



Performance Dashboard

Hopper Car Demand

	Week 05			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	3,868	3,696	172	15,920	3,184	15,450	3,090	470	94
CP	3,882	4,023	(141)	17,893	3,578	18,871	3,774	(978)	(195)
Total	7,750	7,719	31	33,813	6,762	34,321	6,864	(508)	(101)

Cars Shipped

Railway	Corridor	Week 05	YTD
CN	N.A. Domestic	261	1,507
	Prince Rupert	946	4,036
	Thunder Bay	348	1,746
	Vancouver	1,834	8,082
Total		3,389	15,371
CP	N.A. Domestic	285	1,957
	Thunder Bay	982	4,399
	Vancouver	2,851	11,363
Total		4,118	17,719

Empty Hopper Cars Supplied - Week 05 (All Want Weeks)

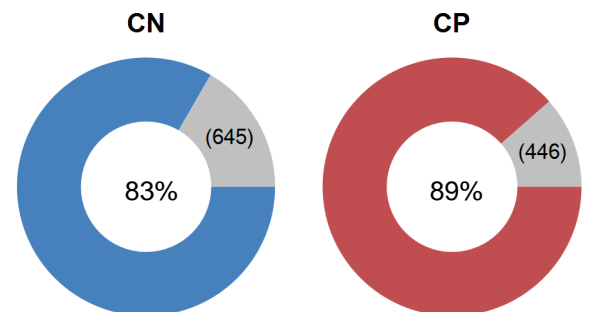
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,024	3,358	294	214	205	202	3,523	3,774
CP	2,821	2,810	403	256	273	574	3,497	3,640
Total	5,845	6,168	697	470	478	776	7,020	7,414

Supplied by Block Size

Block Size	Week 05			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	2%	2%	3%	2%	2%
25	3%	2%	3%	5%	3%	4%
50	10%	12%	11%	14%	12%	13%
100	85%	84%	85%	78%	84%	81%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,868	3,882	7,750
Current Week Order Fulfillment			
Supplied in Current Week	3,024	2,821	5,845
Supplied Early	199	615	814
Total Cars Supplied for Want Week	3,223	3,436	6,659
Current Week Unfulfilled Demand	(645)	(446)	(1,091)
% Current Week Orders Supplied	83%	89%	86%



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

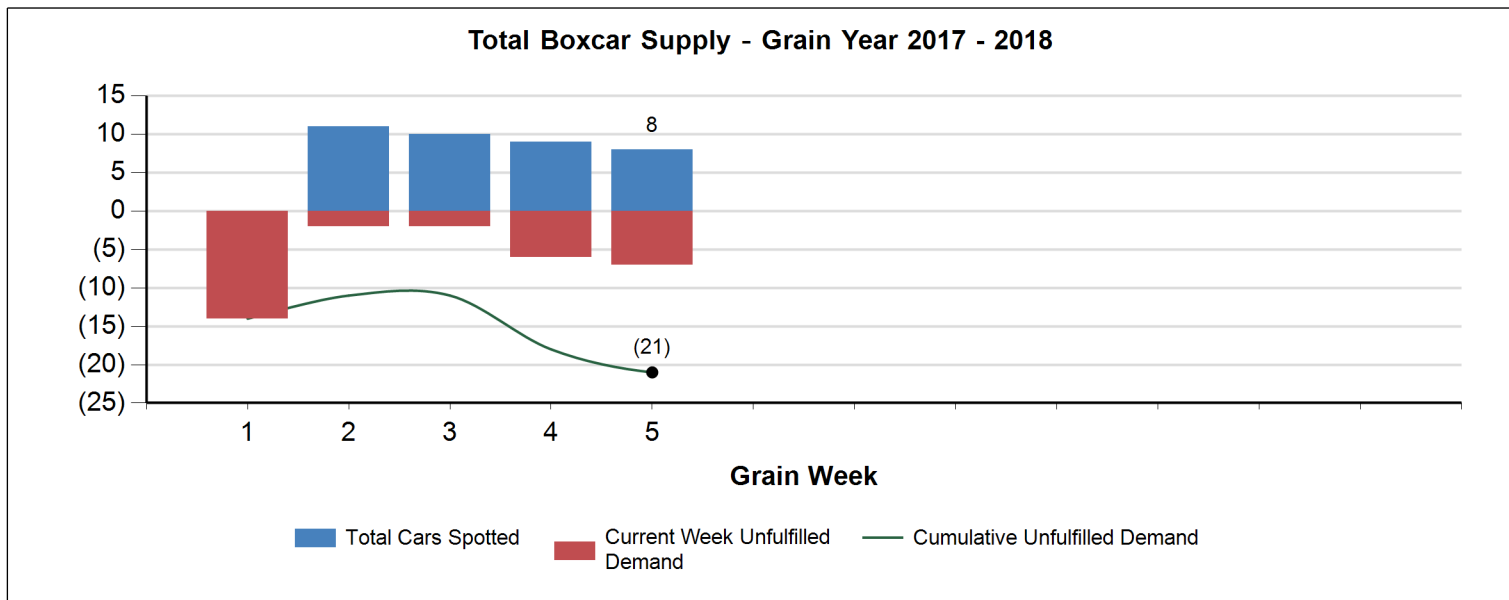
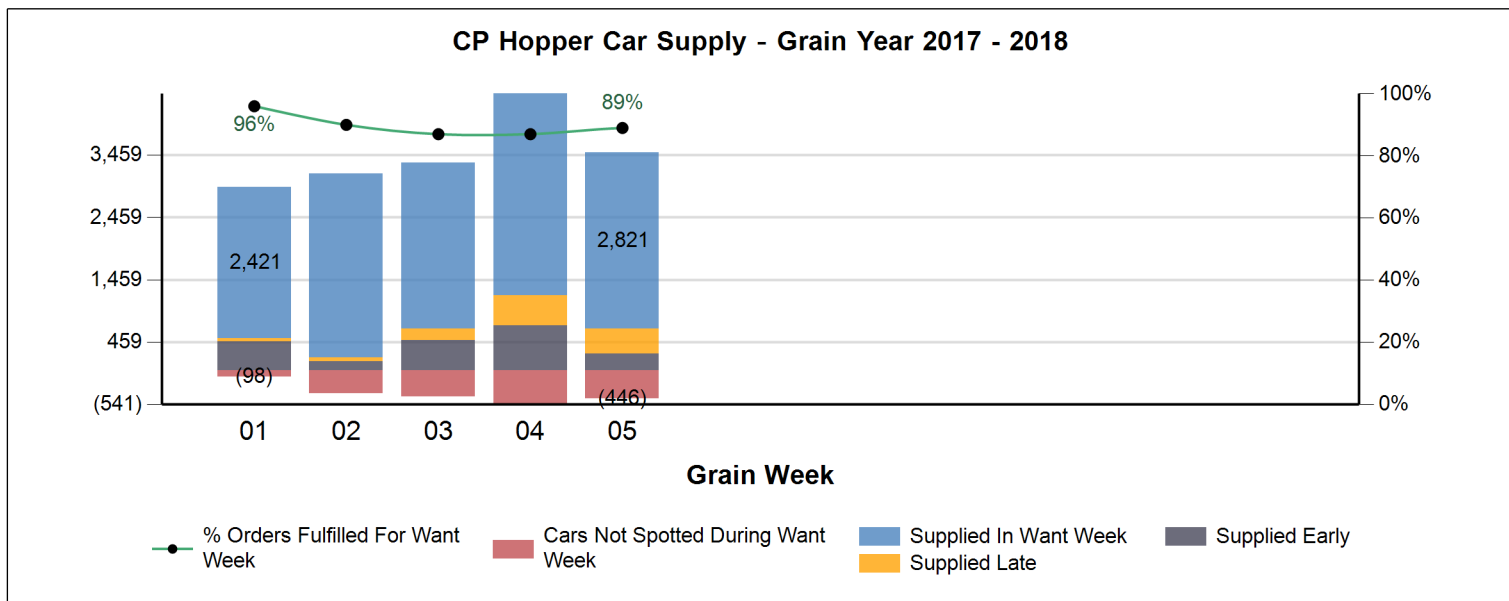
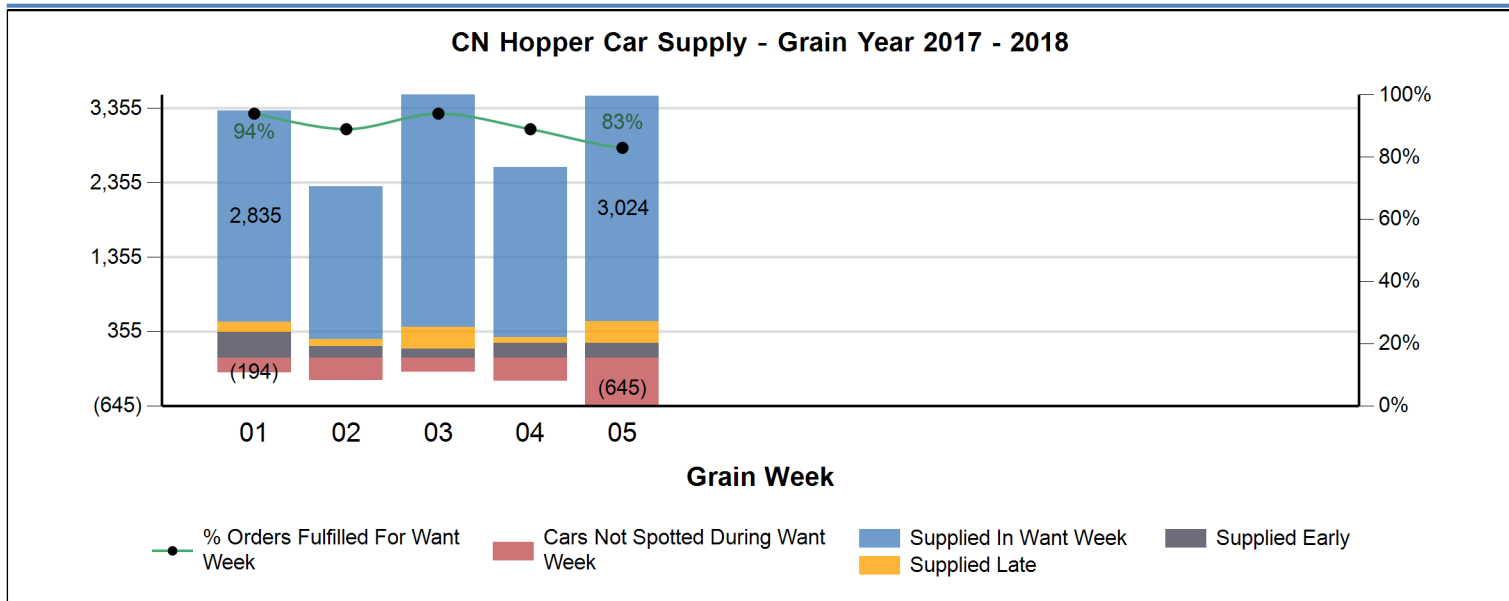
	Week 05		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	26	21	39	17
CP	55	56	64	53

Dwell Time (Hours) at Destination (All Traffic)

		Week 05		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	16	22	21	17
	CP	8	10	16	8
Thunder Bay	CN	33	37	39	67
	CP	24	24	32	32

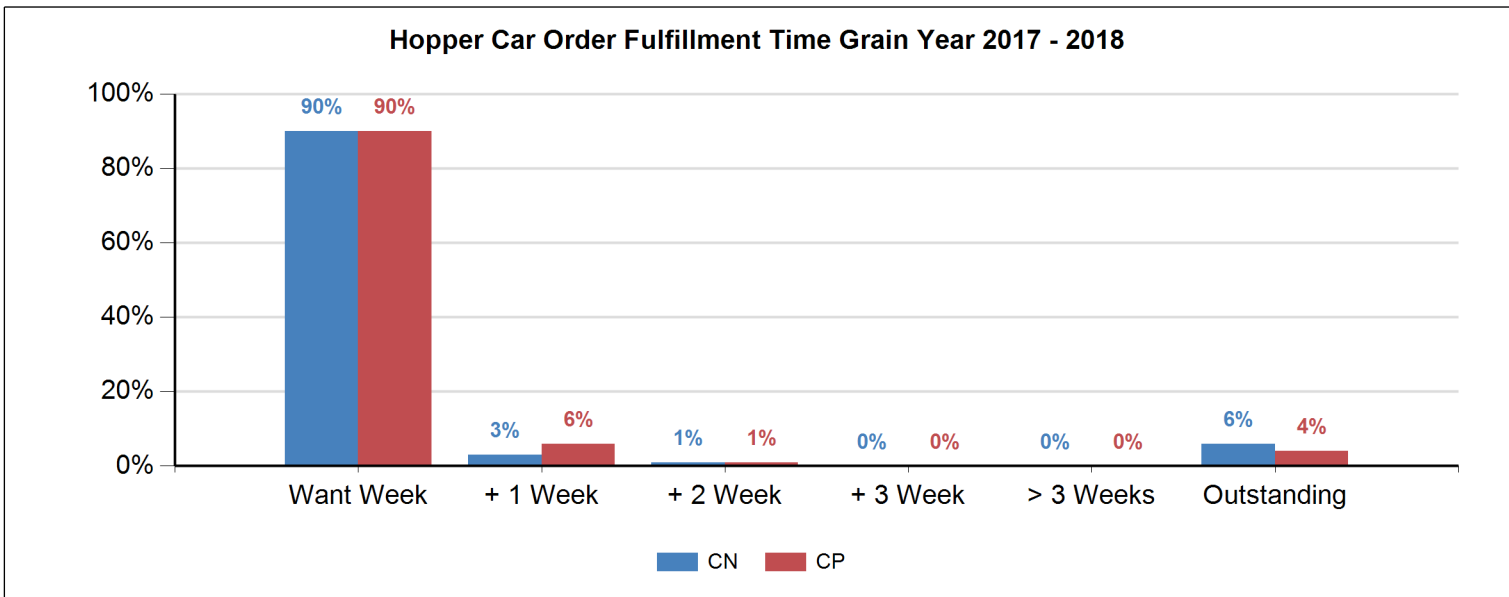
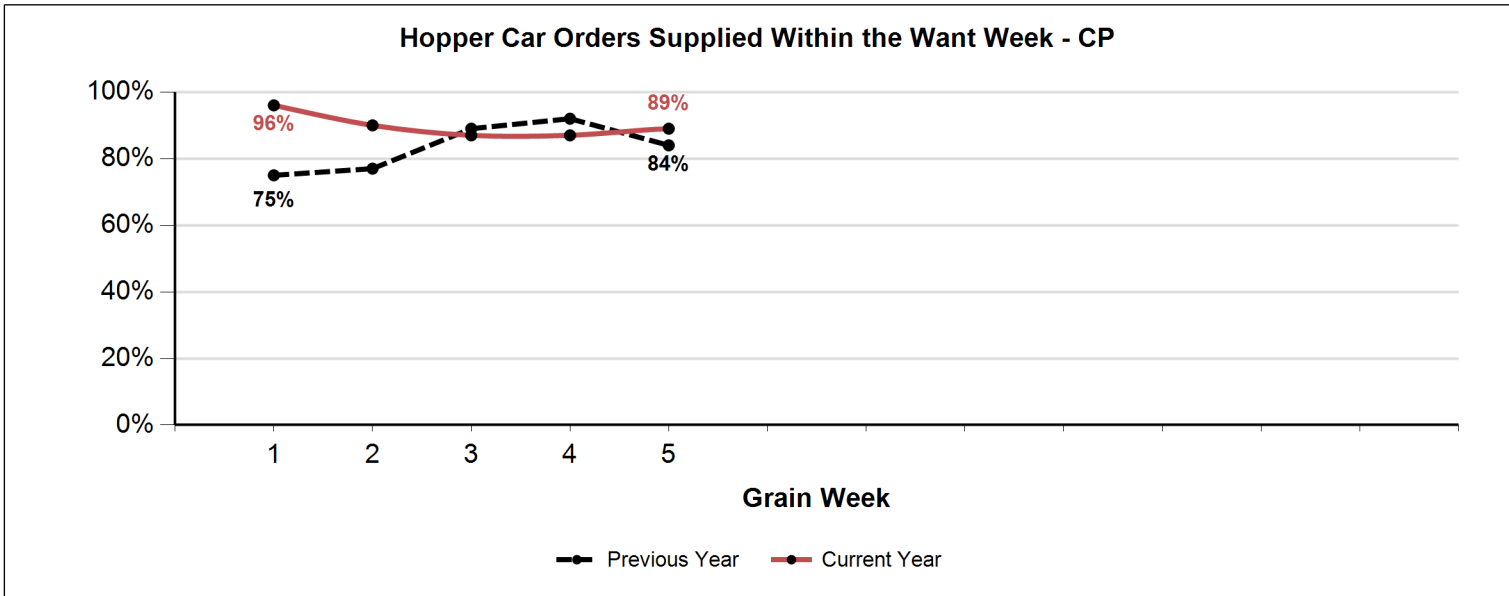
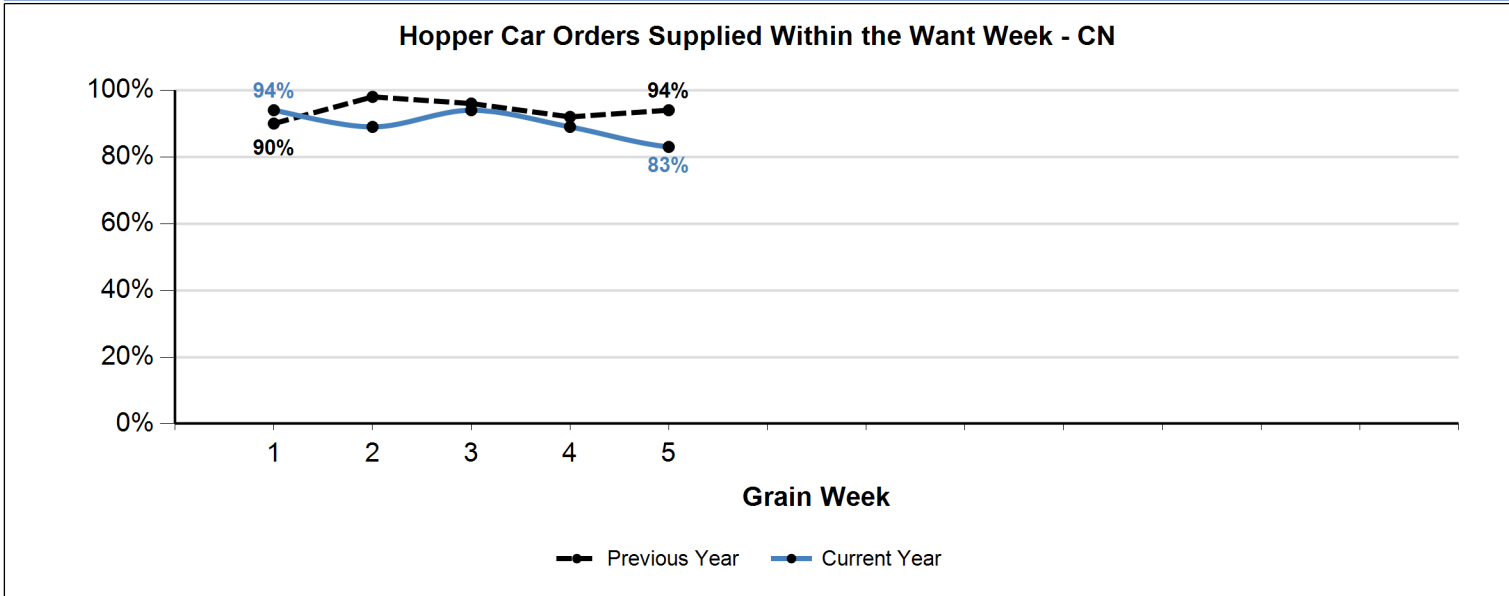


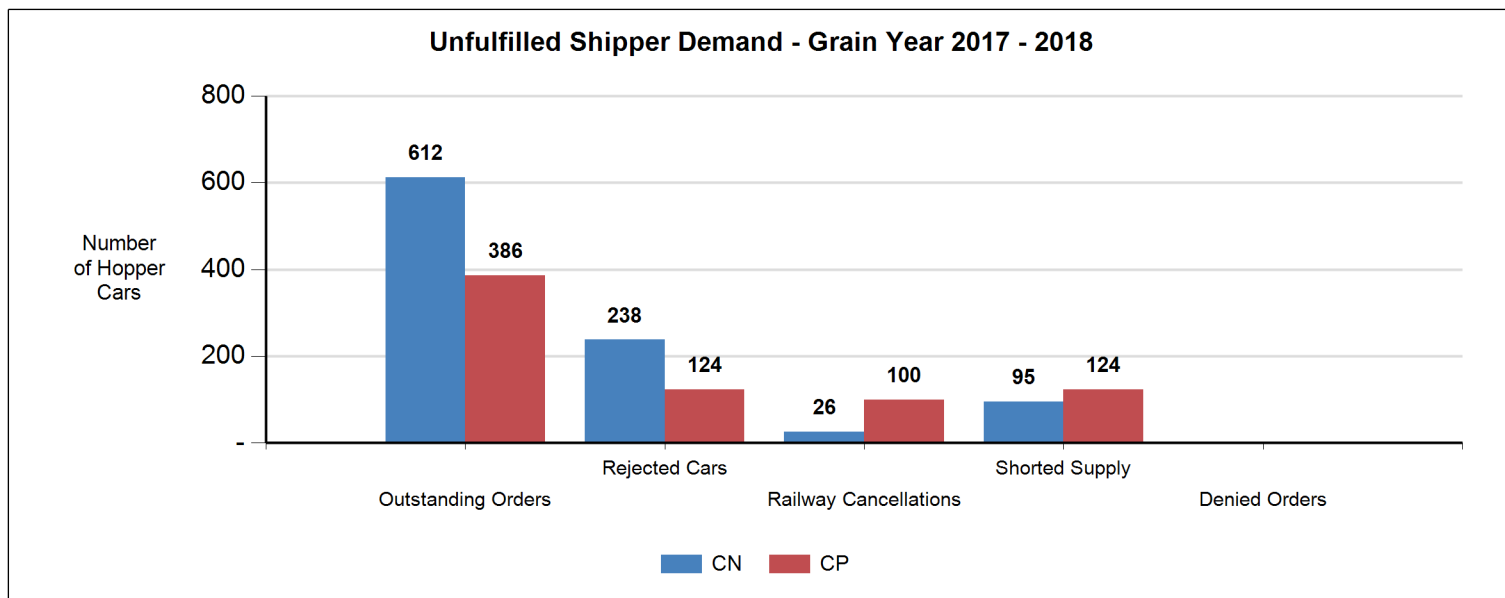
Weekly Performance Update - To Grain Week 05 (CY 2017)
 Covering 90% of grain movement originating in Western Canada





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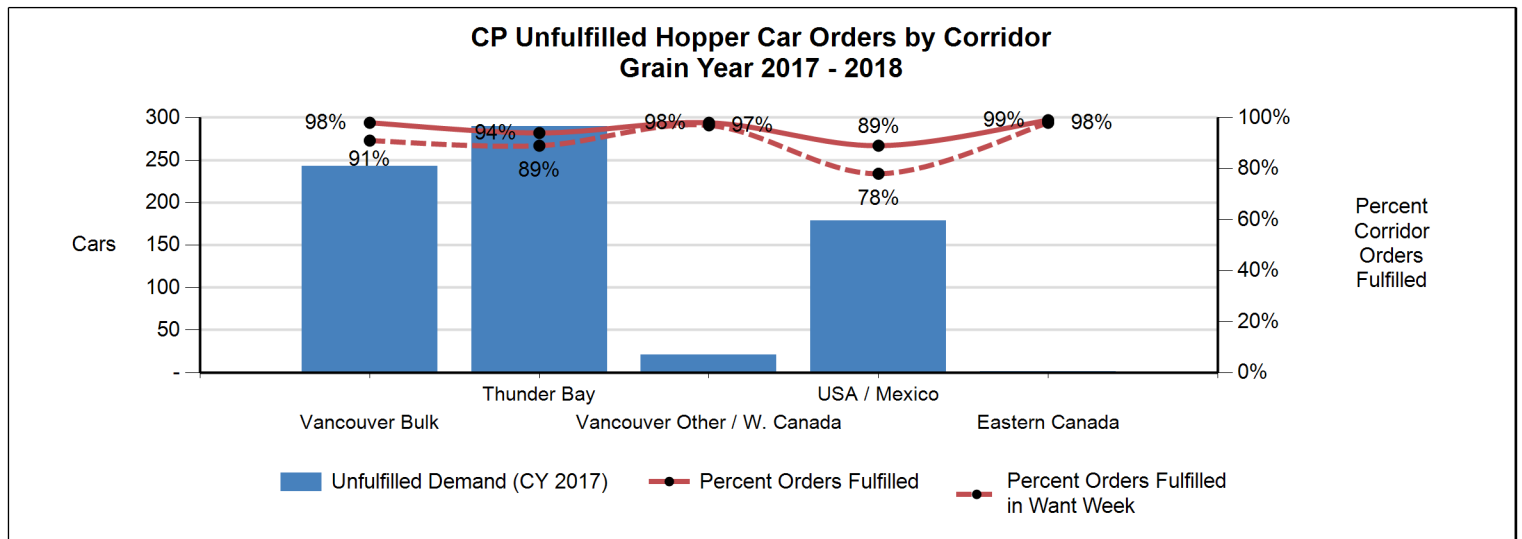
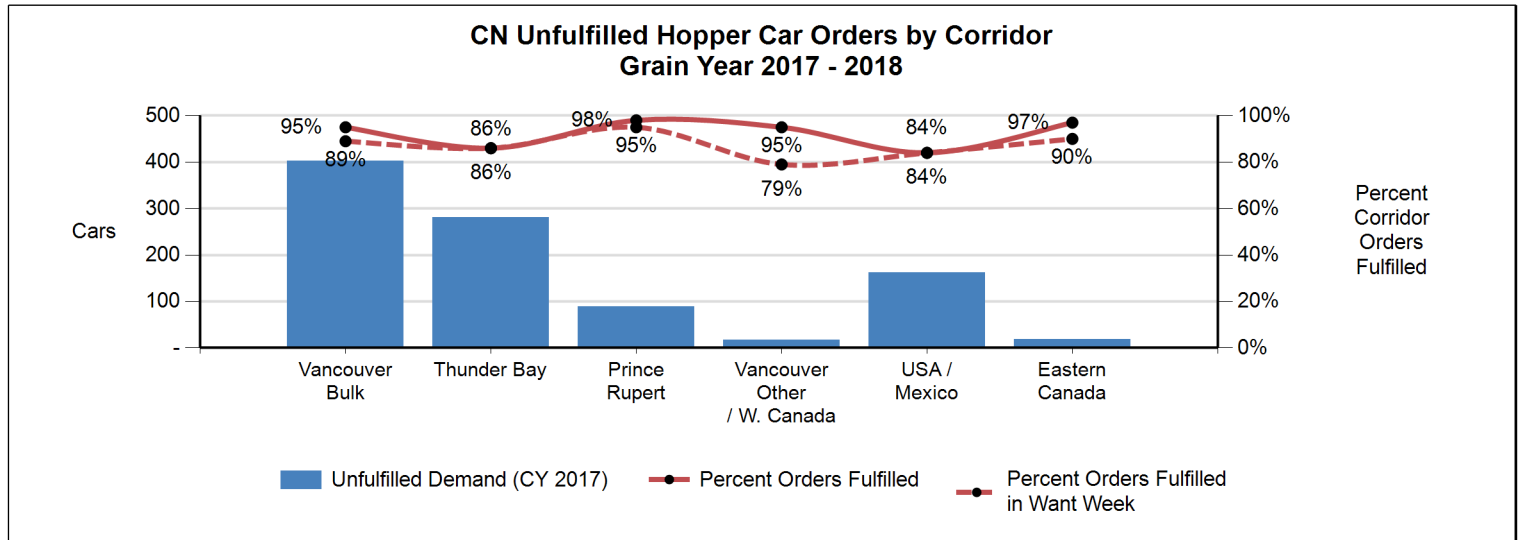
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 05

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	7,786	7,383	(403)	95%
	Thunder Bay	2,010	1,729	(281)	86%
	Prince Rupert	4,124	4,035	(89)	98%
	Vancouver Other / W. Canada	350	333	(17)	95%
	USA / Mexico	1,020	858	(162)	84%
	Eastern Canada	630	611	(19)	97%
Total		15,920	14,949	(971)	94%
CP	Vancouver Bulk	10,557	10,314	(243)	98%
	Thunder Bay	4,617	4,327	(290)	94%
	Vancouver Other / W. Canada	853	832	(21)	98%
	USA / Mexico	1,671	1,492	(179)	89%
	Eastern Canada	195	194	(1)	99%
Total		17,893	17,159	(734)	96%

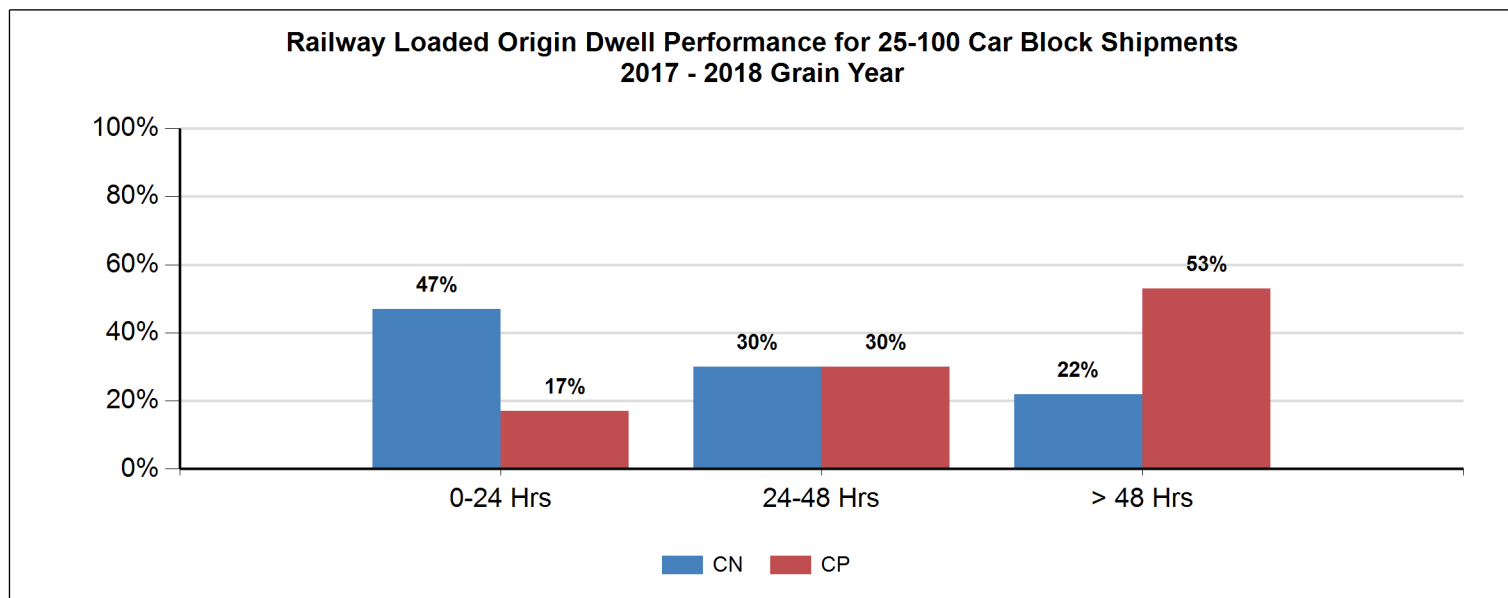
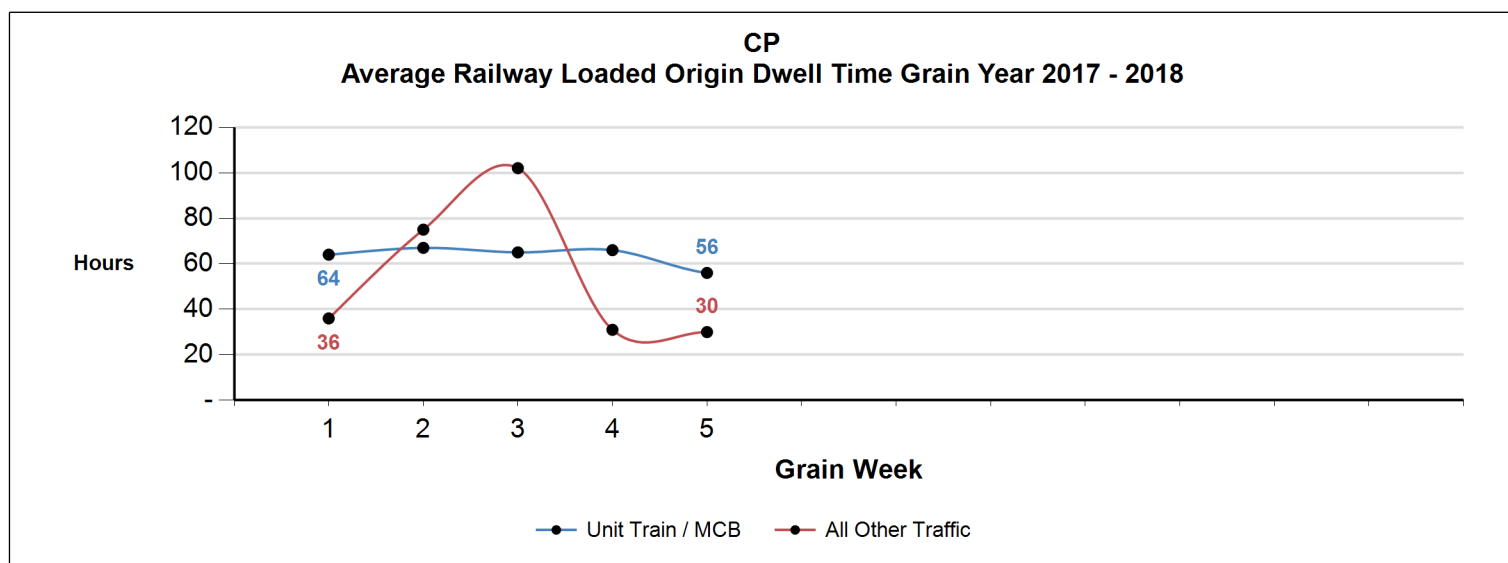
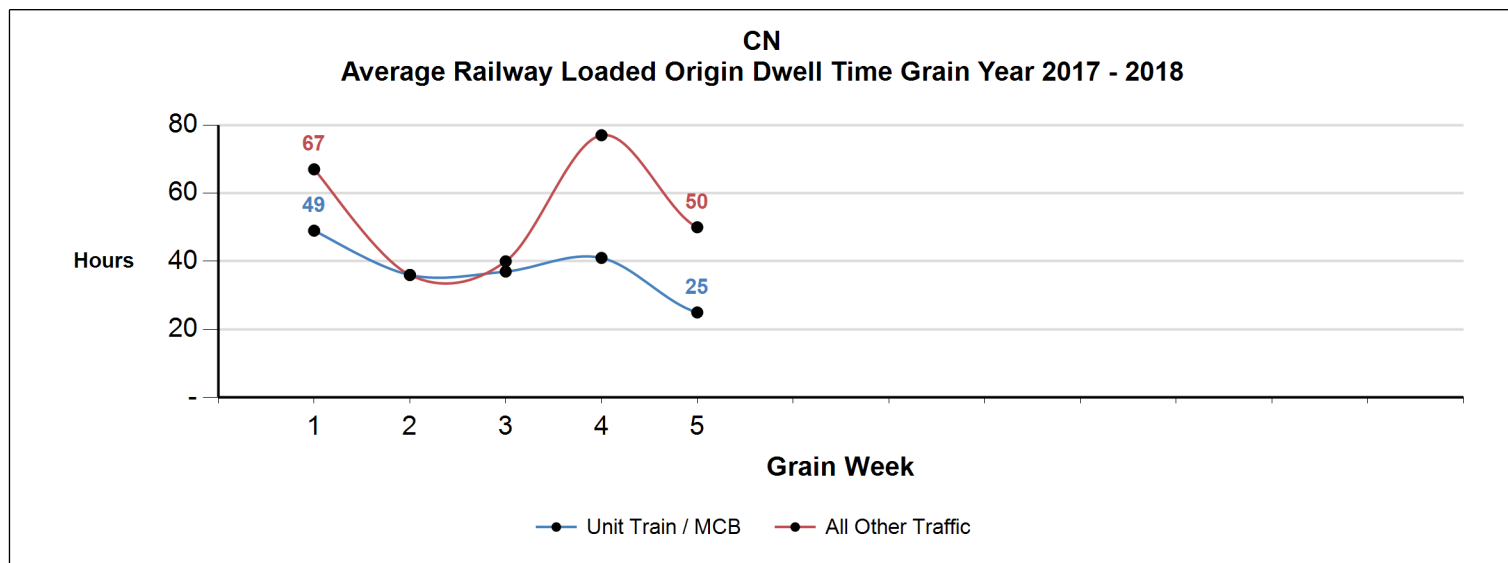
Hopper Cars Supplied in the Want Week by Corridor - To Week 05

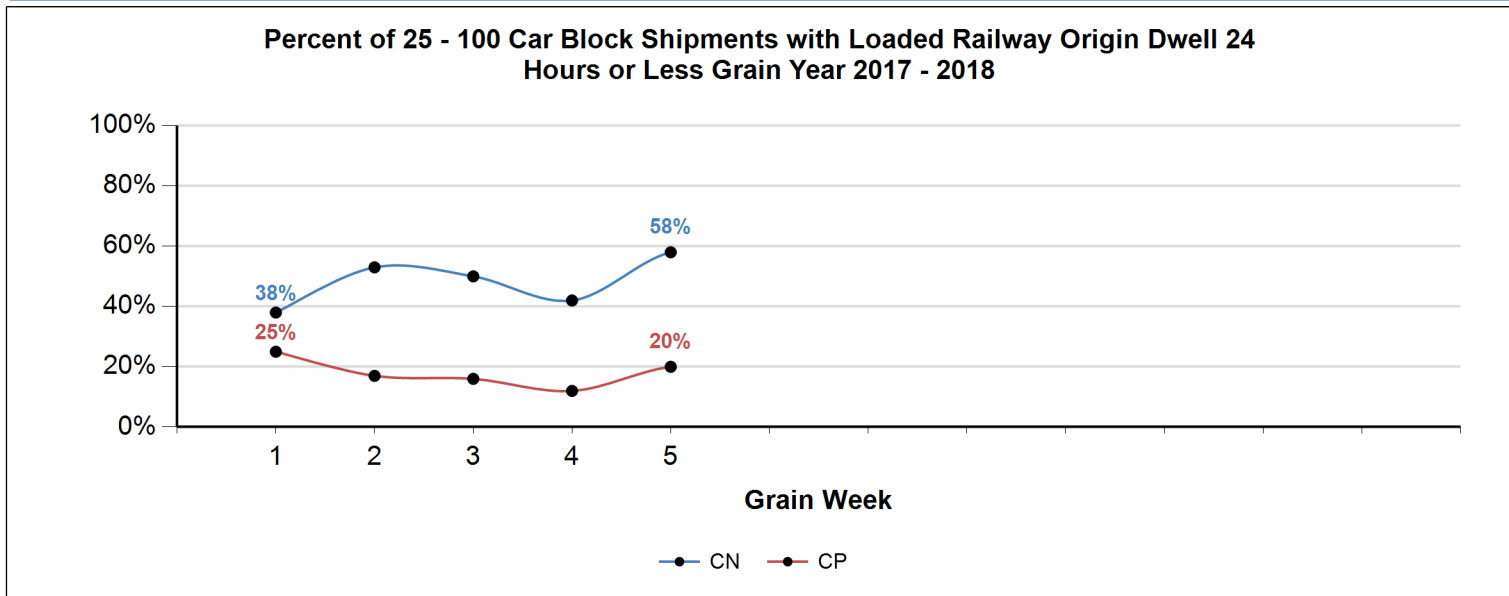
Railway	Corridor	Week 05			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,772	1,578	89%	7,786	6,926	89%
	Thunder Bay	464	250	54%	2,010	1,729	86%
	Prince Rupert	1,082	1,009	93%	4,124	3,930	95%
	Vancouver Other / W. Canada	77	65	84%	350	277	79%
	USA / Mexico	321	178	55%	1,020	858	84%
	Eastern Canada	152	143	94%	630	564	90%
	CN Total		3,868	3,223	83%	15,920	14,284
CP	Vancouver Bulk	2,596	2,442	94%	10,557	9,579	91%
	Thunder Bay	840	629	75%	4,617	4,130	89%
	Vancouver Other / W. Canada	48	33	69%	853	824	97%
	USA / Mexico	332	268	81%	1,671	1,307	78%
	Eastern Canada	66	64	97%	195	191	98%
CP Total		3,882	3,436	89%	17,893	16,031	90%



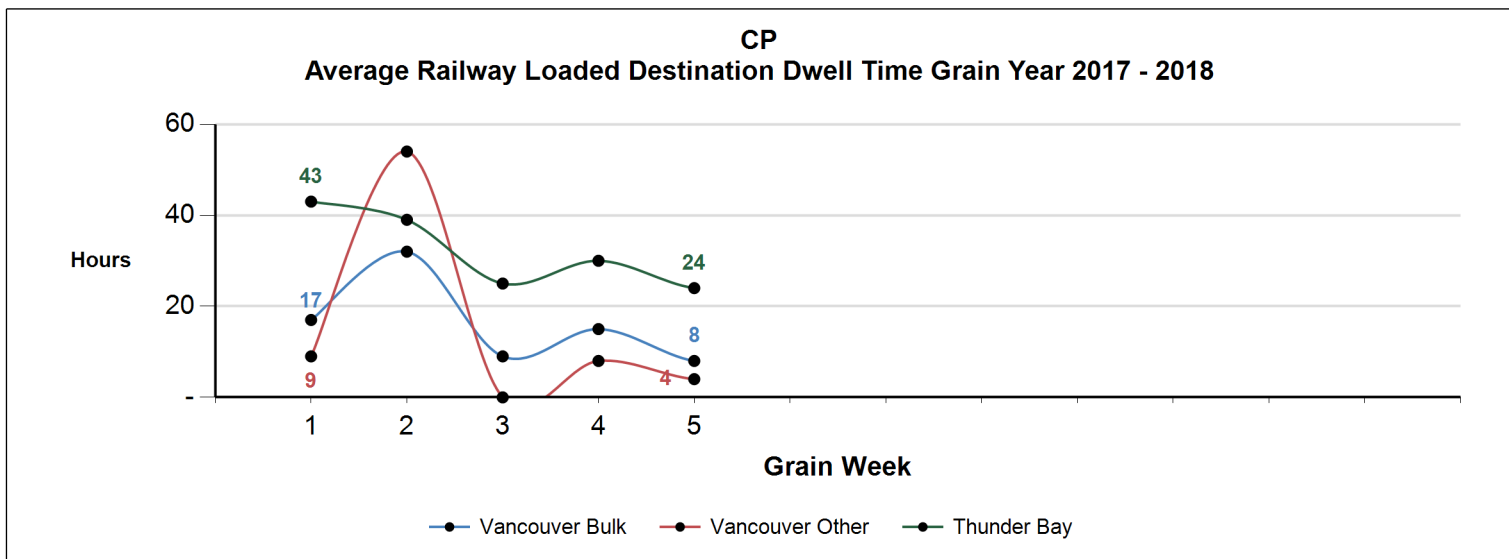
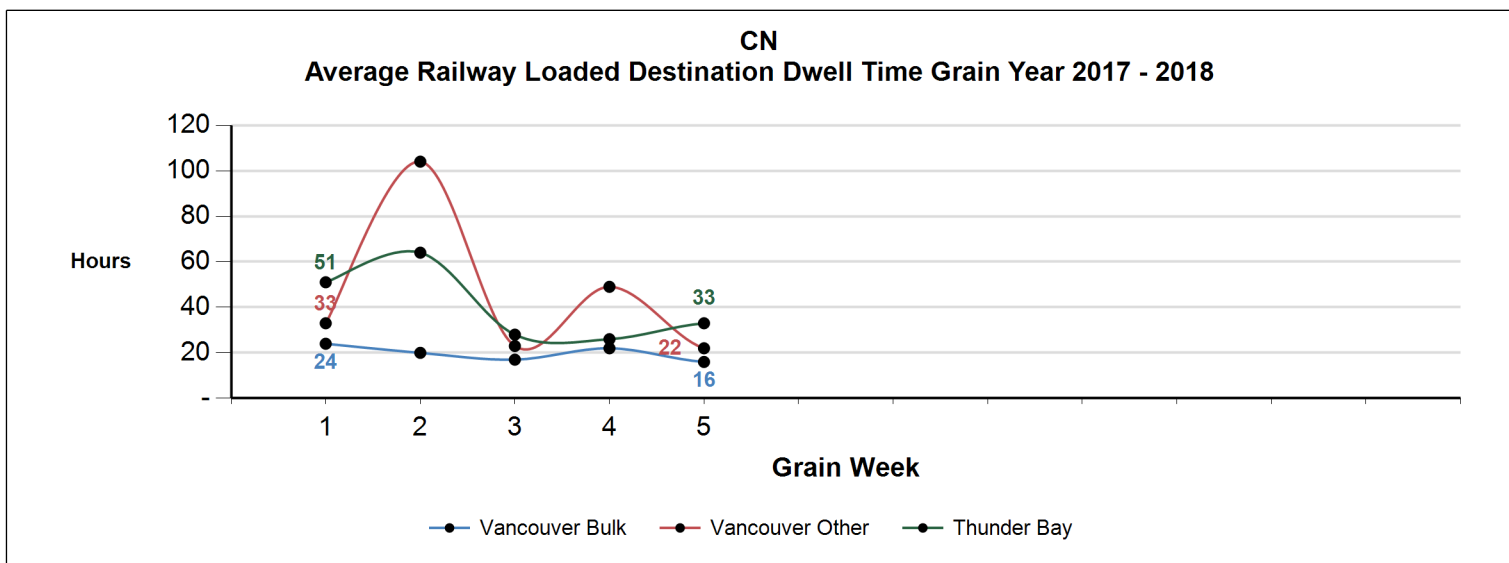


Origin Dwell Performance

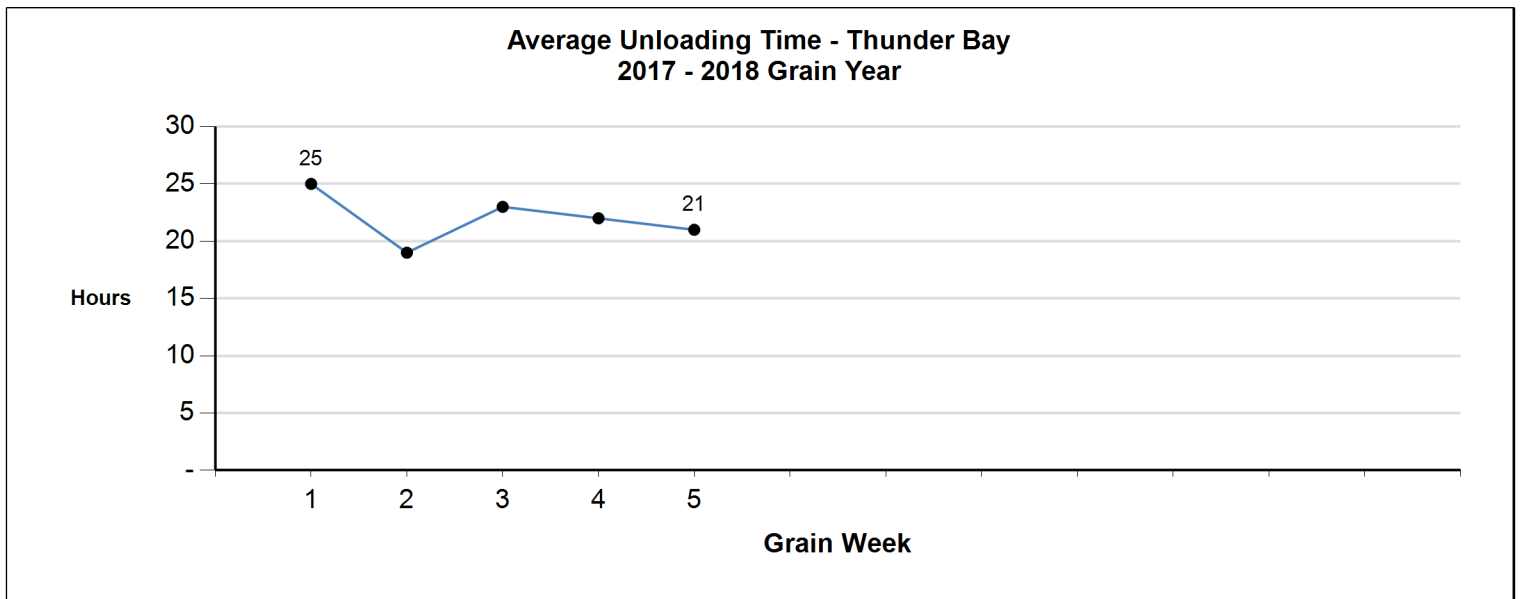
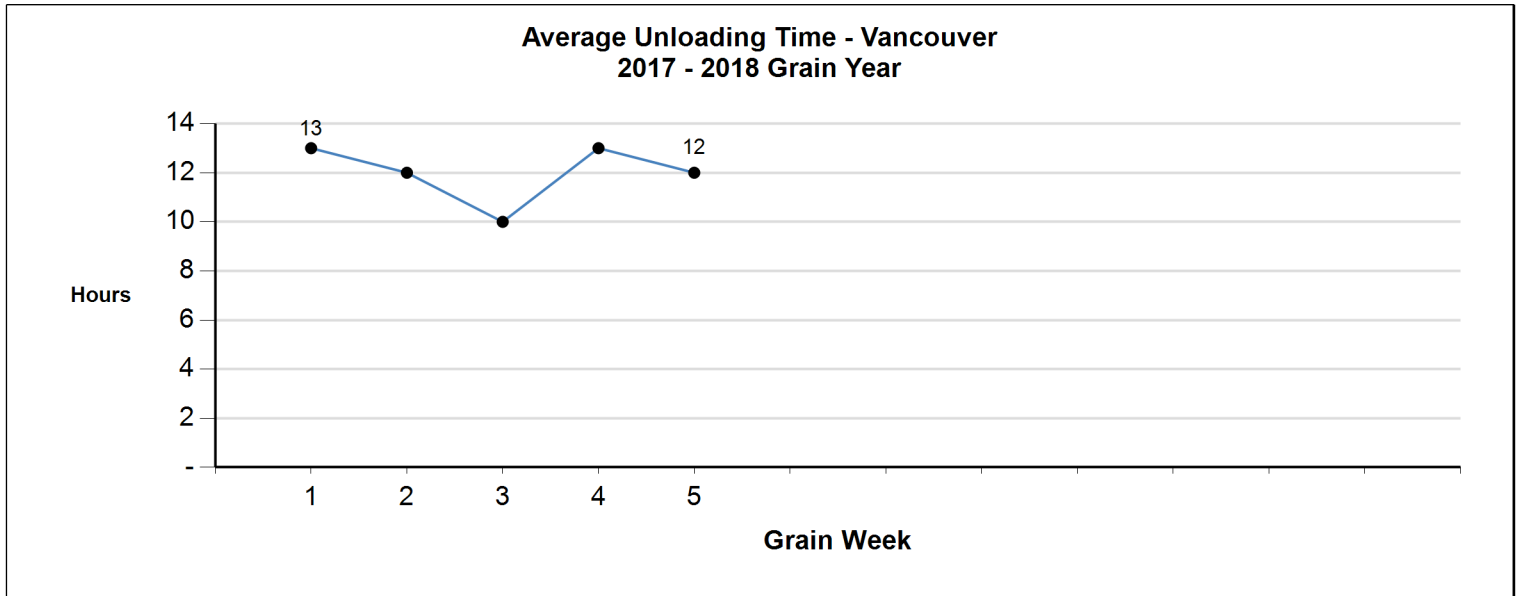




Destination Dwell Performance



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.