



## Performance Dashboard

### Hopper Car Demand

	Week 06			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	5,269	3,962	1,307	21,189	3,531	19,412	3,235	1,777	296
CP	4,703	4,492	211	22,592	3,765	23,363	3,893	(771)	(128)
<b>Total</b>	<b>9,972</b>	<b>8,454</b>	<b>1,518</b>	<b>43,781</b>	<b>7,296</b>	<b>42,775</b>	<b>7,128</b>	<b>1,006</b>	<b>168</b>

### Cars Shipped

Railway	Corridor	Week 06	YTD
CN	N.A. Domestic	750	2,257
	Prince Rupert	917	4,912
	Thunder Bay	625	2,371
	Vancouver	1,848	9,938
<b>Total</b>		<b>4,140</b>	<b>19,478</b>
CP	N.A. Domestic	466	2,419
	Thunder Bay	1,242	5,781
	Vancouver	2,484	13,844
<b>Total</b>		<b>4,192</b>	<b>22,044</b>

### Empty Hopper Cars Supplied - Week 06 (All Want Weeks)

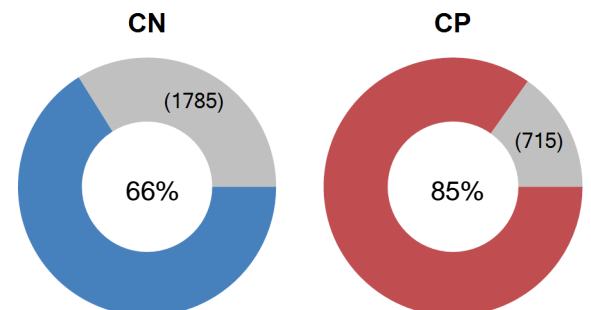
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,180	3,580	568	139	496	114	4,244	3,833
CP	3,705	2,825	377	593	554	277	4,636	3,695
<b>Total</b>	<b>6,885</b>	<b>6,405</b>	<b>945</b>	<b>732</b>	<b>1,050</b>	<b>391</b>	<b>8,880</b>	<b>7,528</b>

### Supplied by Block Size

Block Size	Week 06			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	1%	1%	2%	2%	2%
25	3%	1%	2%	5%	2%	3%
50	16%	14%	15%	14%	12%	13%
100	79%	84%	82%	79%	84%	81%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,269	4,703	9,972
Current Week Order Fulfillment			
Supplied in Current Week	3,180	3,705	6,885
Supplied Early	304	283	587
<b>Total Cars Supplied for Want Week</b>	<b>3,484</b>	<b>3,988</b>	<b>7,472</b>
Current Week Unfulfilled Demand	(1,785)	(715)	(2,500)
% Current Week Orders Supplied	66%	85%	75%



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

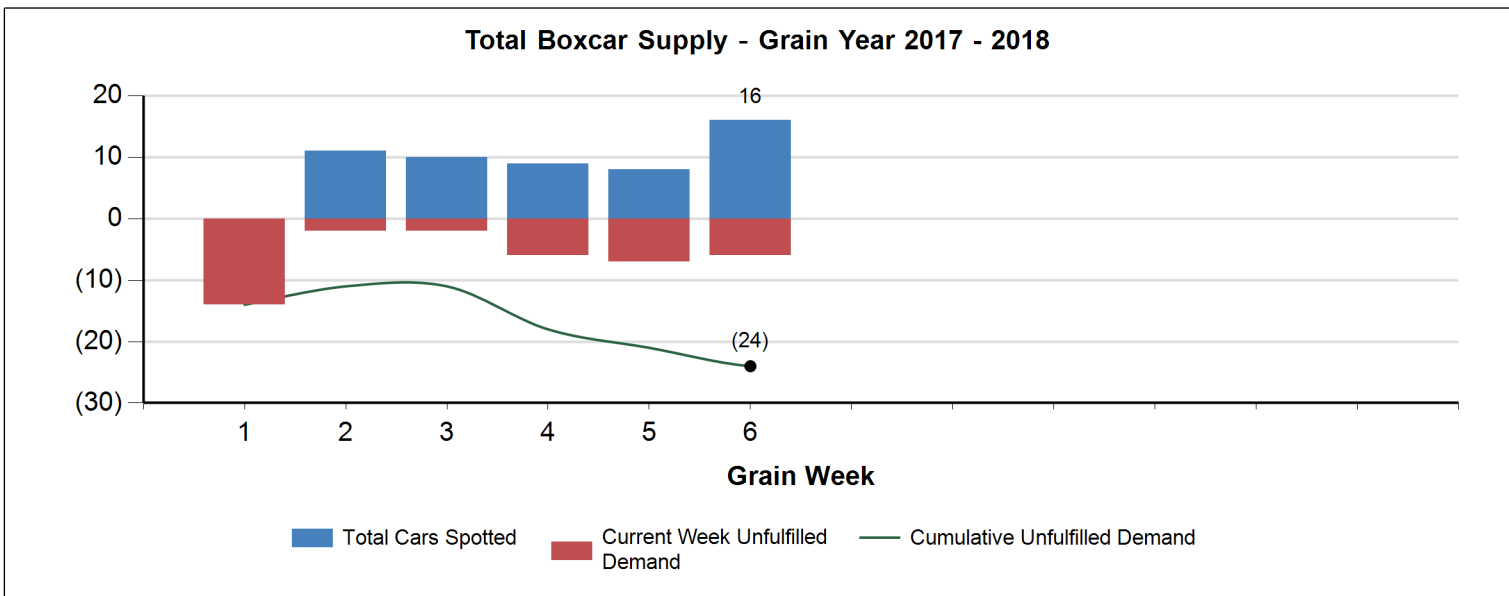
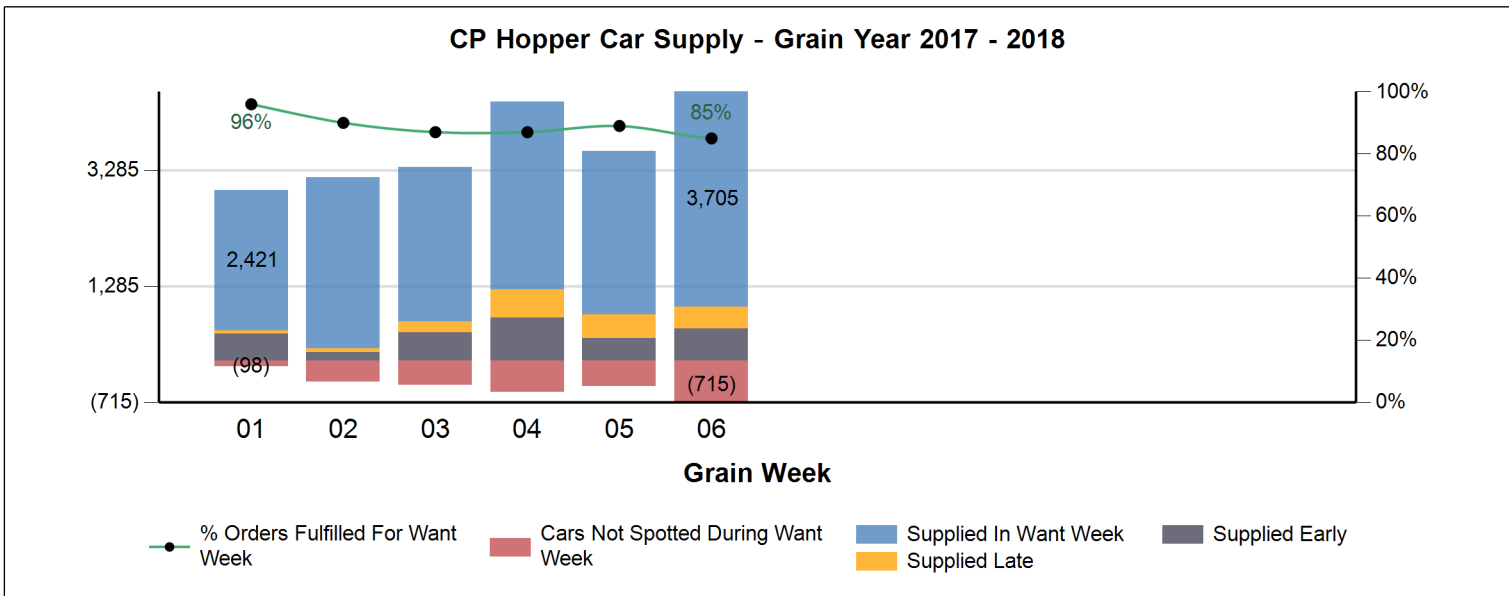
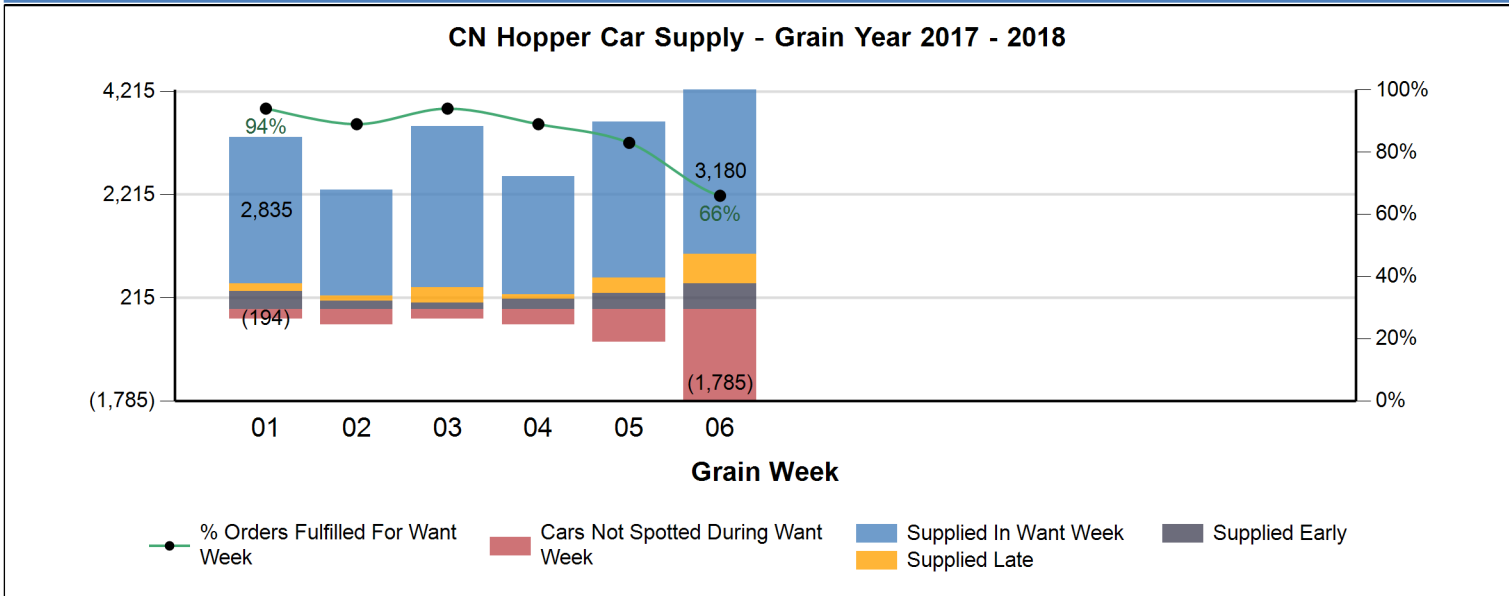
	Week 06		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	30	16	40	17
CP	39	35	62	50

### Dwell Time (Hours) at Destination (All Traffic)

		Week 06		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	20	28	21	19
	CP	11	13	15	8
Thunder Bay	CN	30	44	37	62
	CP	31	25	32	30

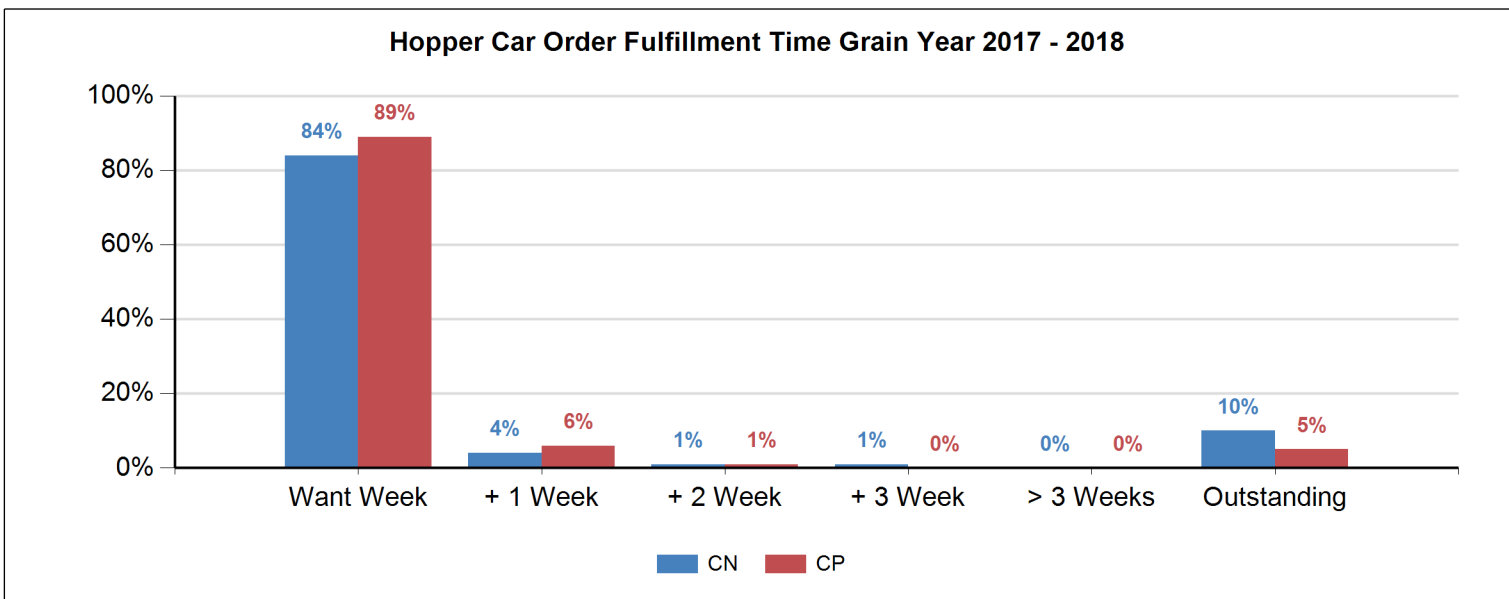
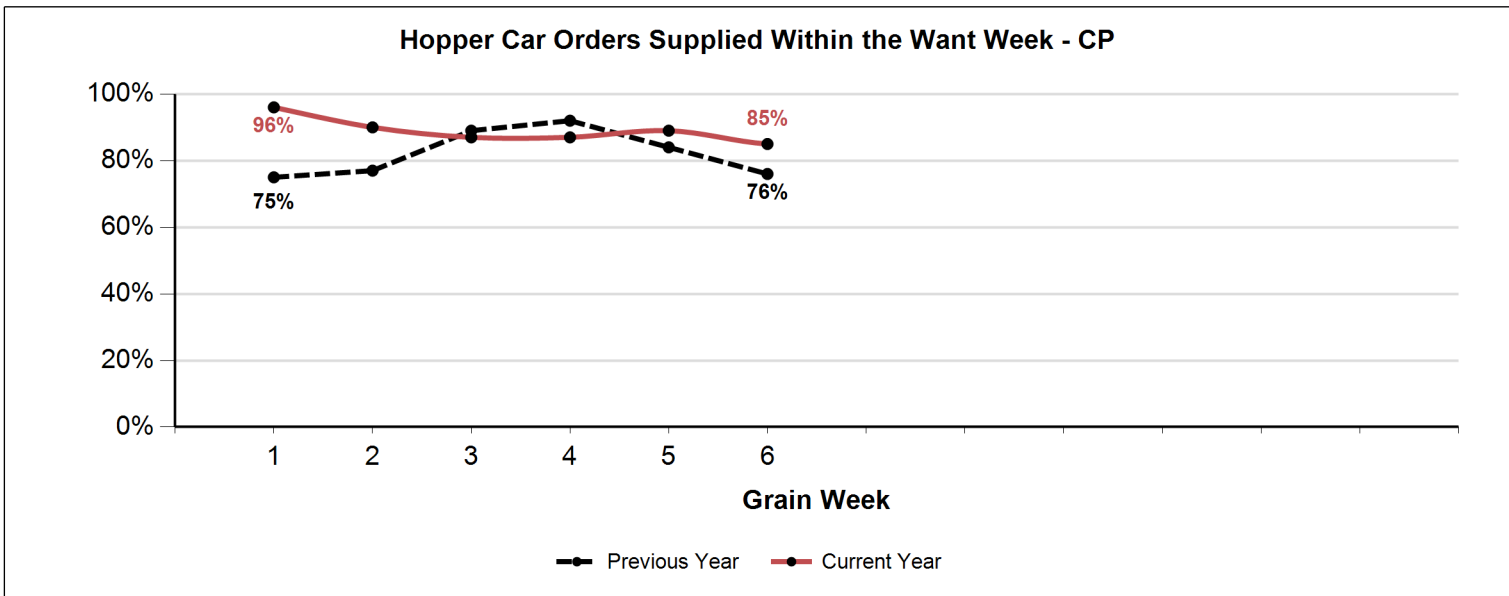
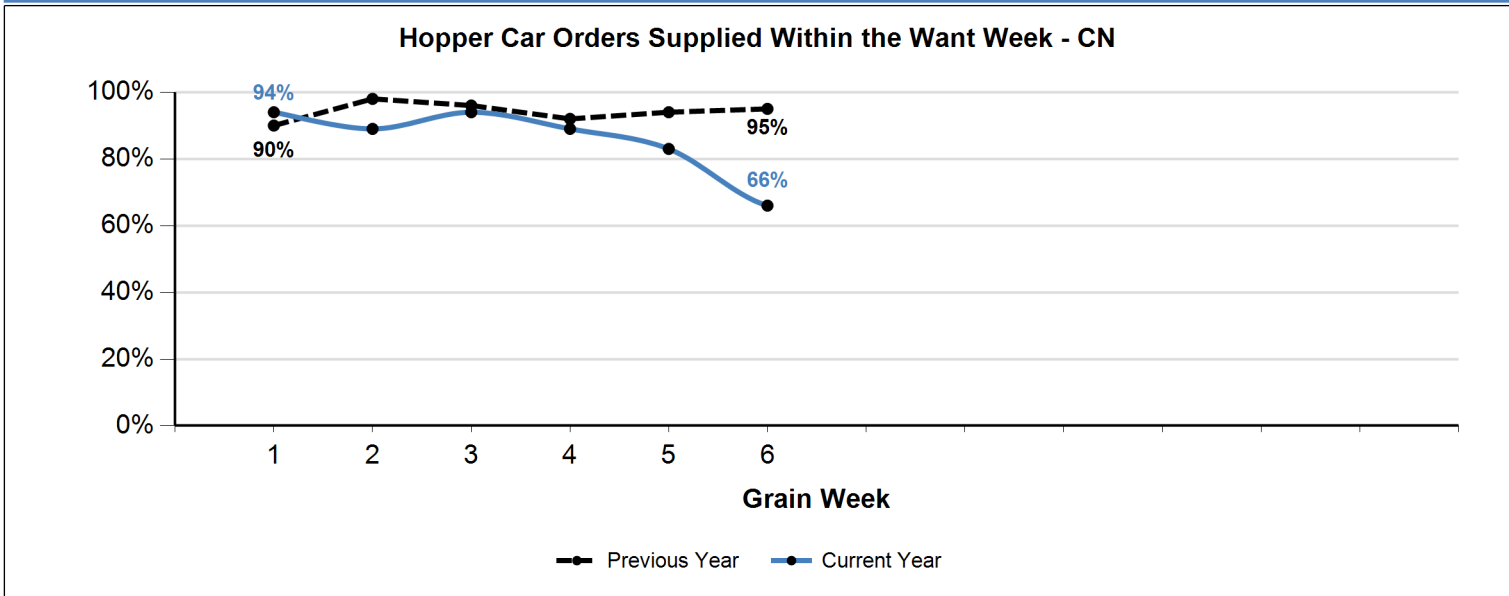


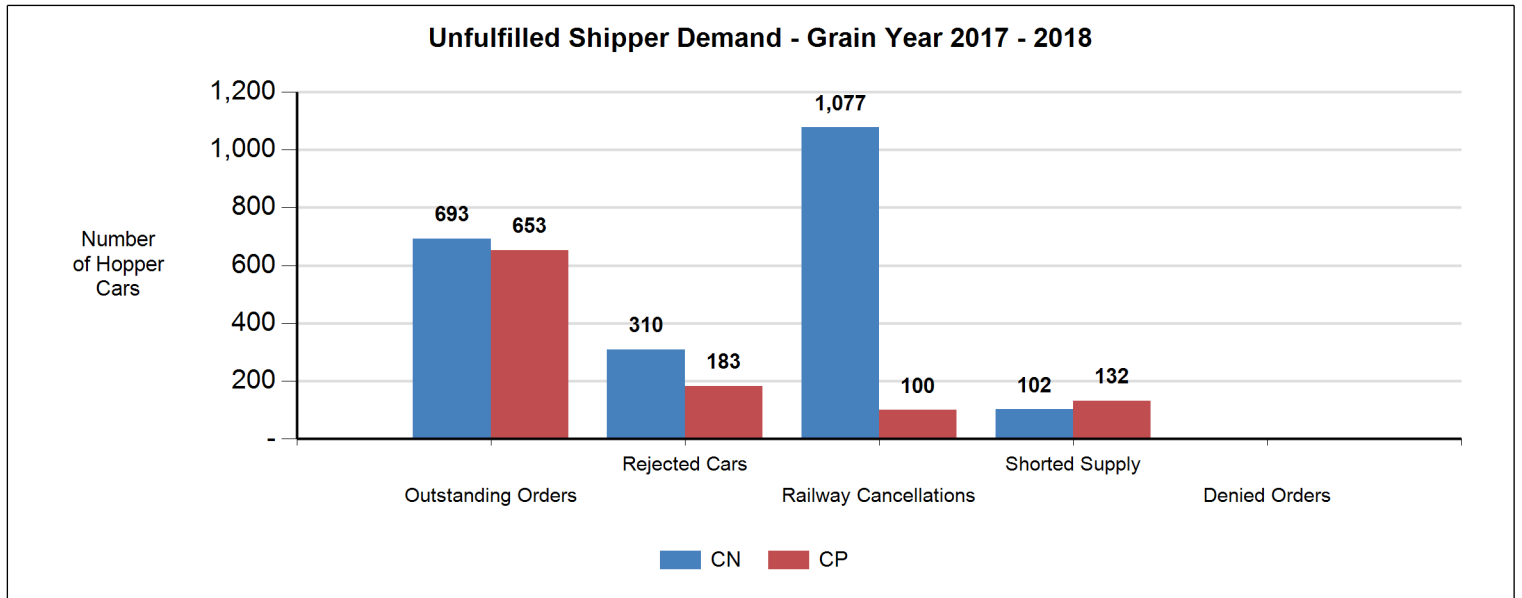
Weekly Performance Update - To Grain Week 06 (CY 2017)  
Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 06 (CY 2017)  
 Covering 90% of grain movement originating in Western Canada





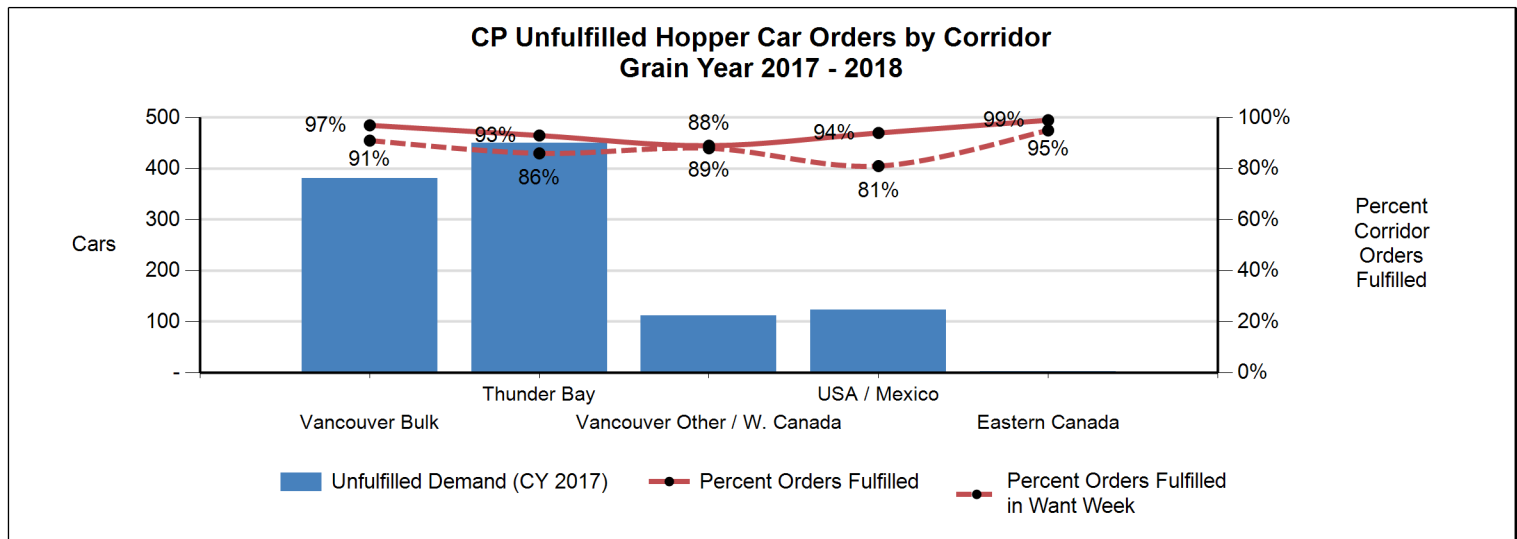
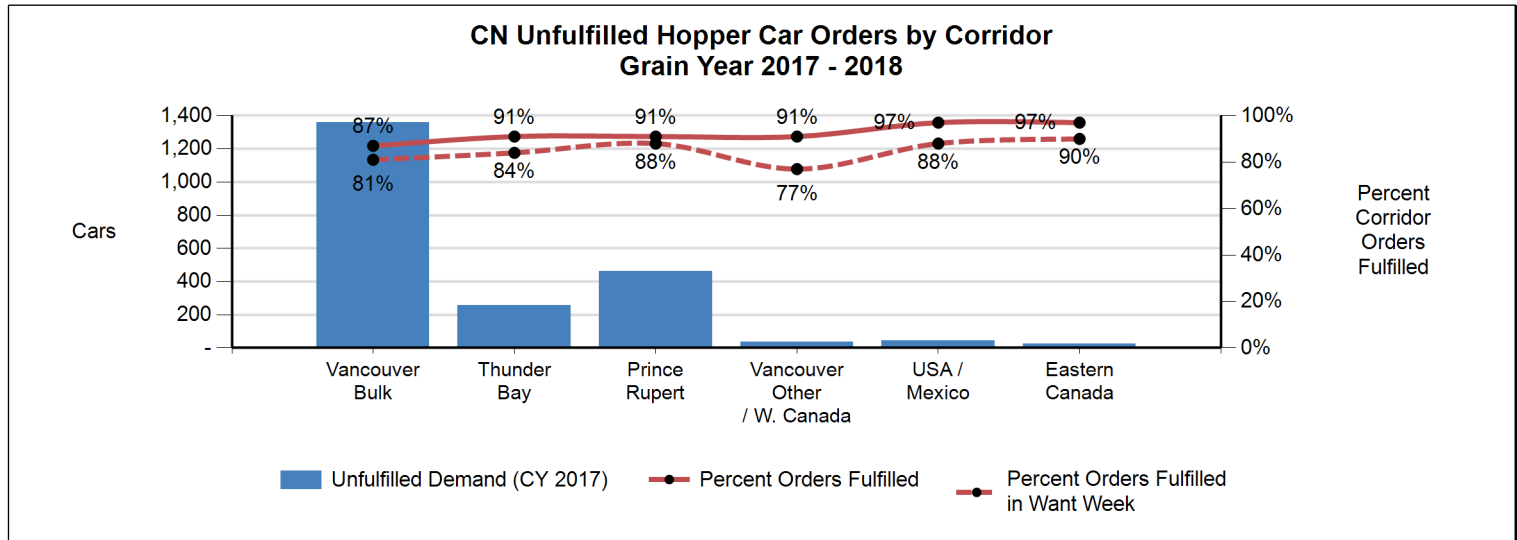
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 06

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	10,593	9,234	(1,359)	87%
	Thunder Bay	2,920	2,663	(257)	91%
	Prince Rupert	5,100	4,639	(461)	91%
	Vancouver Other / W. Canada	416	380	(36)	91%
	USA / Mexico	1,402	1,359	(43)	97%
	Eastern Canada	758	732	(26)	97%
<b>Total</b>		<b>21,189</b>	<b>19,007</b>	<b>(2,182)</b>	<b>90%</b>
CP	Vancouver Bulk	13,242	12,861	(381)	97%
	Thunder Bay	6,061	5,611	(450)	93%
	Vancouver Other / W. Canada	1,027	915	(112)	89%
	USA / Mexico	1,988	1,865	(123)	94%
	Eastern Canada	274	272	(2)	99%
<b>Total</b>		<b>22,592</b>	<b>21,524</b>	<b>(1,068)</b>	<b>95%</b>

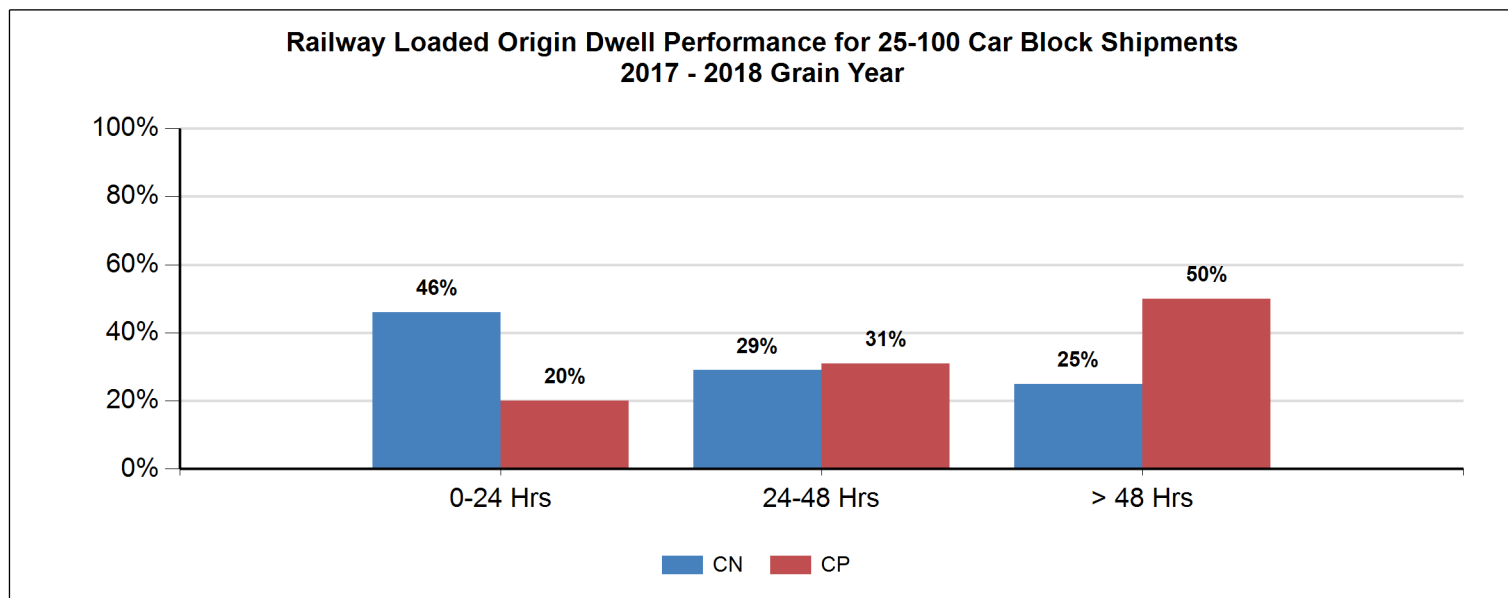
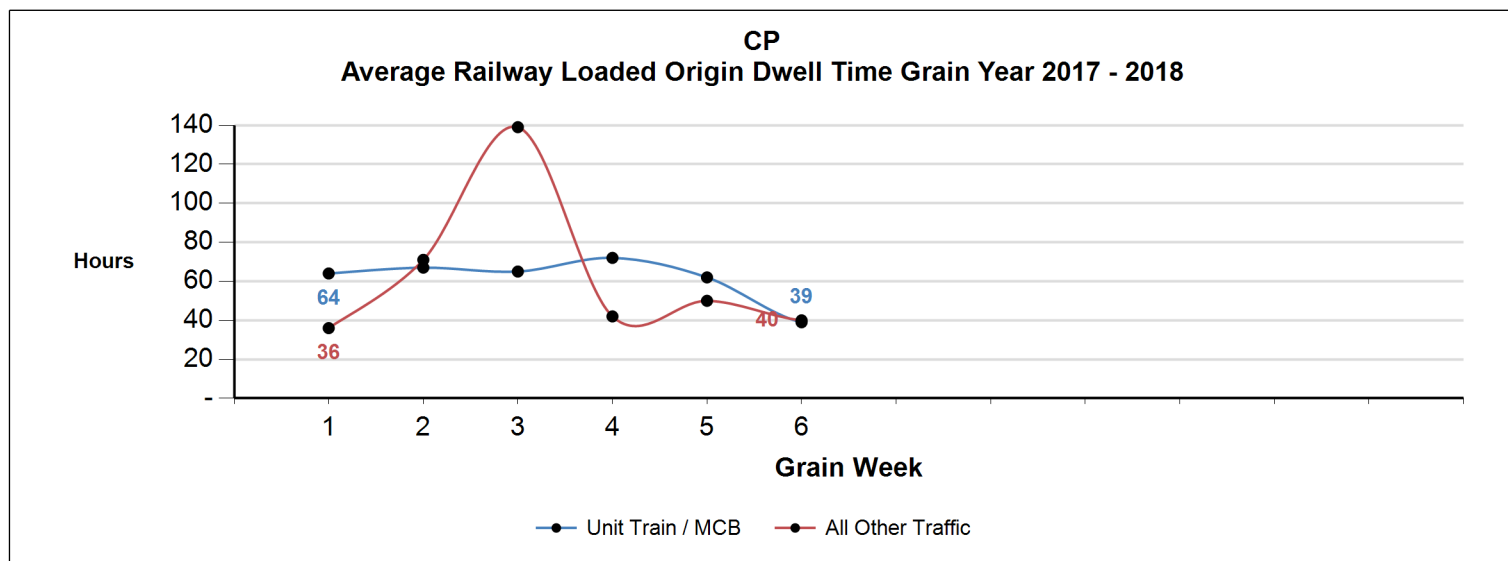
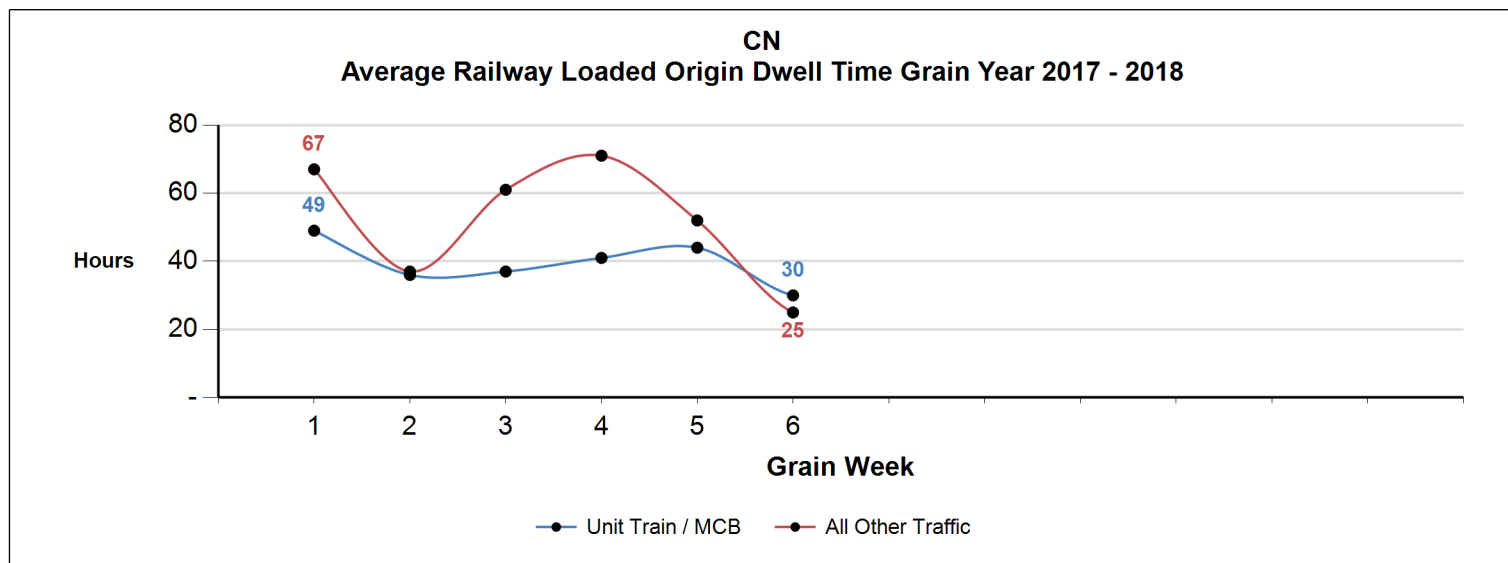
**Hopper Cars Supplied in the Want Week by Corridor - To Week 06**

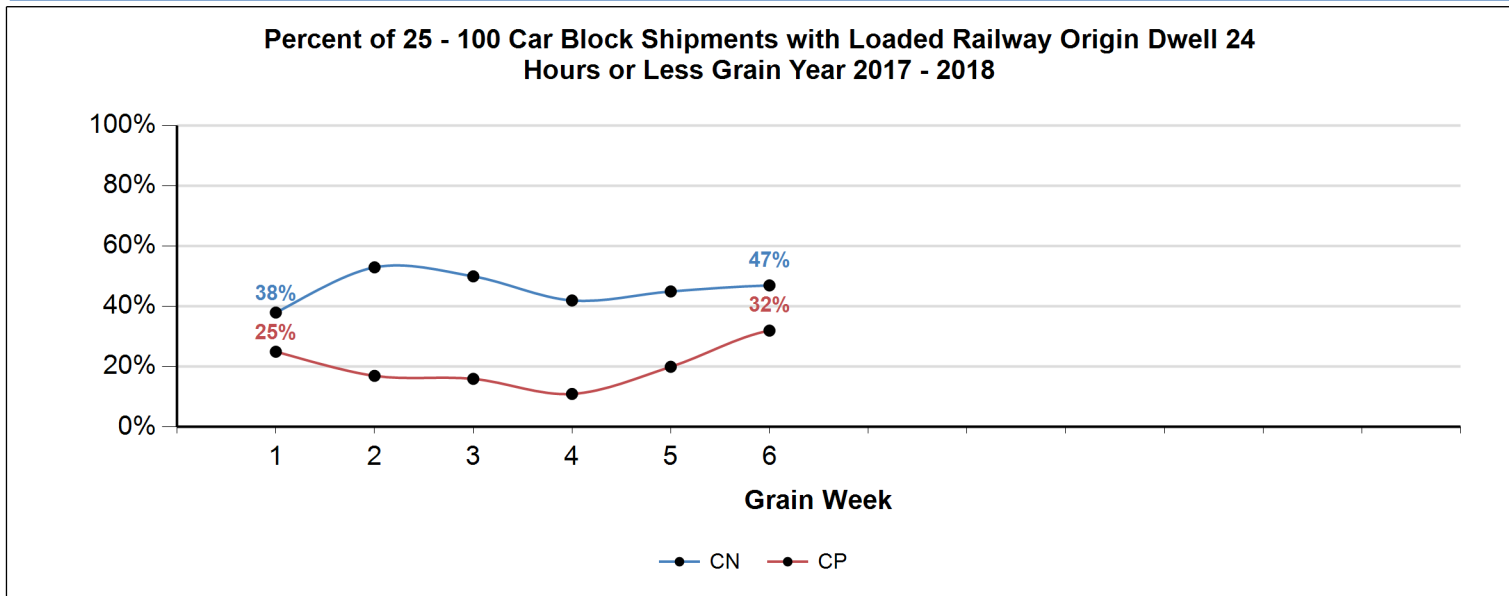
Railway	Corridor	Week 06			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,807	1,669	59%	10,593	8,595	81%
	Thunder Bay	910	729	80%	2,920	2,458	84%
	Prince Rupert	976	553	57%	5,100	4,483	88%
	Vancouver Other / W. Canada	66	37	56%	416	320	77%
	USA / Mexico	382	375	98%	1,402	1,233	88%
	Eastern Canada	128	121	95%	758	685	90%
	<b>CN Total</b>		<b>5,269</b>	<b>3,484</b>	<b>66%</b>	<b>21,189</b>	<b>17,774</b>
CP	Vancouver Bulk	2,685	2,438	91%	13,242	12,017	91%
	Thunder Bay	1,443	1,087	75%	6,061	5,217	86%
	Vancouver Other / W. Canada	187	82	44%	1,027	906	88%
	USA / Mexico	315	312	99%	1,988	1,619	81%
	Eastern Canada	73	69	95%	274	260	95%
<b>CP Total</b>		<b>4,703</b>	<b>3,988</b>	<b>85%</b>	<b>22,592</b>	<b>20,019</b>	<b>89%</b>



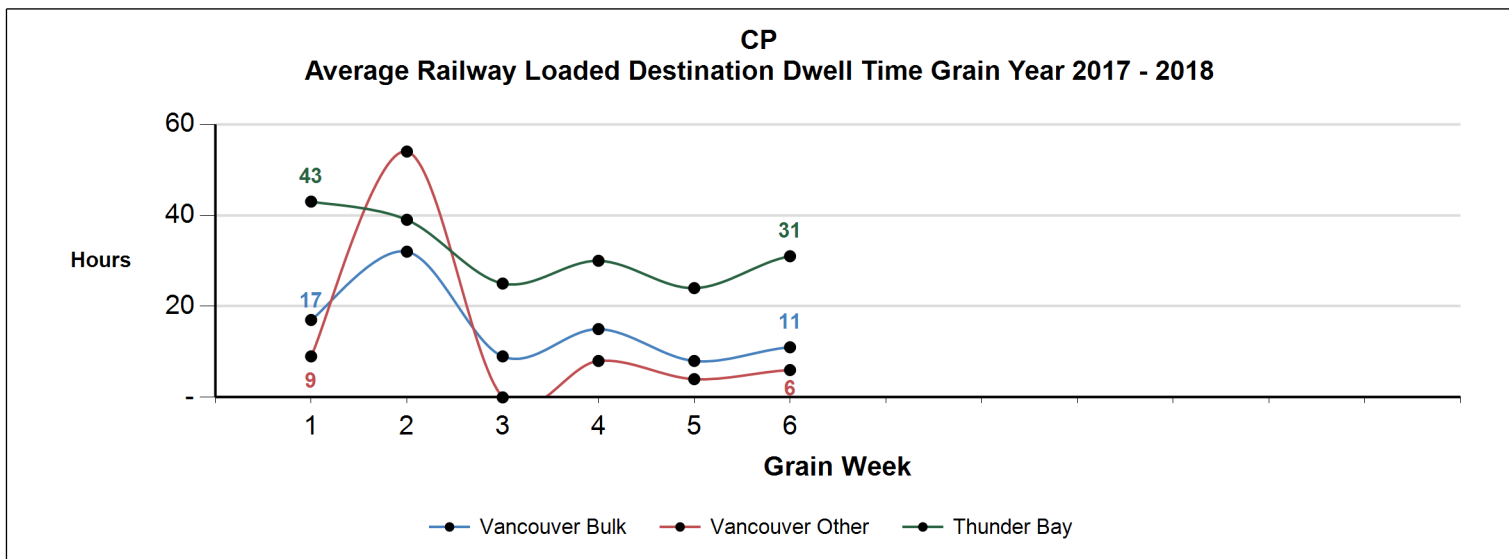
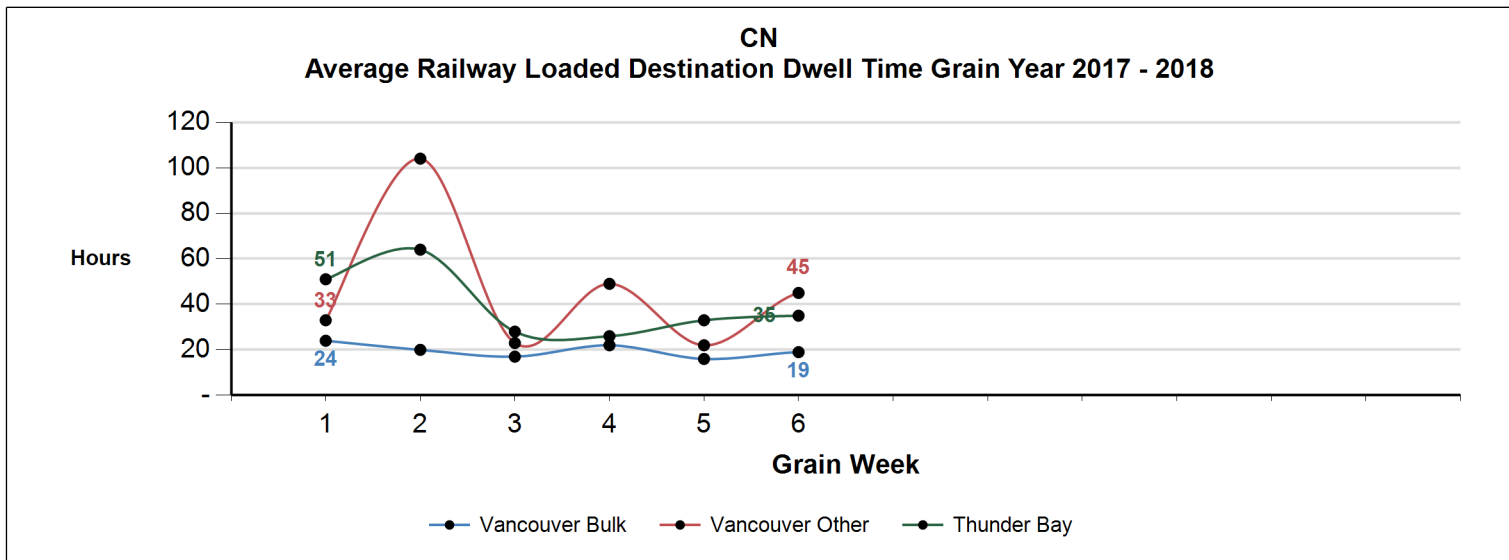


Origin Dwell Performance



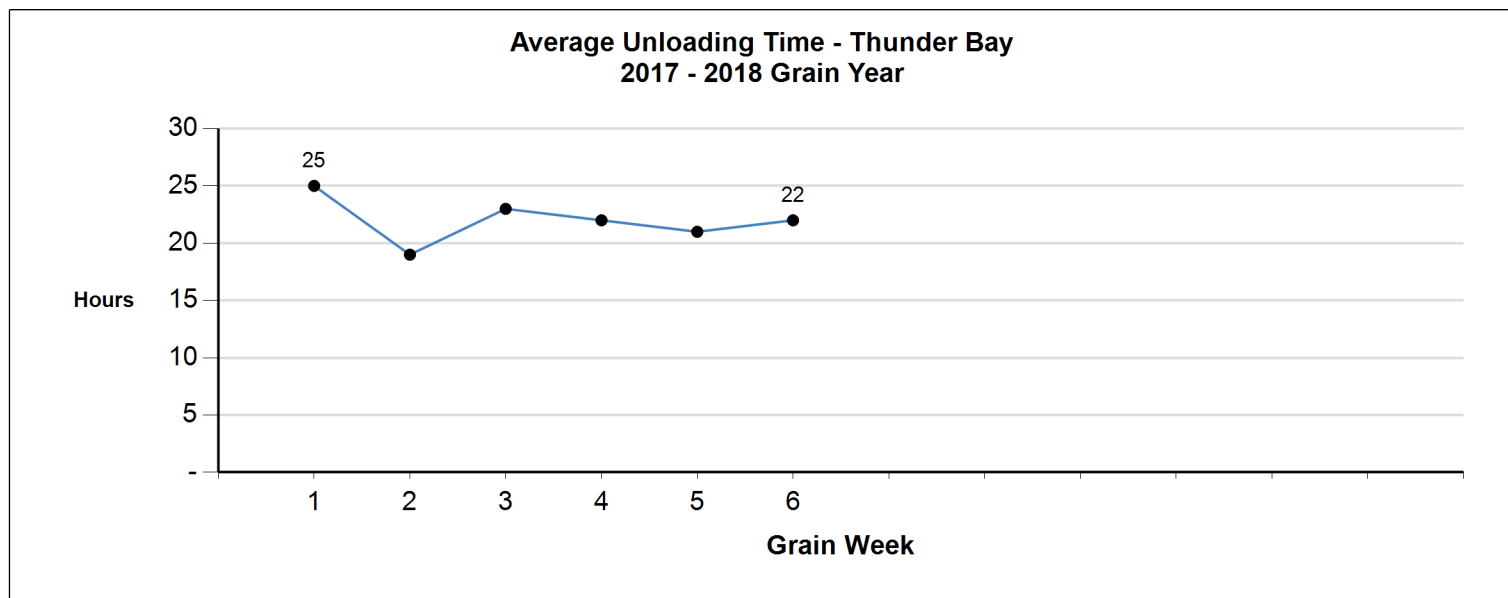
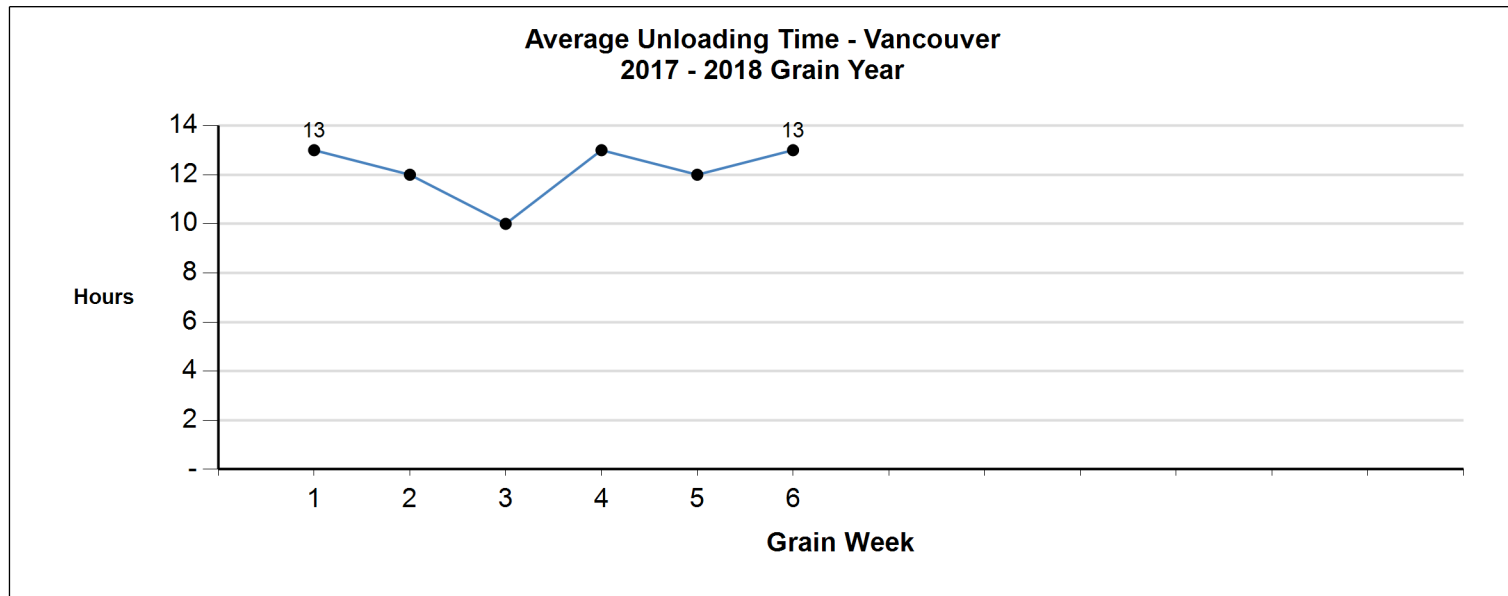


## Destination Dwell Performance





### 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.