

## Week 2 Performance

CN and CP supplied a combined 96% of hopper cars ordered in grain week 2, an increase from last week's 95%, marking an increase in performance on both CN and CP. CN's performance was above the 90% threshold for the second consecutive week, supplying 99% of cars ordered. CP's performance increased marginally week over week, supplying 93% of cars ordered as compared to 92% in the prior week. CN and CP combined will enter week 3 with 259 outstanding cars - a net 14% increase (+32) from the 227 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 (-19) and an increase in the number of outstanding hopper cars on CP by (+51).

In week 2, CN corridor performance improved or remained the same in 2 of 6 corridors relative to last week's performance. Performance declines were seen in the Vancouver Other / W. Canada and Thunder Bay corridors, which saw 96% and 97% of cars ordered for week 2 supplied on time. These two corridors represented 20% of total hopper car demand for CN in week 2. CP saw performance hold or improved in 4 of 5 corridors with a notable drop in performance seen in the Vancouver Other / W. Canada corridor, which represented 5% of total hopper car demand for CP in week 2.

With the exception of 2 orders for week 01, all other outstanding orders (4) remain current - i.e. unfulfilled week 2 orders.

### CN

- CN supplied 99% of hopper cars ordered for week 2, representing an increase from last week's 98% order fulfillment performance. CN supplied 2,316 of 2,339 cars ordered, failing to supply 23 cars ordered.
- During week 2, CN supplied a total of 2,334 hoppers with 19 being outstanding orders placed prior to week 2 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving at least 99% of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the second consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 21% to 2,833 in week 3 and is expected to further increase 28% to 3,628 in week 4.
- Heading into week 3, CN has no outstanding orders, reflecting a 100% decline (-19) from the 19 outstanding orders at the beginning of week 2.

### CP

- CP fulfilled 93% of hopper cars ordered for week 2, reflecting an increase from the 92% seen last week.
- For week 2, CP supplied 3,656 of 3,913 cars ordered, failing to supply 257 cars ordered.
- During week 2, CP supplied a total of 2,949 hoppers including 127 for previously outstanding orders. (see table page 2).
- Shipper demand remained below 4,000 cars for the second consecutive week in the current grain year.
- Shipper demand for hopper cars will remain largely unchanged in week 3 and is expected to increase slightly (6%) to 4,208 in week 4.
- CP's performance was reasonably consistent across all shippers' performance with 70% of shippers receiving more than than 75% of cars ordered on time.
- Heading into week 3, CP has 259 outstanding orders, representing a 25% increase (+51) from the 208 outstanding orders entering week 2.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 02.
- Preliminary indications suggest that there will be no rationing in week 03. Through the first 2 weeks of the current grain year, CN has rationed no hopper car orders as compared to 131 for the same period last year.

### CP

- CP rationed zero hopper car orders in week 02.
- Preliminary indications suggest that there will be no rationing in week 03. Through the first 2 weeks of the current grain year, CP has rationed no hopper car orders as compared to 14 for the same period last year.



## Performance Dashboard

### Hopper Car Demand

	Week 02			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	2,339	3,322	(983)	5,075	2,537	6,335	3,167	(1,260)	(630)
CP	3,913	3,096	817	6,725	3,362	6,738	3,369	(13)	(6)
<b>Total</b>	<b>6,252</b>	<b>6,418</b>	<b>(166)</b>	<b>11,800</b>	<b>5,899</b>	<b>13,073</b>	<b>6,536</b>	<b>(1,273)</b>	<b>(636)</b>

### Cars Shipped

Railway	Corridor	Week 02	YTD
CN	N.A. Domestic	308	553
	Prince Rupert	537	745
	Thunder Bay	408	707
	Vancouver	1,193	3,356
<b>Total</b>		<b>2,446</b>	<b>5,361</b>
CP	N.A. Domestic	19	338
	Thunder Bay	665	1,516
	Vancouver	2,694	4,731
<b>Total</b>		<b>3,378</b>	<b>6,585</b>

### Empty Hopper Cars Supplied - Week 02 (All Want Weeks)

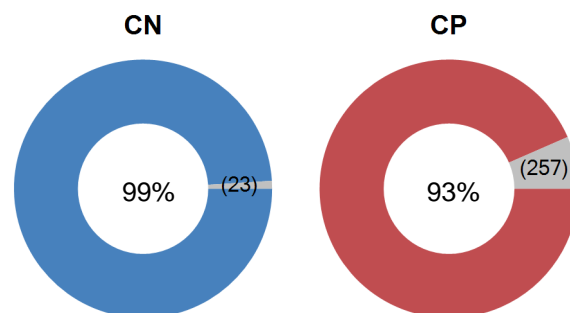
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,313	2,745	19	375	2	72	2,334	3,192
CP	2,537	2,767	127	514	285	193	2,949	3,474
<b>Total</b>	<b>4,850</b>	<b>5,512</b>	<b>146</b>	<b>889</b>	<b>287</b>	<b>265</b>	<b>5,283</b>	<b>6,666</b>

### Supplied by Block Size

Block Size	Week 02			Year to Date		
	CN	CP	Total	CN	CP	Total
1	5%	5%	5%	4%	3%	4%
25	3%		1%	4%		2%
50	18%	4%	10%	12%	5%	9%
100	74%	91%	84%	80%	91%	86%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,339	3,913	6,252
Current Week Order Fulfillment			
Supplied in Current Week	2,313	2,537	4,850
Supplied Early	3	1,119	1,122
<b>Total Cars Supplied for Want Week</b>	<b>2,316</b>	<b>3,656</b>	<b>5,972</b>
Current Week Unfulfilled Demand	(23)	(257)	(280)
% Current Week Orders Supplied	99%	93%	96%



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

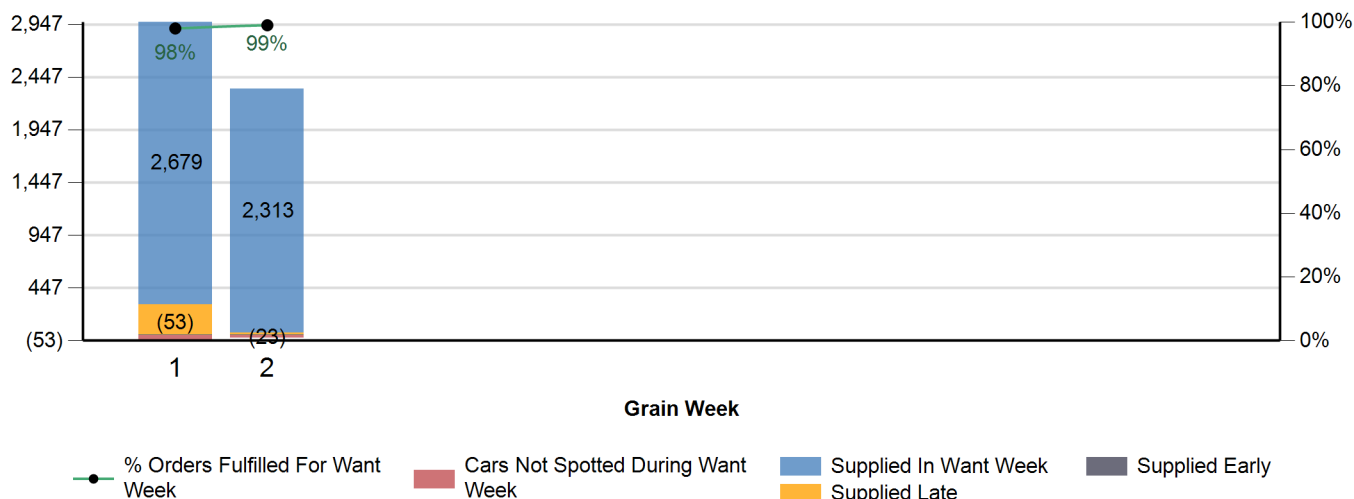
	Week 02		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	18	57	22	58
CP	27	50	32	48

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

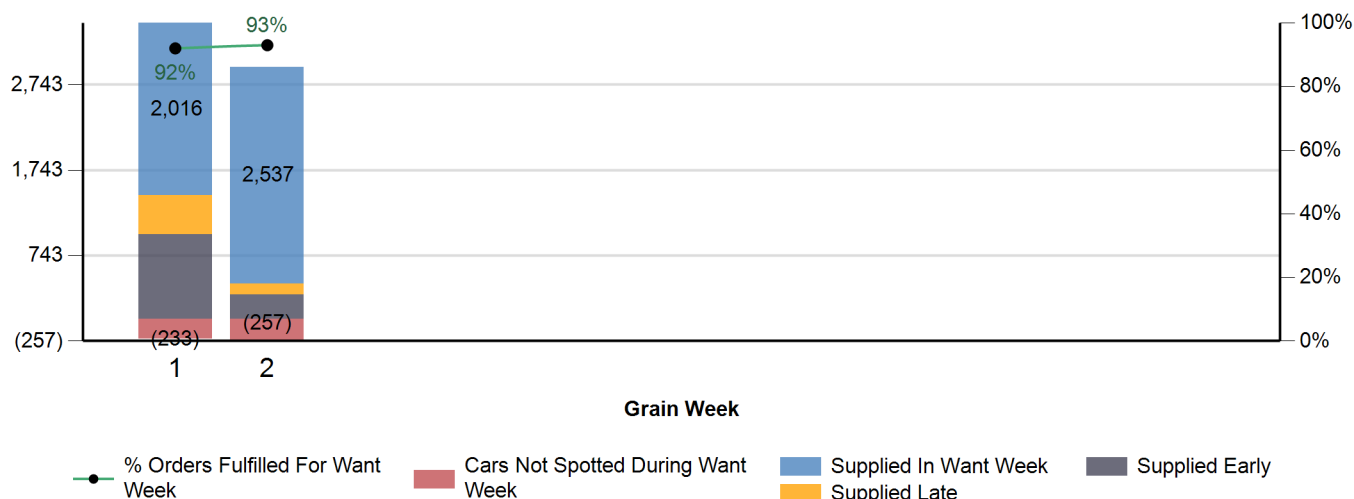
		Week 02		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	13	23	13	20
	CP	26	14	24	12
Thunder Bay	CN	16	56	22	61
	CP	29	75	30	57



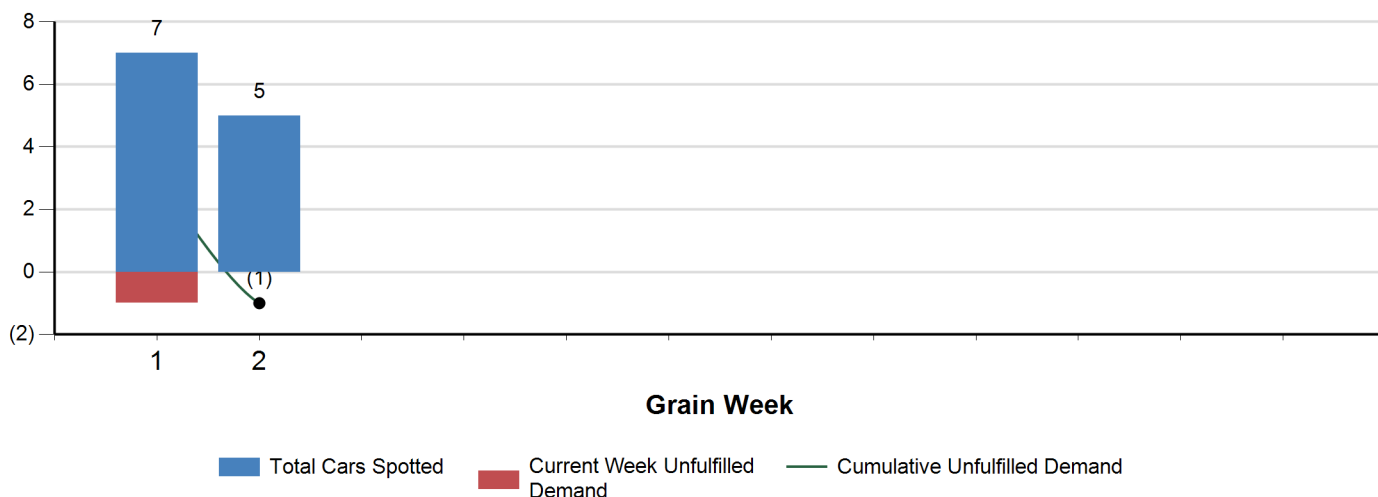
### CN Weekly Hopper Car Supply

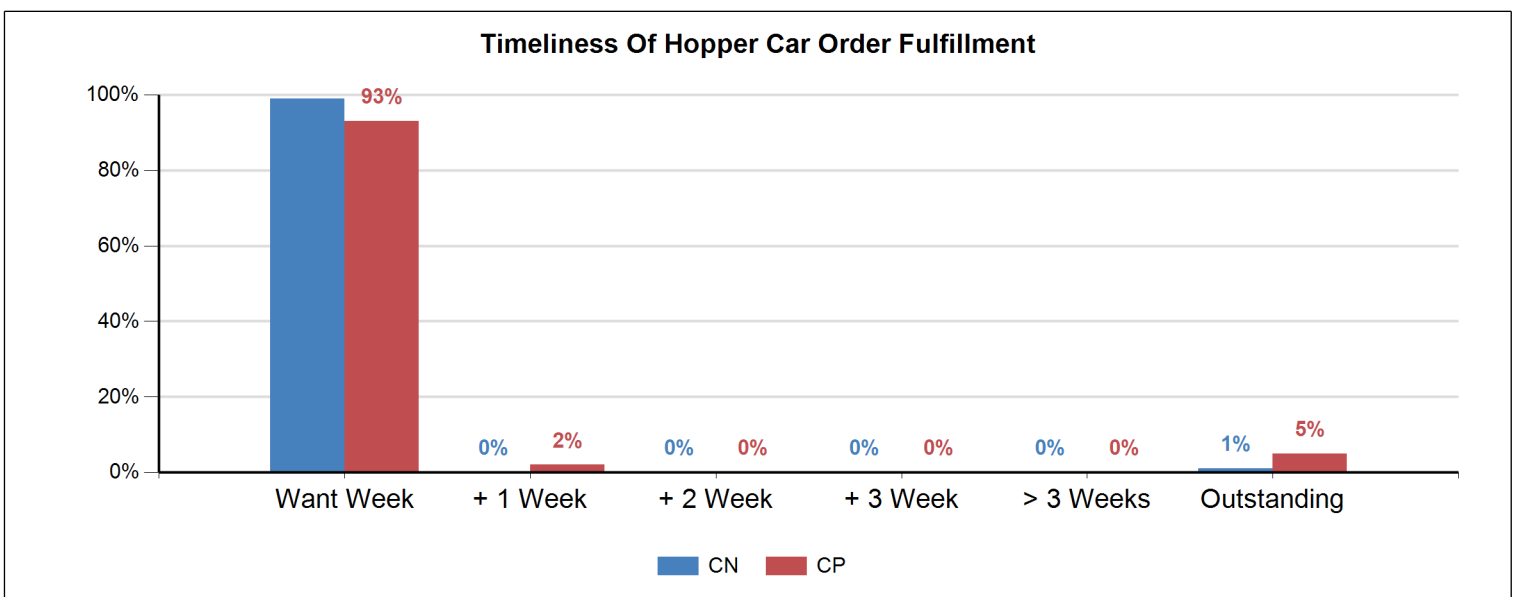
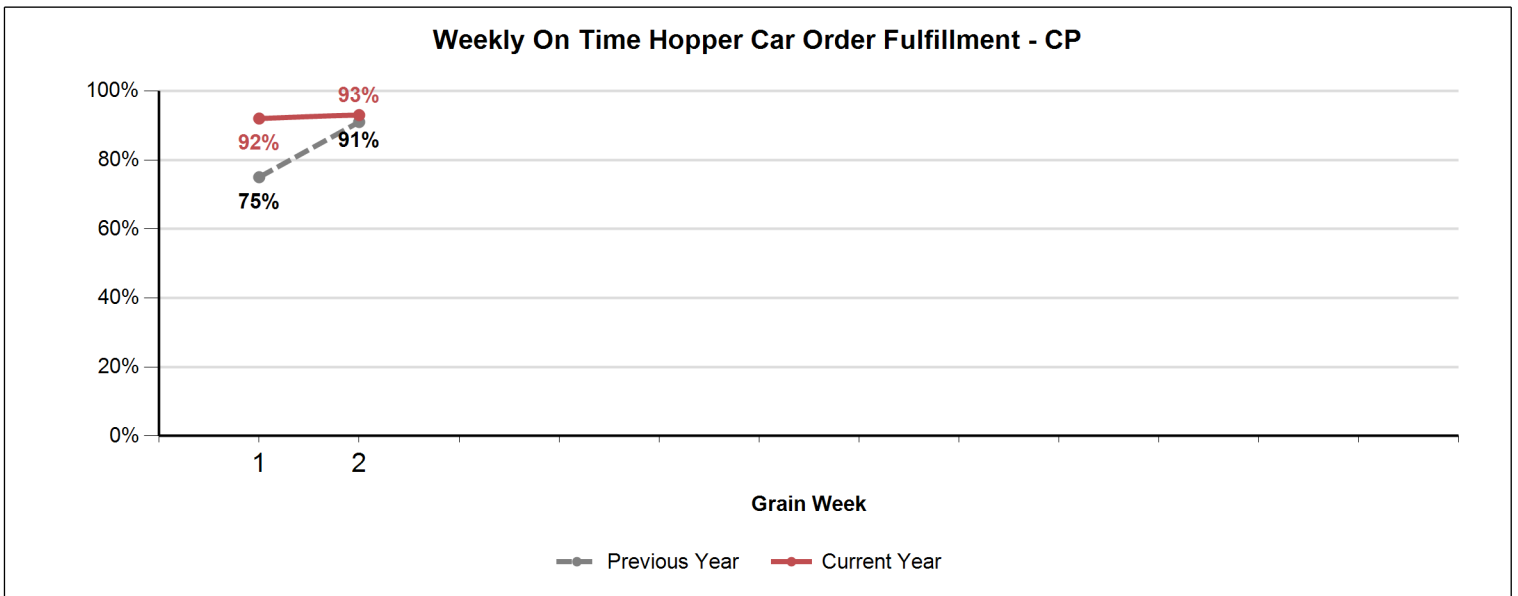
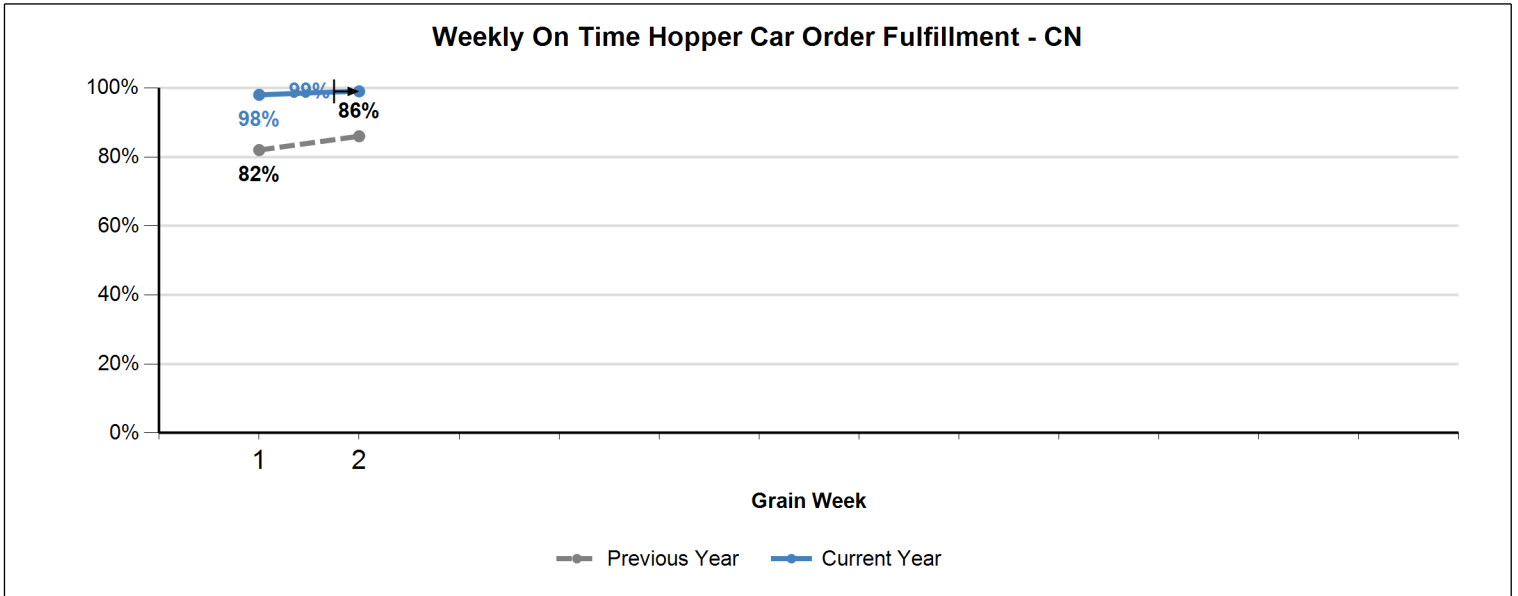


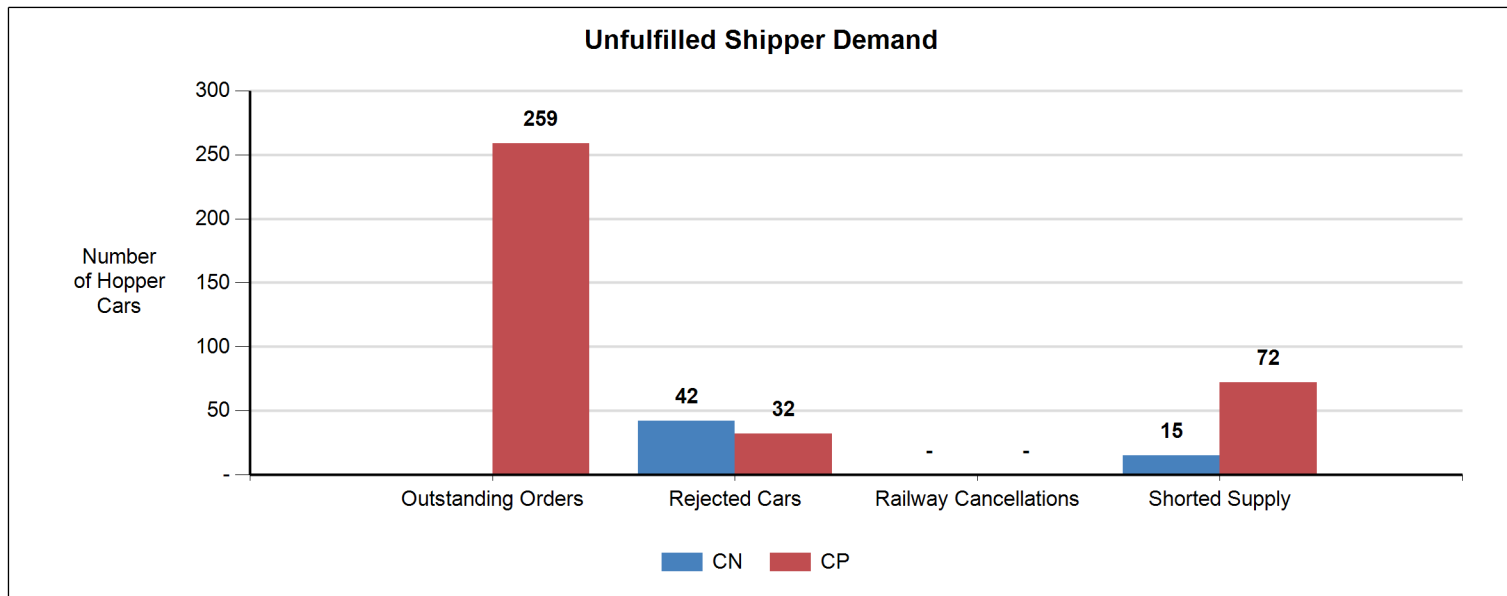
### CP Weekly Hopper Car Supply



### Total Boxcar Supply - Grain Year 2019 - 2020







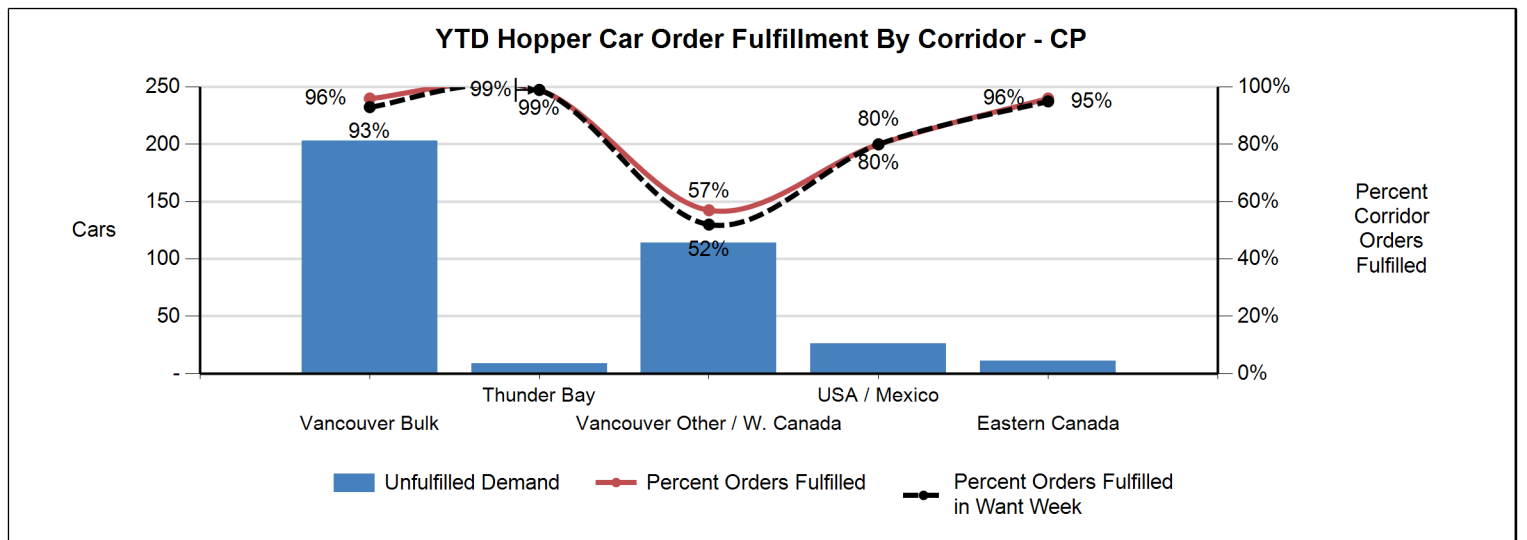
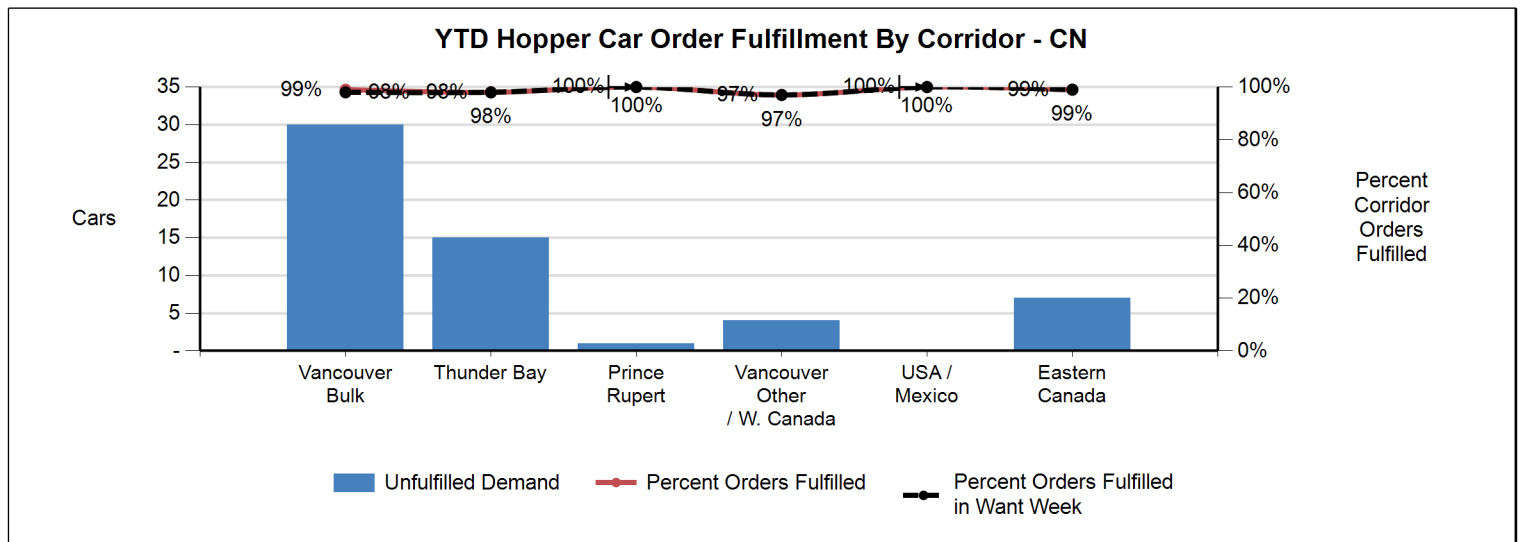
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 02

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	3,261	3,231	(30)	99%
	Thunder Bay	625	610	(15)	98%
	Prince Rupert	553	552	(1)	100%
	Vancouver Other / W. Canada	133	129	(4)	97%
	USA / Mexico	25	25	-	100%
	Eastern Canada	478	471	(7)	99%
<b>Total</b>		<b>5,075</b>	<b>5,018</b>	<b>(57)</b>	<b>99%</b>
CP	Vancouver Bulk	4,534	4,331	(203)	96%
	Thunder Bay	1,517	1,508	(9)	99%
	Vancouver Other / W. Canada	265	151	(114)	57%
	USA / Mexico	127	101	(26)	80%
	Eastern Canada	282	271	(11)	96%
<b>Total</b>		<b>6,725</b>	<b>6,362</b>	<b>(363)</b>	<b>95%</b>

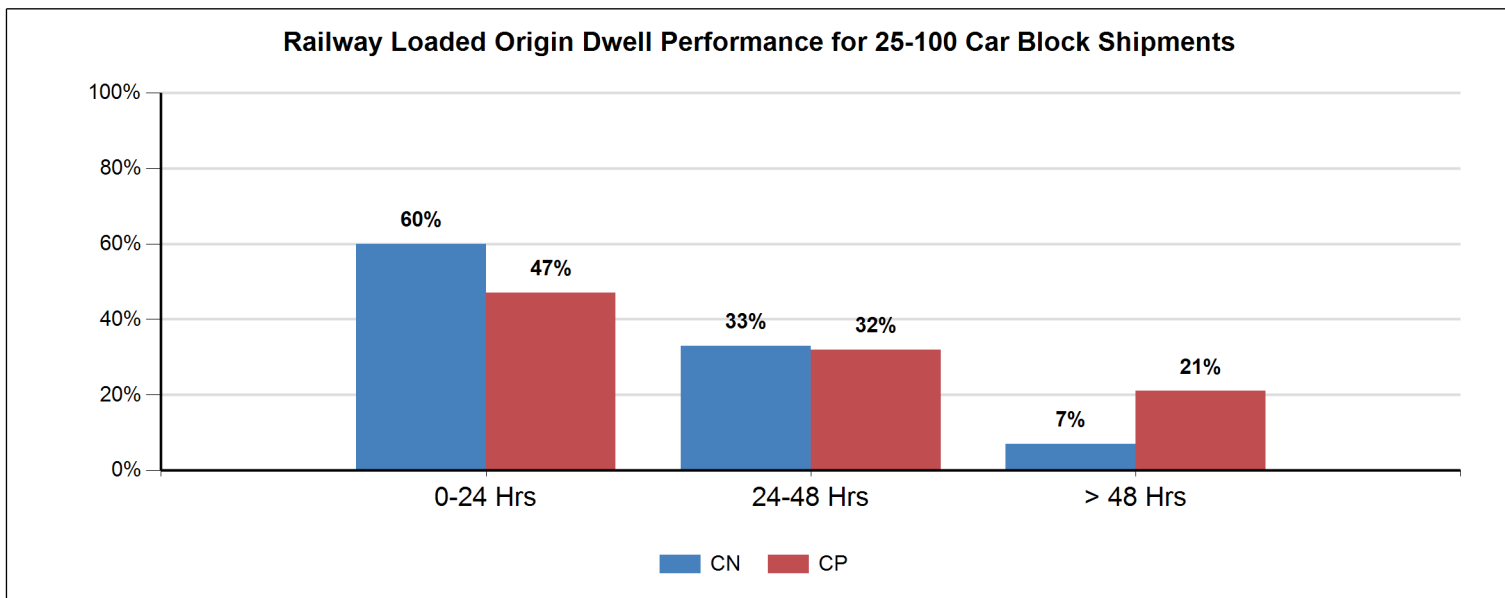
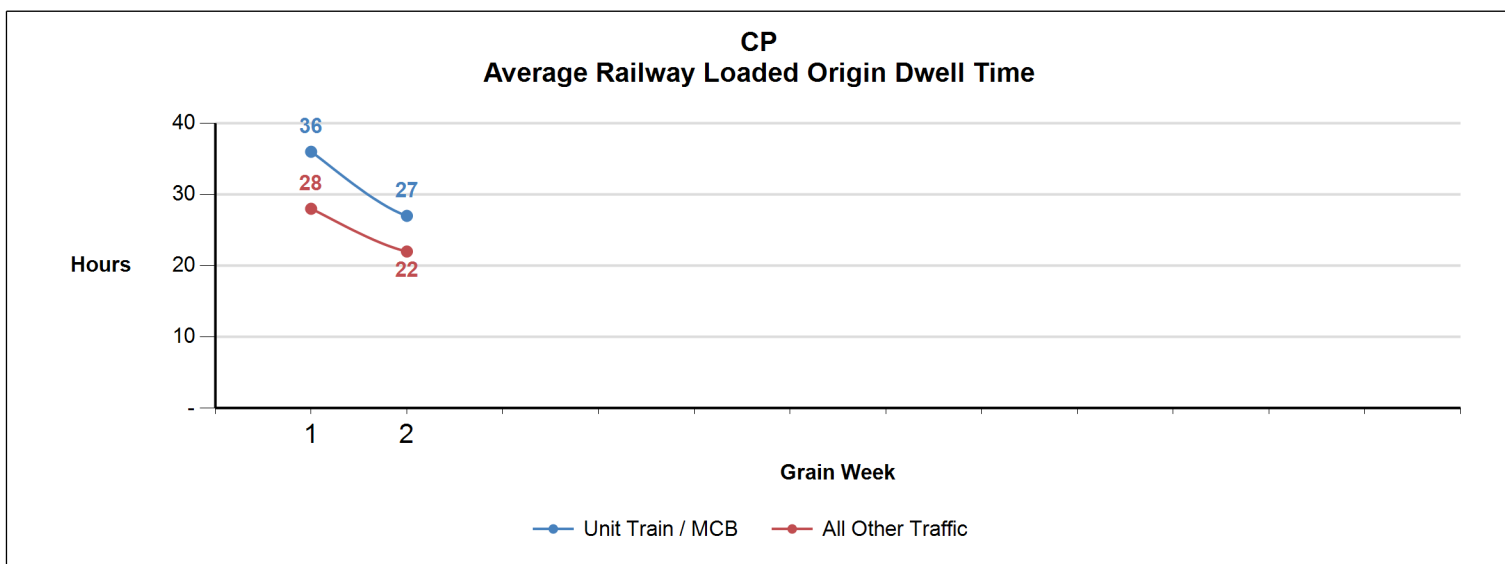
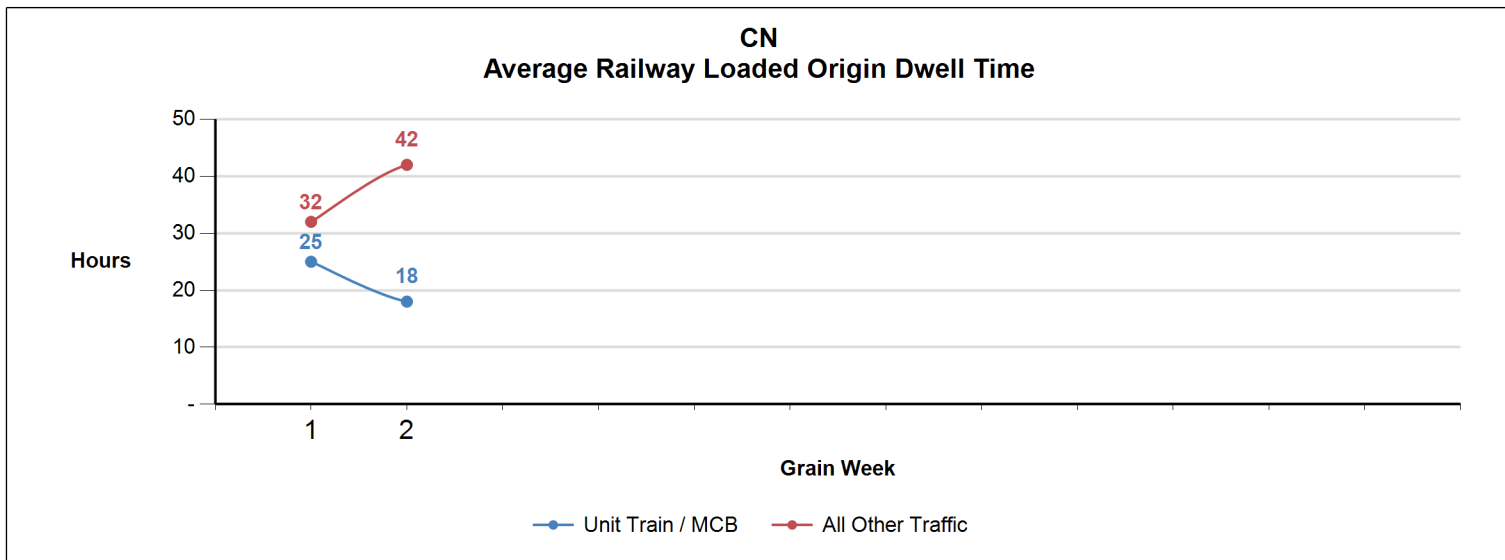
Hopper Cars Supplied in the Want Week by Corridor - To Week 02

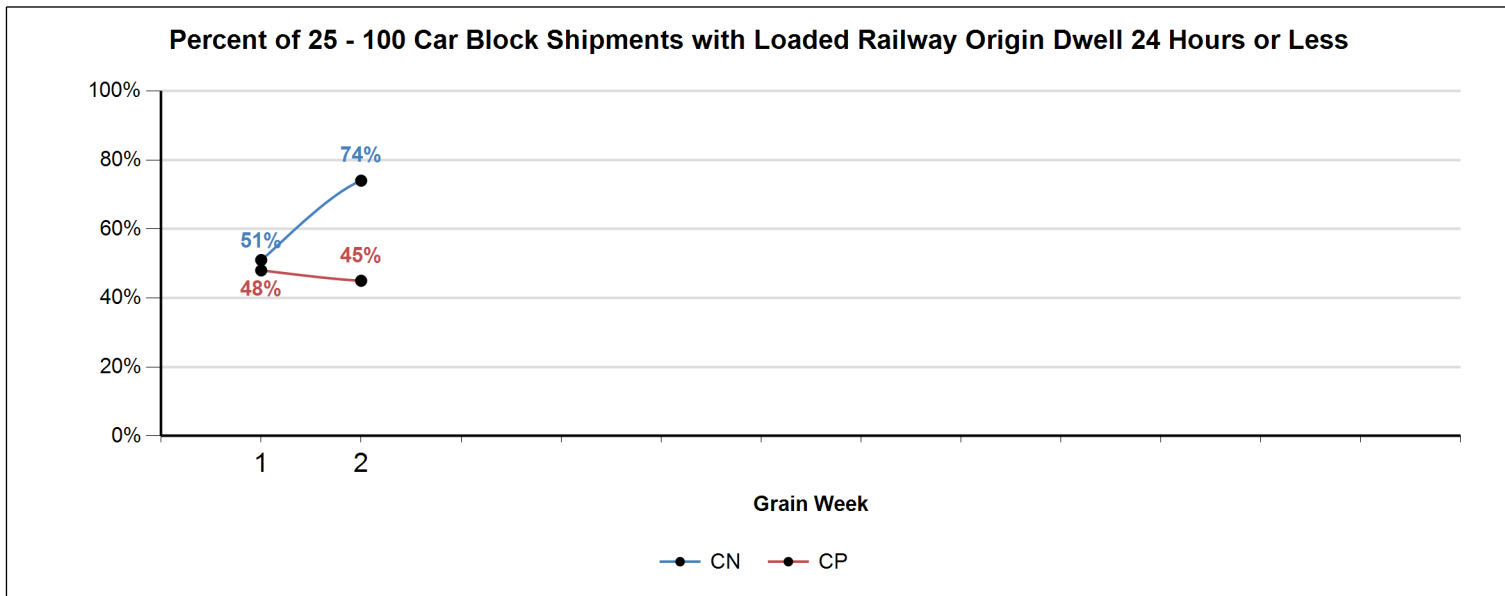
Railway	Corridor	Week 02			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,074	1,066	99%	3,261	3,212	98%
	Thunder Bay	419	408	97%	625	610	98%
	Prince Rupert	553	552	100%	553	552	100%
	Vancouver Other / W. Canada	45	43	96%	133	129	97%
	USA / Mexico	25	25	100%	25	25	100%
	Eastern Canada	223	222	100%	478	471	99%
	<b>CN Total</b>		<b>2,339</b>	<b>2,316</b>	<b>99%</b>	<b>5,075</b>	<b>4,999</b>
CP	Vancouver Bulk	2,739	2,606	95%	4,534	4,219	93%
	Thunder Bay	752	749	100%	1,517	1,507	99%
	Vancouver Other / W. Canada	188	74	39%	265	139	52%
	USA / Mexico	102	101	99%	127	101	80%
	Eastern Canada	132	126	95%	282	269	95%
<b>CP Total</b>		<b>3,913</b>	<b>3,656</b>	<b>93%</b>	<b>6,725</b>	<b>6,235</b>	<b>93%</b>



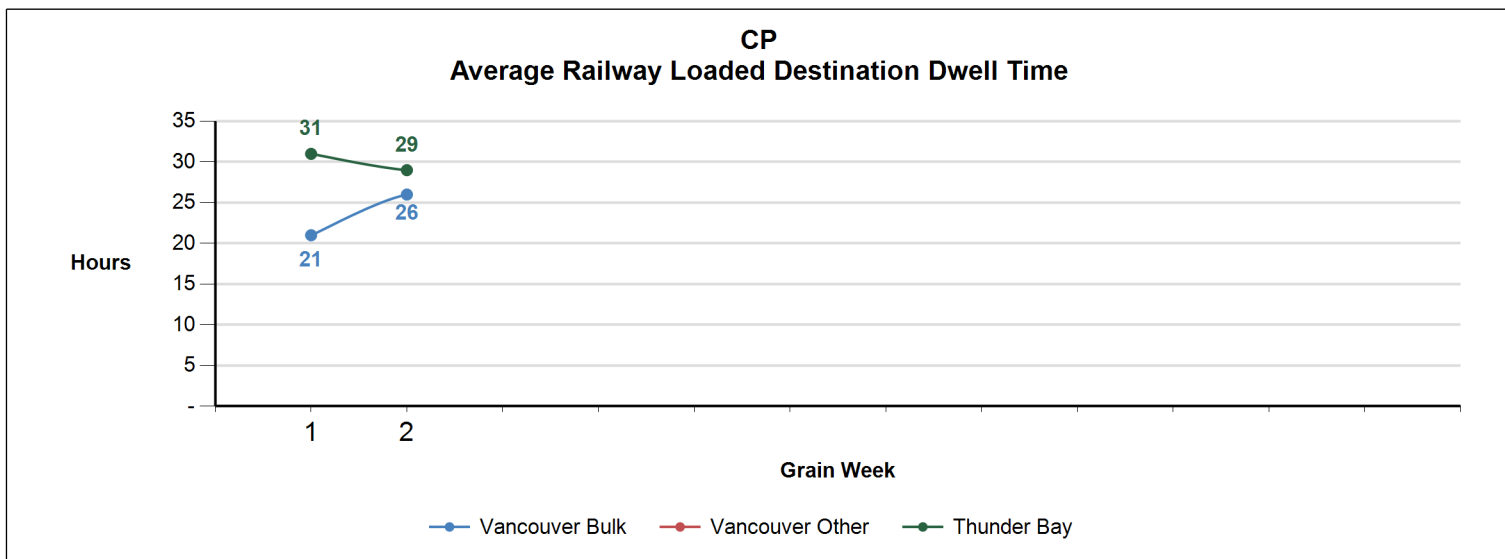
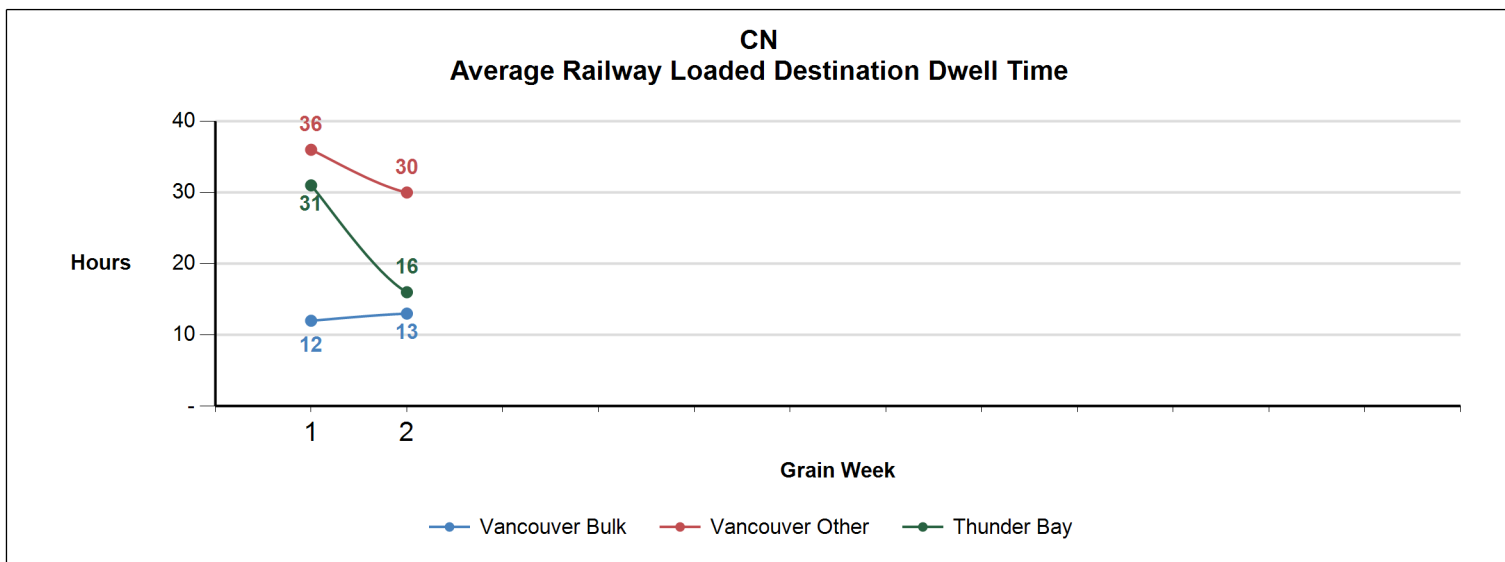


### Origin Dwell Performance





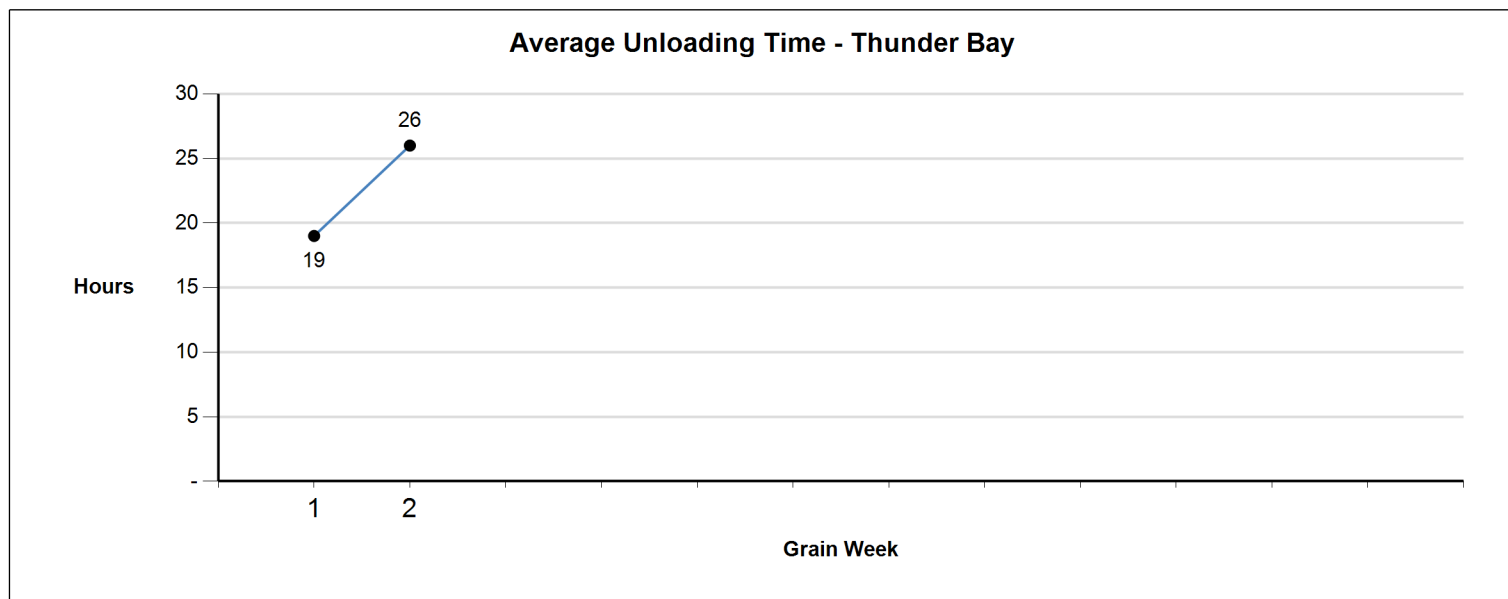
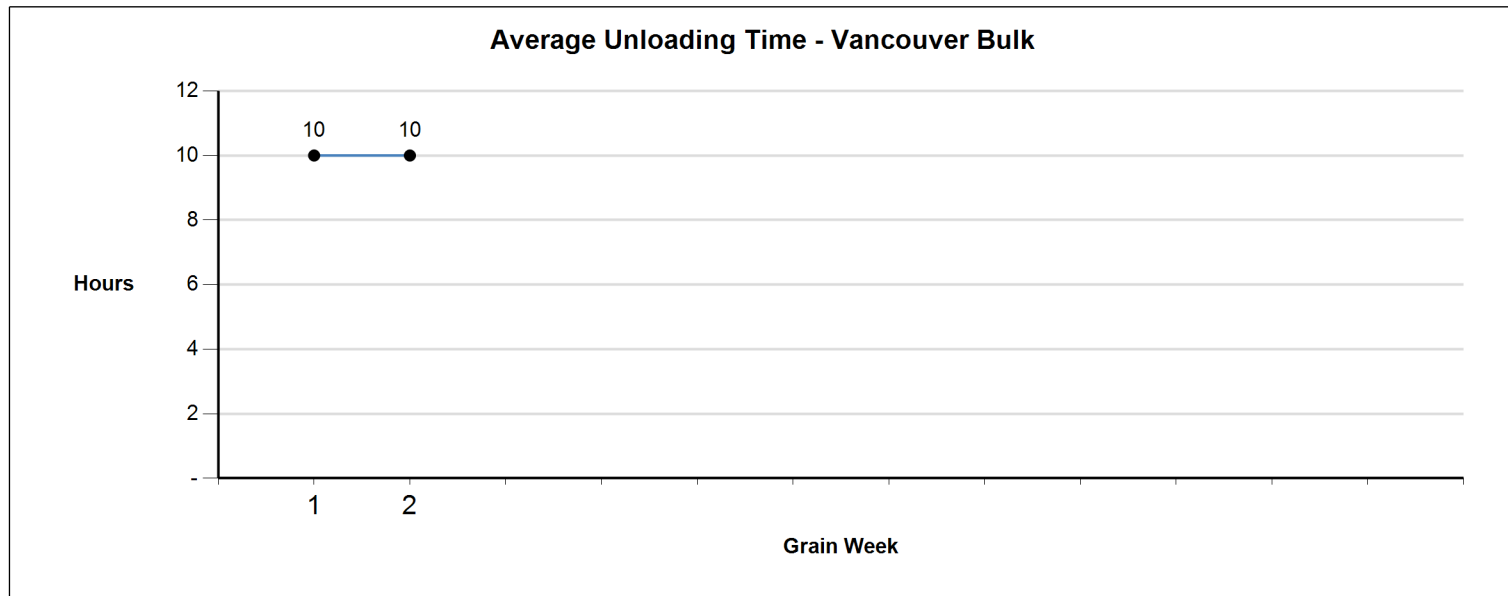
## Destination Dwell Performance







### 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.