

Week 8 Performance

CN and CP supplied a combined 89% of hopper cars ordered in grain week 8 - a marginal improvement from last week's 86% performance, reflecting steady performance from CN while CP's performance improved week over week. CN's performance remained above the 90% threshold for the sixth consecutive week, supplying 96% of cars ordered while CP's performance improved week over week, supplying 83% of cars ordered as compared to 78% in the prior week. CN and CP combined will enter week 9 with 951 outstanding orders - a net 9% improvement from the 1,043 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 (+18) and a reduction in the number of outstanding orders on CP by (-110)

In week 8, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance. A decline in performance was seen in the Vancouver corridor although CN still supplied 91% of cars ordered for week 8. Performance for this corridor was negatively impacted as a result of the rationing of 104 orders. CP saw performance hold or improve in 3 of 5 corridors with worse performance seen in the W. Canada and E. Canada corridors which saw 55% and 39% of cars supplied on time respectively. These corridors represented 7% of total hopper car demand for CP in week 8.

With the exception of three orders for week 7 - all for CP - all other outstanding orders remain current - i.e. unfulfilled week 8 orders.

CN

- CN supplied 96% of hopper cars ordered for week 8, with order fulfillment performance remaining unchanged from the 96% seen over the last two weeks. CN supplied 4,133 of 4,310 cars ordered, failing to supply 177 cars ordered.
- During week 8, CN supplied a total of 3,699 hoppers including 49 for future week orders (see table page 2).
- CN's performance was generally consistent across all shippers with all but one shipper receiving 86% or more of cars ordered on time.
- At more than 4,300 cars CN saw the highest single week demand level so far this year - above the 4,000 car threshold for the third consecutive week.
- Shipper demand for hopper cars in week 9 is only marginally higher (+1%) and is then expected to rise 9% to more than 4,700 cars in week 10.
- Heading into week 9, CN has 18 outstanding orders up from zero outstanding orders at the beginning of week 8.

CP

- CP fulfilled 83% of hopper cars ordered for week 8, reflecting an improvement from the 78% seen last week.
- For week 8, CP supplied 4,389 of 5,305 cars ordered, failing to supply 916 cars ordered.
- During week 8, CP supplied a total of 5,585 hoppers including 964 for previously outstanding orders. (see table page 2).
- At more than 5,300 cars CP saw the highest single week demand level so far this year - above the 4,000 car threshold for the fourth consecutive week.
- Shipper demand for hopper cars will decrease 15% for week 9, declining to 4,500 and is then expected to increase 22% to 5,500 cars in week 10.
- While CP's overall performance improved as compared to last week, the performance experienced by individual shippers varied significantly. In week 8 only 4 shippers received 55% or more of cars ordered on time.
- Heading into week 9, CP has 933 outstanding orders, representing an 11% reduction (-110) from the 1,043 outstanding orders entering week 8.



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	4,310	5,307	(997)	28,870	3,608	31,415	3,926	(2,545)	(318)
CP	5,305	5,781	(476)	32,802	4,100	33,415	4,176	(613)	(76)
Total	9,615	11,088	(1,473)	61,672	7,708	64,830	8,102	(3,158)	(394)

Cars Shipped

Railway	Corridor	Week 08	YTD
CN	N.A. Domestic	534	2,702
	Prince Rupert	1,393	8,922
	Thunder Bay	462	3,813
	Vancouver	1,648	13,193
Total		4,037	28,630
CP	N.A. Domestic	587	3,073
	Thunder Bay	1,143	8,629
	Vancouver	3,584	19,716
Total		5,314	31,418

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

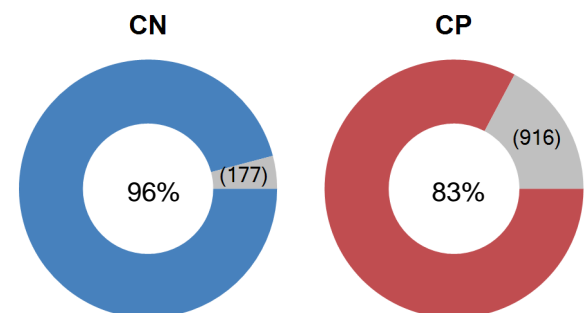
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,650	4,067	172	49	12	3,699	4,251	
CP	4,185	4,055	964	427	436	819	5,585	
Total	7,835	8,122	964	599	485	831	9,522	

Supplied by Block Size

Block Size	Week 08			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	2%	3%	4%	4%
25	1%	1%	1%	4%	2%	3%
50	22%	12%	16%	15%	9%	12%
100	74%	85%	81%	77%	86%	82%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,310	5,305	9,615
Current Week Order Fulfillment			
Supplied in Current Week	3,650	4,185	7,835
Supplied Early	483	204	687
Total Cars Supplied for Want Week	4,133	4,389	8,522
Current Week Unfulfilled Demand	(177)	(916)	(1,093)
% Current Week Orders Supplied	96%	83%	89%



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

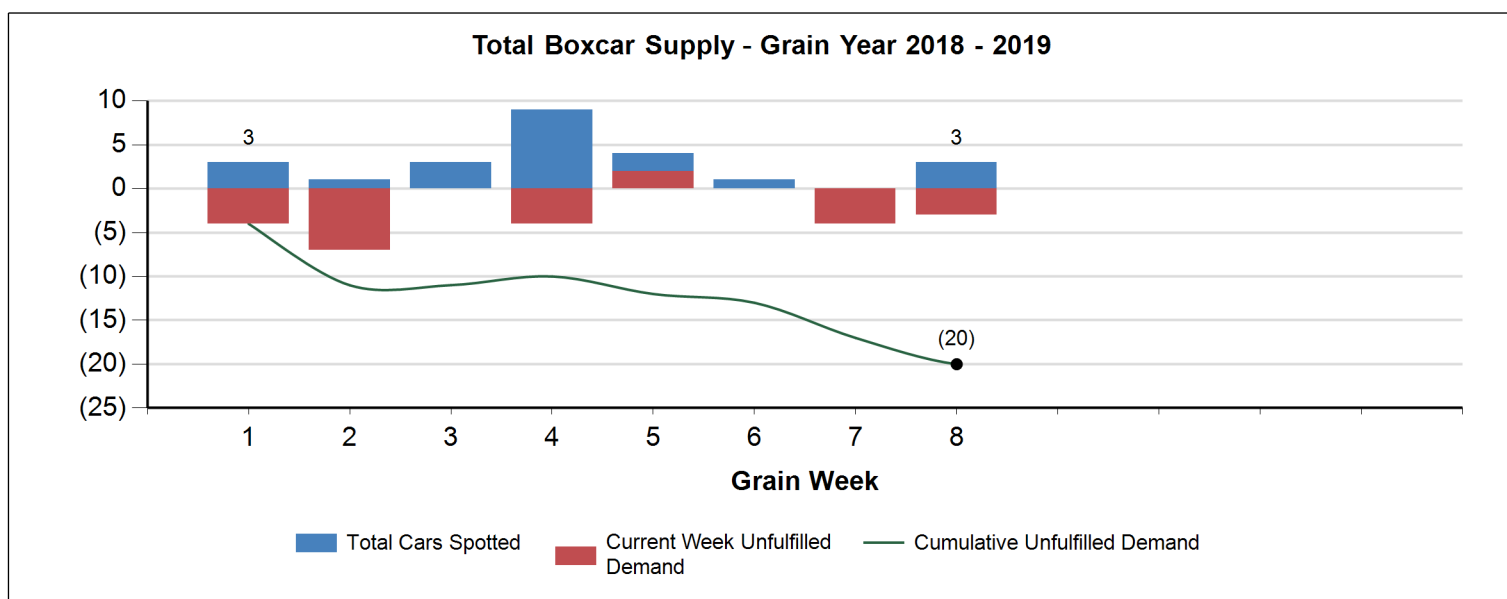
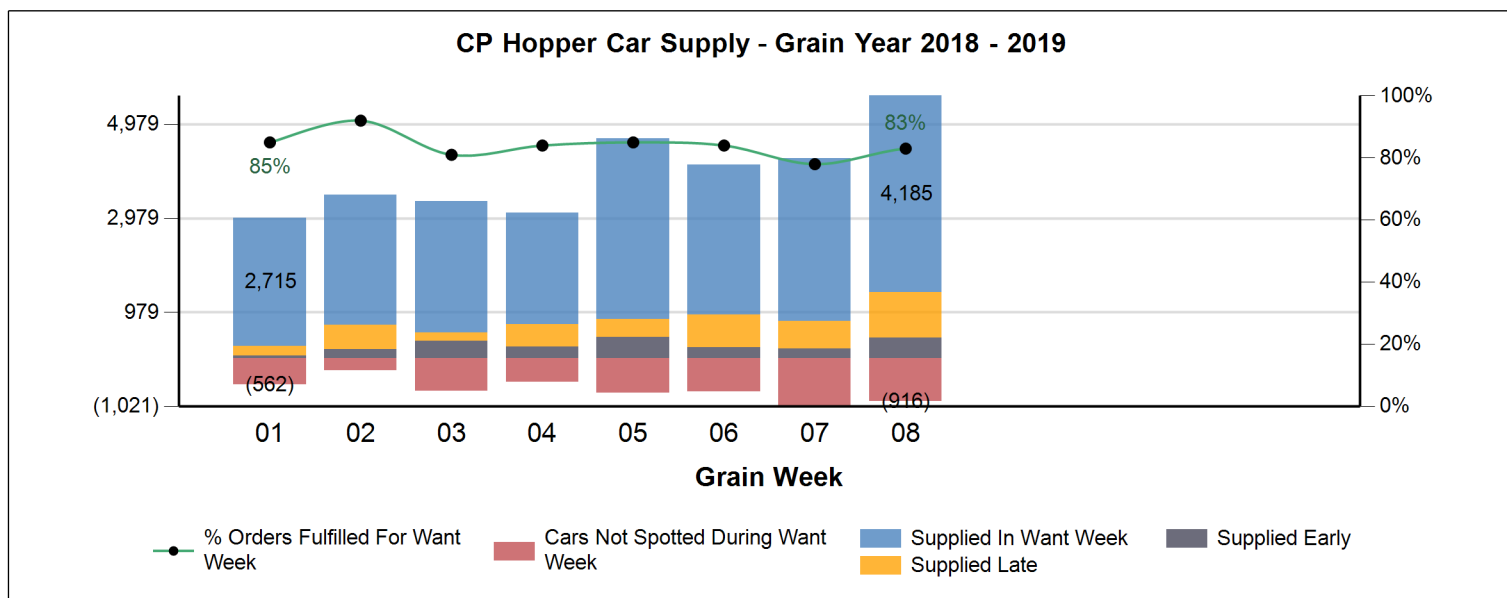
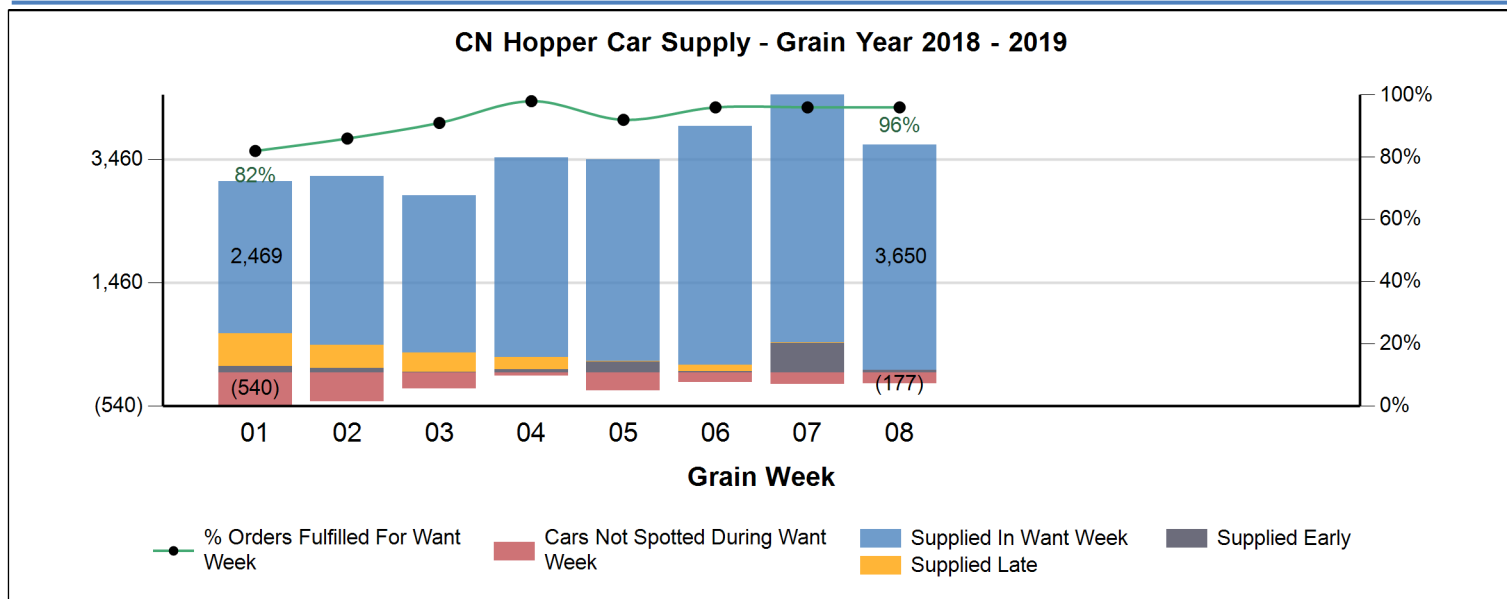
	Week 08		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	24	43	40	42
CP	41	41	43	55

Dwell Time (Hours) at Destination (All Traffic)

		Week 08		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	23	23	21	22
	CP	19	27	21	28
Thunder Bay	CN	66	63	46	38
	CP	60	39	55	36

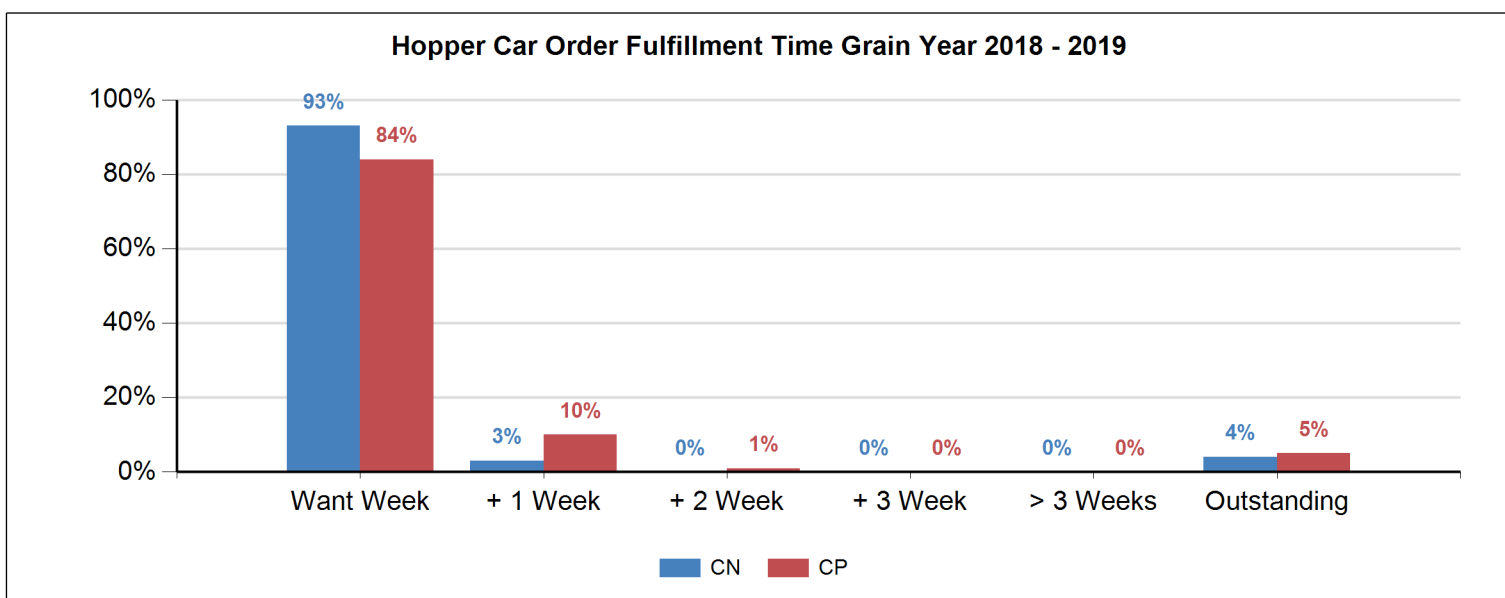
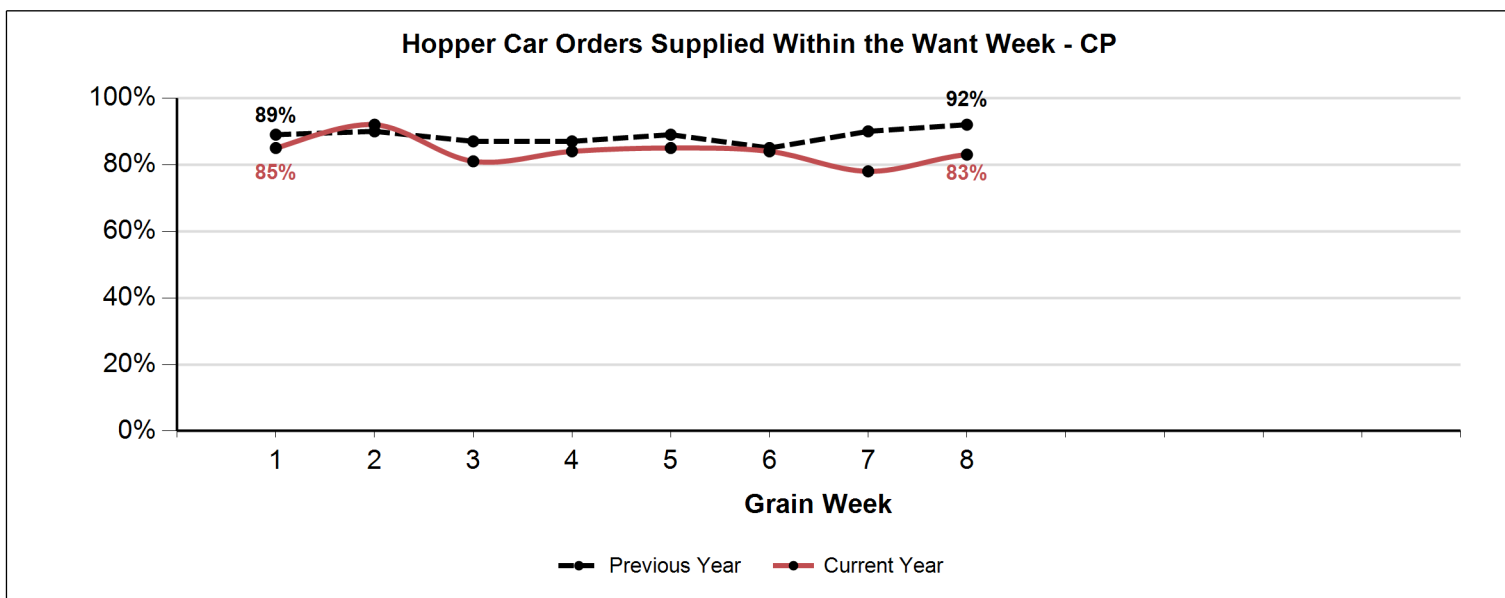
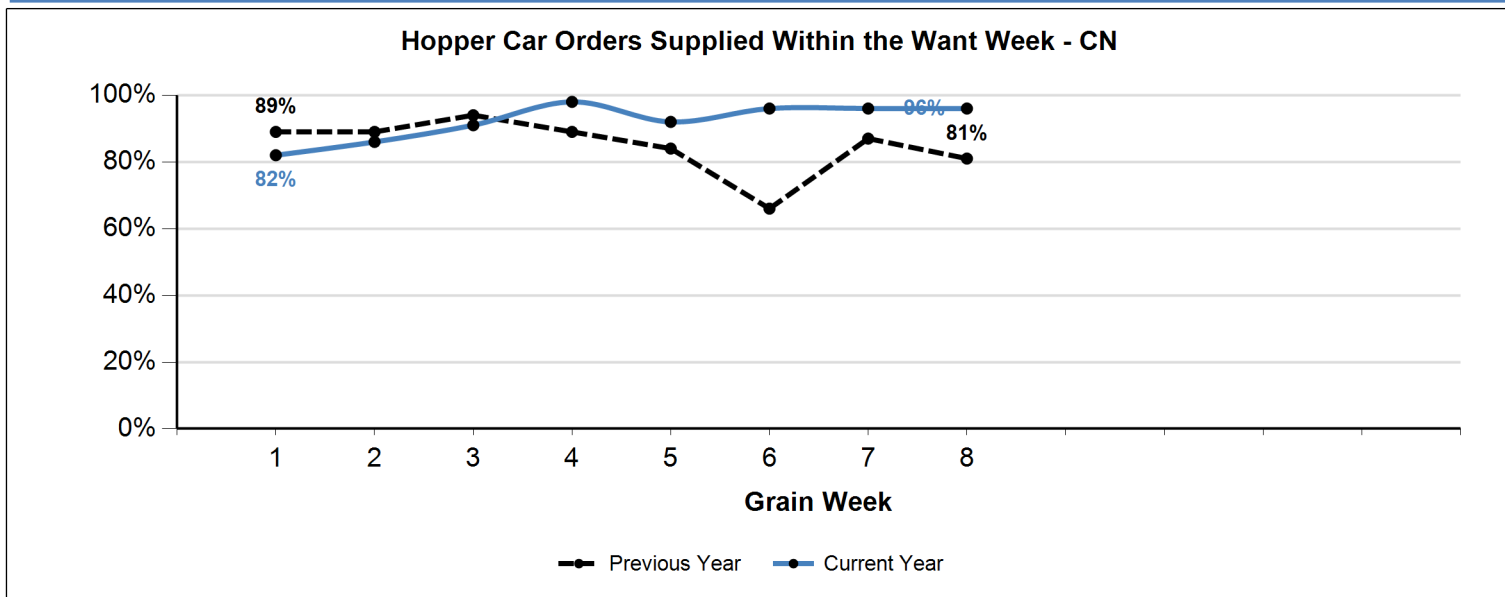


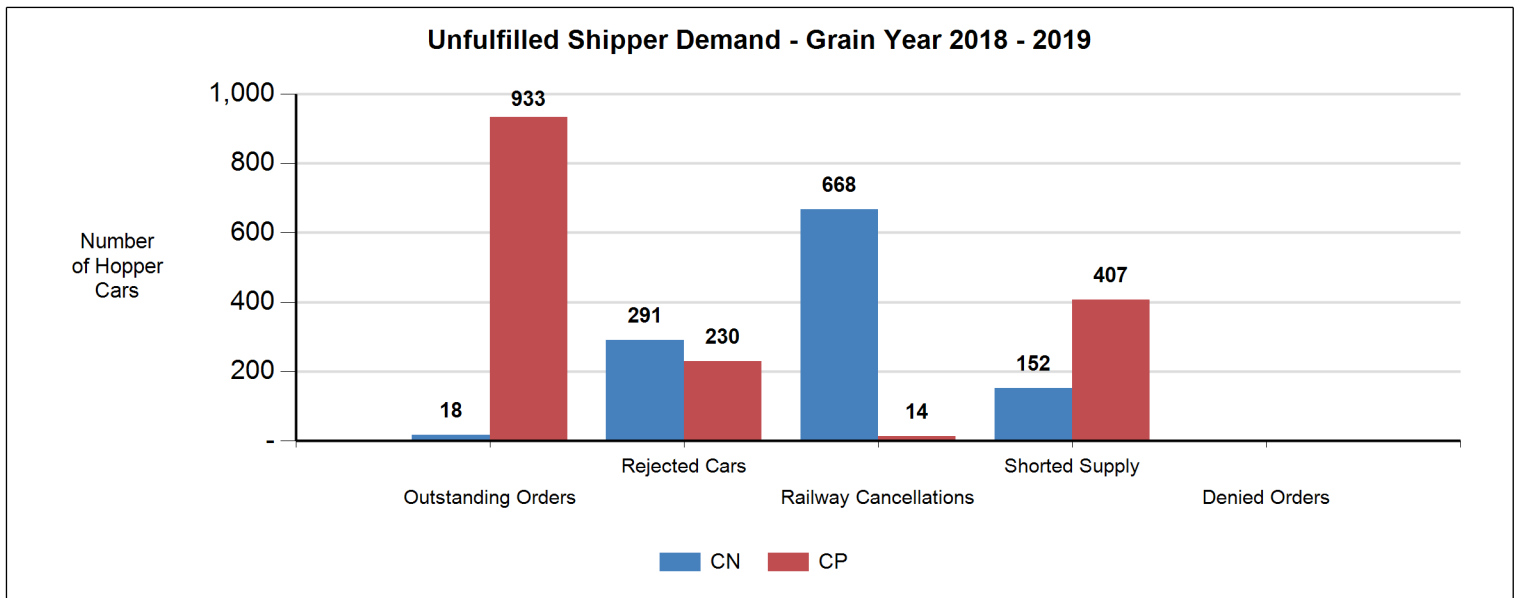
Weekly Performance Update - To Grain Week 08 (Grain Year 2018-19)
Covering 90% of grain movement originating in Western Canada





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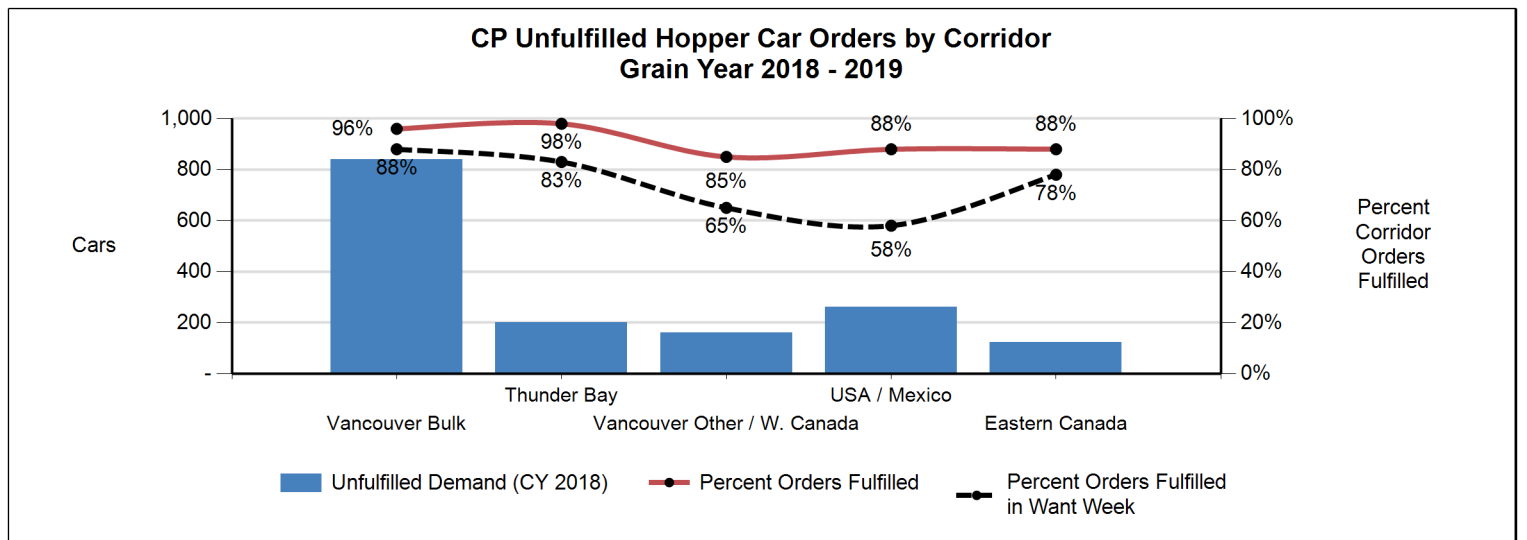
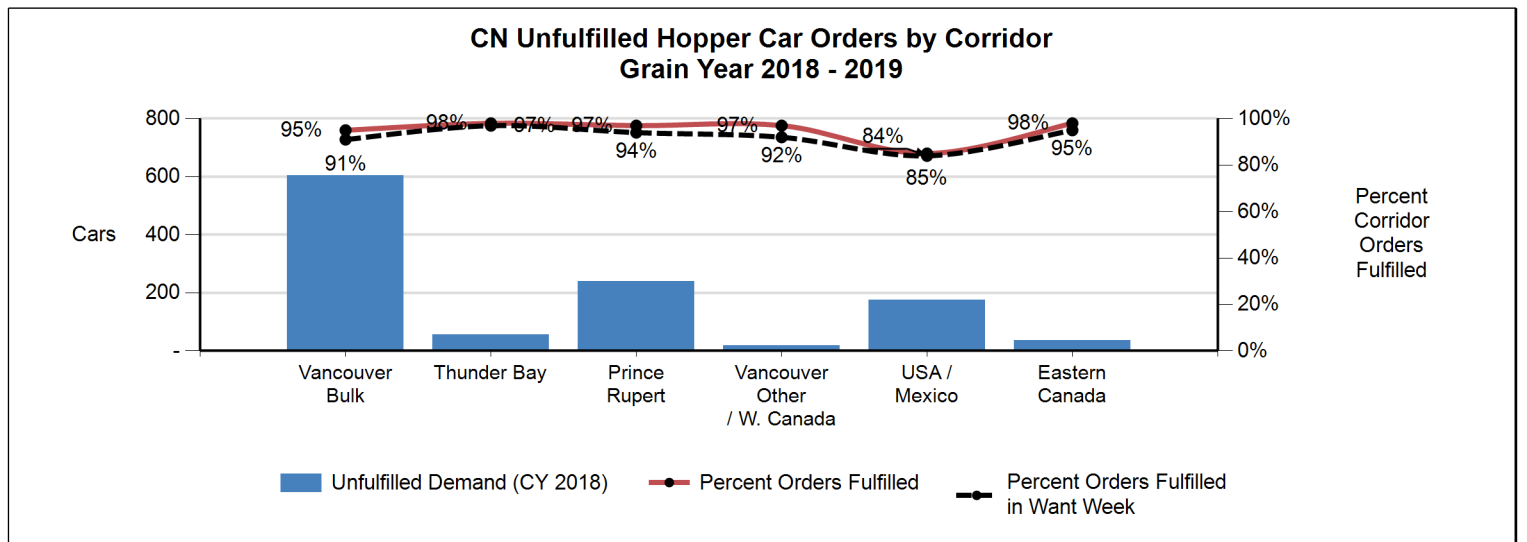
Corridor Performance

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

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	12,817	12,213	(604)	95%
	Thunder Bay	3,719	3,663	(56)	98%
	Prince Rupert	9,113	8,873	(240)	97%
	Vancouver Other / W. Canada	551	533	(18)	97%
	USA / Mexico	1,130	955	(175)	85%
	Eastern Canada	1,540	1,504	(36)	98%
Total		28,870	27,741	(1,129)	96%
CP	Vancouver Bulk	19,561	18,722	(839)	96%
	Thunder Bay	8,917	8,716	(201)	98%
	Vancouver Other / W. Canada	1,060	900	(160)	85%
	USA / Mexico	2,219	1,957	(262)	88%
	Eastern Canada	1,045	923	(122)	88%
Total		32,802	31,218	(1,584)	95%

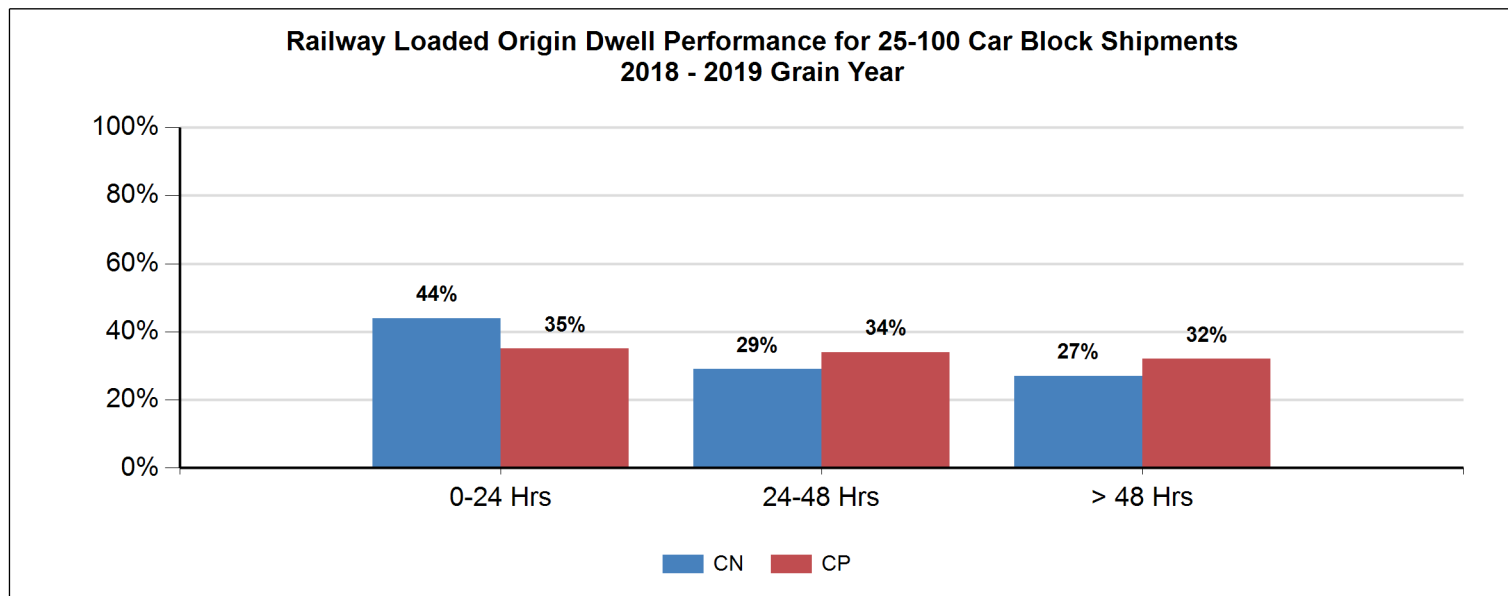
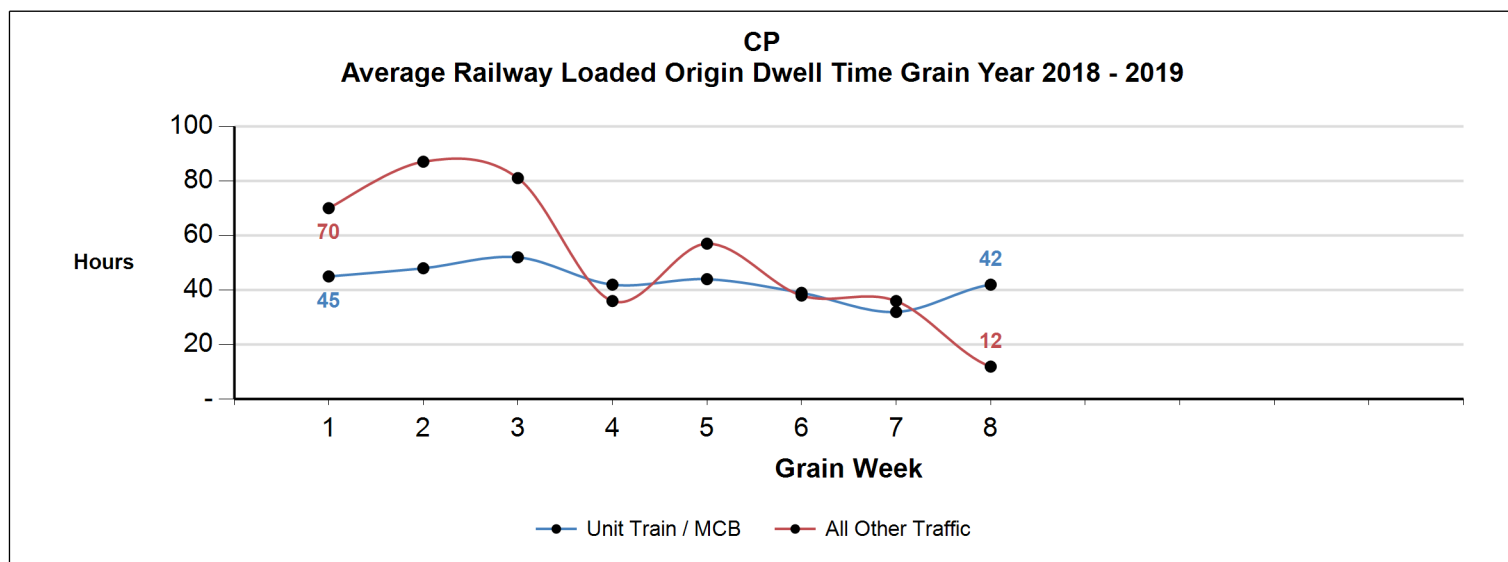
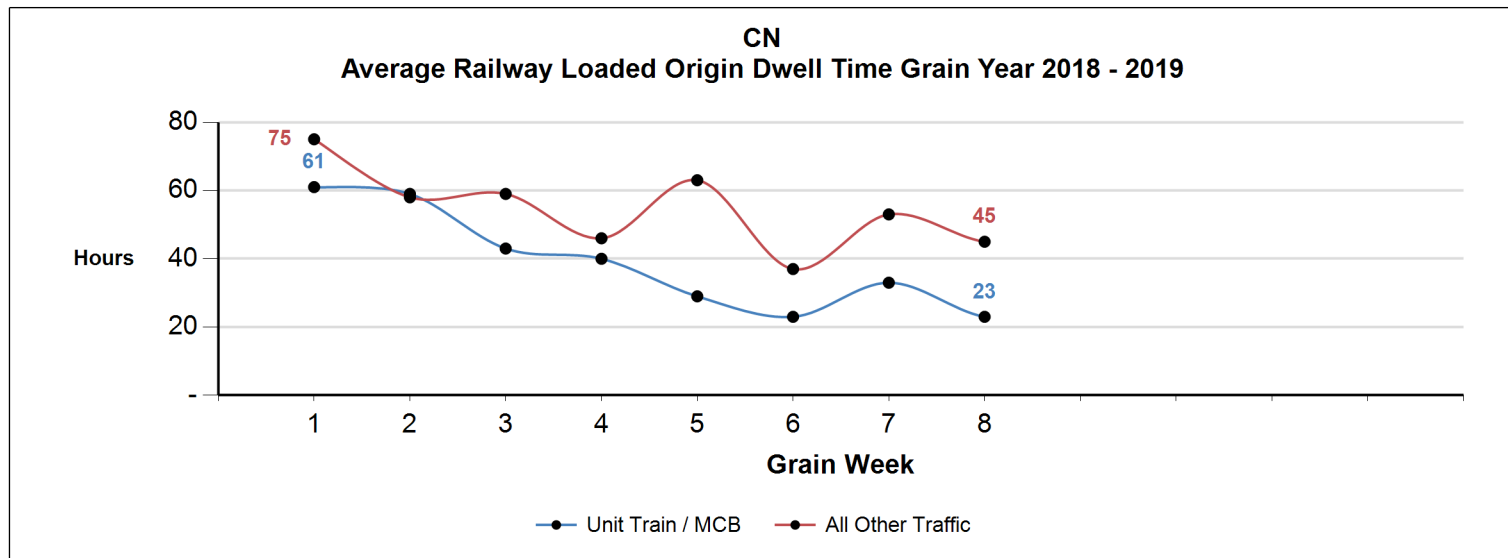
Hopper Cars Supplied in the Want Week by Corridor - To Week 08

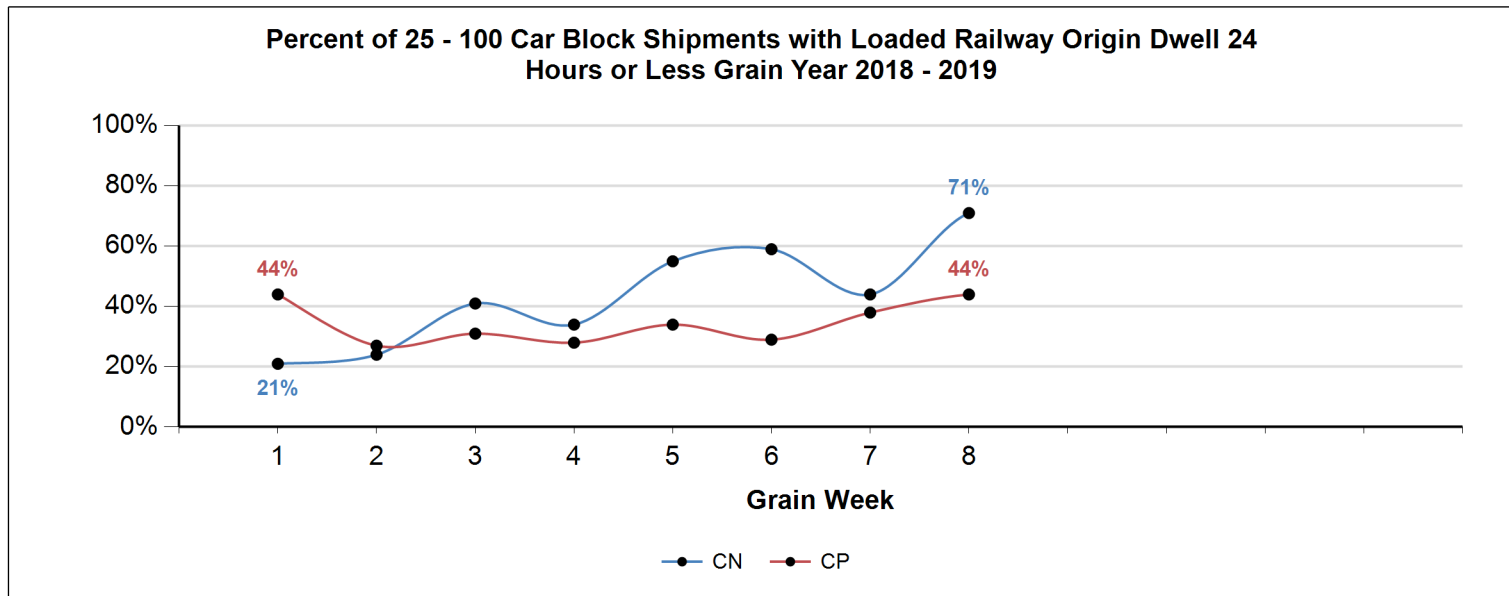
Railway	Corridor	Week 08			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,590	1,452	91%	12,817	11,654	91%
	Thunder Bay	517	512	99%	3,719	3,610	97%
	Prince Rupert	1,497	1,472	98%	9,113	8,572	94%
	Vancouver Other / W. Canada	171	169	99%	551	505	92%
	USA / Mexico	355	350	99%	1,130	947	84%
	Eastern Canada	180	178	99%	1,540	1,461	95%
CN Total		4,310	4,133	96%	28,870	26,749	93%
CP	Vancouver Bulk	3,537	3,099	88%	19,561	17,186	88%
	Thunder Bay	1,113	1,052	95%	8,917	7,427	83%
	Vancouver Other / W. Canada	234	128	55%	1,060	685	65%
	USA / Mexico	274	52	19%	2,219	1,295	58%
	Eastern Canada	147	58	39%	1,045	815	78%
CP Total		5,305	4,389	83%	32,802	27,408	84%



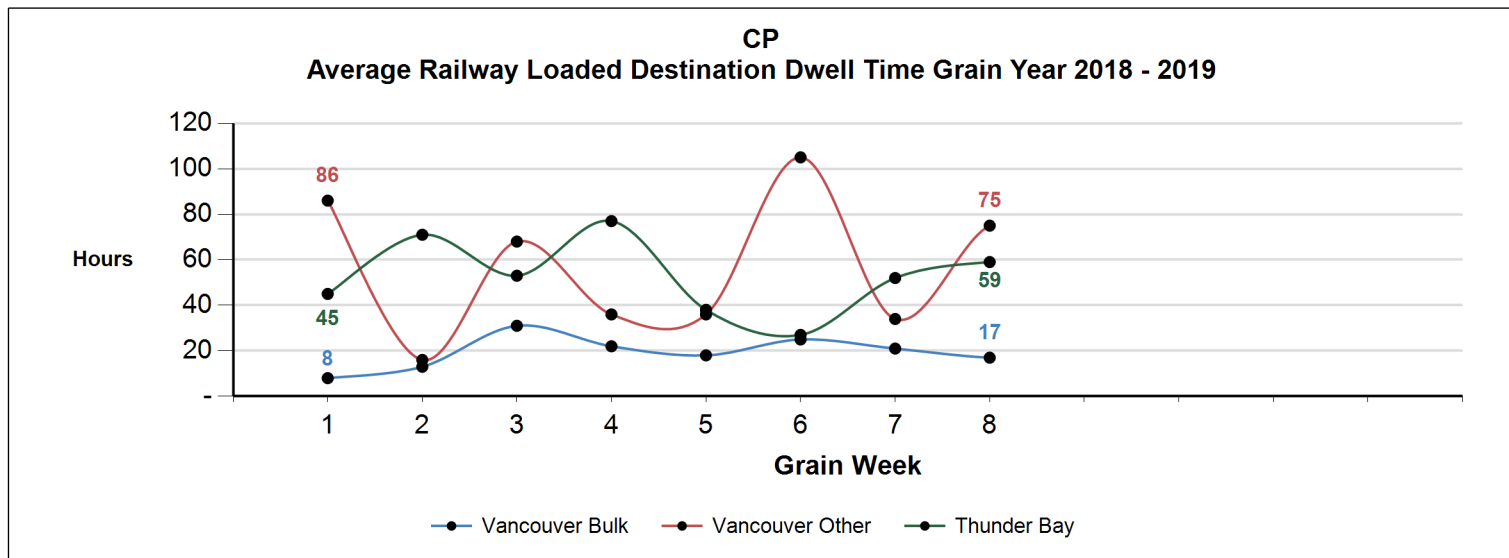
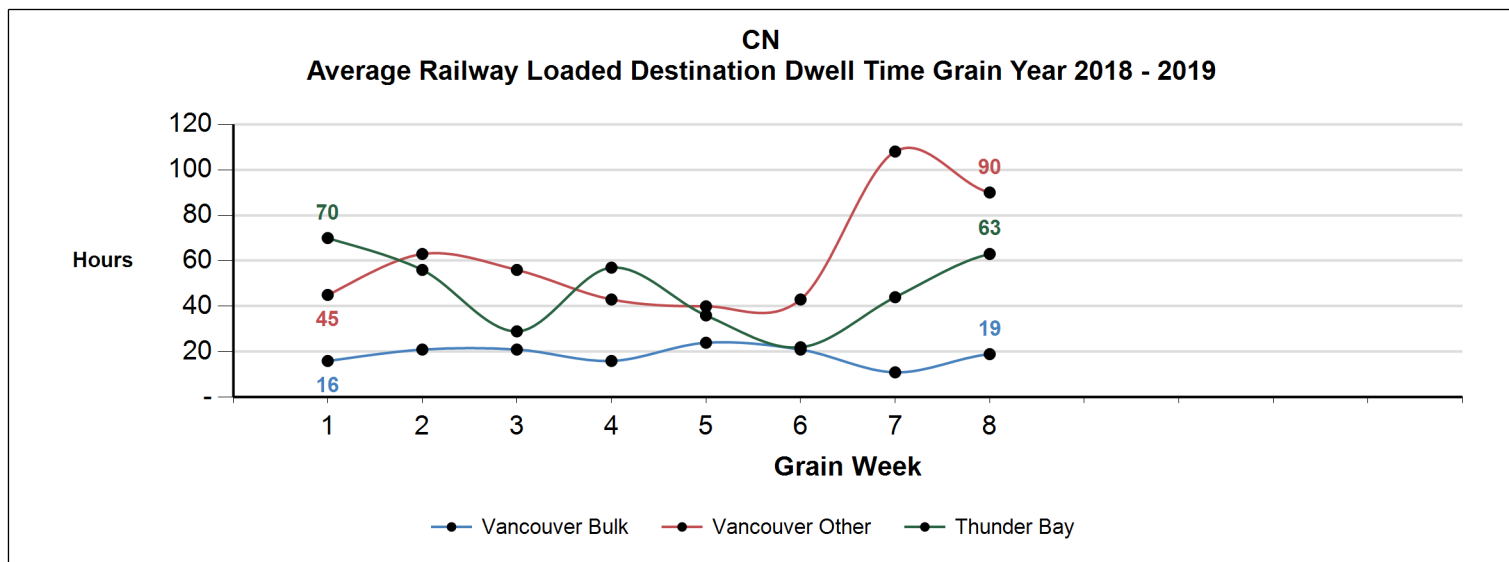


Origin Dwell Performance

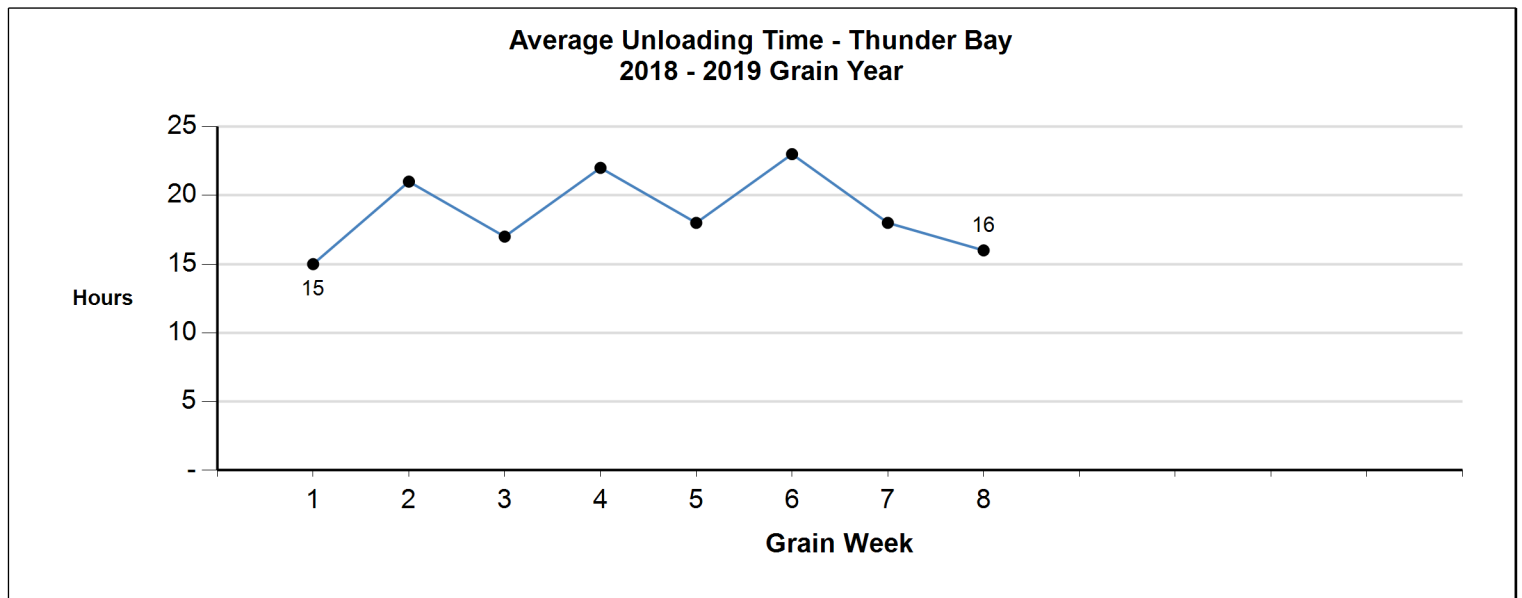
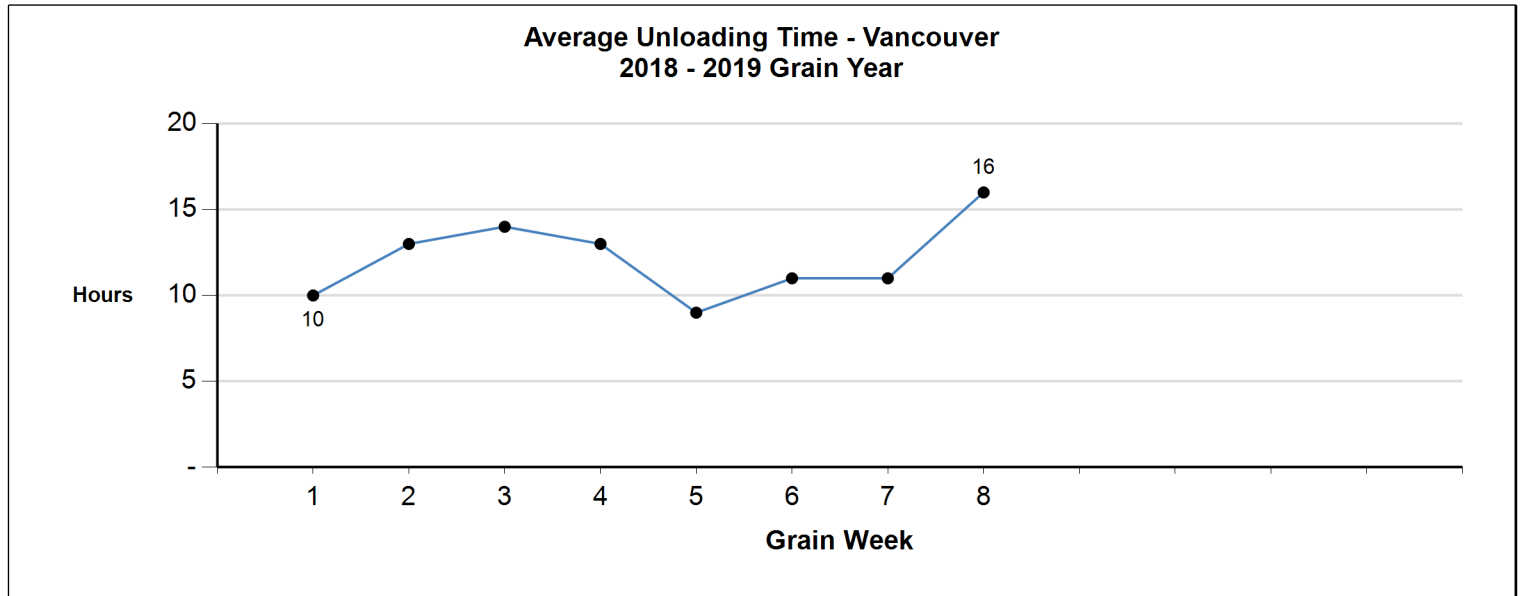




Destination Dwell Performance



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.