

### **Note to Reader**

CN Week 4 performance is revised upwards to 98% from the originally reported 95%. Concurrently CP Week 4 performance is revised downward to 84% from the previously reported 86%.

### **Week 5 Performance**

CN and CP supplied a combined 88% of hopper cars ordered in grain week 5 - a deterioration from last week's 91% performance, marking a decline in performance on CN offset by an improvement in performance on CP. CN and CP each saw performance remain above the 80% threshold for the fifth consecutive week of the current grain year. CN and CP combined will enter week 6 with 918 outstanding orders - a net 85% increase from the 495 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 both CN (+103) and CP (+320), respectively.

In week 5, 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 Vancouver Bulk and E. Canada corridors, which saw 86% and 88% of cars ordered for week 5 supplied on time. These two corridors represented 51% of total hopper car demand for CN in week 5. CP saw performance hold or improved in 2 of 5 corridors with a notable decline in performance seen in the USA / Mexico and Thunder Bay corridors, which represented 26% of total hopper car demand for CP in week 5.

With the exception of one outstanding order for each of week 3 and week 4 for CP - all other outstanding orders remain current - i.e. unfulfilled week 5 orders.

### **CN**

- CN supplied 92% of hopper cars ordered for week 5, representing a decline from the 98% order fulfillment performance seen last week. CN supplied 3,331 of 3,616 cars ordered, failing to supply 285 cars ordered.
- During week 5, CN supplied a total of 3,462 hoppers with 5 being for outstanding orders placed prior to week 5 (see table page 2).
- CN performance was generally consistent across all shippers with all shippers receiving at least 90% of cars ordered and all but three shippers receiving 95% or more of cars ordered on time.
- Shipper demand was above the 3,000-car threshold for the second consecutive week and for the 4th time in the first 5 weeks of the grain year.
- Shipper demand for hopper cars is 27% higher in week 6 rising above 4,500 orders for the week and is then expected to decrease 6% to approximately 4,300 cars in week 7.
- Heading into week 6, CN has 108 outstanding orders, reflecting a significant increase (+103) from the 5 outstanding orders at the beginning of week 5.

### **CP**

- CP fulfilled 85% of hopper cars ordered for week 5, reflecting an increase from the 84% seen last week.
- For week 5, CP supplied 4,175 of 4,914 cars ordered, failing to supply 739 cars ordered.
- During week 5, CP supplied a total of 4,669 hoppers including 389 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 3,000 cars for the fifth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 4% for week 6 rising above 5,100 orders for the week and is then expected to rise 23% to 6,300 cars in week 7.
- While CP's overall performance declined slightly over last week, the performance experienced by individual shippers varied somewhat. In week 5, all but five shippers received more than 85% of cars ordered on time.
- Heading into week 6, CP has 810 outstanding orders, representing a 65% deterioration (+320) from the 490 outstanding orders entering week 5.



## Performance Dashboard

### Hopper Car Demand

	Week 05			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	3,616	3,868	(252)	16,129	3,225	15,920	3,184	209	41
CP	4,914	3,878	1,036	18,433	3,686	17,889	3,577	544	108
<b>Total</b>	<b>8,530</b>	<b>7,746</b>	<b>784</b>	<b>34,562</b>	<b>6,911</b>	<b>33,809</b>	<b>6,761</b>	<b>753</b>	<b>149</b>

### Cars Shipped

Railway	Corridor	Week 05	YTD
CN	N.A. Domestic	152	1,463
	Prince Rupert	1,063	4,865
	Thunder Bay	859	2,335
	Vancouver	1,715	8,353
<b>Total</b>		<b>3,789</b>	<b>17,016</b>
CP	N.A. Domestic	286	1,870
	Thunder Bay	1,080	4,977
	Vancouver	2,793	10,680
<b>Total</b>		<b>4,159</b>	<b>17,527</b>

### Empty Hopper Cars Supplied - Week 05 (All Want Weeks)

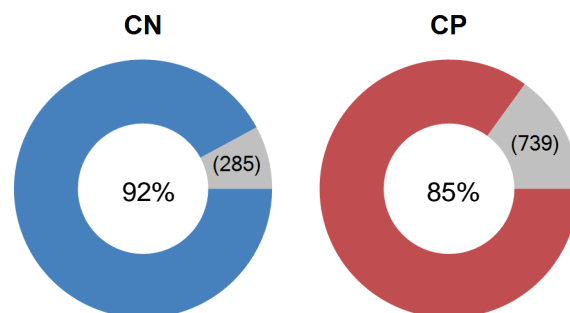
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,275	3,030	5	294	182	304	3,462	3,628
CP	3,834	2,821	389	403	446	432	4,669	3,656
<b>Total</b>	<b>7,109</b>	<b>5,851</b>	<b>394</b>	<b>697</b>	<b>628</b>	<b>736</b>	<b>8,131</b>	<b>7,284</b>

### Supplied by Block Size

Block Size	Week 05			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	4%	4%	4%
25	2%	1%	2%	6%	2%	4%
50	11%	9%	10%	18%	8%	13%
100	84%	85%	85%	72%	85%	79%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,616	4,914	8,530
Current Week Order Fulfillment			
Supplied in Current Week	3,275	3,834	7,109
Supplied Early	56	341	397
<b>Total Cars Supplied for Want Week</b>	<b>3,331</b>	<b>4,175</b>	<b>7,506</b>
Current Week Unfulfilled Demand	(285)	(739)	(1,024)
% Current Week Orders Supplied	92%	85%	88%



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

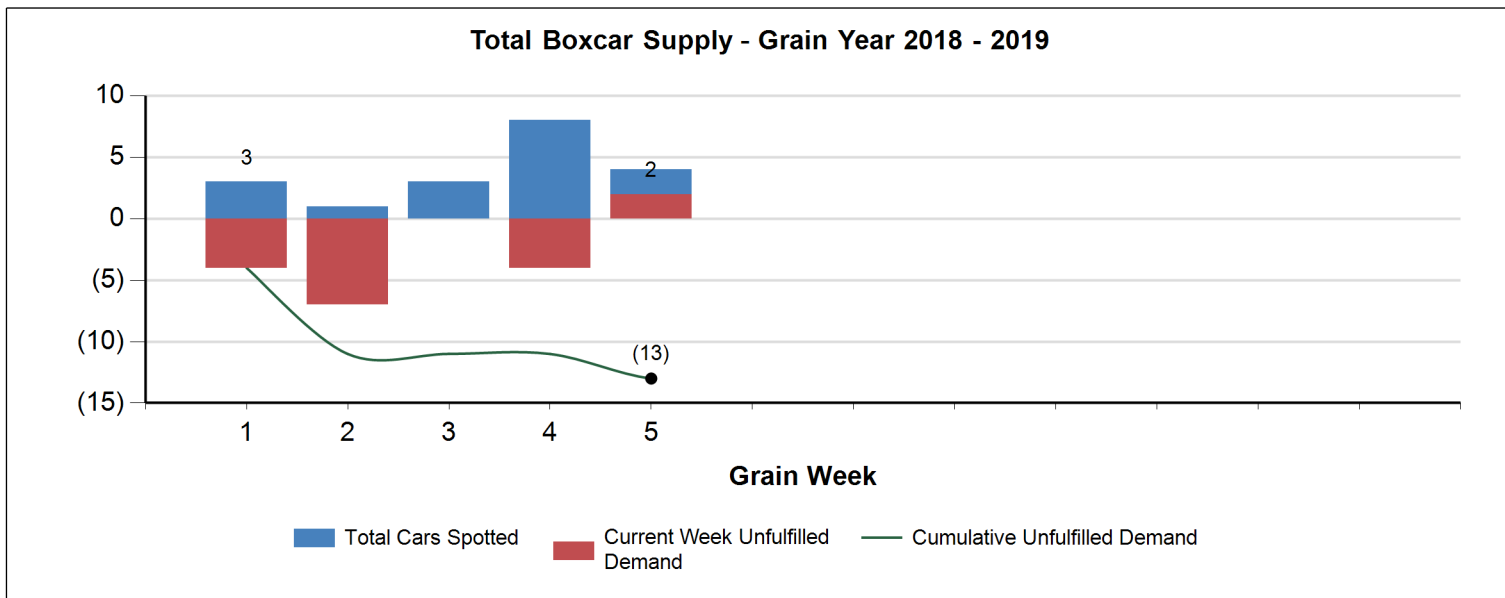
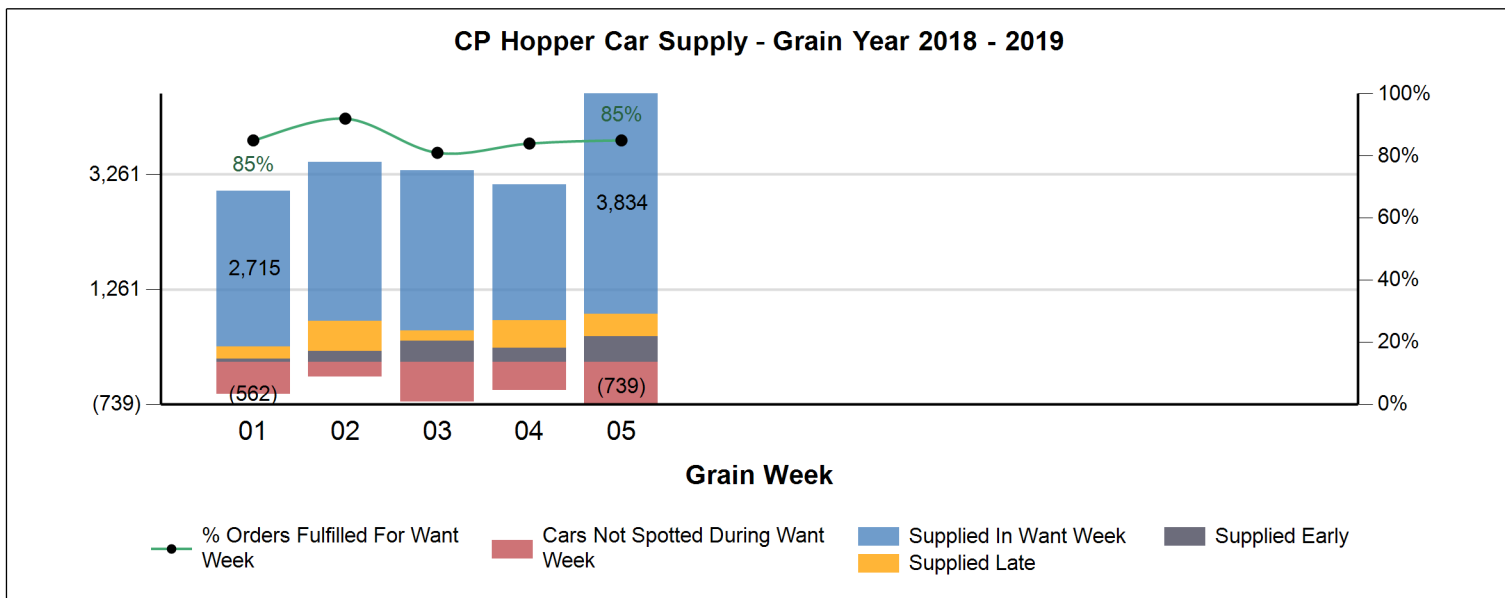
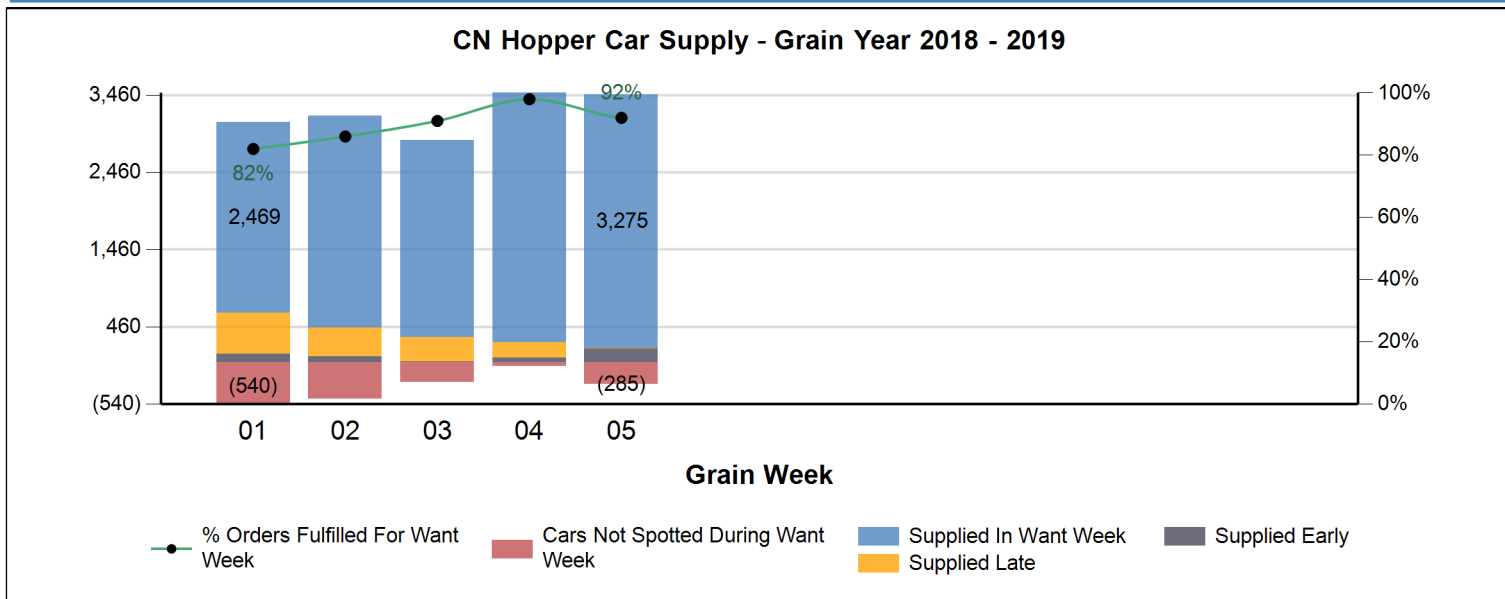
	Week 05		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	21	48	47	43
CP	40	61	45	67

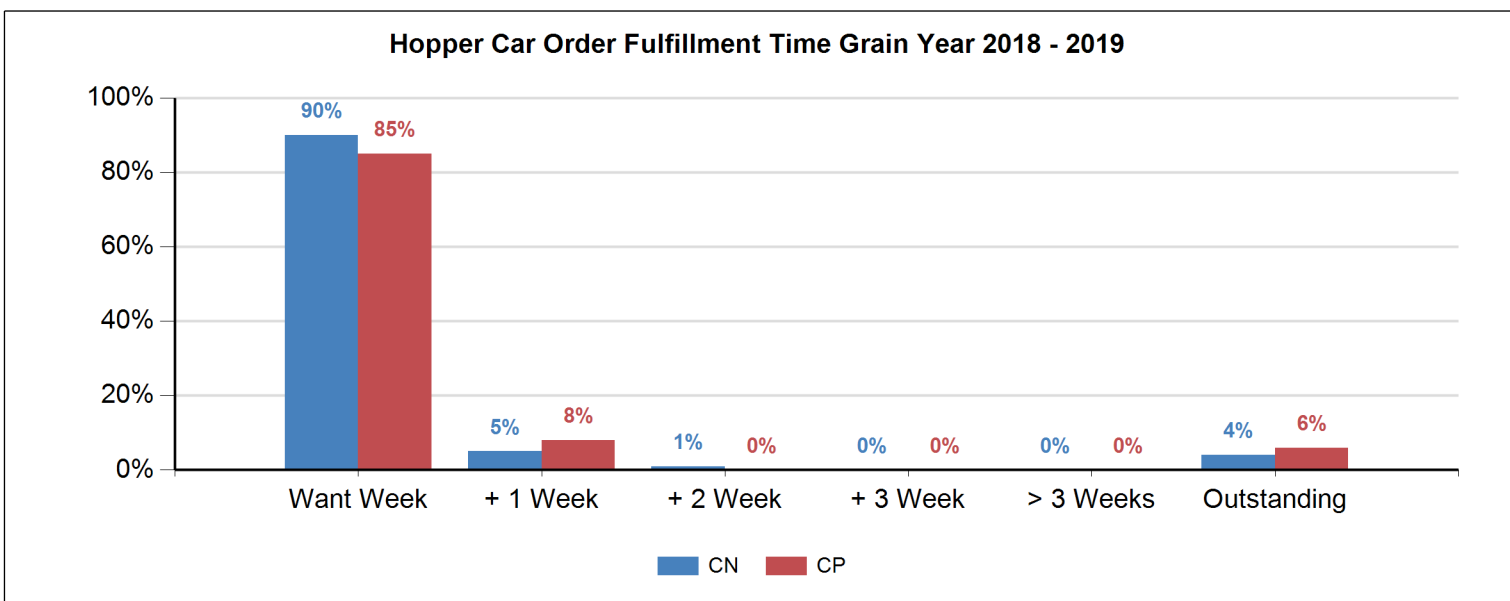
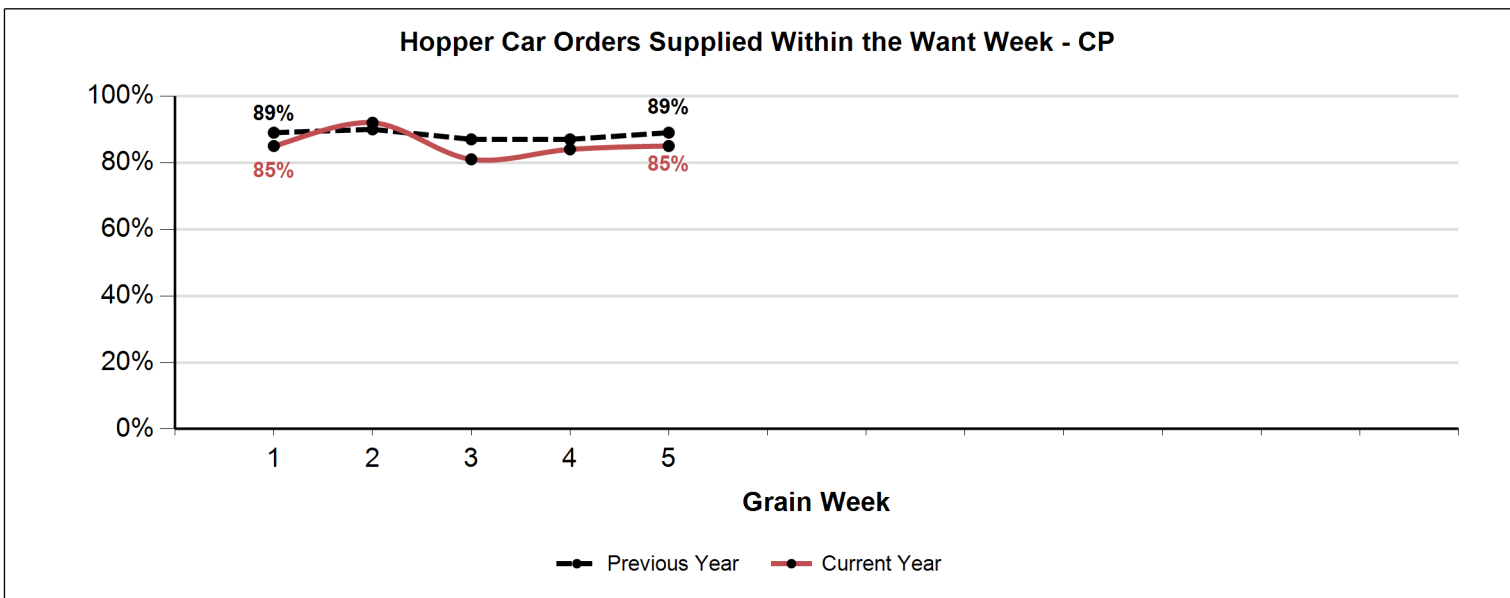
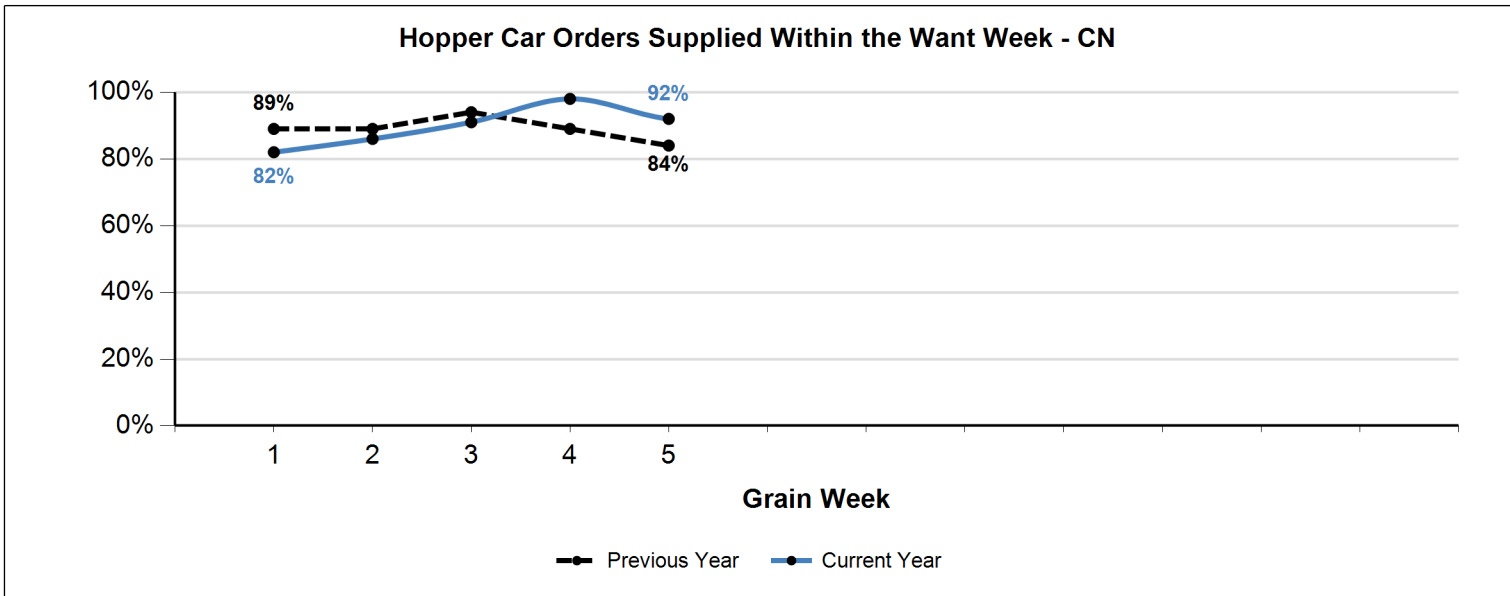
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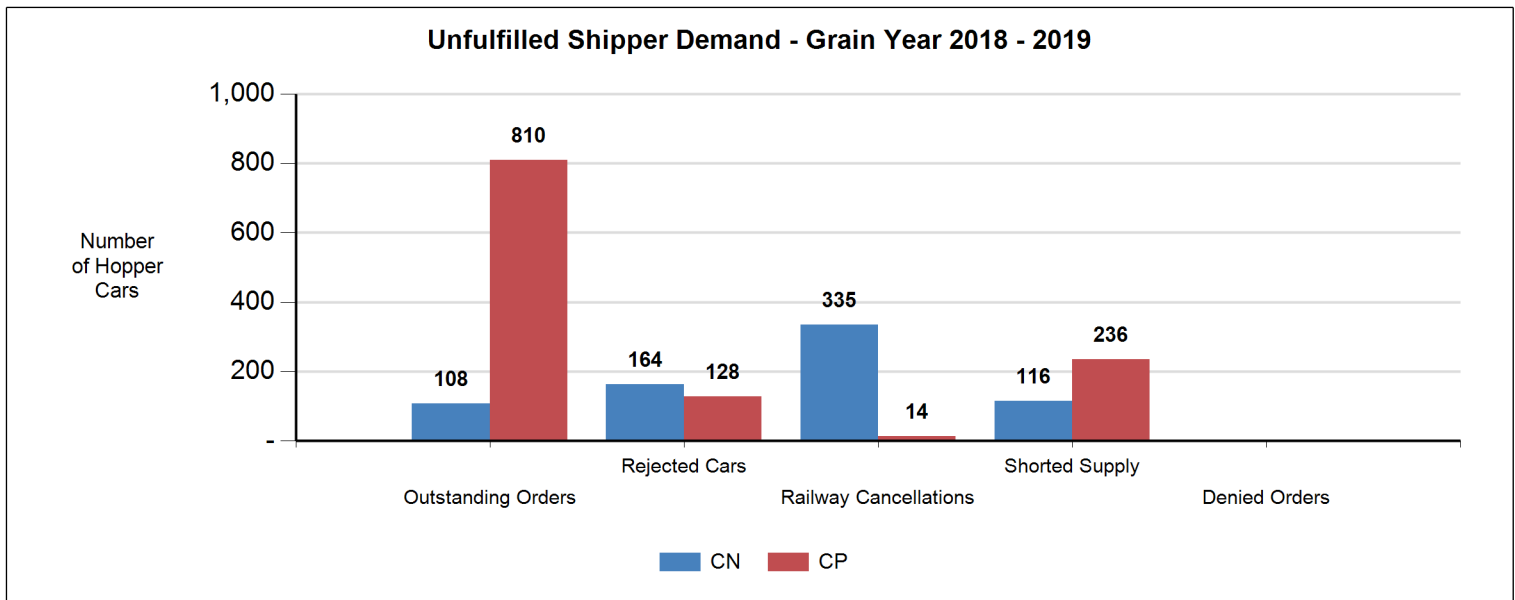
		Week 05		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	25	19	21	23
	CP	20	13	20	30
Thunder Bay	CN	35	33	49	39
	CP	39	24	57	32



Weekly Performance Update - To Grain Week 05 (Grain Year 2018-19)  
Covering 90% of grain movement originating in Western Canada







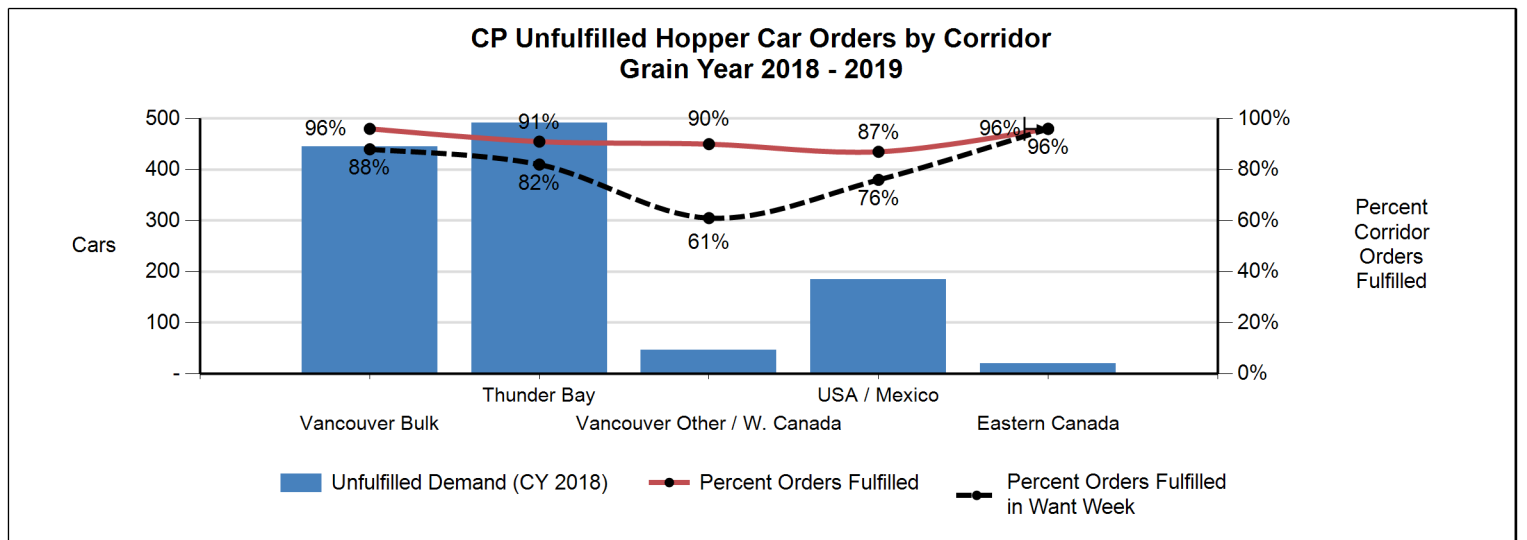
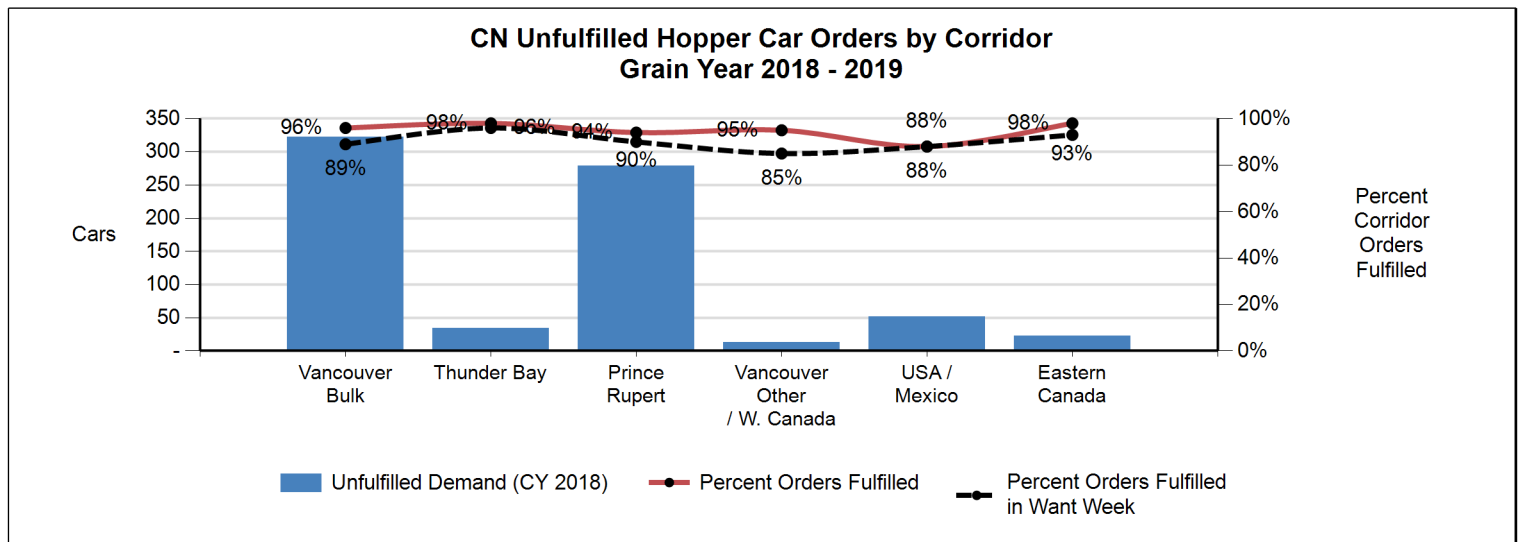
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 05

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	7,635	7,313	(322)	96%
	Thunder Bay	2,037	2,003	(34)	98%
	Prince Rupert	4,746	4,467	(279)	94%
	Vancouver Other / W. Canada	274	261	(13)	95%
	USA / Mexico	438	386	(52)	88%
	Eastern Canada	999	976	(23)	98%
<b>Total</b>		<b>16,129</b>	<b>15,406</b>	<b>(723)</b>	<b>96%</b>
CP	Vancouver Bulk	10,893	10,448	(445)	96%
	Thunder Bay	5,234	4,742	(492)	91%
	Vancouver Other / W. Canada	452	406	(46)	90%
	USA / Mexico	1,397	1,212	(185)	87%
	Eastern Canada	457	437	(20)	96%
<b>Total</b>		<b>18,433</b>	<b>17,245</b>	<b>(1,188)</b>	<b>94%</b>

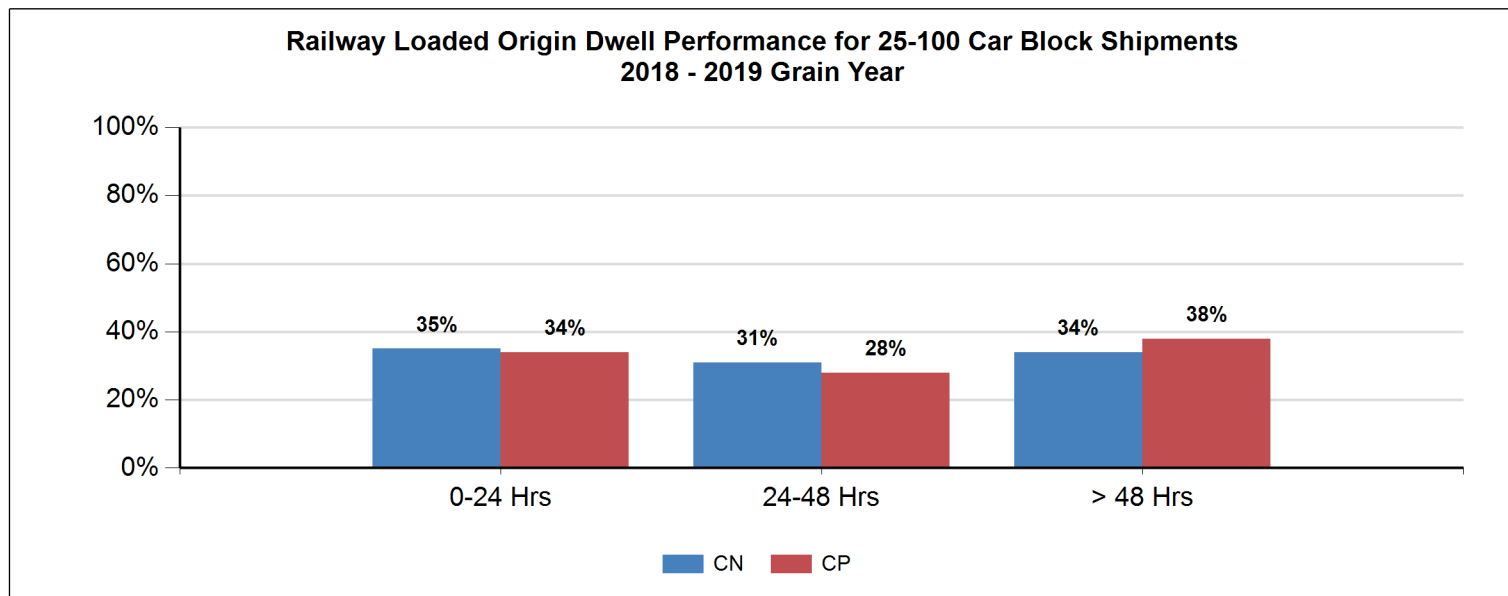
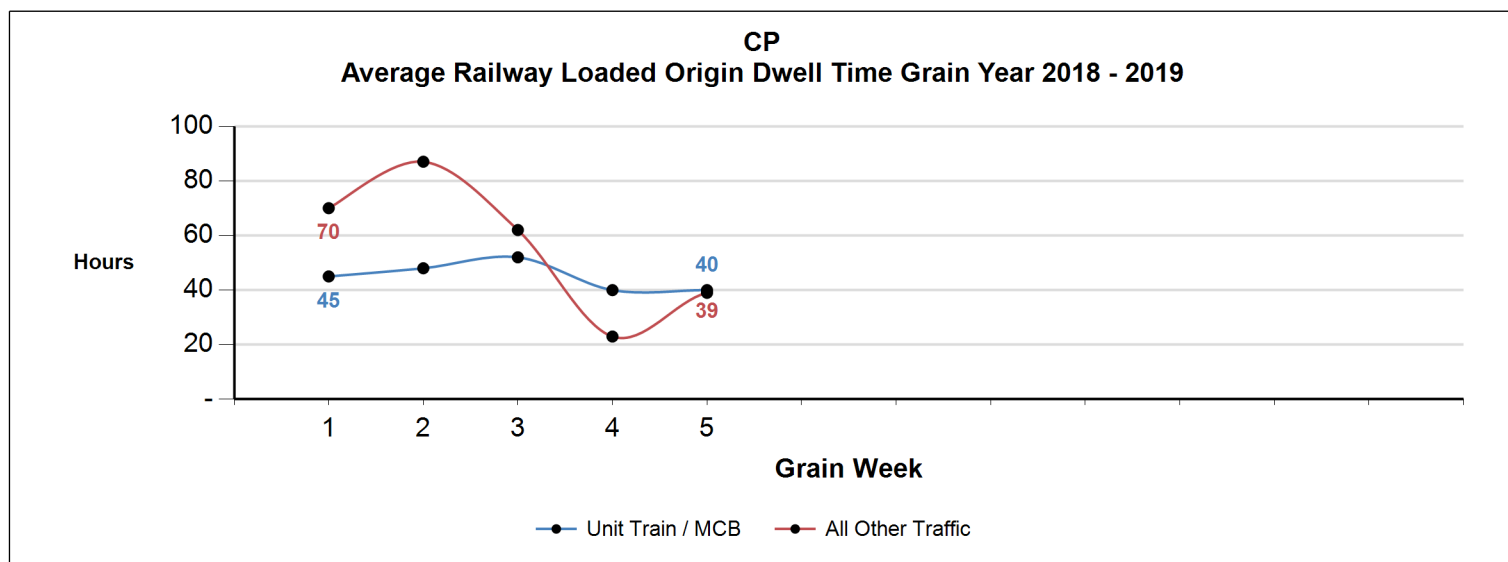
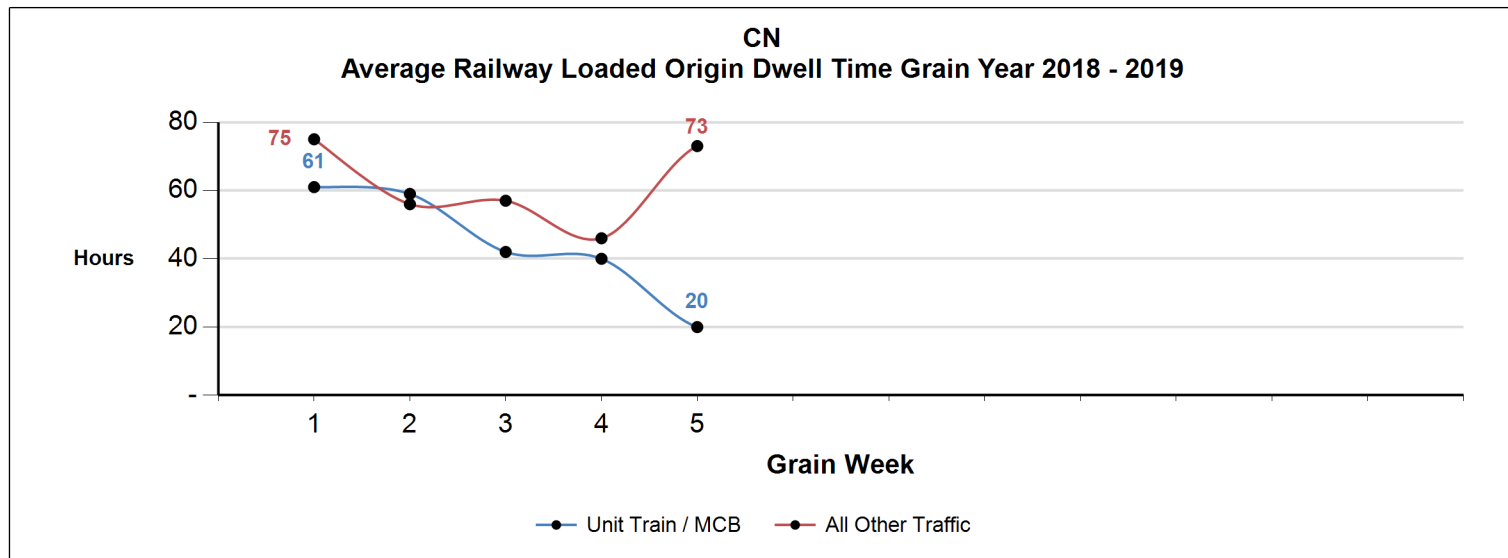
Hopper Cars Supplied in the Want Week by Corridor - To Week 05

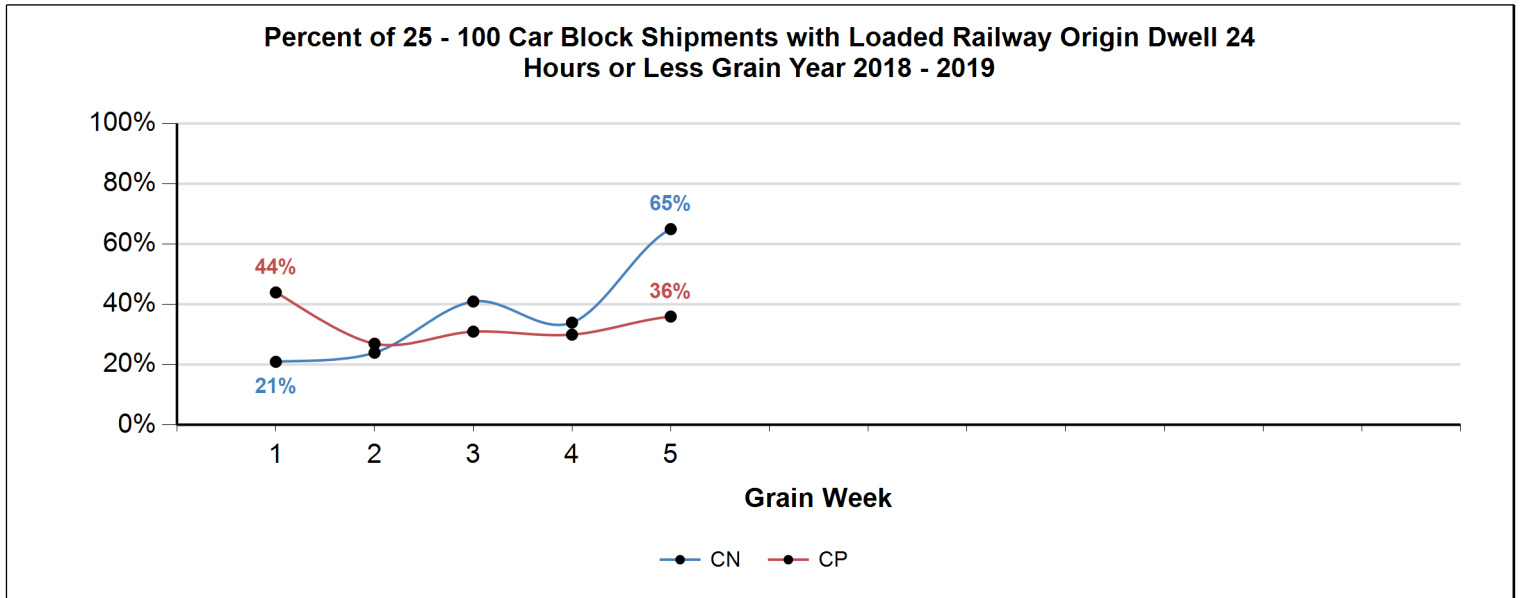
Railway	Corridor	Week 05			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,683	1,451	86%	7,635	6,758	89%
	Thunder Bay	639	629	98%	2,037	1,950	96%
	Prince Rupert	981	966	98%	4,746	4,266	90%
	Vancouver Other / W. Canada	49	49	100%	274	233	85%
	USA / Mexico	111	101	91%	438	386	88%
	Eastern Canada	153	135	88%	999	933	93%
	<b>CN Total</b>		<b>3,616</b>	<b>3,331</b>	<b>92%</b>	<b>16,129</b>	<b>14,526</b>
CP	Vancouver Bulk	3,342	3,069	92%	10,893	9,619	88%
	Thunder Bay	1,097	705	64%	5,234	4,291	82%
	Vancouver Other / W. Canada	25	18	72%	452	275	61%
	USA / Mexico	203	152	75%	1,397	1,066	76%
	Eastern Canada	247	231	94%	457	437	96%
	<b>CP Total</b>		<b>4,914</b>	<b>4,175</b>	<b>85%</b>	<b>18,433</b>	<b>15,688</b>



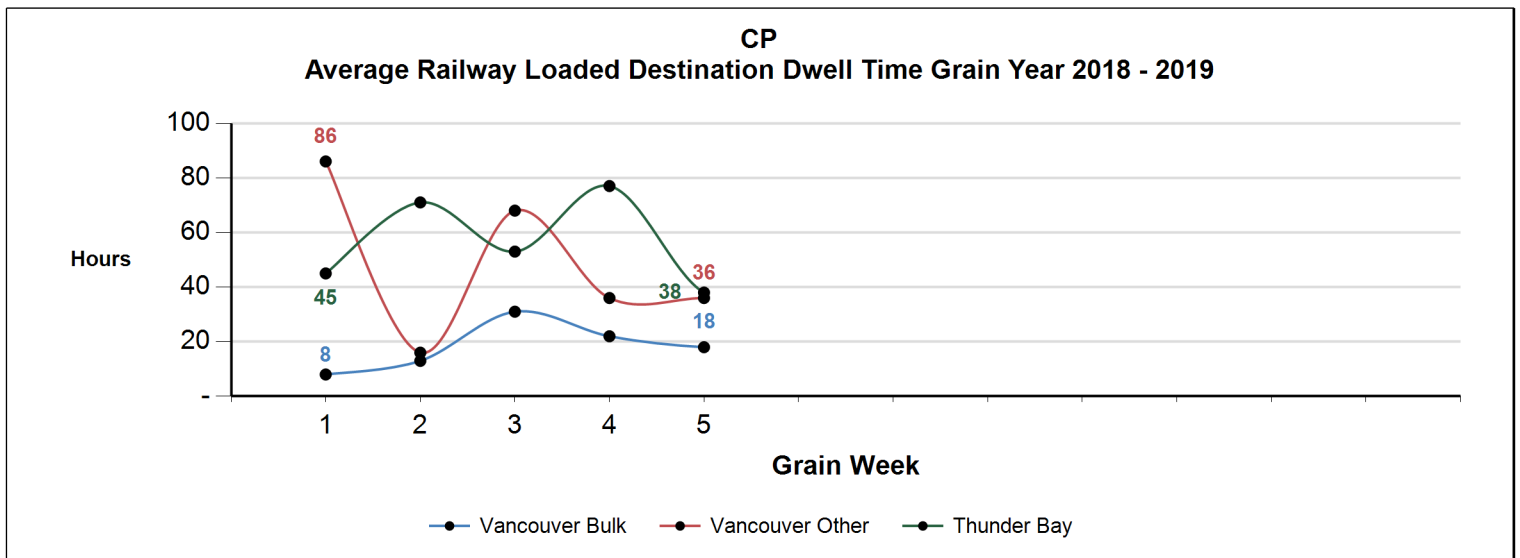
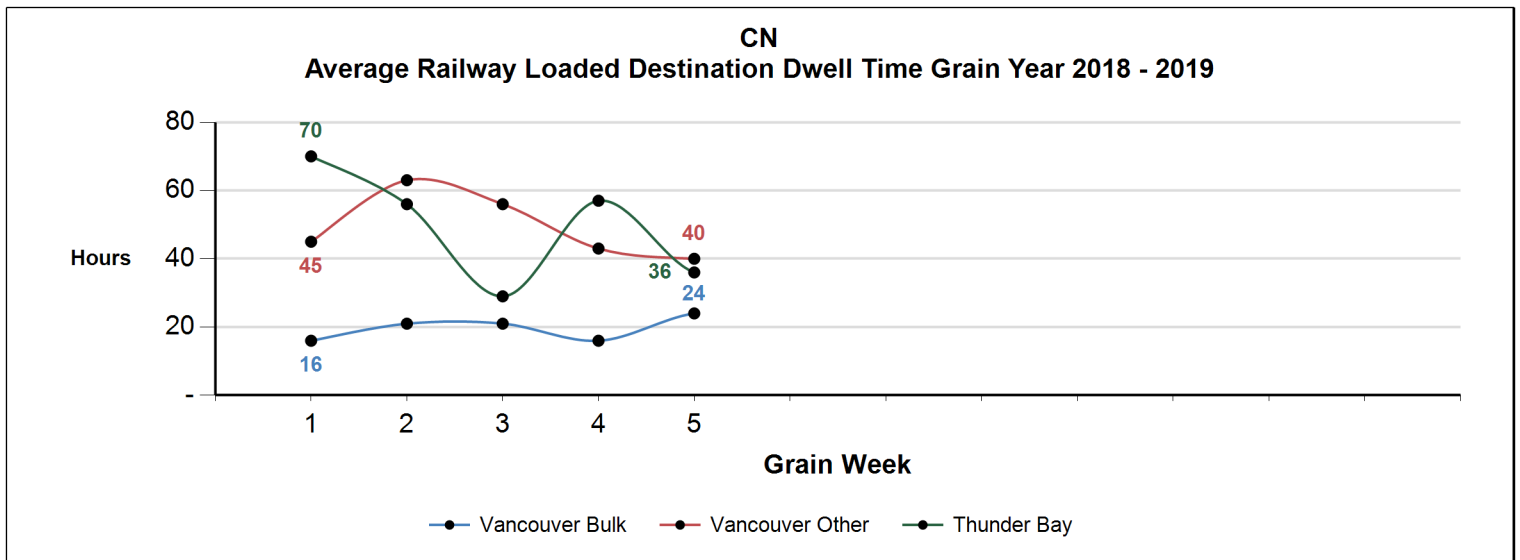


### Origin Dwell Performance





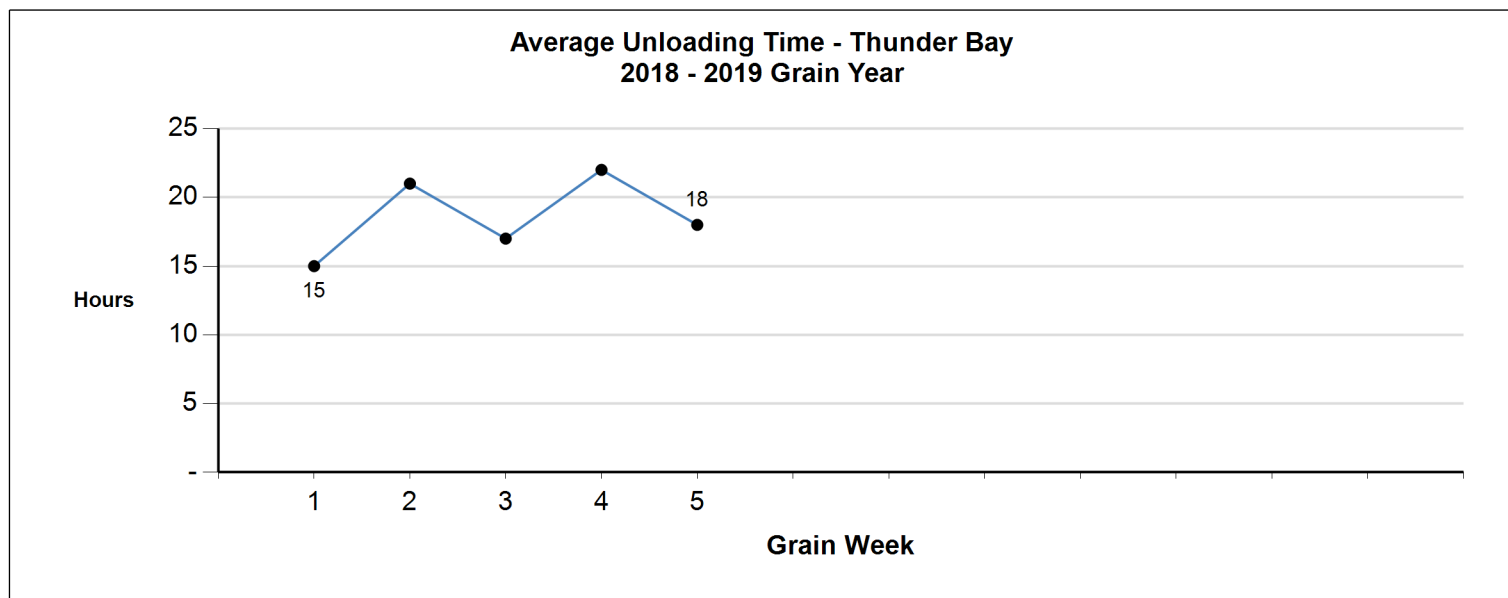
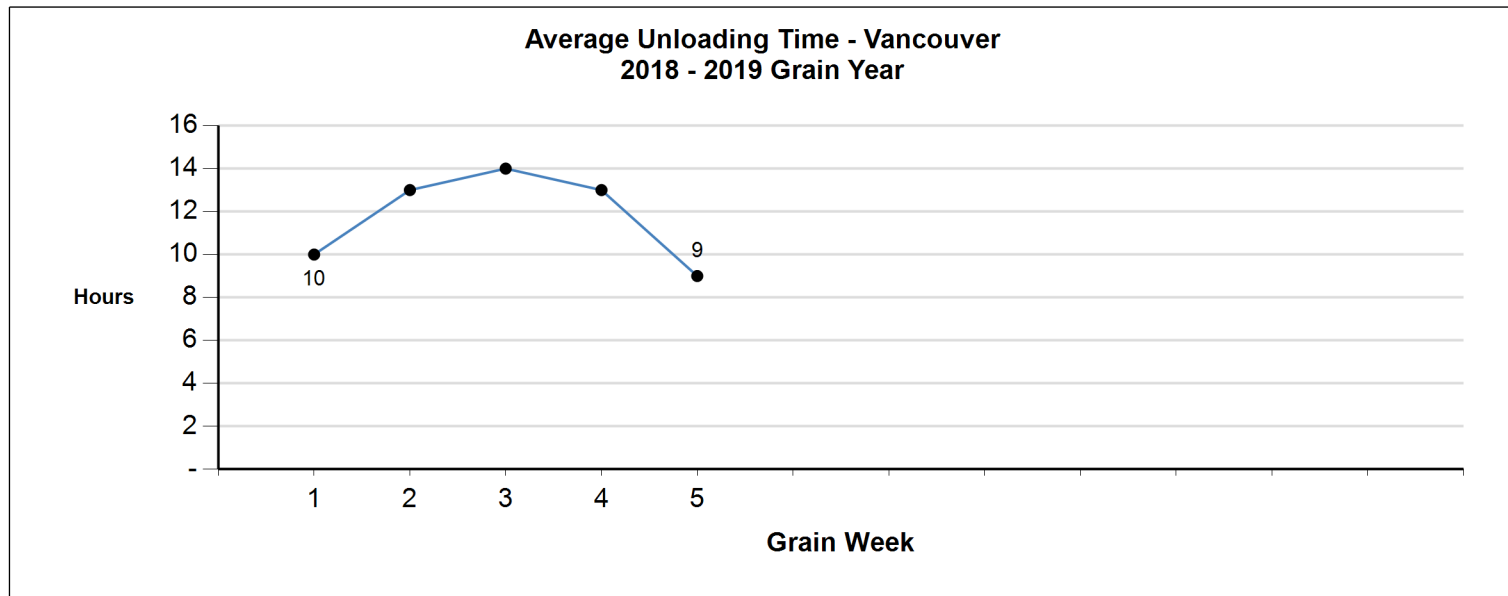
## Destination Dwell Performance







### 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.