

## **Week 6 Performance**

CN and CP supplied a combined 90% of hopper cars ordered in grain week 6 - an improvement from last week's 88% performance, marking an improvement in performance on CN offset by a decline in performance on CP. CN's performance remained above the 80% threshold for the sixth consecutive week, supplying 95% of cars ordered while CP's performance fell marginally week over week, supplying 84% of cars ordered as compared to 85% in the prior week. CN and CP combined will enter week 7 with 758 outstanding orders - a net 17% decline from the 918 orders outstanding at the end of last week. The change in the outstanding order count represents a decrease in the number of outstanding orders on both CN and CP by (-49) and (-111), respectively.

In week 6, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. Performance declines were seen in the E. Canada and W. Canada corridors, which saw 70% and 93% of cars ordered for week 6 supplied on time. These two corridors represented 5% of total hopper car demand for CN in week 6. CP saw performance hold or improved in 1 of 5 corridors with a notable decline in performance seen in the W. Canada and Vancouver Bulk corridors, which represented 61% of total hopper car demand for CP in week 6.

With the exception of two outstanding orders for week 5 - two for CP - all other outstanding orders remain current - i.e. unfulfilled week 6 orders.

### **CN**

- CN supplied 95% of hopper cars ordered for week 6, representing an increase from the 92% order fulfillment performance seen last week. CN supplied 4,046 of 4,249 cars ordered, failing to supply 203 cars ordered.
- During week 6, CN supplied a total of 3,996 hoppers with 108 being outstanding orders placed prior to week 6 (see table page 2).
- CN's performance was fairly consistent across all shippers with all but three shippers receiving 85% or more of cars ordered on time.
- Shipper demand was above the 3,000-car threshold for the third consecutive week.
- Shipper demand for hopper cars is 1% higher in week 7 rising above 4,200 and is then expected to increase 7% to more than 4,500 cars in week 8.
- Heading into week 7, CN has 59 outstanding orders, reflecting a 45% decline (-49) from the 108 outstanding orders at the beginning of week 6.

### **CP**

- CP fulfilled 84% of hopper cars ordered for week 6, reflecting a slight decline from the 85% seen last week.
- For week 6, CP supplied 3,665 of 4,351 cars ordered, failing to supply 686 cars ordered.
- During week 6, CP supplied a total of 4,104 hoppers including 678 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 3,000 cars for the sixth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 21% for week 7 rising above 6,100 and is then expected to fall 30% to about 4,300 cars in week 8.
- While CP's overall performance deteriorated slightly over last week, the performance experienced by individual shippers varied somewhat. In week 6, all but four shippers receiving more than 90% of cars ordered on time.
- Heading into week 7, CP has 699 outstanding orders, representing a 14% improvement (-111) from the 810 outstanding orders entering week 6.

## 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	4,249	5,269	(1,020)	20,378	3,396	21,189	3,531	(811)	(135)
CP	4,351	4,823	(472)	22,782	3,797	22,712	3,785	70	11
<b>Total</b>	<b>8,600</b>	<b>10,092</b>	<b>(1,492)</b>	<b>43,160</b>	<b>7,193</b>	<b>43,901</b>	<b>7,316</b>	<b>(741)</b>	<b>(124)</b>

### Cars Shipped

Railway	Corridor	Week 06	YTD
CN	N.A. Domestic	291	1,754
	Prince Rupert	892	5,754
	Thunder Bay	511	2,846
	Vancouver	1,715	10,043
<b>Total</b>		<b>3,409</b>	<b>20,397</b>
CP	N.A. Domestic	461	2,282
	Thunder Bay	1,019	5,997
	Vancouver	2,848	13,685
<b>Total</b>		<b>4,328</b>	<b>21,964</b>

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

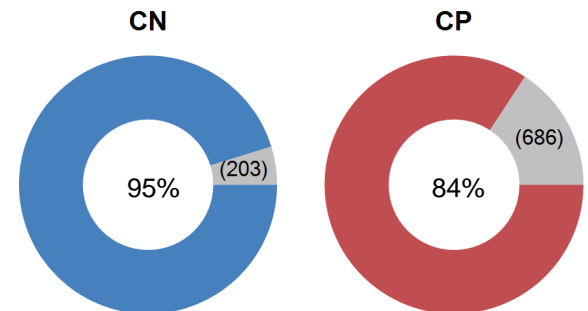
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,864	3,180	108	568	24	496	3,996	4,244
CP	3,214	3,825	678	377	212	712	4,104	4,914
<b>Total</b>	<b>7,078</b>	<b>7,005</b>	<b>786</b>	<b>945</b>	<b>236</b>	<b>1,208</b>	<b>8,100</b>	<b>9,158</b>

### Supplied by Block Size

Block Size	Week 06			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	3%	4%	4%
25	1%		0%	5%	2%	3%
50	5%	11%	8%	15%	9%	12%
100	92%	85%	89%	76%	85%	81%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,249	4,351	8,600
Current Week Order Fulfillment			
Supplied in Current Week	3,864	3,214	7,078
Supplied Early	182	451	633
<b>Total Cars Supplied for Want Week</b>	<b>4,046</b>	<b>3,665</b>	<b>7,711</b>
Current Week Unfulfilled Demand	(203)	(686)	(889)
% Current Week Orders Supplied	95%	84%	90%



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

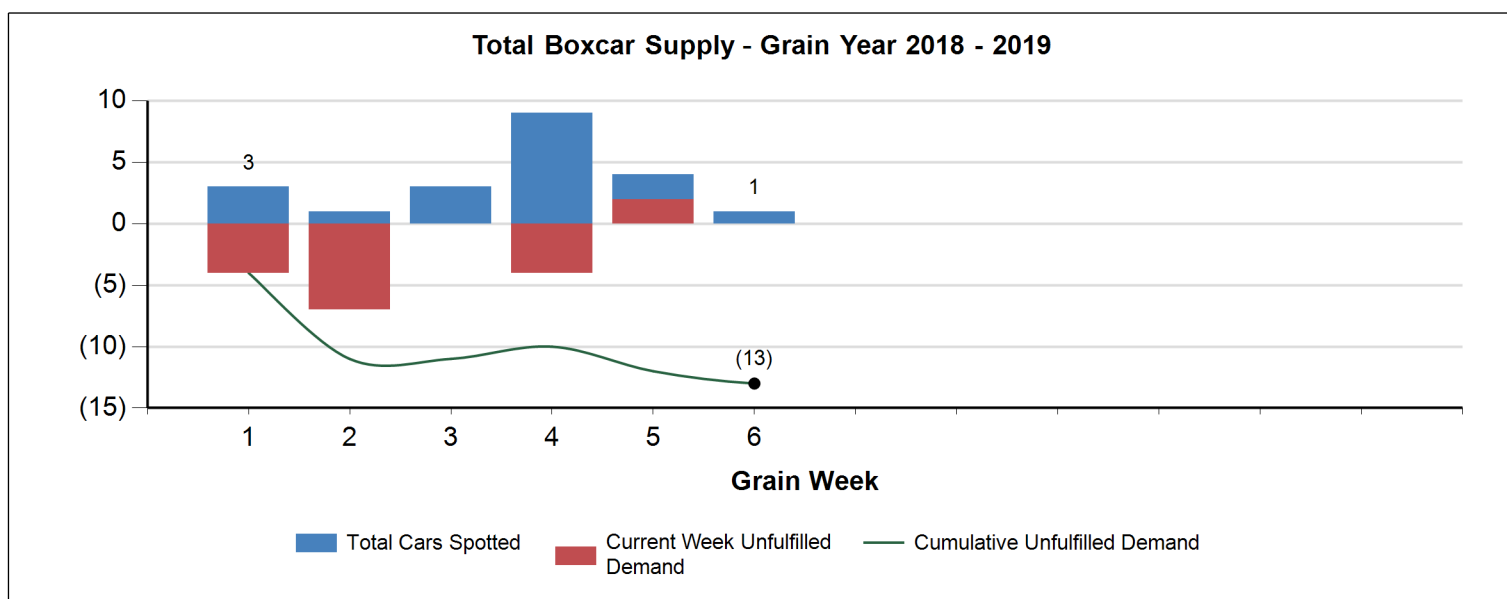
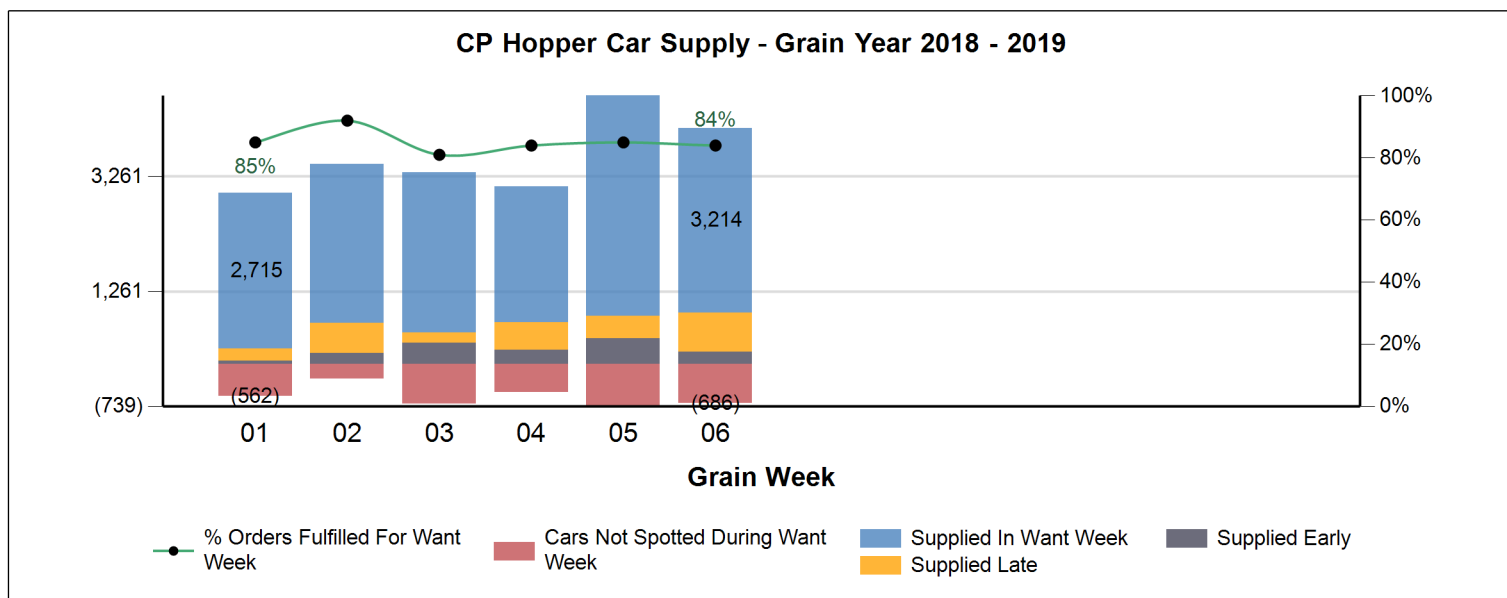
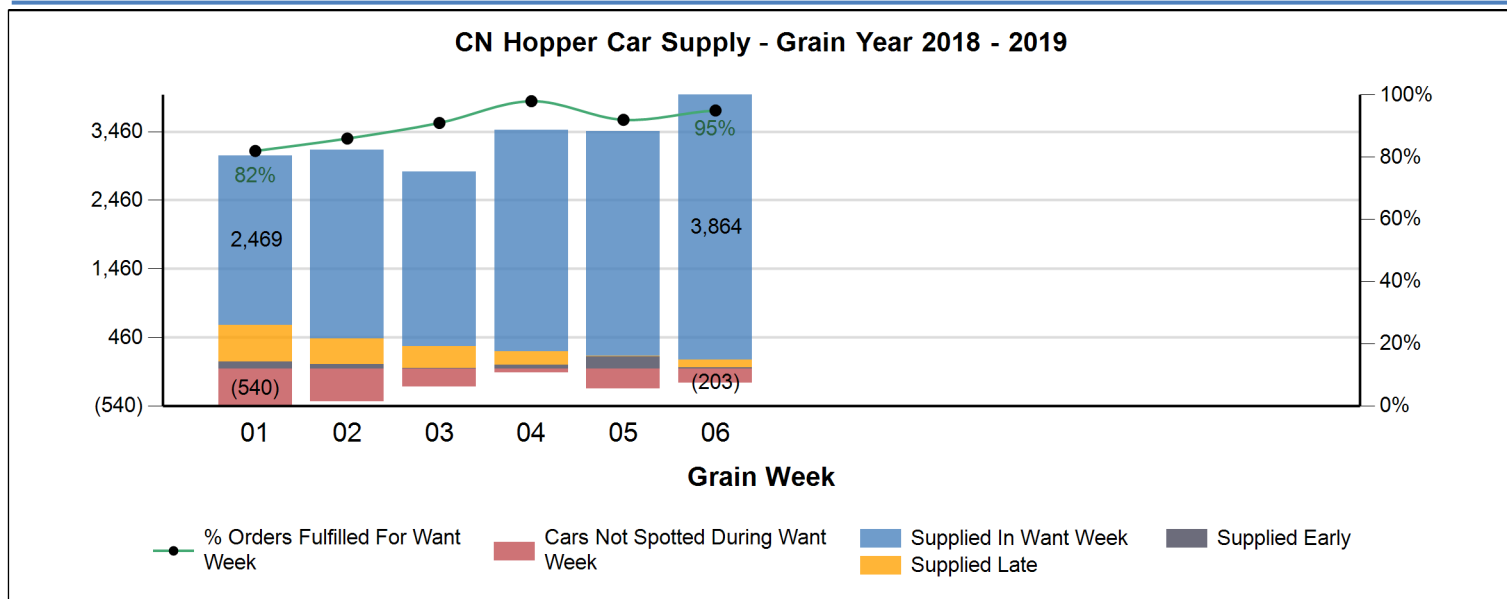
	Week 06		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	20	37	43	42
CP	30	50	44	64

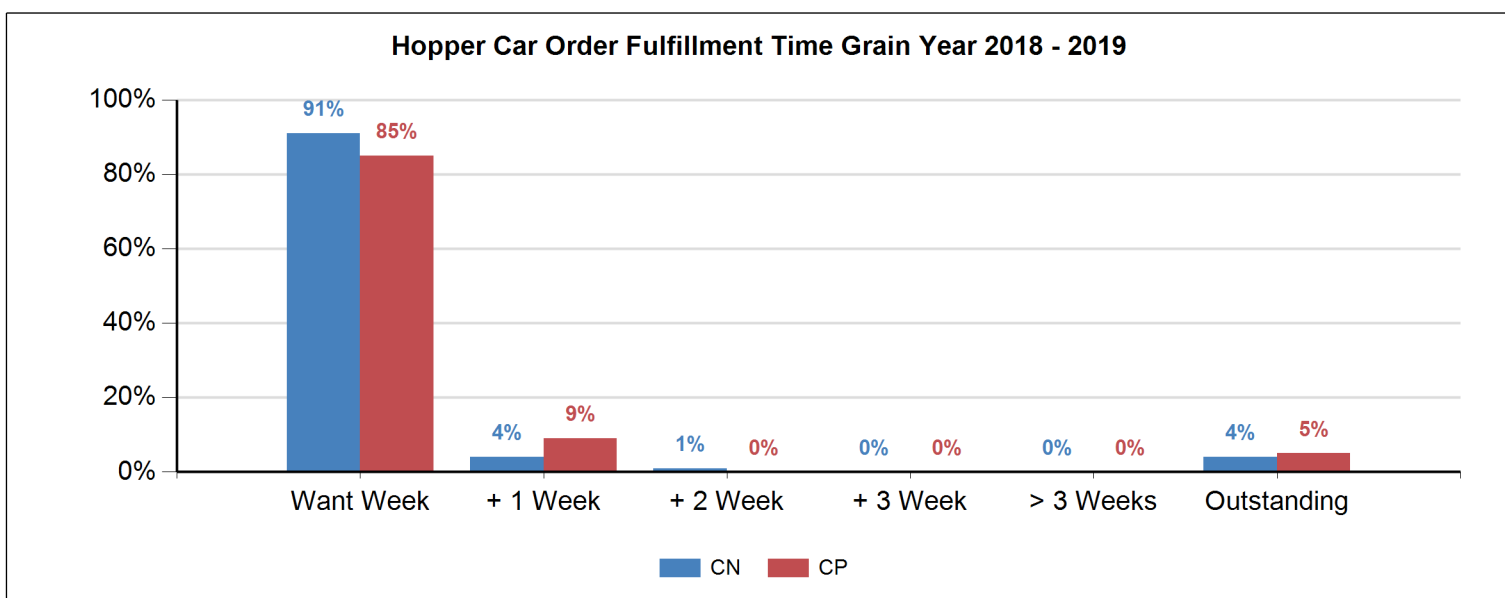
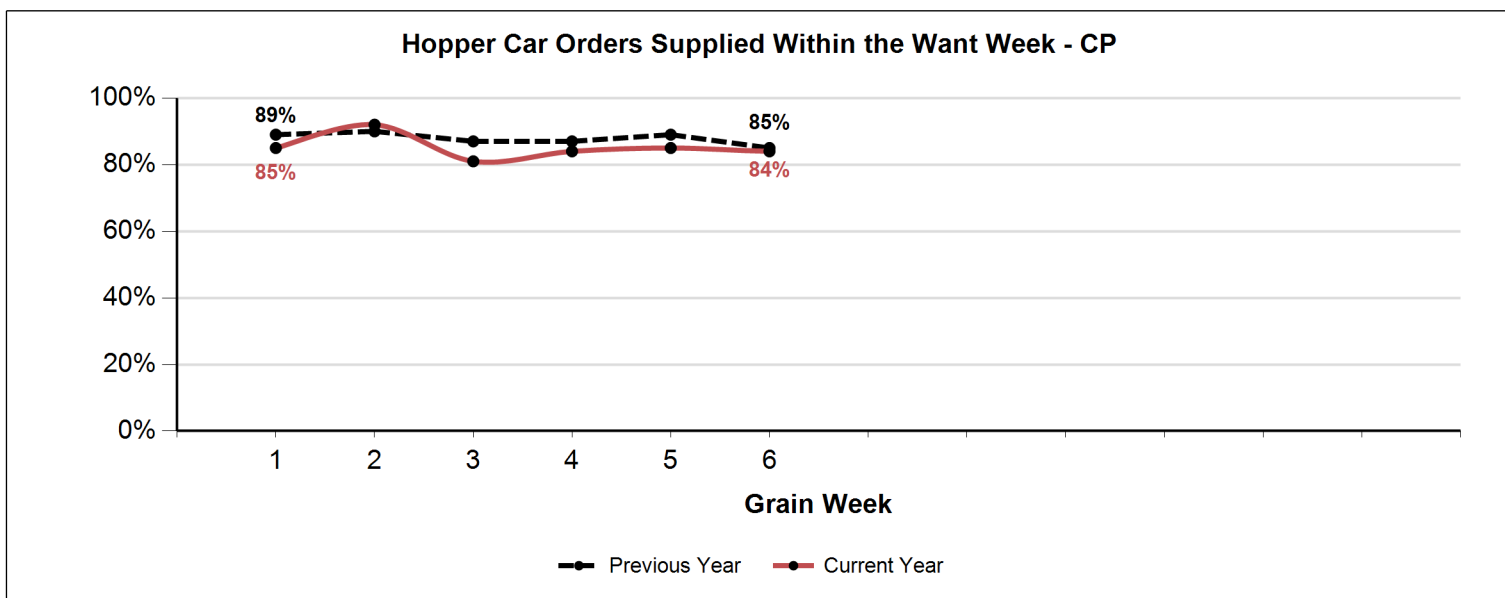
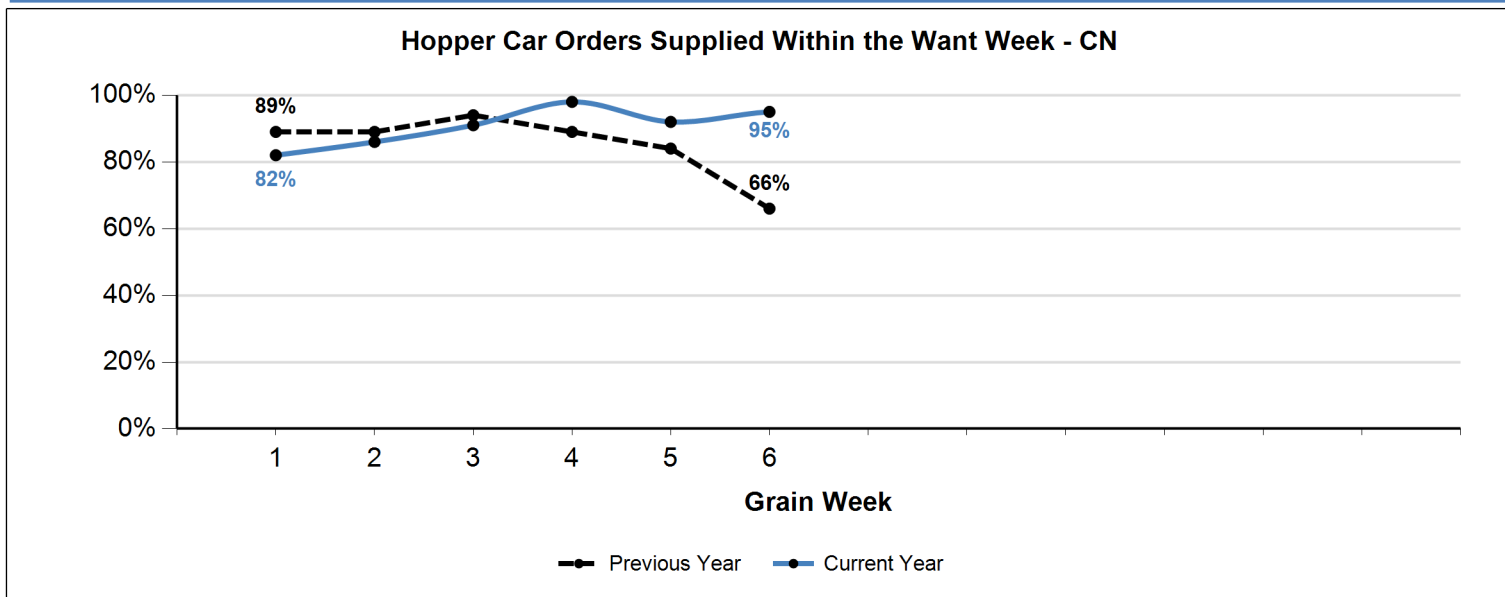
### Dwell Time (Hours) at Destination (All Traffic)

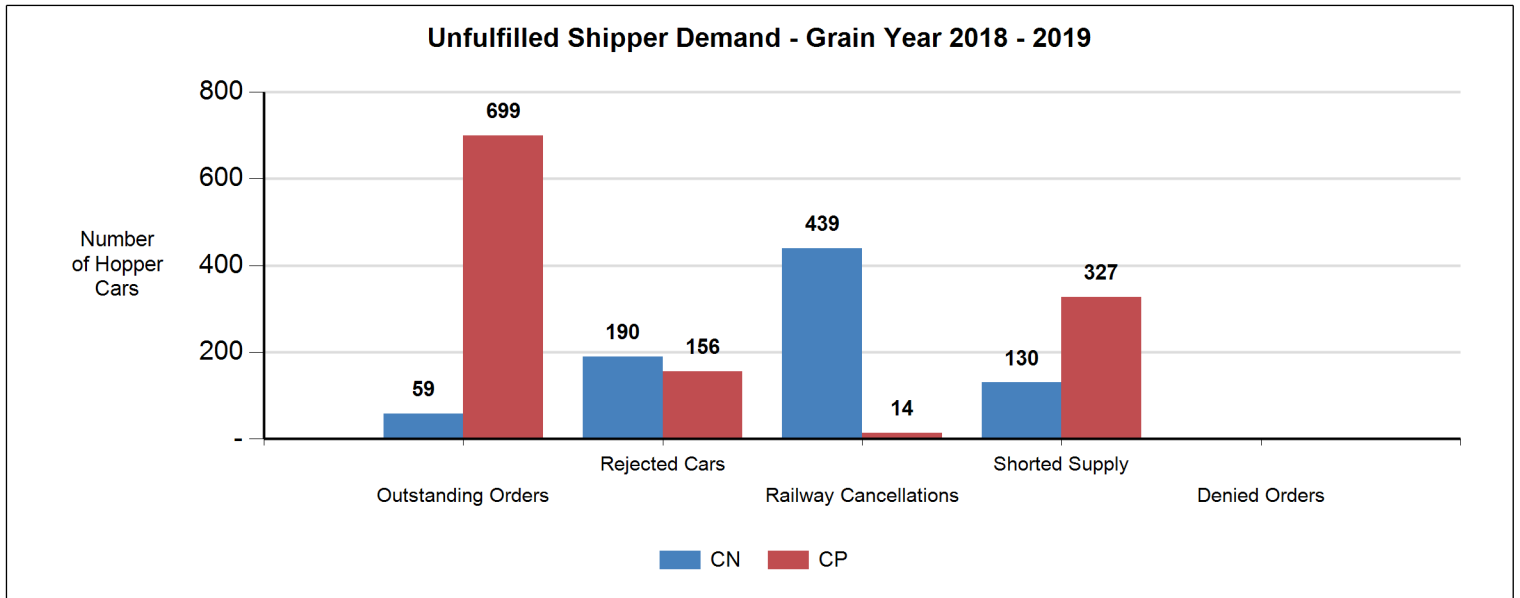
		Week 06		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	22	22	21	23
	CP	27	26	21	29
Thunder Bay	CN	23	30	43	37
	CP	27	31	54	32



Weekly Performance Update - To Grain Week 06 (Grain Year 2018-19)  
 Covering 90% of grain movement originating in Western Canada







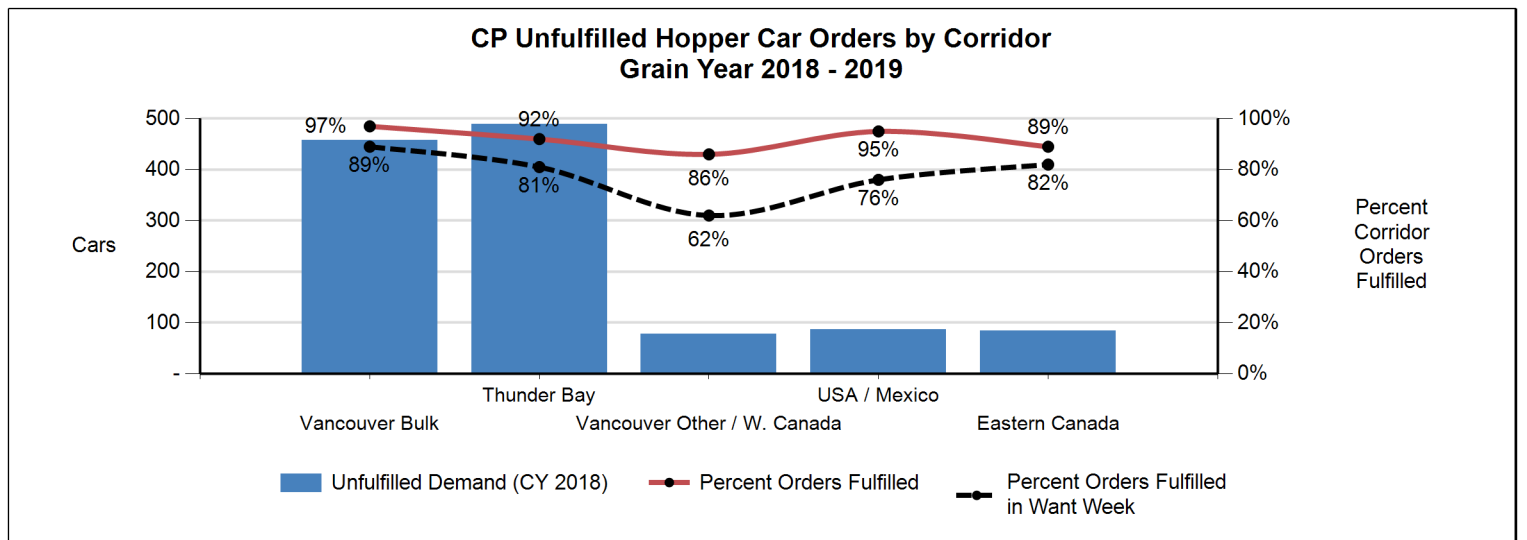
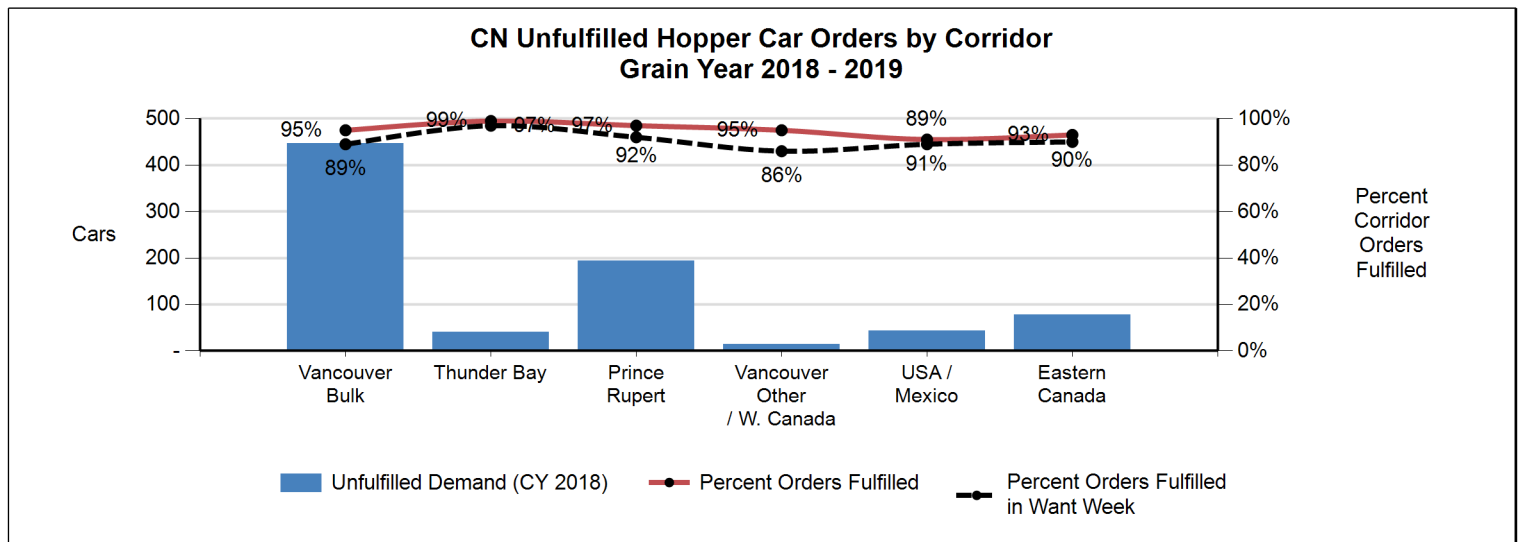
## Corridor Performance

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

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	9,503	9,057	(446)	95%
	Thunder Bay	2,788	2,747	(41)	99%
	Prince Rupert	6,110	5,916	(194)	97%
	Vancouver Other / W. Canada	304	289	(15)	95%
	USA / Mexico	493	449	(44)	91%
	Eastern Canada	1,180	1,102	(78)	93%
<b>Total</b>		<b>20,378</b>	<b>19,560</b>	<b>(818)</b>	<b>96%</b>
CP	Vancouver Bulk	13,451	12,993	(458)	97%
	Thunder Bay	6,407	5,918	(489)	92%
	Vancouver Other / W. Canada	548	470	(78)	86%
	USA / Mexico	1,599	1,512	(87)	95%
	Eastern Canada	777	693	(84)	89%
<b>Total</b>		<b>22,782</b>	<b>21,586</b>	<b>(1,196)</b>	<b>95%</b>

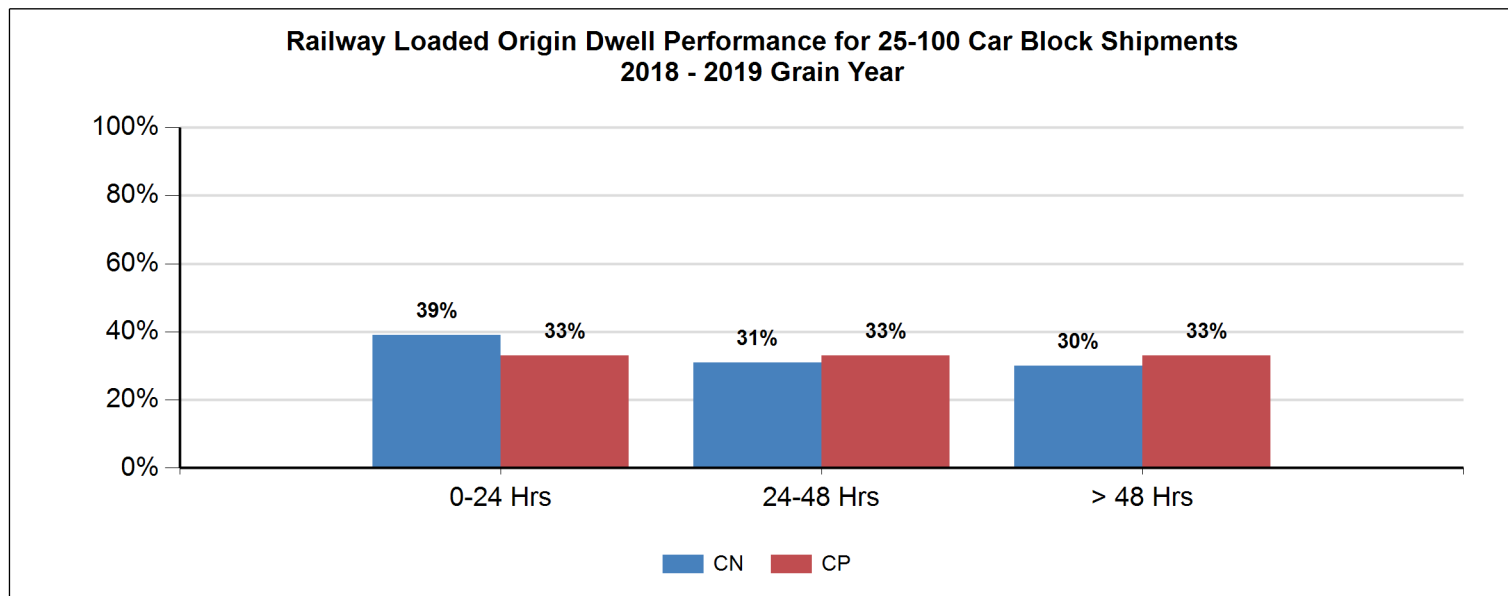
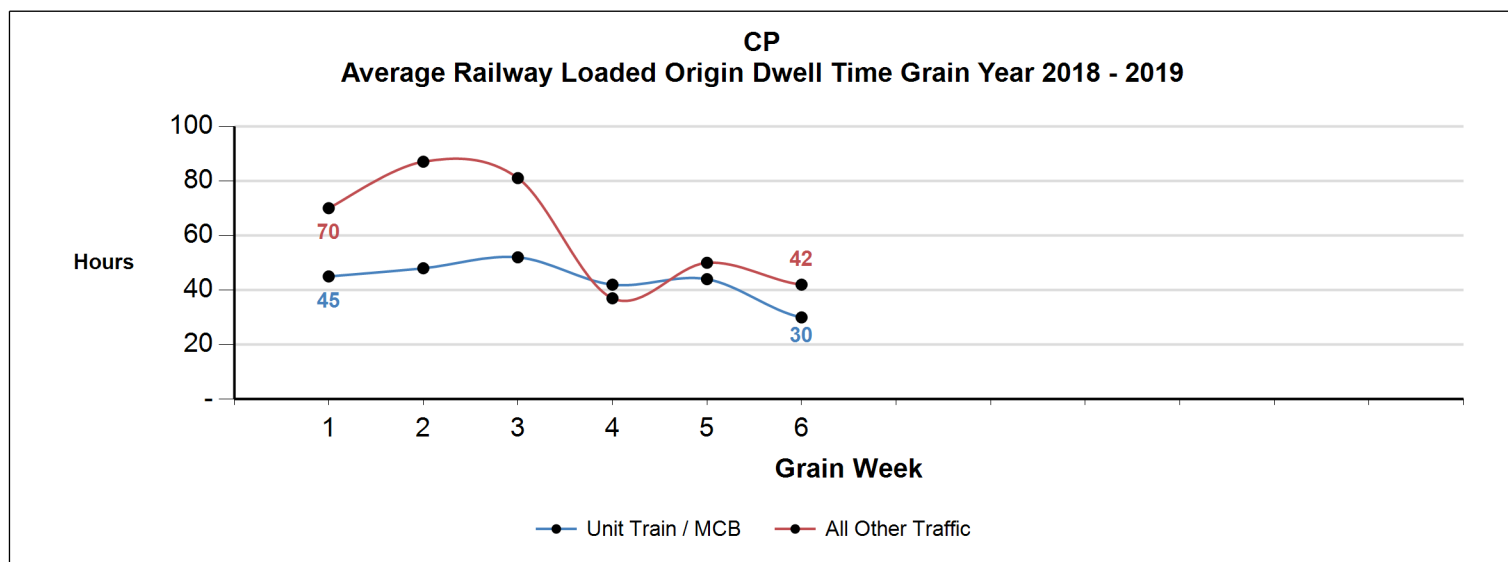
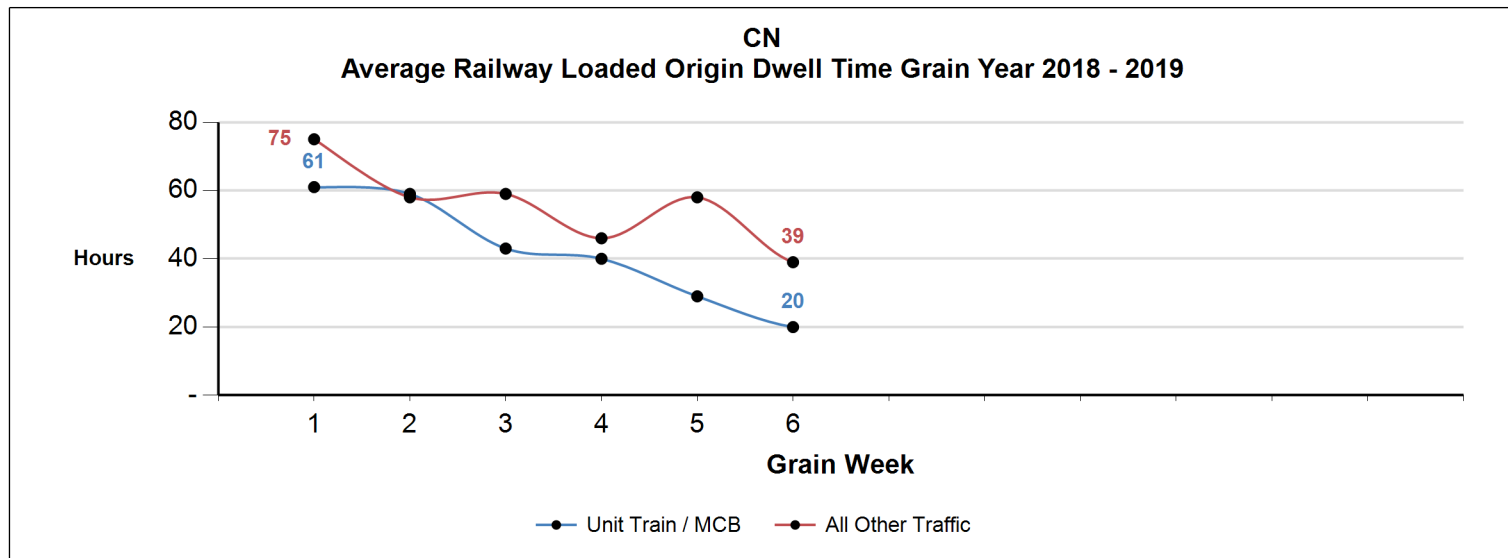
**Hopper Cars Supplied in the Want Week by Corridor - To Week 06**

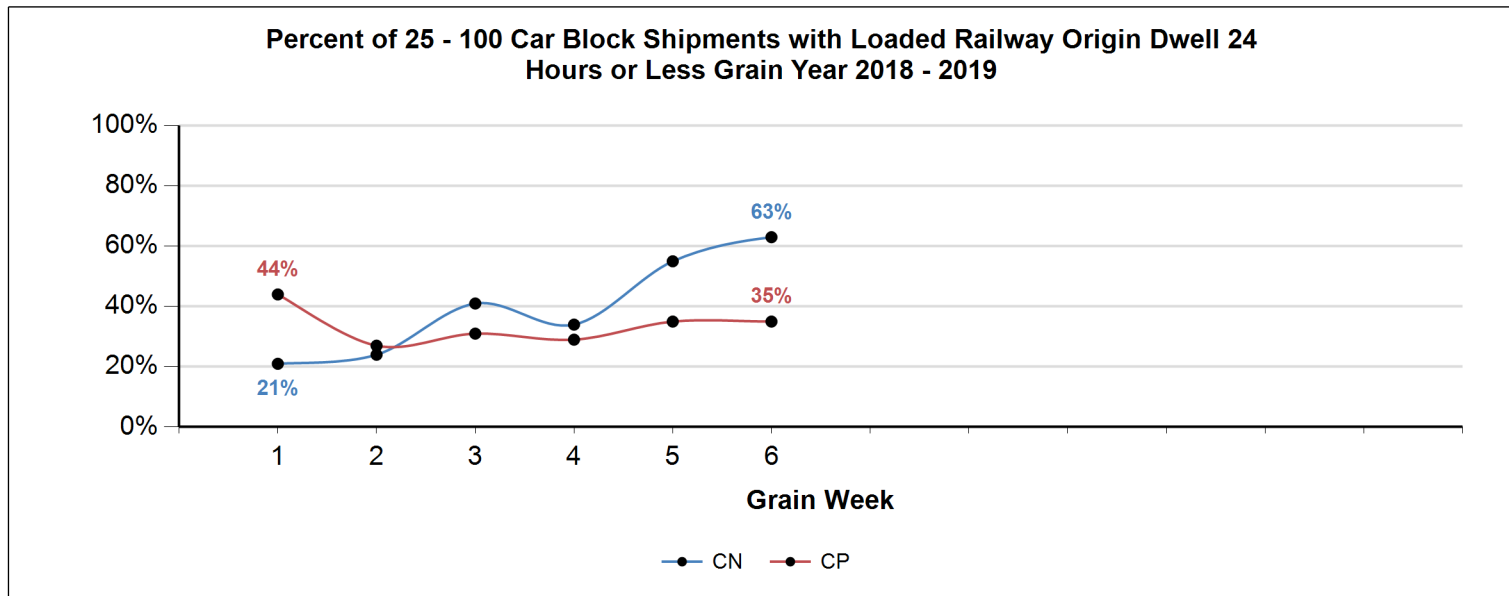
Railway	Corridor	Week 06			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,868	1,744	93%	9,503	8,502	89%
	Thunder Bay	751	744	99%	2,788	2,694	97%
	Prince Rupert	1,364	1,349	99%	6,110	5,615	92%
	Vancouver Other / W. Canada	30	28	93%	304	261	86%
	USA / Mexico	55	55	100%	493	441	89%
	Eastern Canada	181	126	70%	1,180	1,059	90%
	<b>CN Total</b>		<b>4,249</b>	<b>4,046</b>	<b>95%</b>	<b>20,378</b>	<b>18,572</b>
CP	Vancouver Bulk	2,560	2,323	91%	13,451	11,940	89%
	Thunder Bay	1,229	928	76%	6,407	5,219	81%
	Vancouver Other / W. Canada	96	64	67%	548	339	62%
	USA / Mexico	202	150	74%	1,599	1,216	76%
	Eastern Canada	264	200	76%	777	637	82%
	<b>CP Total</b>		<b>4,351</b>	<b>3,665</b>	<b>84%</b>	<b>22,782</b>	<b>19,351</b>



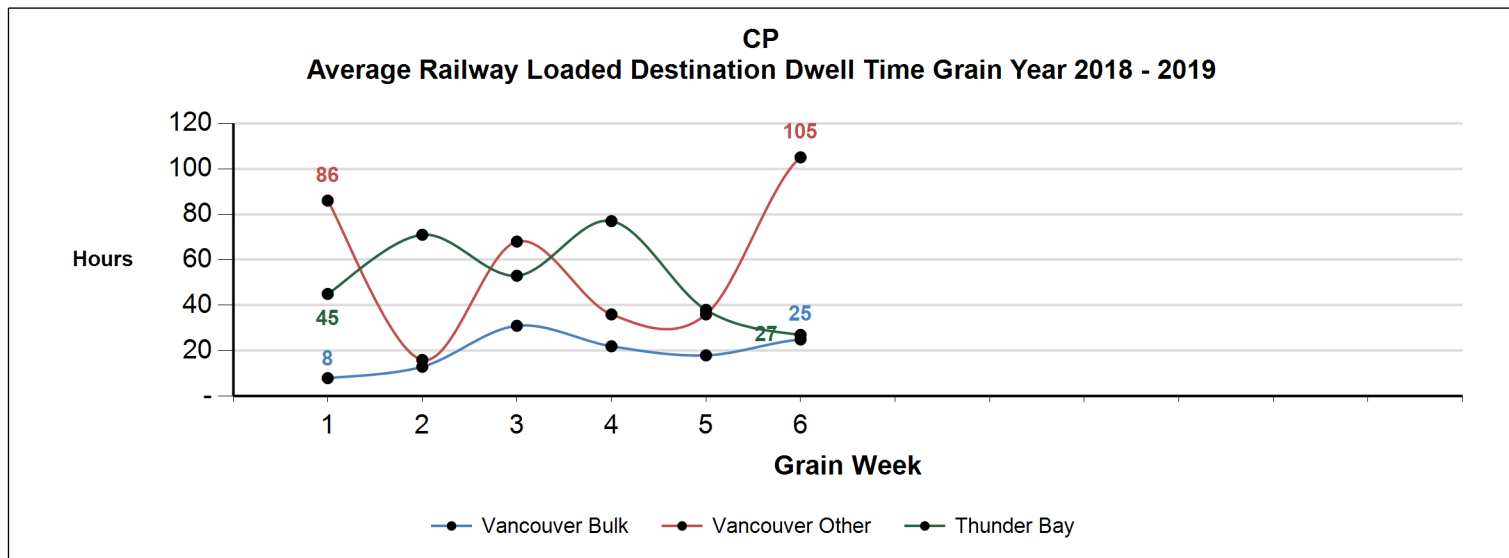
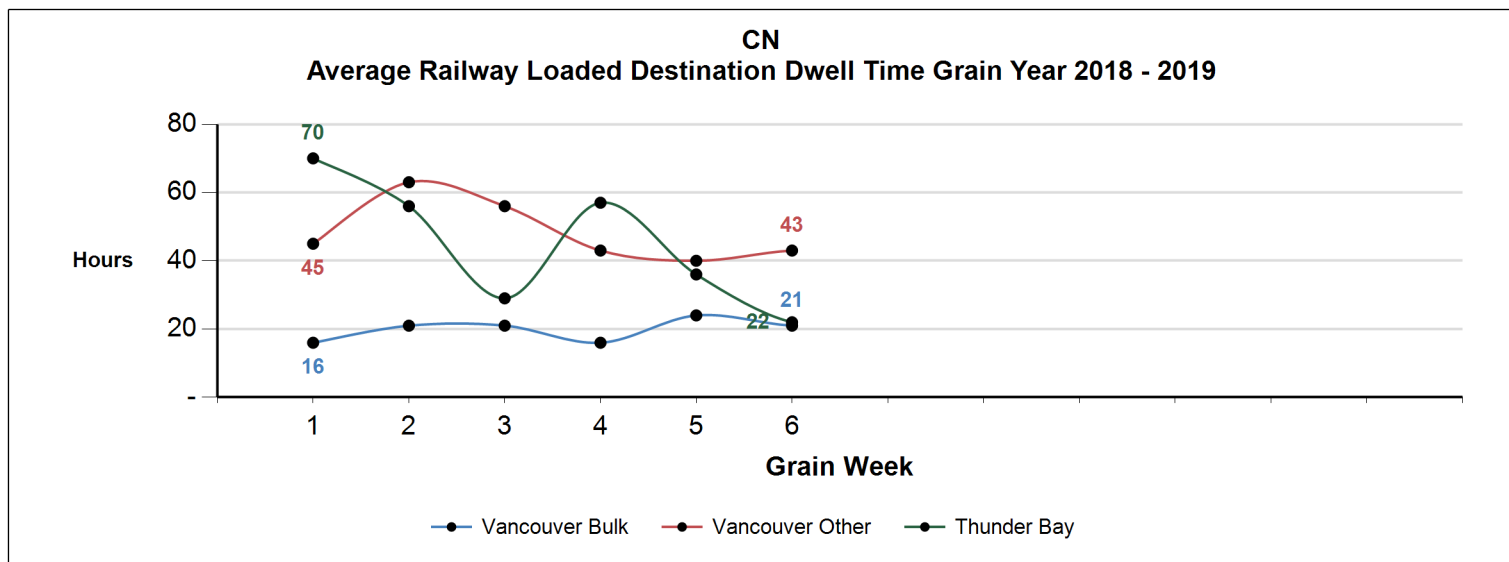


## Origin Dwell Performance





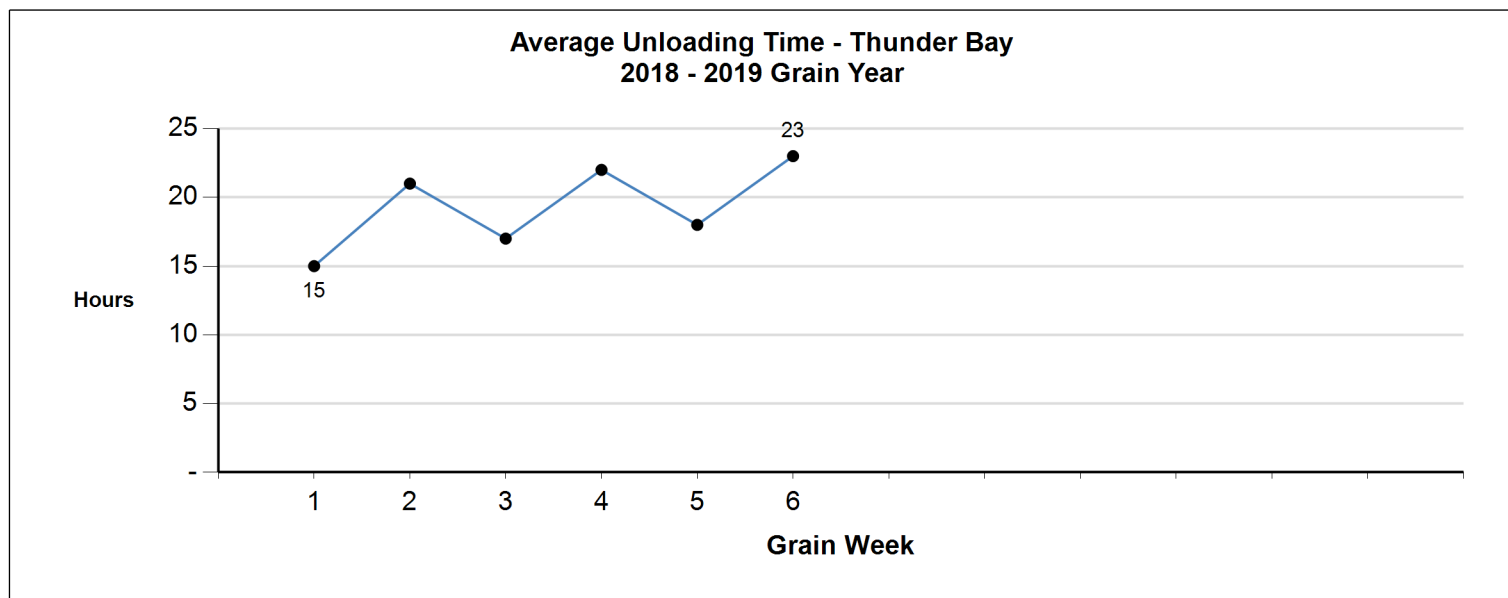
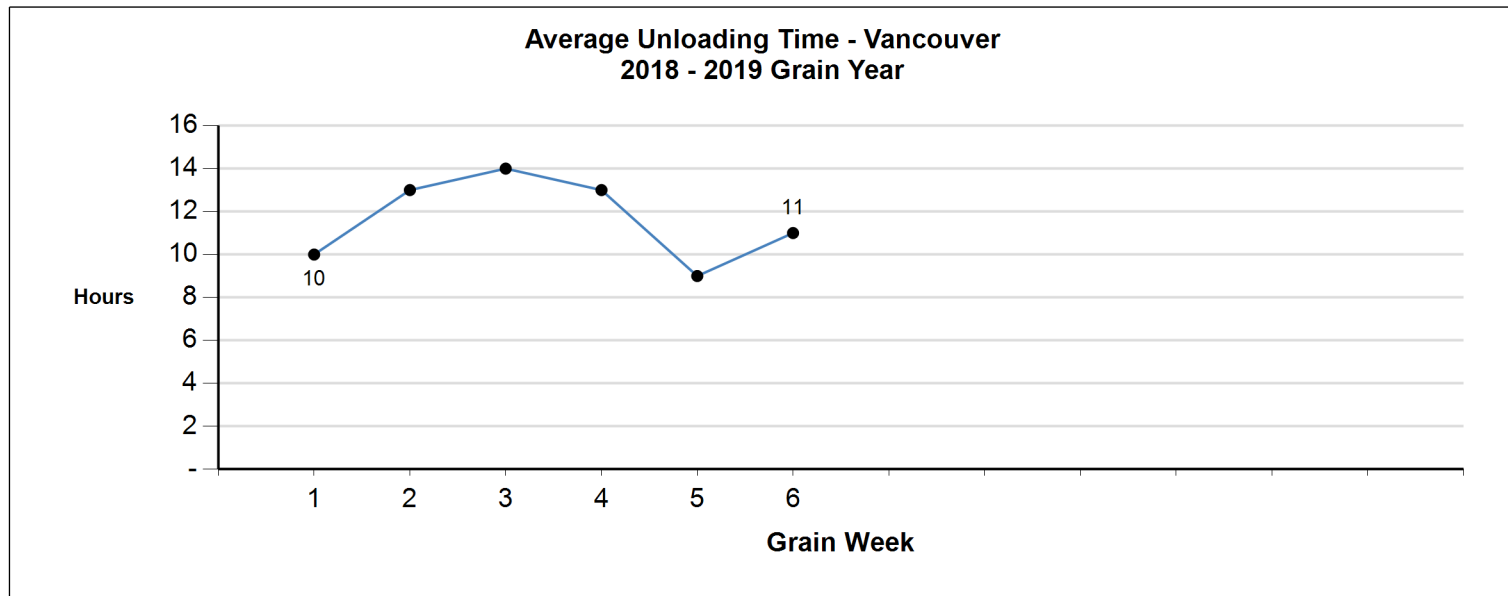
## Destination Dwell Performance







### 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.