



Performance Dashboard

Hopper Car Demand

	Week 02			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	2,637	2,755	(118)	5,809	2,904	5,396	2,698	413	206
CP	3,763	3,493	270	6,496	3,248	7,657	3,828	(1,161)	(580)
Total	6,400	6,248	152	12,305	6,152	13,053	6,526	(748)	(374)

Cars Shipped

Railway	Corridor	Week 02	YTD
CN	N.A. Domestic	402	634
	Prince Rupert	267	1,239
	Thunder Bay	238	504
	Vancouver	1,838	3,491
Total		2,745	5,868
CP	N.A. Domestic	190	478
	Thunder Bay	891	1,843
	Vancouver	2,120	3,585
Total		3,201	5,906

Empty Hopper Cars Supplied - Week 02 (All Want Weeks)

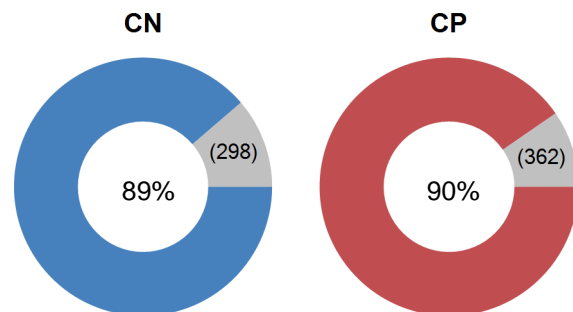
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,051	2,474	96	109		289	2,147	2,872
CP	2,956	1,830	60	593	122	530	3,138	2,953
Total	5,007	4,304	156	702	122	819	5,285	5,825

Supplied by Block Size

Block Size	Week 02			Year to Date		
	CN	CP	Total	CN	CP	Total
1	8%	3%	5%	4%	2%	3%
25	9%	1%	4%	7%	1%	4%
50	16%	8%	11%	18%	16%	17%
100	67%	88%	80%	71%	80%	76%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,637	3,763	6,400
Current Week Order Fulfillment			
Supplied in Current Week	2,051	2,956	5,007
Supplied Early	288	445	733
Total Cars Supplied for Want Week	2,339	3,401	5,740
Current Week Unfulfilled Demand	(298)	(362)	(660)
% Current Week Orders Supplied	89%	90%	90%

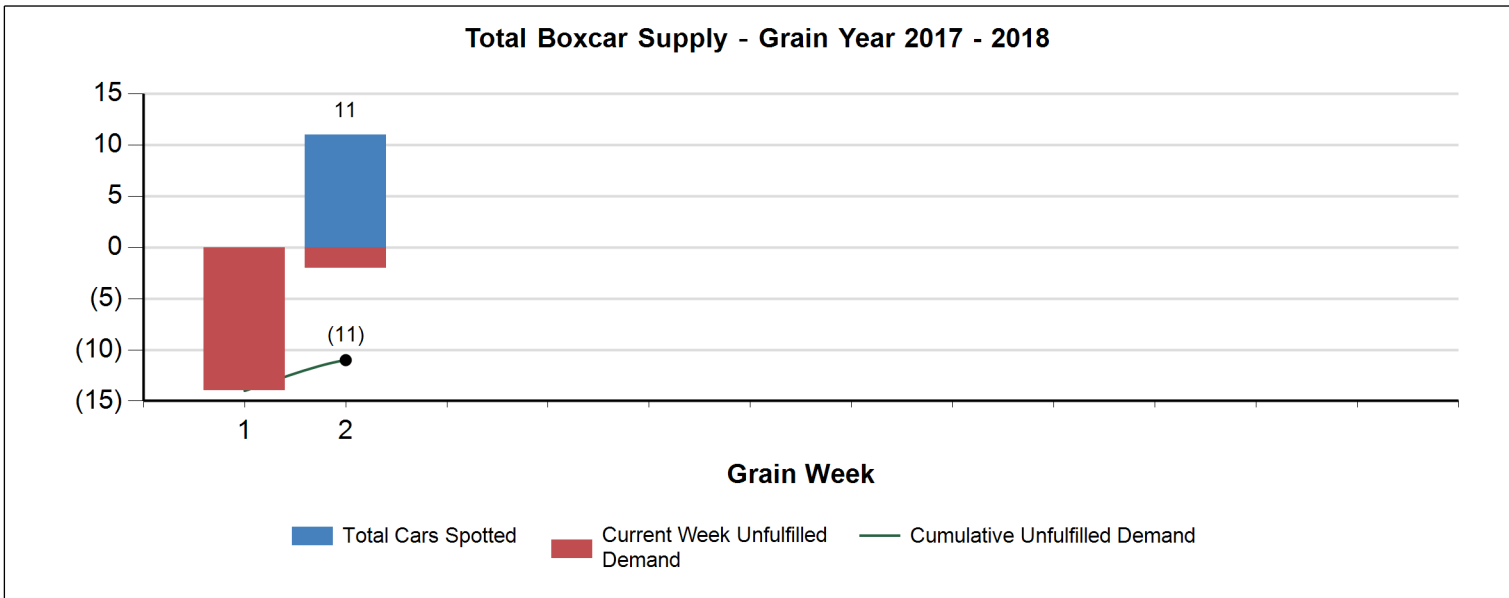
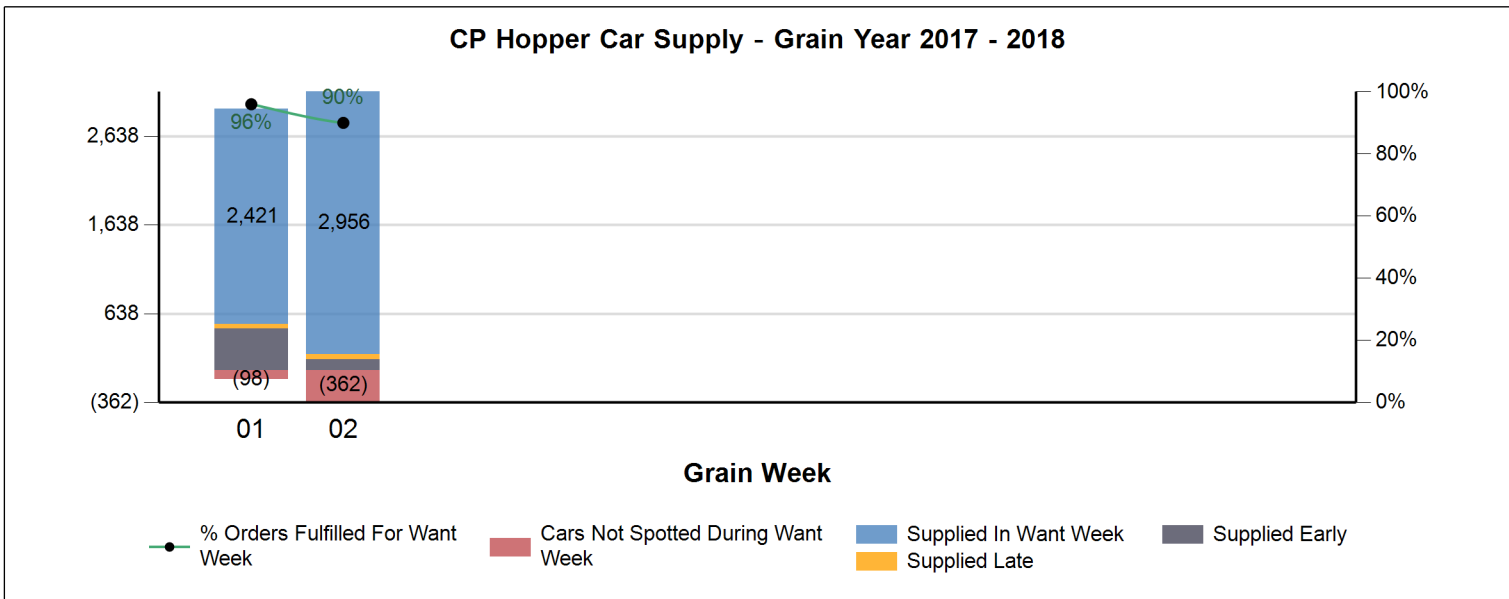
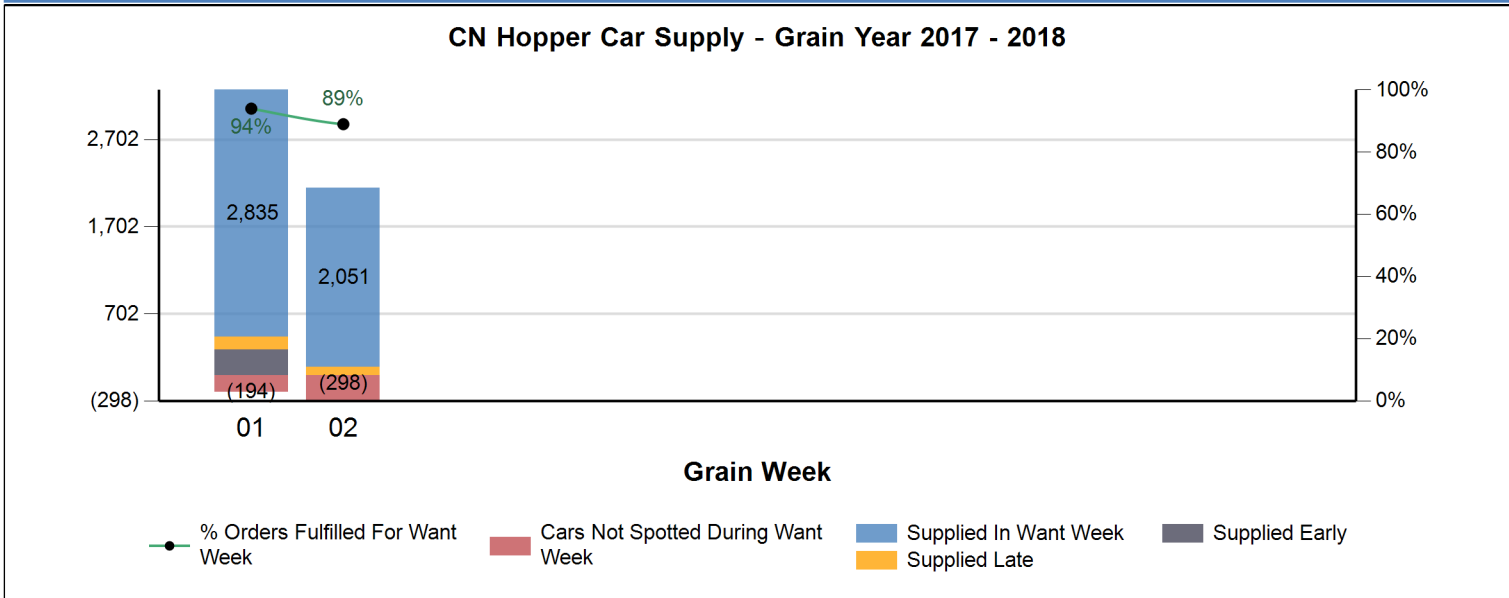


Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 02		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	36	15	43	15
CP	65	58	64	64

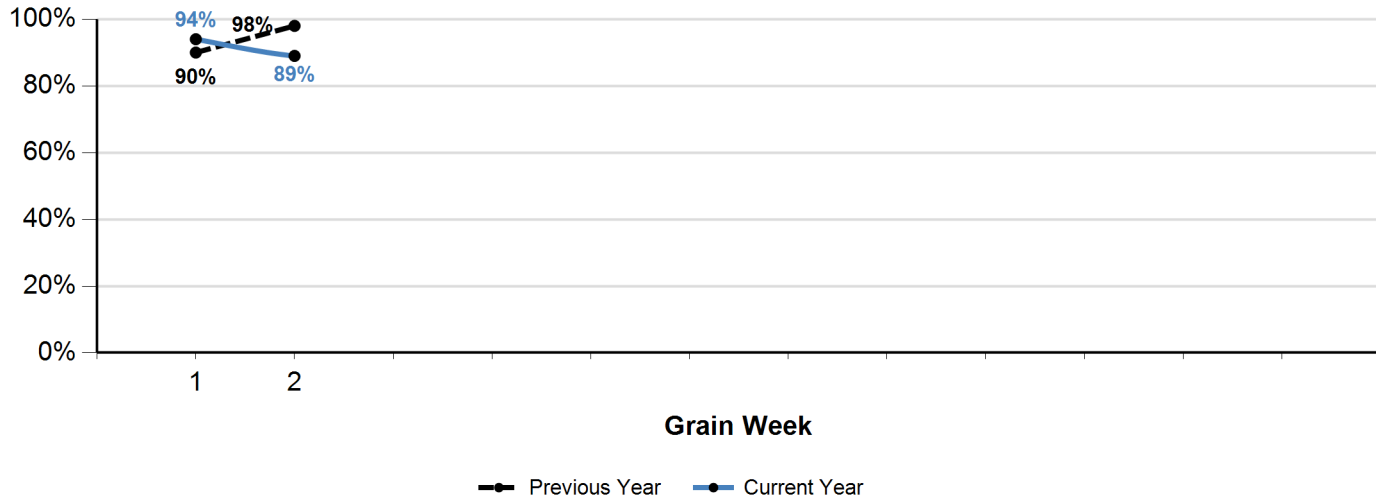
Dwell Time (Hours) at Destination (All Traffic)

		Week 02		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	24	16	24	15
	CP	32	7	26	9
Thunder Bay	CN	64	101	58	96
	CP	39	29	41	40

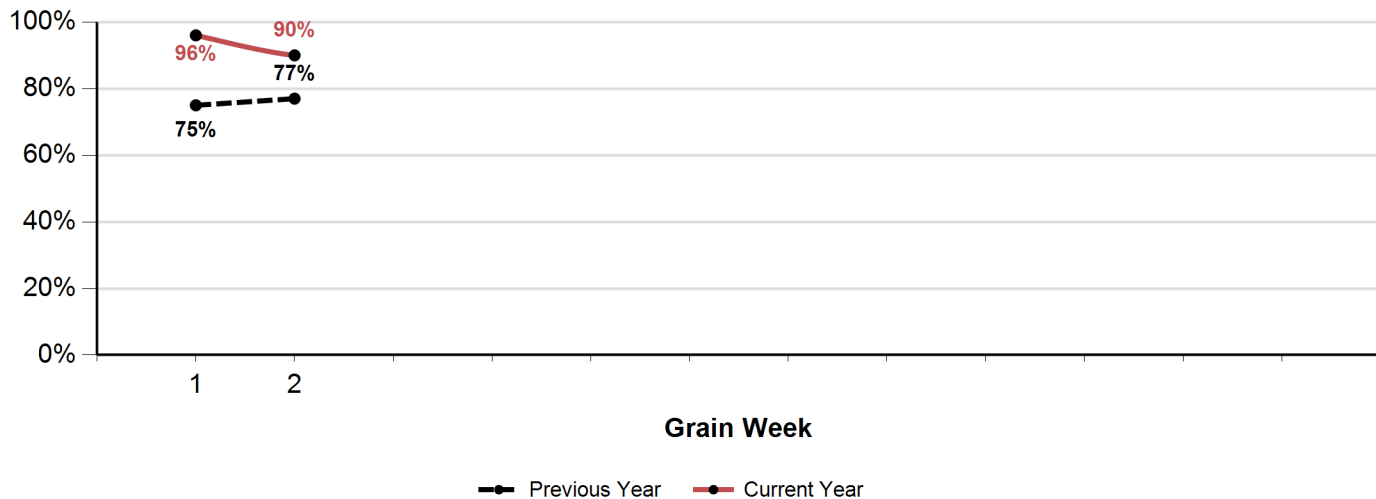




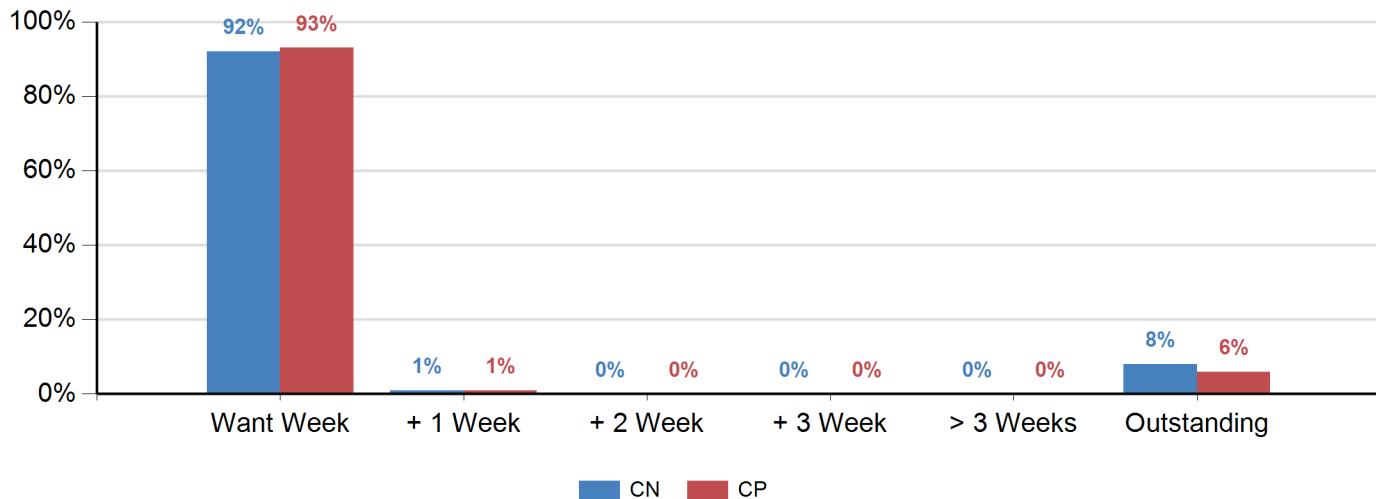
Hopper Car Orders Supplied Within the Want Week - CN

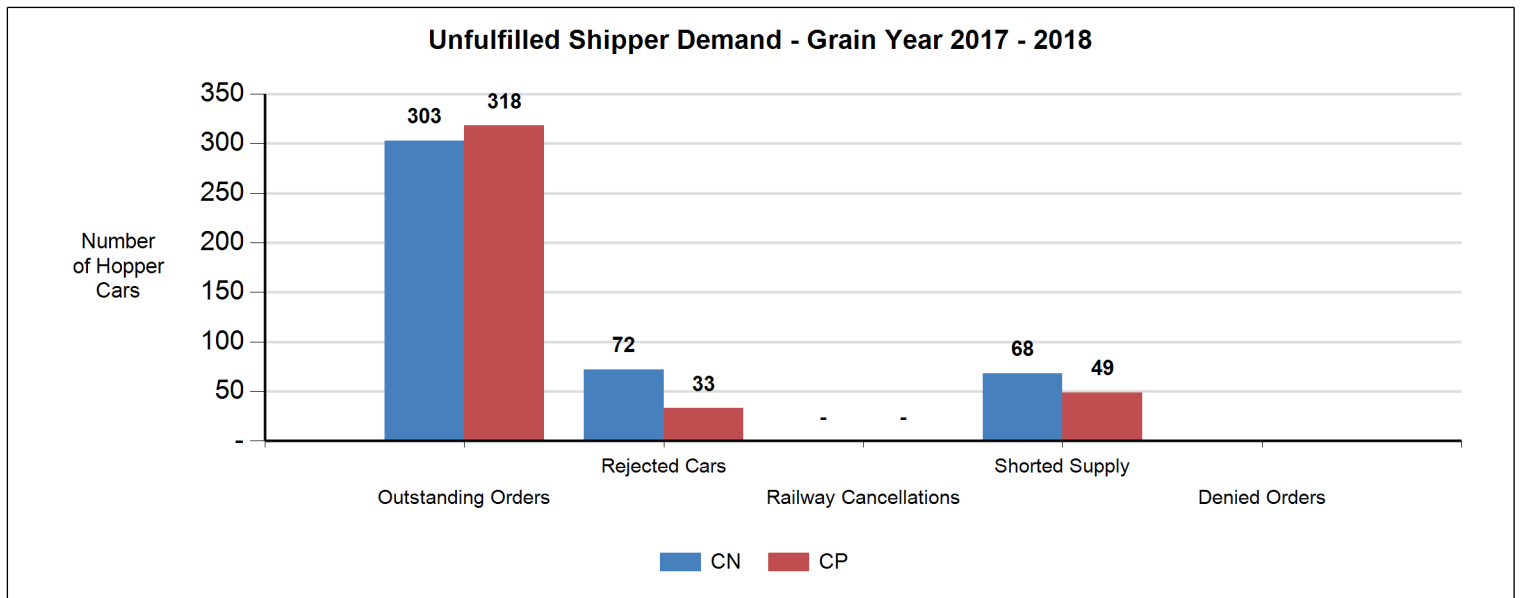


Hopper Car Orders Supplied Within the Want Week - CP



Hopper Car Order Fulfillment Time Grain Year 2017 - 2018





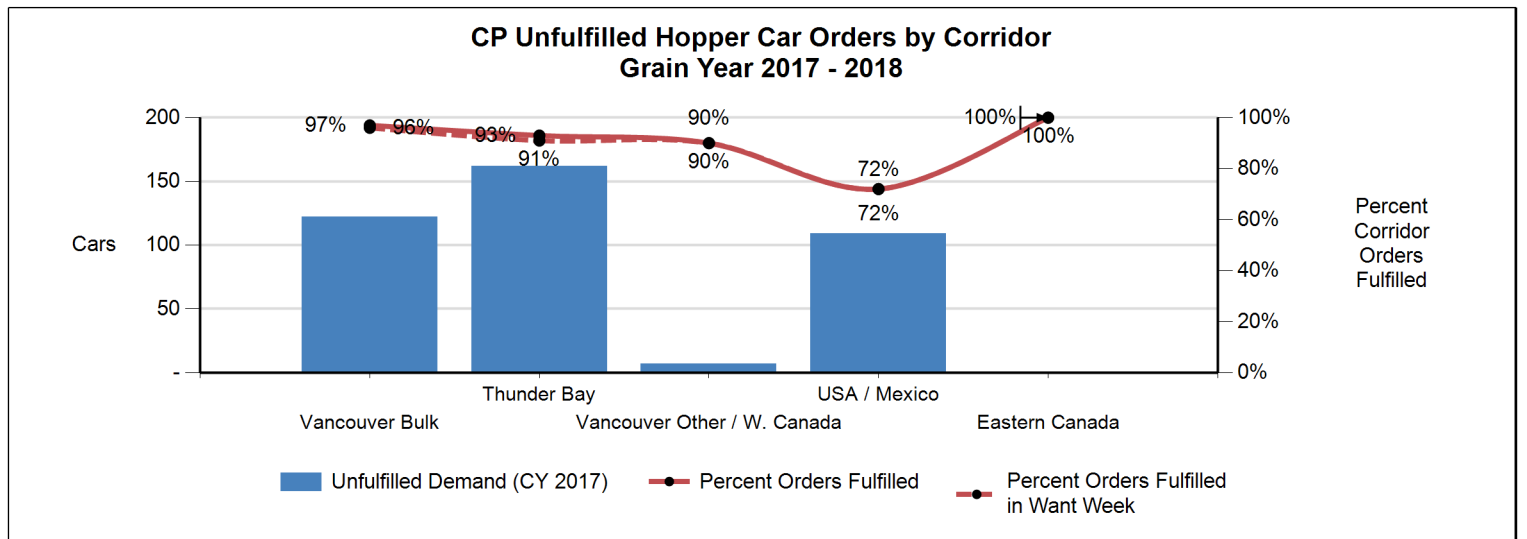
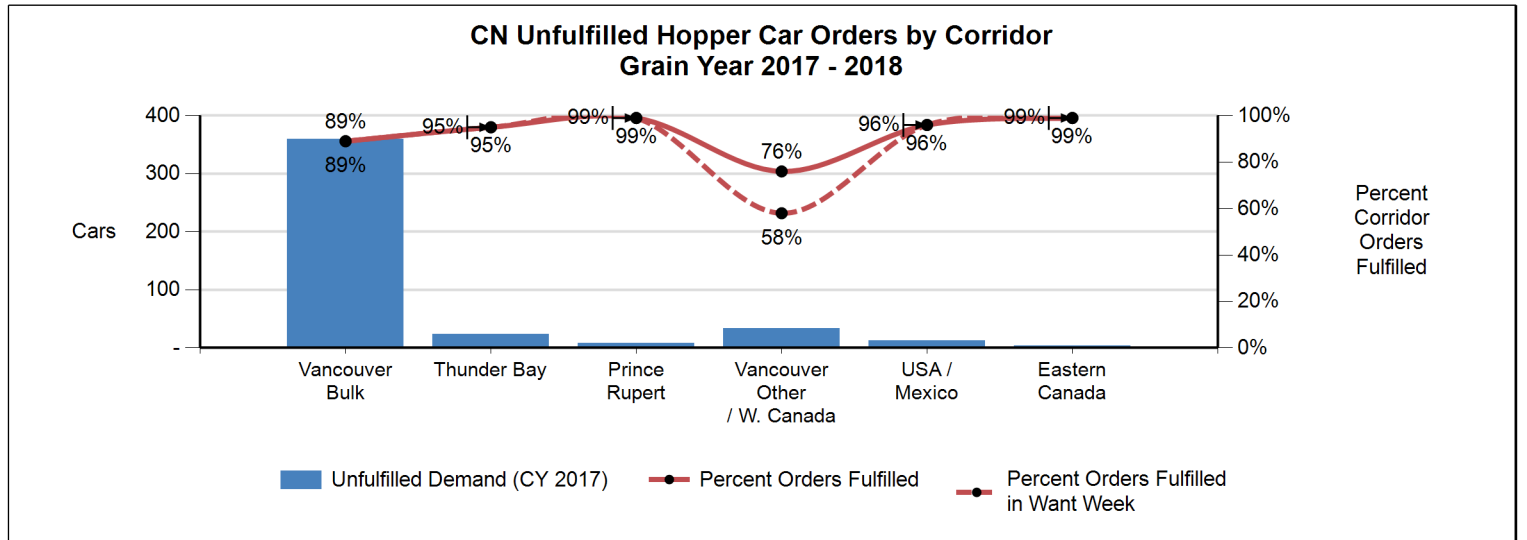
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 02

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	3,407	3,047	(360)	89%
	Thunder Bay	511	487	(24)	95%
	Prince Rupert	1,123	1,115	(8)	99%
	Vancouver Other / W. Canada	139	105	(34)	76%
	USA / Mexico	328	315	(13)	96%
	Eastern Canada	301	297	(4)	99%
Total		5,809	5,366	(443)	92%
CP	Vancouver Bulk	3,800	3,678	(122)	97%
	Thunder Bay	2,164	2,002	(162)	93%
	Vancouver Other / W. Canada	67	60	(7)	90%
	USA / Mexico	387	278	(109)	72%
	Eastern Canada	78	78	-	100%
Total		6,496	6,096	(400)	94%

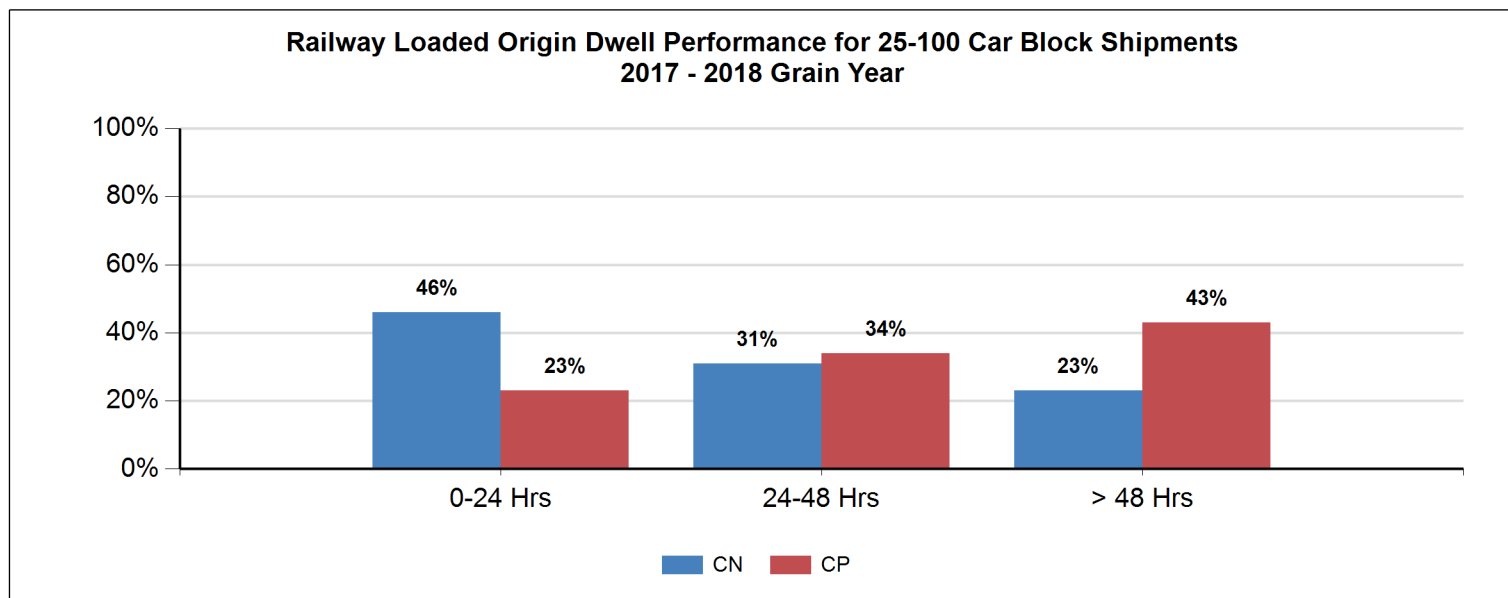
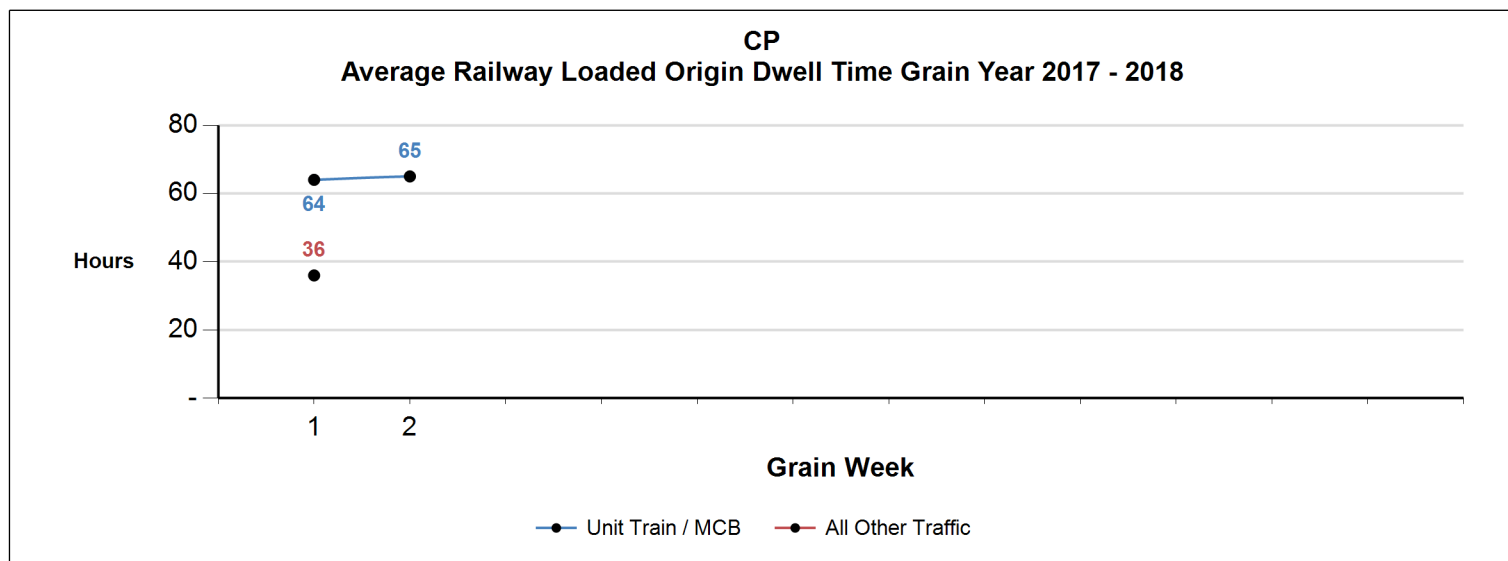
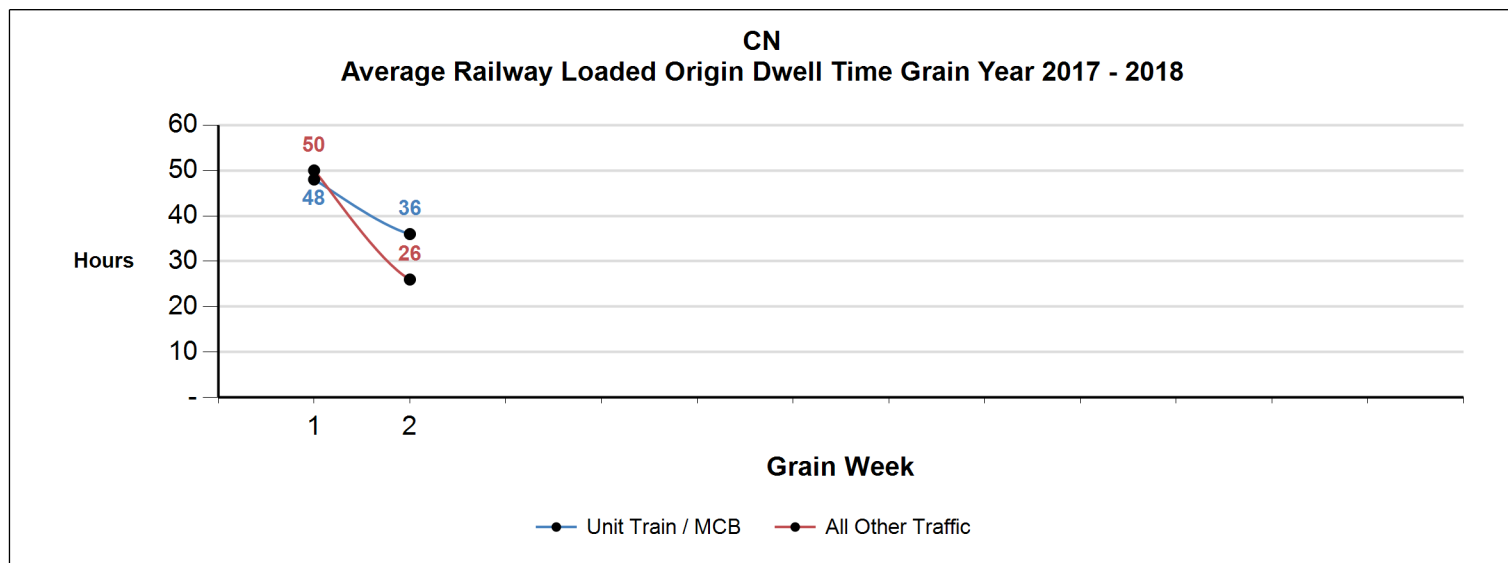
Hopper Cars Supplied in the Want Week by Corridor - To Week 02

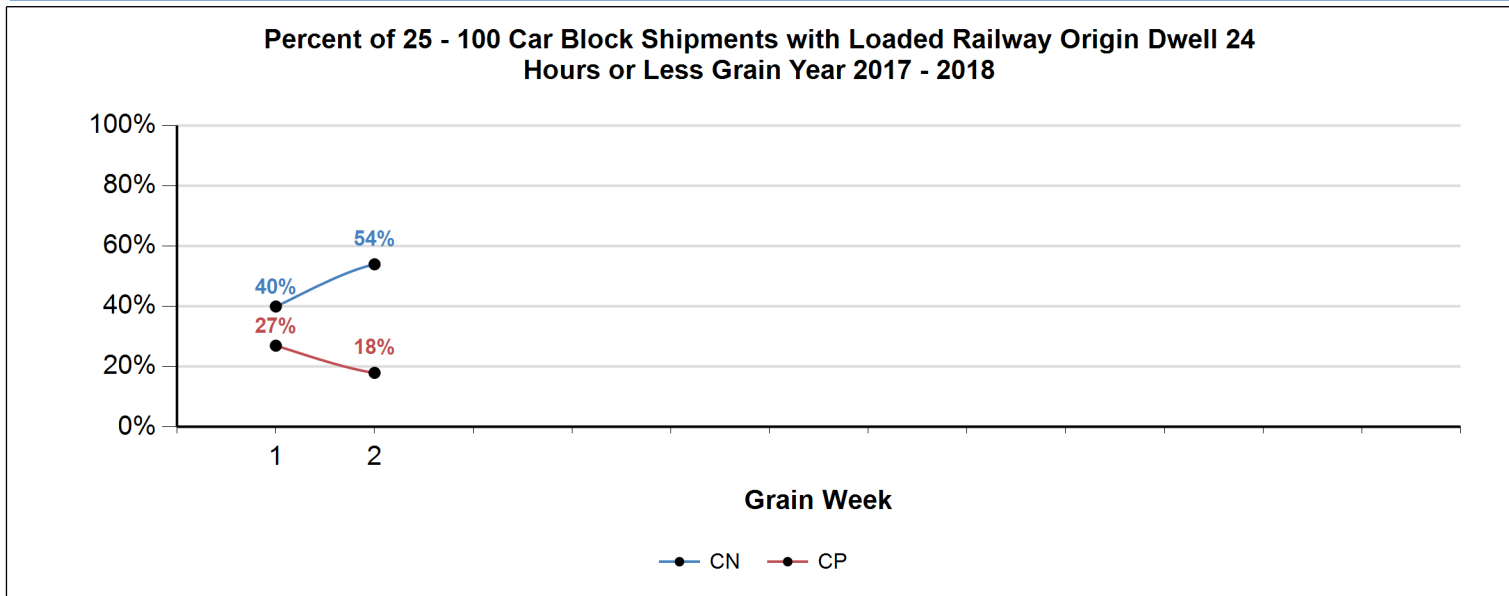
Railway	Corridor	Week 02			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,847	1,609	87%	3,407	3,023	89%
	Thunder Bay	152	138	91%	511	487	95%
	Prince Rupert	212	211	100%	1,123	1,115	99%
	Vancouver Other / W. Canada	92	59	64%	139	80	58%
	USA / Mexico	183	174	95%	328	315	96%
	Eastern Canada	151	148	98%	301	297	99%
	CN Total		2,637	2,339	89%	5,809	5,317
CP	Vancouver Bulk	2,194	2,088	95%	3,800	3,642	96%
	Thunder Bay	1,237	1,096	89%	2,164	1,978	91%
	Vancouver Other / W. Canada	37	28	76%	67	60	90%
	USA / Mexico	218	112	51%	387	278	72%
	Eastern Canada	77	77	100%	78	78	100%
CP Total		3,763	3,401	90%	6,496	6,036	93%



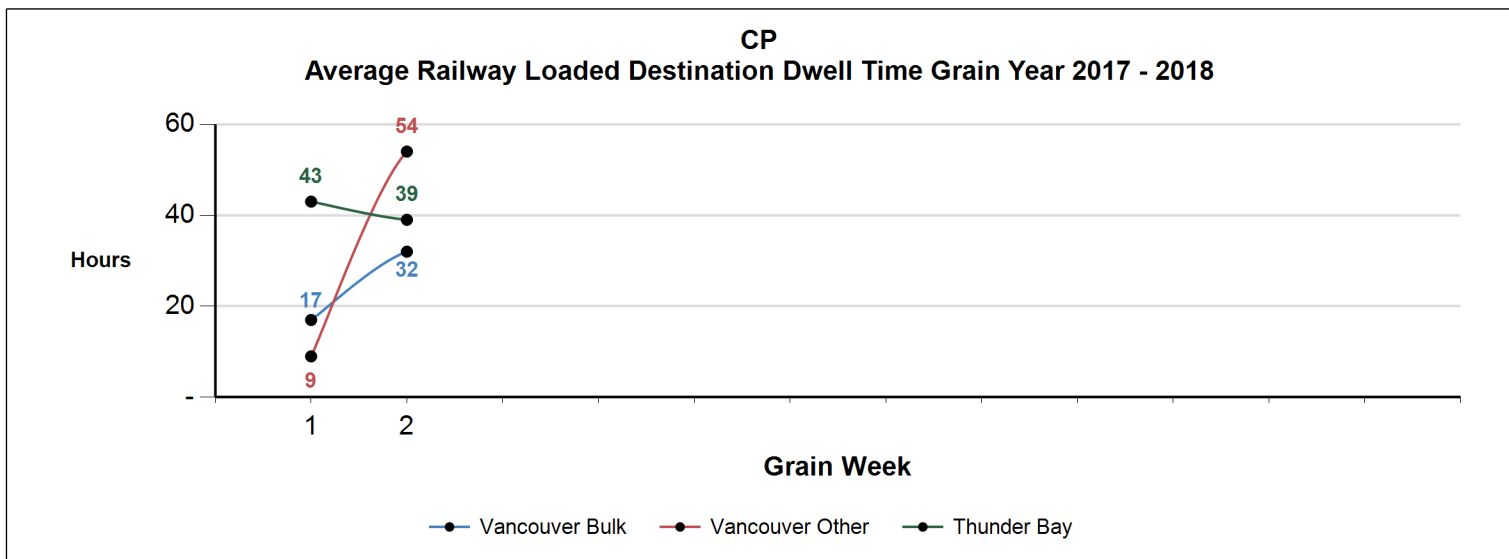
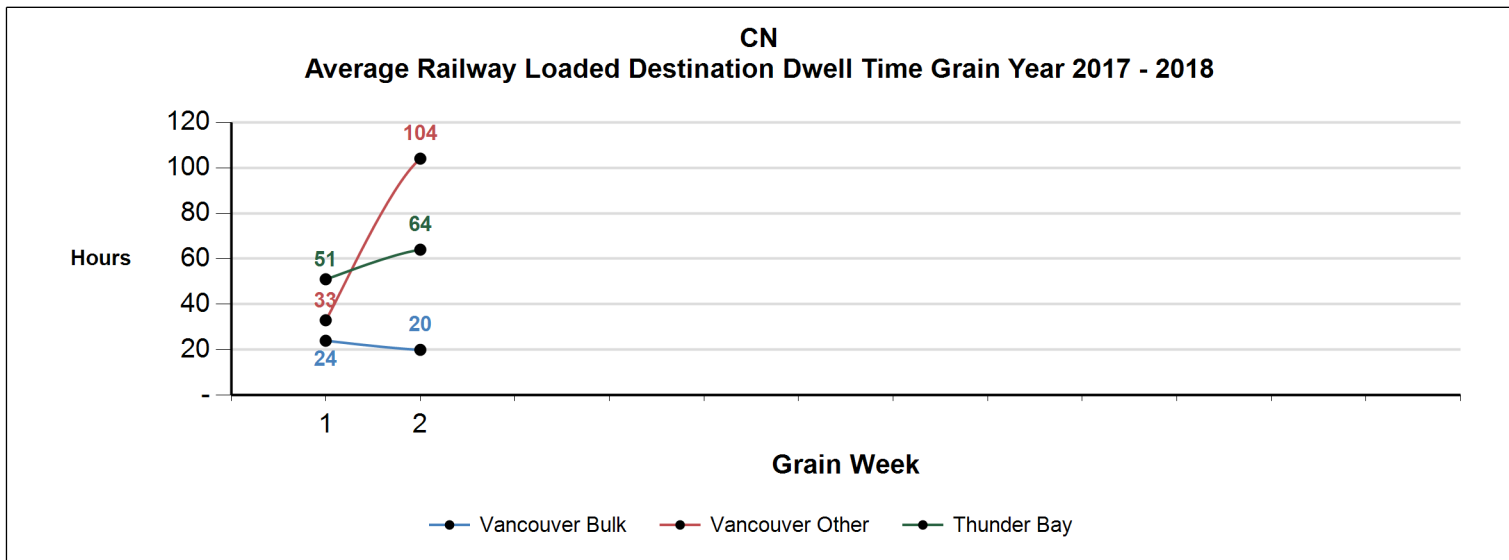


Origin Dwell Performance



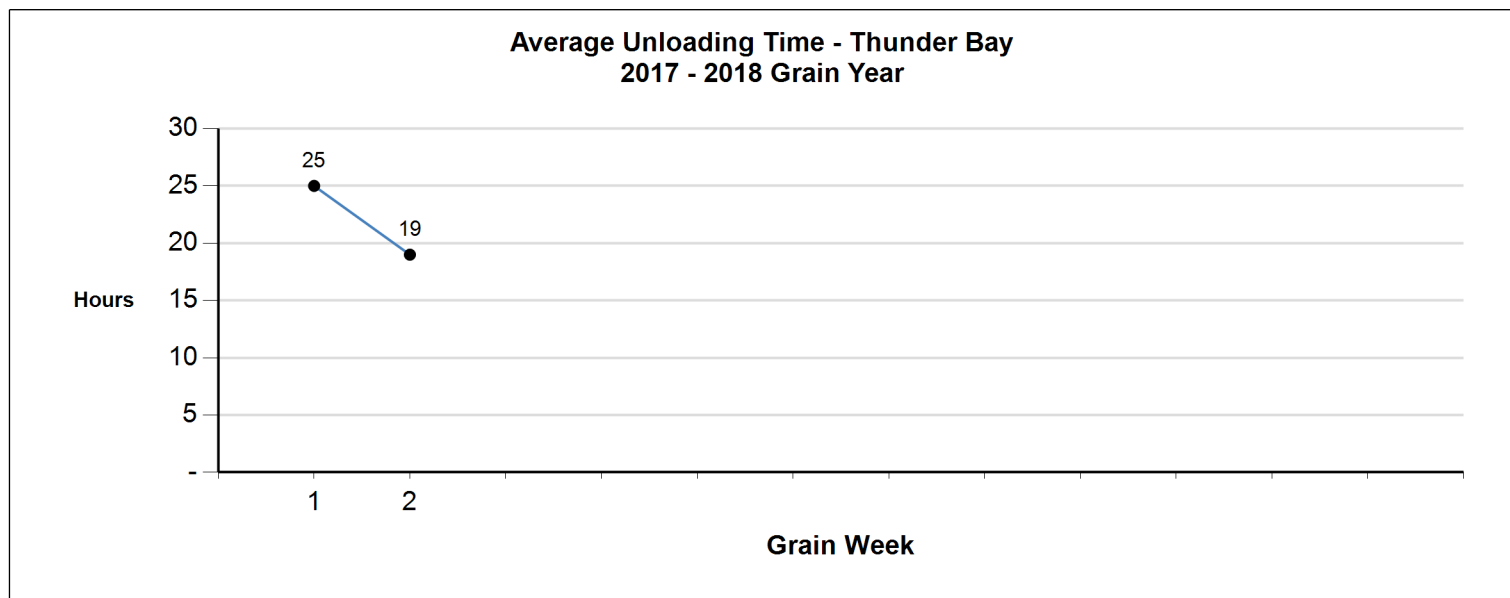
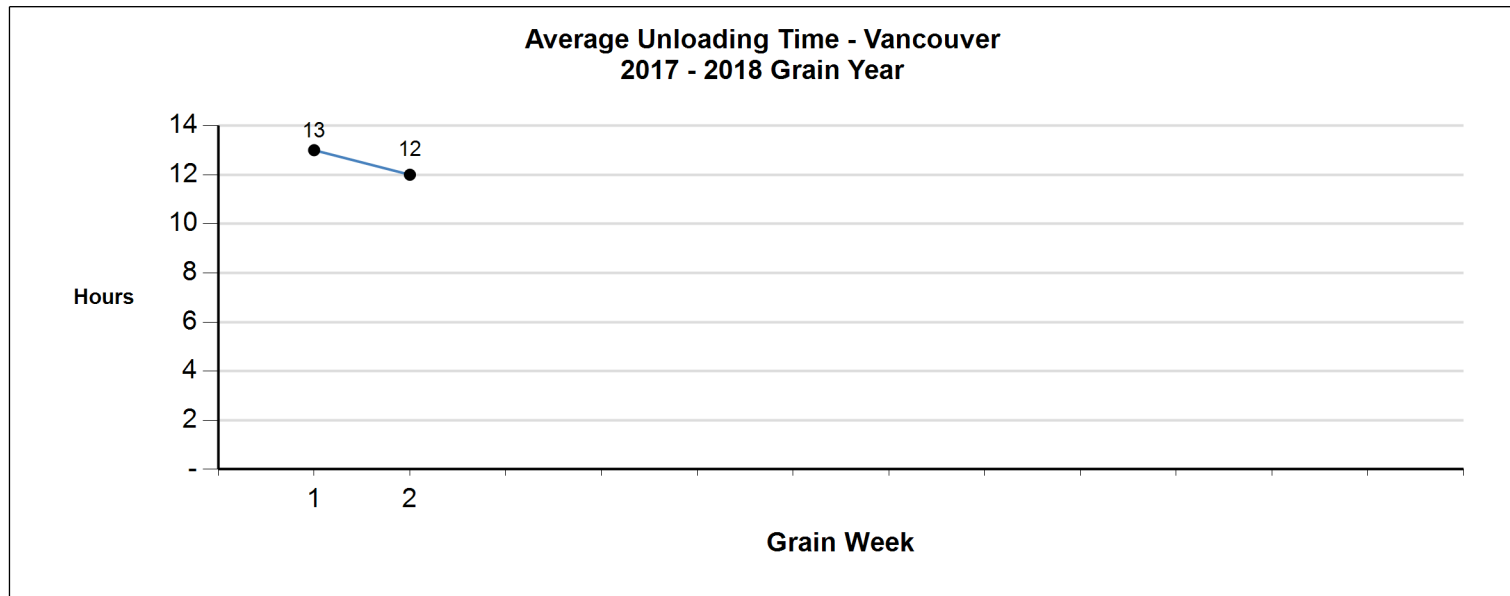


Destination Dwell Performance





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.