

## **Week 9 Performance**

CN and CP supplied a combined 88% of hopper cars ordered in grain week 9 - a slight decrease from last week's 89% performance, reflecting a decline in performance on CN offset by a slight increase in performance on CP. CN's performance remained above the 90% threshold for the seventh consecutive week, supplying 93% of cars ordered while CP's performance improved slightly week over week, supplying 84% of cars ordered as compared to 83% in the prior week. CN and CP combined will enter week 10 with 1,015 outstanding orders - a net 7% increase from the 951 orders outstanding at the end of last week. The change in the outstanding order count represents an increase in the number of outstanding orders on CN by (+193) and a decline in the number of outstanding orders on CP by (-129).

In week 9, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. Performance declines were seen in the W. Canada and Thunder Bay corridors, which saw 81% and 84% of cars ordered for week 9 supplied on time. These two corridors represented 19% of total hopper car demand for CN in week 9. CP saw performance hold or improved in 2 of 5 corridors with a notable drop in performance seen in the W. Canada and E. Canada corridors, which represented 7% of total hopper car demand for CP in week 9.

With the exception of six outstanding orders for week 8 and one outstanding order for week 7 - all CP orders - all other outstanding orders remain current - i.e. unfulfilled week 9 orders.

### **CN**

- CN supplied 93% of hopper cars ordered for week 9, representing a decrease from the 96% order fulfillment performance seen last week. CN supplied 3,966 of 4,255 cars ordered, failing to supply 289 cars ordered.
- During week 9, CN supplied a total of 3,986 hoppers with 20 being outstanding orders placed prior to week 9 (see table page 2).
- CN's performance was consistent across all shippers with all but three shippers receiving 95% or more of cars ordered on time.
- Shipper demand was above the 4,000-car threshold for the fourth consecutive week.
- Shipper demand for hopper cars is 12% higher in week 10, rising above 4,750 and is then expected to decline marginally to 4,700 cars in week 11.
- Heading into week 10, CN has 211 outstanding orders, reflecting a significant increase (+193) from the 18 outstanding orders at the beginning of week 9.

### **CP**

- CP fulfilled 84% of hopper cars ordered for week 9, reflecting a slight increase from the 83% seen last week.
- For week 9, CP supplied 3,723 of 4,444 cars ordered, failing to supply 721 cars ordered.
- During week 9, CP supplied a total of 4,627 hoppers including 688 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for five consecutive weeks in the current grain year.
- Shipper demand for hopper cars will increase 31% for week 10, rising to 5,500 and is then expected to fall 7% to 5,100 cars in week 11.
- While CP's overall performance improved as compared to last week, the performance experienced by individual shippers varied somewhat. In week 9, all but four shippers receiving more than 85% of cars ordered on time.
- Heading into week 10, CP has 804 outstanding orders, representing a 14% improvement (-129) from the 933 outstanding orders entering week 9.

## Performance Dashboard

### Hopper Car Demand

	Week 09			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	4,255	4,920	(665)	33,126	3,680	36,335	4,037	(3,209)	(356)
CP	4,444	5,209	(765)	37,273	4,141	38,624	4,291	(1,351)	(150)
<b>Total</b>	<b>8,699</b>	<b>10,129</b>	<b>(1,430)</b>	<b>70,399</b>	<b>7,821</b>	<b>74,959</b>	<b>8,328</b>	<b>(4,560)</b>	<b>(506)</b>

### Cars Shipped

Railway	Corridor	Week 09	YTD
CN	N.A. Domestic	194	2,896
	Prince Rupert	1,362	10,235
	Thunder Bay	657	4,470
	Vancouver	2,135	15,312
<b>Total</b>		<b>4,348</b>	<b>32,913</b>
CP	N.A. Domestic	52	3,125
	Thunder Bay	1,711	10,357
	Vancouver	2,844	22,559
<b>Total</b>		<b>4,607</b>	<b>36,041</b>

### Empty Hopper Cars Supplied - Week 09 (All Want Weeks)

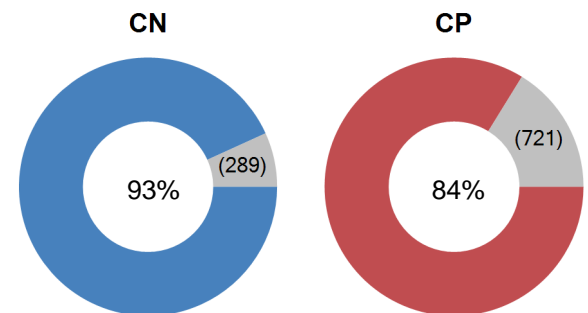
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,914	4,064	20	570	52	97	3,986	4,731
CP	3,384	4,101	688	367	555	675	4,627	5,143
<b>Total</b>	<b>7,298</b>	<b>8,165</b>	<b>708</b>	<b>937</b>	<b>607</b>	<b>772</b>	<b>8,613</b>	<b>9,874</b>

### Supplied by Block Size

Block Size	Week 09			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	3%	4%	4%
25	1%	1%	1%	4%	2%	3%
50	8%	3%	5%	14%	8%	11%
100	88%	93%	91%	79%	87%	83%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,255	4,444	8,699
Current Week Order Fulfillment			
Supplied in Current Week	3,914	3,384	7,298
Supplied Early	52	339	391
<b>Total Cars Supplied for Want Week</b>	<b>3,966</b>	<b>3,723</b>	<b>7,689</b>
Current Week Unfulfilled Demand	(289)	(721)	(1,010)
% Current Week Orders Supplied	93%	84%	88%



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

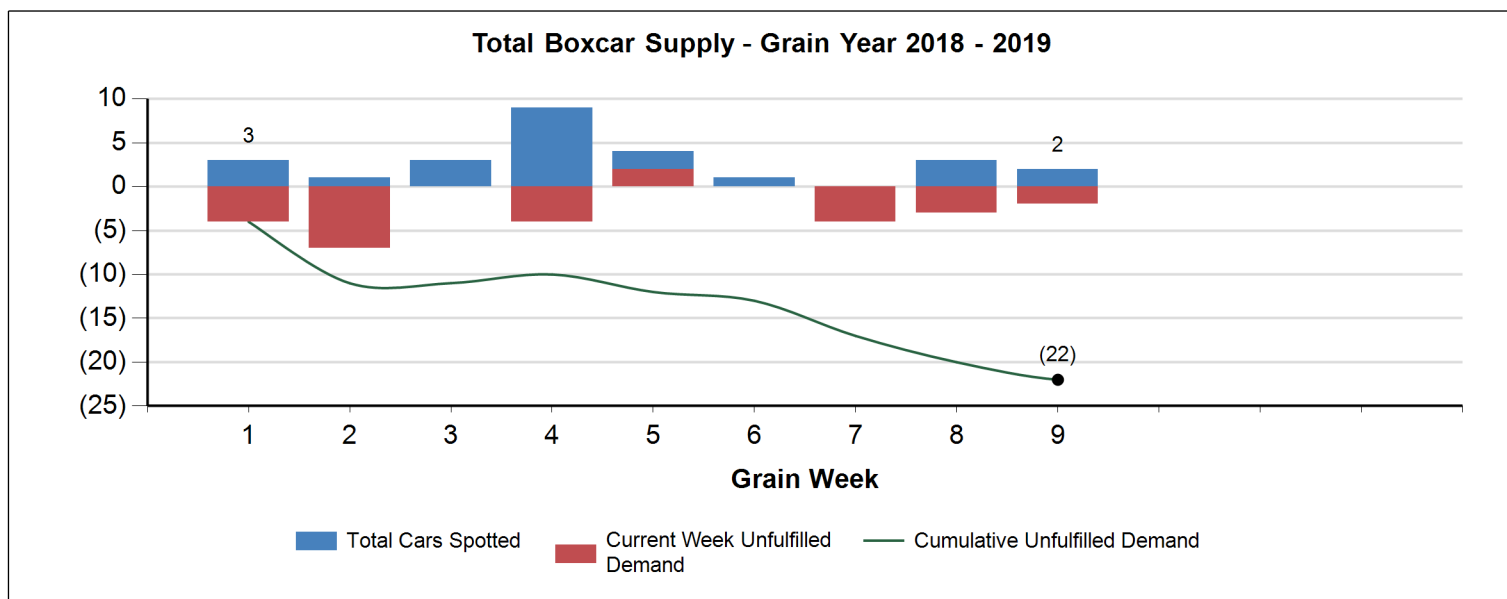
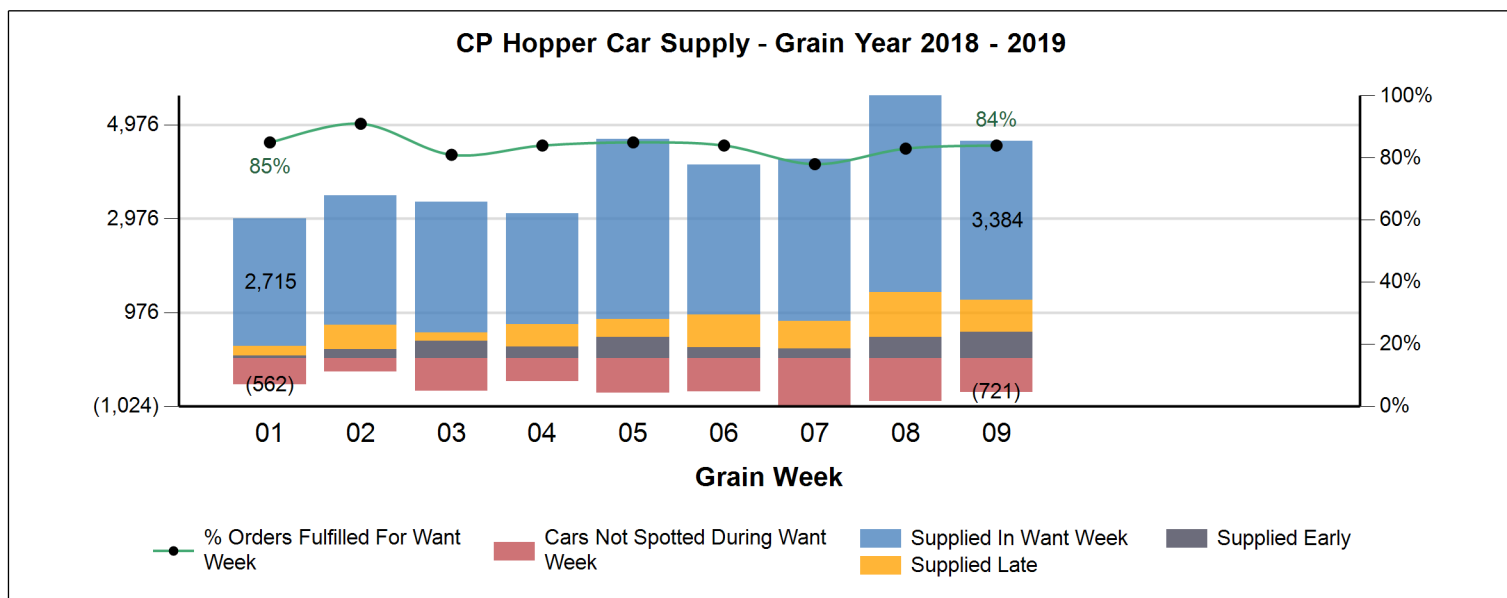
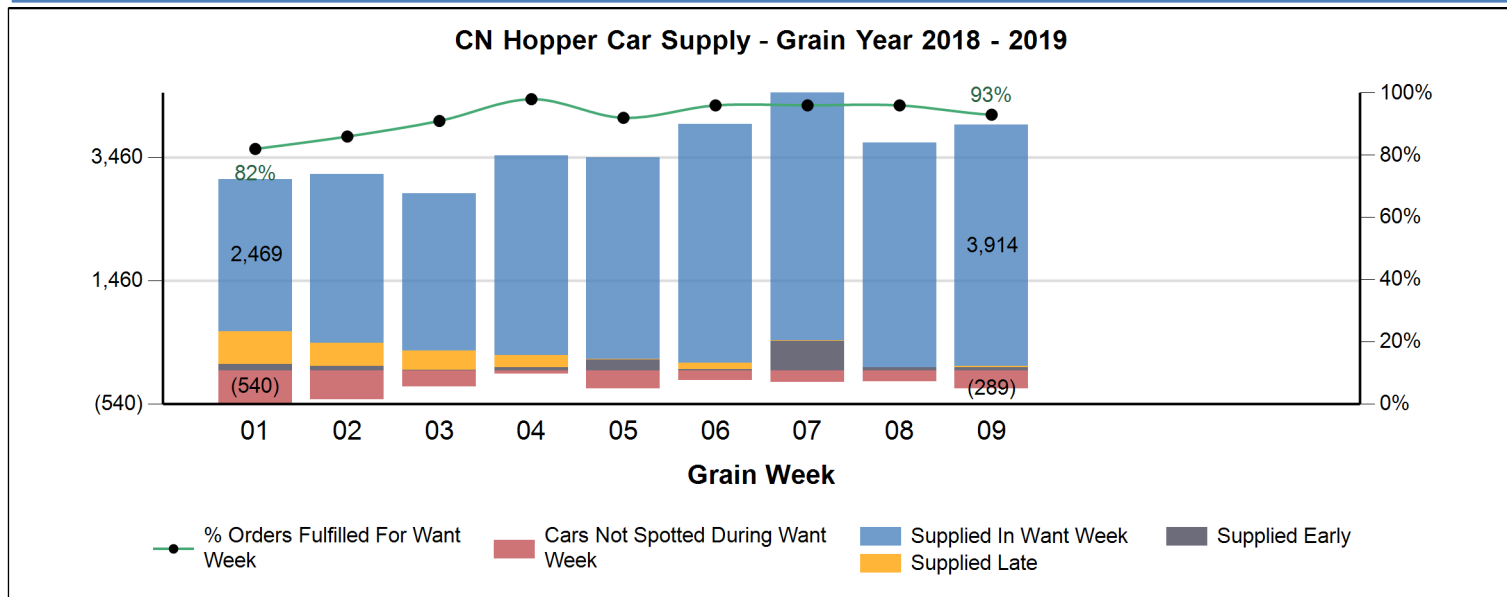
	Week 09		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	29	47	39	42
CP	39	40	43	53

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

		Week 09		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	21	20	21	21
	CP	15	39	20	30
Thunder Bay	CN	44	60	46	43
	CP	37	34	53	36

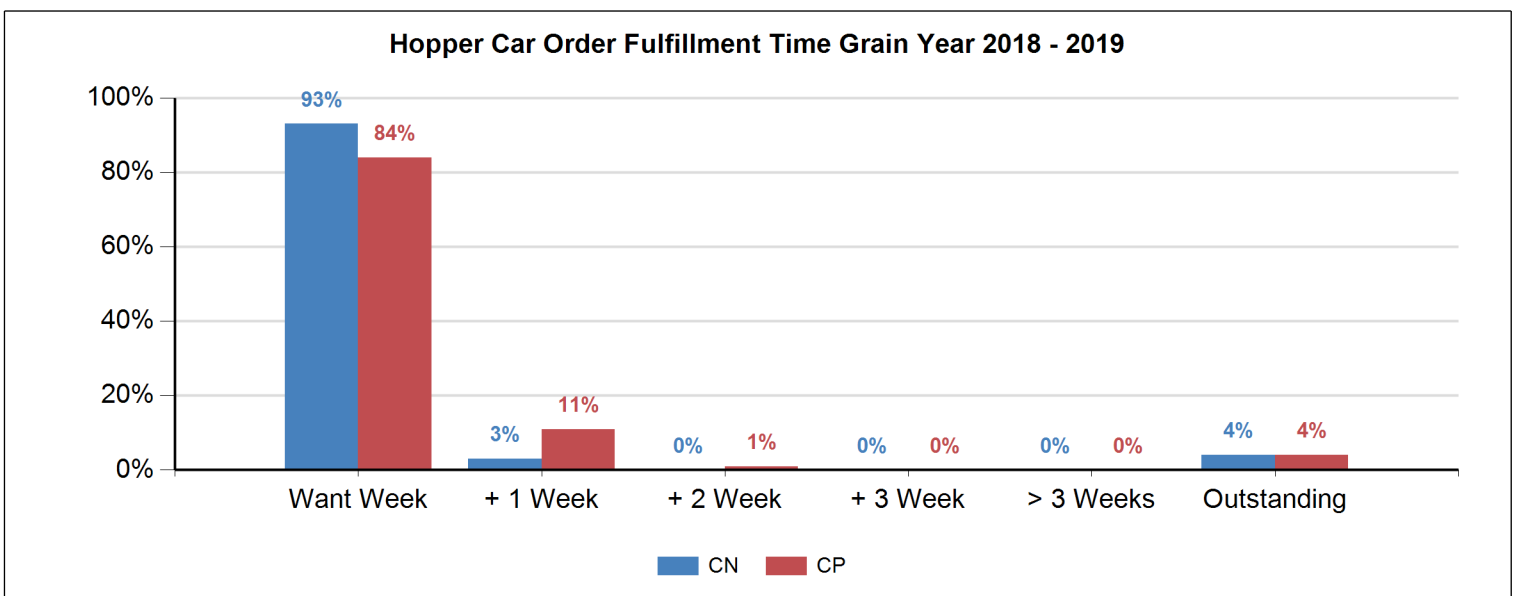
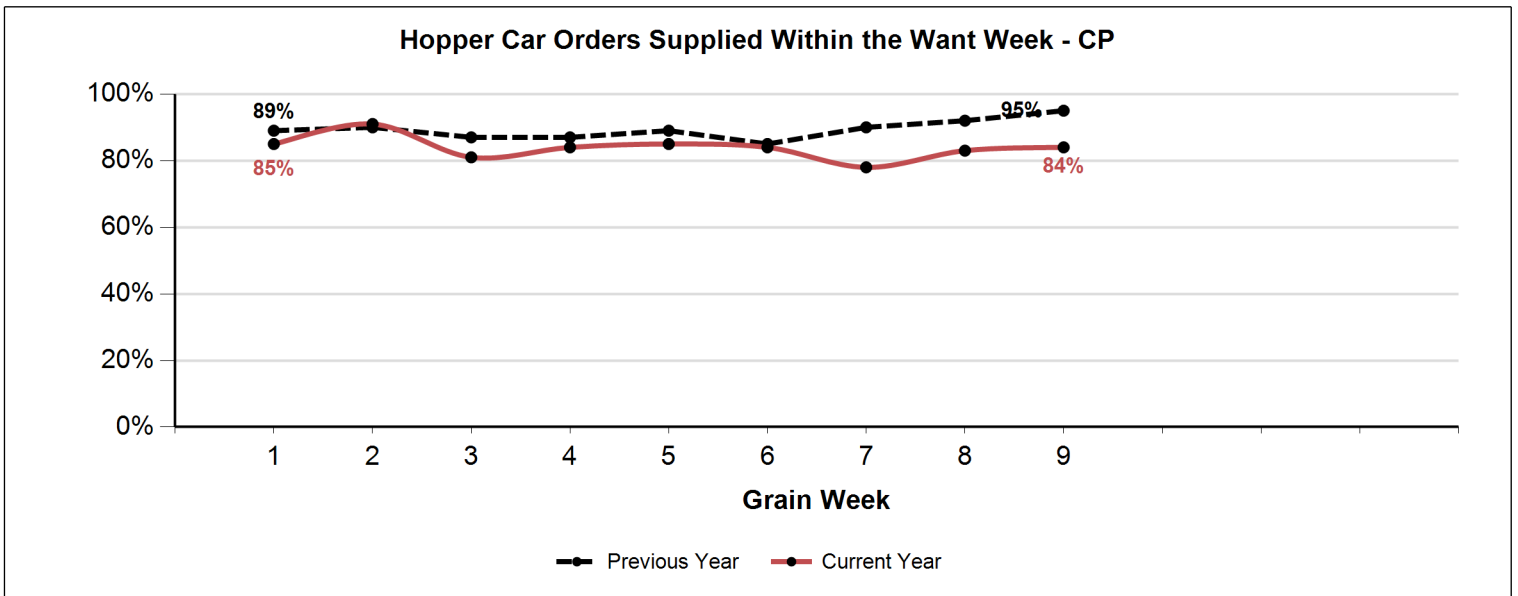
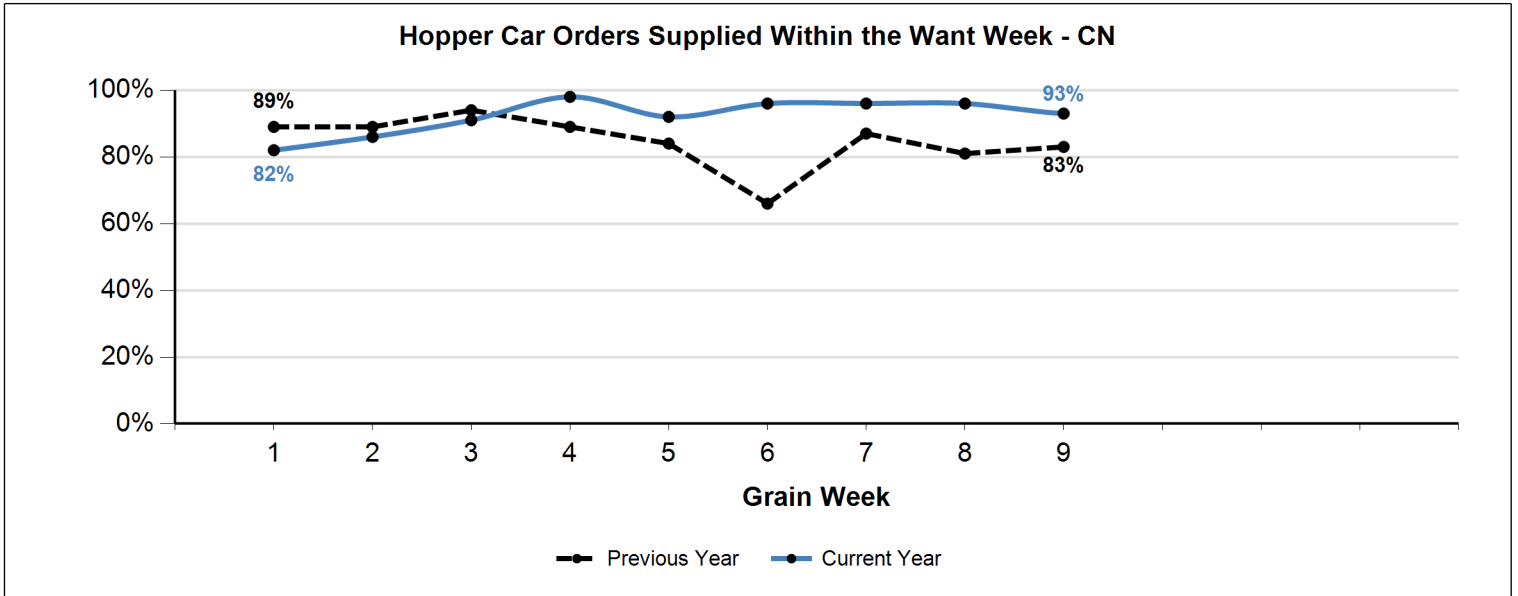


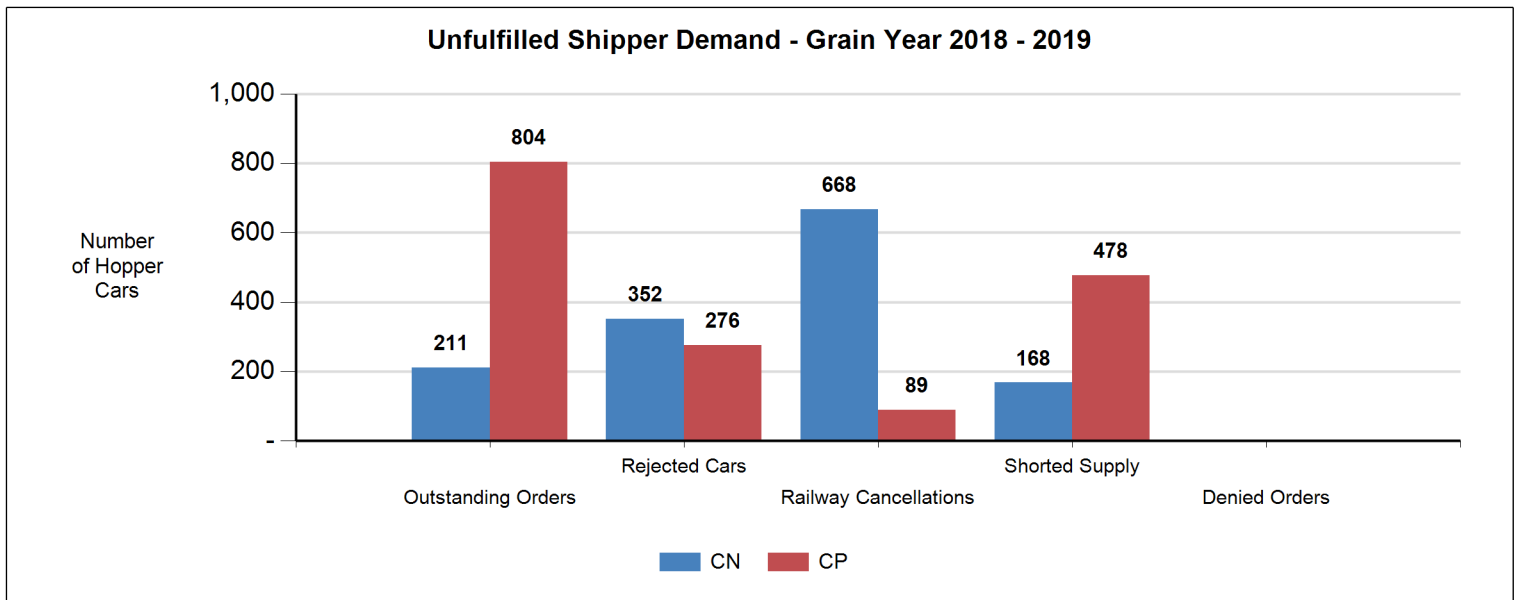
Weekly Performance Update - To Grain Week 09 (Grain Year 2018-19)  
Covering 90% of grain movement originating in Western Canada





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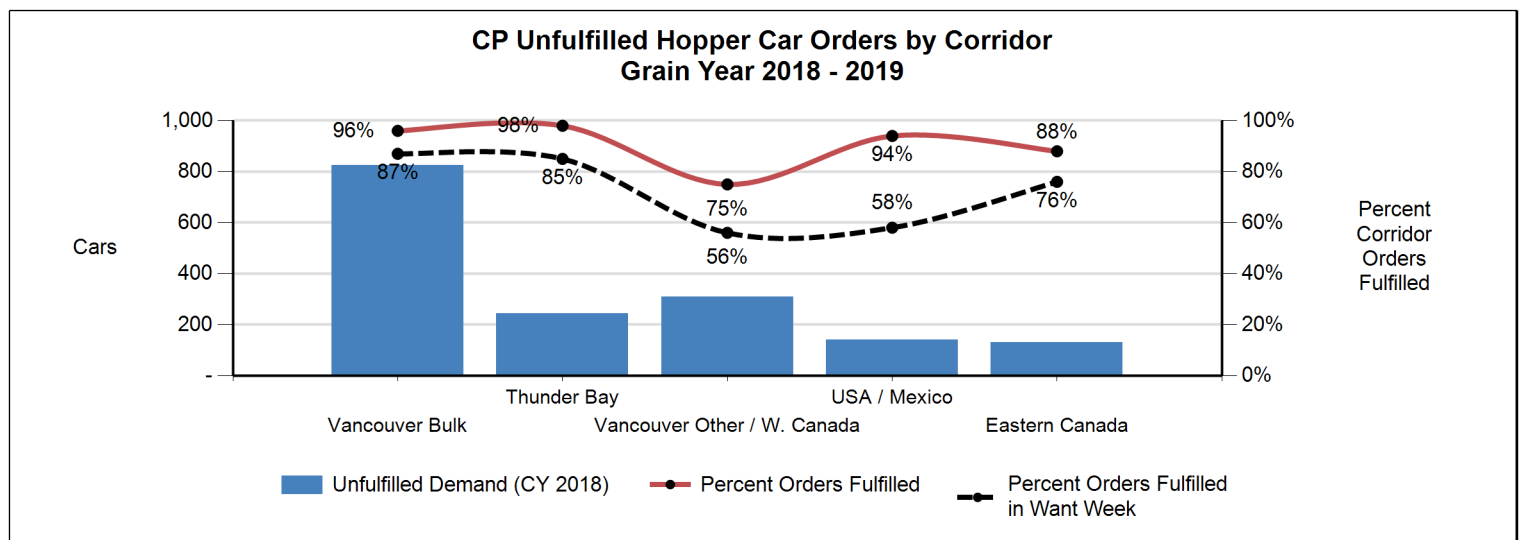
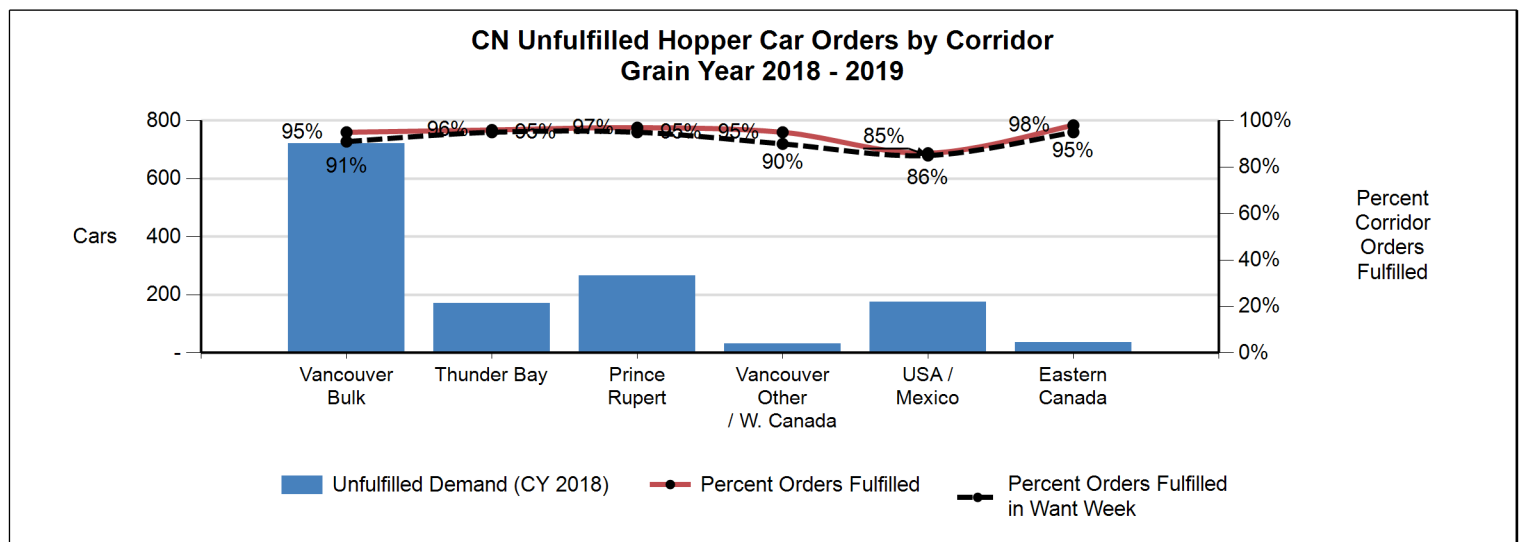
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 09

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	14,696	13,974	(722)	95%
	Thunder Bay	4,440	4,270	(170)	96%
	Prince Rupert	10,514	10,249	(265)	97%
	Vancouver Other / W. Canada	628	597	(31)	95%
	USA / Mexico	1,212	1,037	(175)	86%
	Eastern Canada	1,636	1,600	(36)	98%
<b>Total</b>		<b>33,126</b>	<b>31,727</b>	<b>(1,399)</b>	<b>96%</b>
CP	Vancouver Bulk	22,101	21,275	(826)	96%
	Thunder Bay	10,579	10,336	(243)	98%
	Vancouver Other / W. Canada	1,263	953	(310)	75%
	USA / Mexico	2,259	2,120	(139)	94%
	Eastern Canada	1,071	942	(129)	88%
<b>Total</b>		<b>37,273</b>	<b>35,626</b>	<b>(1,647)</b>	<b>96%</b>

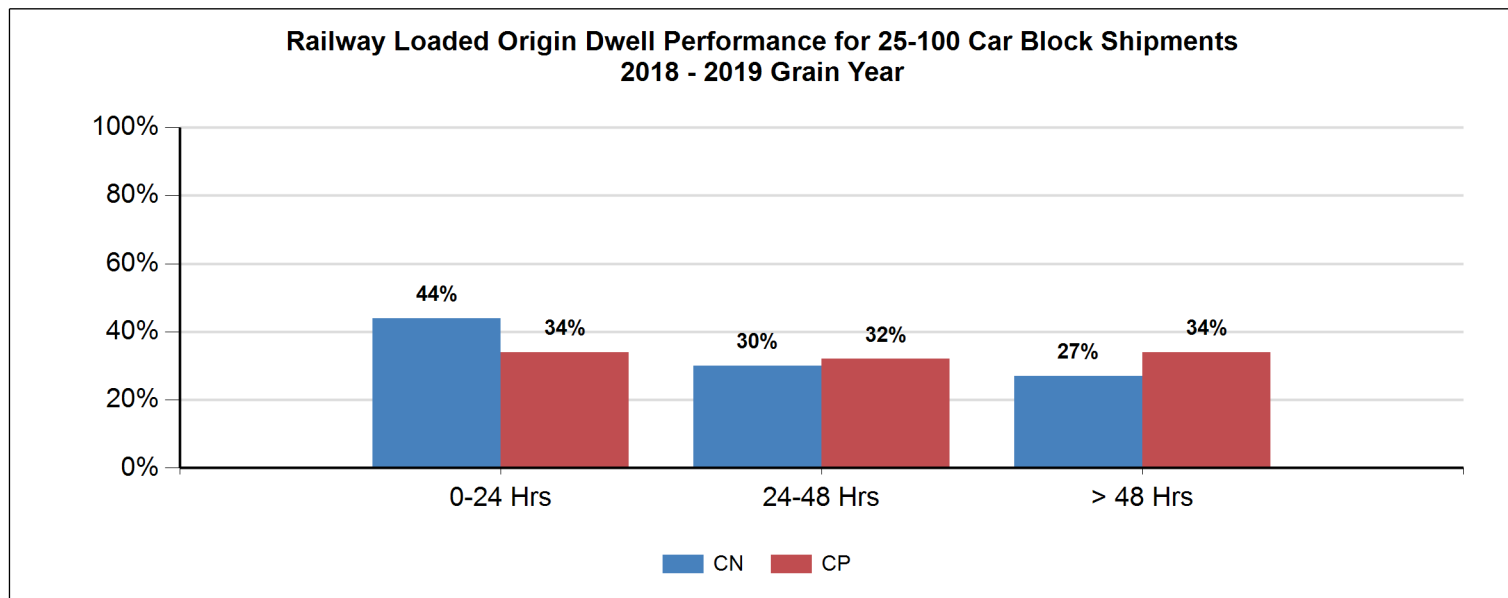
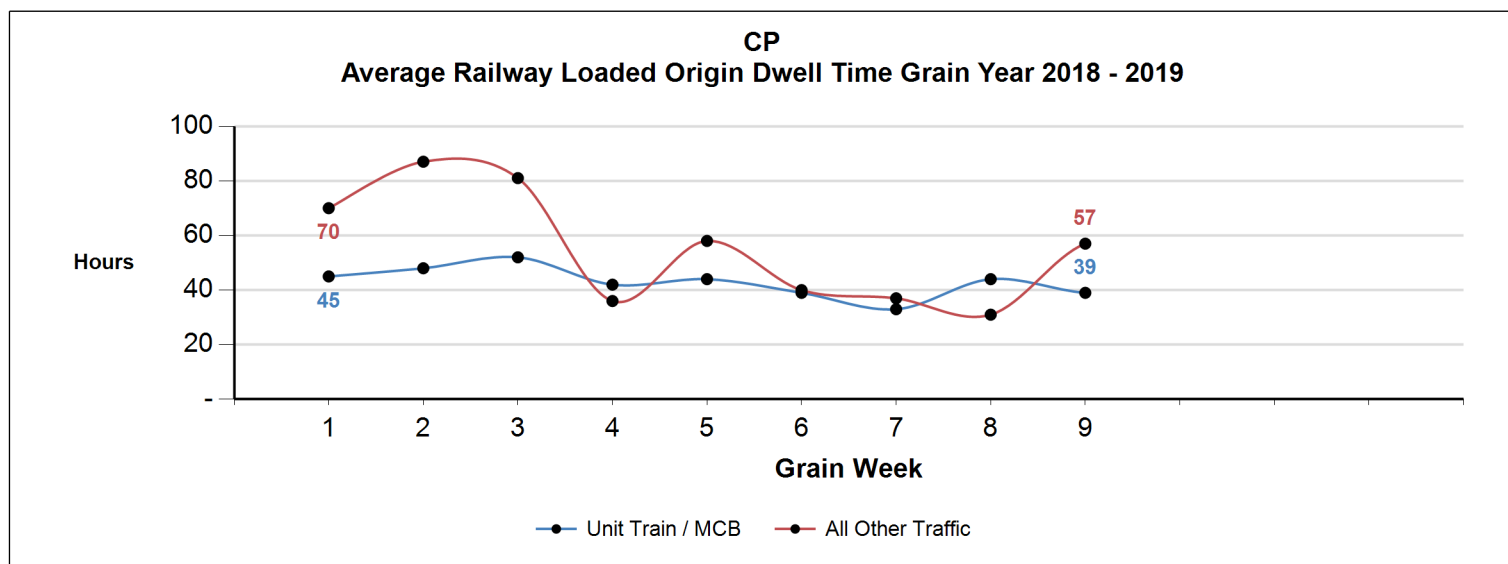
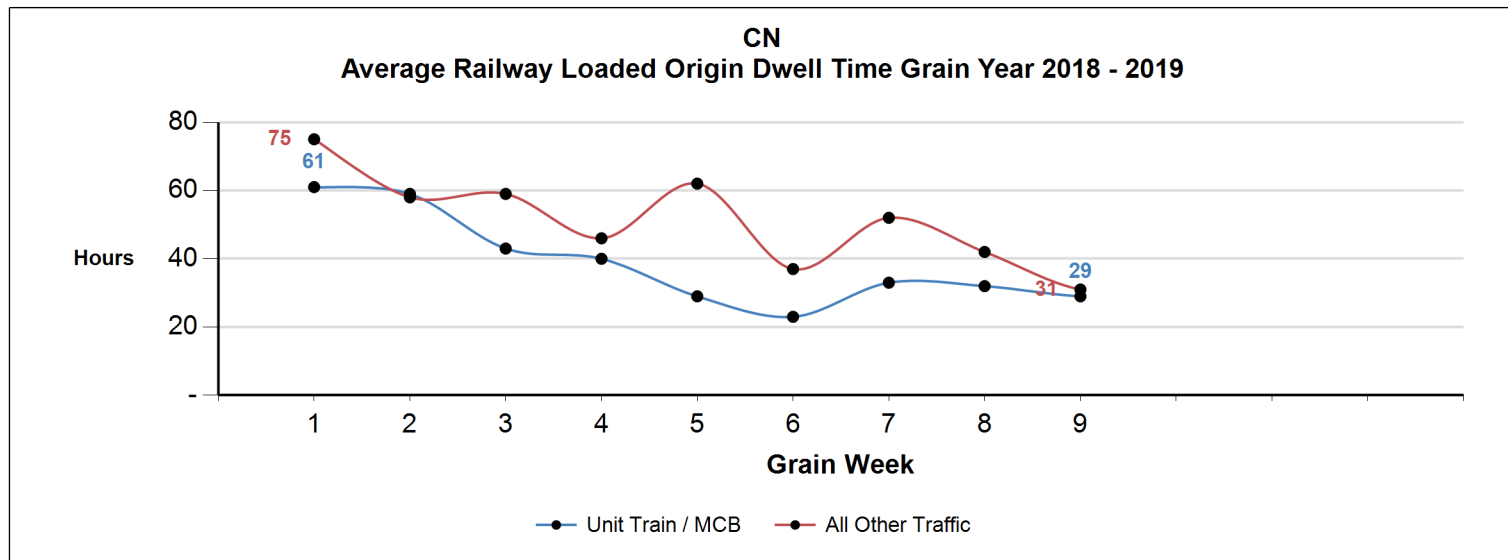
**Hopper Cars Supplied in the Want Week by Corridor - To Week 09**

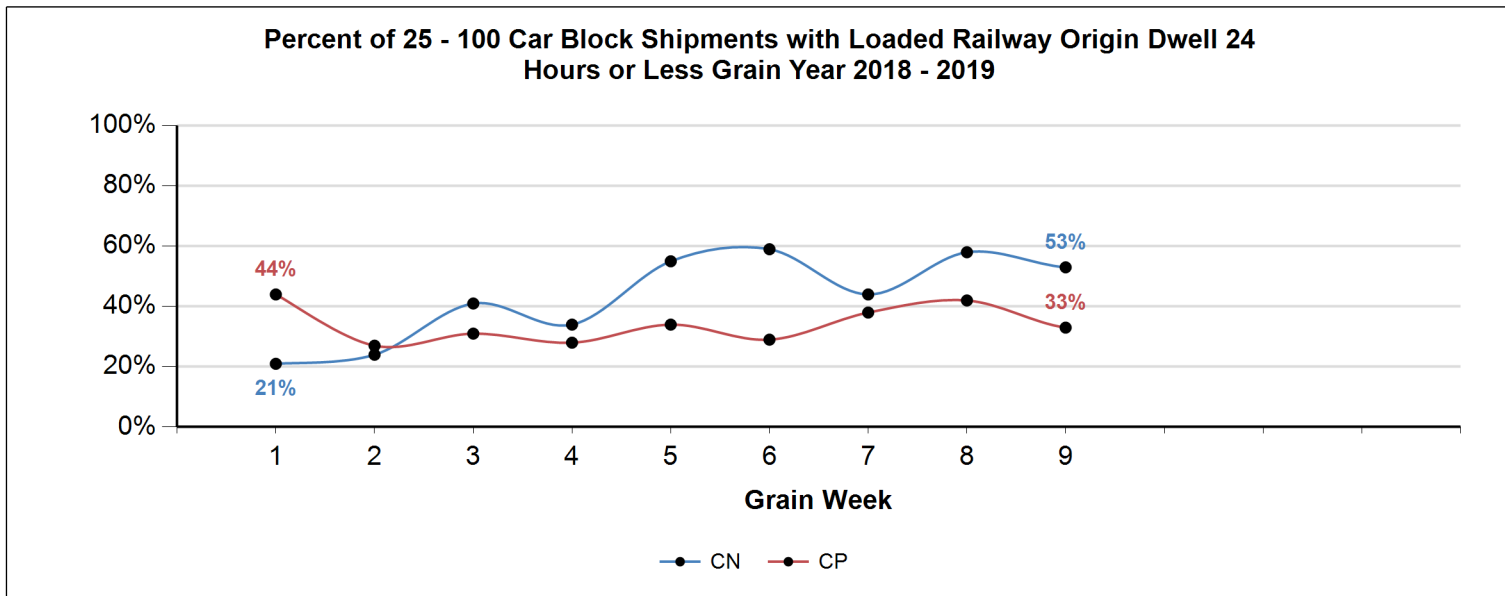
Railway	Corridor	Week 09			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,879	1,745	93%	14,696	13,399	91%
	Thunder Bay	720	607	84%	4,440	4,217	95%
	Prince Rupert	1,401	1,374	98%	10,514	9,946	95%
	Vancouver Other / W. Canada	77	62	81%	628	567	90%
	USA / Mexico	82	82	100%	1,212	1,029	85%
	Eastern Canada	96	96	100%	1,636	1,557	95%
	<b>CN Total</b>		<b>4,255</b>	<b>3,966</b>	<b>93%</b>	<b>33,126</b>	<b>30,715</b>
CP	Vancouver Bulk	2,435	2,115	87%	22,101	19,301	87%
	Thunder Bay	1,660	1,572	95%	10,579	8,999	85%
	Vancouver Other / W. Canada	281	26	9%	1,263	710	56%
	USA / Mexico	38	5	13%	2,259	1,300	58%
	Eastern Canada	30	5	17%	1,071	818	76%
	<b>CP Total</b>		<b>4,444</b>	<b>3,723</b>	<b>84%</b>	<b>37,273</b>	<b>31,128</b>



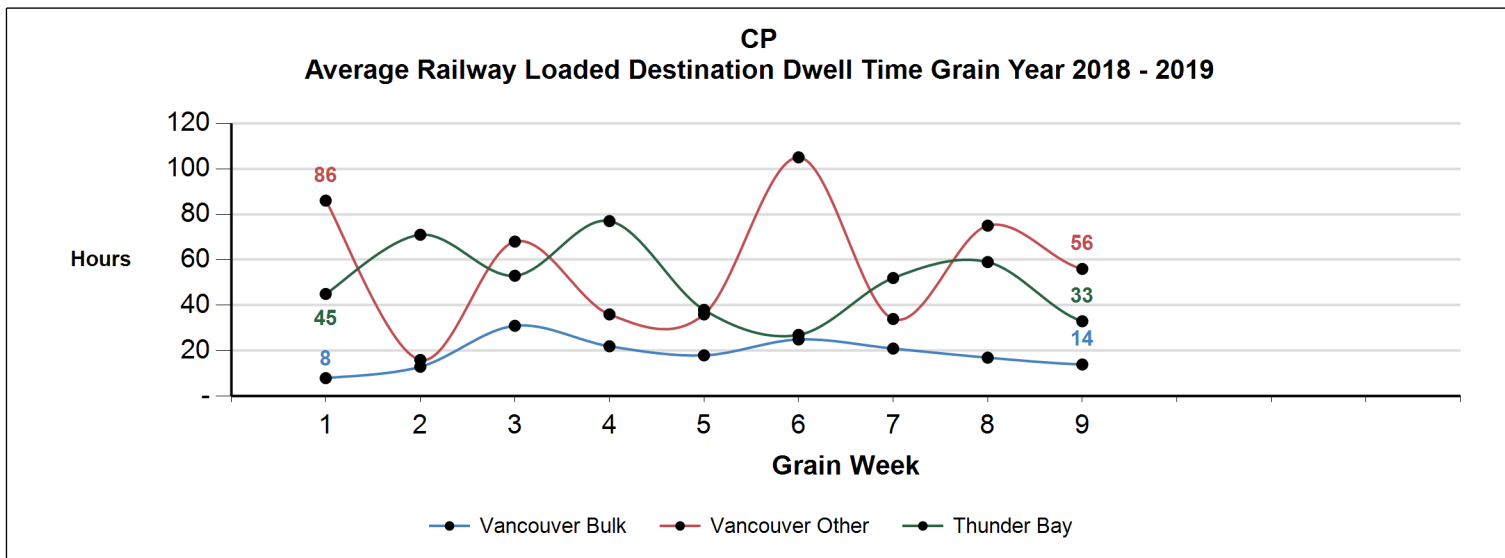
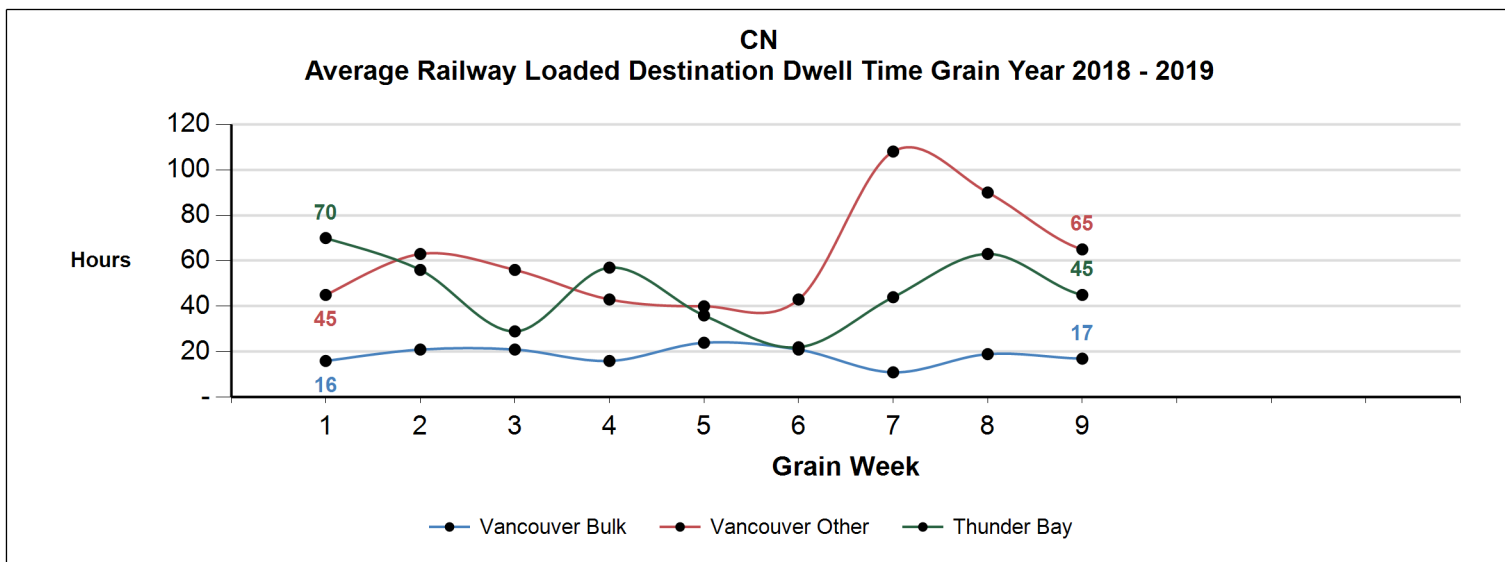


### Origin Dwell Performance





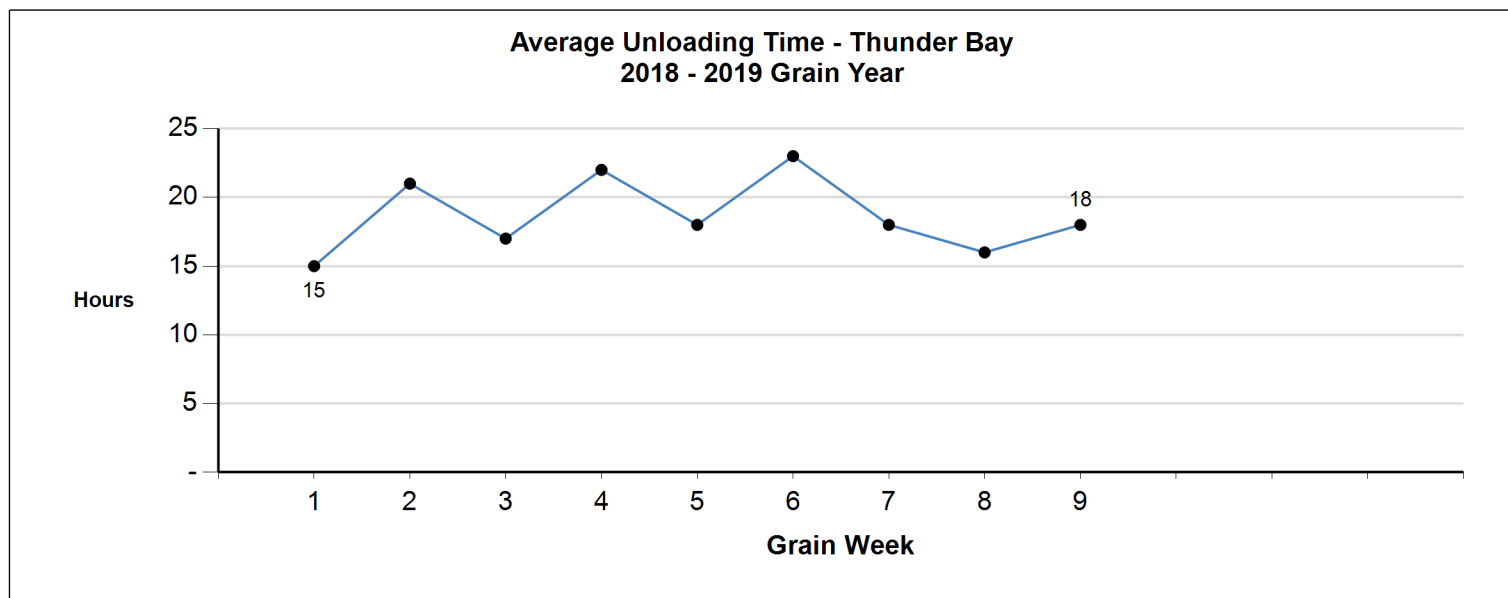
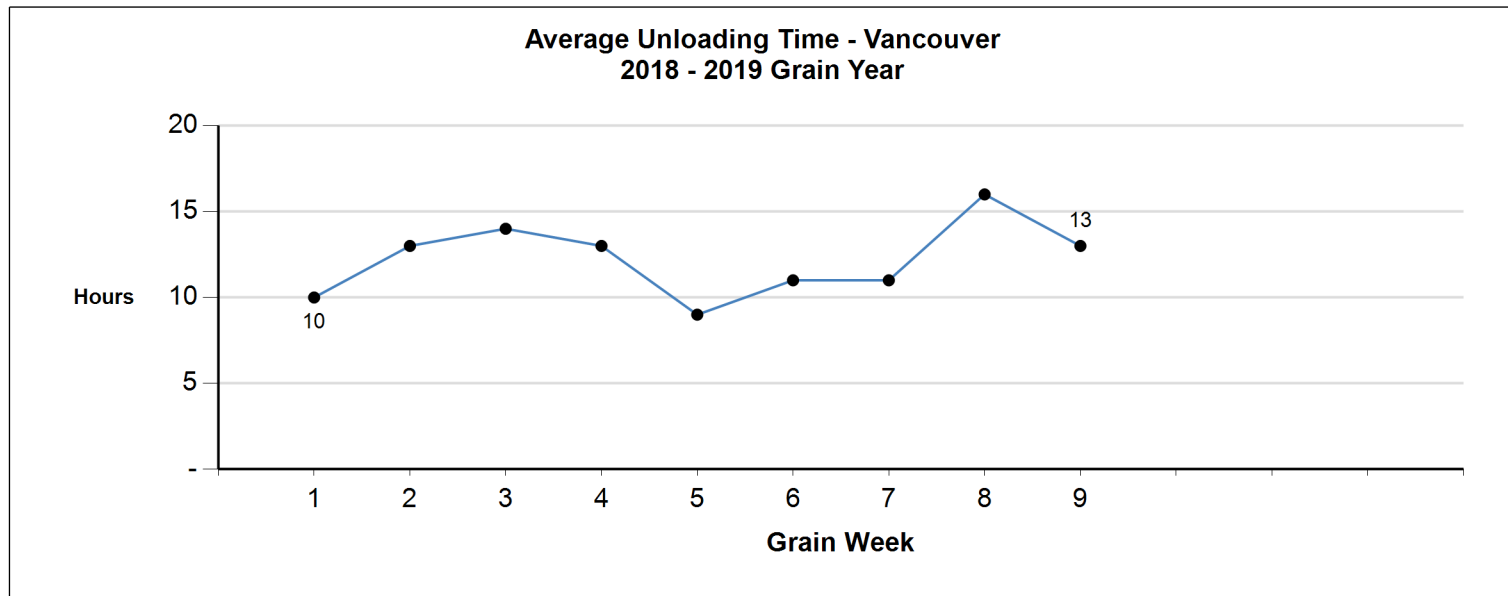
## Destination Dwell Performance







### 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.