



Performance Dashboard

Hopper Car Demand

	Week 03			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	3,419	2,913	506	9,228	3,076	8,309	2,769	919	306
CP	3,222	3,189	33	9,718	3,239	10,846	3,615	(1,128)	(376)
Total	6,641	6,102	539	18,946	6,315	19,155	6,384	(209)	(70)

Cars Shipped

Railway	Corridor	Week 03	YTD
CN	N.A. Domestic	123	757
	Prince Rupert	949	2,188
	Thunder Bay	361	865
	Vancouver	2,030	5,513
Total		3,463	9,323
CP	N.A. Domestic	329	807
	Thunder Bay	707	2,552
	Vancouver	1,956	5,545
Total		2,992	8,904

Empty Hopper Cars Supplied - Week 03 (All Want Weeks)

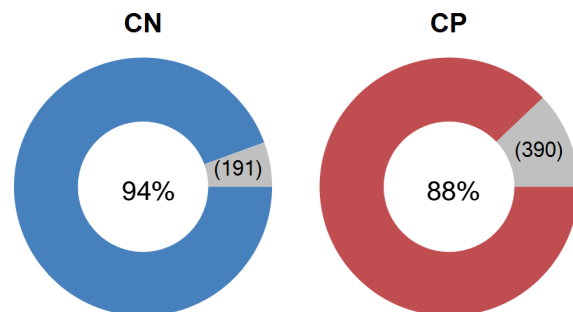
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,117	2,520	298		58	190	3,473	2,710
CP	2,660	2,364	183	889	217	485	3,060	3,738
Total	5,777	4,884	481	889	275	675	6,533	6,448

Supplied by Block Size

Block Size	Week 03			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	2%	3%	4%	3%	3%
25	2%	1%	2%	5%	1%	3%
50	14%	9%	12%	17%	14%	15%
100	81%	88%	84%	75%	83%	79%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,419	3,222	6,641
Current Week Order Fulfillment			
Supplied in Current Week	3,117	2,660	5,777
Supplied Early	111	172	283
Total Cars Supplied for Want Week	3,228	2,832	6,060
Current Week Unfulfilled Demand	(191)	(390)	(581)
% Current Week Orders Supplied	94%	88%	91%

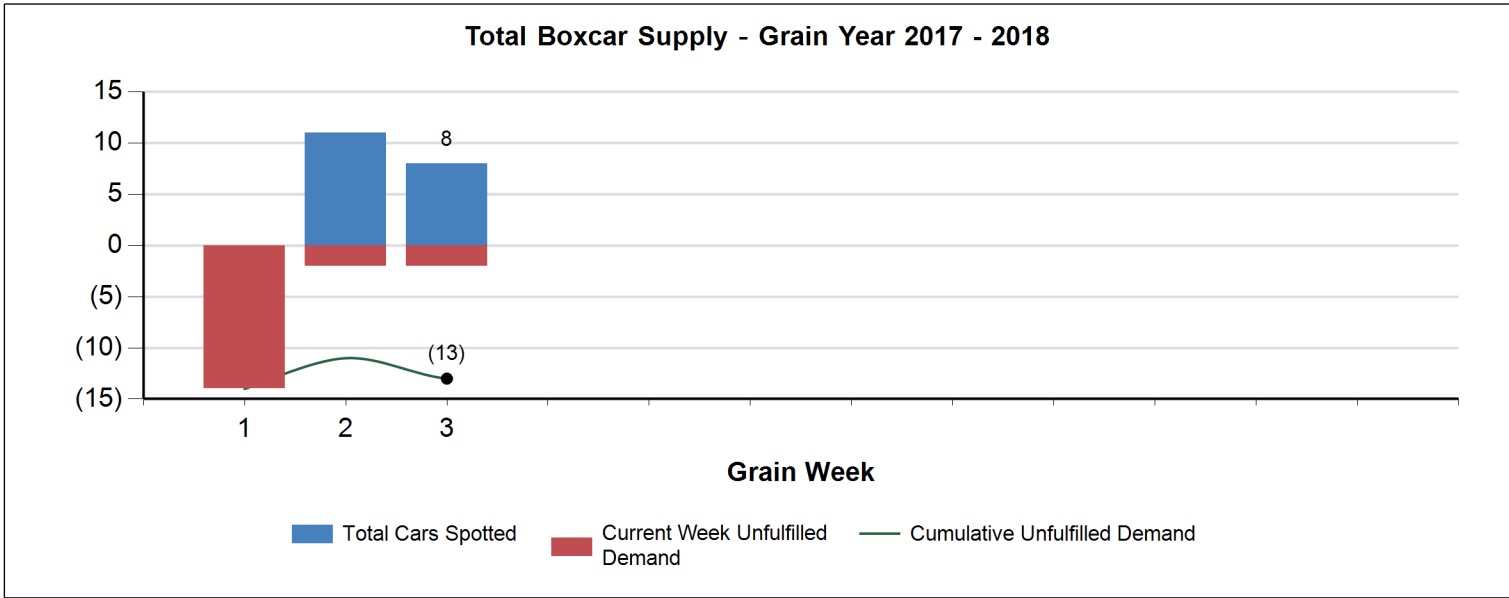
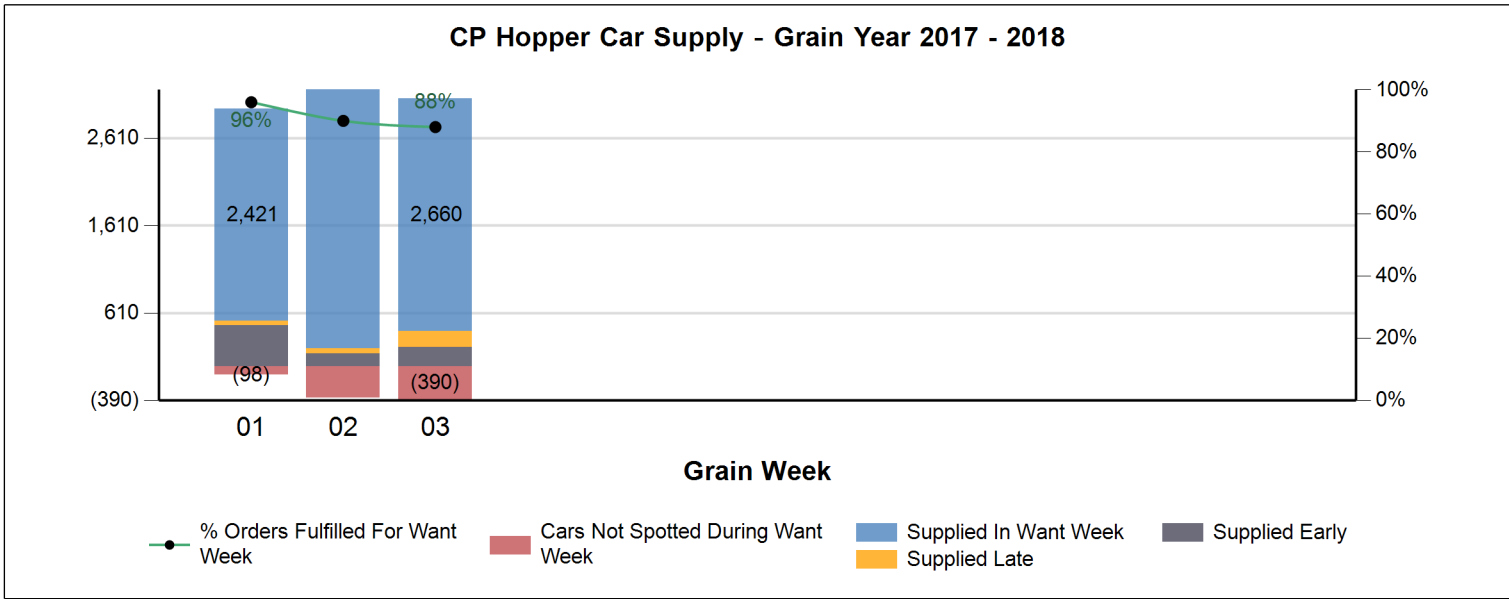
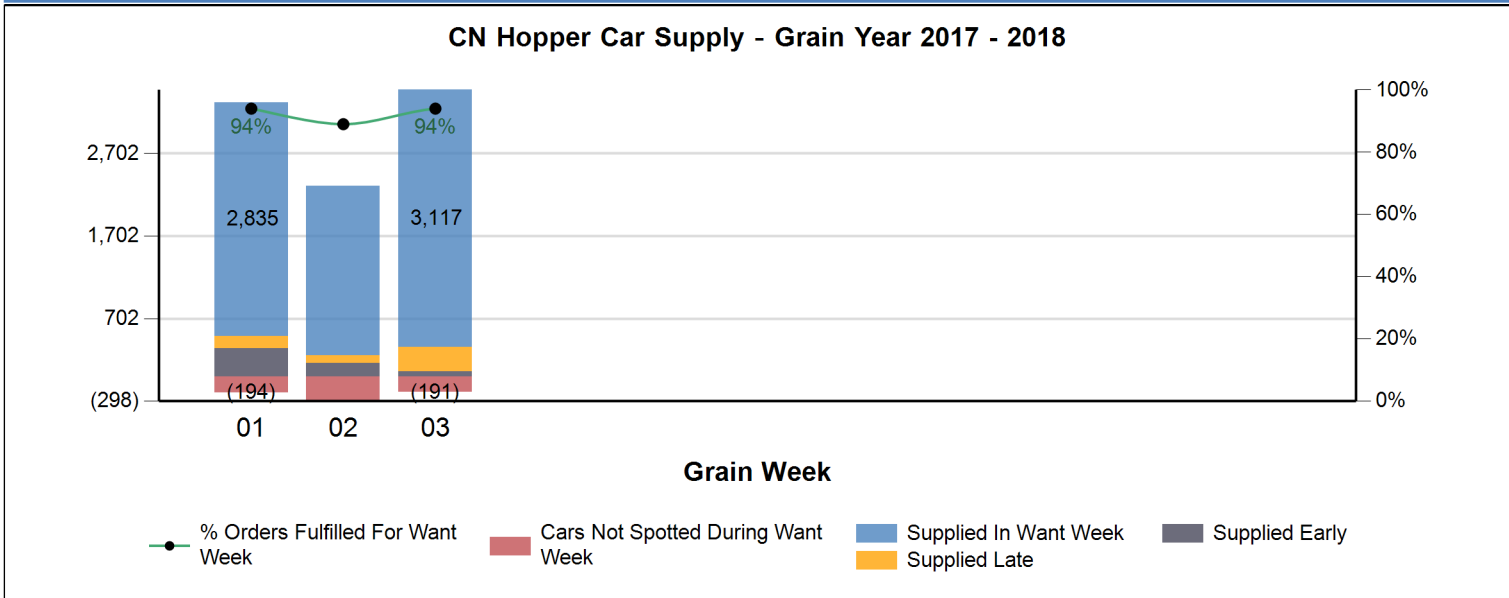


Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 03		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	24	17	37	15
CP	56	38	62	55

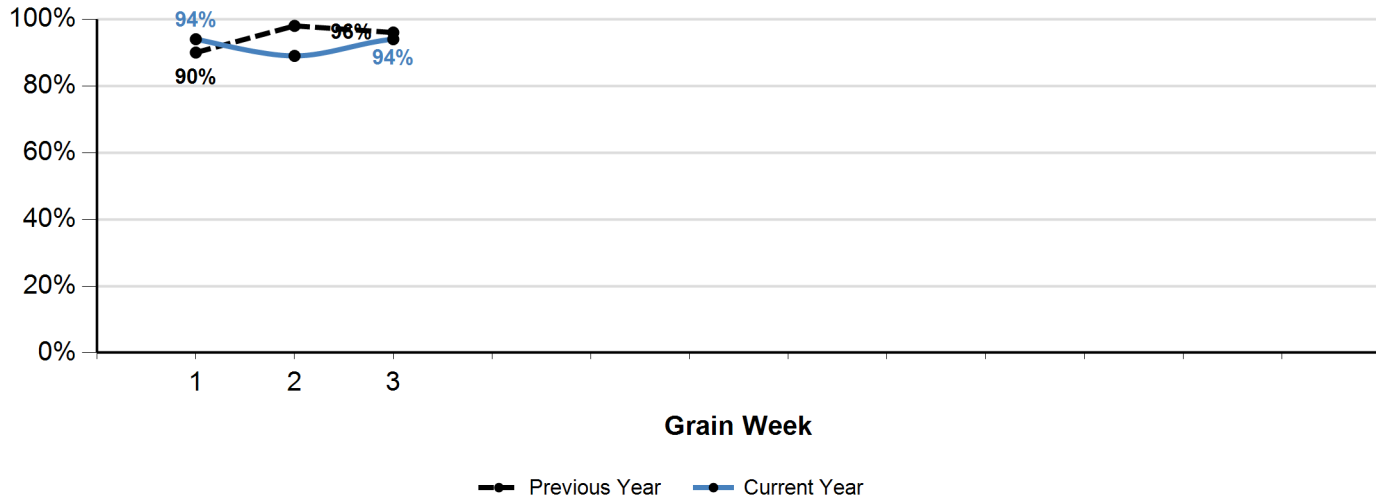
Dwell Time (Hours) at Destination (All Traffic)

		Week 03		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	17	16	21	15
	CP	9	5	19	8
Thunder Bay	CN	31	44	51	77
	CP	25	34	36	38

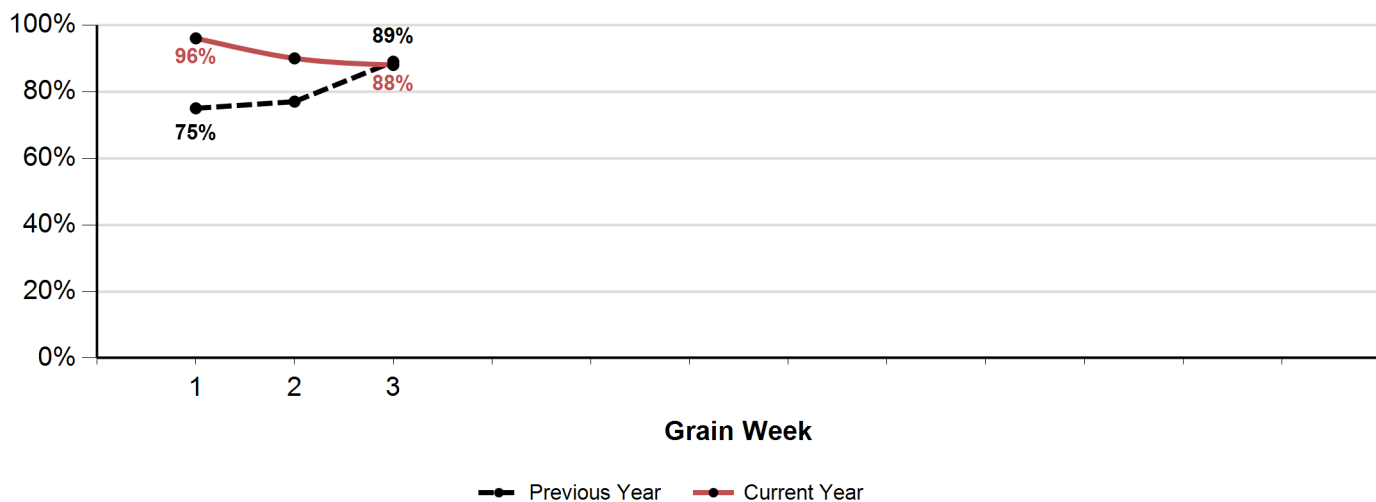




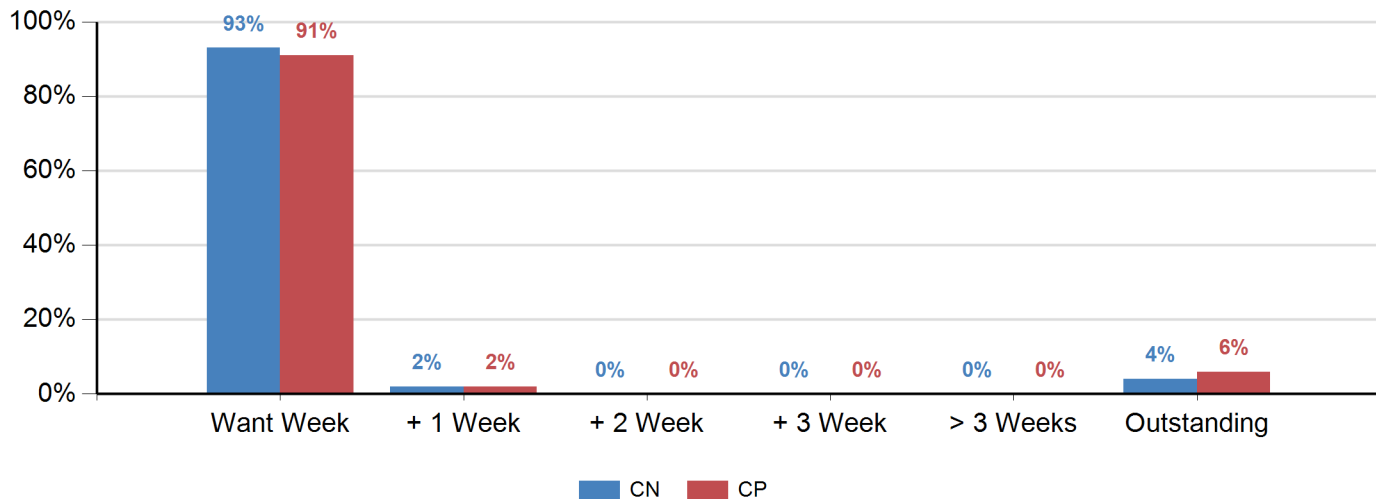
Hopper Car Orders Supplied Within the Want Week - CN

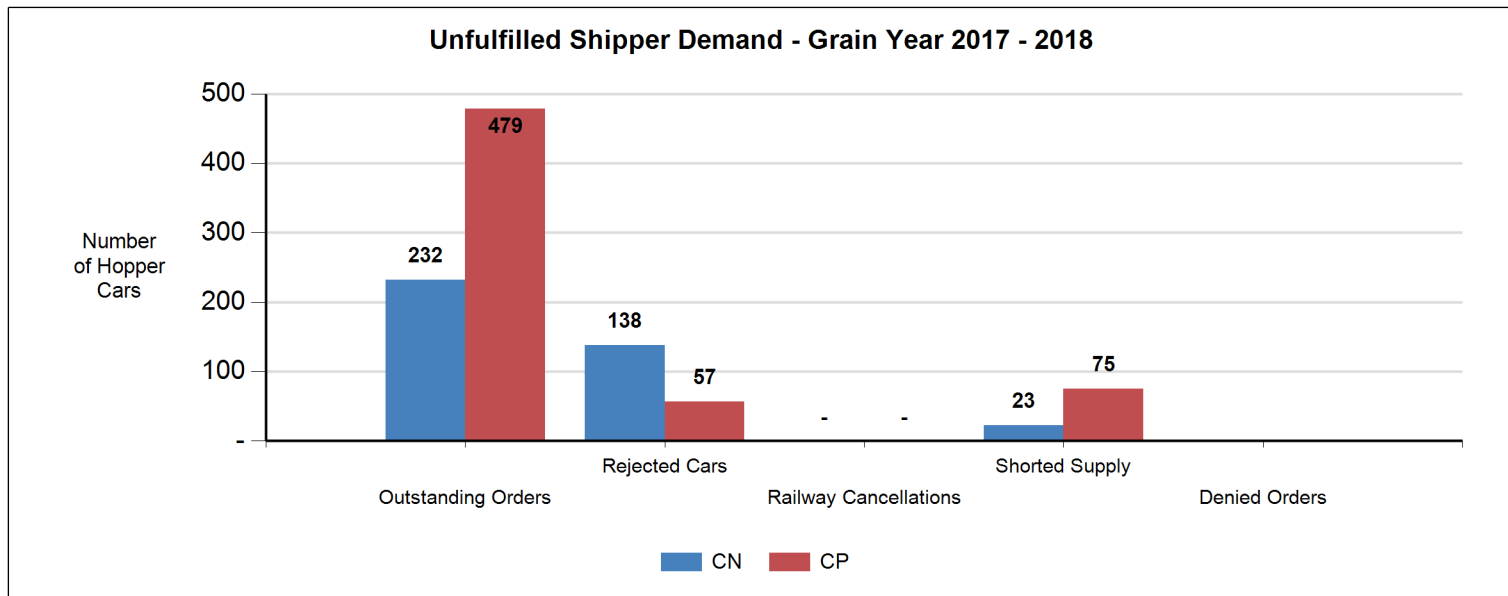


Hopper Car Orders Supplied Within the Want Week - CP



Hopper Car Order Fulfillment Time Grain Year 2017 - 2018





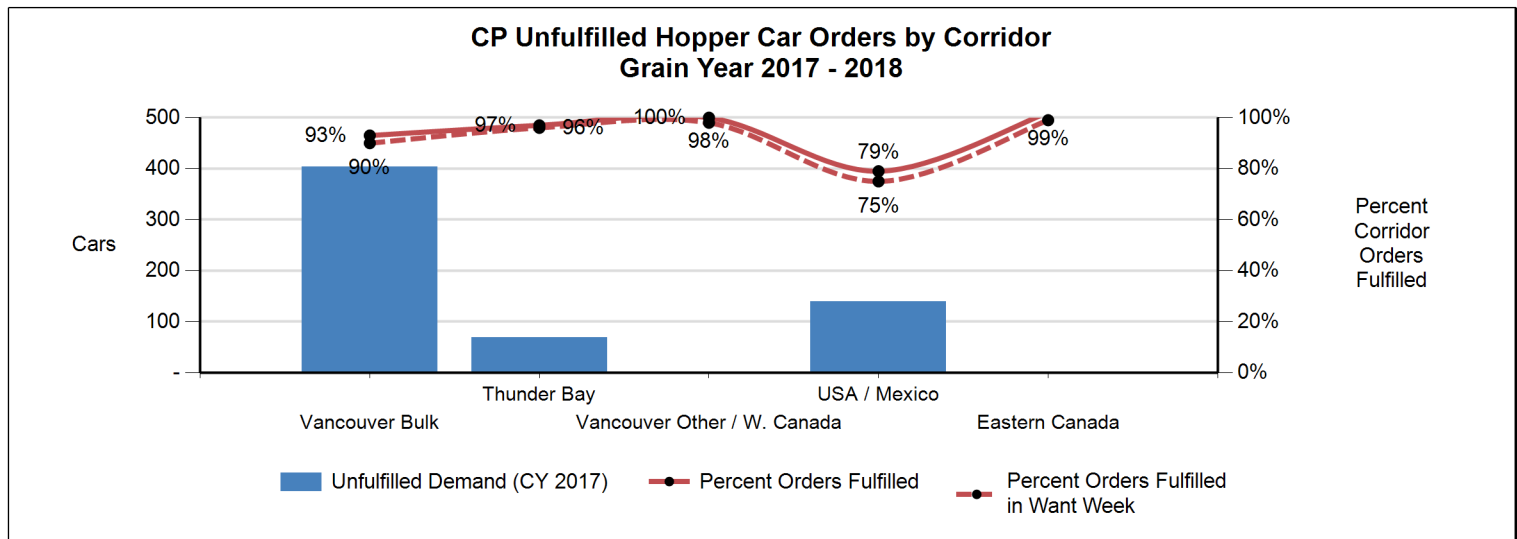
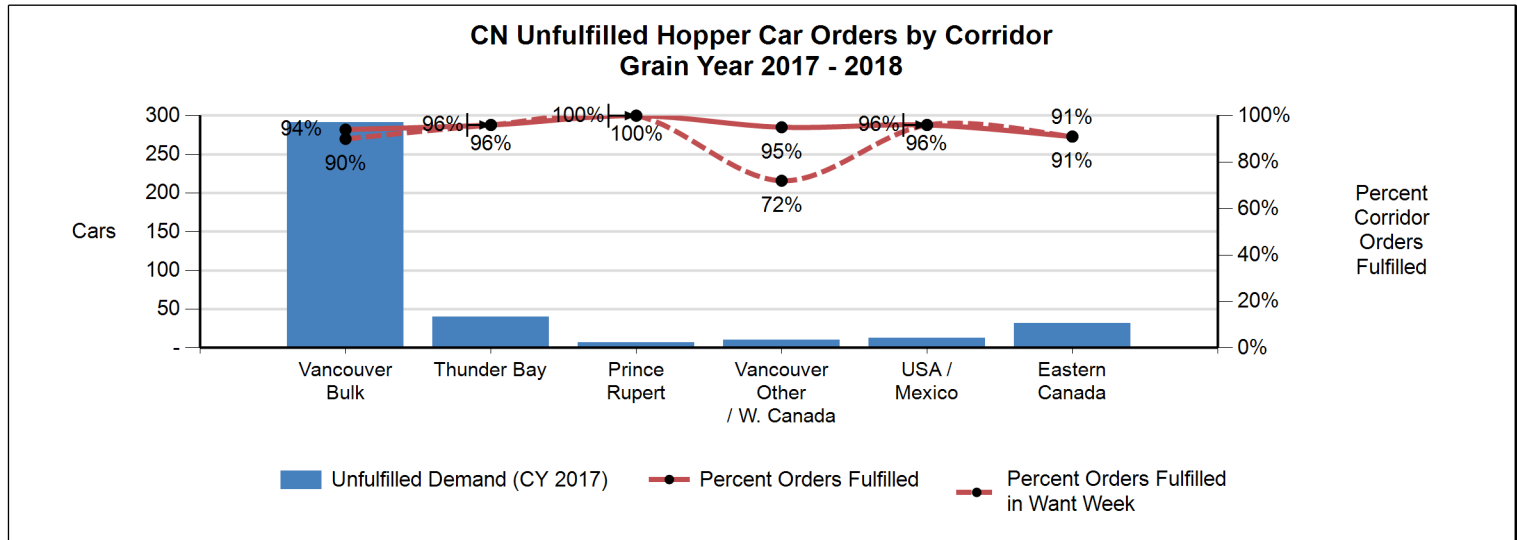
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 03

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	5,198	4,907	(291)	94%
	Thunder Bay	1,023	983	(40)	96%
	Prince Rupert	2,068	2,061	(7)	100%
	Vancouver Other / W. Canada	217	207	(10)	95%
	USA / Mexico	370	357	(13)	96%
	Eastern Canada	352	320	(32)	91%
Total		9,228	8,835	(393)	96%
CP	Vancouver Bulk	6,008	5,604	(404)	93%
	Thunder Bay	2,584	2,515	(69)	97%
	Vancouver Other / W. Canada	322	321	(1)	100%
	USA / Mexico	676	537	(139)	79%
	Eastern Canada	128	130	2	102%
Total		9,718	9,107	(611)	94%

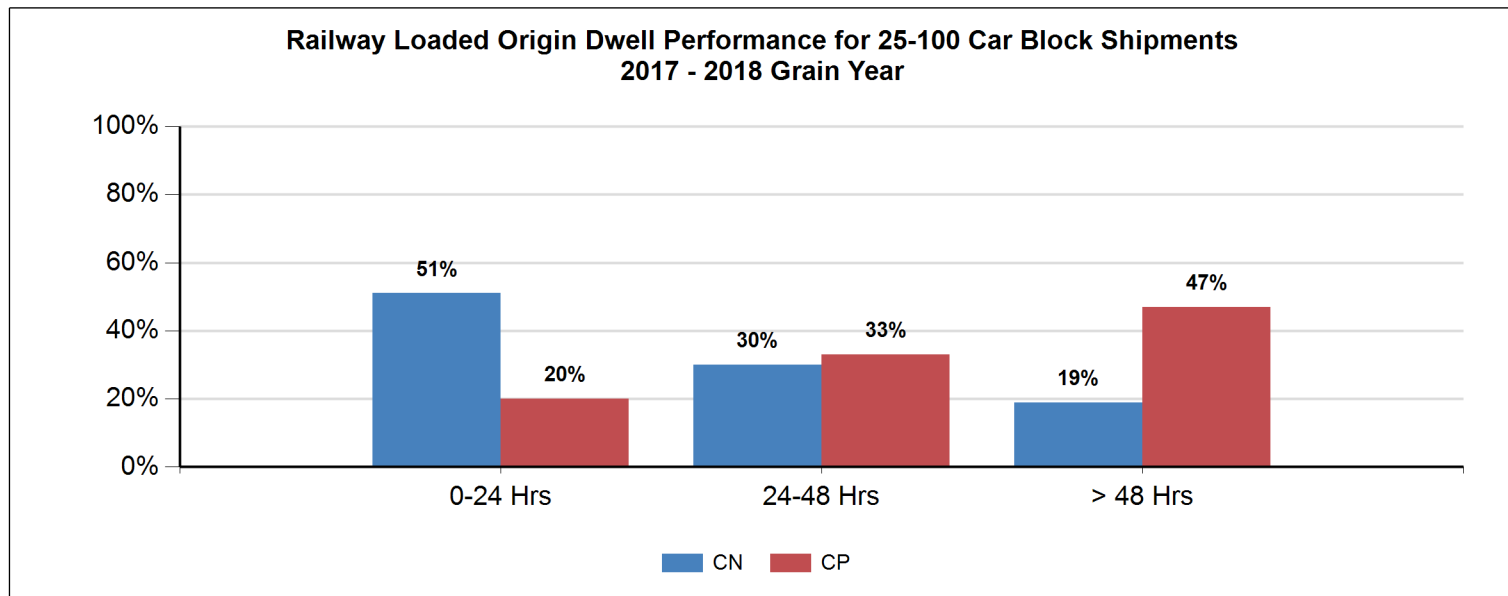
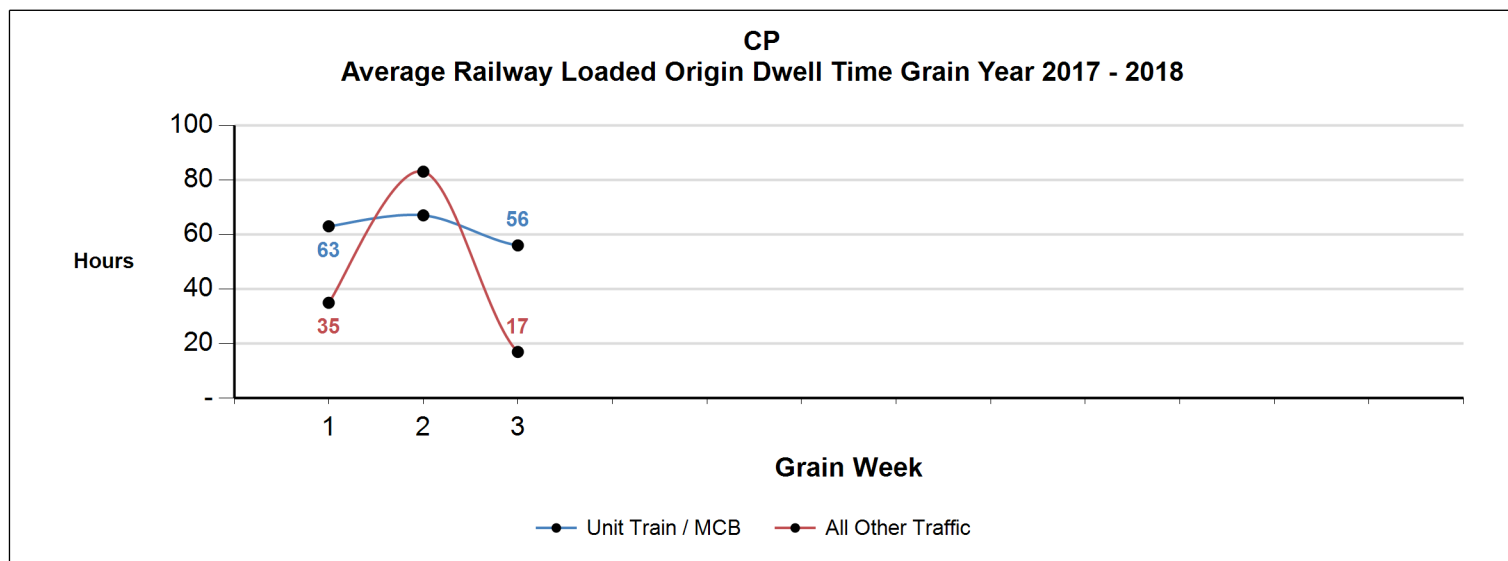
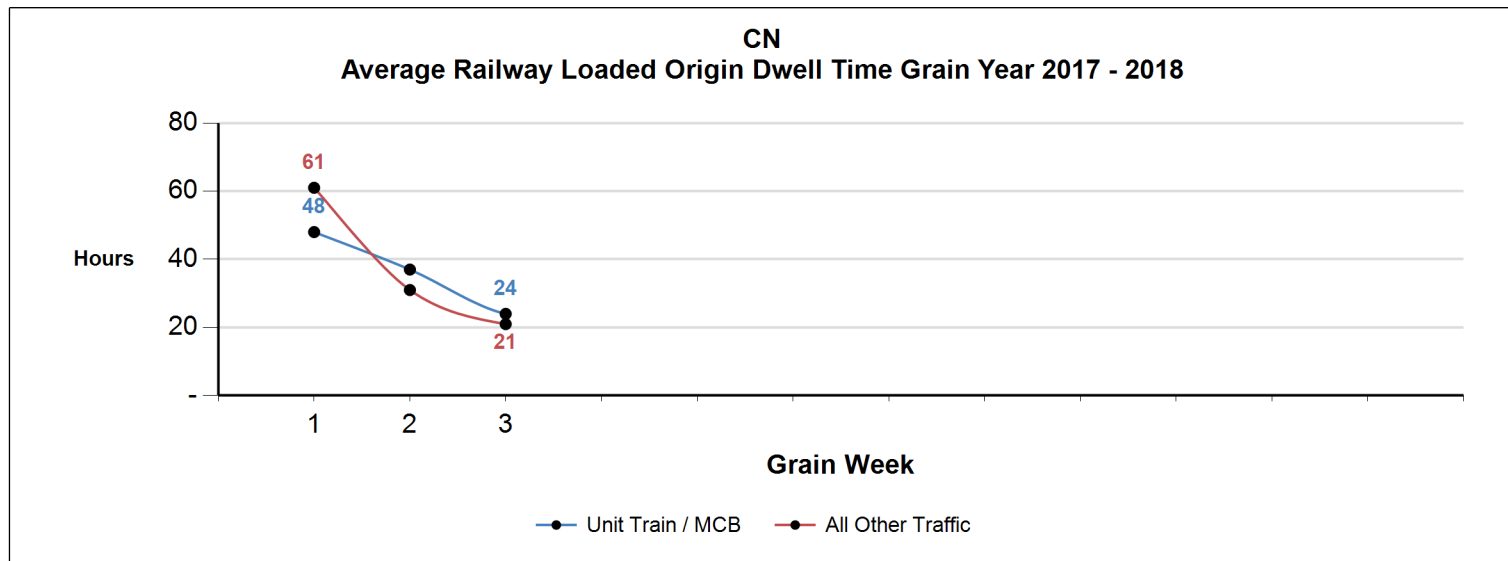
Hopper Cars Supplied in the Want Week by Corridor - To Week 03

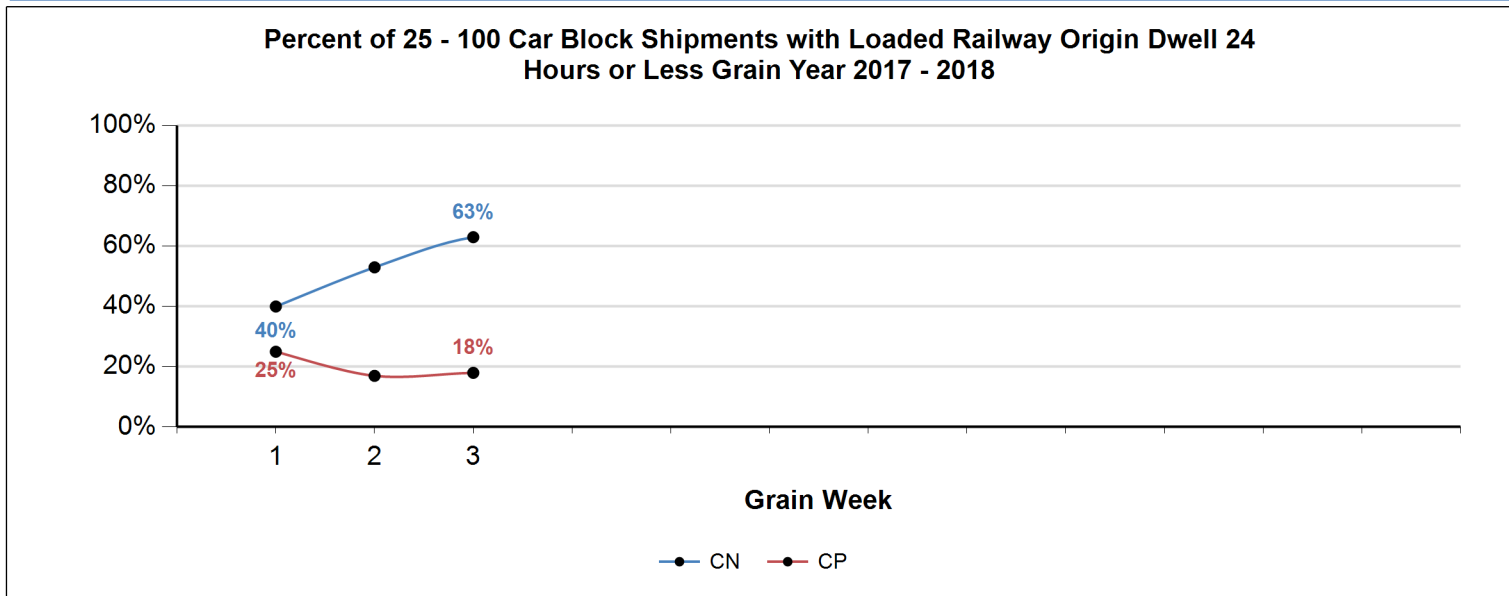
Railway	Corridor	Week 03			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,791	1,645	92%	5,198	4,668	90%
	Thunder Bay	512	496	97%	1,023	983	96%
	Prince Rupert	945	946	100%	2,068	2,061	100%
	Vancouver Other / W. Canada	78	76	97%	217	156	72%
	USA / Mexico	42	42	100%	370	357	96%
	Eastern Canada	51	23	45%	352	320	91%
	CN Total		3,419	3,228	94%	9,228	8,545
CP	Vancouver Bulk	2,096	1,787	85%	6,008	5,429	90%
	Thunder Bay	532	513	96%	2,584	2,491	96%
	Vancouver Other / W. Canada	255	254	100%	322	314	98%
	USA / Mexico	289	229	79%	676	507	75%
	Eastern Canada	50	49	98%	128	127	99%
CP Total		3,222	2,832	88%	9,718	8,868	91%



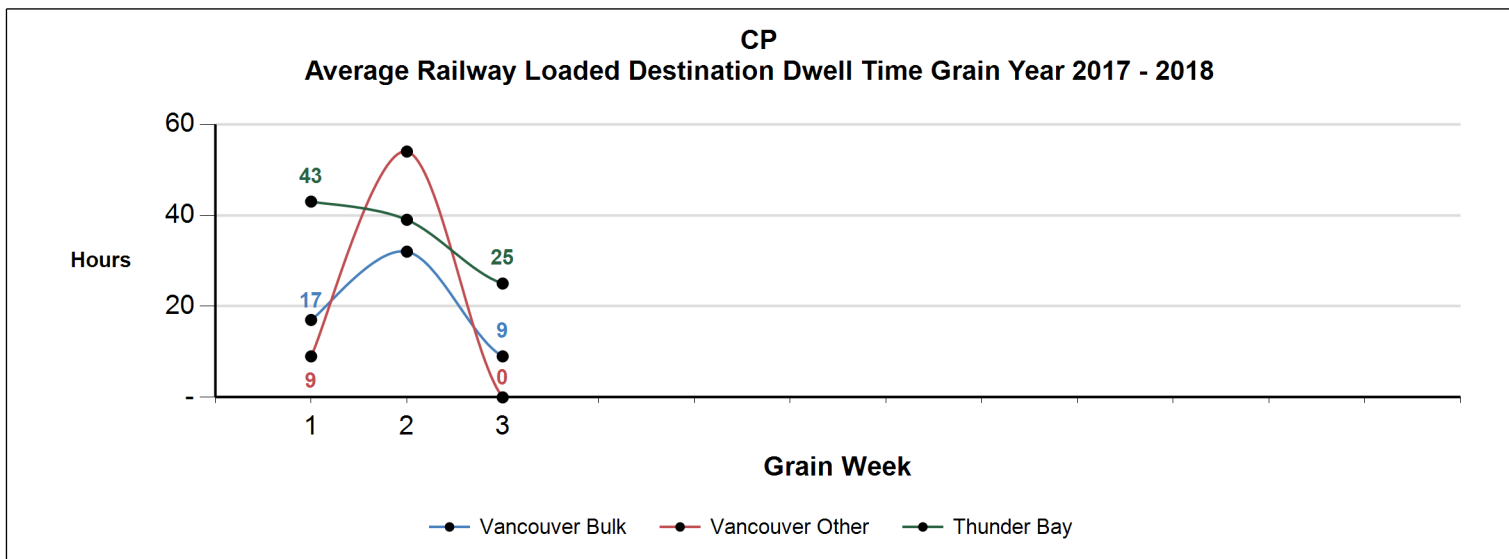
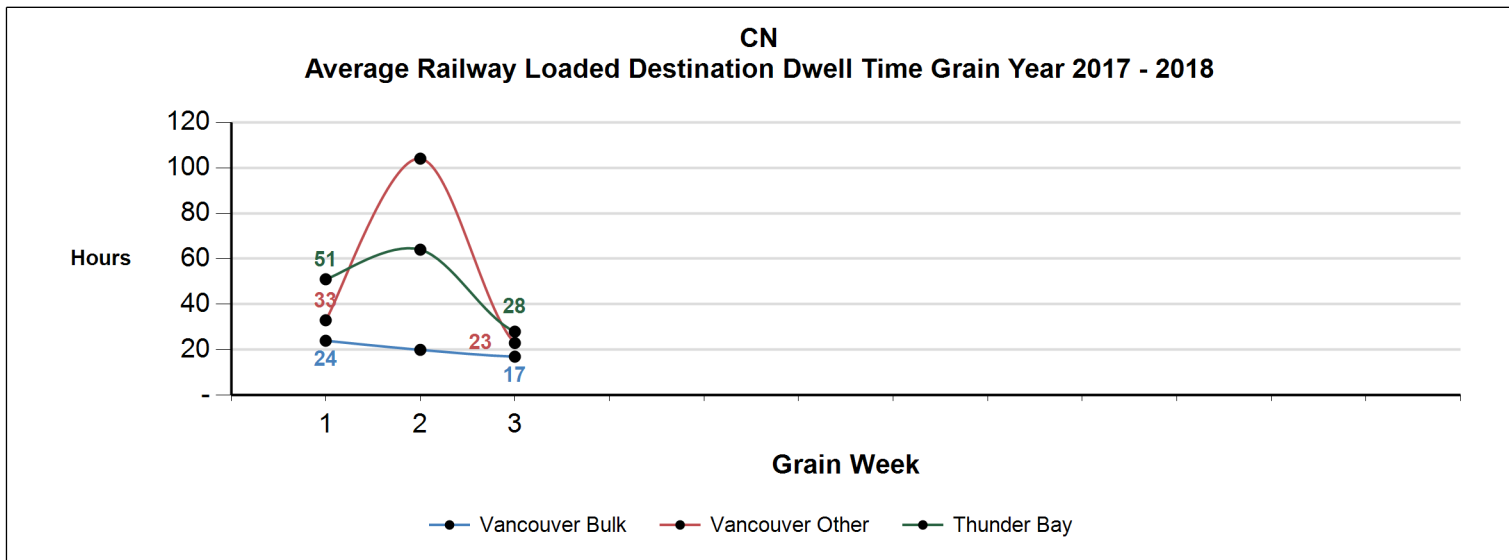


Origin Dwell Performance

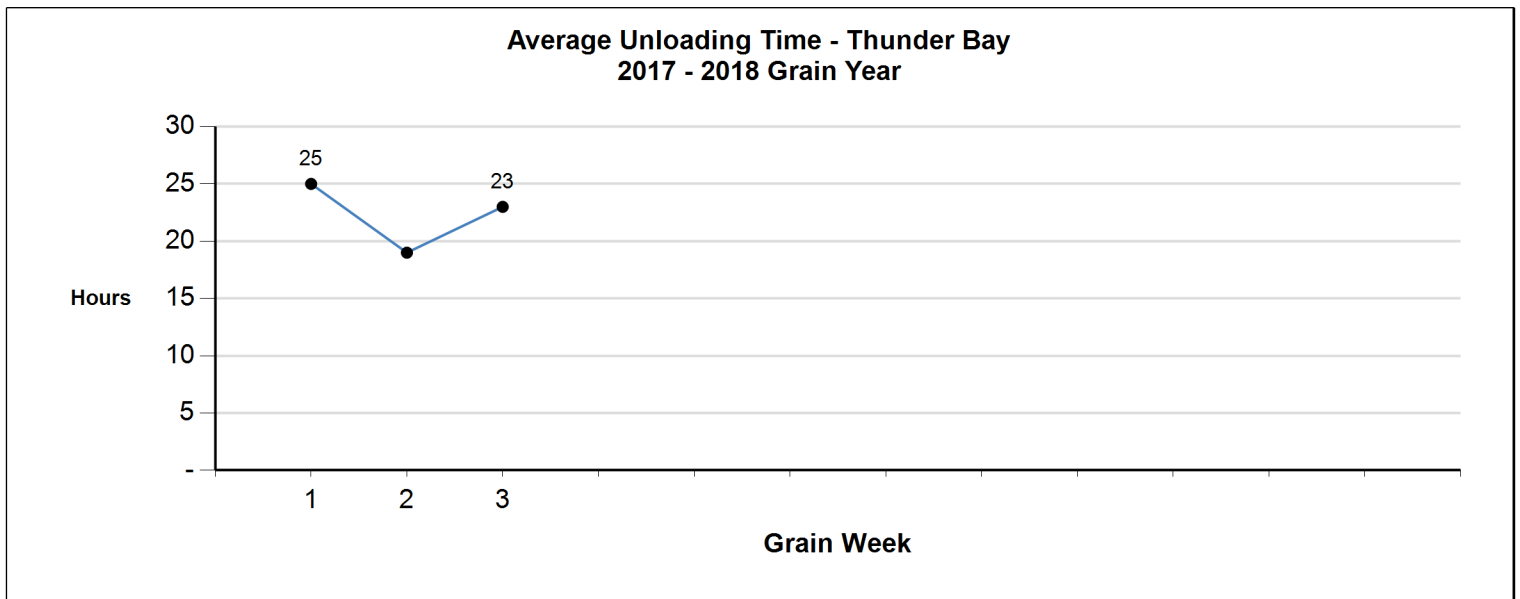
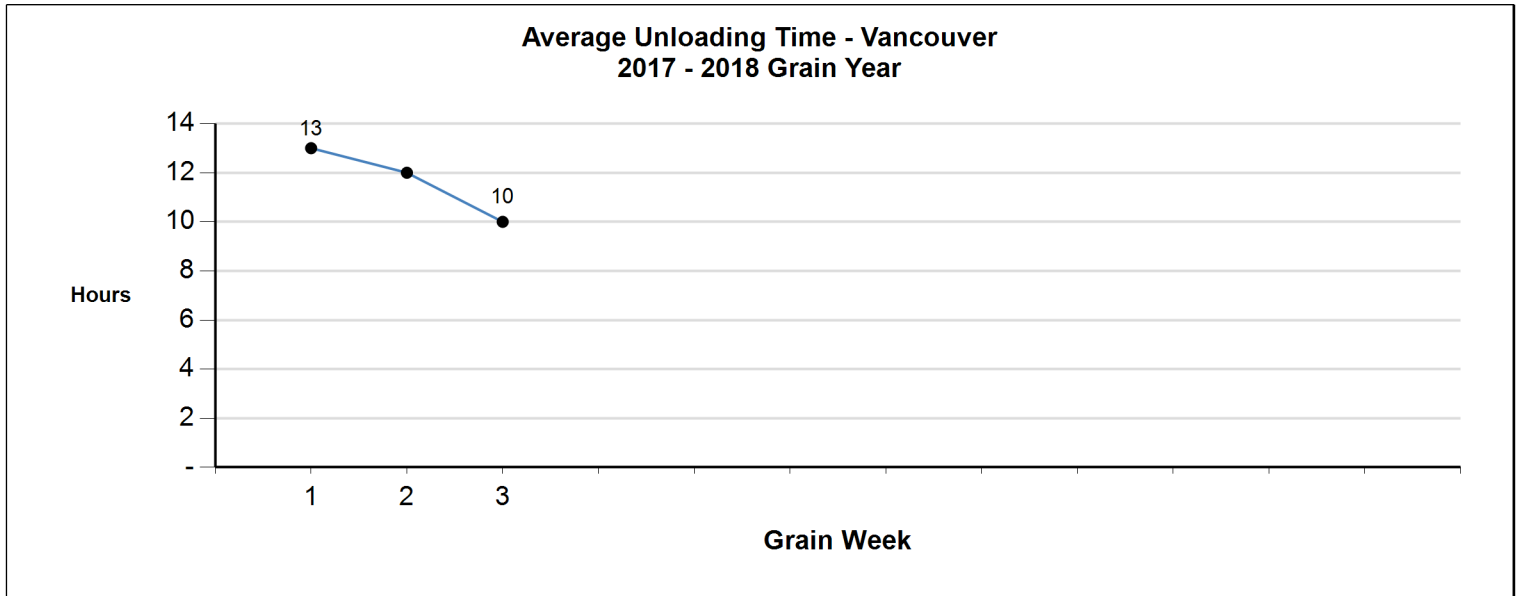




Destination Dwell Performance



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.