



Performance Dashboard

Hopper Car Demand

	Week 08			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	5,307	5,442	(135)	31,415	3,926	30,239	3,779	1,176	147
CP	5,779	4,250	1,529	33,413	4,176	32,502	4,062	911	113
	11,086	9,692	1,394	64,828	8,102	62,741	7,841	2,087	260

Cars Shipped

Railway	Corridor	Week 08	YTD
CN	N.A. Domestic	216	2,882
	Prince Rupert	929	6,973
	Thunder Bay	830	4,022
	Vancouver	2,258	14,346
	Total	4,233	28,223
CP	N.A. Domestic	335	3,430
	Thunder Bay	1,491	9,527
	Vancouver	2,967	19,595
	Total	4,793	32,552

Empty Hopper Cars Supplied - Week 08 (All Want Weeks)

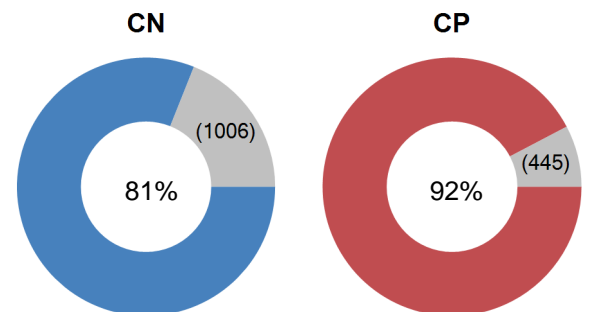
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,046	4,671	172	73		447	4,218	5,191
CP	4,055	2,694	427	1,207	489	522	4,971	4,423
	8,101	7,365	599	1,280	489	969	9,189	9,614

Supplied by Block Size

Block Size	Week 08			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	2%	3%	2%	2%
25	2%	1%	1%	4%	2%	3%
50	17%	14%	15%	15%	12%	13%
100	78%	84%	81%	79%	85%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,307	5,779	11,086
Current Week Order Fulfillment			
Supplied in Current Week	4,046	4,055	8,101
Supplied Early	255	1,279	1,534
Total Cars Supplied for Want Week	4,301	5,334	9,635
Current Week Unfulfilled Demand	(1,006)	(445)	(1,451)
% Current Week Orders Supplied	81%	92%	87%



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

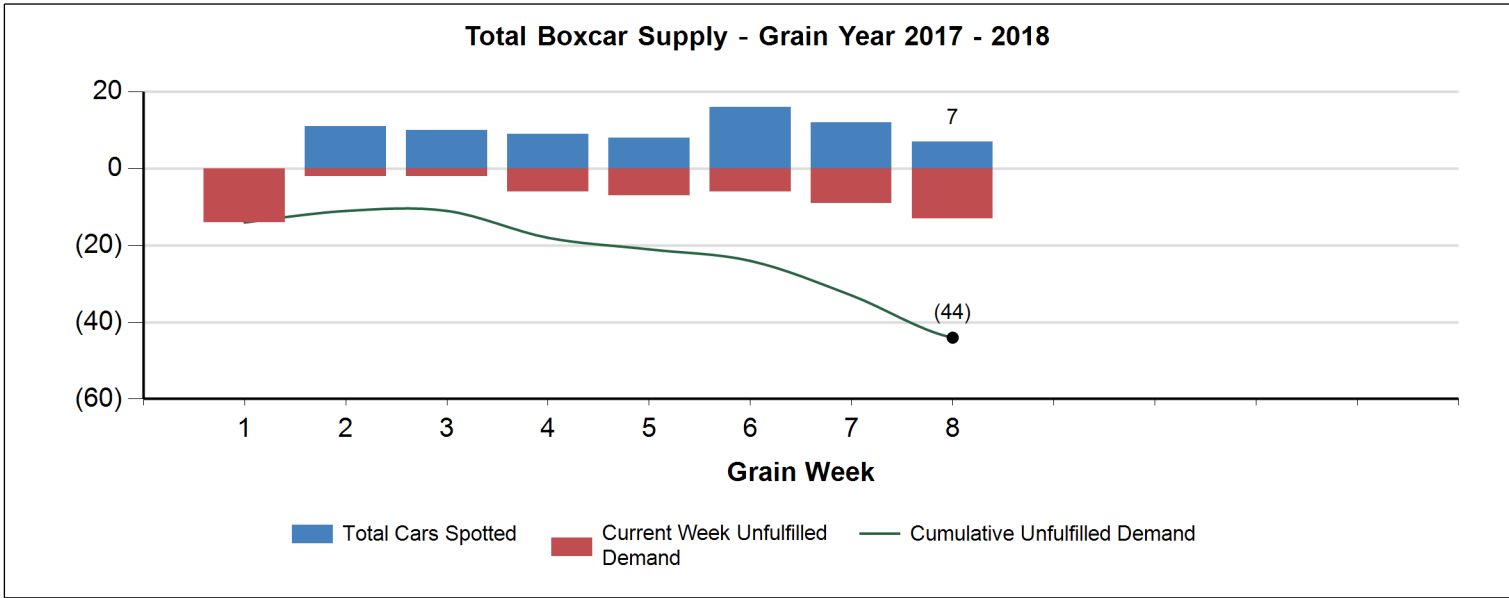
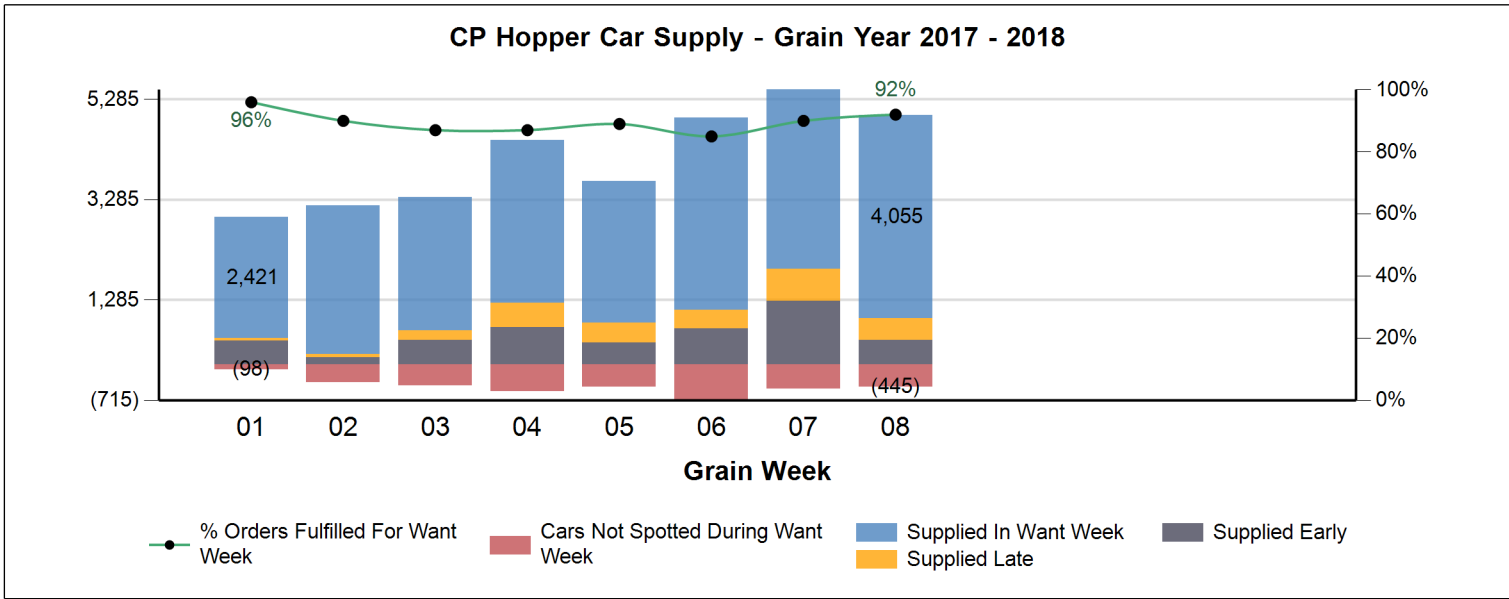
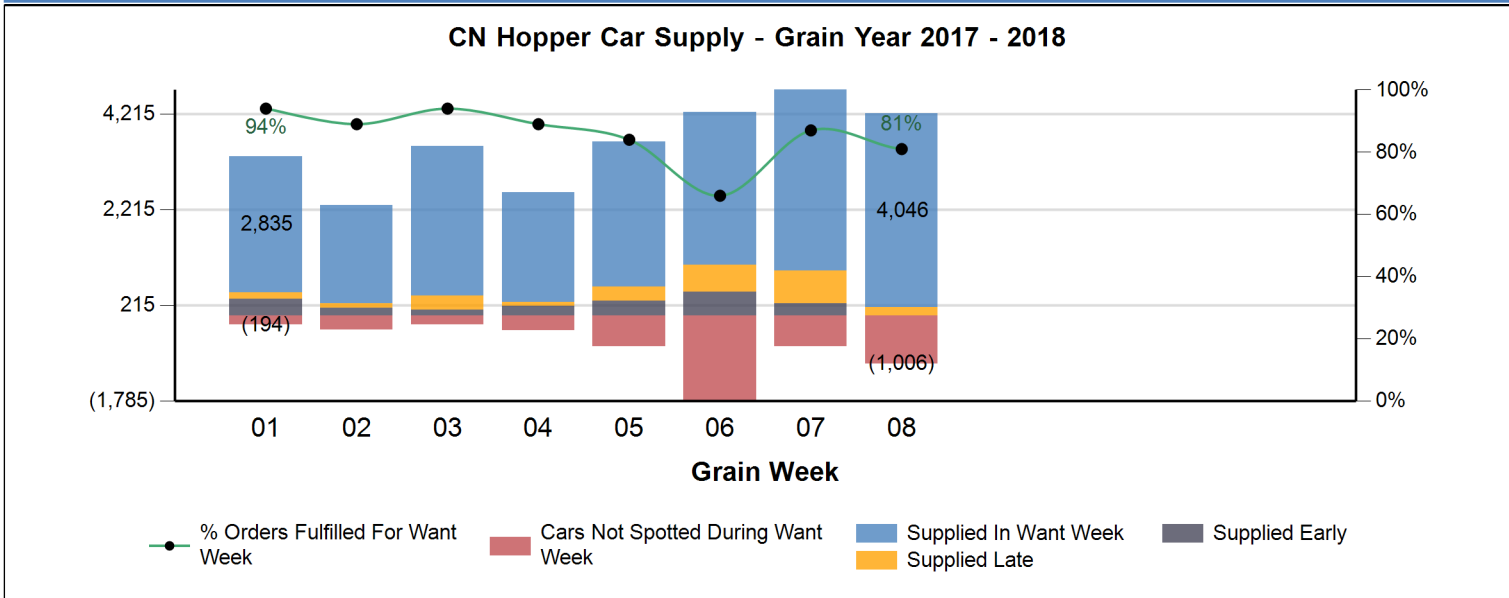
	Week 08		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	35	17	40	17
CP	32	22	55	43

Dwell Time (Hours) at Destination (All Traffic)

		Week 08		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	21	21	19	20
	CP	10	9	13	10
Thunder Bay	CN	63	36	38	53
	CP	39	33	36	30

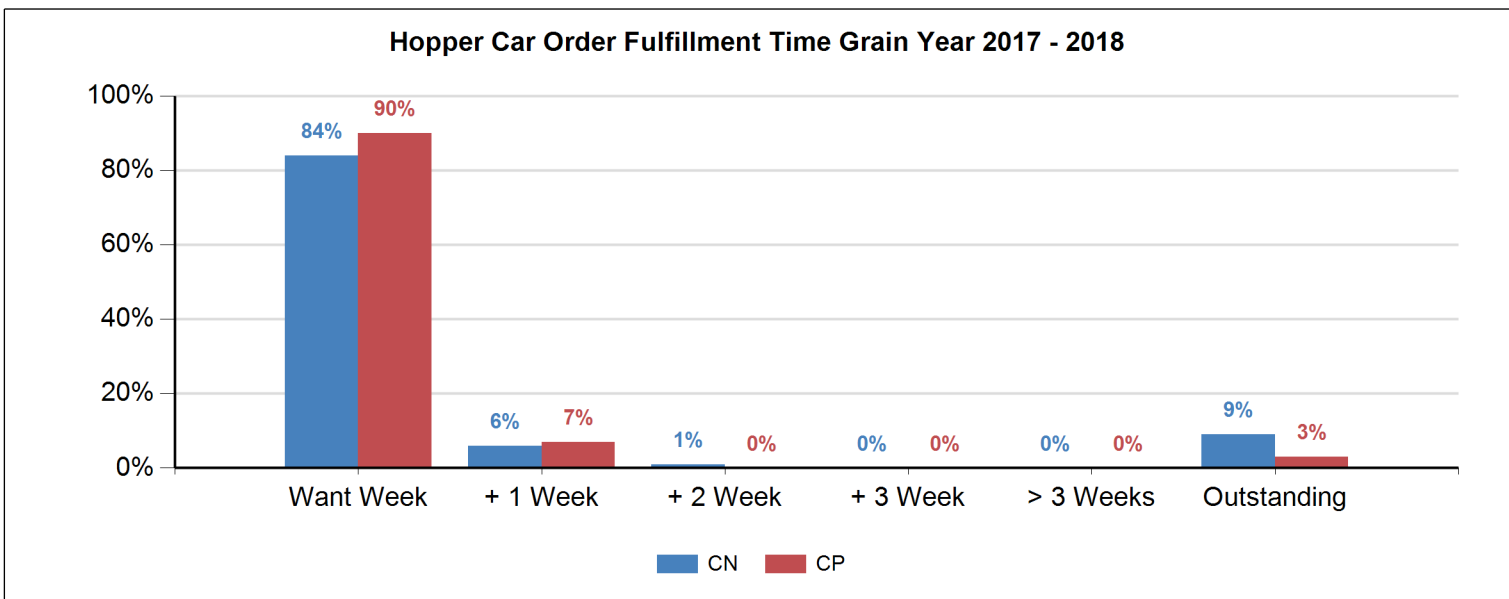
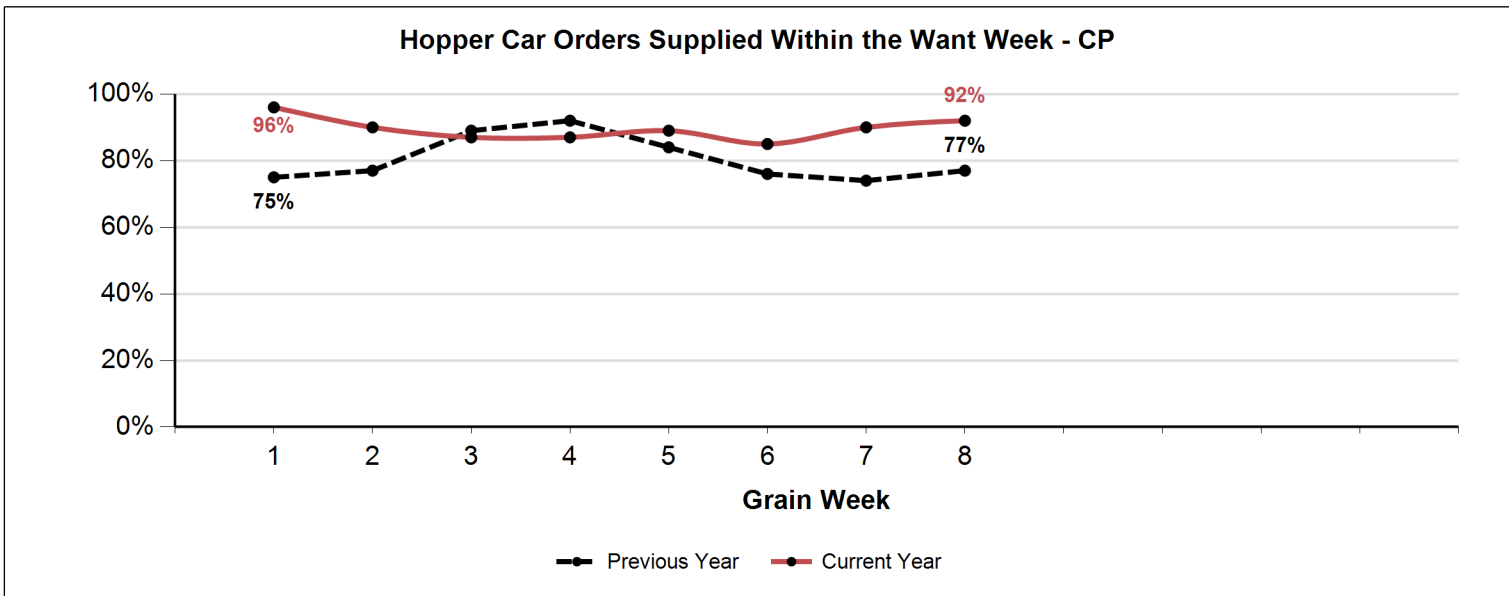
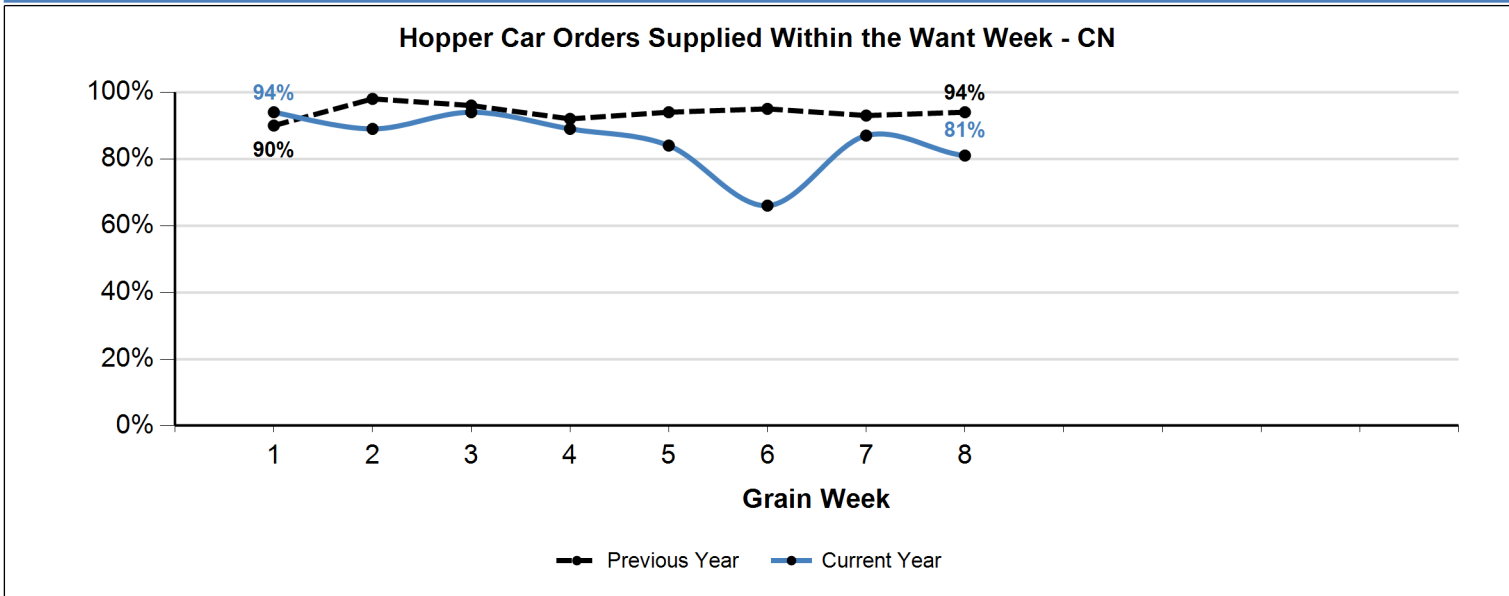


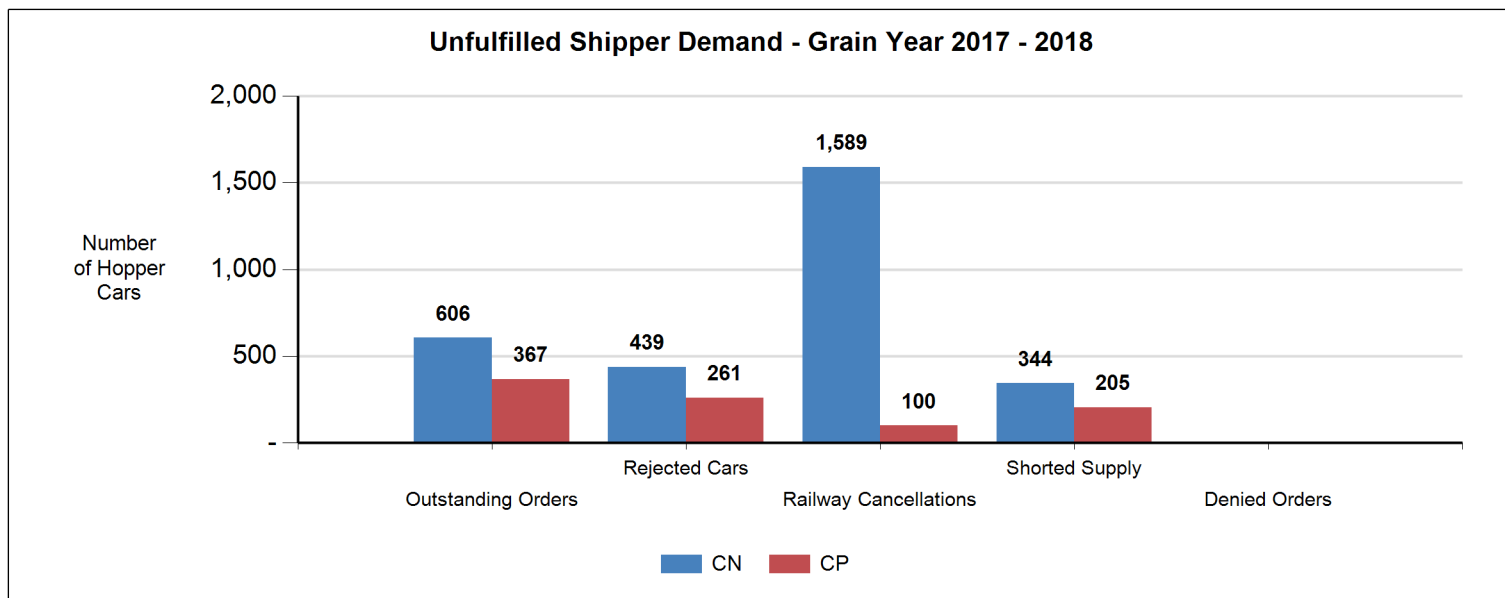
Weekly Performance Update - To Grain Week 08 (CY 2017)
Covering 90% of grain movement originating in Western Canada





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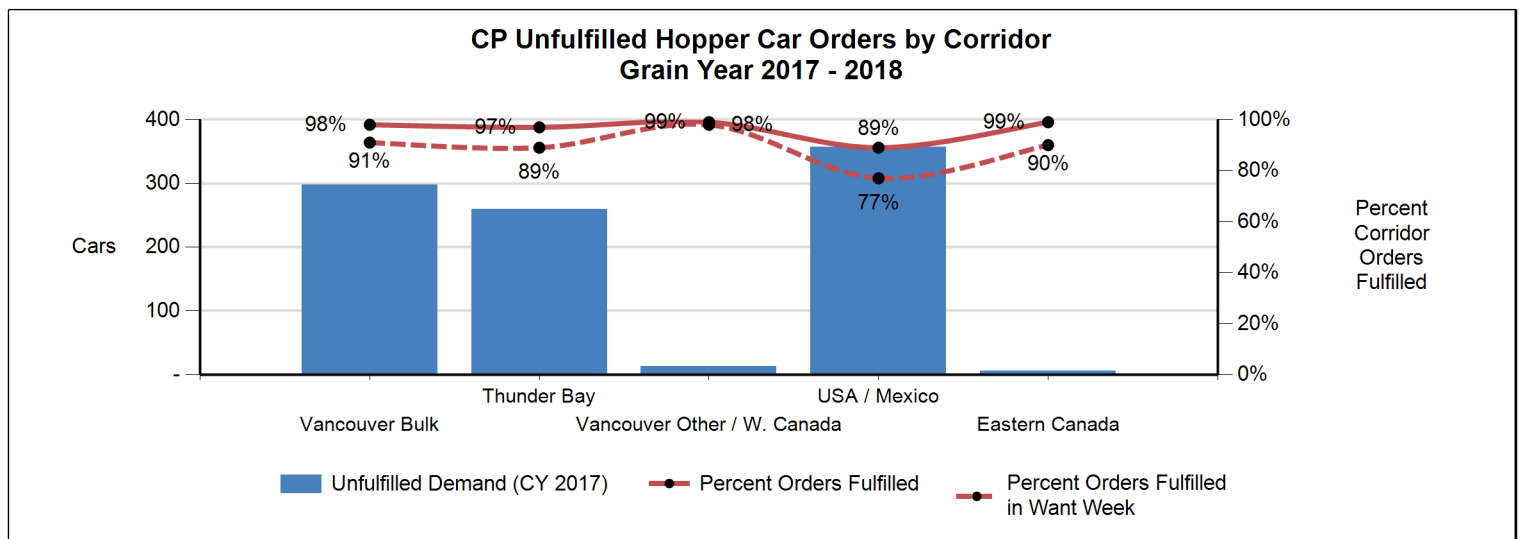
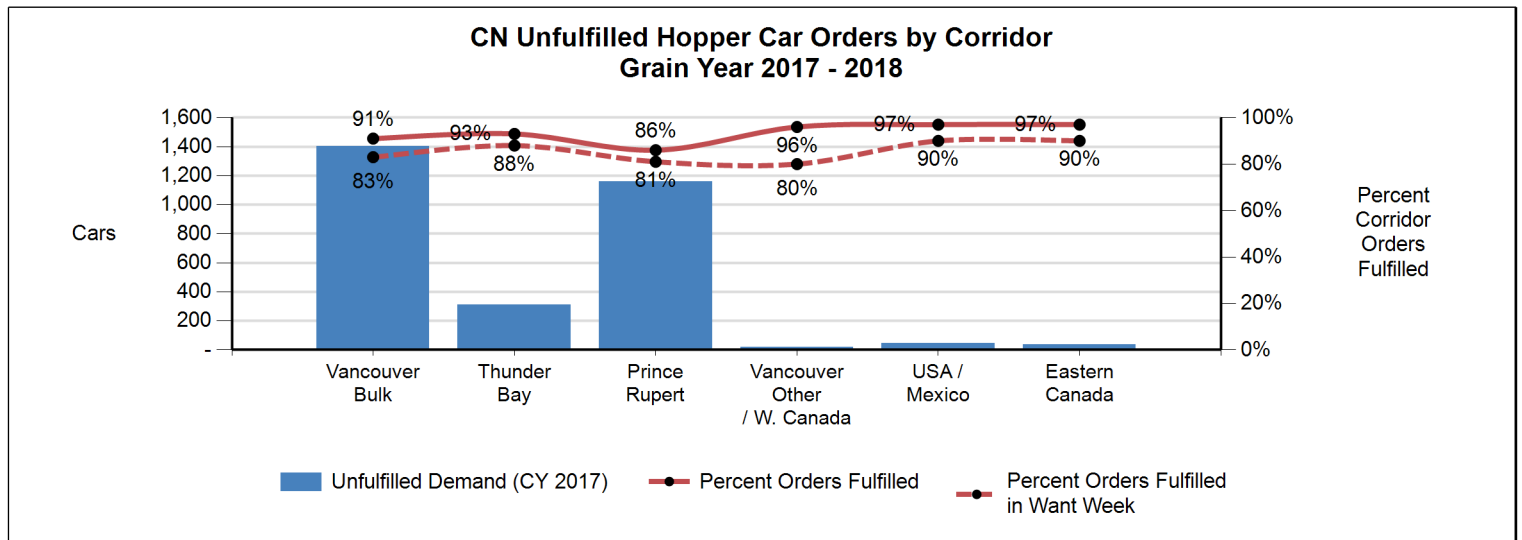
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 08

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	14,926	13,521	(1,405)	91%
	Thunder Bay	4,571	4,261	(310)	93%
	Prince Rupert	8,531	7,369	(1,162)	86%
	Vancouver Other / W. Canada	514	494	(20)	96%
	USA / Mexico	1,756	1,710	(46)	97%
	Eastern Canada	1,117	1,082	(35)	97%
Total		31,415	28,437	(2,978)	91%
CP	Vancouver Bulk	18,947	18,649	(298)	98%
	Thunder Bay	9,633	9,374	(259)	97%
	Vancouver Other / W. Canada	1,266	1,253	(13)	99%
	USA / Mexico	3,129	2,772	(357)	89%
	Eastern Canada	438	432	(6)	99%
Total		33,413	32,480	(933)	97%

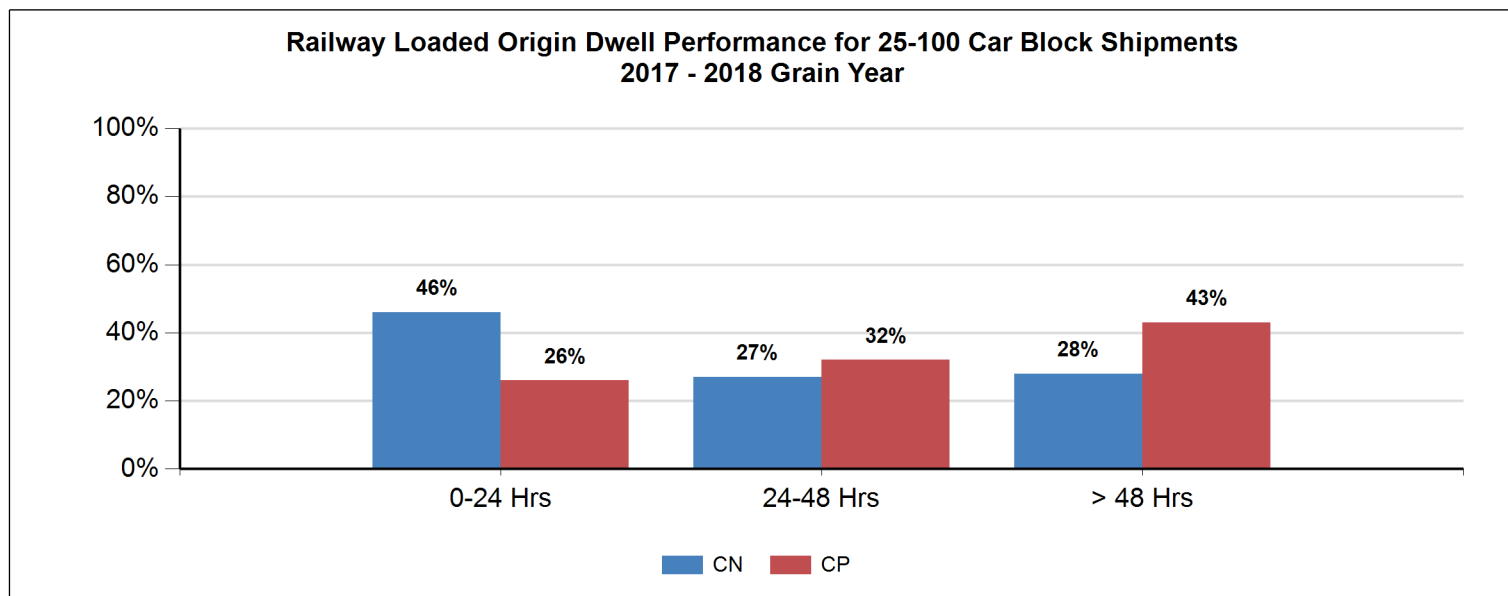
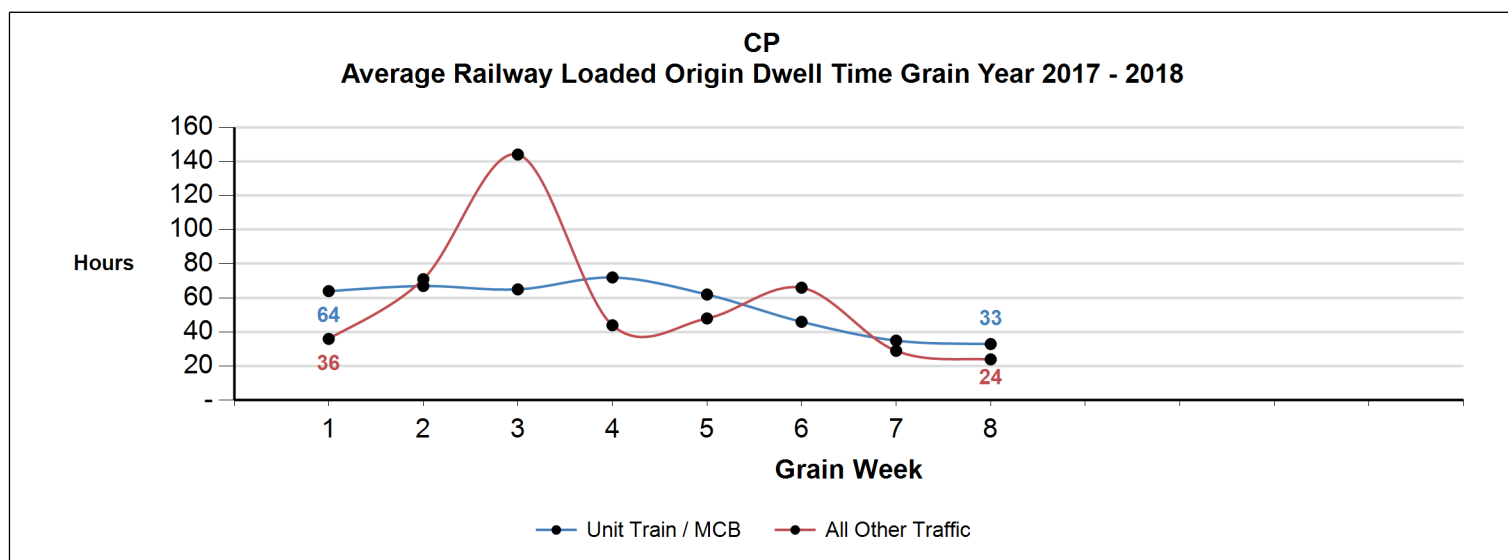
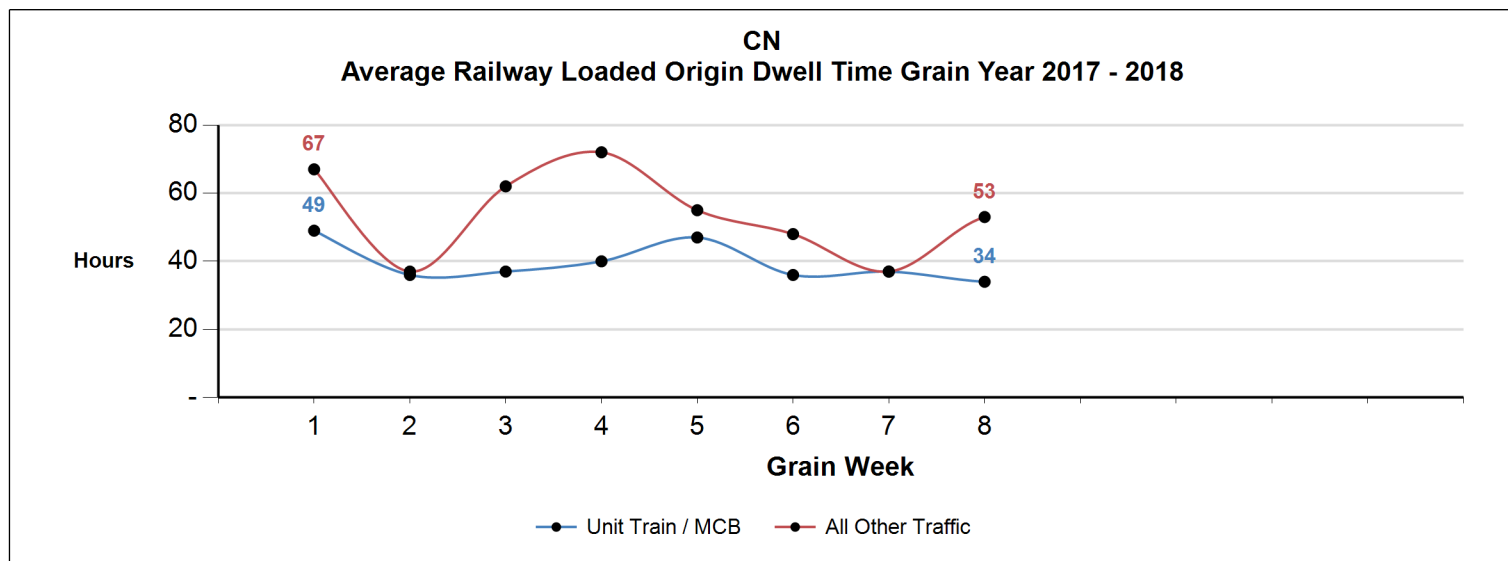
Hopper Cars Supplied in the Want Week by Corridor - To Week 08

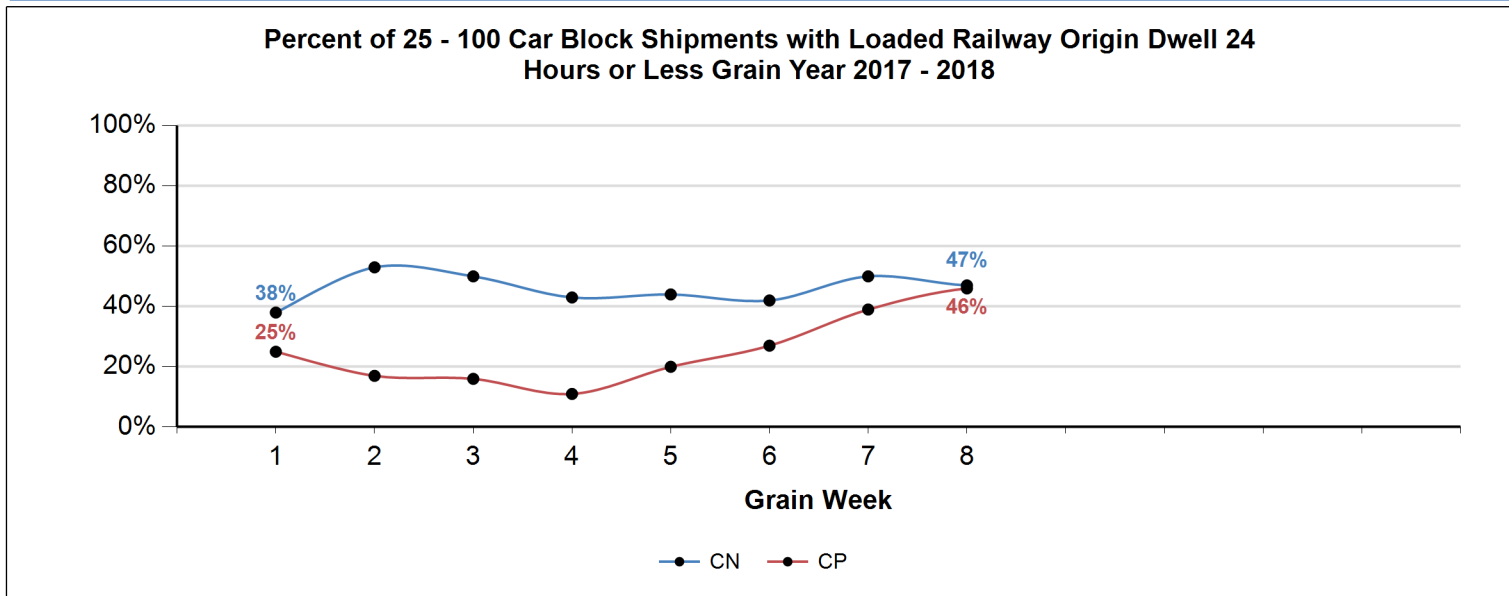
Railway	Corridor	Week 08			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,234	1,755	79%	14,926	12,456	83%
	Thunder Bay	972	935	96%	4,571	4,003	88%
	Prince Rupert	1,821	1,340	74%	8,531	6,883	81%
	Vancouver Other / W. Canada	37	28	76%	514	409	80%
	USA / Mexico	167	167	100%	1,756	1,584	90%
	Eastern Canada	76	76	100%	1,117	1,009	90%
	CN Total		5,307	4,301	81%	31,415	26,344
CP	Vancouver Bulk	2,994	2,896	97%	18,947	17,311	91%
	Thunder Bay	1,809	1,682	93%	9,633	8,570	89%
	Vancouver Other / W. Canada	229	224	98%	1,266	1,244	98%
	USA / Mexico	677	462	68%	3,129	2,399	77%
	Eastern Canada	70	70	100%	438	393	90%
CP Total		5,779	5,334	92%	33,413	29,917	90%



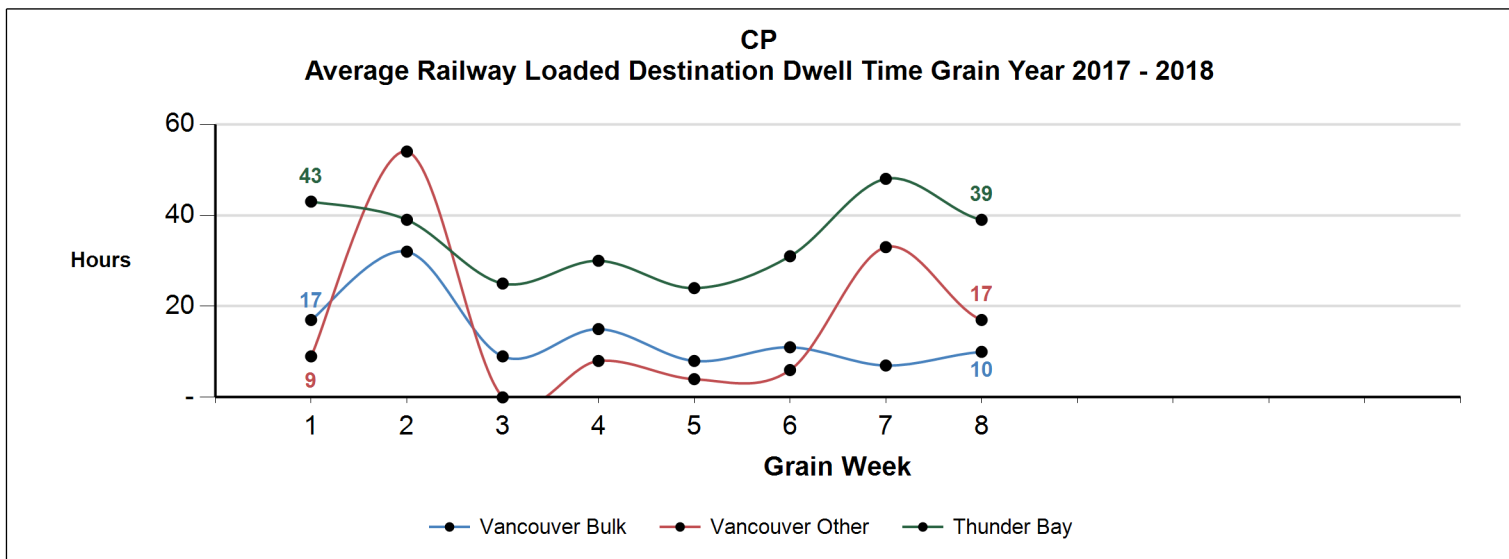
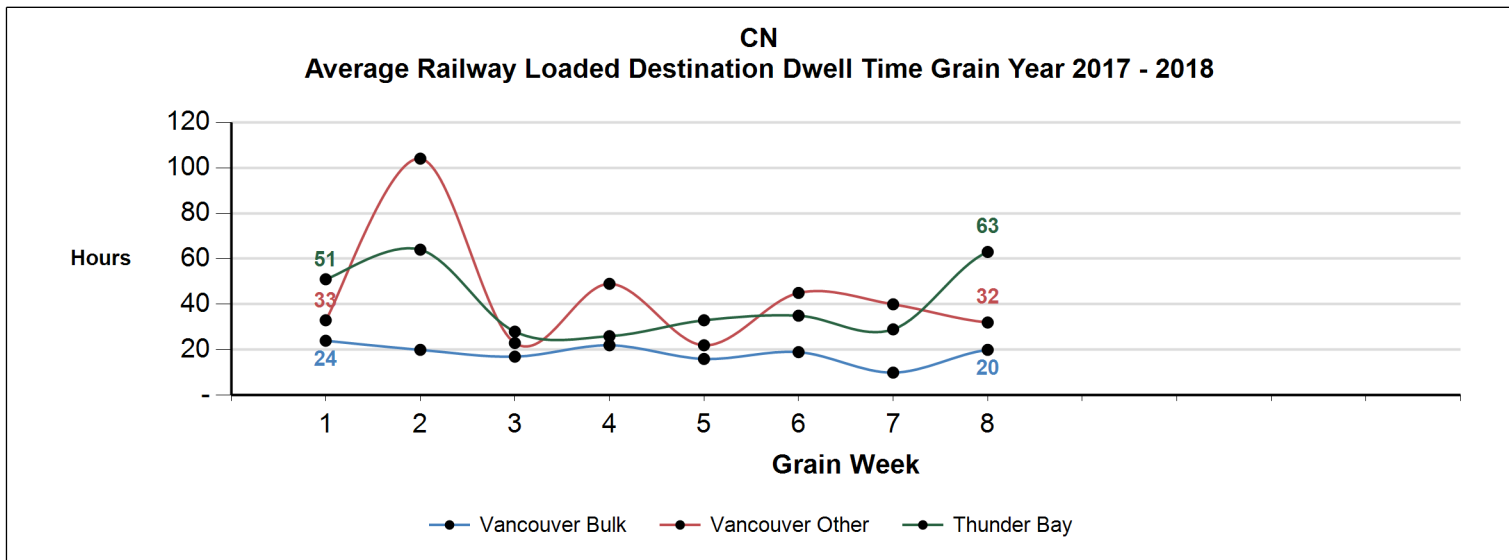


Origin Dwell Performance



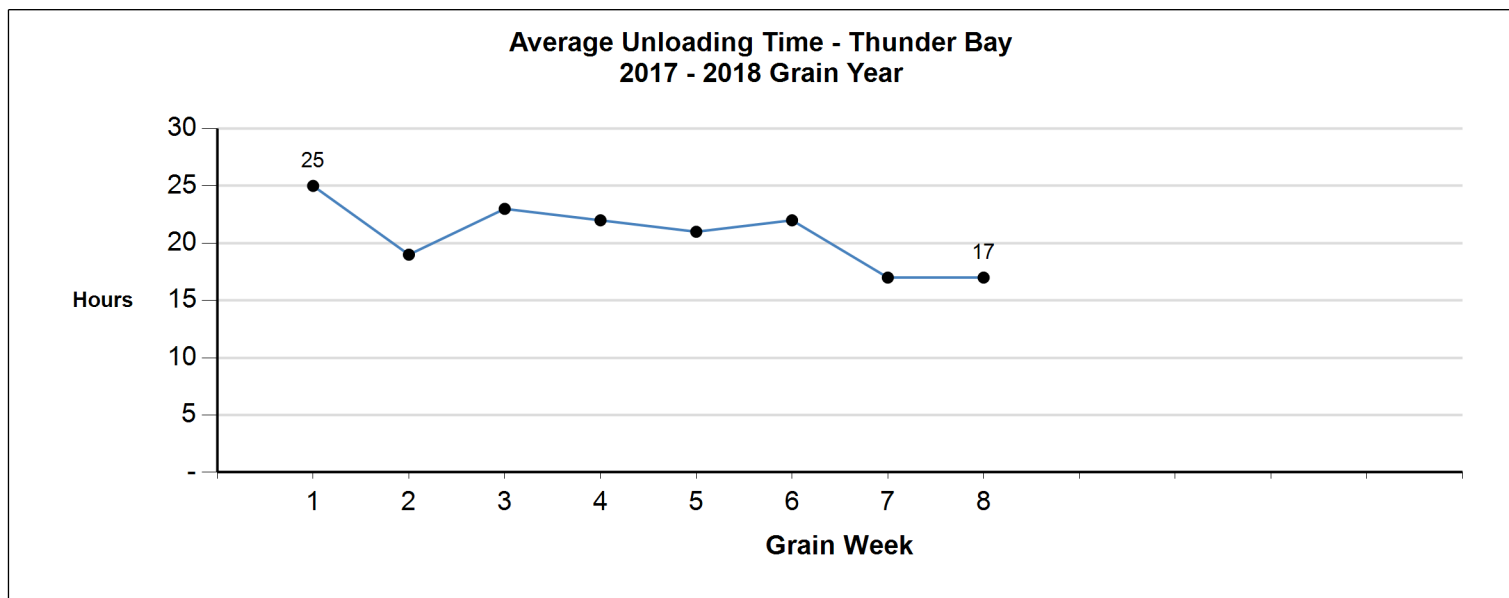
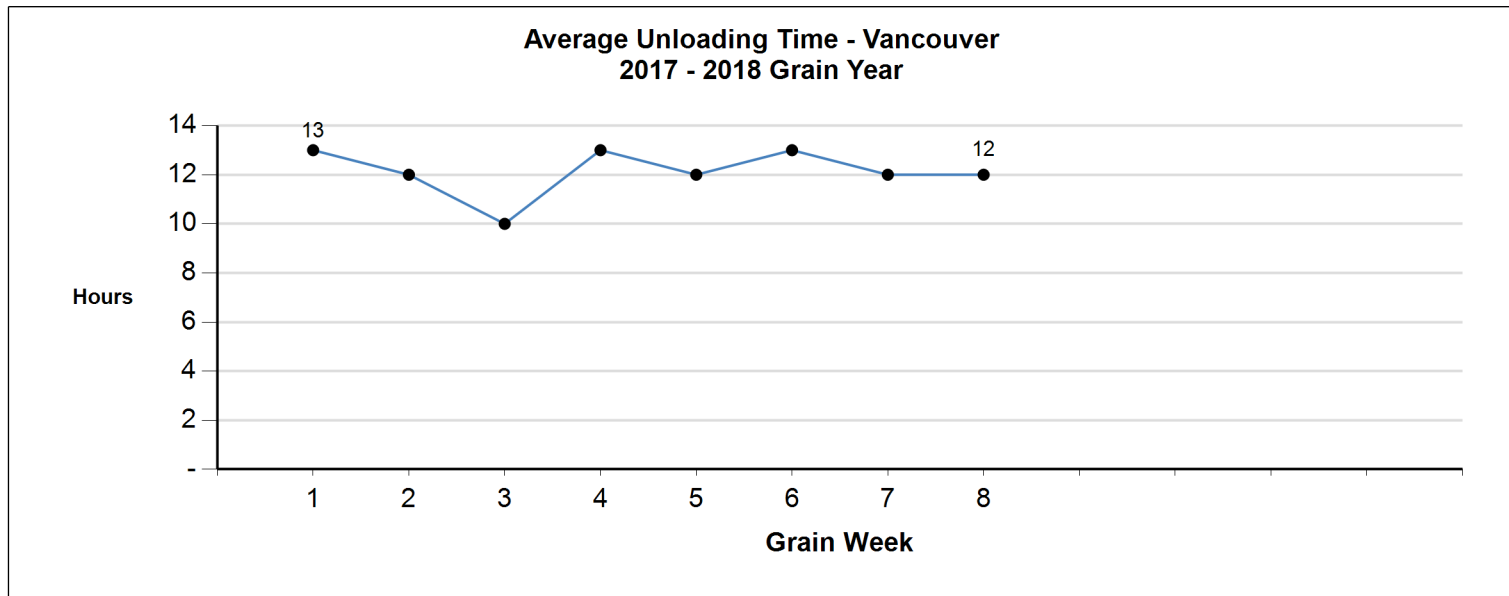


Destination Dwell Performance





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.