

## **Week 4 Performance**

CN and CP supplied a combined 91% of hopper cars ordered in grain week 4 – an improvement from last week's 86% performance, reflecting an improvement in performance on both CN and CP. CN's performance remained above the 80% performance threshold for the fifth consecutive week supplying 95% of cars ordered while CP's performance improved week over week supplying 86% of cars ordered as compared to 81% in the prior week. CN and CP combined will enter week 5 with 495 outstanding orders - a net 43% decrease from the 868 orders outstanding at the end of last week. The change in the outstanding order count represents a significant decrease in the number of outstanding orders on both CN and CP by (-205) and (-168), respectively.

In week 4, 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 Vancouver Bulk and E. Canada corridors, which saw 93% and 98% of cars ordered for week 4 supplied on time. These two corridors represented 62% of total hopper car demand for CN in week 4. CP saw performance hold or improve in only 2 of 4 corridors with a notable decline in performance seen in the Thunder Bay and W. Canada corridors, which represented 32% of total hopper car demand for CP in week 4.

With the exception of three orders for week 3 – all three for CP - all other outstanding orders remain current - i.e. unfulfilled week 4 orders.

### **CN**

- CN supplied 95% of hopper cars ordered for week 4, representing an improvement from the 91% order fulfillment performance seen last week. CN supplied 3,245 of 3,401 cars ordered, failing to supply 156 cars ordered.
- During week 4, CN supplied a total of 3,488 hoppers with 200 being for outstanding orders placed prior to week 4 (see table page 2).
- CN performance was generally consistent across all shippers with all but two shippers receiving 98% or more of cars ordered on time.
- Shipper demand rose above the 3,000-car threshold.
- Shipper demand for hopper cars is 17% higher in week 5 and is then expected to increase 16% to about 4,500 cars in week 6.
- Heading into week 5, CN has 5 outstanding orders, reflecting a 98% decline (-205) from the 210 outstanding orders at the beginning of week 4.

### **CP**

- CP fulfilled 86% of hopper car orders in week 4, reflecting an improvement from the 81% seen last week.
- For week 4, CP supplied 2,697 of 3,124 hopper cars ordered, failing to supply 427 cars ordered.
- During week 4, CP supplied a total of 3,247 hopper cars including 476 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 3,000 cars for the fourth consecutive week in the current grain year.
- Shipper demand for hopper cars will rise 13% for week 5, rising above 4,500 cars and is then expected to rise a further 7% to more than 5,000 cars in week 6.
- While CP performance on the whole improved over last week, the performance experienced by individual shippers varied significantly. In week 4, all but four shippers received more 85% of cars ordered on time.
- Heading into week 5, CP has 490 outstanding orders, representing a 26% improvement (-168) from the 658 outstanding orders entering week 4.



## Performance Dashboard

### Hopper Car Demand

	Week 04			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	3,401	2,824	577	12,617	3,154	12,052	3,013	565	141
CP	3,124	4,268	(1,144)	13,508	3,377	14,011	3,502	(503)	(125)
<b>Total</b>	<b>6,525</b>	<b>7,092</b>	<b>(567)</b>	<b>26,125</b>	<b>6,531</b>	<b>26,063</b>	<b>6,515</b>	<b>62</b>	<b>16</b>

### Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	488	1,311
	Prince Rupert	931	3,802
	Thunder Bay	436	1,476
	Vancouver	1,702	6,638
<b>Total</b>		<b>3,557</b>	<b>13,227</b>
CP	N.A. Domestic	505	1,583
	Thunder Bay	837	3,897
	Vancouver	2,204	7,855
<b>Total</b>		<b>3,546</b>	<b>13,335</b>

### Empty Hopper Cars Supplied - Week 04 (All Want Weeks)

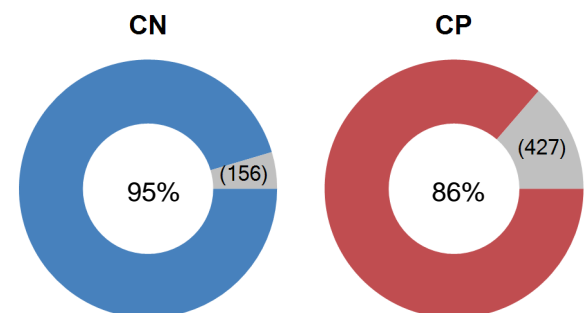
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,232	2,288	200	81	56	200	3,488	2,569
CP	2,421	3,237	476	486	350	744	3,247	4,467
<b>Total</b>	<b>5,653</b>	<b>5,525</b>	<b>676</b>	<b>567</b>	<b>406</b>	<b>944</b>	<b>6,735</b>	<b>7,036</b>

### Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	6%	5%	6%	4%	5%	4%
25	6%	3%	5%	7%	3%	5%
50	24%	5%	15%	20%	8%	14%
100	64%	86%	75%	69%	85%	77%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,401	3,124	6,525
Current Week Order Fulfillment			
Supplied in Current Week	3,232	2,421	5,653
Supplied Early	13	276	289
<b>Total Cars Supplied for Want Week</b>	<b>3,245</b>	<b>2,697</b>	<b>5,942</b>
Current Week Unfulfilled Demand	(156)	(427)	(583)
% Current Week Orders Supplied	95%	86%	91%



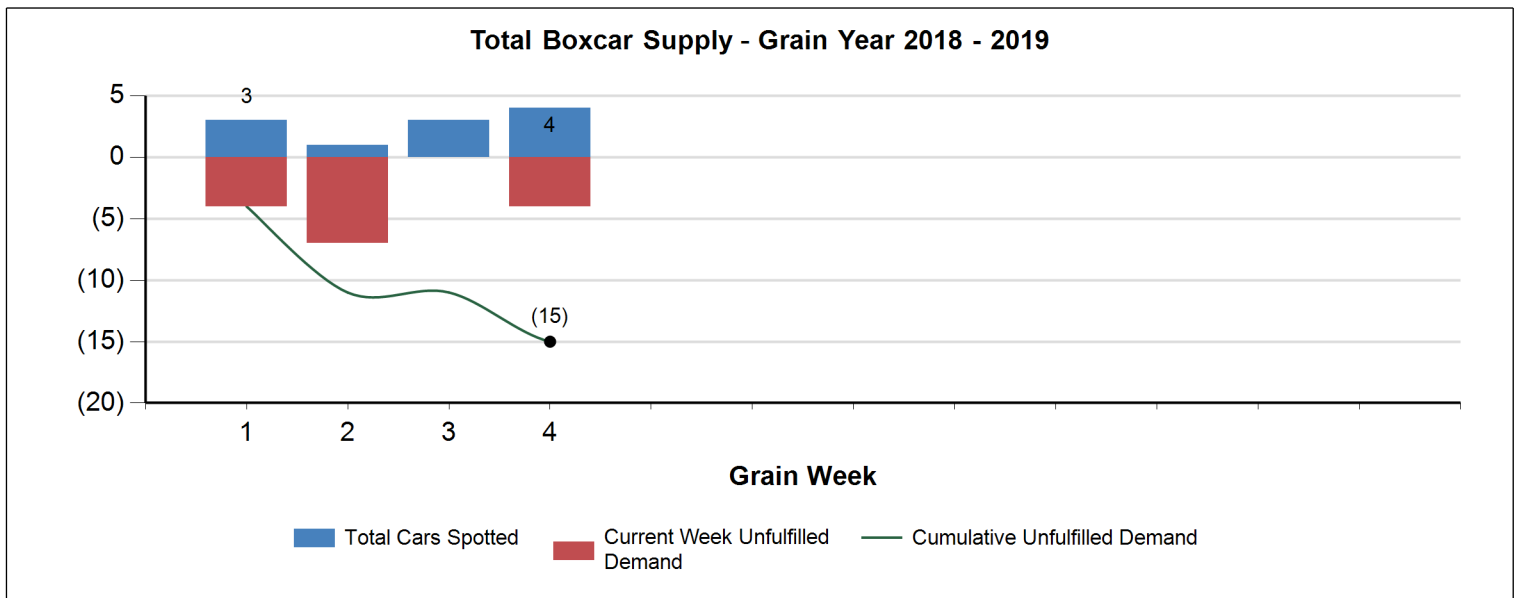
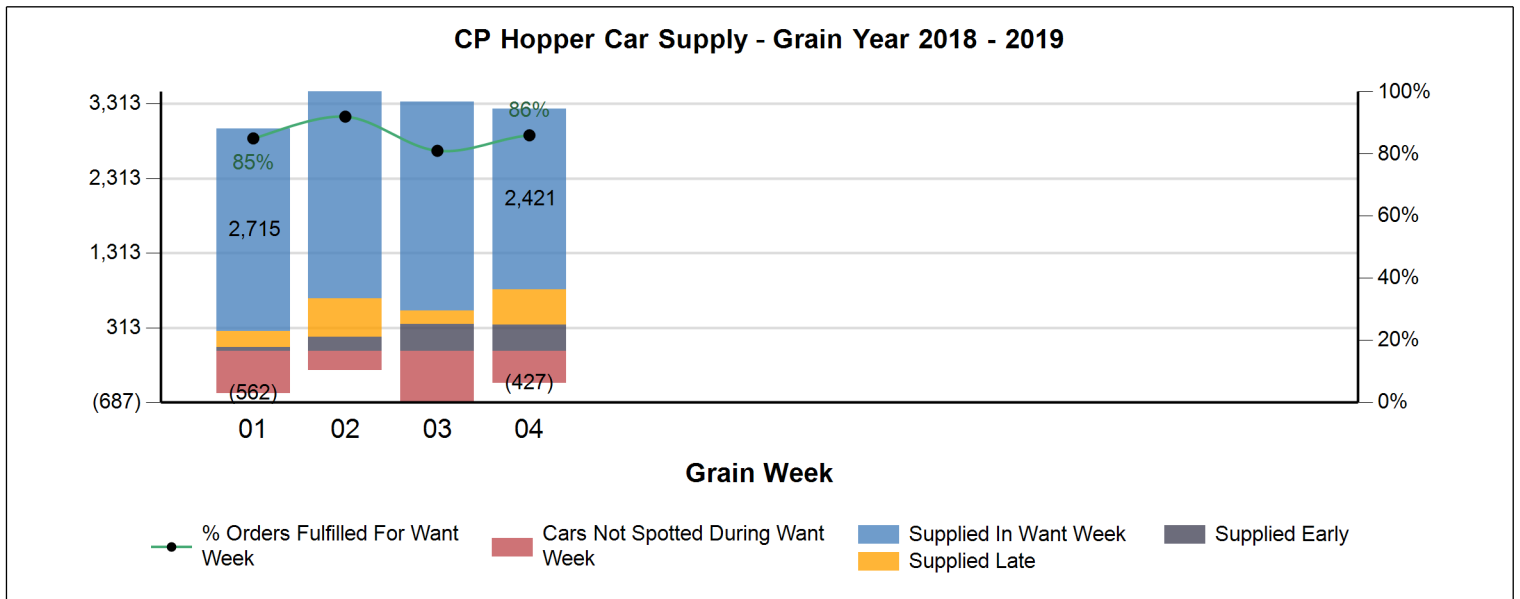
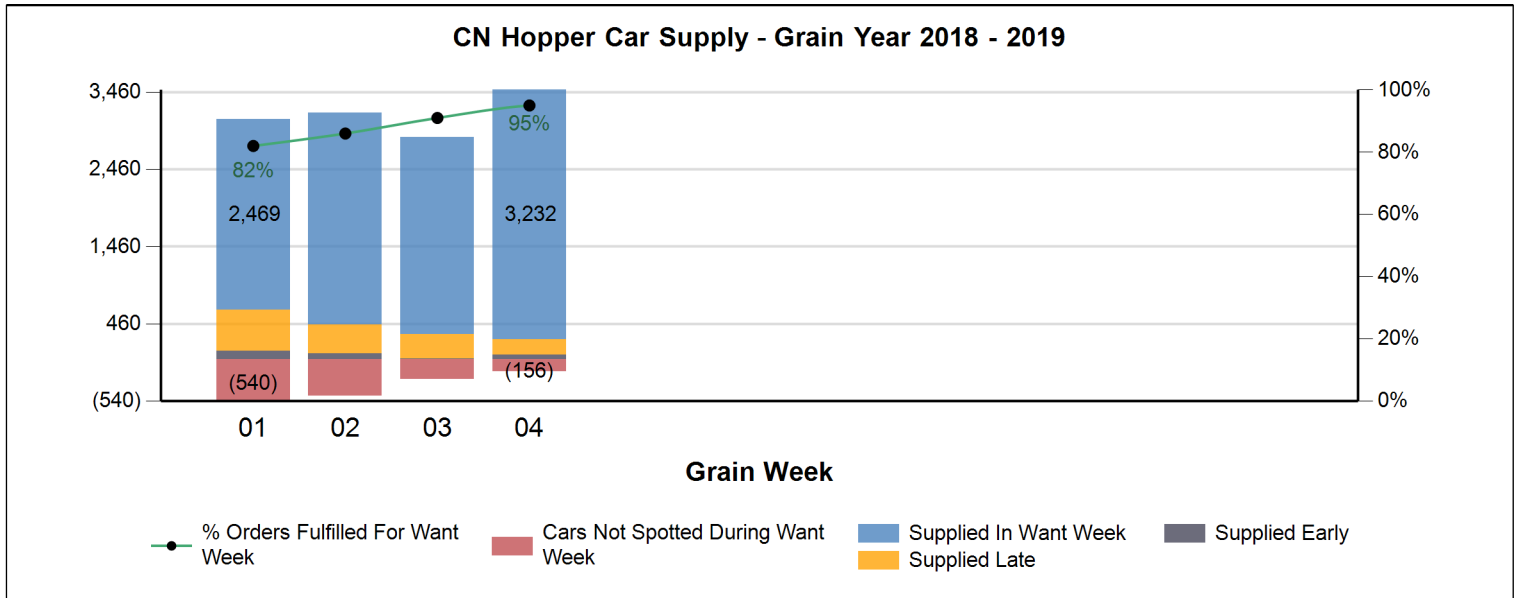
### Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	37	42	51	42
CP	38	72	45	68

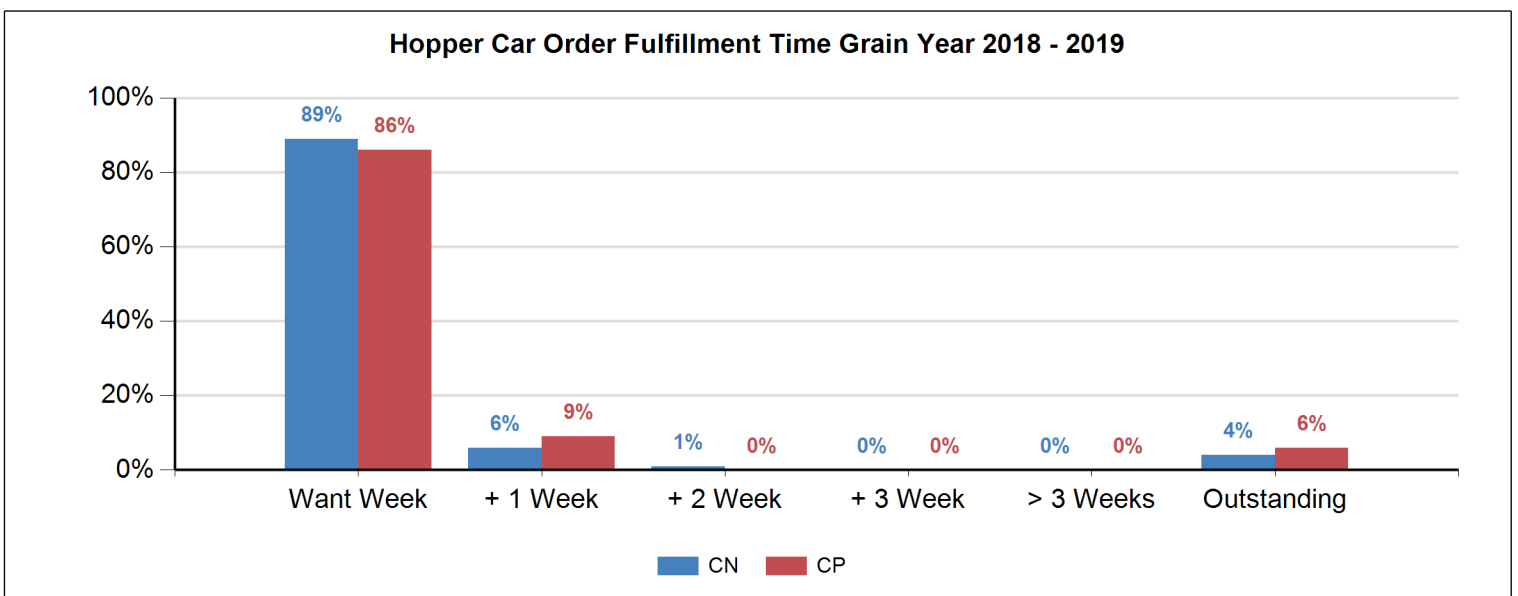
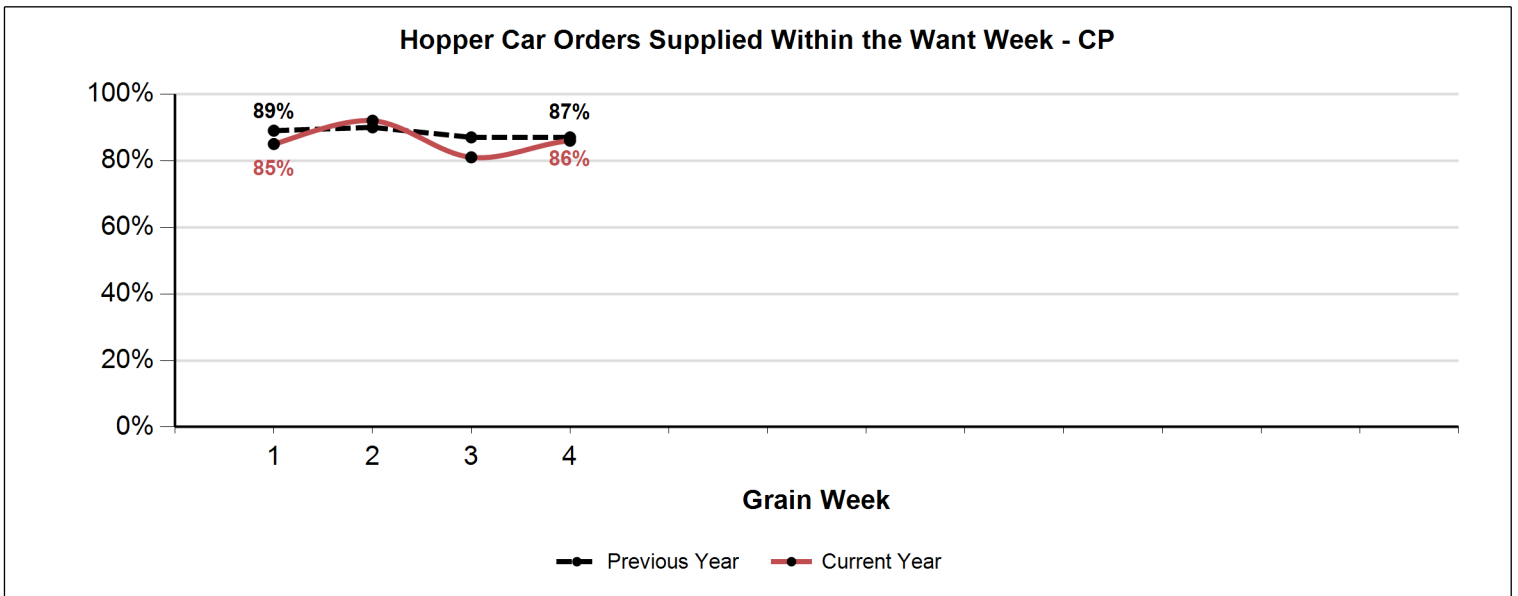
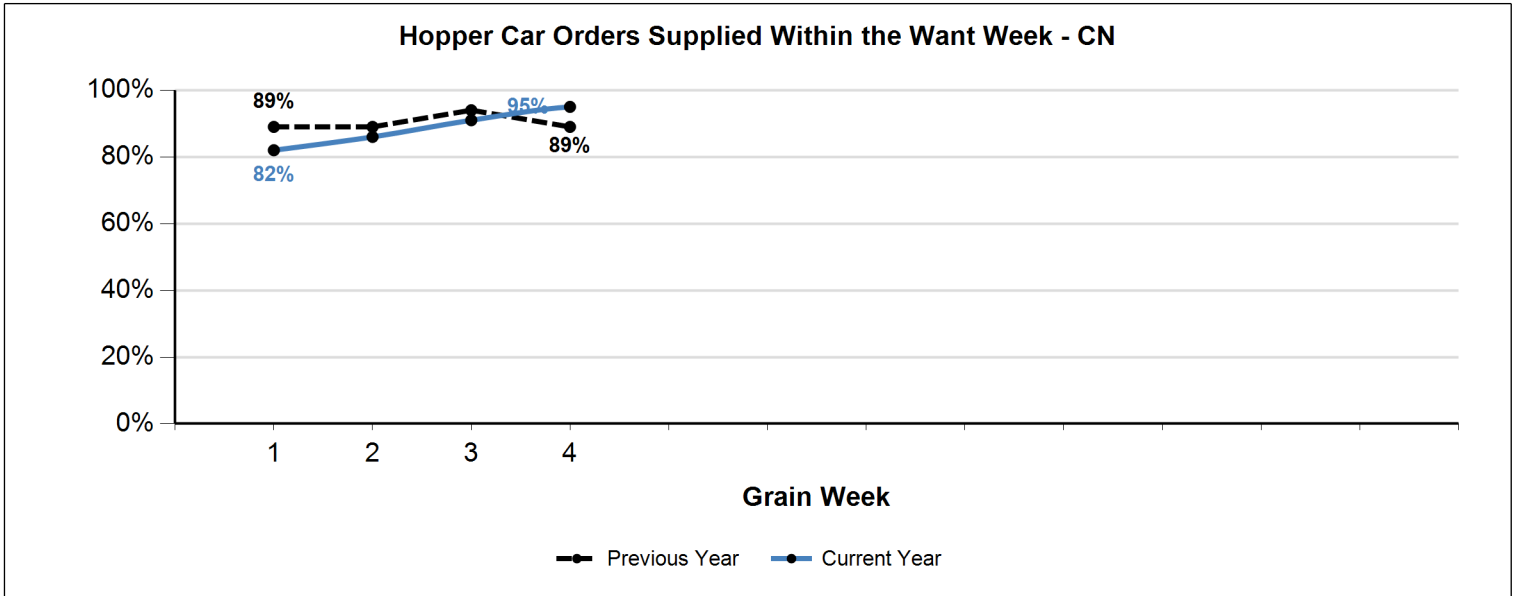
### Dwell Time (Hours) at Destination (All Traffic)

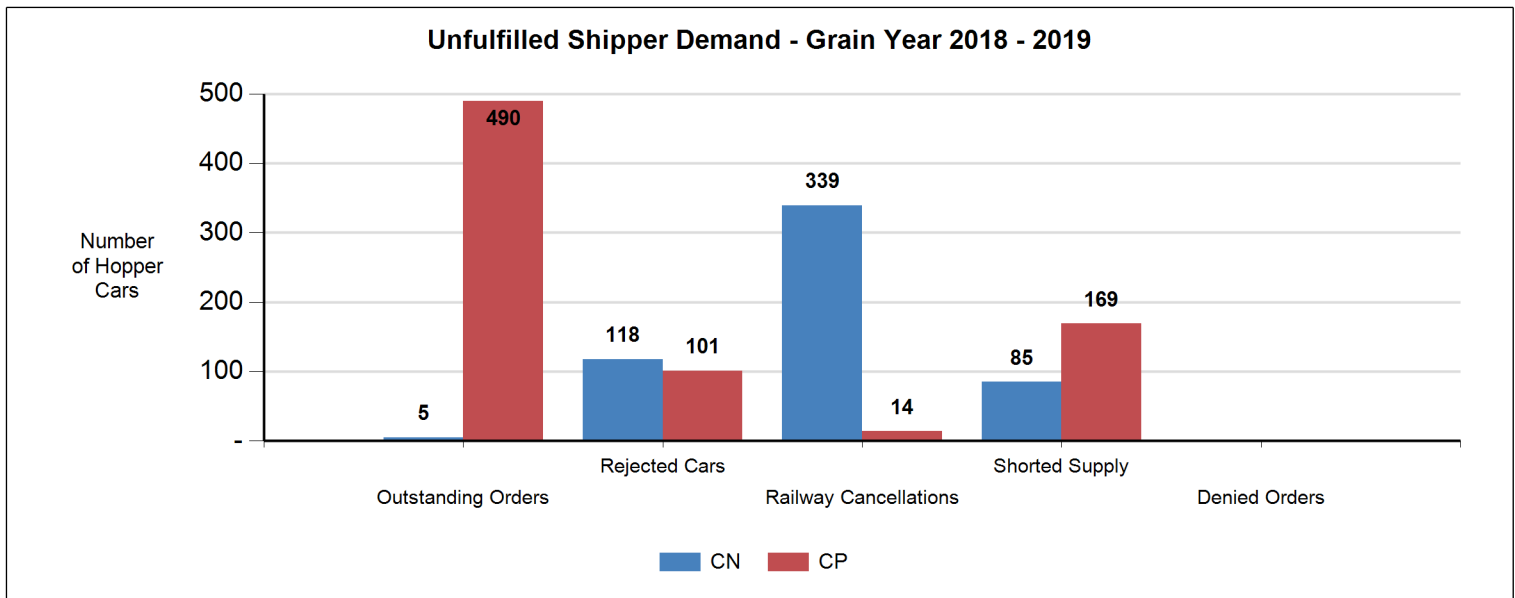
		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	18	24	20	25
	CP	22	36	20	35
Thunder Bay	CN	58	26	55	41
	CP	76	31	62	35

Weekly Performance Update - To Grain Week 04 (Grain Year 2018-19)  
 Covering 90% of grain movement originating in Western Canada



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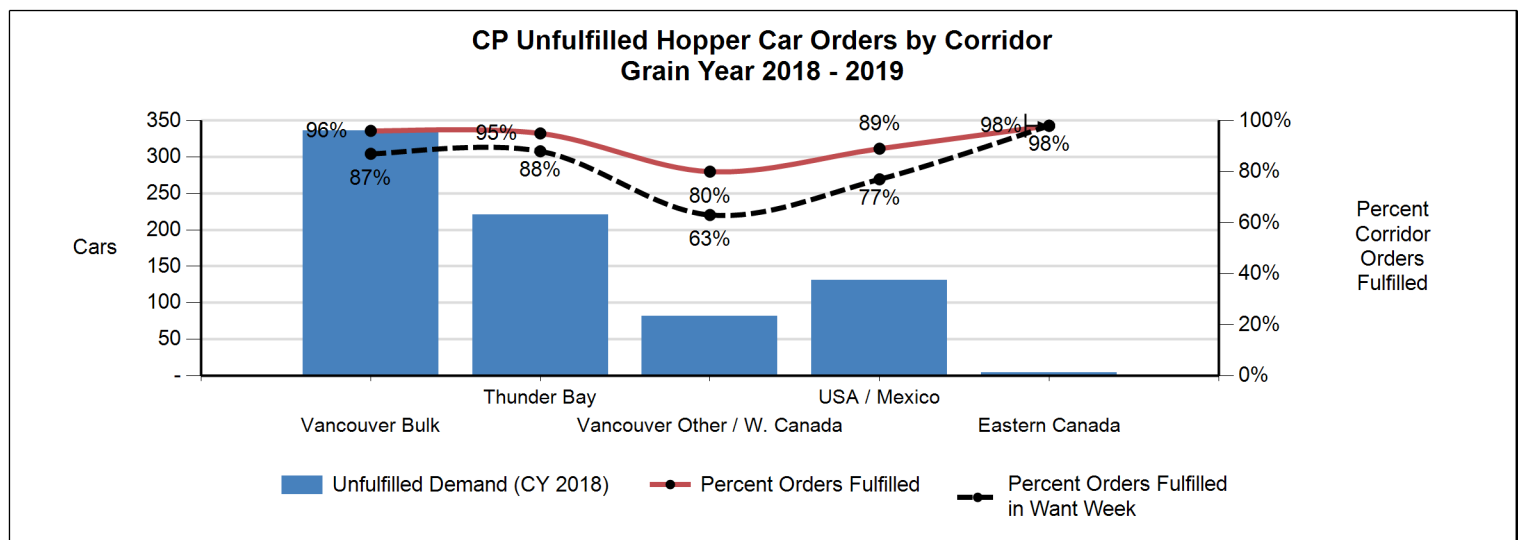
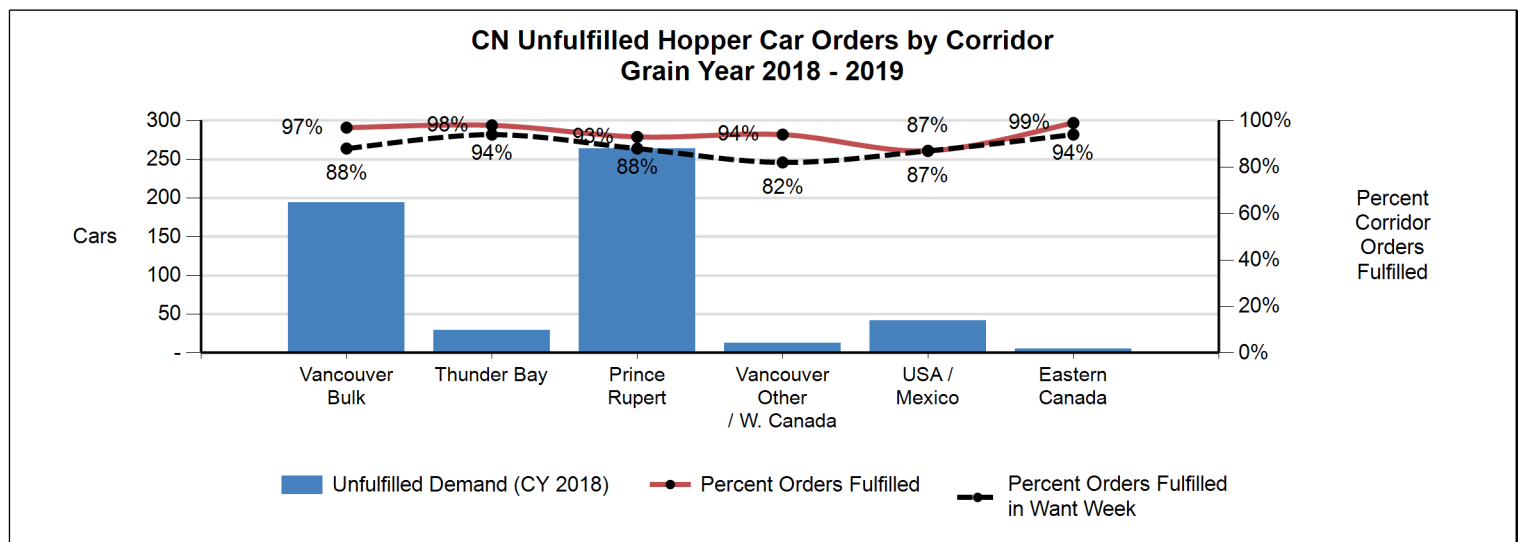
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 04

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	6,056	5,862	(194)	97%
	Thunder Bay	1,398	1,369	(29)	98%
	Prince Rupert	3,765	3,501	(264)	93%
	Vancouver Other / W. Canada	225	212	(13)	94%
	USA / Mexico	327	285	(42)	87%
	Eastern Canada	846	841	(5)	99%
<b>Total</b>		<b>12,617</b>	<b>12,070</b>	<b>(547)</b>	<b>96%</b>
CP	Vancouver Bulk	7,551	7,215	(336)	96%
	Thunder Bay	4,136	3,915	(221)	95%
	Vancouver Other / W. Canada	420	338	(82)	80%
	USA / Mexico	1,191	1,060	(131)	89%
	Eastern Canada	210	206	(4)	98%
<b>Total</b>		<b>13,508</b>	<b>12,734</b>	<b>(774)</b>	<b>94%</b>

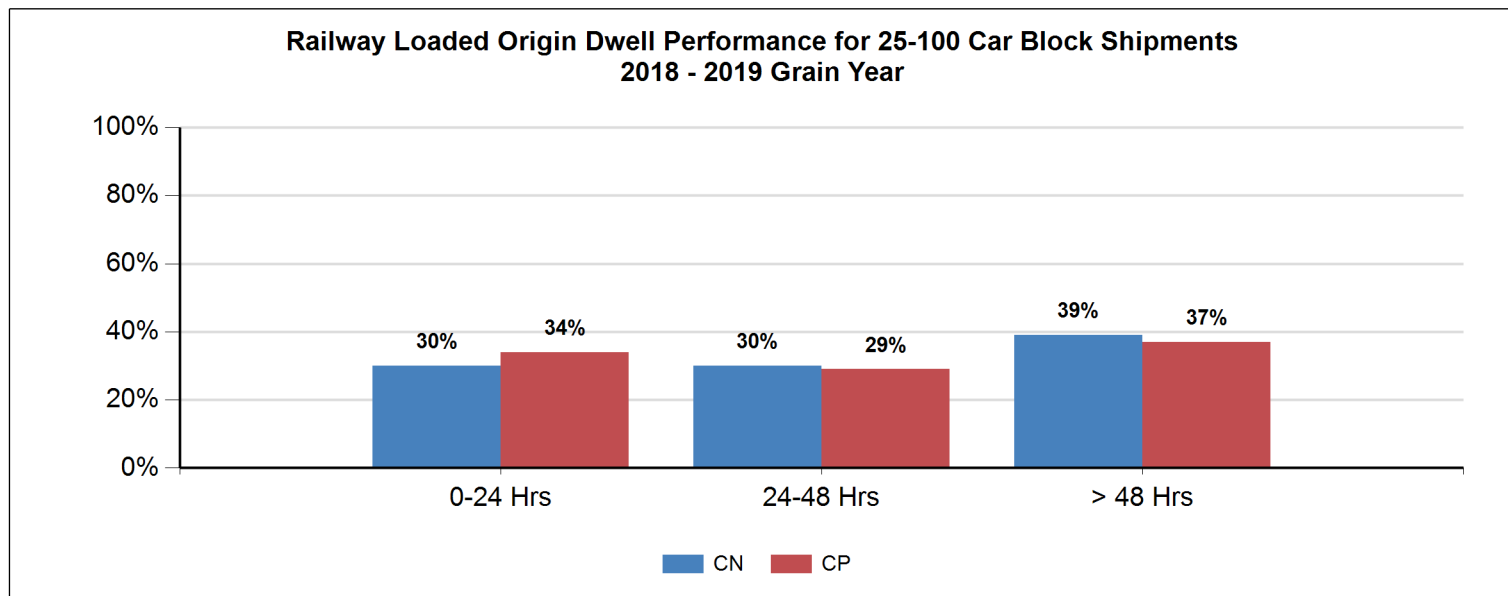
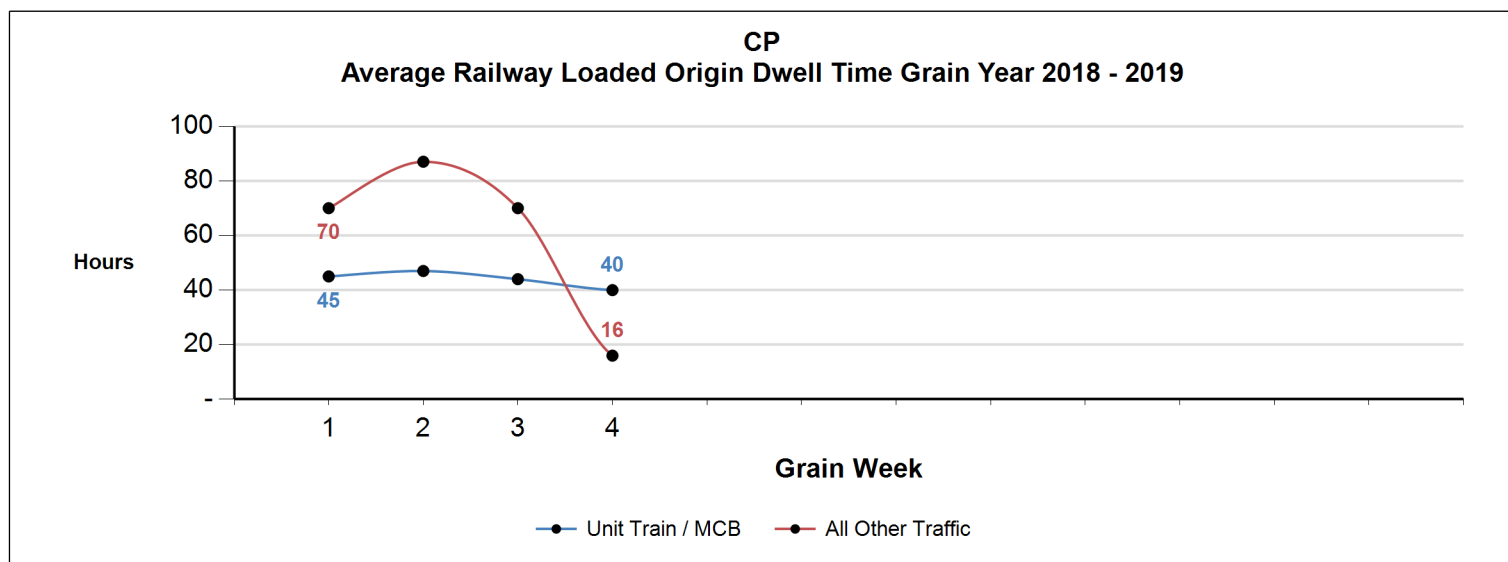
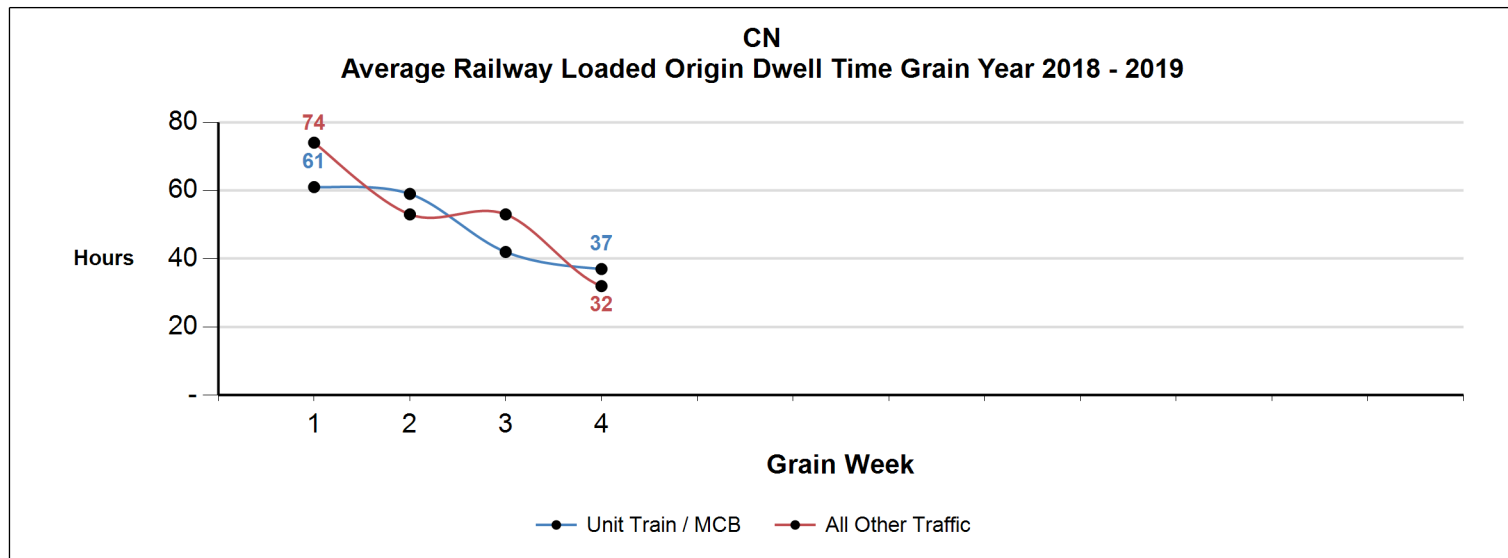
**Hopper Cars Supplied in the Want Week by Corridor - To Week 04**

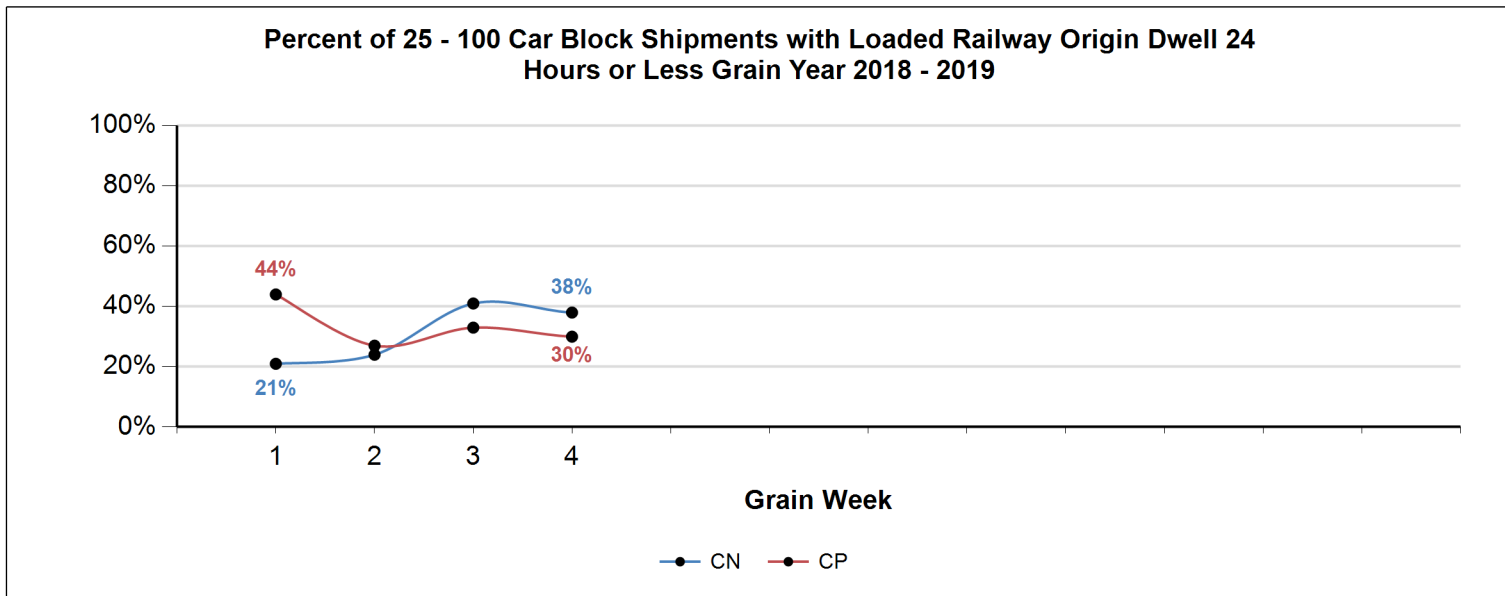
Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,795	1,670	93%	6,056	5,307	88%
	Thunder Bay	391	381	97%	1,398	1,321	94%
	Prince Rupert	750	734	98%	3,765	3,300	88%
	Vancouver Other / W. Canada	51	51	100%	225	184	82%
	USA / Mexico	108	108	100%	327	285	87%
	Eastern Canada	306	301	98%	846	798	94%
	<b>CN Total</b>		<b>3,401</b>	<b>3,245</b>	<b>95%</b>	<b>12,617</b>	<b>11,195</b>
CP	Vancouver Bulk	1,849	1,629	88%	7,551	6,550	87%
	Thunder Bay	744	607	82%	4,136	3,639	88%
	Vancouver Other / W. Canada	133	82	62%	420	264	63%
	USA / Mexico	285	271	95%	1,191	917	77%
	Eastern Canada	113	108	96%	210	206	98%
	<b>CP Total</b>		<b>3,124</b>	<b>2,697</b>	<b>86%</b>	<b>13,508</b>	<b>11,576</b>



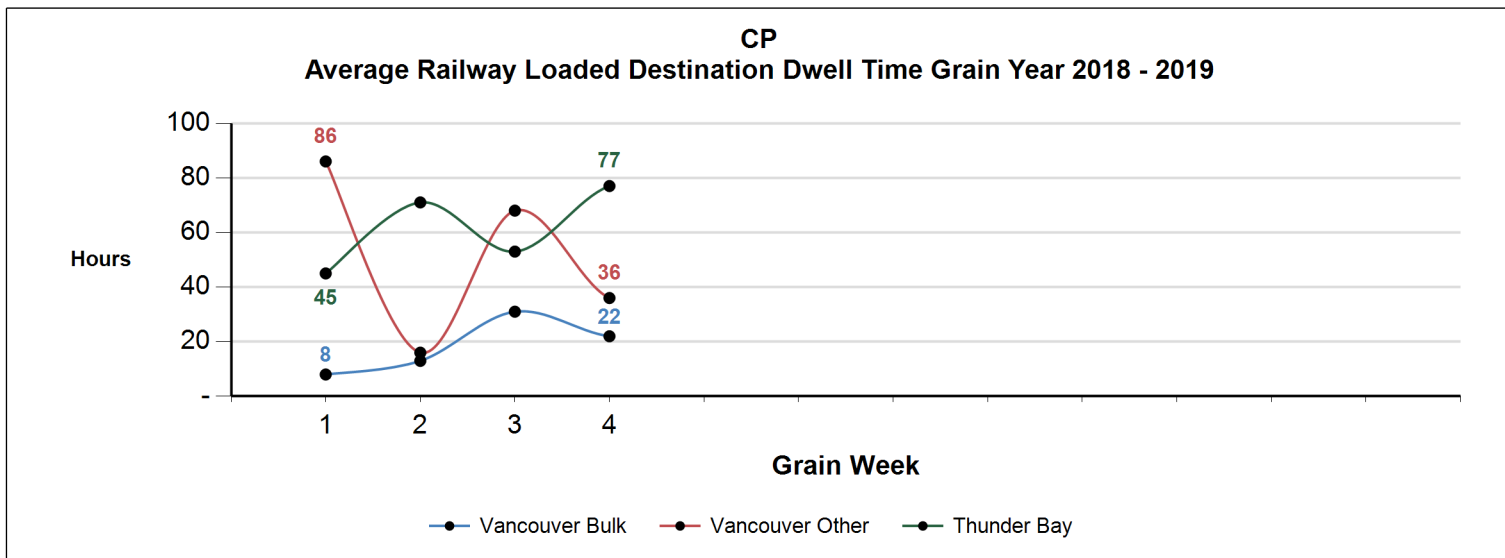
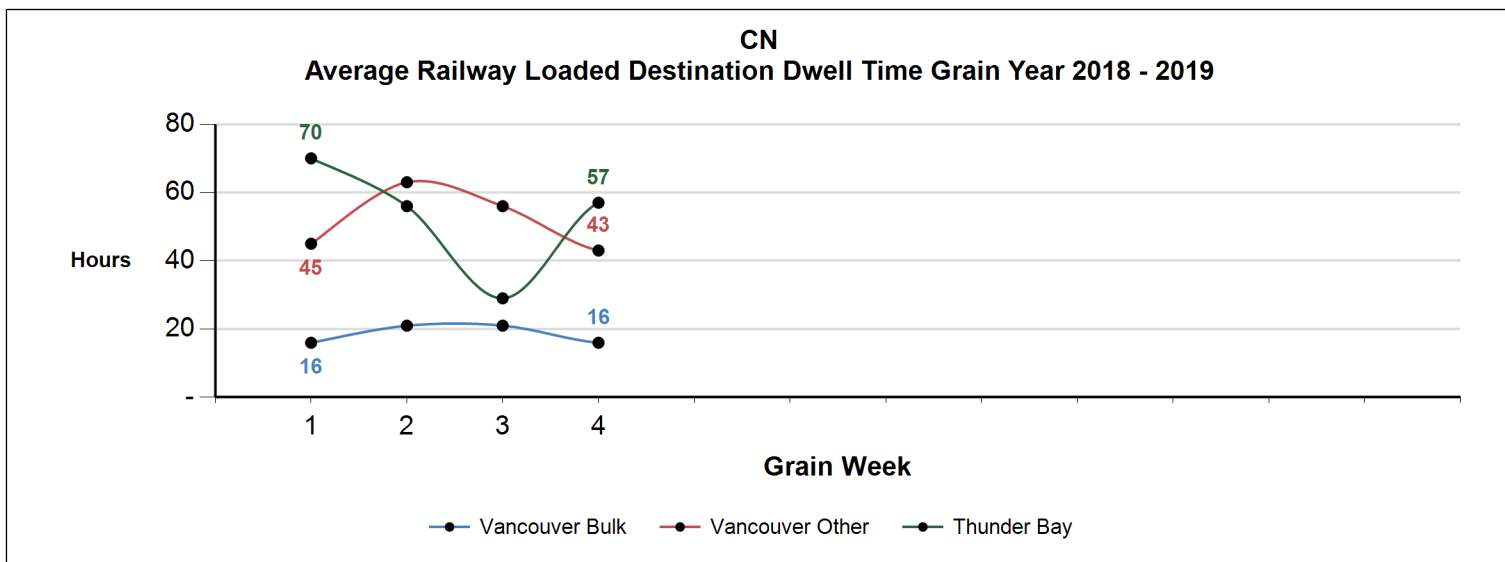


### Origin Dwell Performance





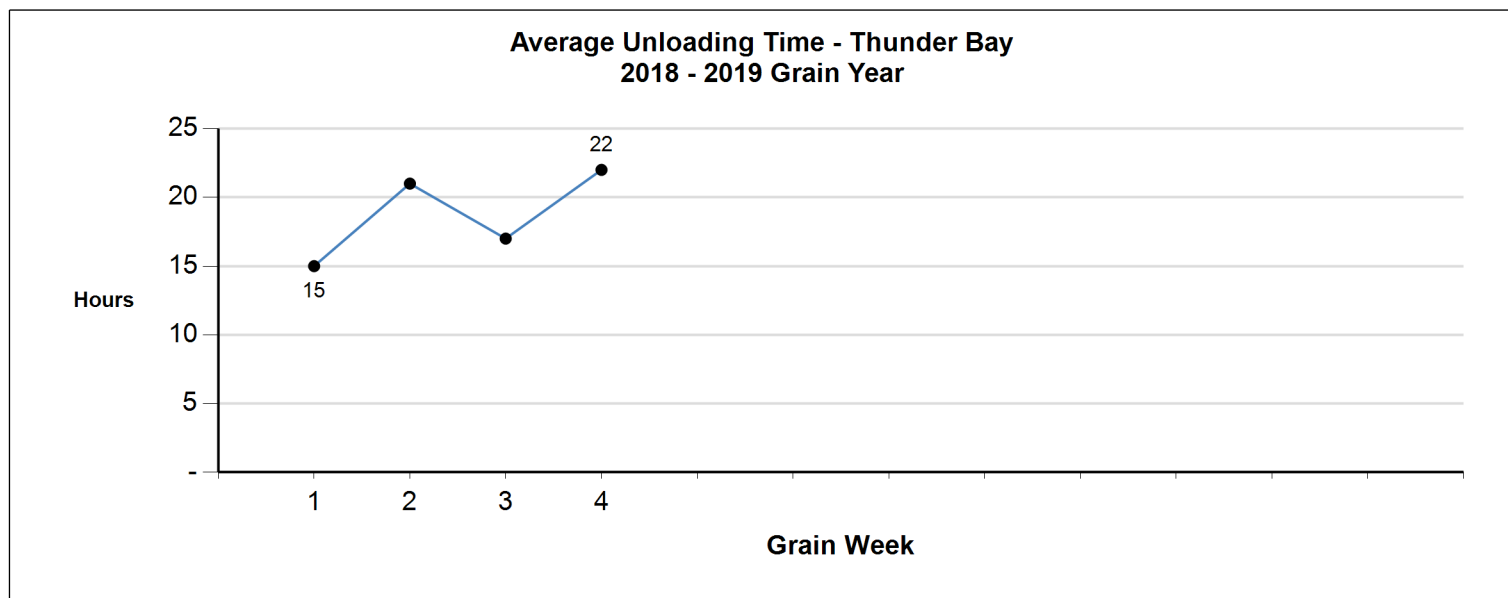
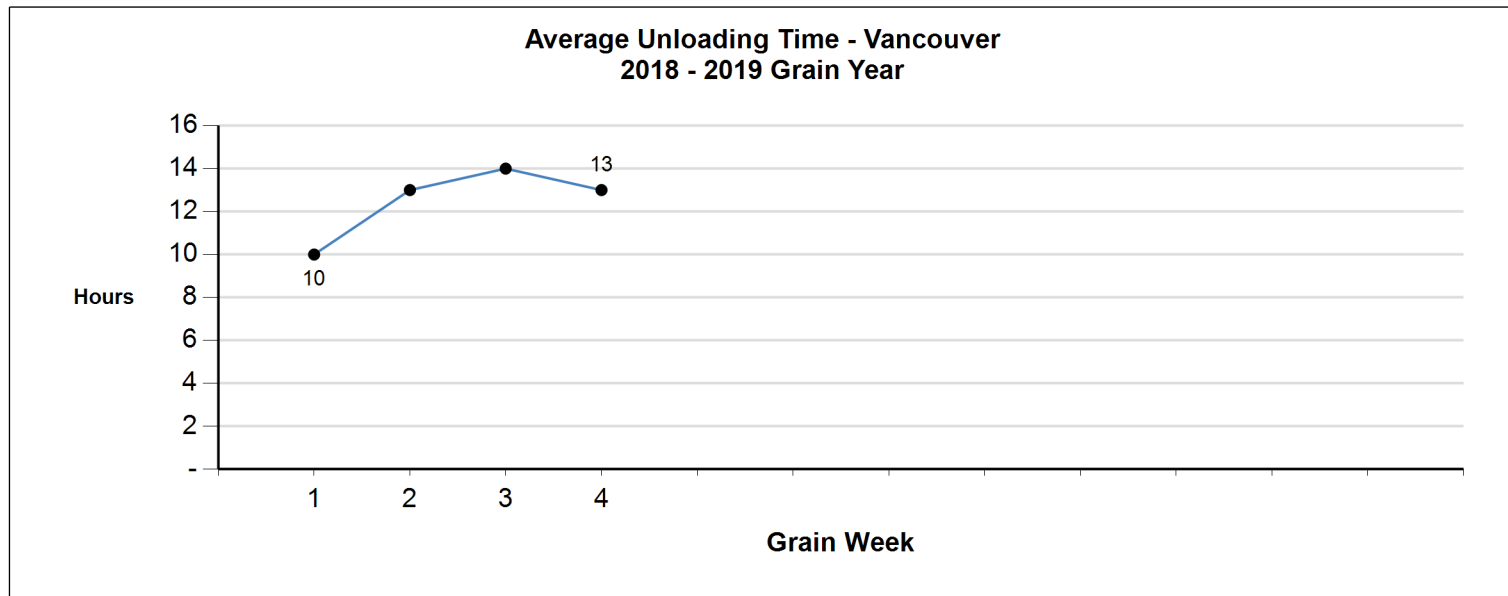
## Destination Dwell Performance







### 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.