



Performance Dashboard

Hopper Car Demand

	Week 04			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	2,824	3,445	(621)	12,052	3,013	11,754	2,938	298	74
CP	4,268	4,002	266	14,011	3,502	14,848	3,712	(837)	(209)
Total	7,092	7,447	(355)	26,063	6,515	26,602	6,650	(539)	(135)

Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	489	1,246
	Prince Rupert	959	3,090
	Thunder Bay	535	1,400
	Vancouver	737	6,249
Total		2,720	11,985
CP	N.A. Domestic	841	1,672
	Thunder Bay	868	3,420
	Vancouver	2,780	8,368
Total		4,489	13,460

Empty Hopper Cars Supplied - Week 04 (All Want Weeks)

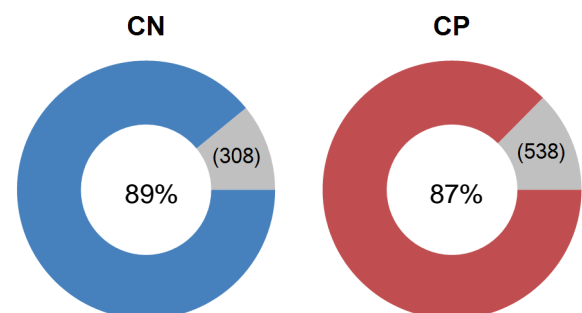
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,289	2,987	81	77		99	2,370	3,163
CP	3,240	3,147	486	222	476	560	4,202	3,929
Total	5,529	6,134	567	299	476	659	6,572	7,092

Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	2%	2%	3%	2%	3%
25	9%	6%	7%	6%	3%	4%
50	9%	7%	8%	16%	11%	13%
100	81%	85%	84%	76%	83%	80%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,824	4,268	7,092
Current Week Order Fulfillment			
Supplied in Current Week	2,289	3,240	5,529
Supplied Early	227	490	717
Total Cars Supplied for Want Week	2,516	3,730	6,246
Current Week Unfulfilled Demand	(308)	(538)	(846)
% Current Week Orders Supplied	89%	87%	88%

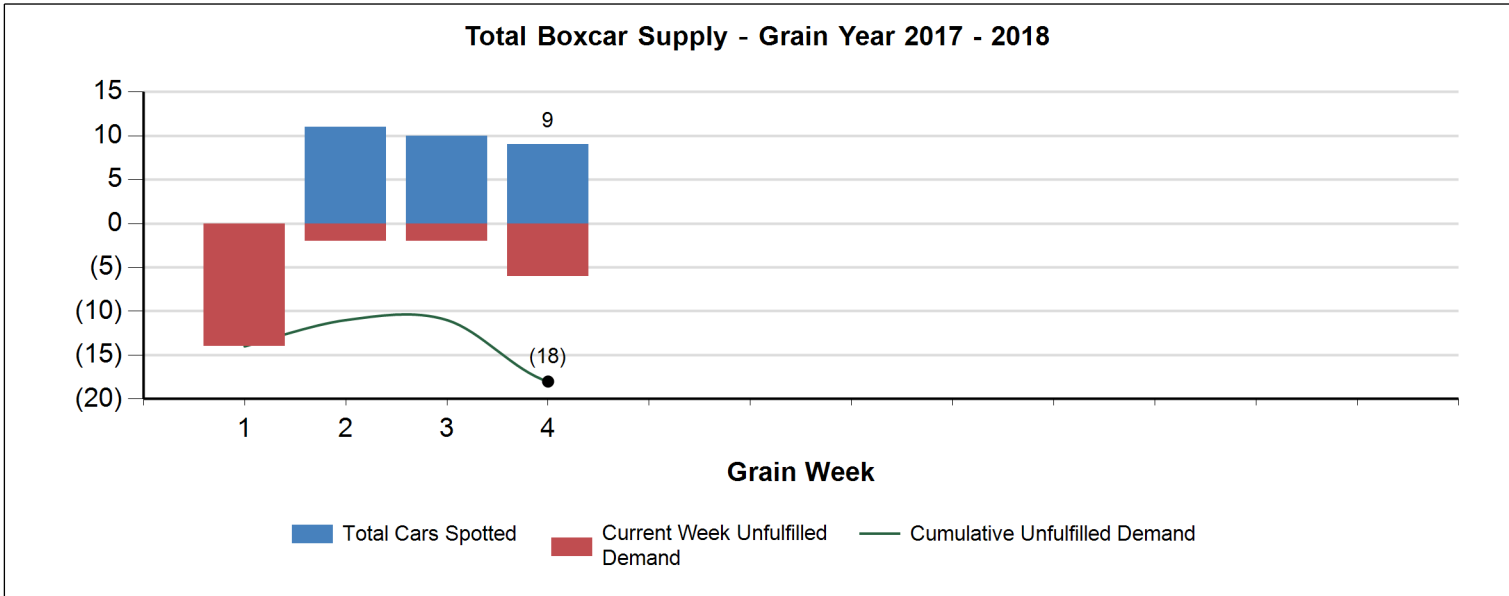
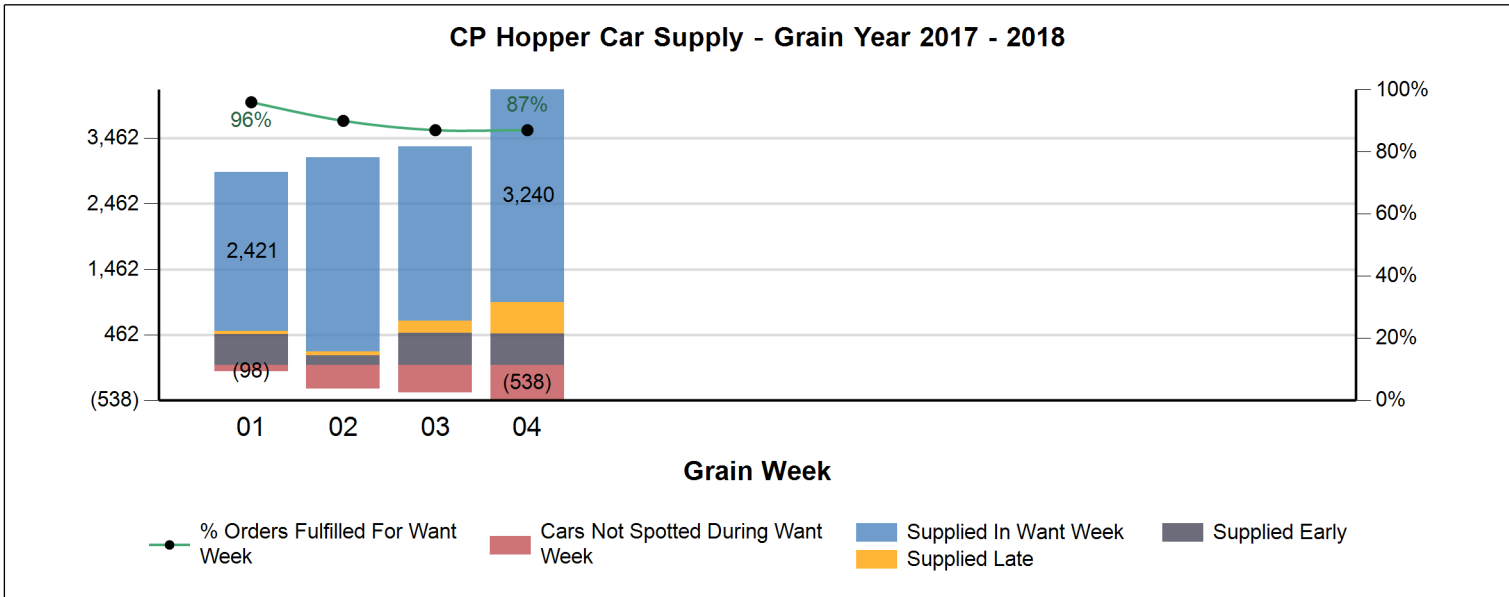
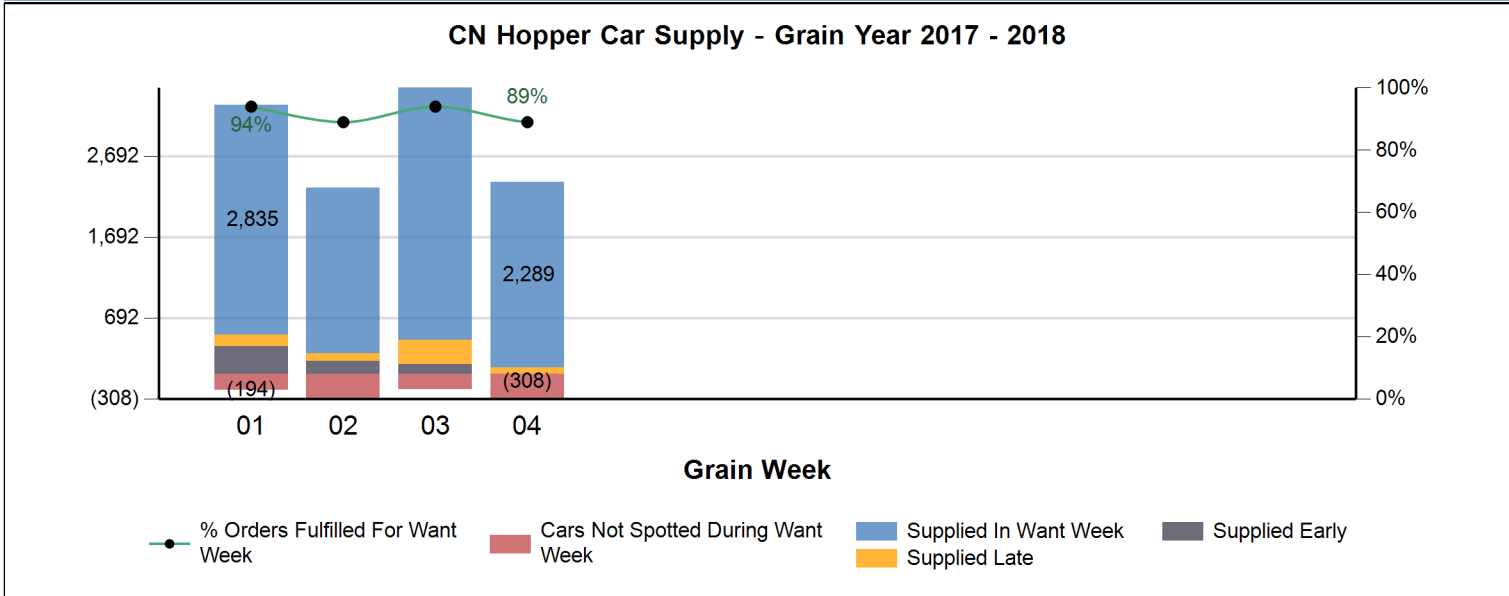


Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	40	17	41	16
CP	48	43	60	52

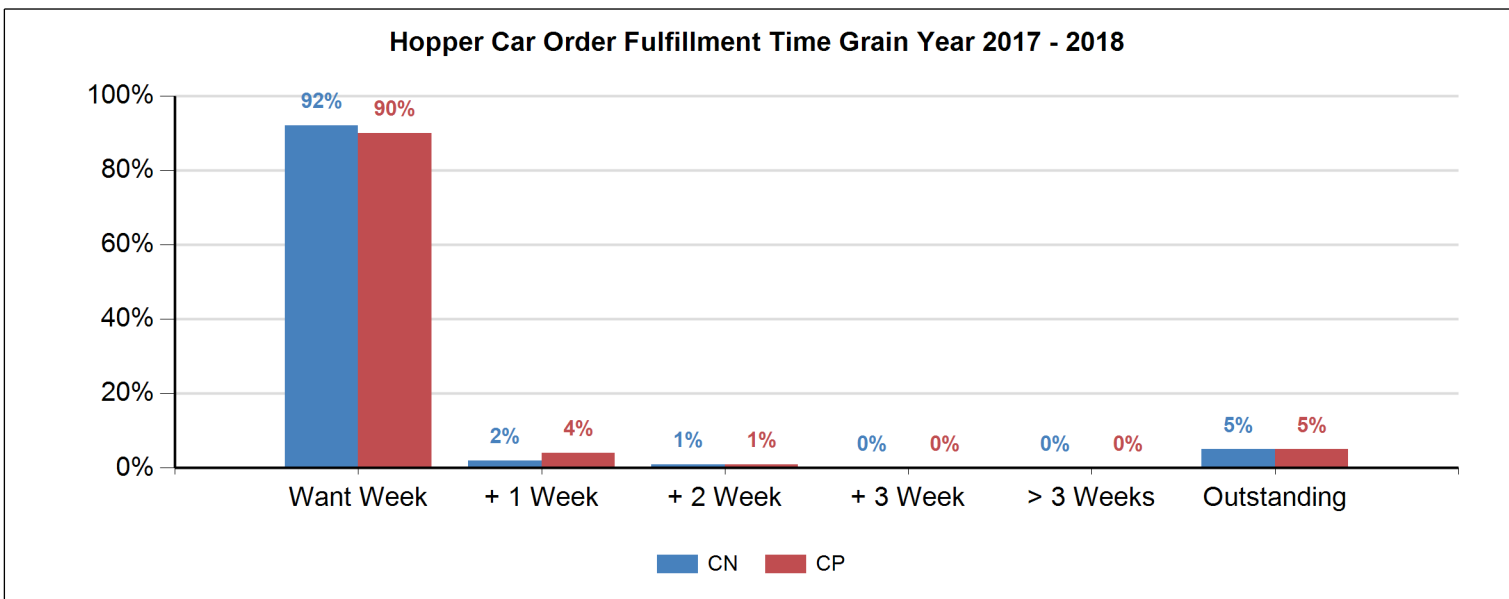
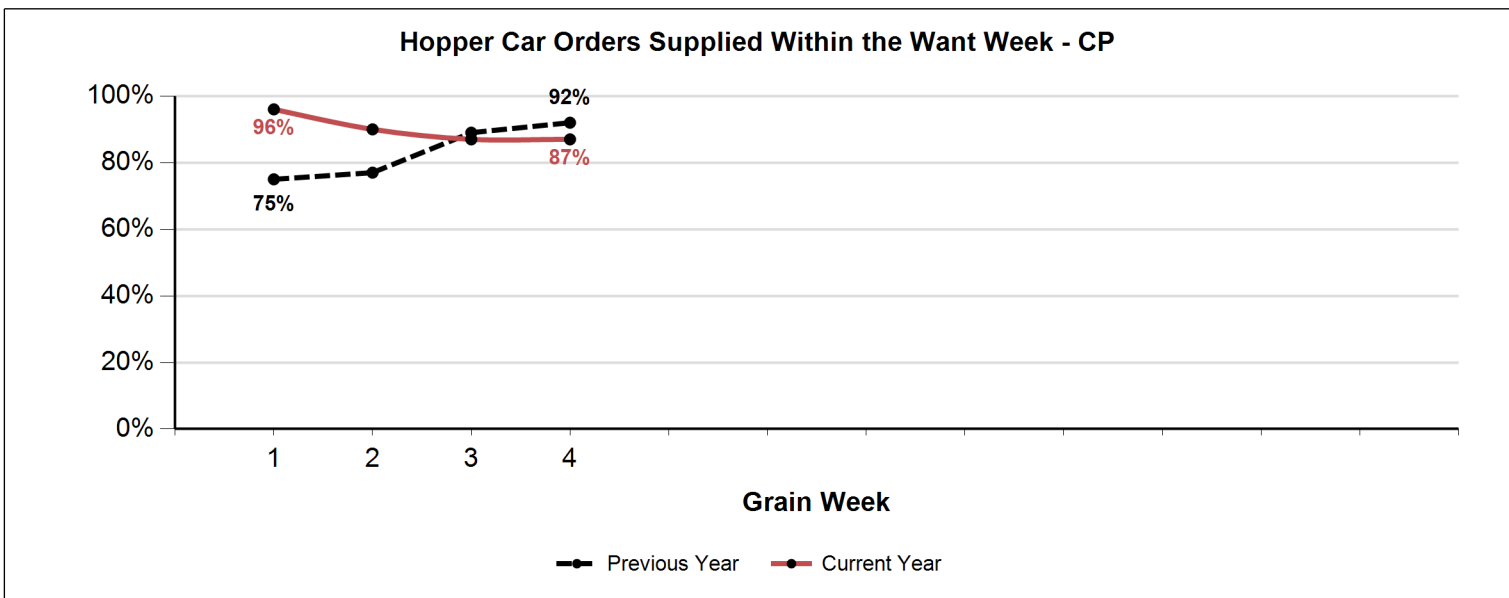
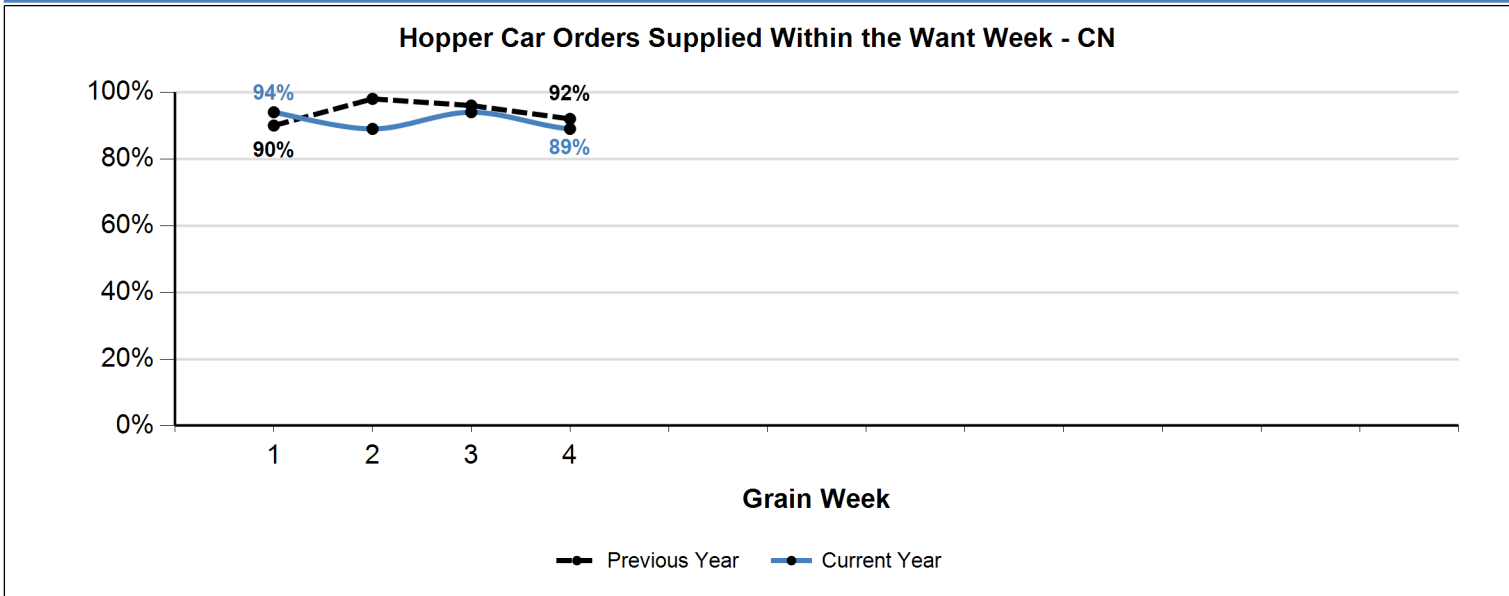
Dwell Time (Hours) at Destination (All Traffic)

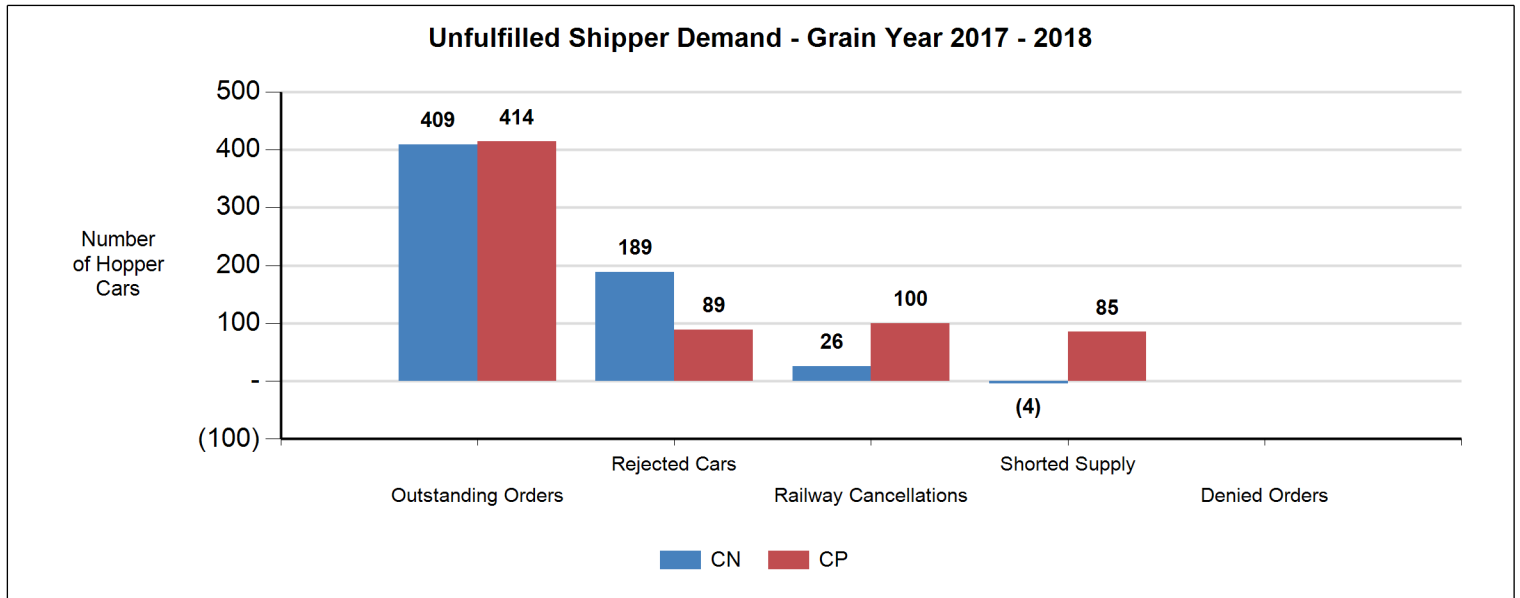
		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	23	16	22	16
	CP	15	5	18	7
Thunder Bay	CN	26	59	41	73
	CP	31	22	35	34





Weekly Performance Update - To Grain Week 04 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





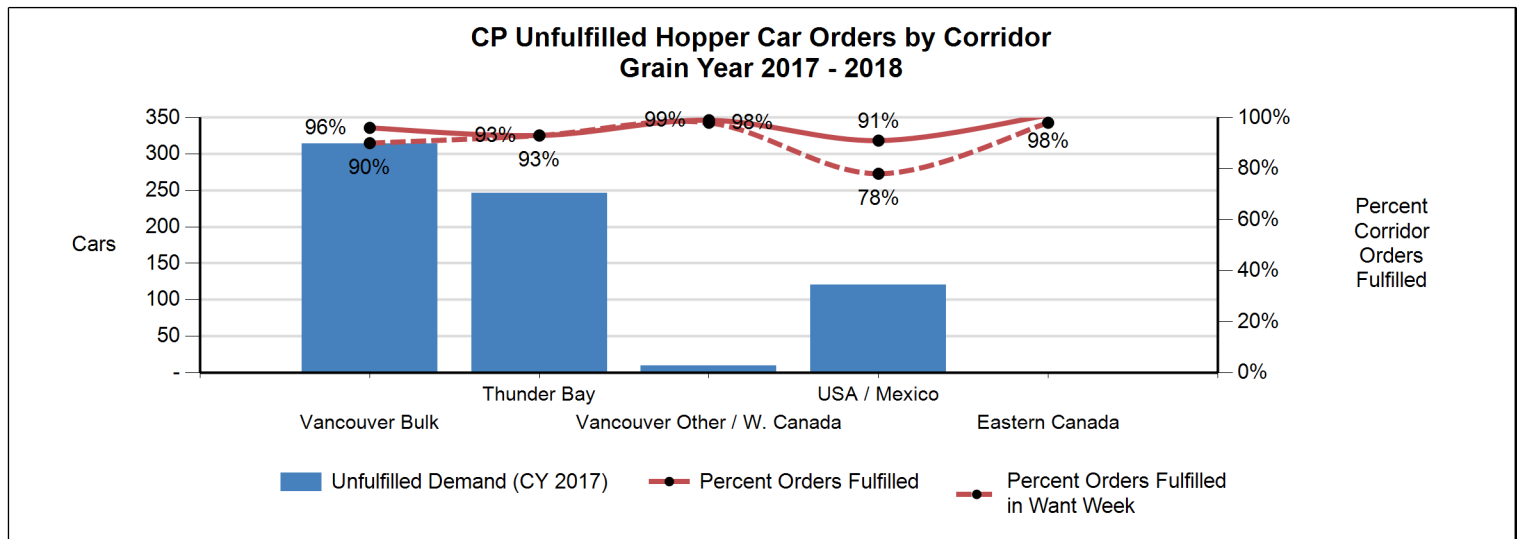
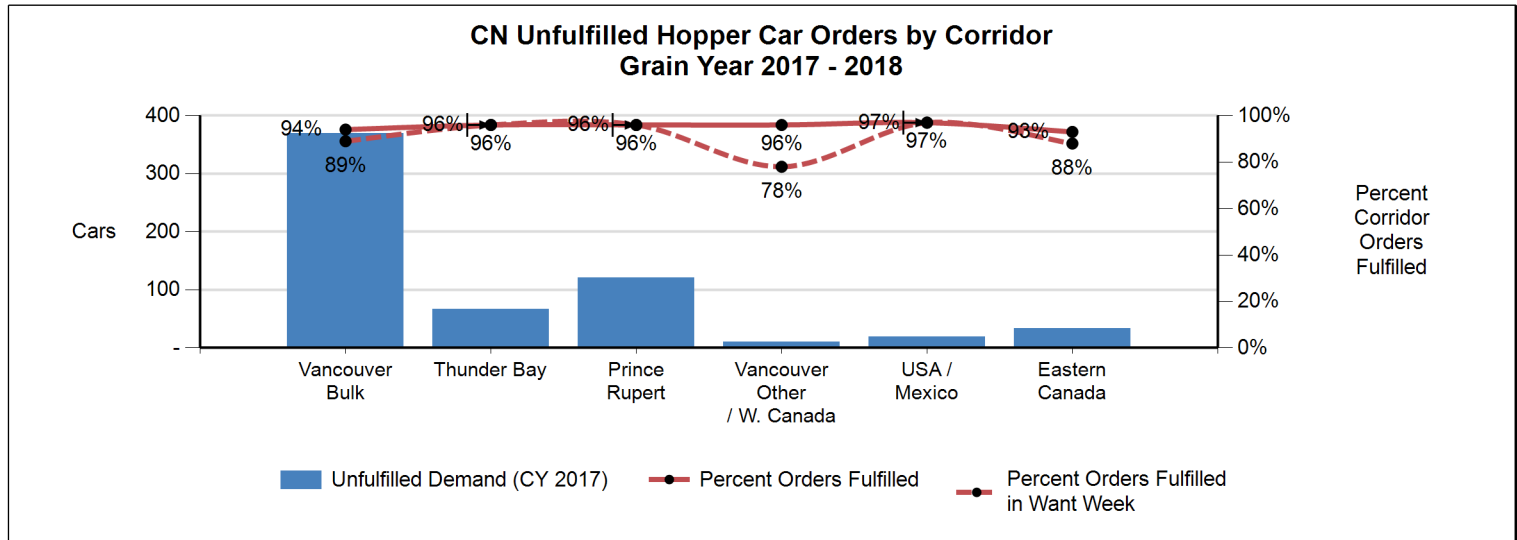
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 04

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	6,014	5,645	(369)	94%
	Thunder Bay	1,546	1,479	(67)	96%
	Prince Rupert	3,042	2,921	(121)	96%
	Vancouver Other / W. Canada	273	263	(10)	96%
	USA / Mexico	699	680	(19)	97%
	Eastern Canada	478	444	(34)	93%
Total		12,052	11,432	(620)	95%
CP	Vancouver Bulk	7,961	7,647	(314)	96%
	Thunder Bay	3,777	3,531	(246)	93%
	Vancouver Other / W. Canada	807	798	(9)	99%
	USA / Mexico	1,337	1,217	(120)	91%
	Eastern Canada	129	130	1	101%
Total		14,011	13,323	(688)	95%

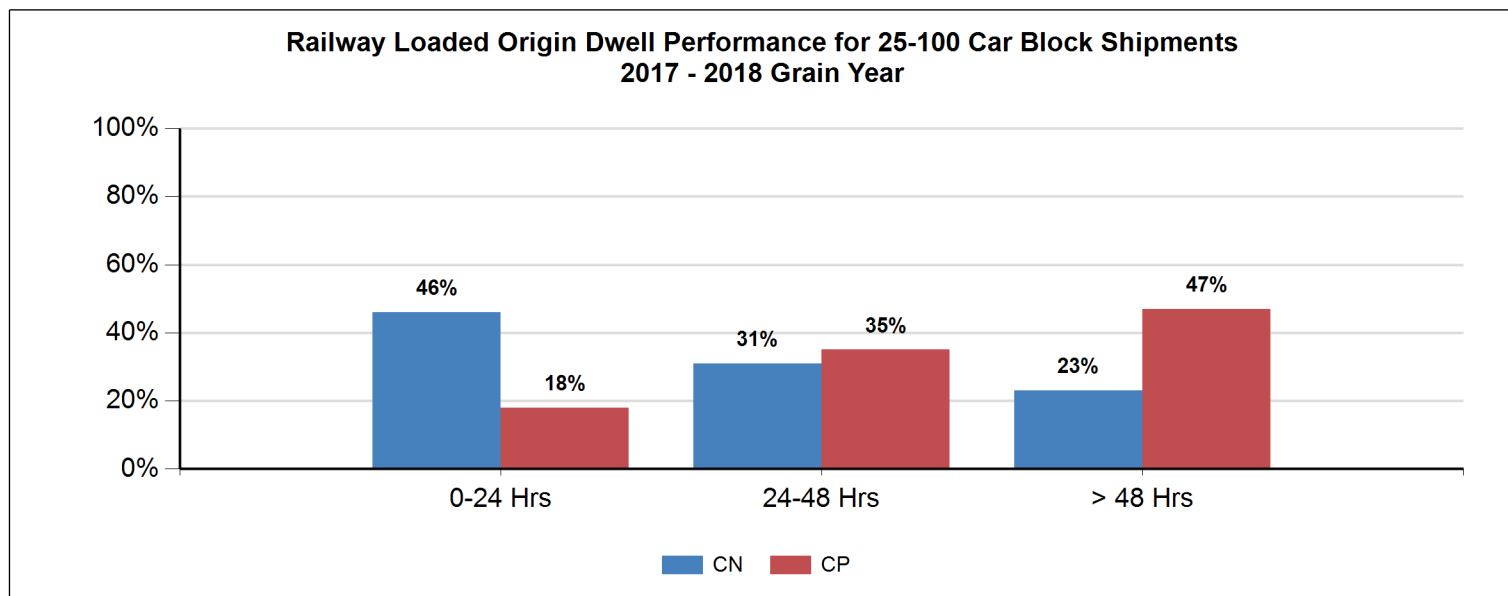
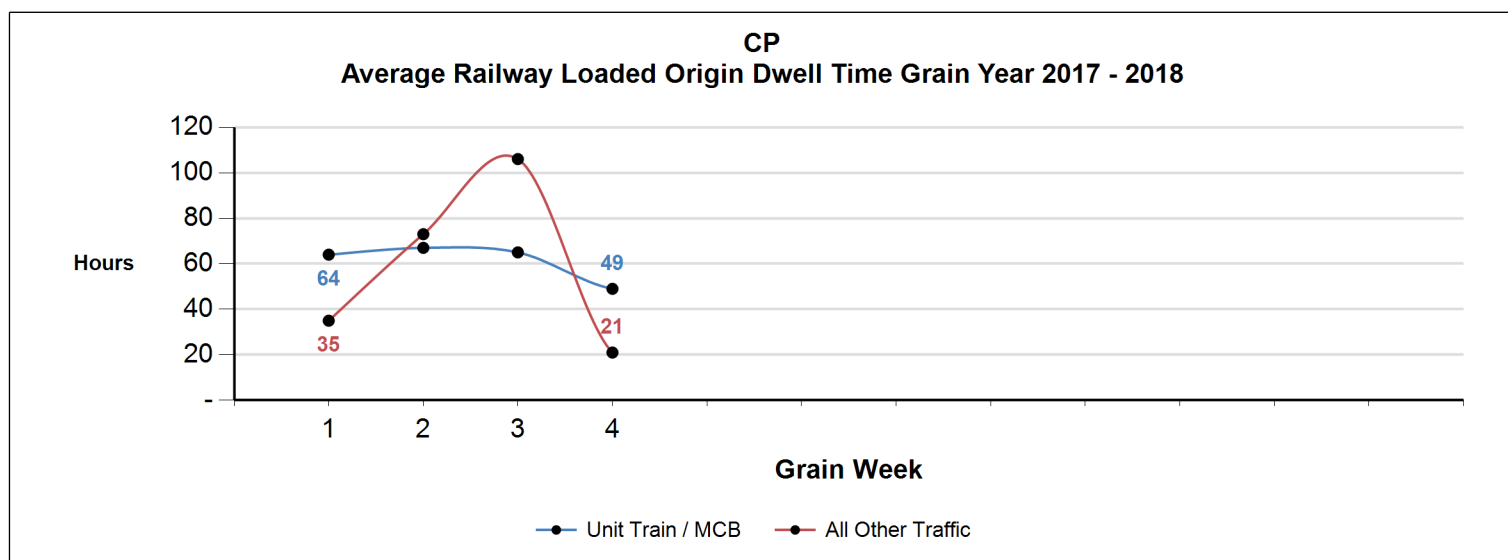
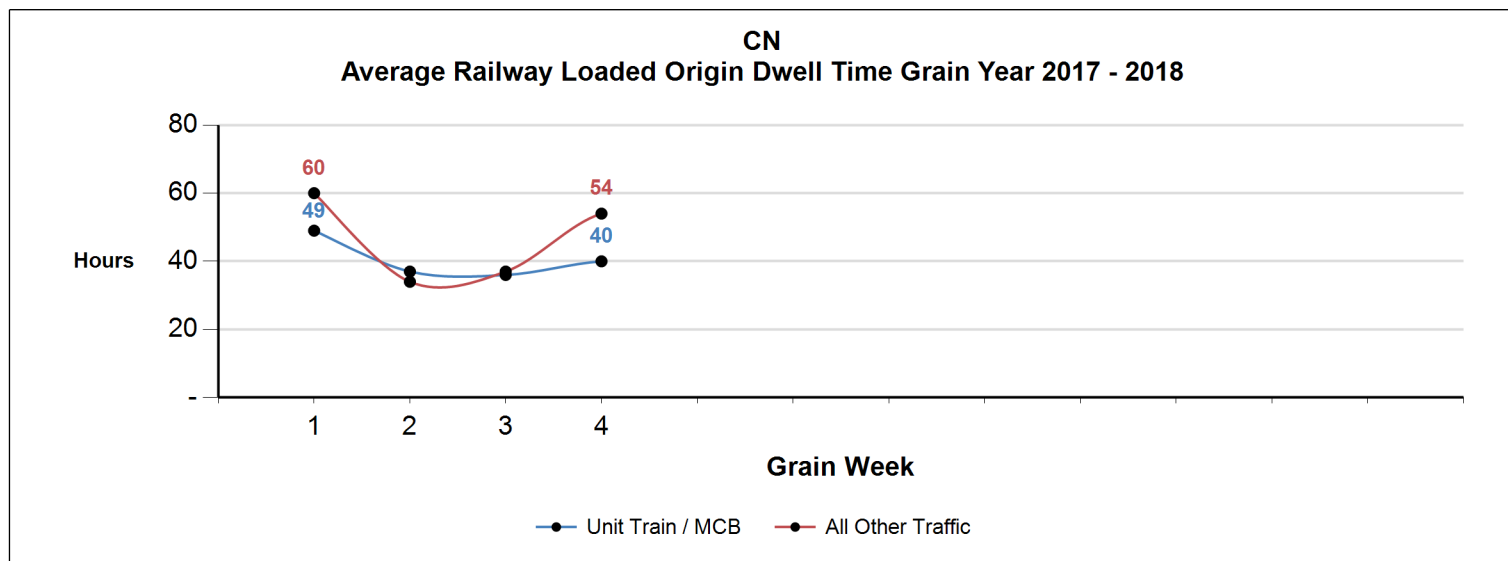
Hopper Cars Supplied in the Want Week by Corridor - To Week 04

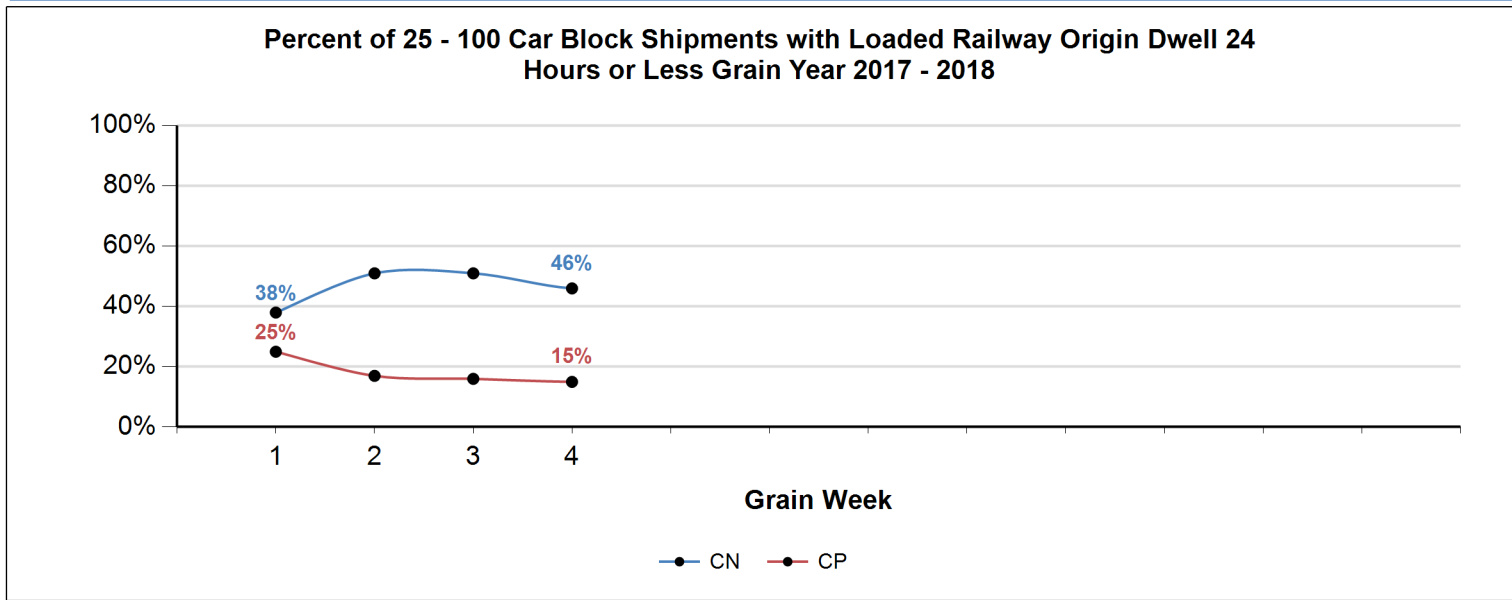
Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	816	680	83%	6,014	5,348	89%
	Thunder Bay	523	496	95%	1,546	1,479	96%
	Prince Rupert	974	860	88%	3,042	2,921	96%
	Vancouver Other / W. Canada	56	56	100%	273	212	78%
	USA / Mexico	329	323	98%	699	680	97%
	Eastern Canada	126	101	80%	478	421	88%
	CN Total		2,824	2,516	89%	12,052	11,061
CP	Vancouver Bulk	1,953	1,711	88%	7,961	7,140	90%
	Thunder Bay	1,193	1,010	85%	3,777	3,501	93%
	Vancouver Other / W. Canada	485	477	98%	807	791	98%
	USA / Mexico	636	532	84%	1,337	1,039	78%
	Eastern Canada	1		0%	129	127	98%
CP Total		4,268	3,730	87%	14,011	12,598	90%



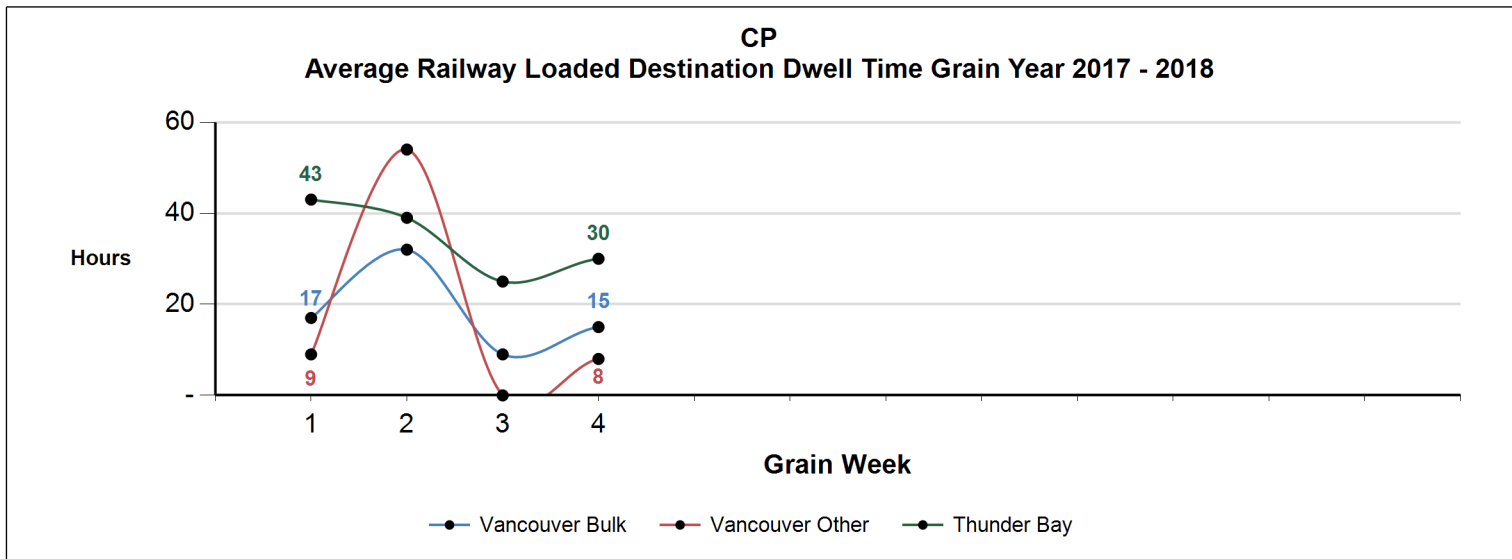
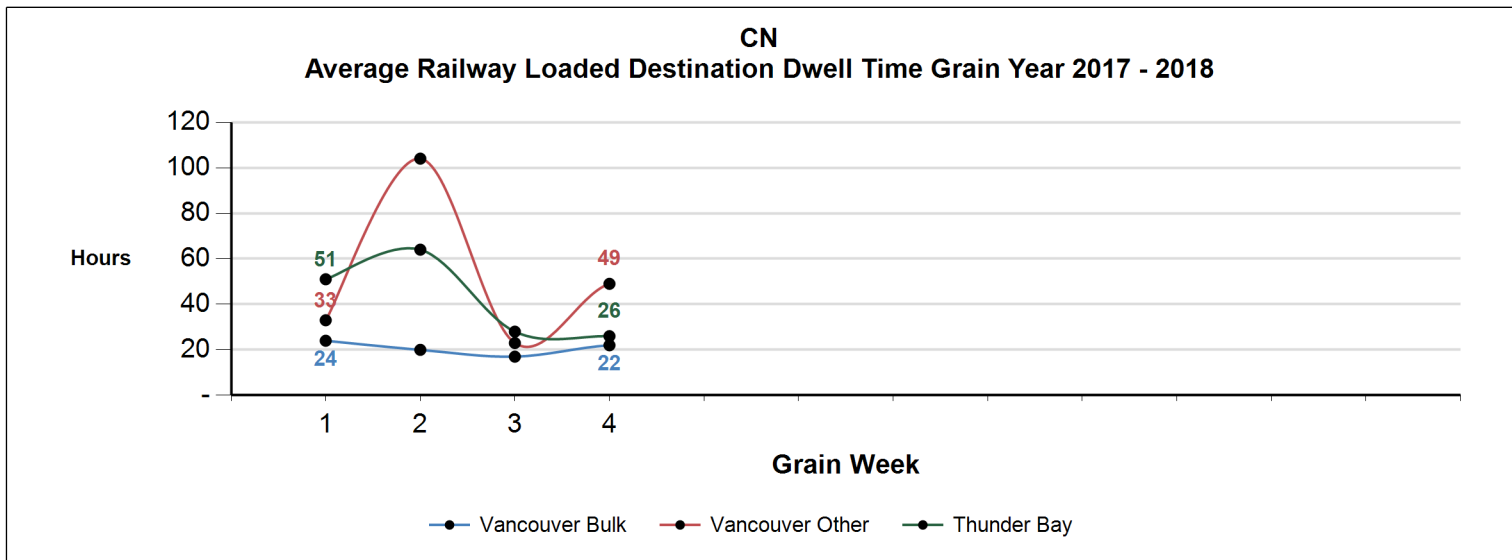


Origin Dwell Performance



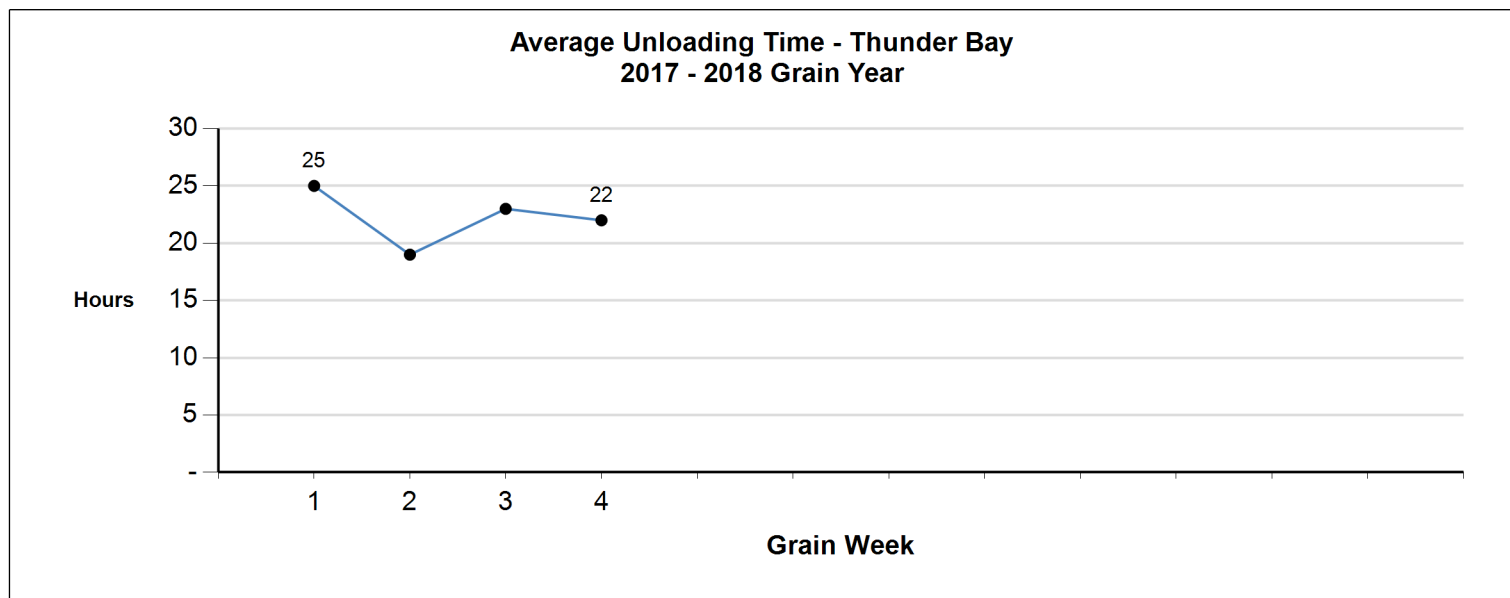
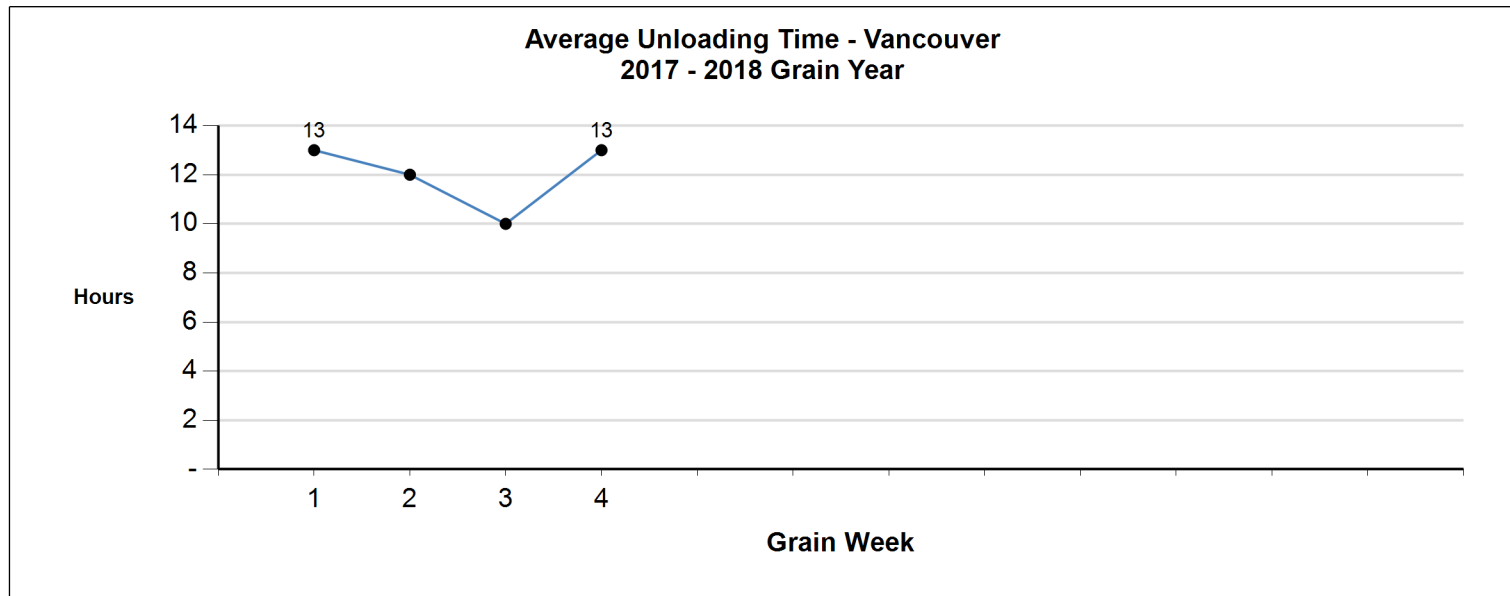


Destination Dwell Performance





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.