

## **Week 10 Performance**

CN and CP supplied a combined 88% of hopper cars ordered in grain week 10 - in line with last week's 88% performance, reflecting a slight increase in performance on CN offset by a decline in performance on CP. CN's performance remained above the 90% threshold for the eighth consecutive week, supplying 94% of cars ordered while CP's performance decreased week over week, supplying 82% of cars ordered as compared to 84% in the prior week. CN and CP combined will enter week 11 with 1,023 outstanding orders - a net 1% increase from the 1,015 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 (+12) and a decline in the number of outstanding orders on CP by (-4)

In week 10, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance. Performance decline was only seen in the Prince Rupert corridor, which saw 91% of cars ordered for week 10 supplied on time. The corridor represented 30% of total hopper car demand for CN in week 10. CP saw performance hold or improved in 4 of 5 corridors with a notable decline in performance seen in the Thunder Bay corridor, which represented 23% of total hopper car demand for CP in week 10.

With the exception of four outstanding orders for week 9 and two outstanding orders for week 8 - all CP orders - all other outstanding orders remain current - i.e. unfulfilled week 10 orders.

### **CN**

- CN supplied 94% of hopper cars ordered for week 10, representing an increase from the 93% order fulfillment performance seen last week. CN supplied 4,000 of 4,262 cars ordered, failing to supply 262 cars ordered.
- During week 10, CN supplied a total of 4,185 hoppers with 208 being outstanding orders placed prior to week 10 (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 fifth consecutive week.
- Shipper demand for hopper cars is 8% higher in week 11, rising from 4,350 to 4,700.
- Heading into week 11, CN has 223 outstanding orders, reflecting a 6% increase (+12) from the 211 outstanding orders at the beginning of week 10.

### **CP**

- CP fulfilled 82% of hopper cars ordered for week 10, reflecting a drop from the 84% seen last week.
- For week 10, CP supplied 3,668 of 4,464 cars ordered, failing to supply 796 cars ordered.
- During week 10, CP supplied a total of 4,293 hoppers including 726 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the sixth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 3% for week 11, rising from 4,950 to about 5,100.
- While CP's overall performance declined over last week, the performance experienced by individual shippers varied significantly. In week 10, all but three shippers receiving more than 75% of cars ordered on time.
- Heading into week 11, CP has 800 outstanding orders, representing a marginal improvement (-4) from the 804 outstanding orders entering week 10.



## Performance Dashboard

### Hopper Car Demand

	Week 10			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	4,262	4,913	(651)	37,388	3,738	41,248	4,124	(3,860)	(386)
CP	4,464	5,618	(1,154)	41,741	4,174	44,242	4,424	(2,501)	(250)
<b>Total</b>	<b>8,726</b>	<b>10,531</b>	<b>(1,805)</b>	<b>79,129</b>	<b>7,912</b>	<b>85,490</b>	<b>8,548</b>	<b>(6,361)</b>	<b>(636)</b>

### Cars Shipped

Railway	Corridor	Week 10	YTD
CN	N.A. Domestic	83	2,979
	Prince Rupert	1,668	11,902
	Thunder Bay	603	5,073
	Vancouver	1,886	17,205
<b>Total</b>		<b>4,240</b>	<b>37,159</b>
CP	N.A. Domestic	581	3,809
	Thunder Bay	748	11,137
	Vancouver	3,345	25,903
<b>Total</b>		<b>4,674</b>	<b>40,849</b>

### Empty Hopper Cars Supplied - Week 10 (All Want Weeks)

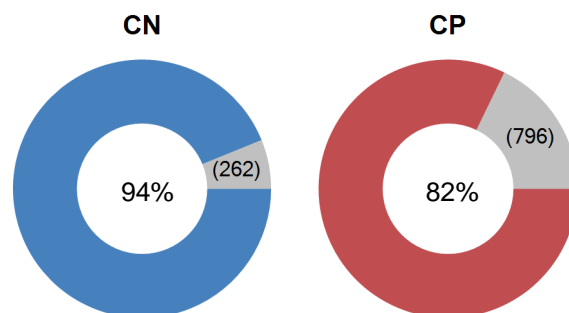
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,945	4,095	208	661	32	9	4,185	4,765
CP	3,120	4,094	726	145	447	392	4,293	4,631
<b>Total</b>	<b>7,065</b>	<b>8,189</b>	<b>934</b>	<b>806</b>	<b>479</b>	<b>401</b>	<b>8,478</b>	<b>9,396</b>

### Supplied by Block Size

Block Size	Week 10			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	2%	3%	3%	3%
25	1%	2%	2%	4%	2%	3%
50	16%	8%	12%	14%	8%	11%
100	80%	88%	84%	79%	87%	83%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,262	4,464	8,726
Current Week Order Fulfillment			
Supplied in Current Week	3,945	3,120	7,065
Supplied Early	55	548	603
<b>Total Cars Supplied for Want Week</b>	<b>4,000</b>	<b>3,668</b>	<b>7,668</b>
Current Week Unfulfilled Demand	(262)	(796)	(1,058)
% Current Week Orders Supplied	94%	82%	88%



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

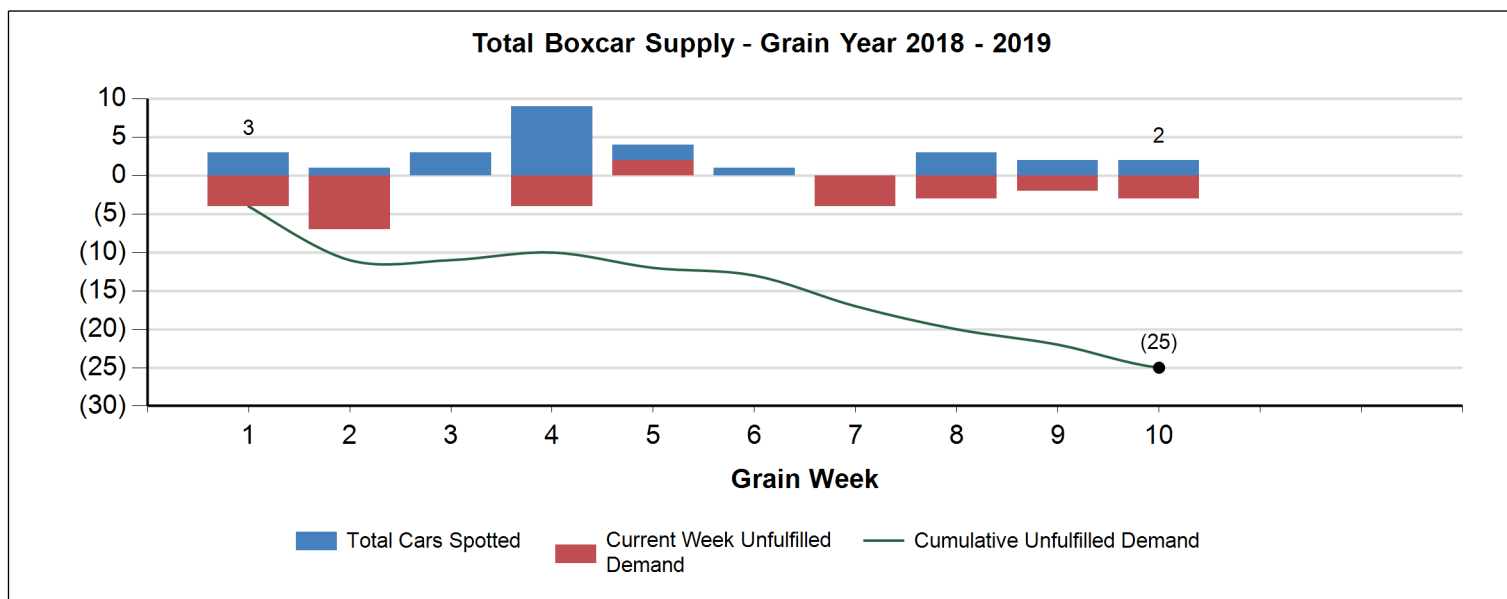
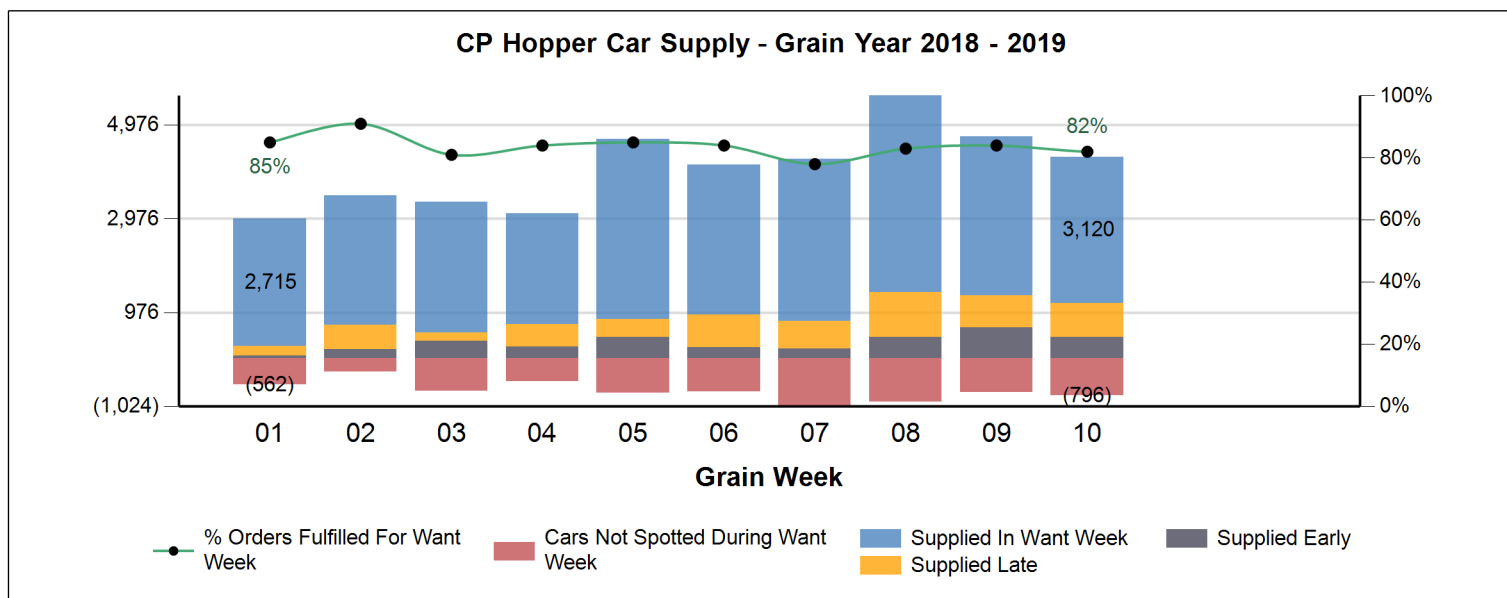
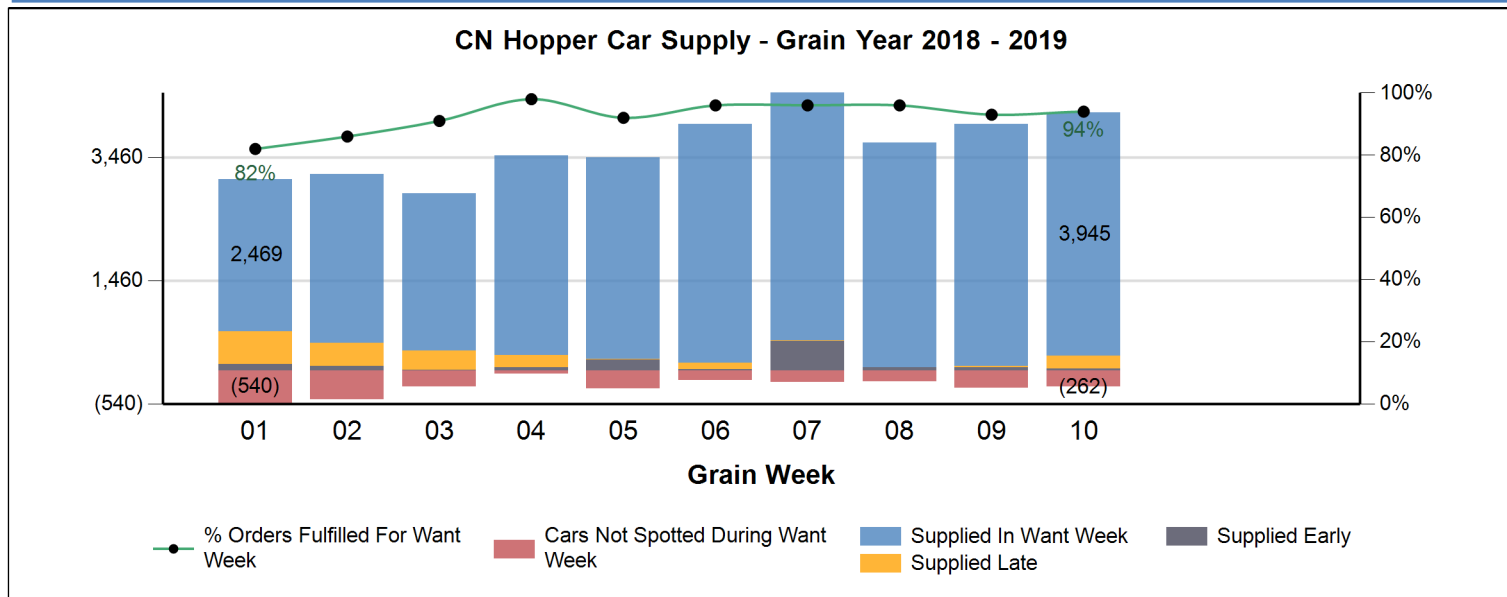
	Week 10		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	39	45	40	43
CP	40	52	44	53

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

		Week 10		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	27	24	21	22
	CP	29	20	21	29
Thunder Bay	CN	44	53	46	45
	CP	52	45	53	37

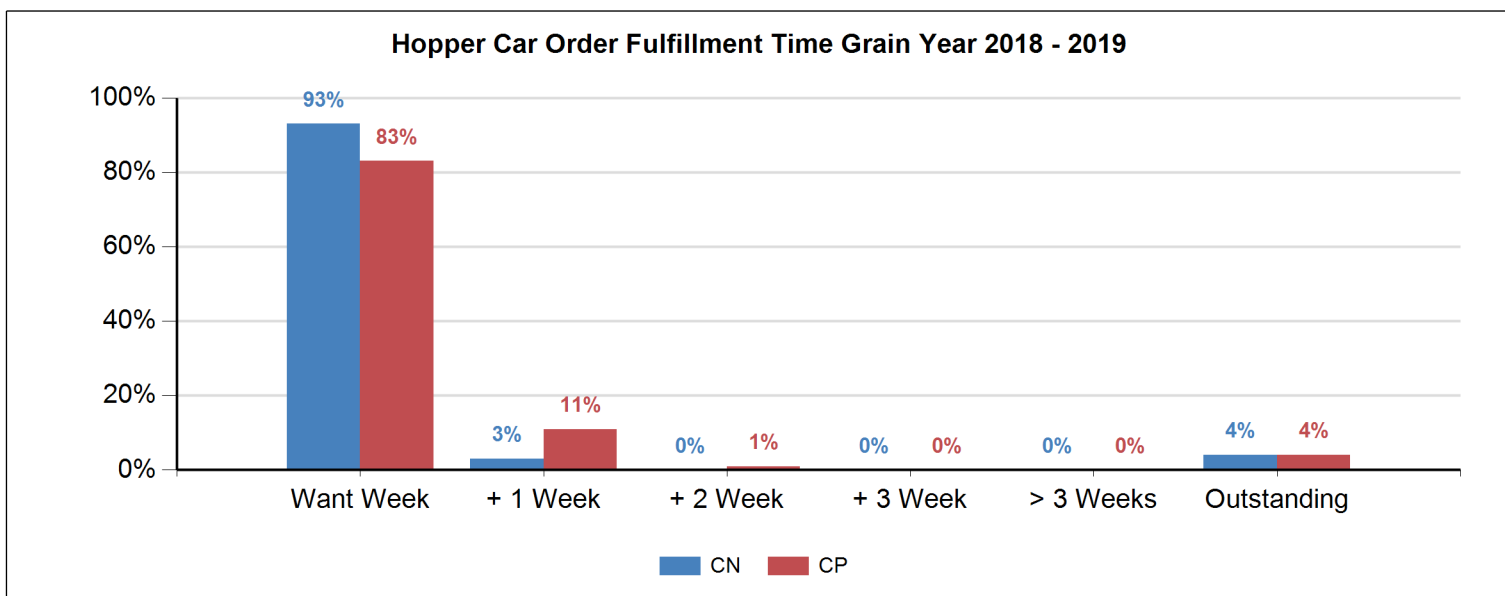
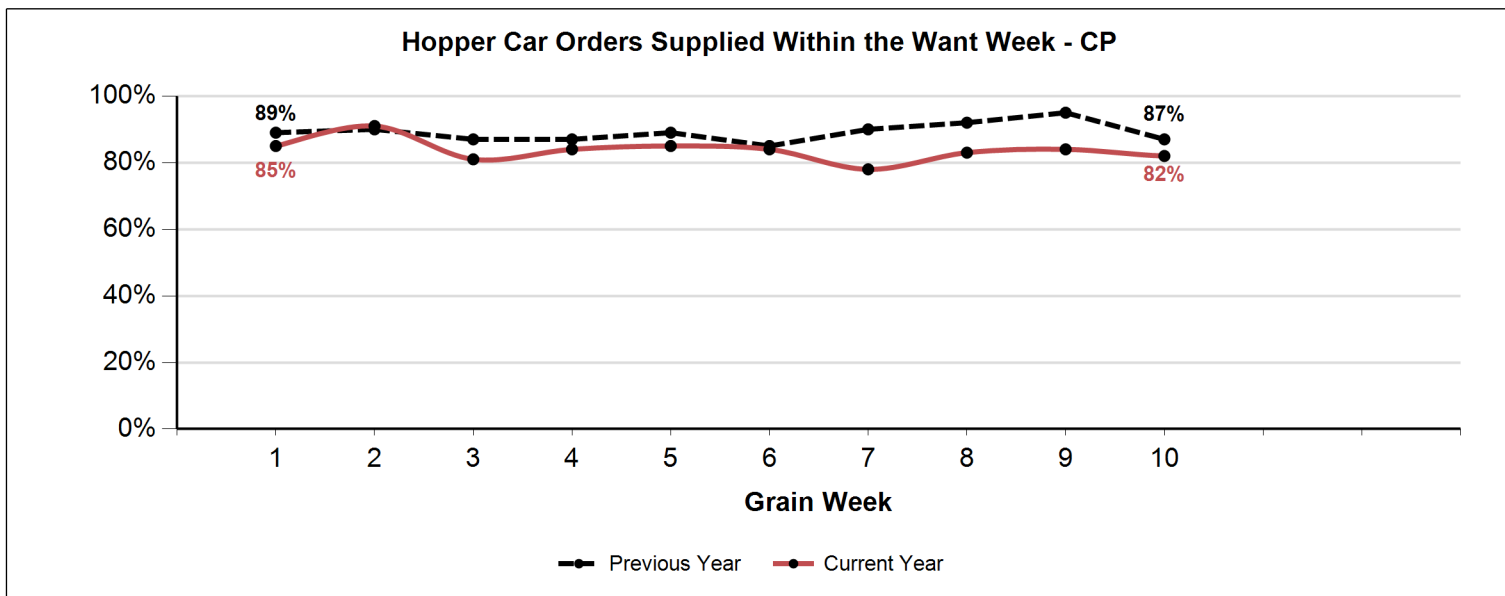
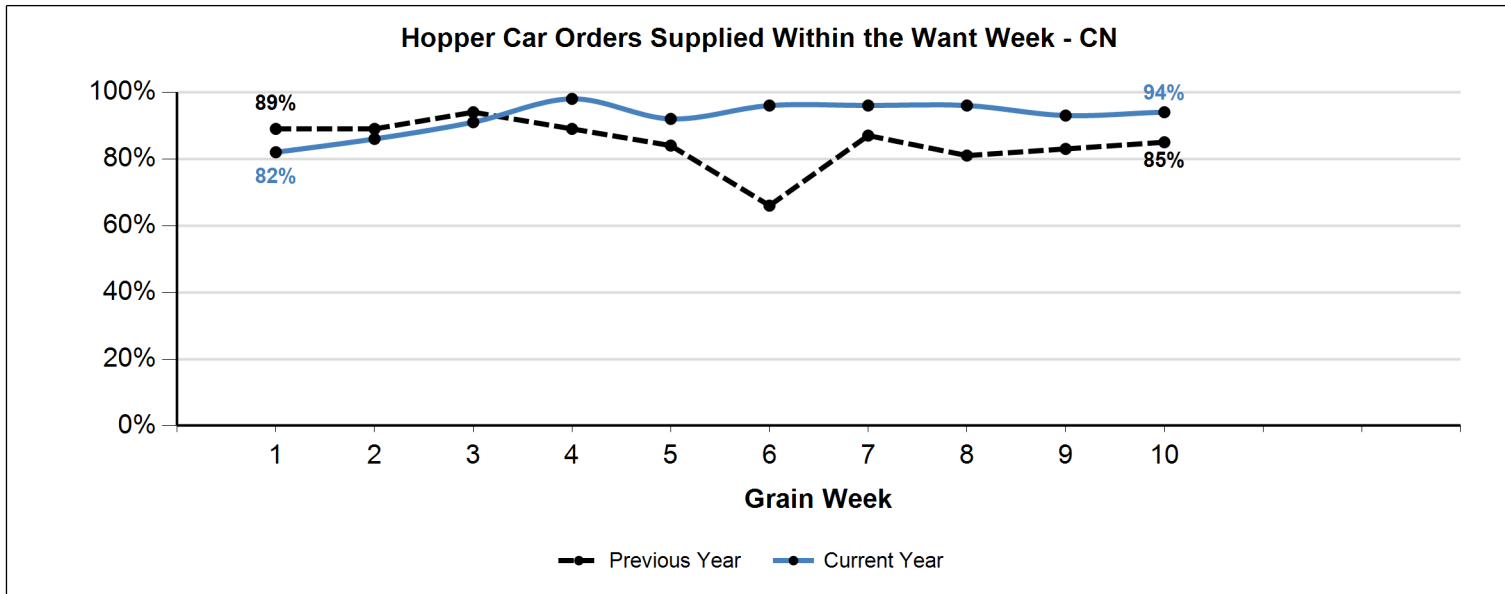


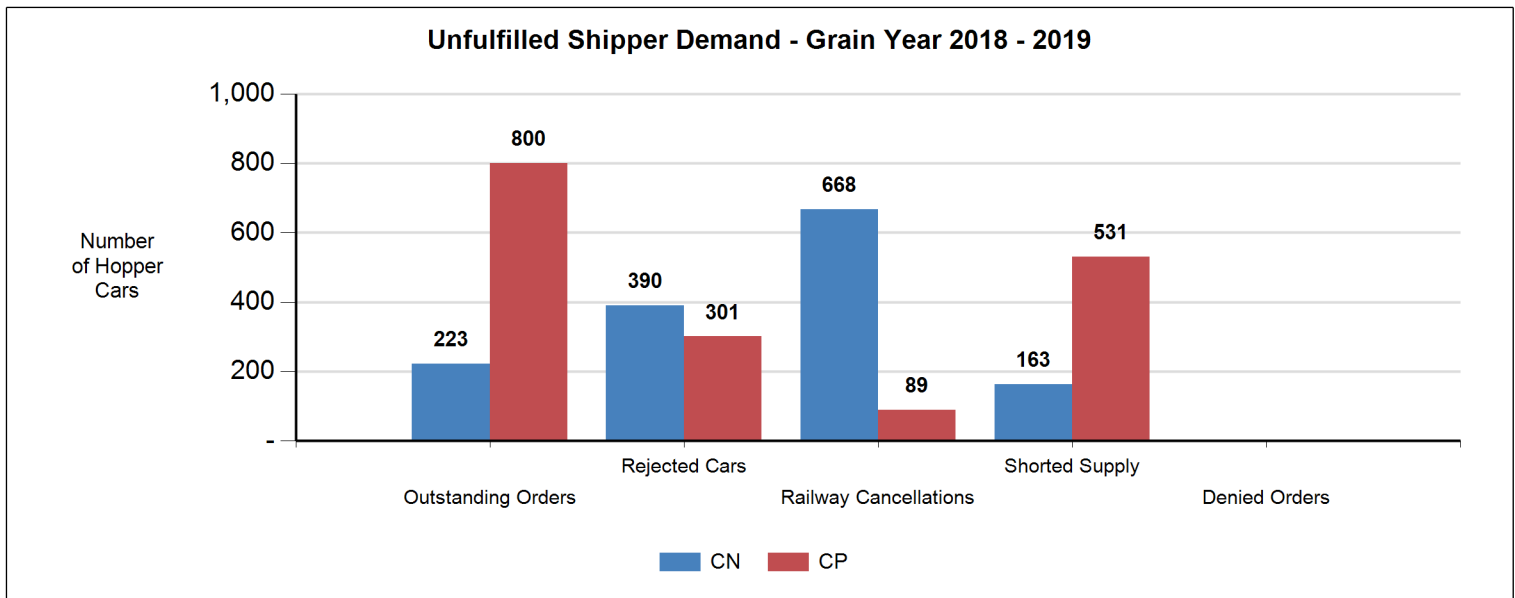
Weekly Performance Update - To Grain Week 10 (Grain Year 2018-19)  
Covering 90% of grain movement originating in Western Canada





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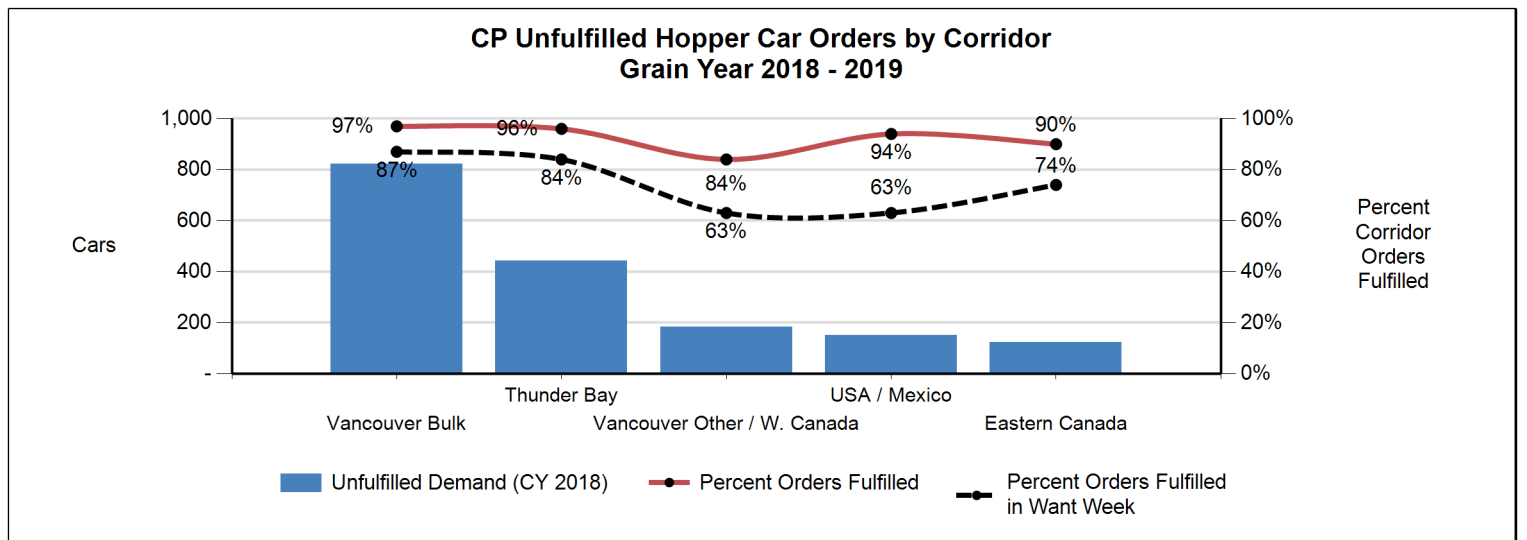
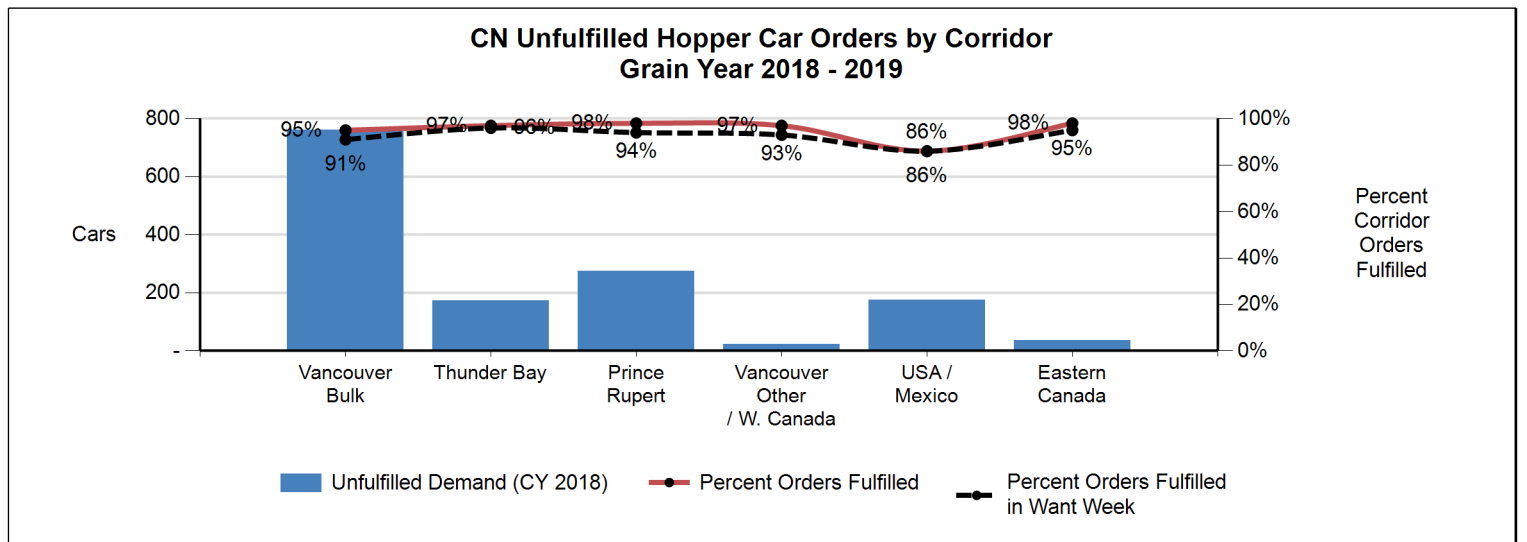
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 10

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	16,868	16,108	(760)	95%
	Thunder Bay	5,048	4,874	(174)	97%
	Prince Rupert	11,781	11,505	(276)	98%
	Vancouver Other / W. Canada	764	741	(23)	97%
	USA / Mexico	1,266	1,091	(175)	86%
	Eastern Canada	1,661	1,625	(36)	98%
<b>Total</b>		<b>37,388</b>	<b>35,944</b>	<b>(1,444)</b>	<b>96%</b>
CP	Vancouver Bulk	25,101	24,278	(823)	97%
	Thunder Bay	11,670	11,228	(442)	96%
	Vancouver Other / W. Canada	1,185	1,001	(184)	84%
	USA / Mexico	2,605	2,456	(149)	94%
	Eastern Canada	1,180	1,057	(123)	90%
<b>Total</b>		<b>41,741</b>	<b>40,020</b>	<b>(1,721)</b>	<b>96%</b>

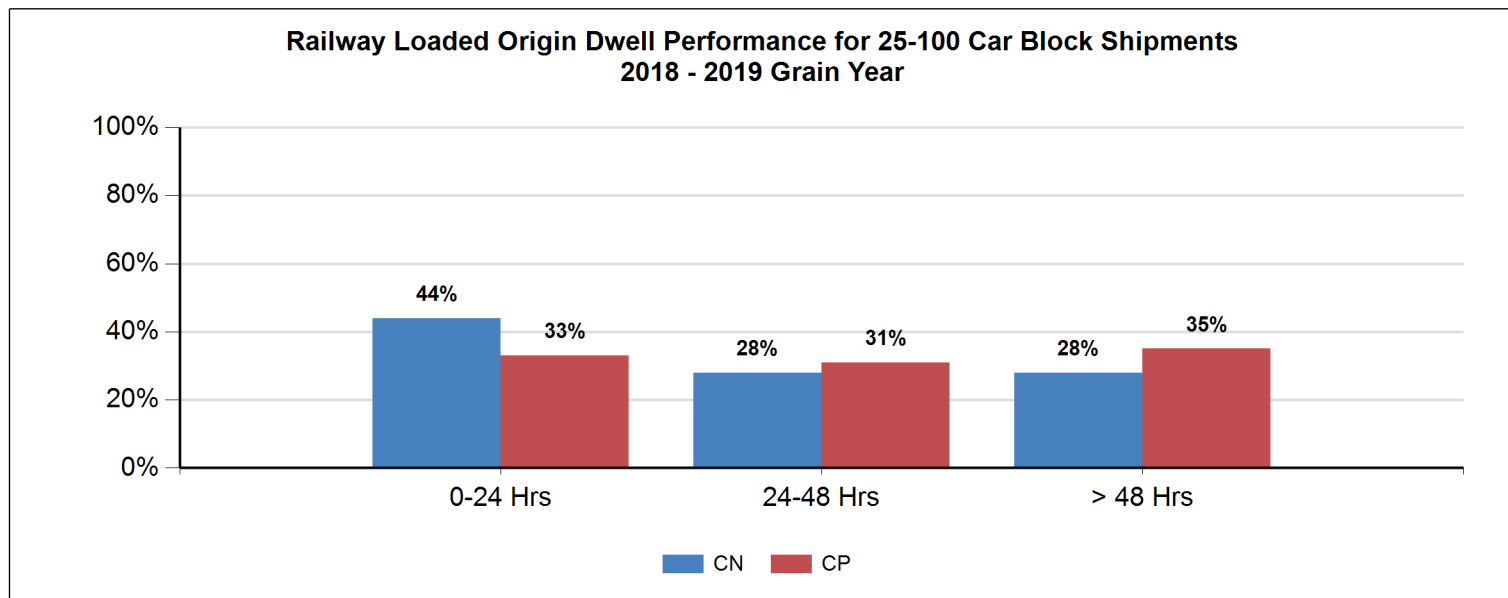
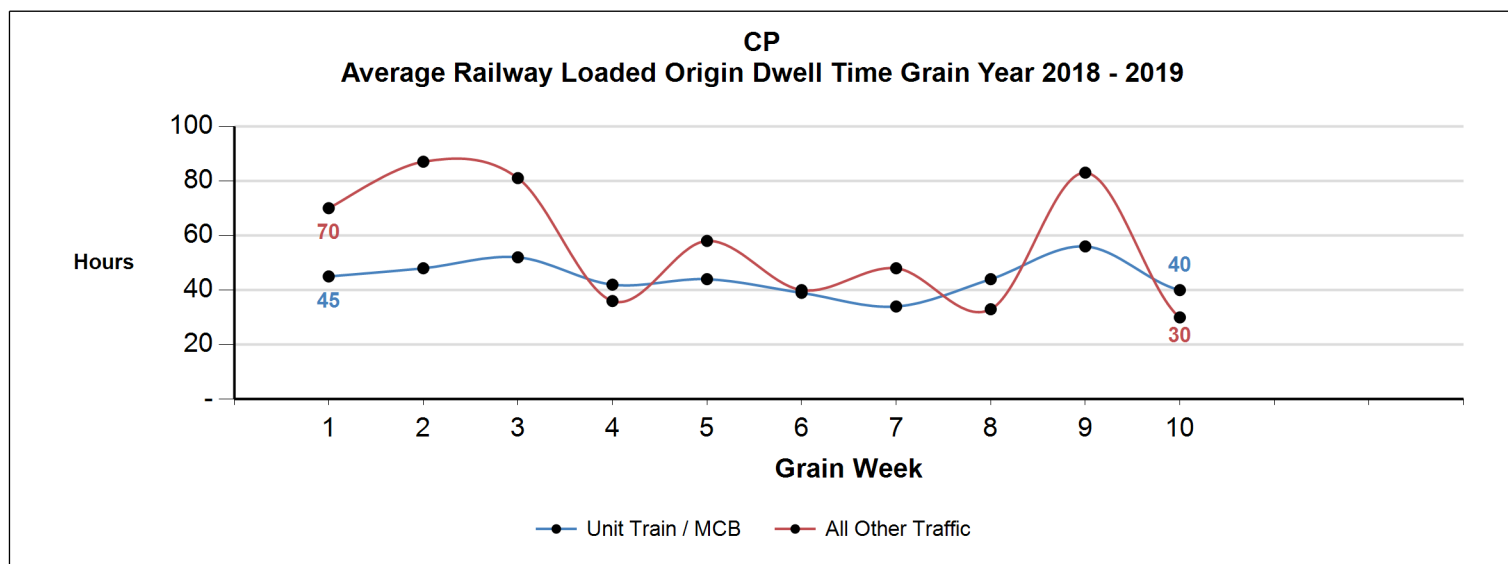
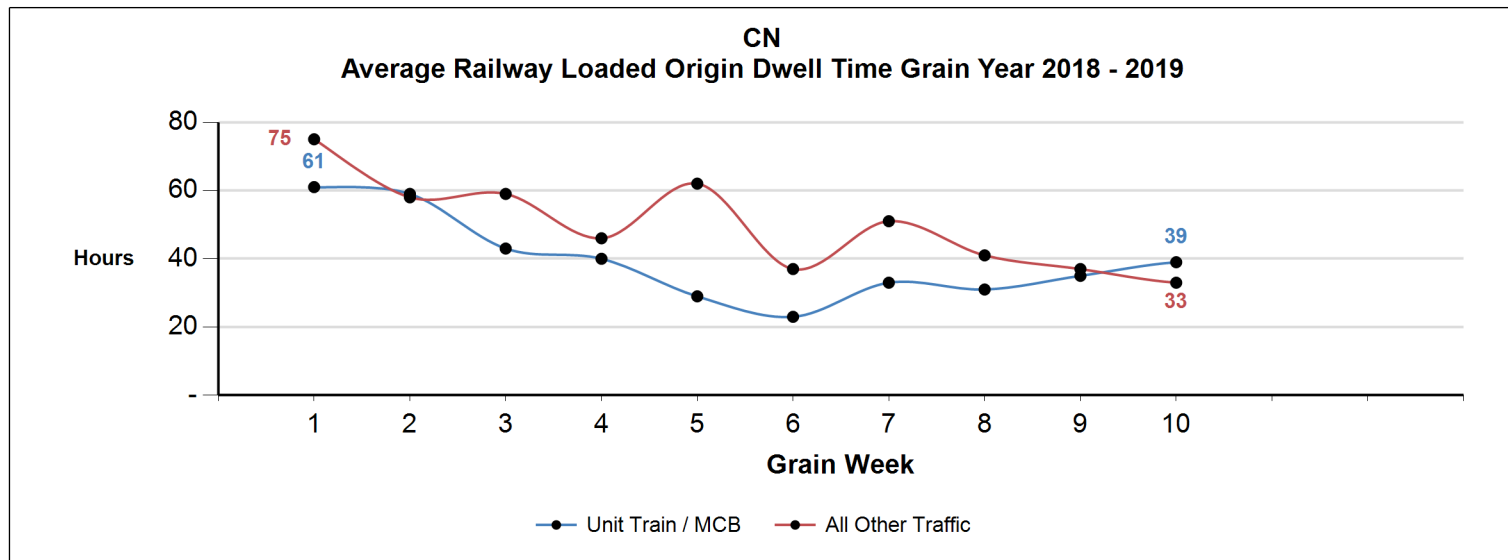
**Hopper Cars Supplied in the Want Week by Corridor - To Week 10**

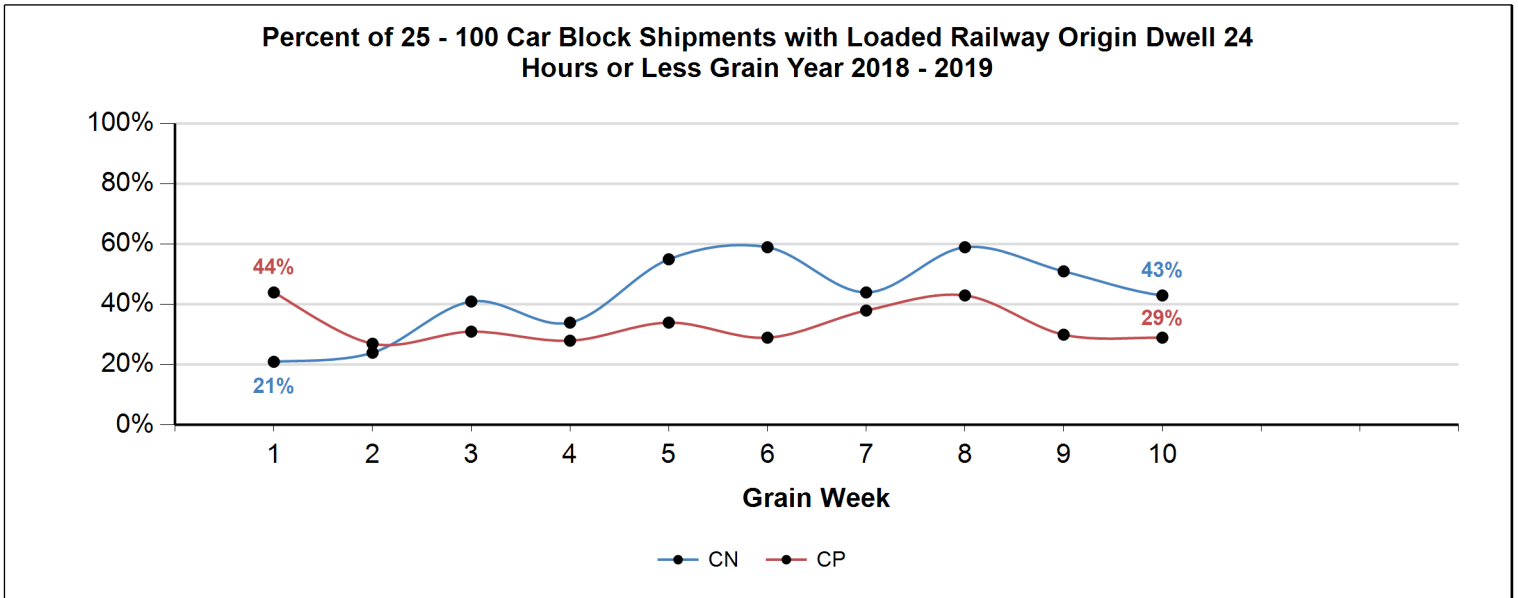
Railway	Corridor	Week 10			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,172	2,032	94%	16,868	15,431	91%
	Thunder Bay	608	604	99%	5,048	4,821	96%
	Prince Rupert	1,267	1,150	91%	11,781	11,096	94%
	Vancouver Other / W. Canada	136	135	99%	764	711	93%
	USA / Mexico	54	54	100%	1,266	1,083	86%
	Eastern Canada	25	25	100%	1,661	1,582	95%
<b>CN Total</b>		<b>4,262</b>	<b>4,000</b>	<b>94%</b>	<b>37,388</b>	<b>34,724</b>	<b>93%</b>
CP	Vancouver Bulk	2,786	2,462	88%	25,101	21,763	87%
	Thunder Bay	1,037	786	76%	11,670	9,785	84%
	Vancouver Other / W. Canada	160	34	21%	1,185	744	63%
	USA / Mexico	375	336	90%	2,605	1,636	63%
	Eastern Canada	106	50	47%	1,180	868	74%
<b>CP Total</b>		<b>4,464</b>	<b>3,668</b>	<b>82%</b>	<b>41,741</b>	<b>34,796</b>	<b>83%</b>



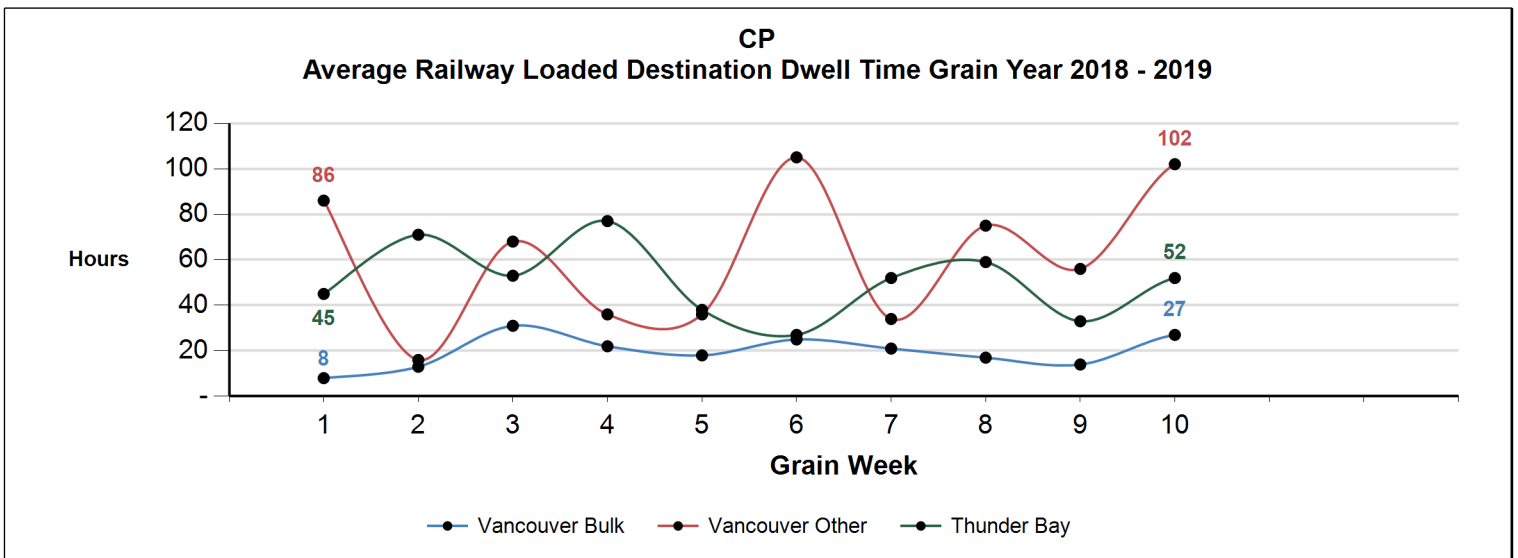
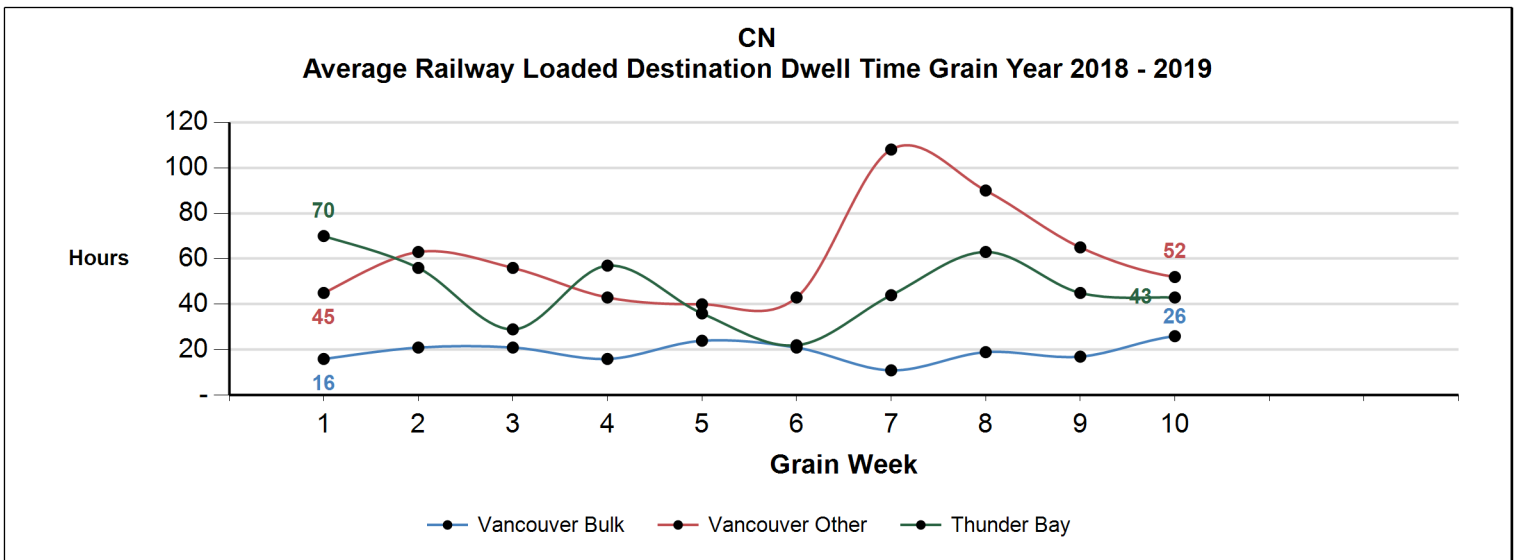


### Origin Dwell Performance





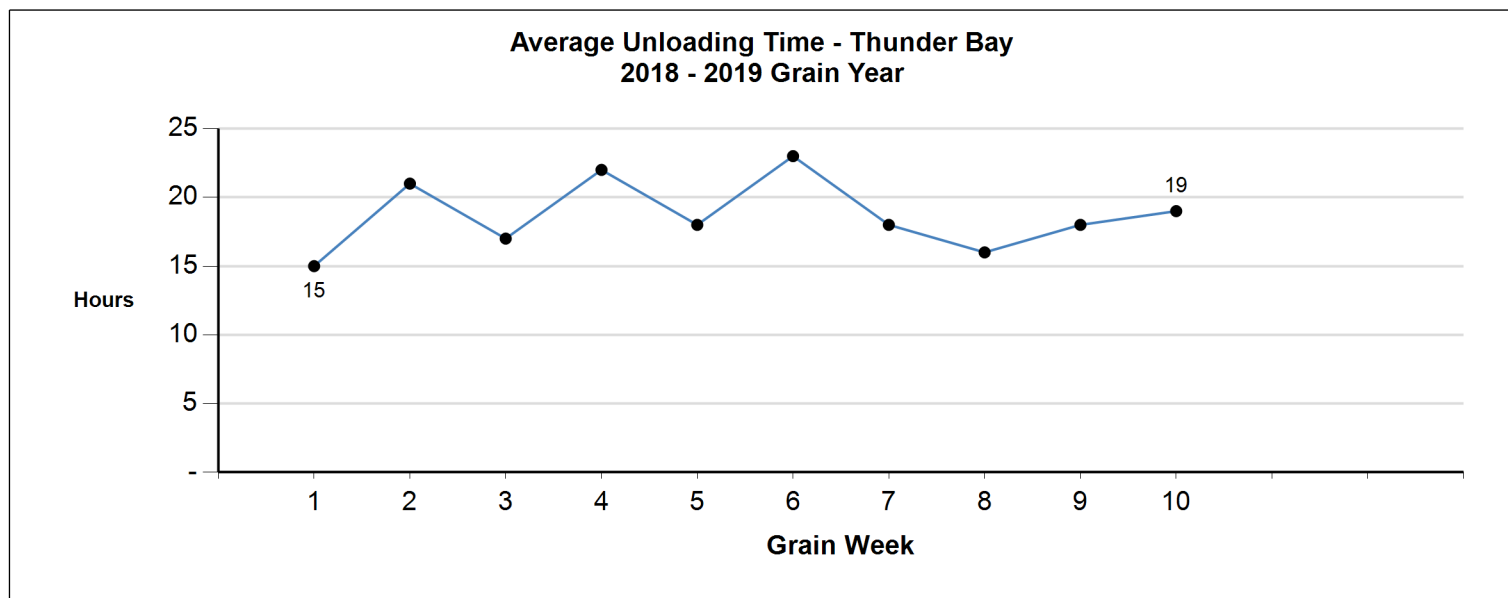
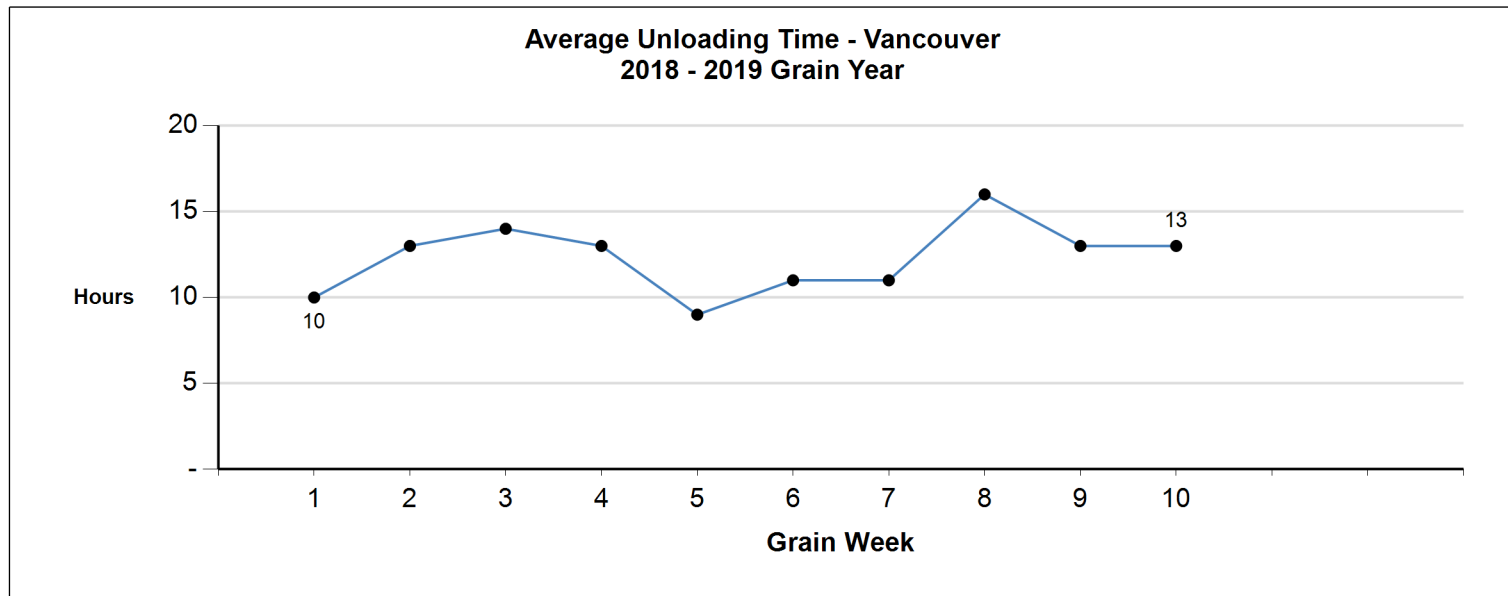
## Destination Dwell Performance







### 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.