

Week 11 Performance

CN and CP supplied a combined 91% of hopper cars ordered in grain week 11 - an increase from last week's 88% performance, reflecting an improvement in performance on both CN and CP. CN's performance remained above the 90% threshold for the ninth consecutive week, supplying 96% of cars ordered while CP's performance improved week over week, supplying 87% of cars ordered as compared to 82% in the prior week. CN and CP combined will enter week 12 with 1,004 outstanding cars - a net 2% decline (-19) from the 1,023 cars outstanding at the end of last week. The change in the outstanding car count represents a decline in the number of outstanding hopper cars on CN by (-78) and an increase in the number of outstanding hopper cars on CP by (+59).

In week 11, CN corridor performance improved or remained the same in only 1 of 6 corridors relative to last week's performance. Week to week performance declines were seen in the W. Canada and Prince Rupert corridors (-8% and -4%), which saw 92% and 87% of cars ordered for week 11 supplied on time. These two corridors represented 23% of total hopper car demand for CN in week 11. CP saw performance hold or improved in 4 of 5 corridors with a notable decline in performance seen in the USA / Mexico corridor (-42%), which represented 7% of total hopper car demand for CP in week 11.

With the exception of 9 outstanding orders for week 10, 4 outstanding orders for week 9, and 1 outstanding order for week 8, all other outstanding orders remain current - i.e. unfulfilled week 11 orders.

CN

- CN supplied 96% of hopper cars ordered for week 11, representing an improvement from the 94% order fulfillment performance seen last week. CN supplied 4,399 of 4,594 cars ordered, failing to supply 195 cars ordered.
- During week 11, CN supplied a total of 4,560 hoppers with 199 being outstanding orders placed prior to week 11 (see table page 2).
- CN's performance was consistent across all shippers with all but two shippers receiving 90% or more of cars ordered on time.
- Shipper demand was above the 4,000-car threshold for the sixth consecutive week.
- Shipper demand for hopper cars is 13% higher in week 12, rising above 5,050 and is then expected to decline 7% to 4,700 cars in week 13.
- Heading into week 12, CN has 145 outstanding cars, reflecting a 35% drop (-78) from the 223 outstanding cars at the beginning of week 11.

CP

- CP fulfilled 87% of hopper cars ordered for week 11, reflecting an increase from the 82% seen last week.
- For week 11, CP supplied 4,402 of 5,038 cars ordered, failing to supply 636 cars ordered.
- During week 11, CP supplied a total of 4,781 hoppers including 483 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the seventh consecutive week in the current grain year.
- Shipper demand for hopper cars will decline 8% to 4,300 in week 12 and is then expected to increase 22% to nearly 5,300 cars in week 13.
- While CP's overall performance improved over last week, the performance experienced by individual shippers varied somewhat. In week 11, all but five shippers receiving more than 90% of cars ordered on time.
- Heading into week 12, CP has 859 outstanding cars, representing a 7% increase (+59) from the 800 outstanding cars entering week 11.



Performance Dashboard

Hopper Car Demand

	Week 11			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	4,594	5,313	(719)	41,982	3,816	46,561	4,232	(4,579)	(416)
CP	5,038	4,083	955	46,780	4,252	48,325	4,393	(1,545)	(140)
Total	9,632	9,396	236	88,762	8,068	94,886	8,625	(6,124)	(556)

Cars Shipped

Railway	Corridor	Week 11	YTD
CN	N.A. Domestic	251	3,230
	Prince Rupert	699	12,602
	Thunder Bay	452	5,525
	Vancouver	2,788	20,006
Total		4,190	41,363
CP	N.A. Domestic	135	3,944
	Thunder Bay	1,515	12,652
	Vancouver	2,592	28,494
Total		4,242	45,090

Empty Hopper Cars Supplied - Week 11 (All Want Weeks)

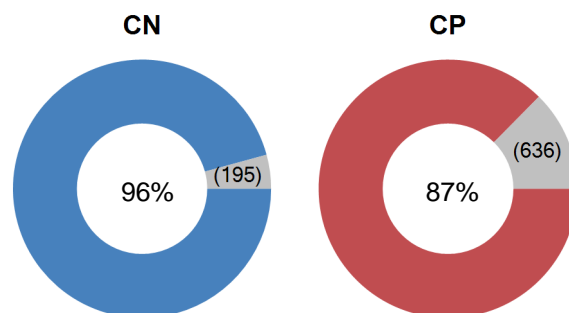
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,361	3,599	199	644		200	4,560	4,443
CP	3,728	3,381	483	621	570	454	4,781	4,456
Total	8,089	6,980	682	1,265	570	654	9,341	8,899

Supplied by Block Size

Block Size	Week 11			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	3%	3%	3%
25	3%	3%	3%	3%	2%	3%
50	8%	7%	7%	14%	8%	11%
100	88%	89%	88%	80%	87%	84%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,594	5,038	9,632
Current Week Order Fulfillment			
Supplied in Current Week	4,361	3,728	8,089
Supplied Early	38	674	712
Total Cars Supplied for Want Week	4,399	4,402	8,801
Current Week Unfulfilled Demand	(195)	(636)	(831)
% Current Week Orders Supplied	96%	87%	91%



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

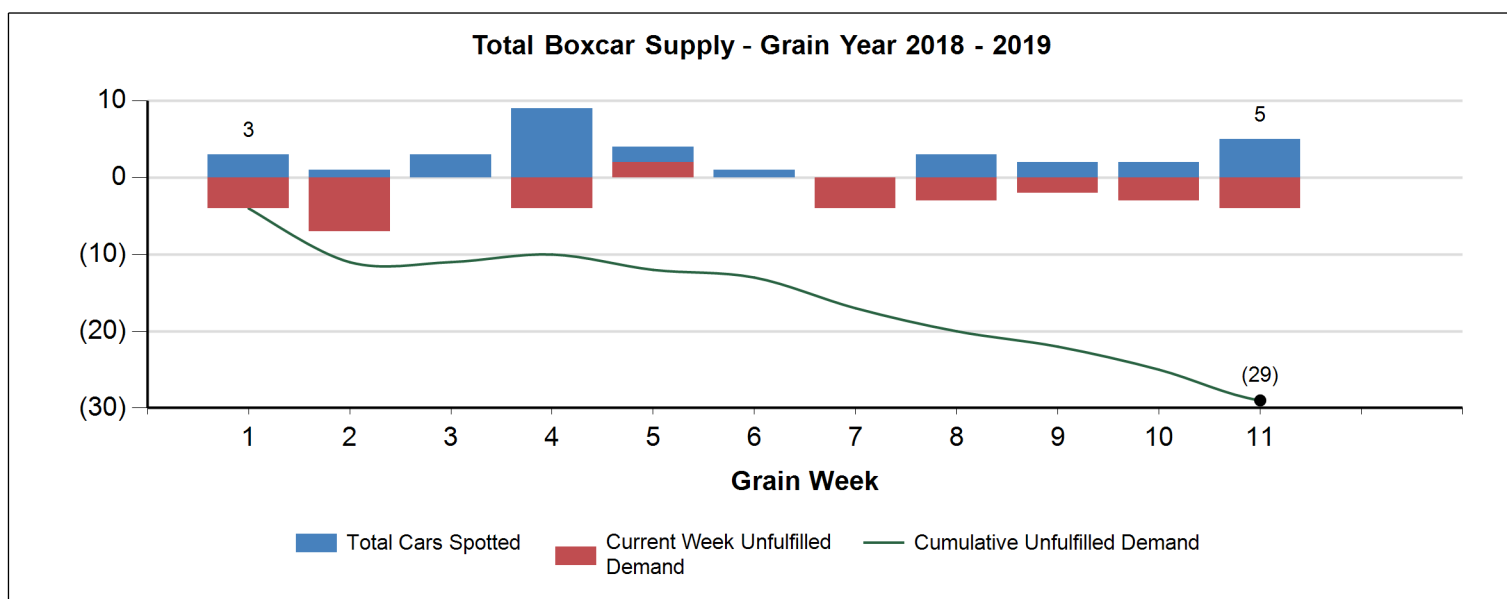
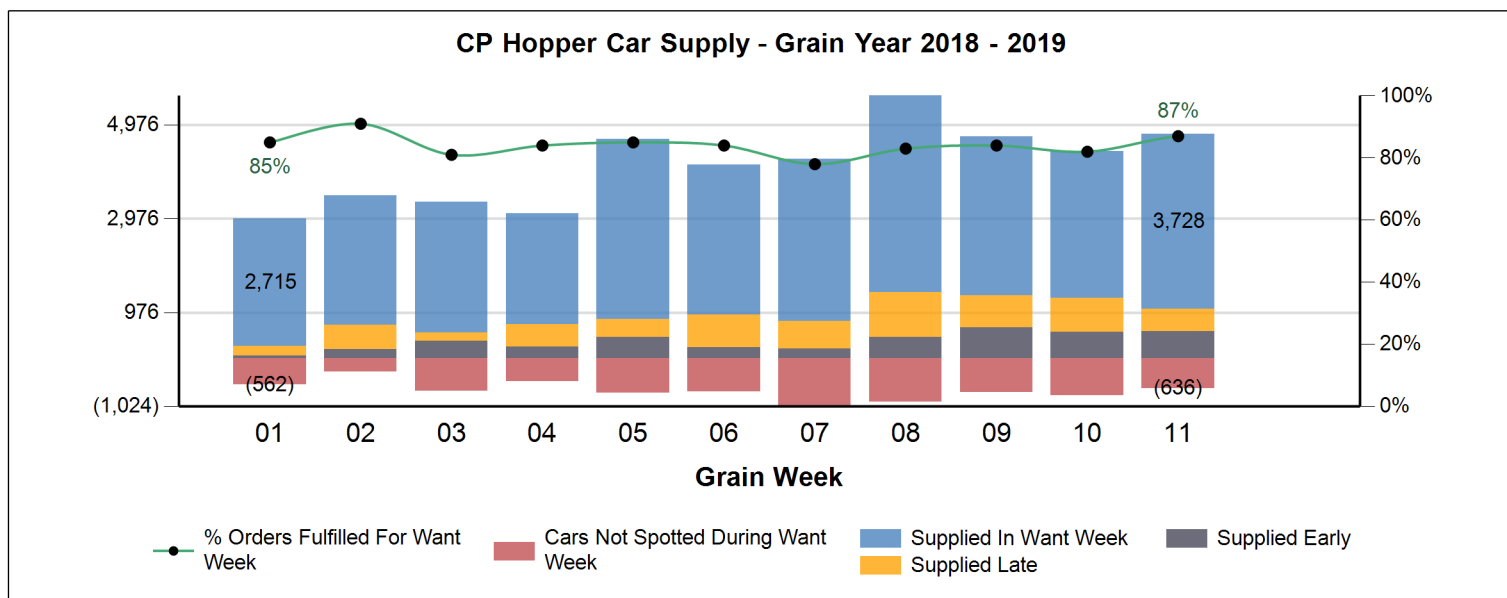
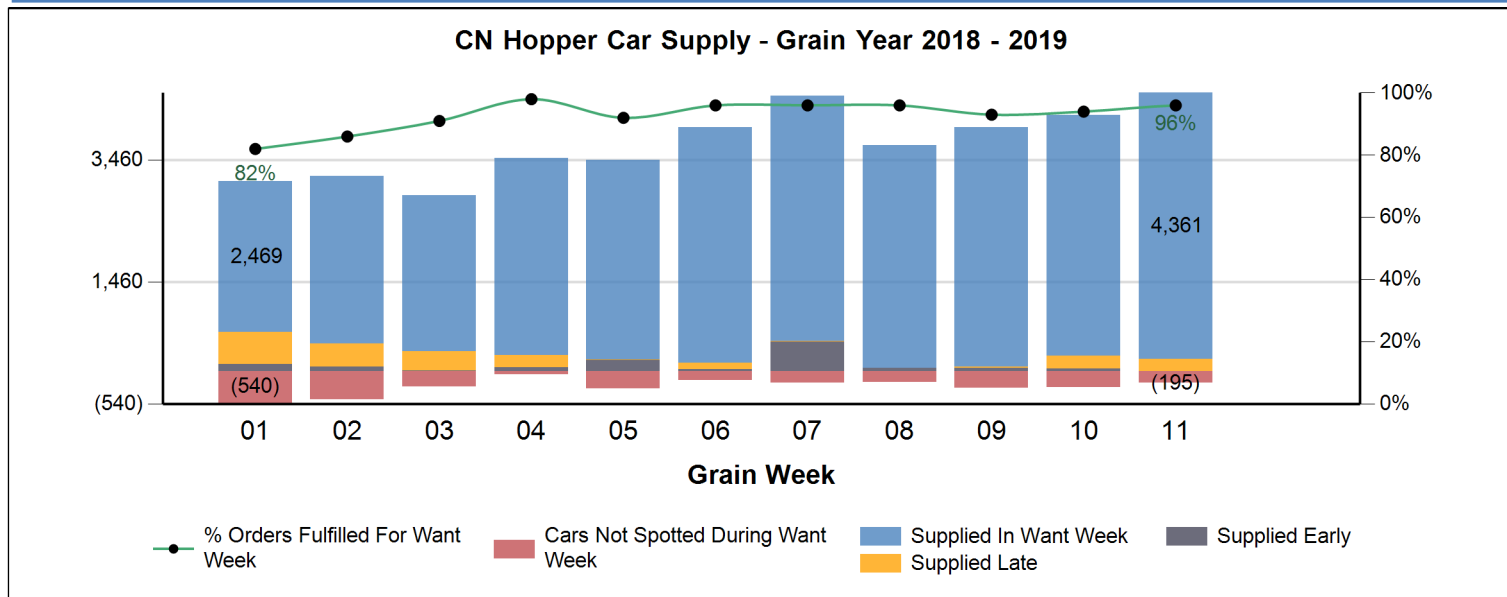
	Week 11		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	31	45	41	43
CP	55	63	46	54

Dwell Time (Hours) at Destination (All Traffic)

		Week 11		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	18	16	21	21
	CP	29	20	22	28
Thunder Bay	CN	30	74	44	48
	CP	54	60	53	39

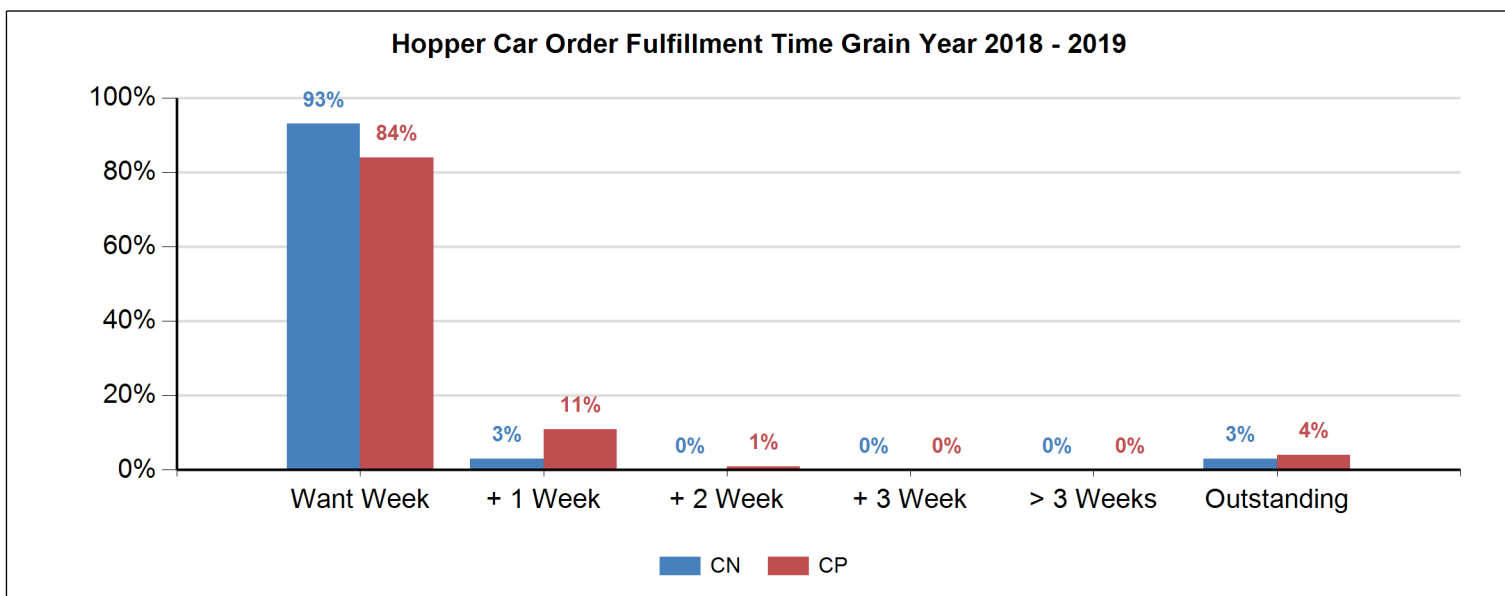
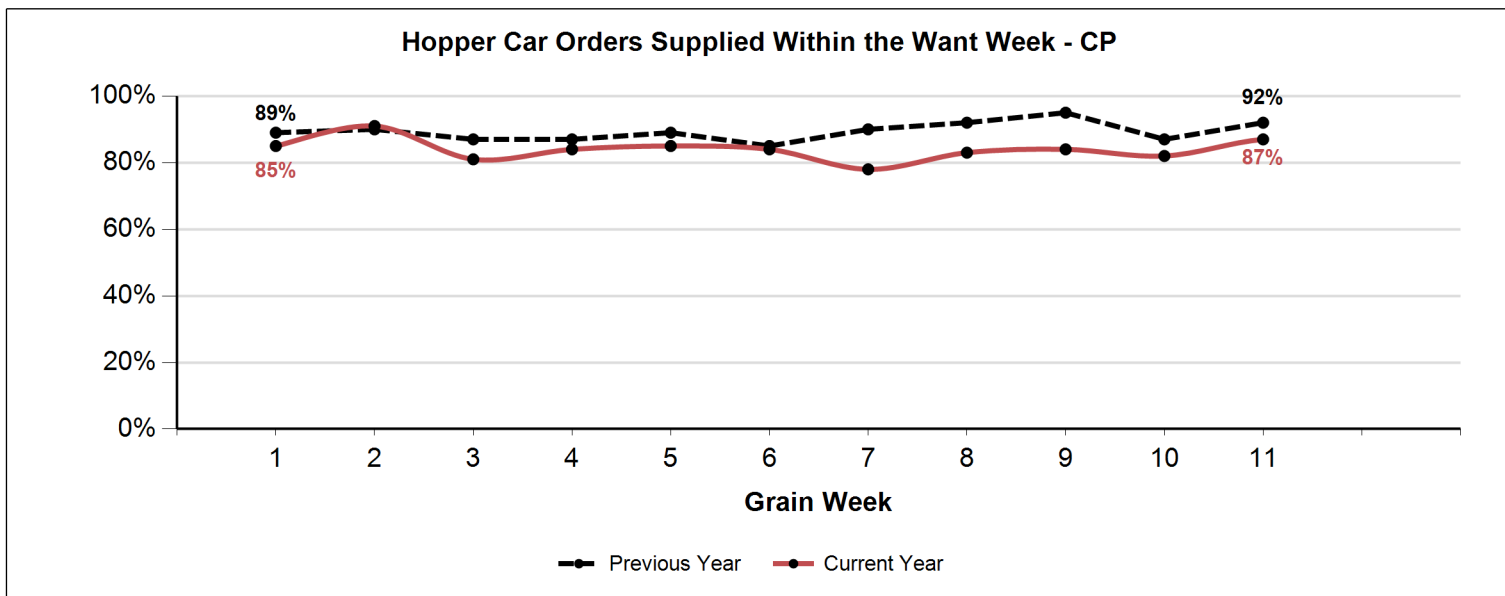
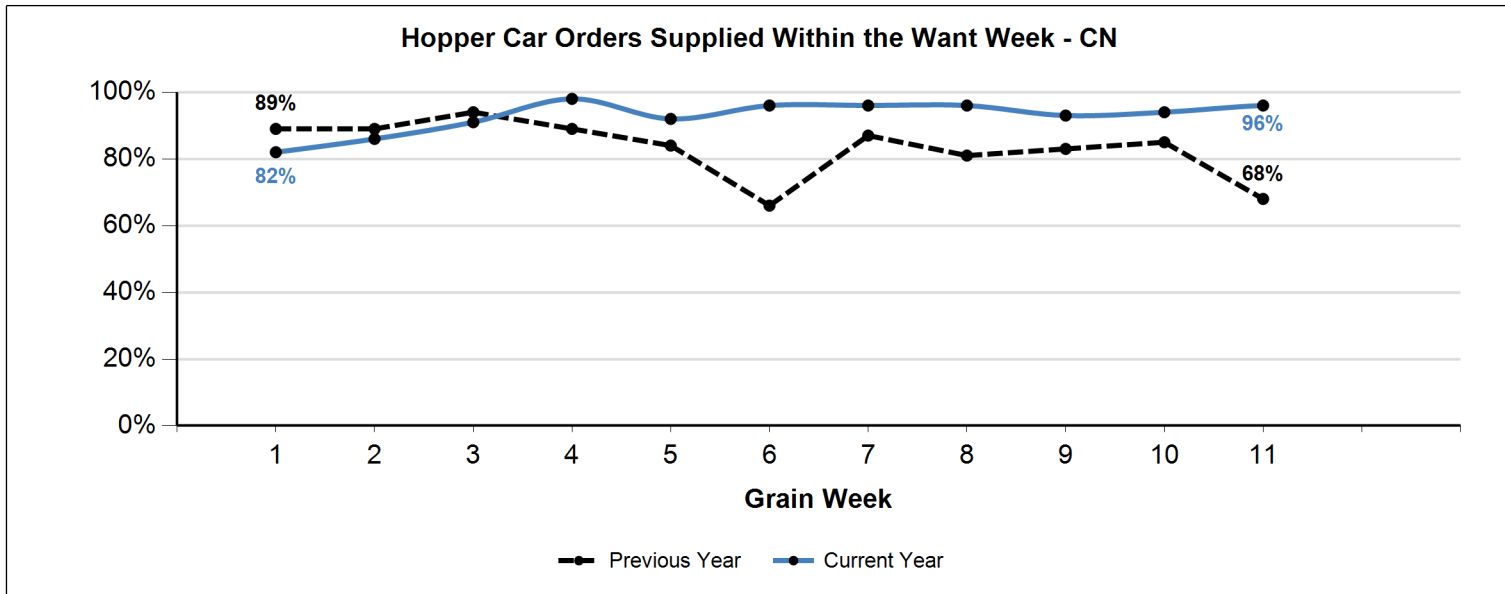


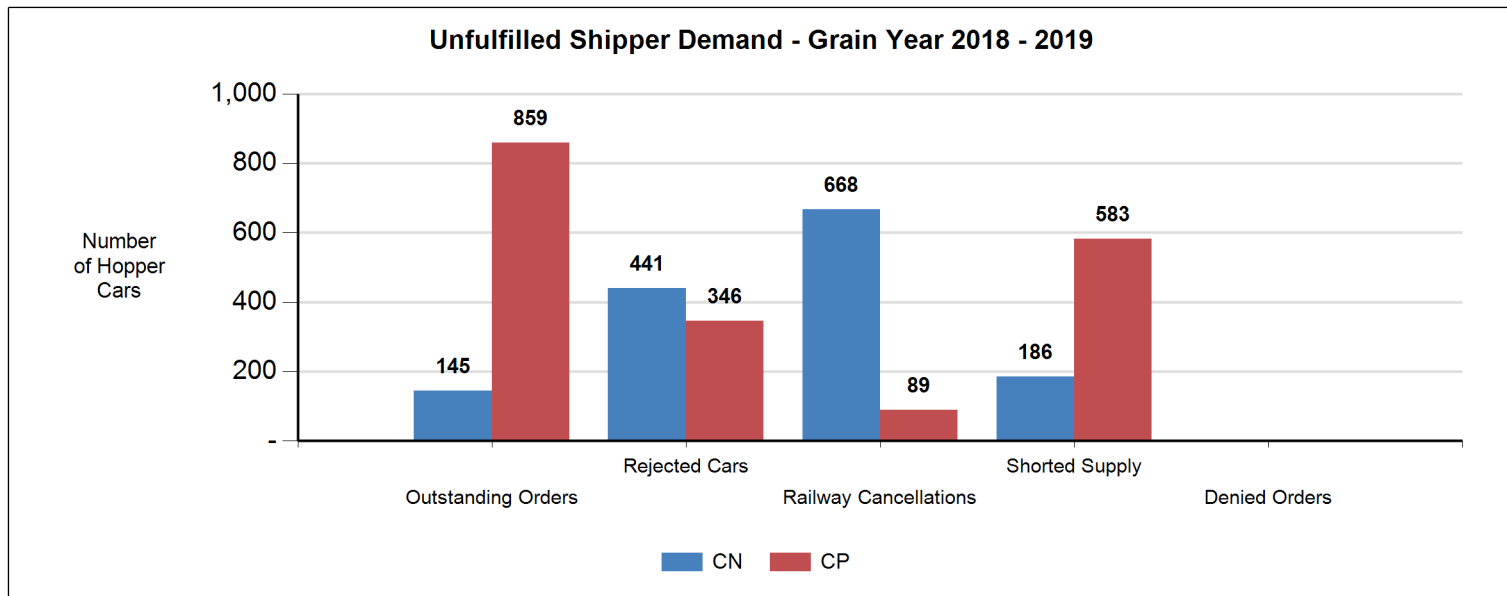
Weekly Performance Update - To Grain Week 11 (Grain Year 2018-19)
Covering 90% of grain movement originating in Western Canada





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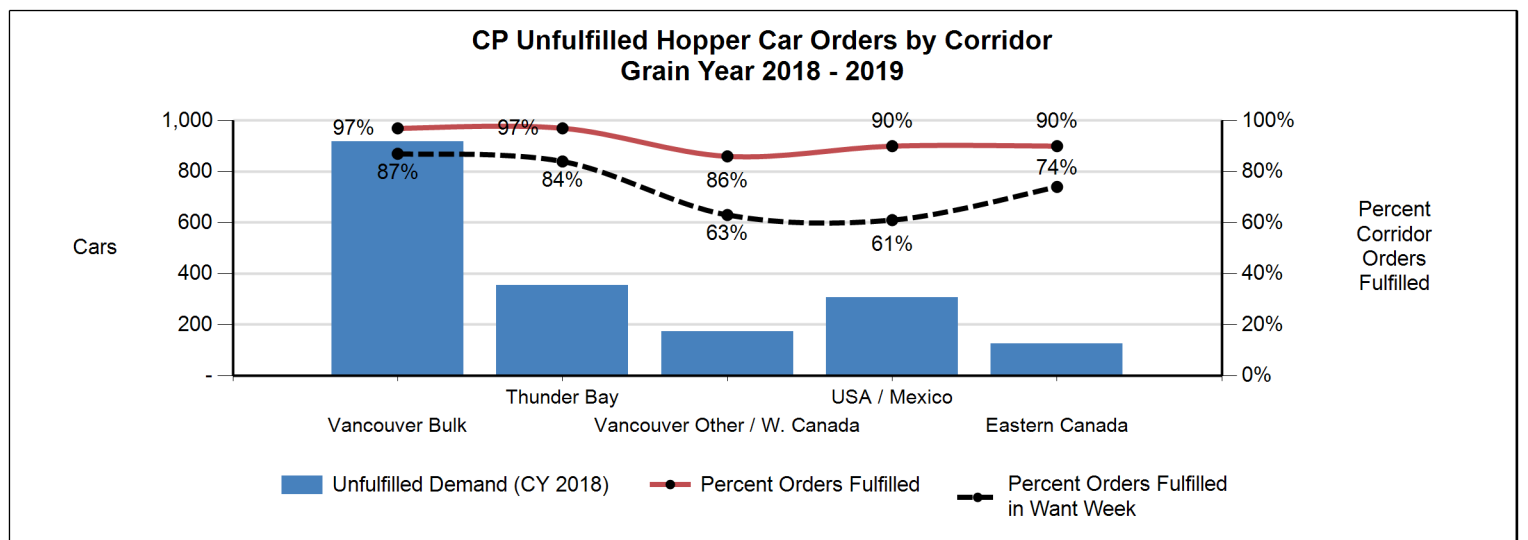
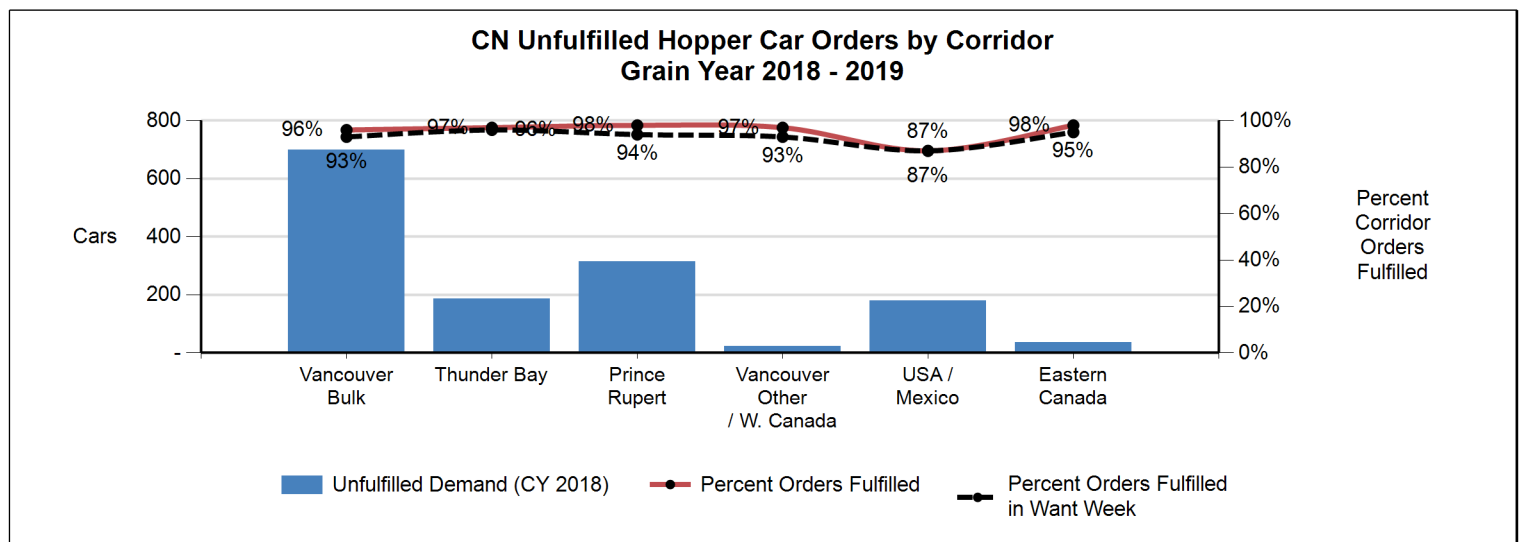
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 11

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	19,662	18,963	(699)	96%
	Thunder Bay	5,512	5,325	(187)	97%
	Prince Rupert	12,831	12,517	(314)	98%
	Vancouver Other / W. Canada	789	765	(24)	97%
	USA / Mexico	1,425	1,246	(179)	87%
	Eastern Canada	1,763	1,726	(37)	98%
Total		41,982	40,542	(1,440)	97%
CP	Vancouver Bulk	28,458	27,540	(918)	97%
	Thunder Bay	12,907	12,552	(355)	97%
	Vancouver Other / W. Canada	1,259	1,086	(173)	86%
	USA / Mexico	2,967	2,660	(307)	90%
	Eastern Canada	1,189	1,065	(124)	90%
Total		46,780	44,903	(1,877)	96%

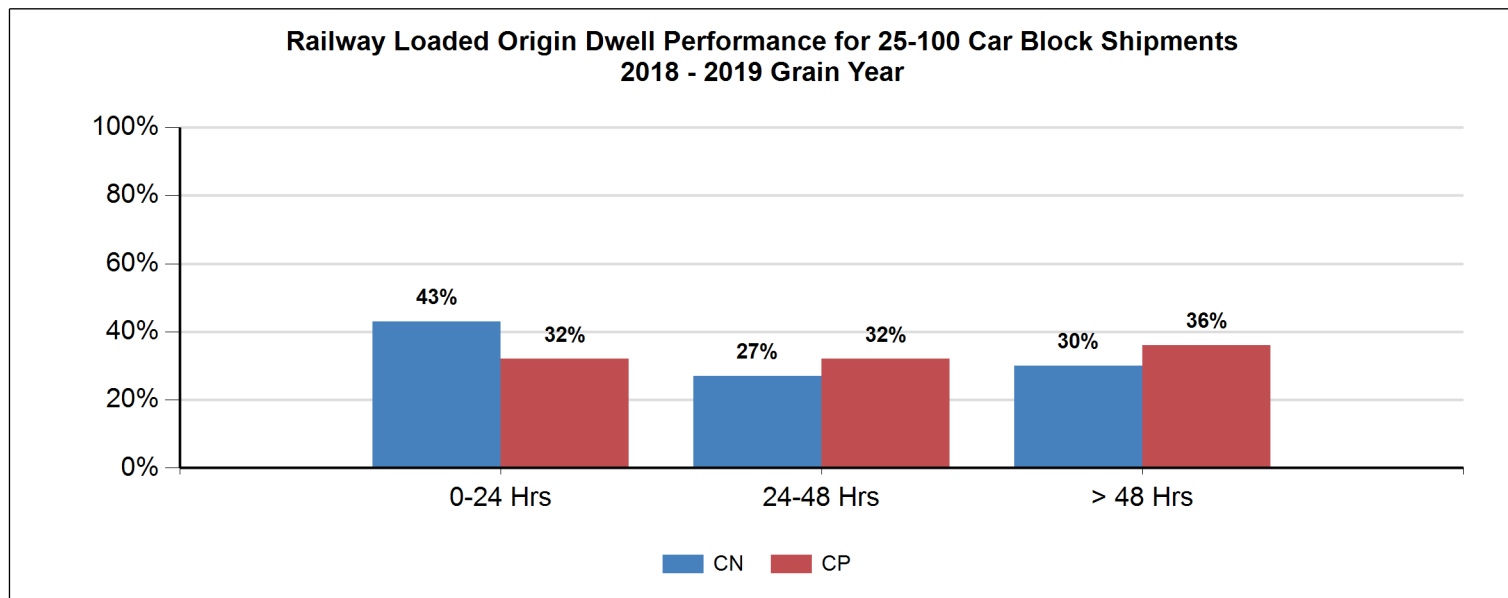
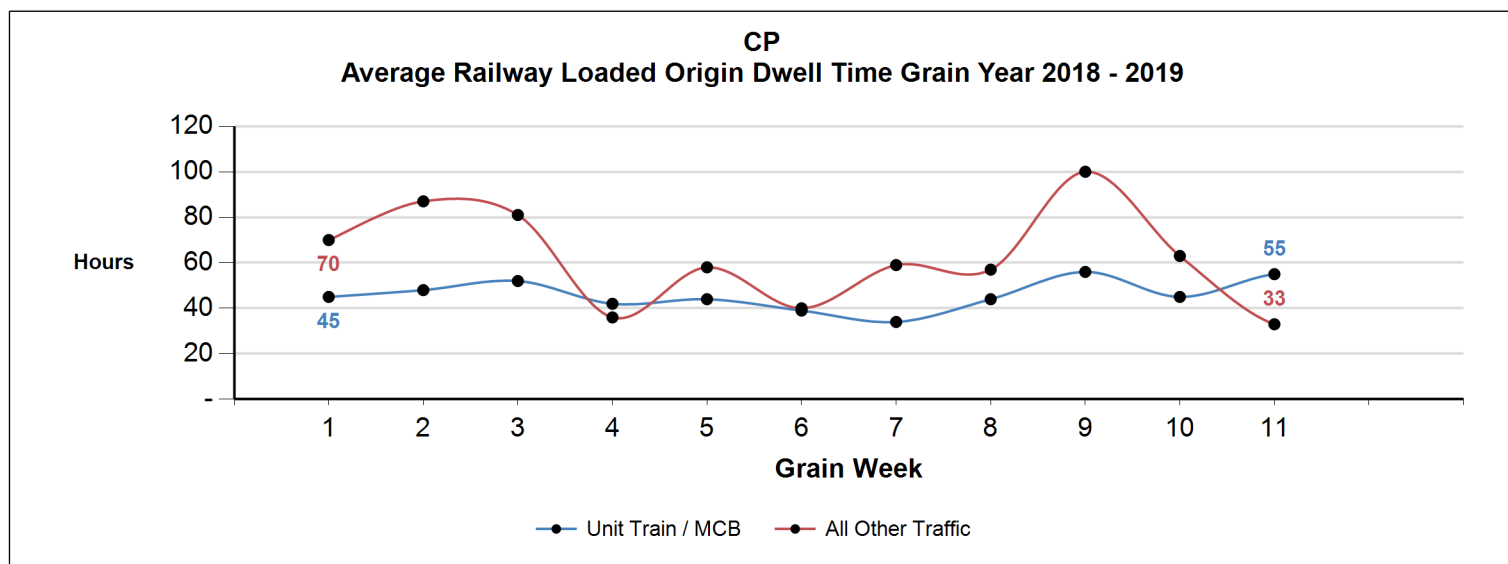
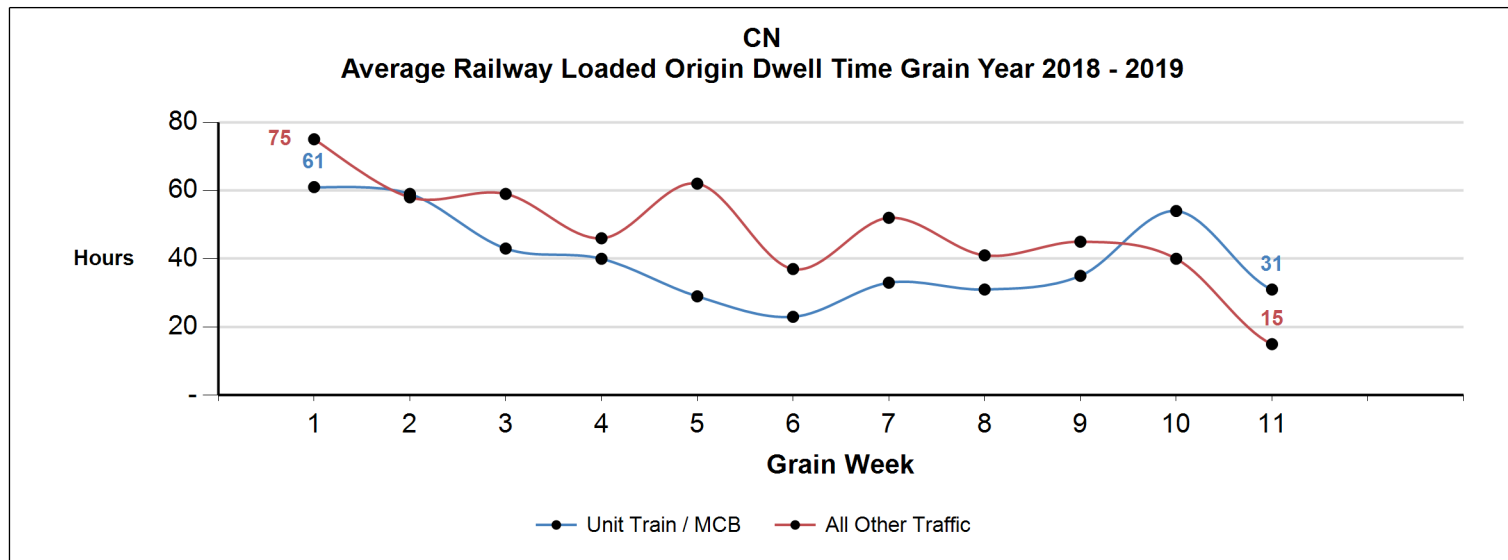
Hopper Cars Supplied in the Want Week by Corridor - To Week 11

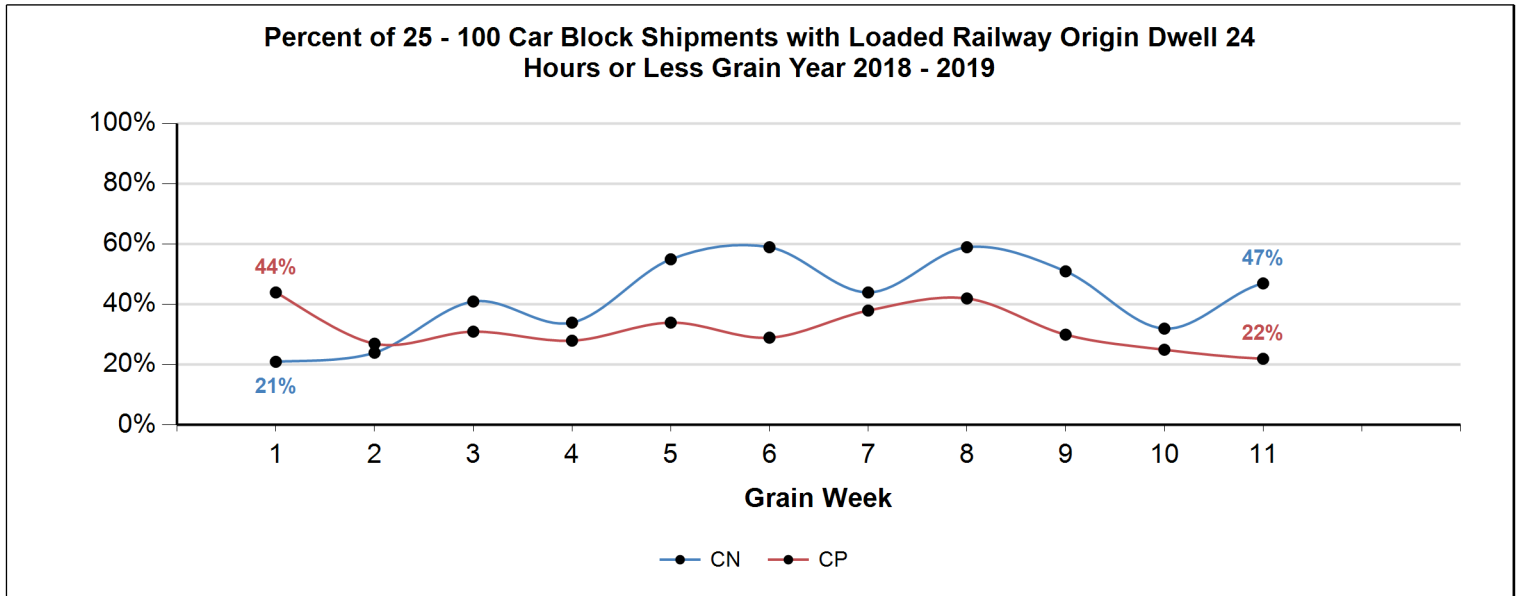
Railway	Corridor	Week 11			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,794	2,757	99%	19,662	18,188	93%
	Thunder Bay	464	451	97%	5,512	5,272	96%
	Prince Rupert	1,051	913	87%	12,831	12,008	94%
	Vancouver Other / W. Canada	24	22	92%	789	734	93%
	USA / Mexico	159	155	97%	1,425	1,238	87%
	Eastern Canada	102	101	99%	1,763	1,683	95%
	CN Total		4,594	4,399	96%	41,982	39,123
CP	Vancouver Bulk	3,357	3,041	91%	28,458	24,804	87%
	Thunder Bay	1,254	1,122	89%	12,907	10,906	84%
	Vancouver Other / W. Canada	48	46	96%	1,259	790	63%
	USA / Mexico	370	185	50%	2,967	1,821	61%
	Eastern Canada	9	8	89%	1,189	876	74%
	CP Total		5,038	4,402	87%	46,780	39,197



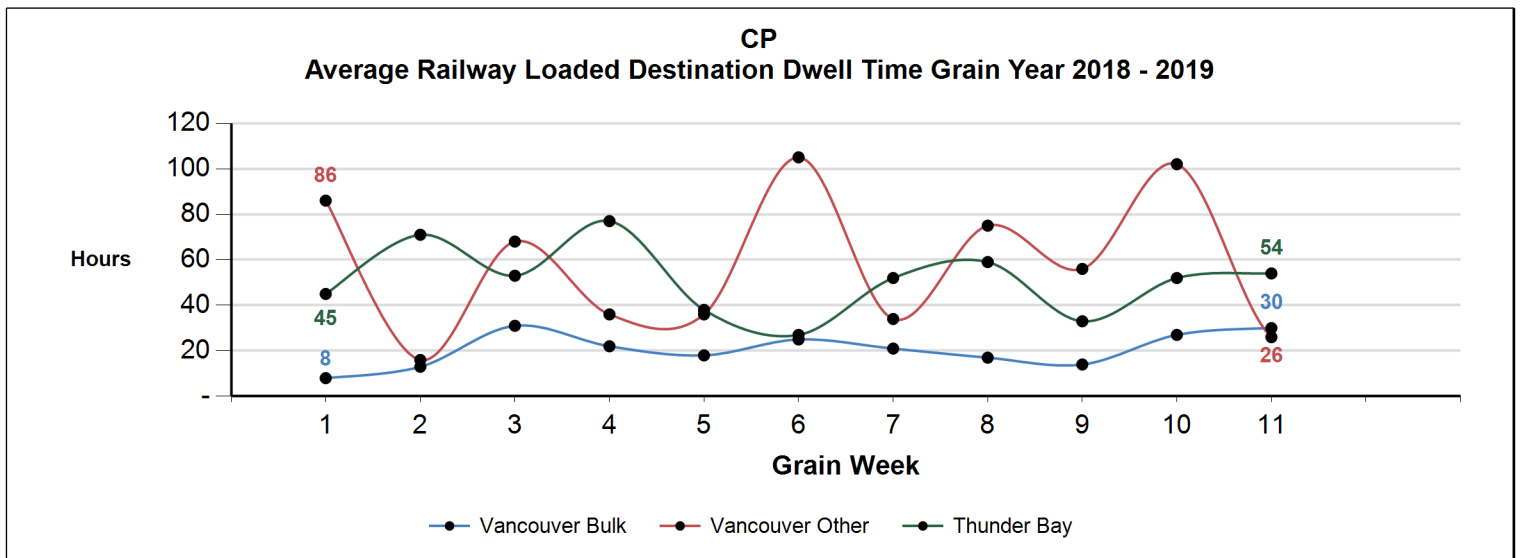
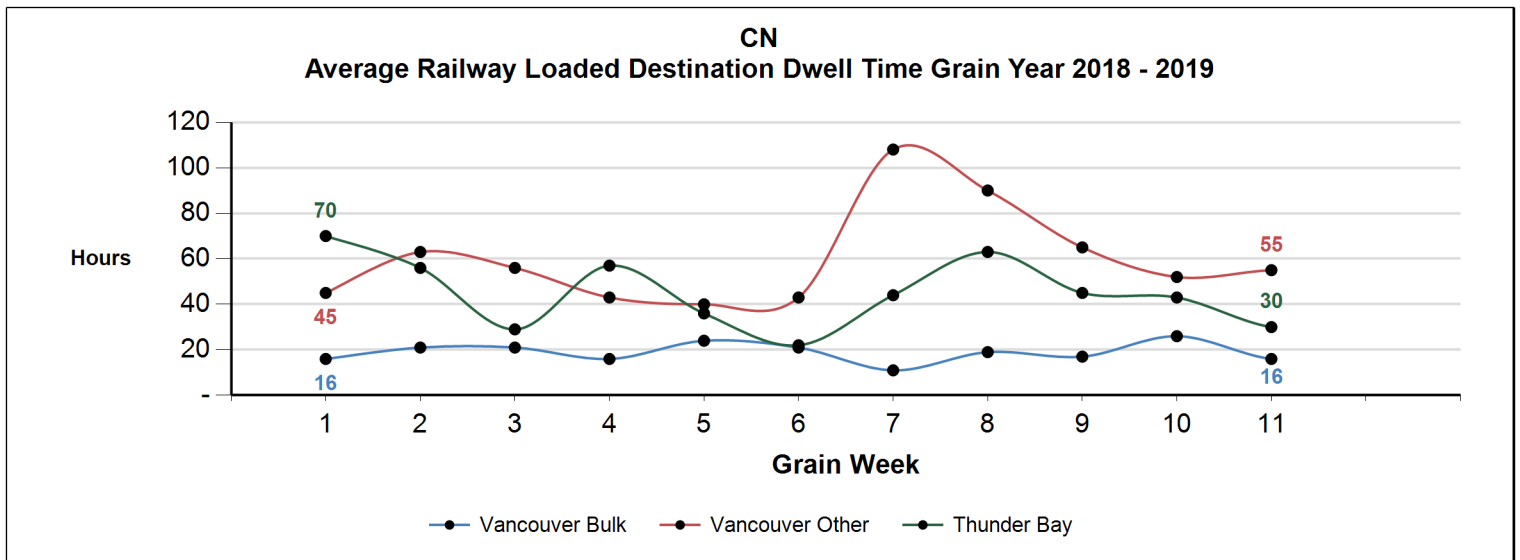


Origin Dwell Performance



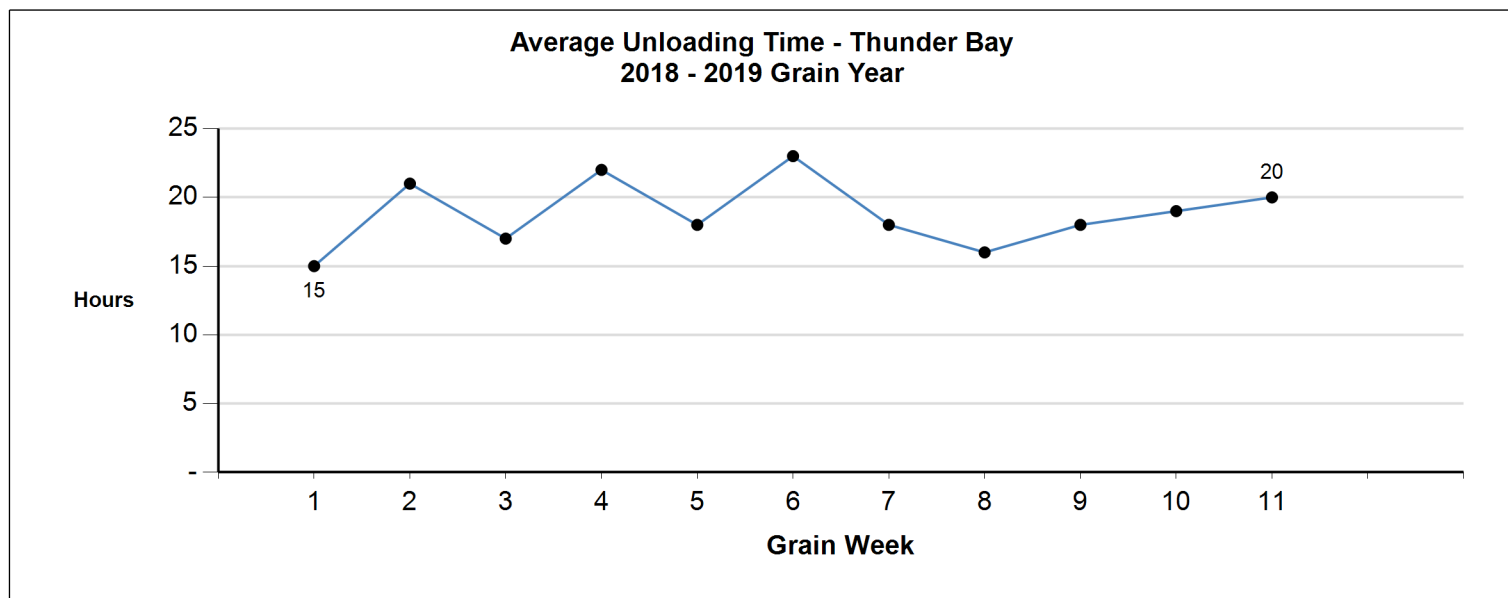
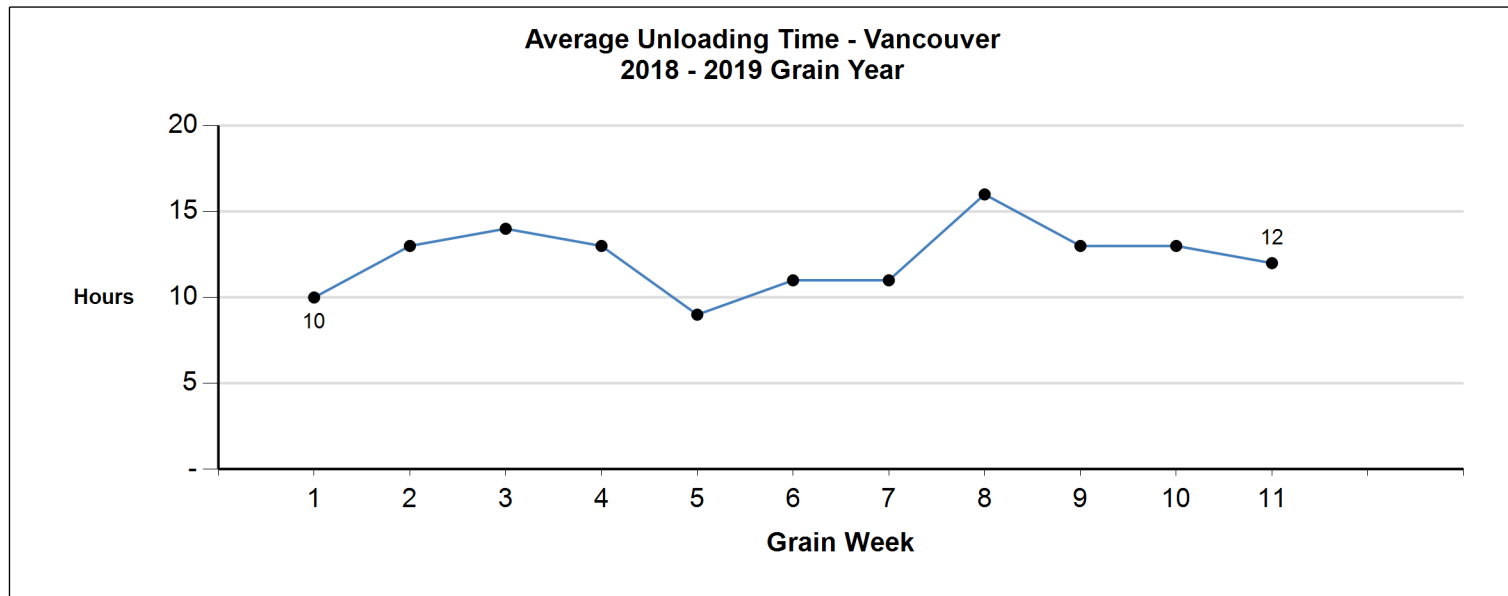


Destination Dwell Performance





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.