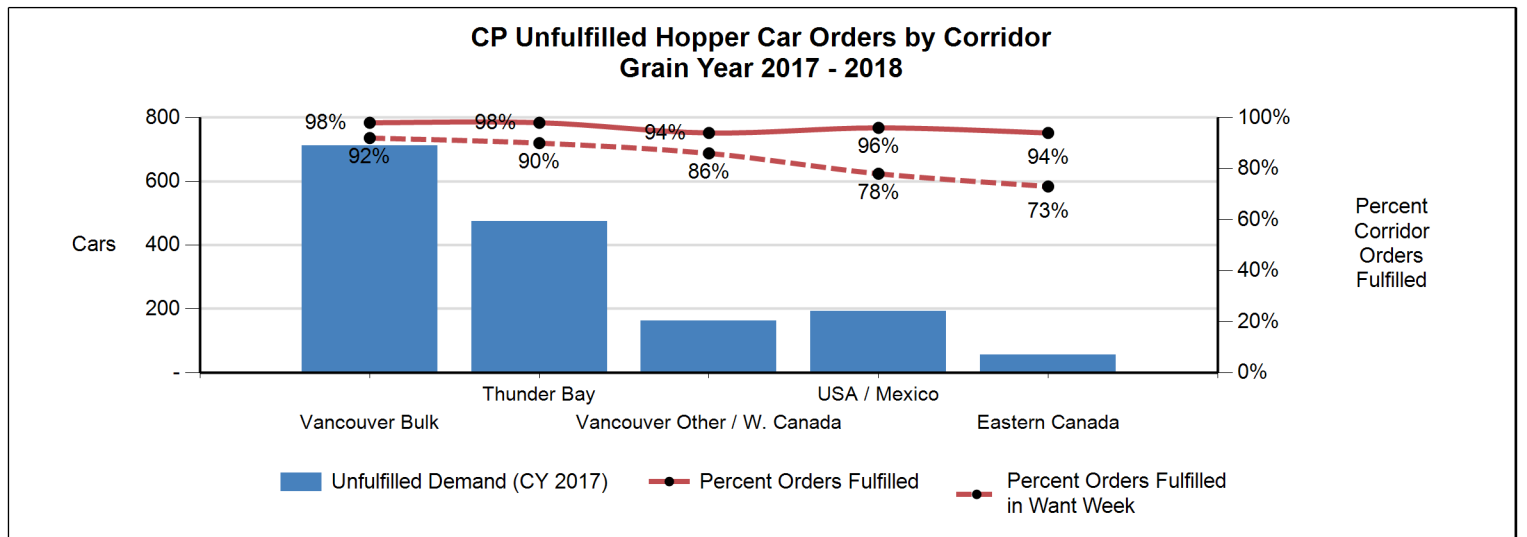
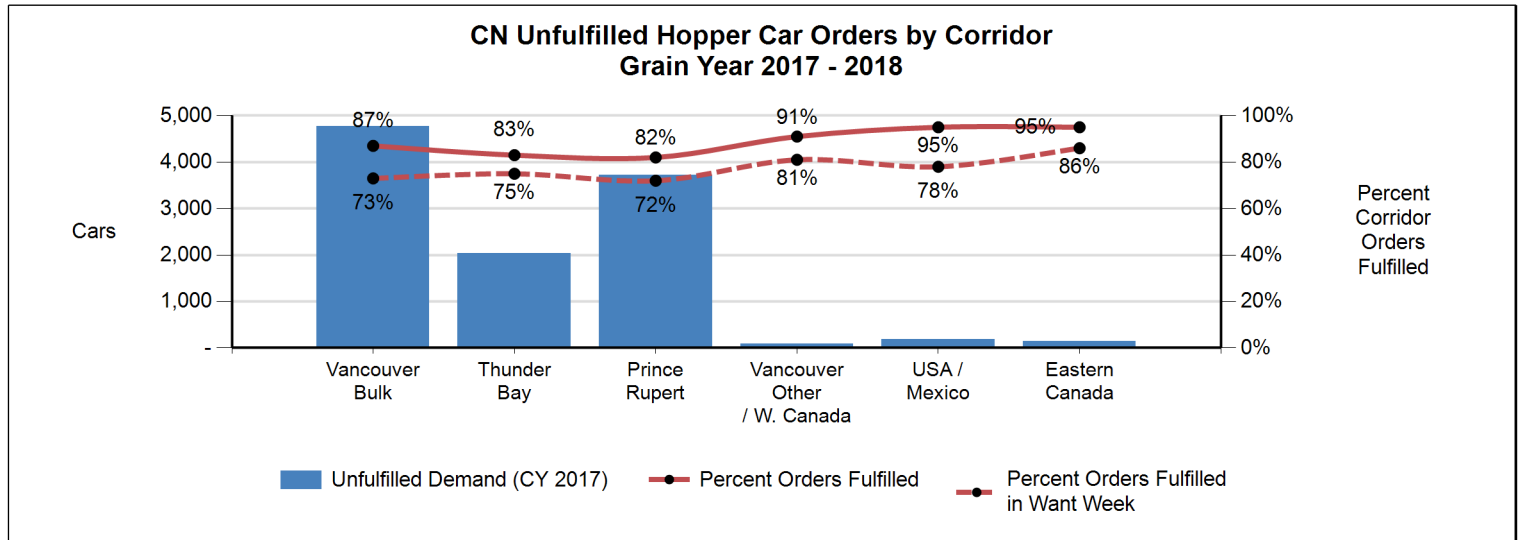
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 17

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	37,912	33,137	(4,775)	87%
	Thunder Bay	11,808	9,773	(2,035)	83%
	Prince Rupert	21,063	17,344	(3,719)	82%
	Vancouver Other / W. Canada	1,105	1,011	(94)	91%
	USA / Mexico	3,405	3,225	(180)	95%
	Eastern Canada	2,806	2,663	(143)	95%
Total		78,099	67,153	(10,946)	86%
CP	Vancouver Bulk	45,177	44,464	(713)	98%
	Thunder Bay	20,941	20,466	(475)	98%
	Vancouver Other / W. Canada	2,736	2,573	(163)	94%
	USA / Mexico	5,094	4,902	(192)	96%
	Eastern Canada	928	872	(56)	94%
Total		74,876	73,277	(1,599)	98%

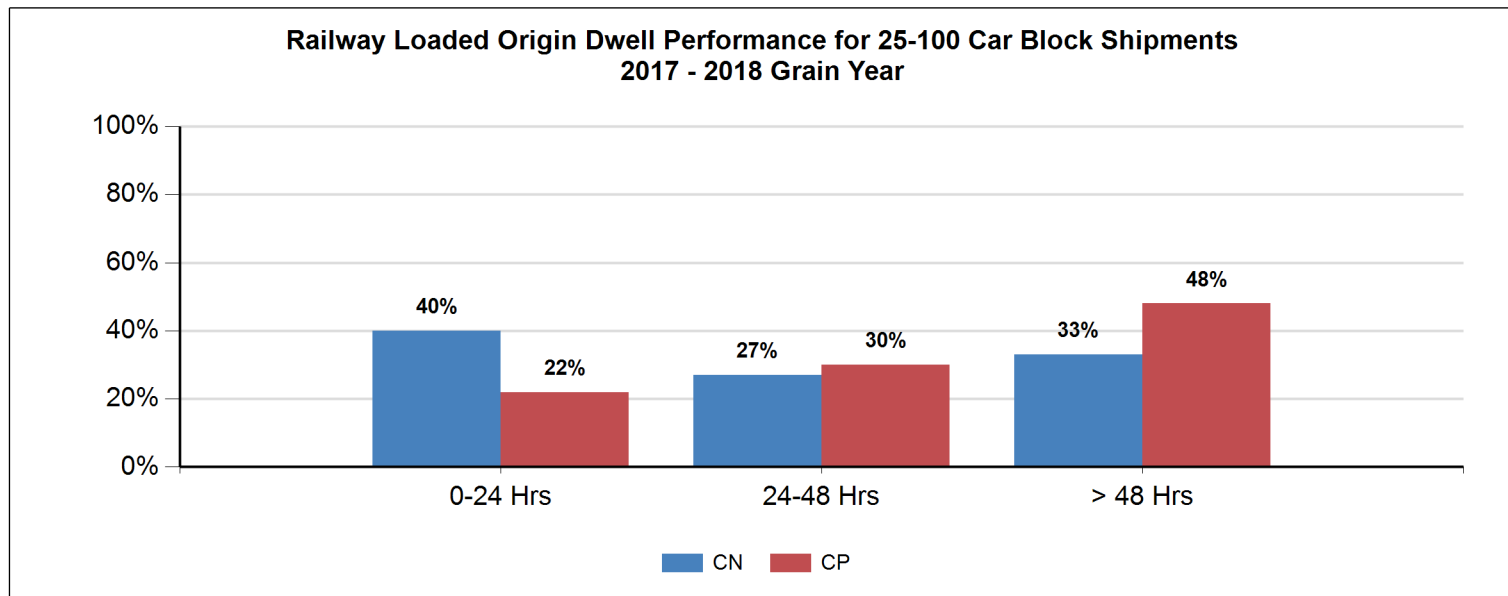
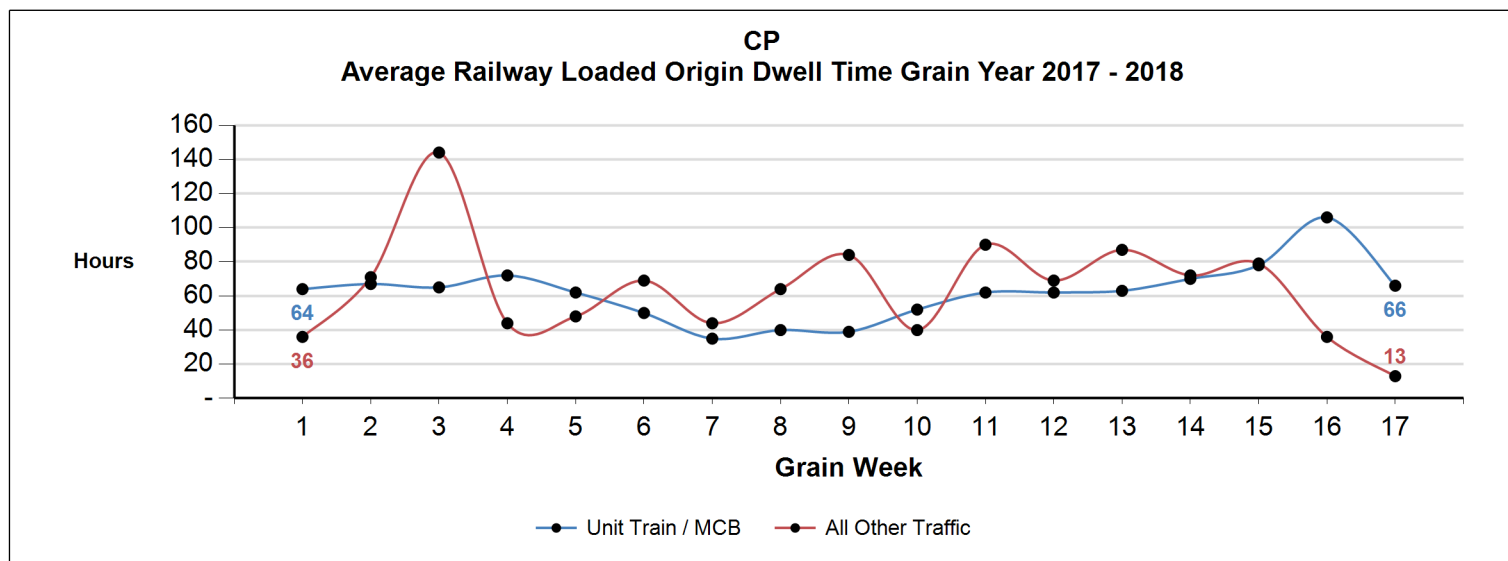
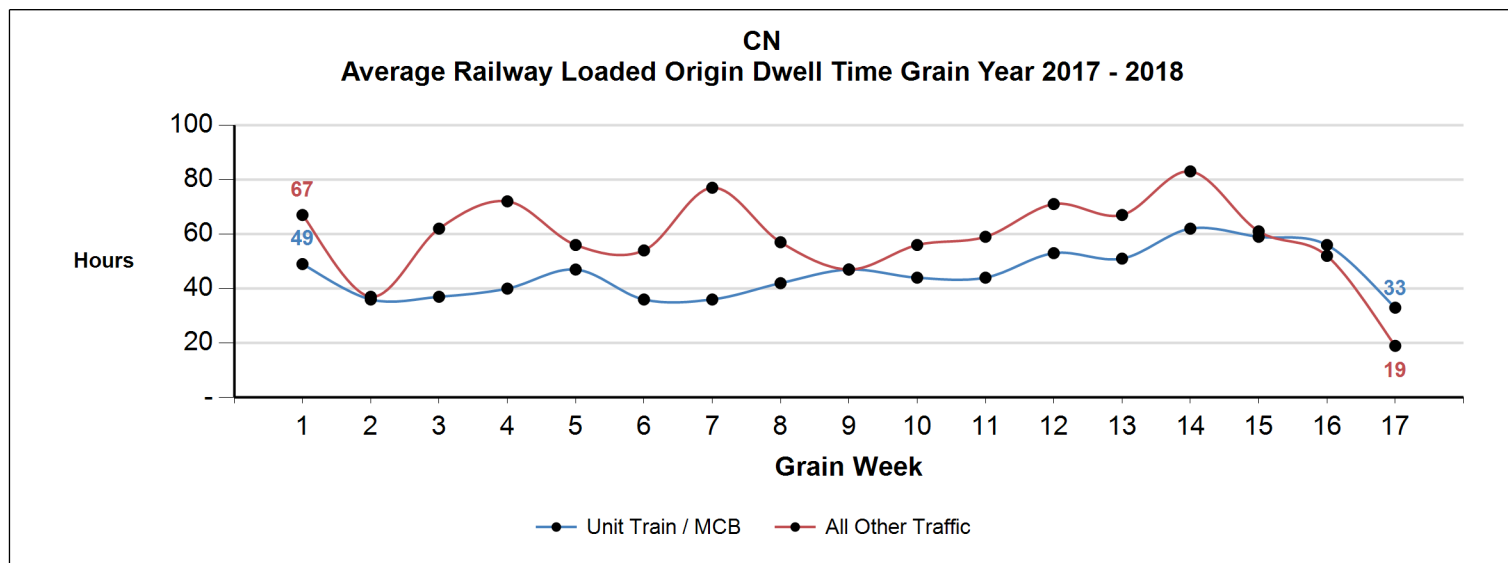
Hopper Cars Supplied in the Want Week by Corridor - To Week 17

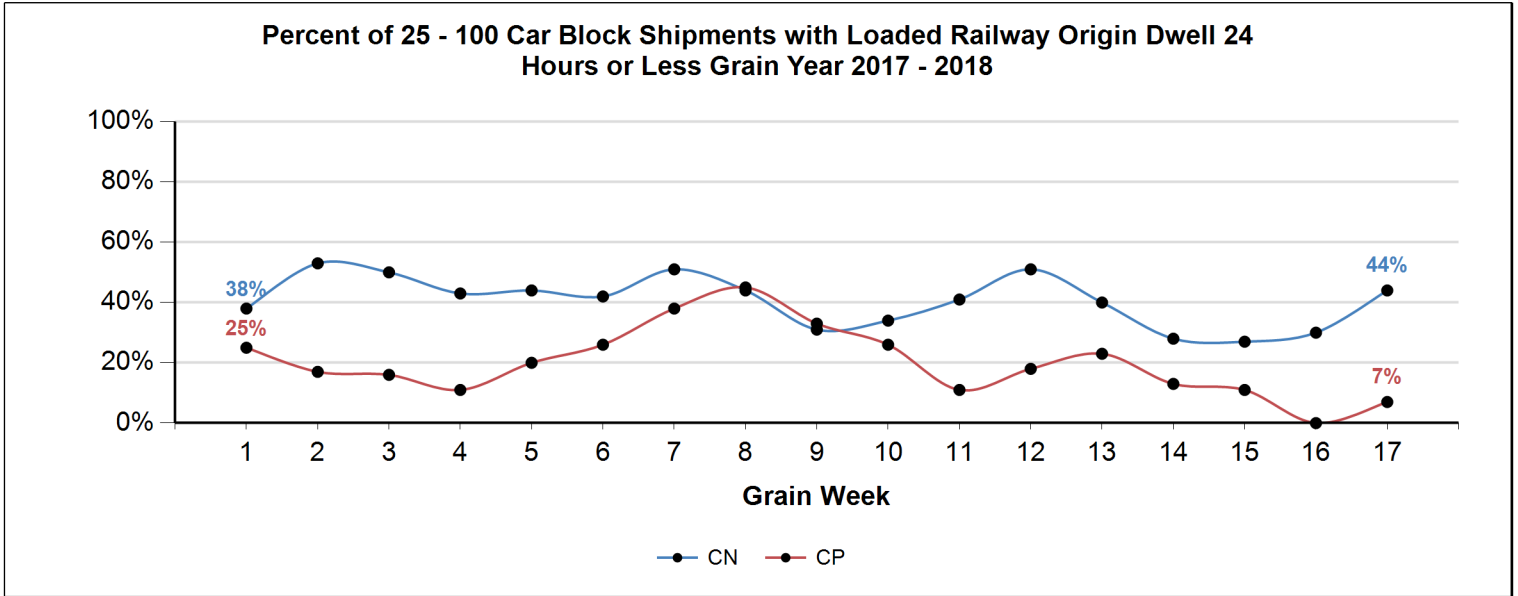
Railway	Corridor	Week 17			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,303	1,116	48%	37,912	27,720	73%
	Thunder Bay	991	554	56%	11,808	8,866	75%
	Prince Rupert	1,067	621	58%	21,063	15,154	72%
	Vancouver Other / W. Canada	139	72	52%	1,105	896	81%
	USA / Mexico	154	142	92%	3,405	2,663	78%
	Eastern Canada	283	271	96%	2,806	2,405	86%
	CN Total		4,937	2,776	56%	78,099	57,704
CP	Vancouver Bulk	1,662	1,637	98%	45,177	41,650	92%
	Thunder Bay	1,770	1,592	90%	20,941	18,822	90%
	Vancouver Other / W. Canada	179	67	37%	2,736	2,347	86%
	USA / Mexico	159	100	63%	5,094	3,997	78%
	Eastern Canada	4	4	100%	928	679	73%
CP Total		3,774	3,400	90%	74,876	67,495	90%



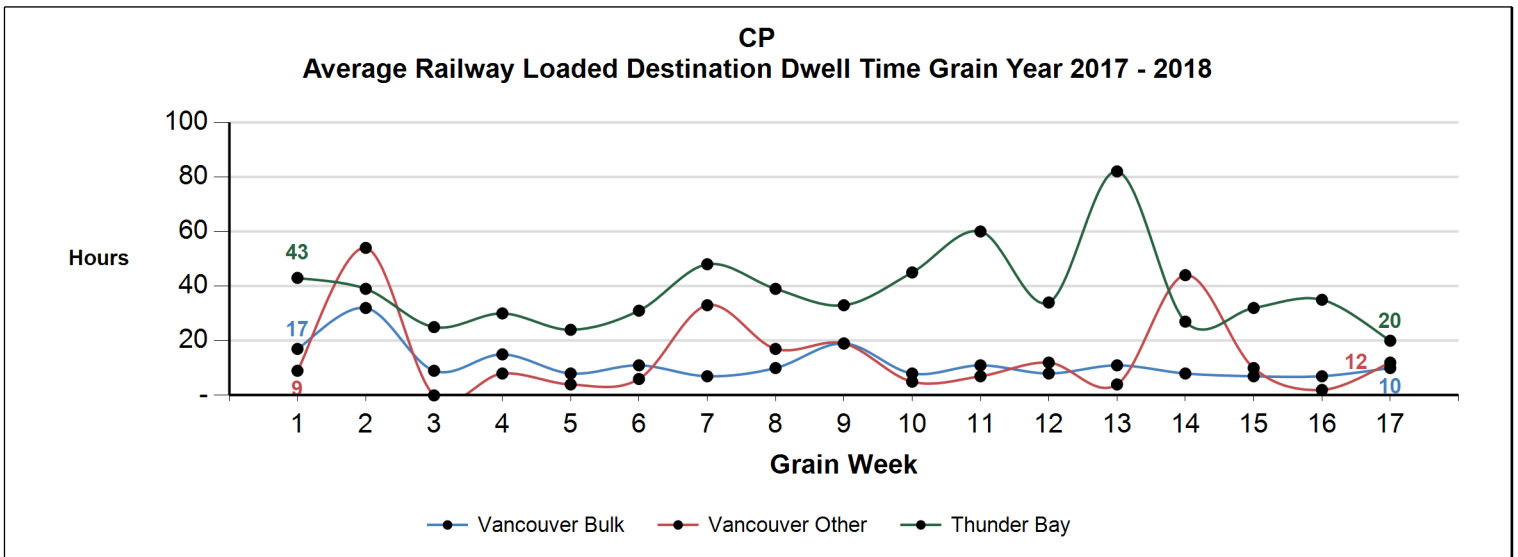
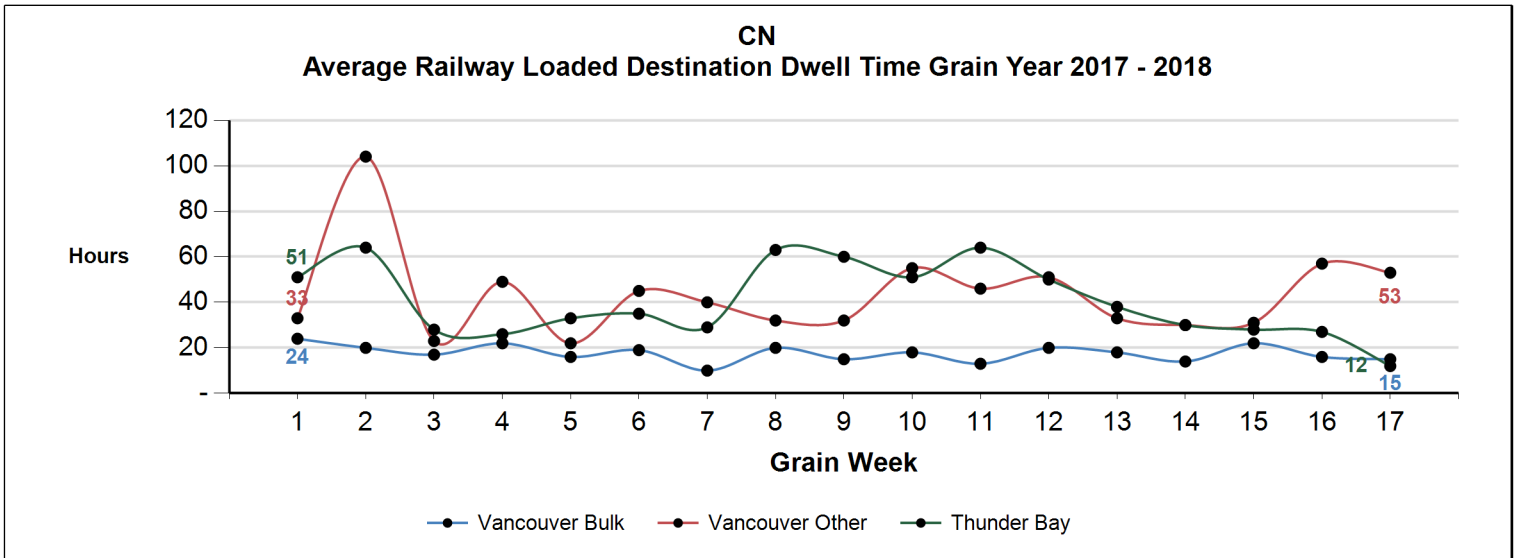


Origin Dwell Performance



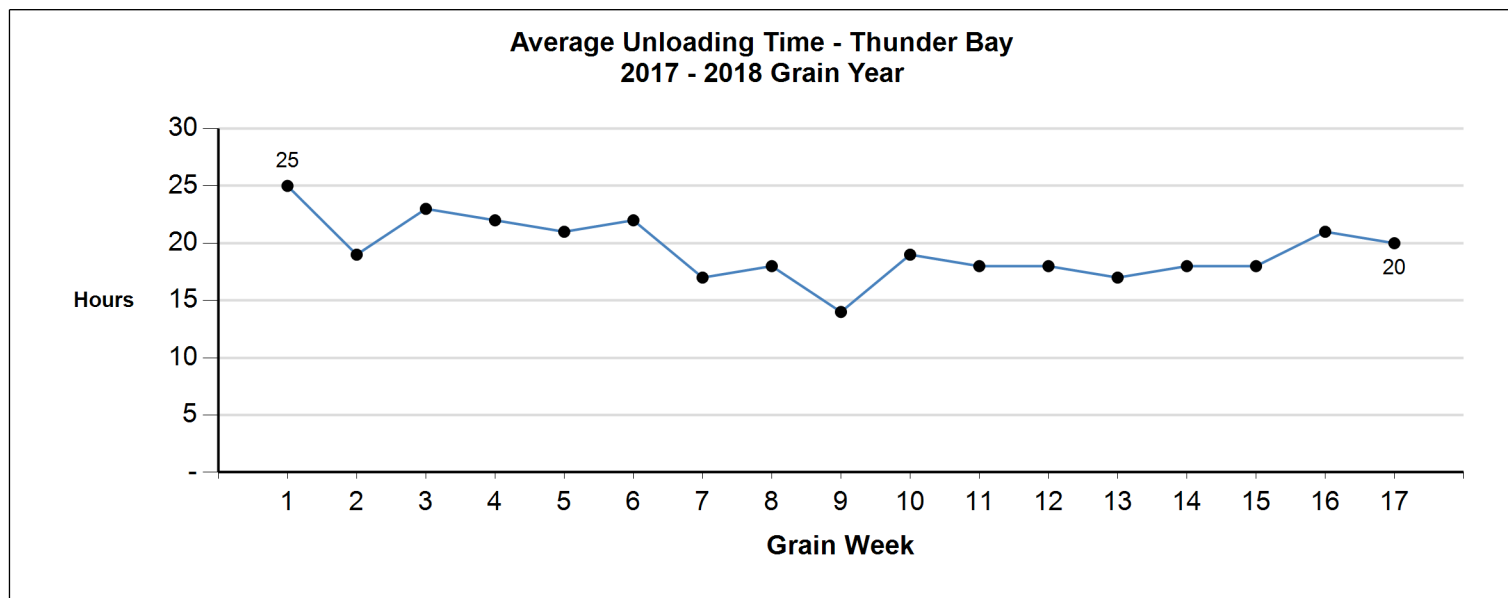
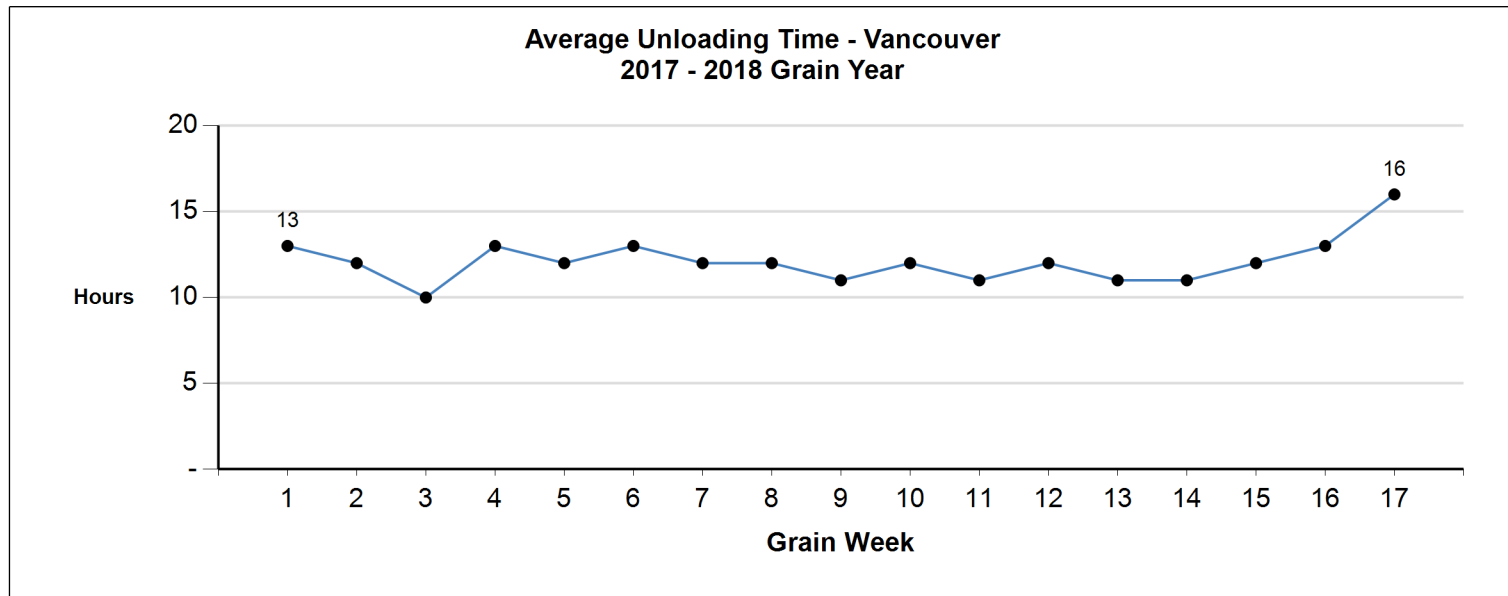


Destination Dwell Performance





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.