

## Week 1 Performance

CN and CP supplied a combined 95% of hopper cars ordered in grain week 1, an improvement from last week's 91%, marking an improvement in performance on CN and a minor decline in performance on CP. CN's performance was above the 90% threshold for the fourth time in the last five weeks, supplying 98% of cars ordered. CP's performance declined marginally week over week, supplying 92% of cars ordered as compared to 93% in the prior week. CN and CP combined will enter week 1 with 205 outstanding cars - a net 76% decrease (-666) from the 871 cars outstanding at the end of last week. The change in the outstanding car count represents a decrease in the number of outstanding orders on both CN (-265) and CP (-401).

In week 1, CN corridor performance improved or remained the same in 4 of 4 corridors relative to last week's performance. CP saw performance hold or improved in 3 of 5 corridors with a notable drop in performance seen in the USA / Mexico corridor, which represented 1% of total hopper car demand for CP in week 1.

All outstanding orders remain current - i.e. unfulfilled week 1 orders.

### CN

- CN supplied 98% of hopper cars ordered for week 1, representing an improvement from last week's 89% order fulfillment performance. CN supplied 2,683 of 2,736 cars ordered, failing to supply 53 cars ordered.
- During week 1, CN supplied a total of 2,972 hoppers with 289 being outstanding orders placed prior to week 1 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving more than 75% of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the sixth consecutive week.
- Heading into week 2, CN has 19 outstanding orders, reflecting a 93% decrease from the 289 outstanding orders at the beginning of week 1.

### CP

- CP fulfilled 92% of hopper cars ordered for week 1, reflecting a marginal decline from the 93% seen last week.
- For week 1, CP supplied 2,601 of 2,812 cars ordered, failing to supply 211 cars ordered.
- During week 1, CP supplied a total of 3,043 hoppers including 547 for previously outstanding orders. (see table page 2).
- Shipper demand remained below 4,000 cars for the sixth consecutive week.
- CP's performance was consistent across all shippers' performance with all shippers receiving more than 75% of cars ordered on time.
- Heading into week 2, CP has 186 outstanding orders, representing a 68% decrease from the 587 outstanding orders entering week 1.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 1.
- Preliminary indications suggest that there will be no rationing in week 2.

### CP

- CP rationed zero hopper car orders in week 2.
- Preliminary indications suggest that there will be no rationing in week 2.



## Performance Dashboard

### Hopper Car Demand

	Week 01			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	2,736	3,013	(277)	2,736	2,736	3,013	3,013	(277)	(277)
CP	2,812	3,642	(830)	2,812	2,812	3,642	3,642	(830)	(830)
<b>Total</b>	<b>5,548</b>	<b>6,655</b>	<b>(1,107)</b>	<b>5,548</b>	<b>5,548</b>	<b>6,655</b>	<b>6,655</b>	<b>(1,107)</b>	<b>(1,107)</b>

### Cars Shipped

Railway	Corridor	Week 01	YTD
CN	N.A. Domestic	250	250
	Prince Rupert	208	208
	Thunder Bay	299	299
	Vancouver	2,053	2,053
<b>Total</b>		<b>2,810</b>	<b>2,810</b>
CP	N.A. Domestic	319	319
	Thunder Bay	851	851
	Vancouver	2,040	2,040
<b>Total</b>		<b>3,210</b>	<b>3,210</b>

### Empty Hopper Cars Supplied - Week 01 (All Want Weeks)

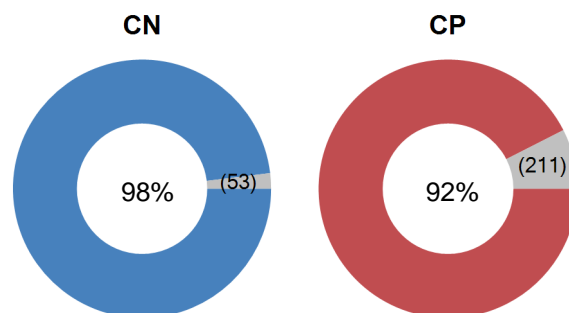
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,679	2,469	289	530	4	110	2,972	3,109
CP	2,038	2,715	547	215	458	51	3,043	2,981
<b>Total</b>	<b>4,717</b>	<b>5,184</b>	<b>836</b>	<b>745</b>	<b>462</b>	<b>161</b>	<b>6,015</b>	<b>6,090</b>

### Supplied by Block Size

Block Size	Week 01			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	3%	3%	4%	3%	3%
25	4%		2%	4%		2%
50	8%	8%	8%	8%	8%	8%
100	84%	90%	87%	84%	90%	87%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,736	2,812	5,548
Current Week Order Fulfillment			
Supplied in Current Week	2,679	2,038	4,717
Supplied Early	4	563	567
<b>Total Cars Supplied for Want Week</b>	<b>2,683</b>	<b>2,601</b>	<b>5,284</b>
Current Week Unfulfilled Demand	(53)	(211)	(264)
% Current Week Orders Supplied	98%	92%	95%



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

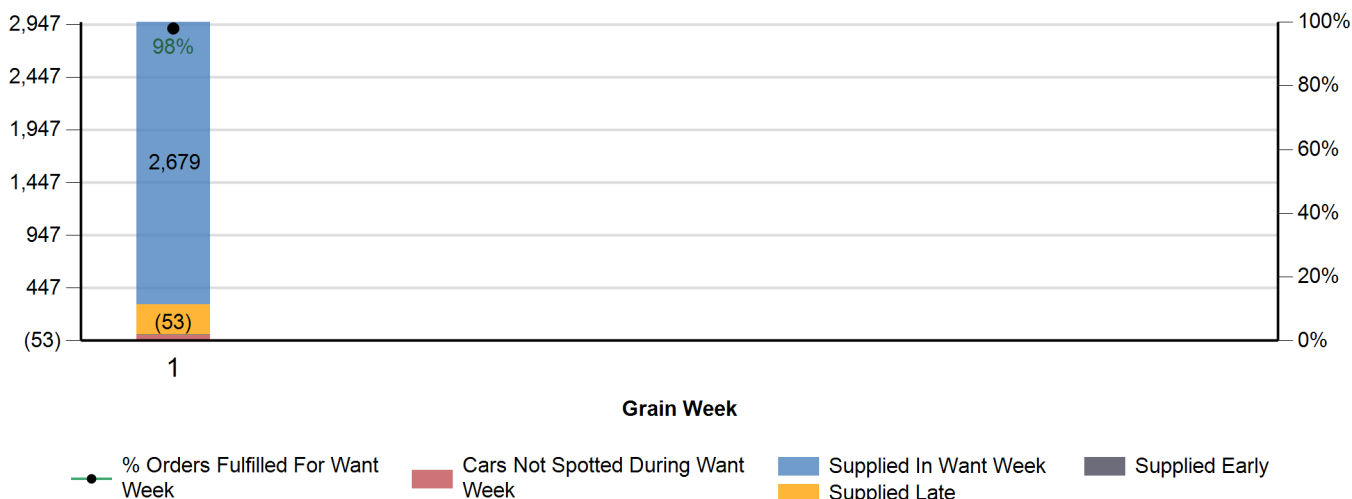
	Week 01		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	24	58	24	58
CP	37	45	37	45

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

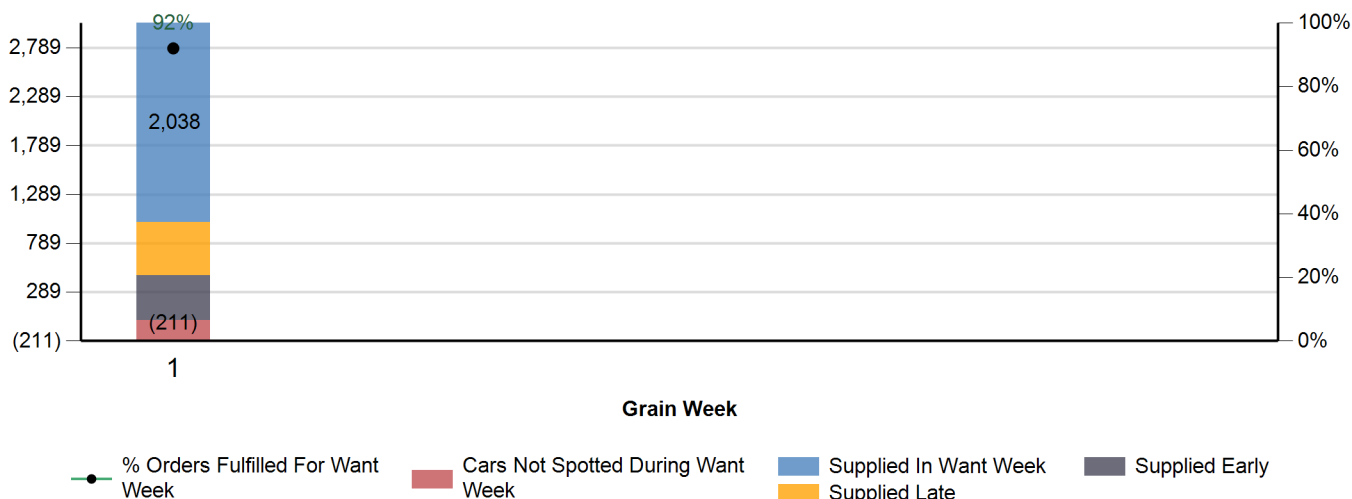
	Railway	Week 01		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	13	16	13	16
	CP	21	10	21	10
Thunder Bay	CN	31	70	31	70
	CP	31	44	31	44



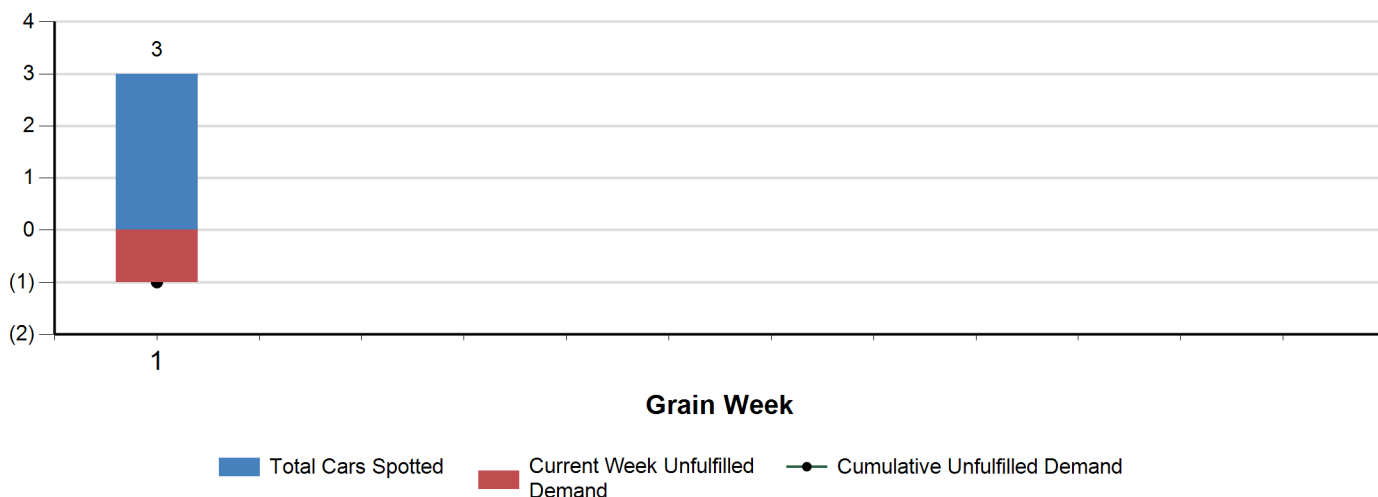
### CN Weekly Hopper Car Supply



### CP Weekly Hopper Car Supply

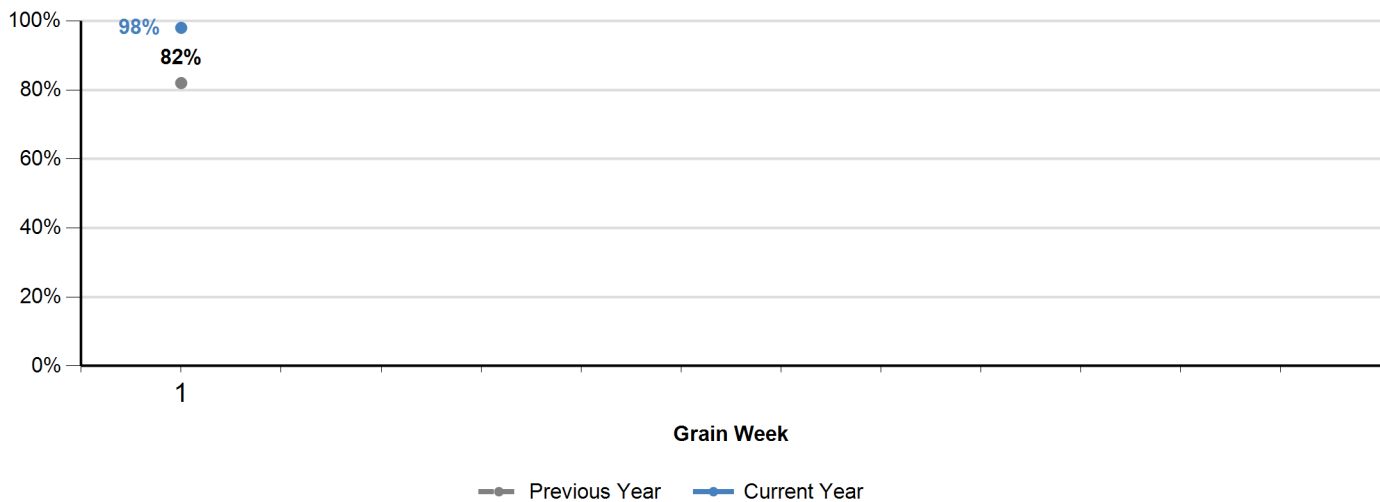


### Total Boxcar Supply - Grain Year 2019 - 2020

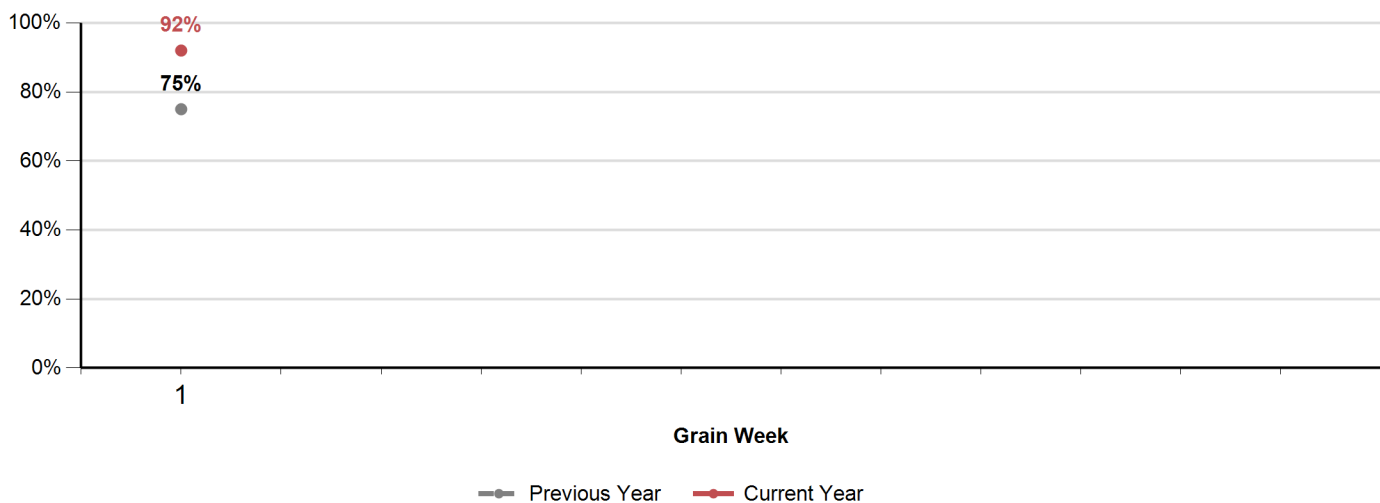




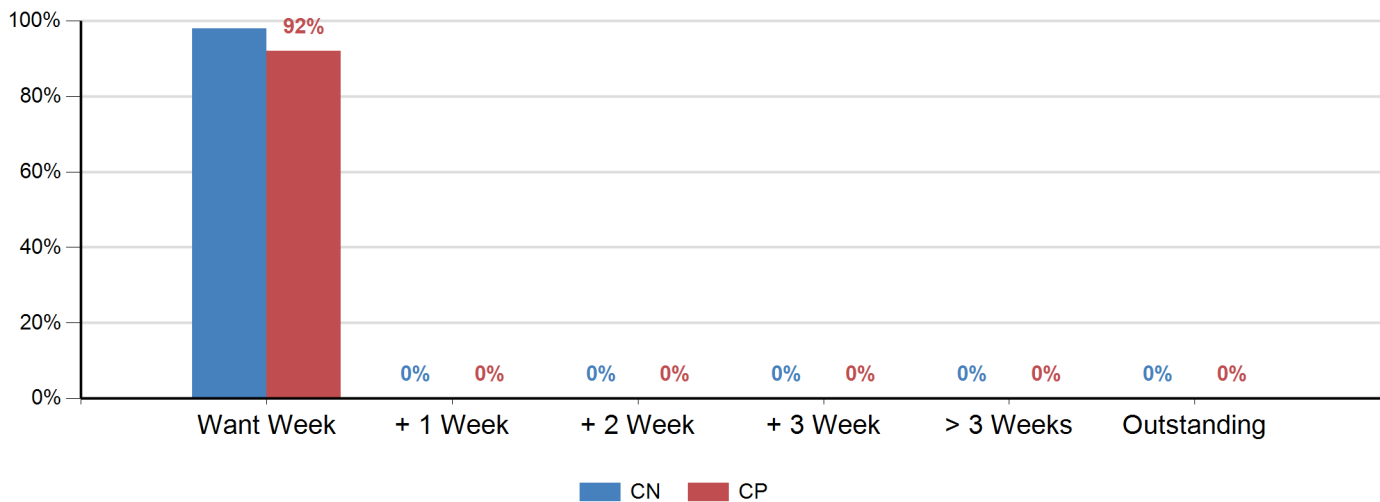
### Weekly On Time Hopper Car Order Fulfillment - CN

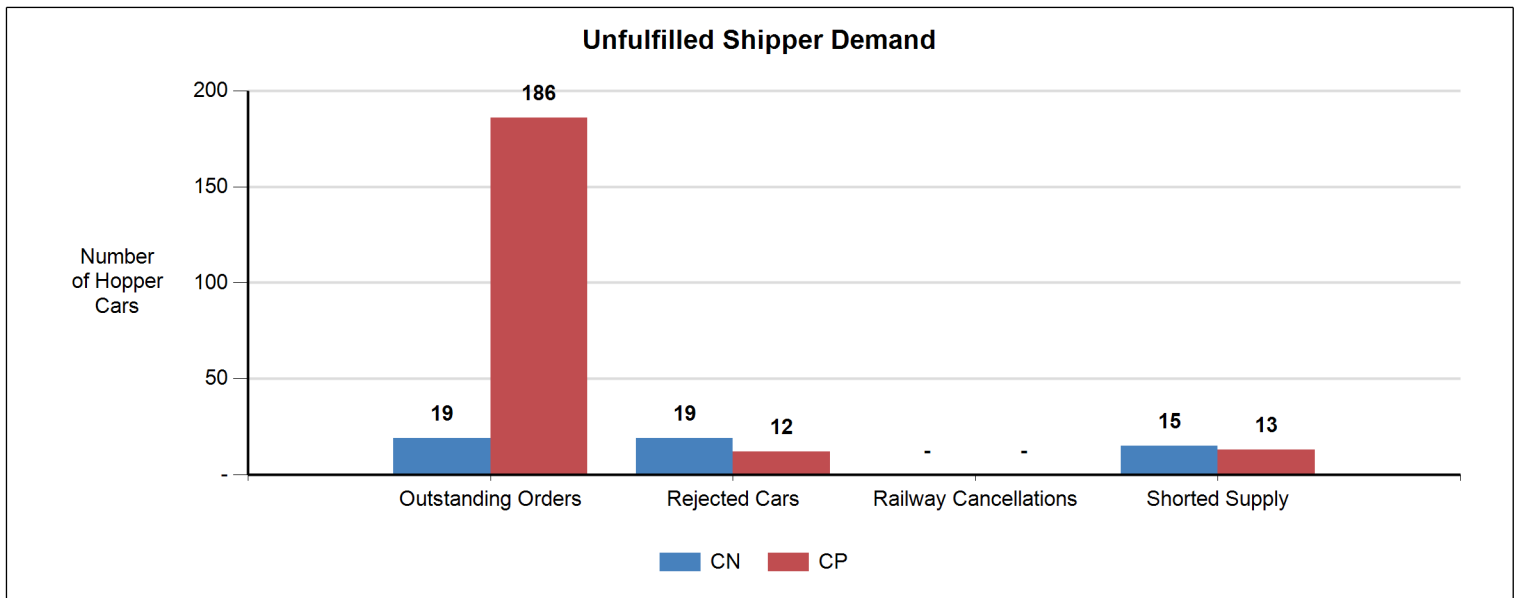


### Weekly On Time Hopper Car Order Fulfillment - CP



### Timeliness Of Hopper Car Order Fulfillment





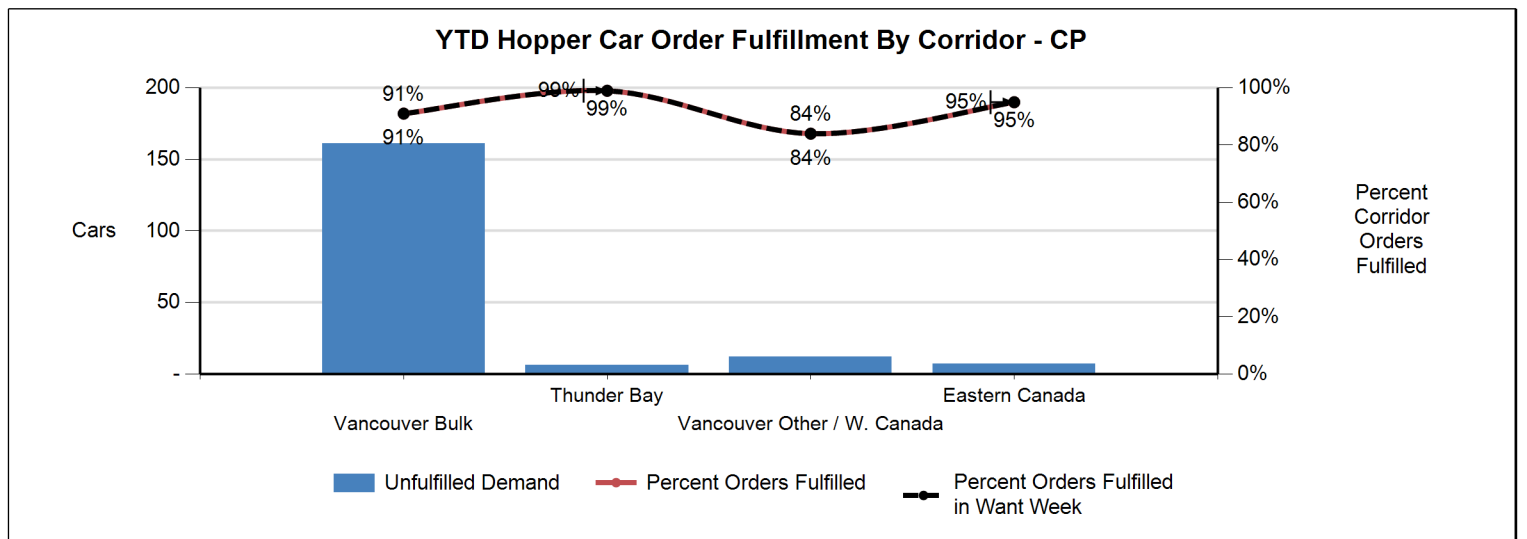
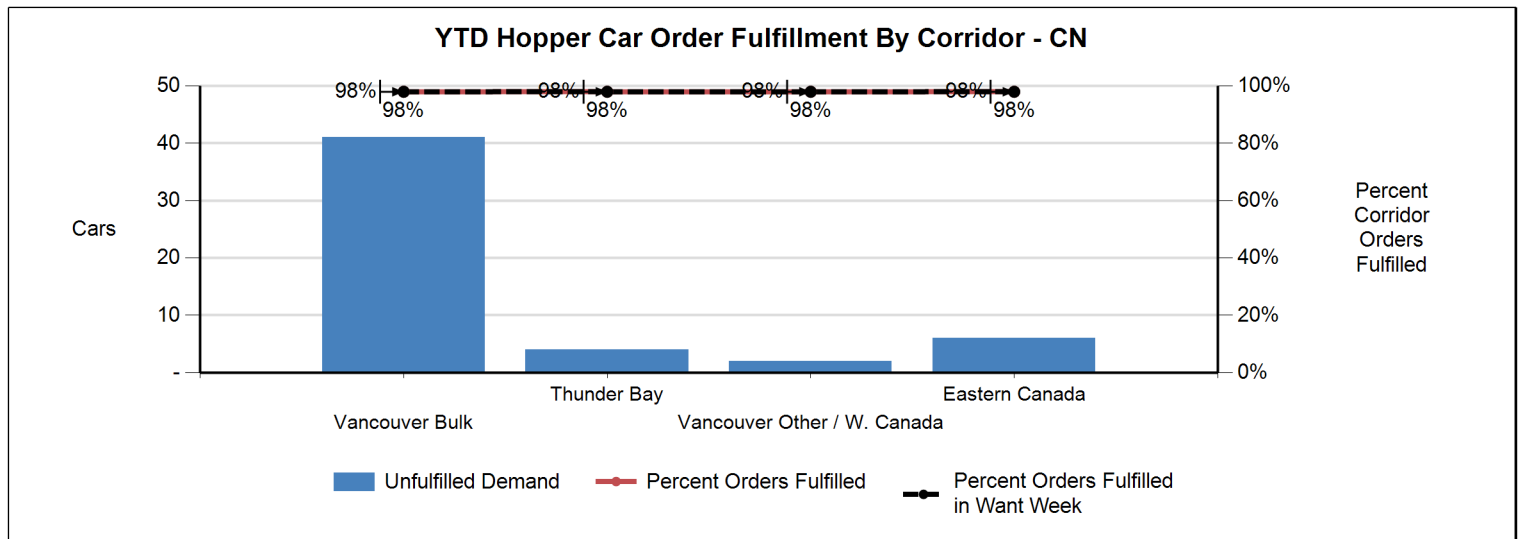
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 01

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	2,187	2,146	(41)	98%
	Thunder Bay	206	202	(4)	98%
	Vancouver Other / W. Canada	88	86	(2)	98%
	Eastern Canada	255	249	(6)	98%
<b>Total</b>		<b>2,736</b>	<b>2,683</b>	<b>(53)</b>	<b>98%</b>
CP	Vancouver Bulk	1,796	1,635	(161)	91%
	Thunder Bay	764	758	(6)	99%
	Vancouver Other / W. Canada	77	65	(12)	84%
	USA / Mexico	25	-	-	-
	Eastern Canada	150	143	(7)	95%
<b>Total</b>		<b>2,812</b>	<b>2,601</b>	<b>(186)</b>	<b>92%</b>

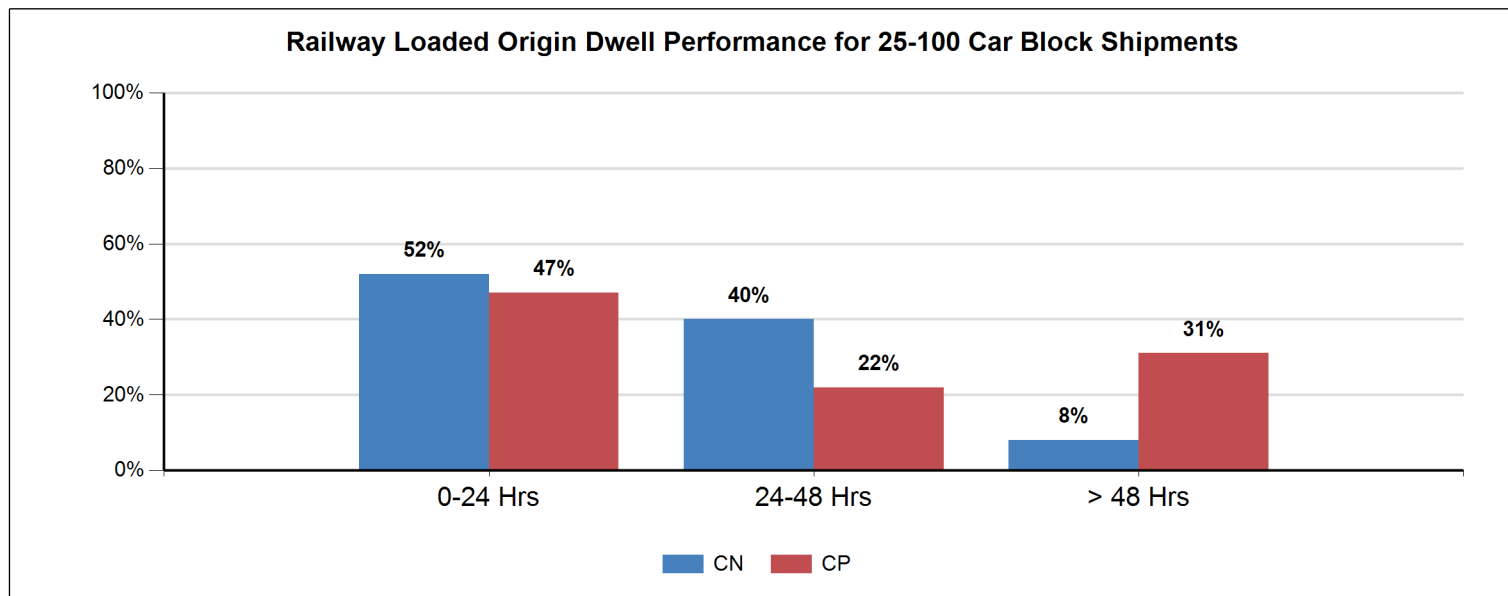
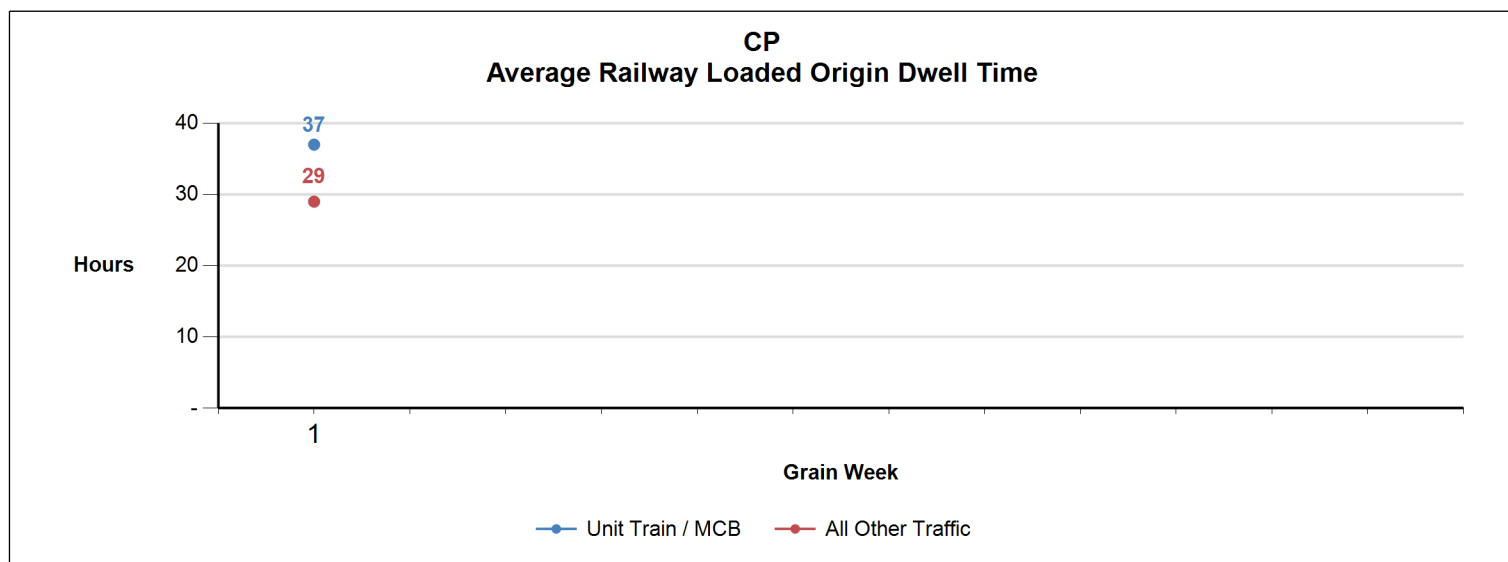
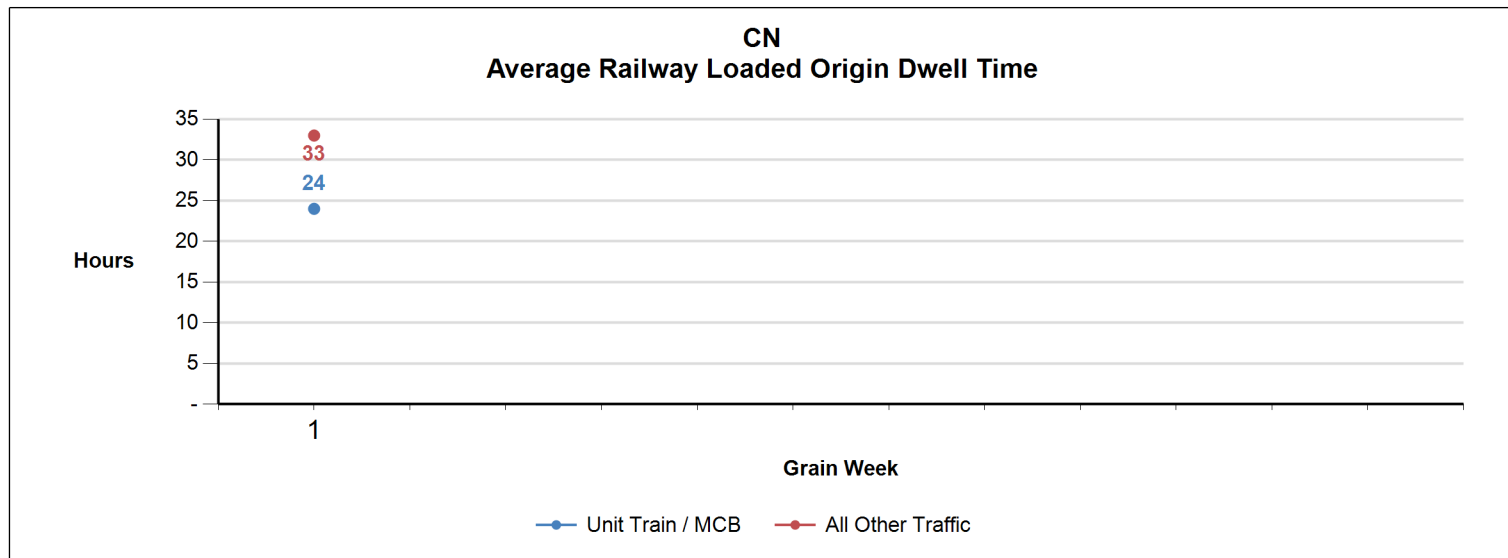
**Hopper Cars Supplied in the Want Week by Corridor - To Week 01**

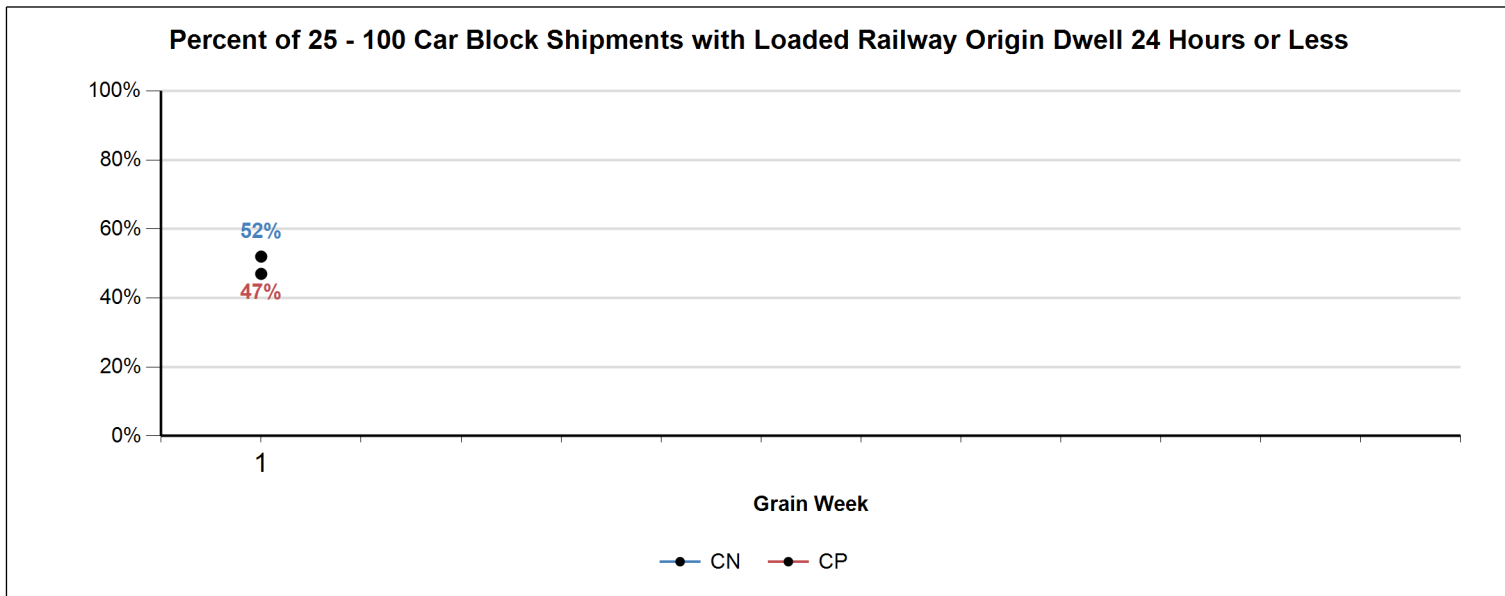
Railway	Corridor	Week 01			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,187	2,146	98%	2,187	2,146	98%
	Thunder Bay	206	202	98%	206	202	98%
	Vancouver Other / W. Canada	88	86	98%	88	86	98%
	Eastern Canada	255	249	98%	255	249	98%
<b>CN Total</b>		<b>2,736</b>	<b>2,683</b>	<b>98%</b>	<b>2,736</b>	<b>2,683</b>	<b>98%</b>
CP	Vancouver Bulk	1,796	1,635	91%	1,796	1,635	91%
	Thunder Bay	764	758	99%	764	758	99%
	Vancouver Other / W. Canada	77	65	84%	77	65	84%
	USA / Mexico	25		0%	25		0%
	Eastern Canada	150	143	95%	150	143	95%
<b>CP Total</b>		<b>2,812</b>	<b>2,601</b>	<b>92%</b>	<b>2,812</b>	<b>2,601</b>	<b>92%</b>



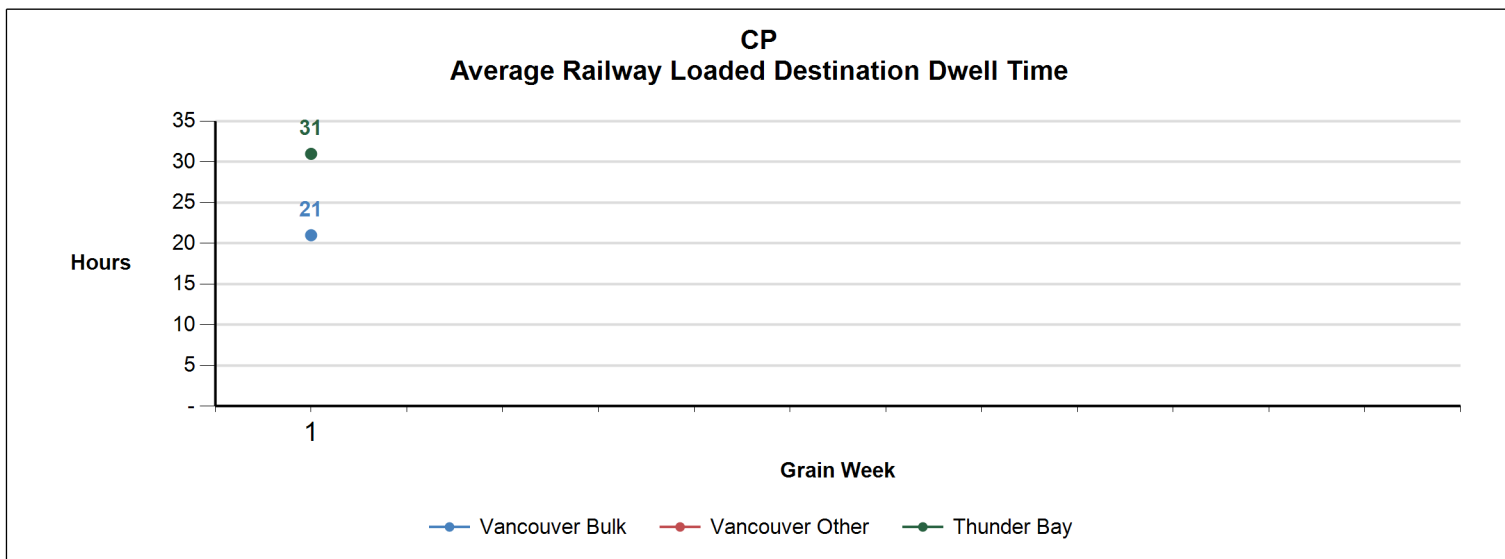
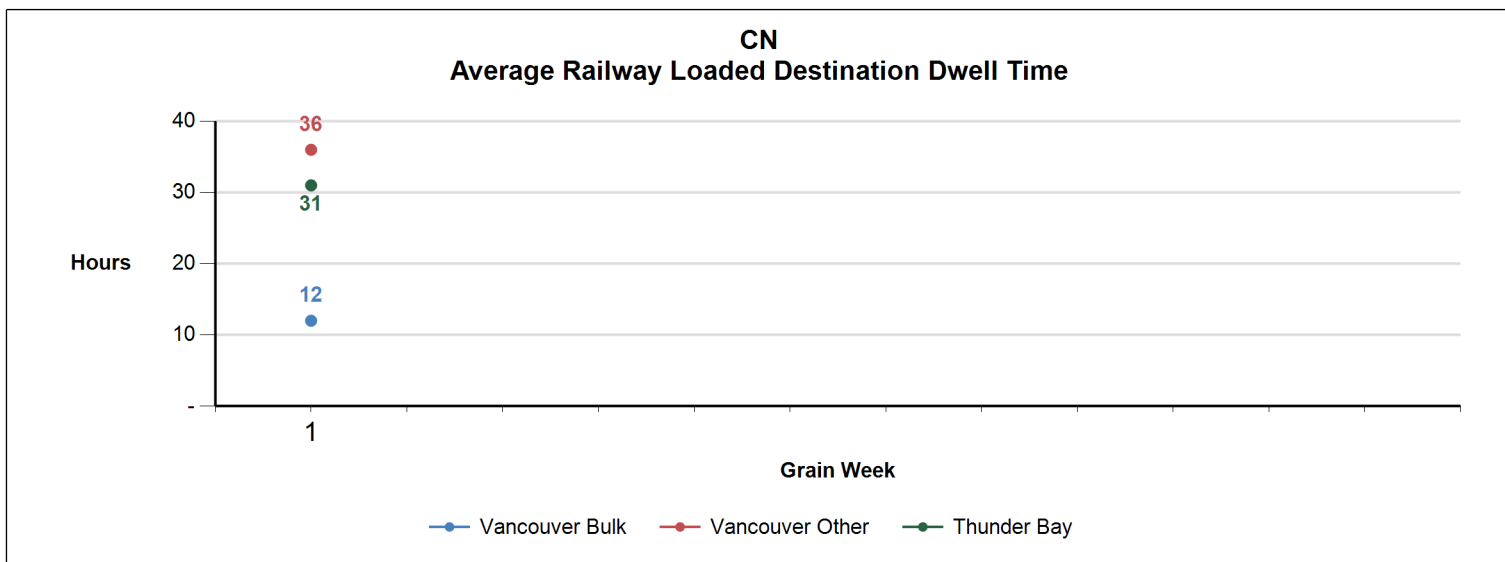


### Origin Dwell Performance





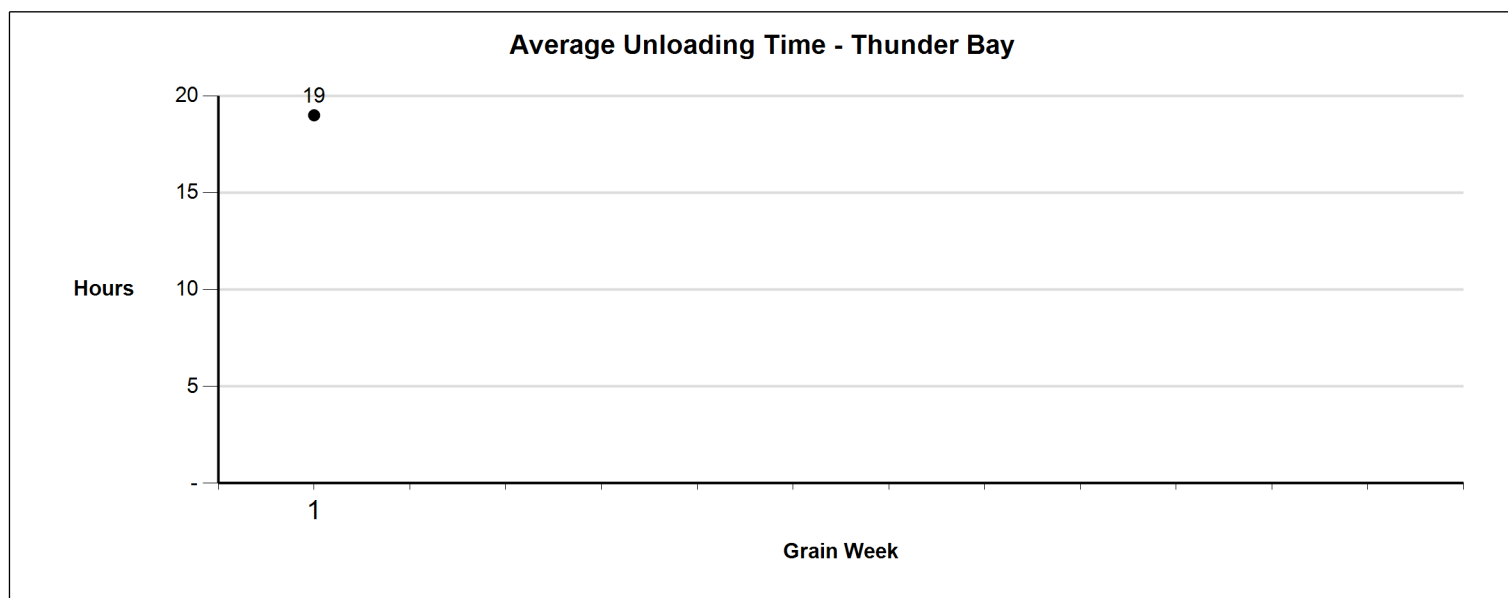
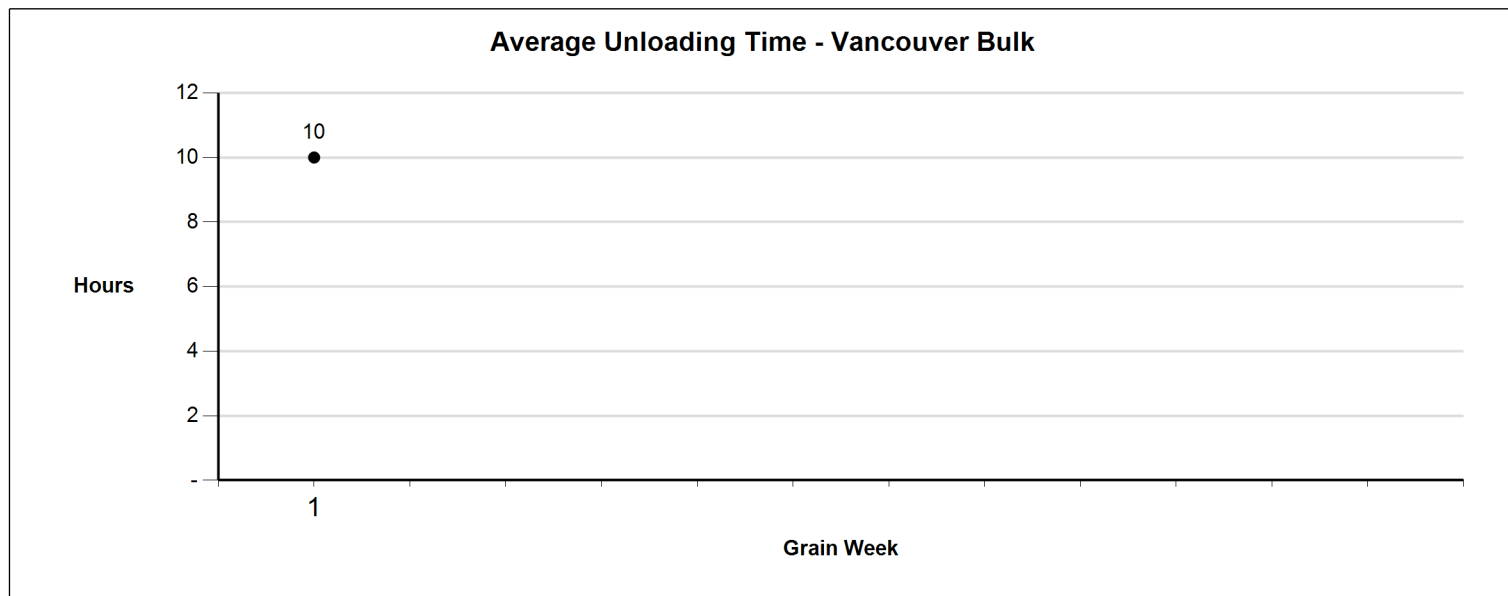
## Destination Dwell Performance







### 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.