

## Week 4 Performance

CN and CP supplied a combined 92% of hopper cars ordered in grain week 4, a decrease from last week's 97%, marking a decline in performance on both CN and CP. CN's performance was above the 90% threshold for the fourth consecutive week, supplying 92% of cars ordered. CP's performance deteriorated week over week, supplying 92% of cars ordered as compared to 98% in the prior week. CN and CP combined will enter week 5 with 393 outstanding cars - a net increase (+255) from the 138 cars outstanding at the end of last week. The change in the outstanding car count represents an increase in the number of outstanding hopper cars on both CN by (+116) and CP by (+139), respectively.

In week 4, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. Performance declines were seen in the Thunder Bay and USA / Mexico corridors, which saw 60% and 81% of cars ordered for week 4 supplied on time. These two corridors represented 17% of total hopper car demand for CN in week 4. CP saw performance hold or improved in 2 of 4 corridors with a notable drop in performance seen in the Vancouver Bulk and Eastern Canada corridors, which represented 67% of total hopper car demand for CP in week 4.

With the exception of 1 order for week 03, all other outstanding orders (10) remain current - i.e. unfulfilled week 4 orders.

### CN

- CN supplied 92% of hopper cars ordered for week 4, representing a decline from last week's 96% order fulfillment performance. CN supplied 2,837 of 3,073 cars ordered, failing to supply 236 cars ordered.
- During week 4, CN supplied a total of 2,919 hoppers with 76 being outstanding orders placed prior to week 4 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving 85% or more of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the fourth consecutive week of the current grain year.
- Shipper demand for hopper cars is 23% higher in week 5, rising to 3,913 and is expected to decline 18% to 3,222 cars in week 6.
- Heading into week 5, CN has 188 outstanding orders, reflecting a 161% increase (+116) from the 72 outstanding orders at the beginning of week 4.

### CP

- CP fulfilled 92% of hopper cars ordered for week 4, reflecting a decrease from the 98% seen last week.
- For week 4, CP supplied 3,128 of 3,383 cars ordered, failing to supply 255 cars ordered.
- During week 4, CP supplied a total of 3,436 hoppers including 58 for previously outstanding orders. (see table page 2).
- Shipper demand remained below 4,000 cars for the fourth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 31% to 4,440 in week 5 and is expected to increase 17% to 5,183 cars in week 6.
- CP's performance was consistent across all shippers' performance with only 10% of shippers receiving less than 75% of cars ordered on time.
- Heading into week 5, CP has 205 outstanding orders, representing a 211% increase (+139) from the 66 outstanding orders entering week 4.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 04.
- Preliminary indications suggest that there will be no rationing in week 05.
- Through the first 04 weeks of the current grain year, CN has rationed no hopper car orders as compared to 235 for the same period last year.

### CP

- CP rationed zero hopper car orders in week 04.
- Preliminary indications suggest that there will be no rationing in week 05.
- Through the first 04 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to 14 for the same period last year.



## Performance Dashboard

### Hopper Car Demand

	Week 04			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	3,073	3,297	(224)	10,947	2,736	12,513	3,128	(1,566)	(391)
CP	3,383	3,135	248	13,391	3,347	13,544	3,386	(153)	(38)
<b>Total</b>	<b>6,456</b>	<b>6,432</b>	<b>24</b>	<b>24,338</b>	<b>6,083</b>	<b>26,057</b>	<b>6,514</b>	<b>(1,719)</b>	<b>(429)</b>

### Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	315	1,018
	Prince Rupert	1,054	2,678
	Thunder Bay	315	1,269
	Vancouver	1,158	5,840
<b>Total</b>		<b>2,842</b>	<b>10,805</b>
CP	N.A. Domestic	296	923
	Thunder Bay	934	3,201
	Vancouver	2,620	9,821
<b>Total</b>		<b>3,850</b>	<b>13,945</b>

### Empty Hopper Cars Supplied - Week 04 (All Want Weeks)

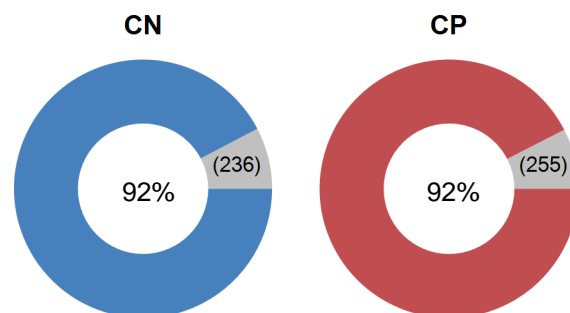
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,837	3,232	76	200	6	56	2,919	3,488
CP	2,577	2,363	58	481	801	246	3,436	3,090
<b>Total</b>	<b>5,414</b>	<b>5,595</b>	<b>134</b>	<b>681</b>	<b>807</b>	<b>302</b>	<b>6,355</b>	<b>6,578</b>

### Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	3%	3%	4%	3%	3%
25	6%	1%	3%	5%	1%	3%
50	12%	8%	10%	11%	7%	9%
100	78%	89%	84%	80%	89%	85%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,073	3,383	6,456
Current Week Order Fulfillment			
Supplied in Current Week	2,837	2,577	5,414
Supplied Early		551	551
<b>Total Cars Supplied for Want Week</b>	<b>2,837</b>	<b>3,128</b>	<b>5,965</b>
Current Week Unfulfilled Demand	(236)	(255)	(491)
% Current Week Orders Supplied	92%	92%	92%



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

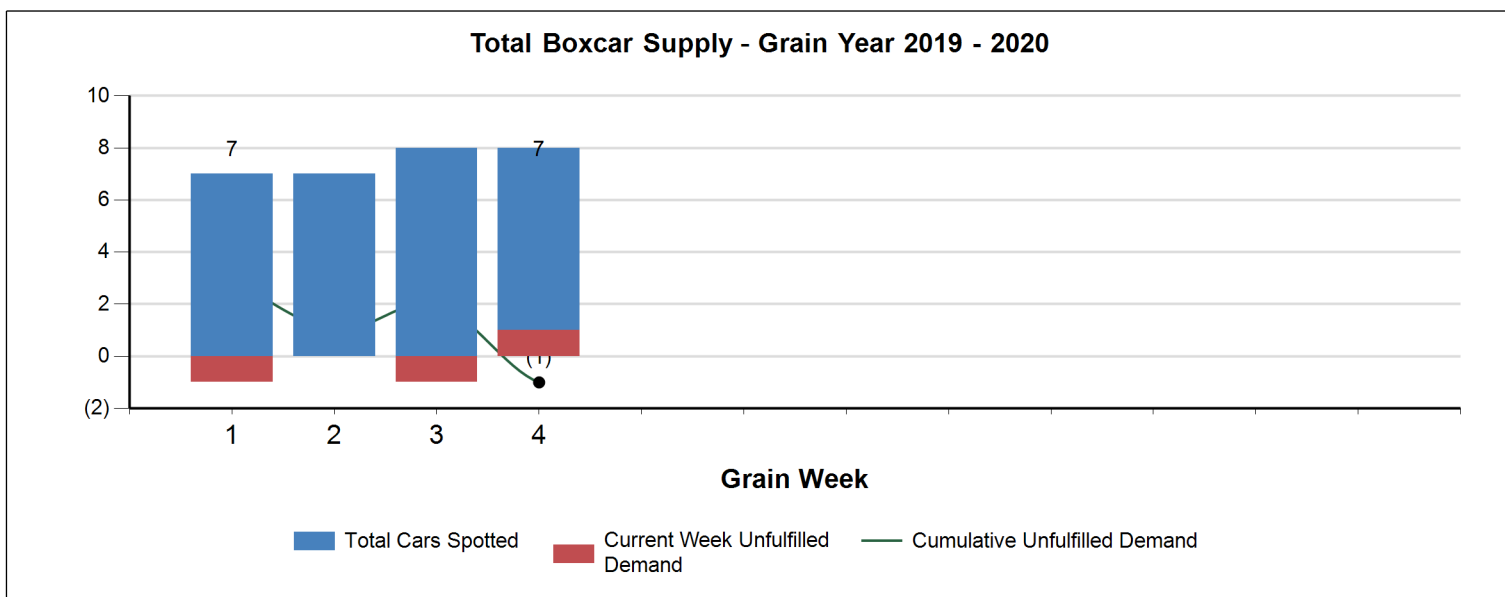
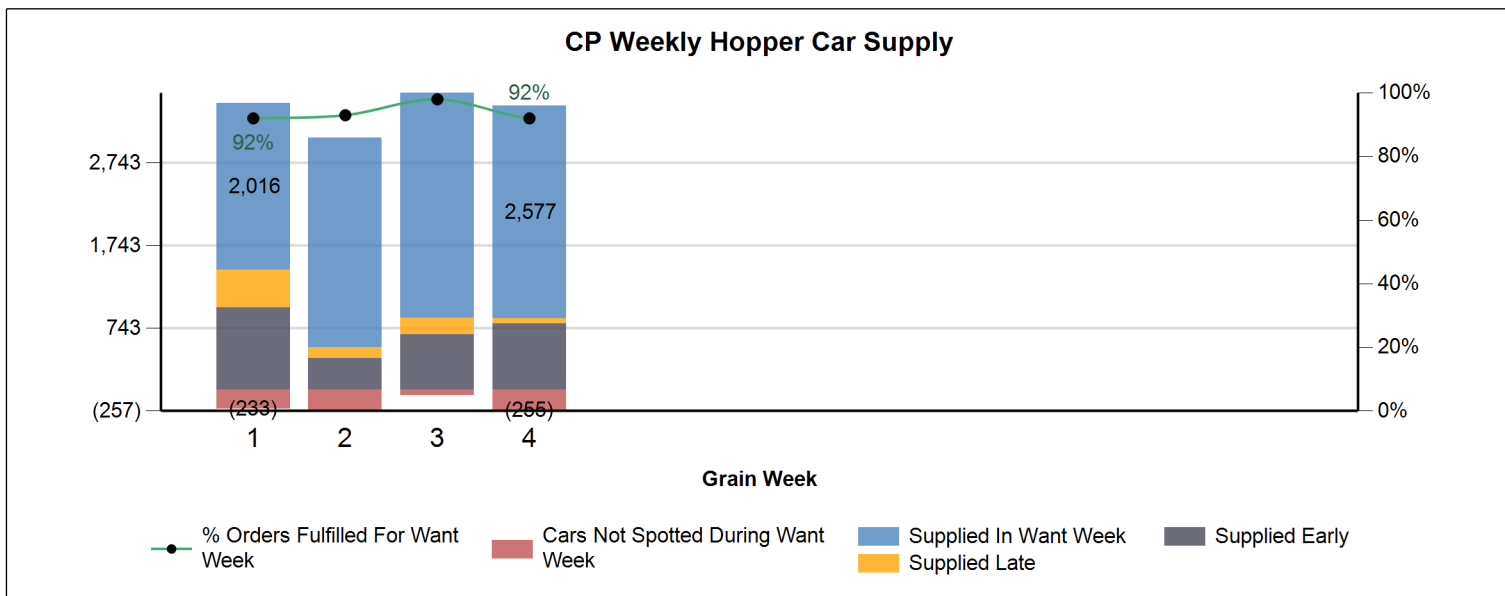
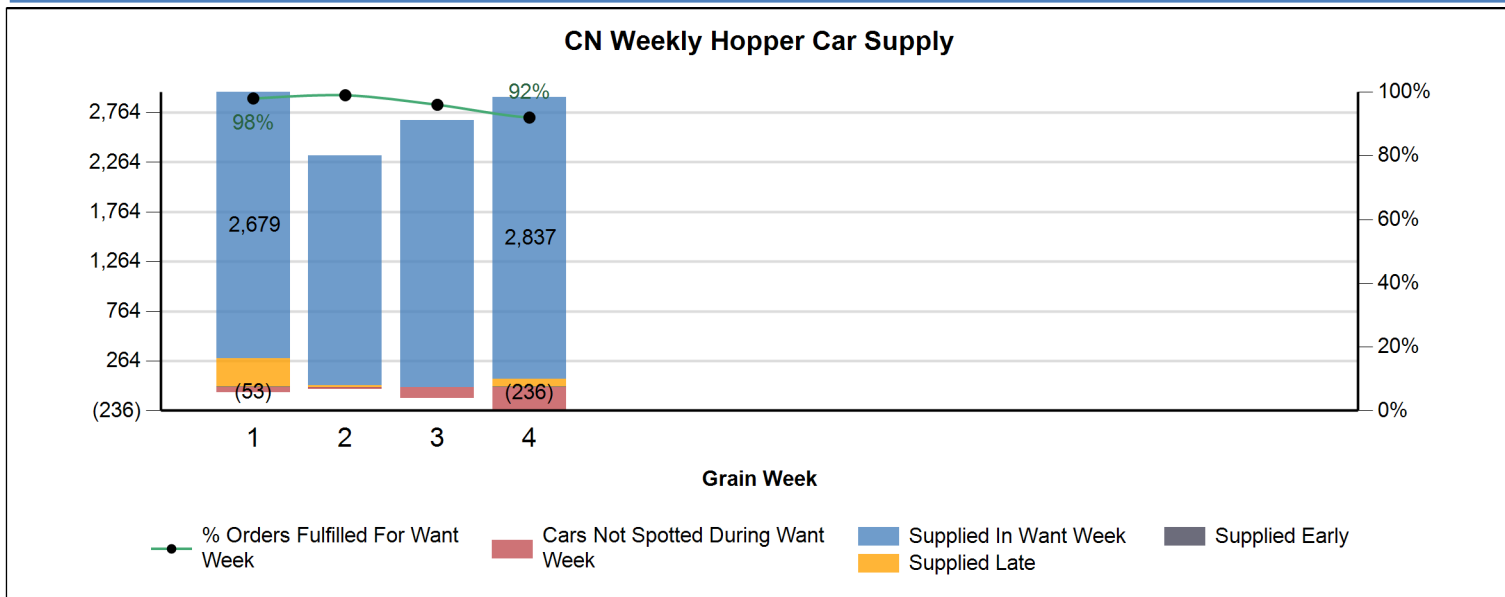
	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	18	41	21	49
CP	19	46	26	48

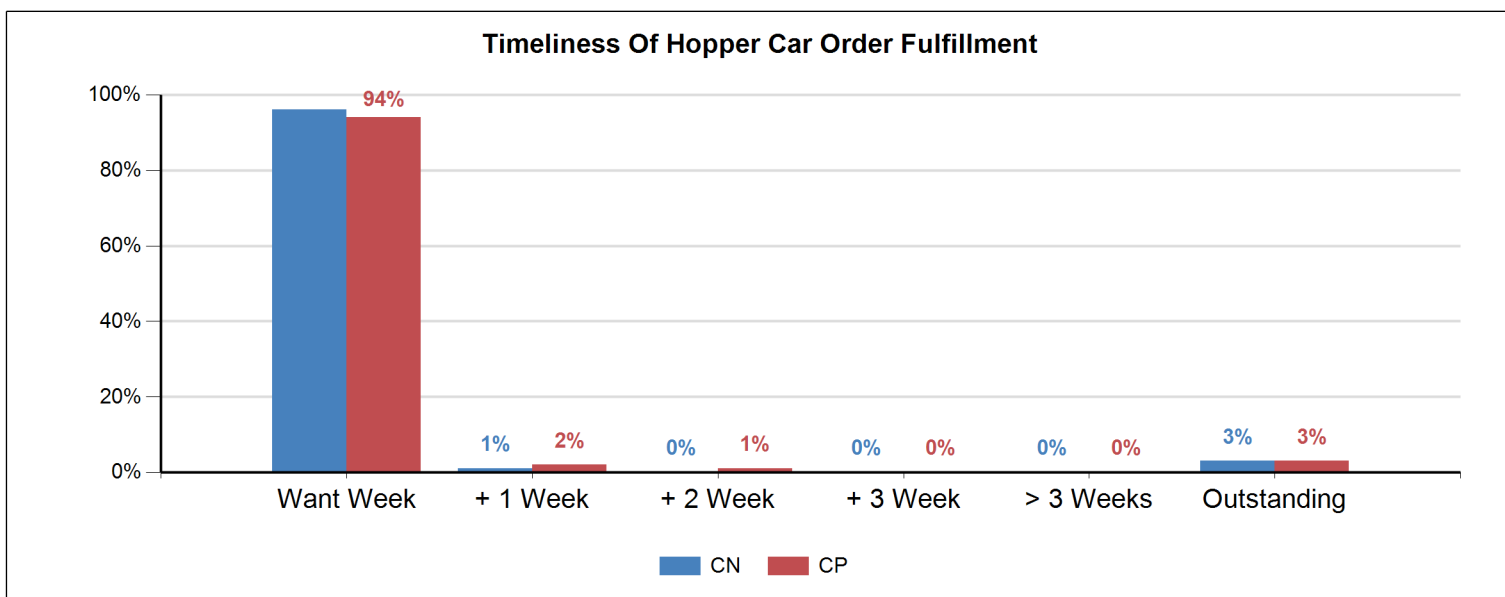
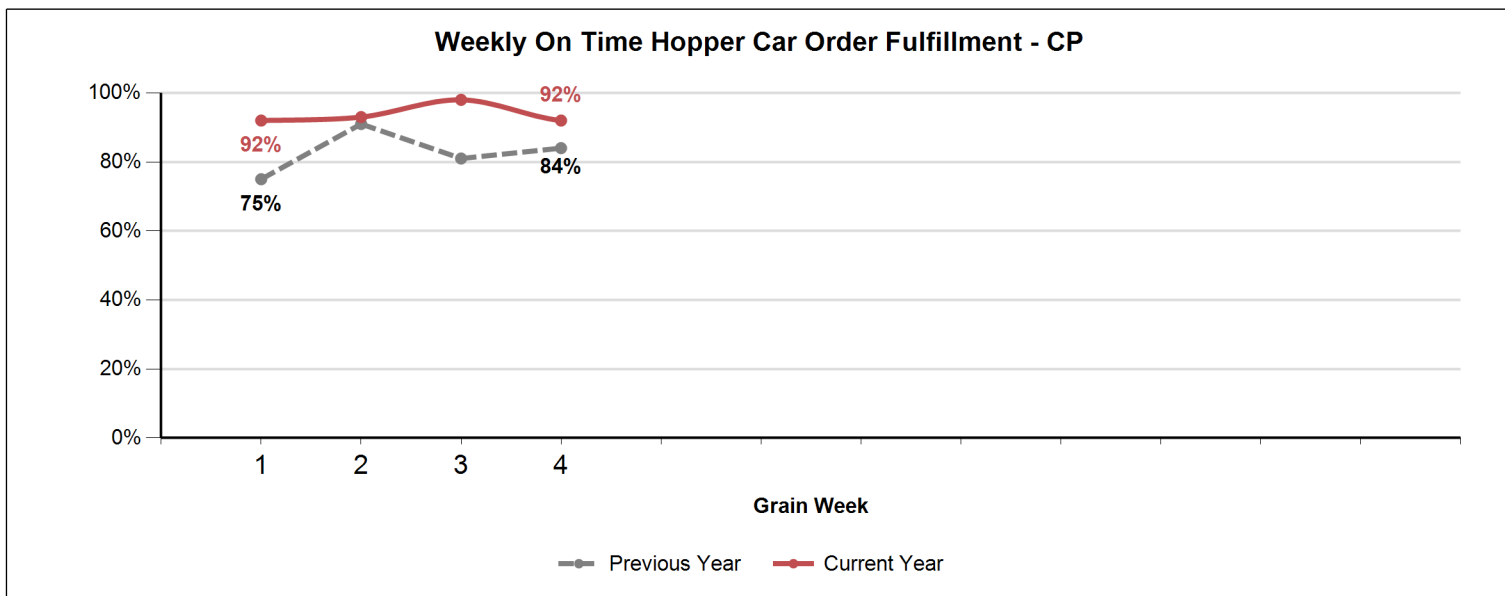
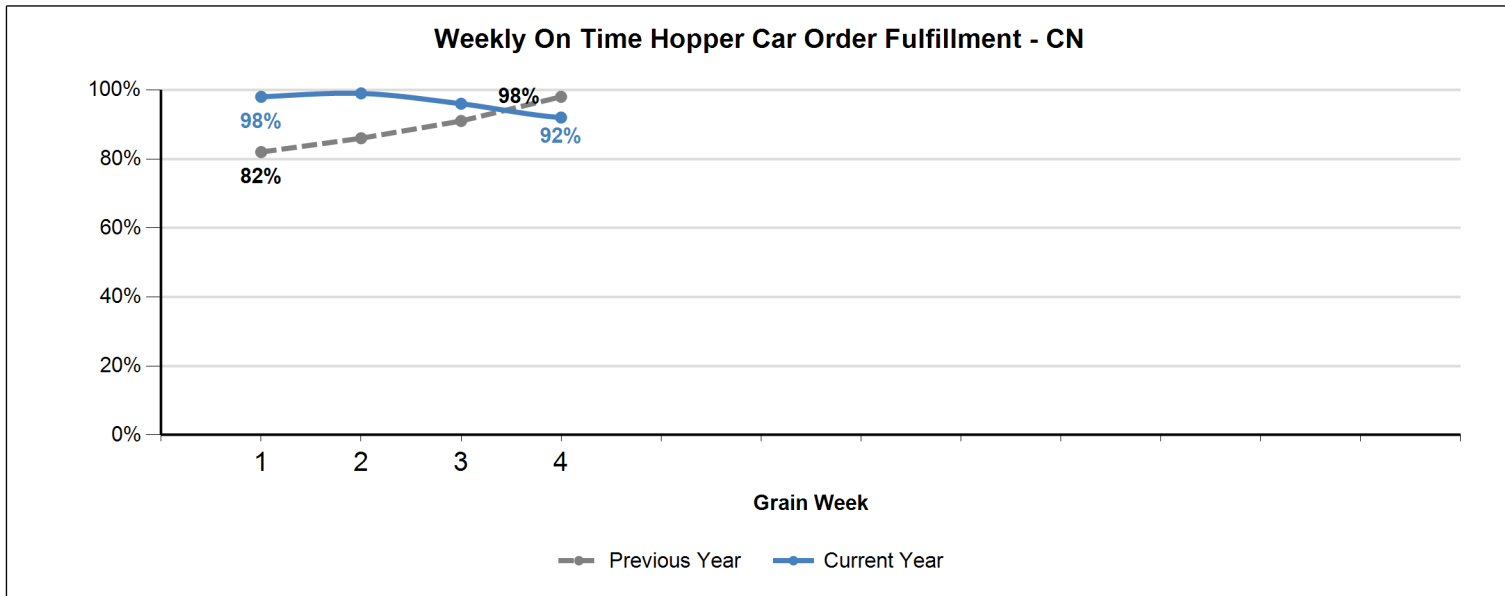
### Dwell Time (Hours) at Destination (All Traffic)

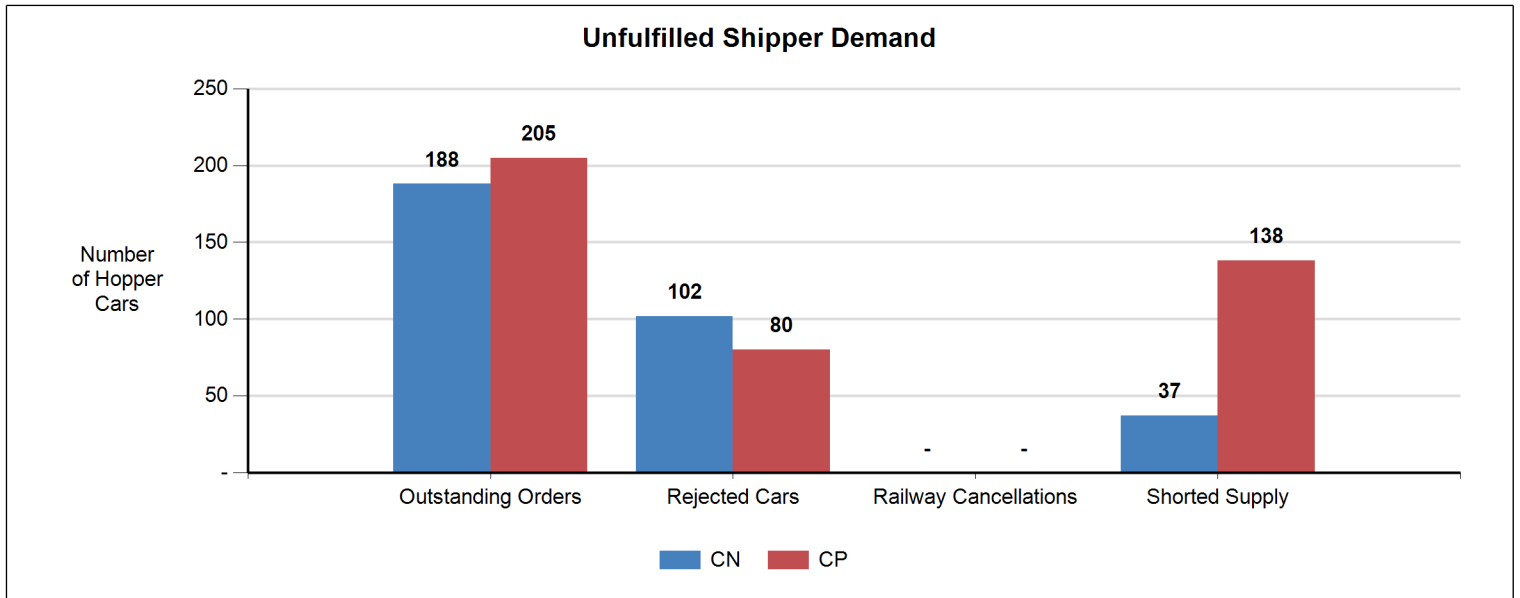
		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	18	16	20
	CP	28	23	30	19
Thunder Bay	CN	15	58	20	55
	CP	27	65	30	61



Weekly Performance Update - To Grain Week 04 (Grain Year 2019-20)  
 Covering 90% of grain movement originating in Western Canada







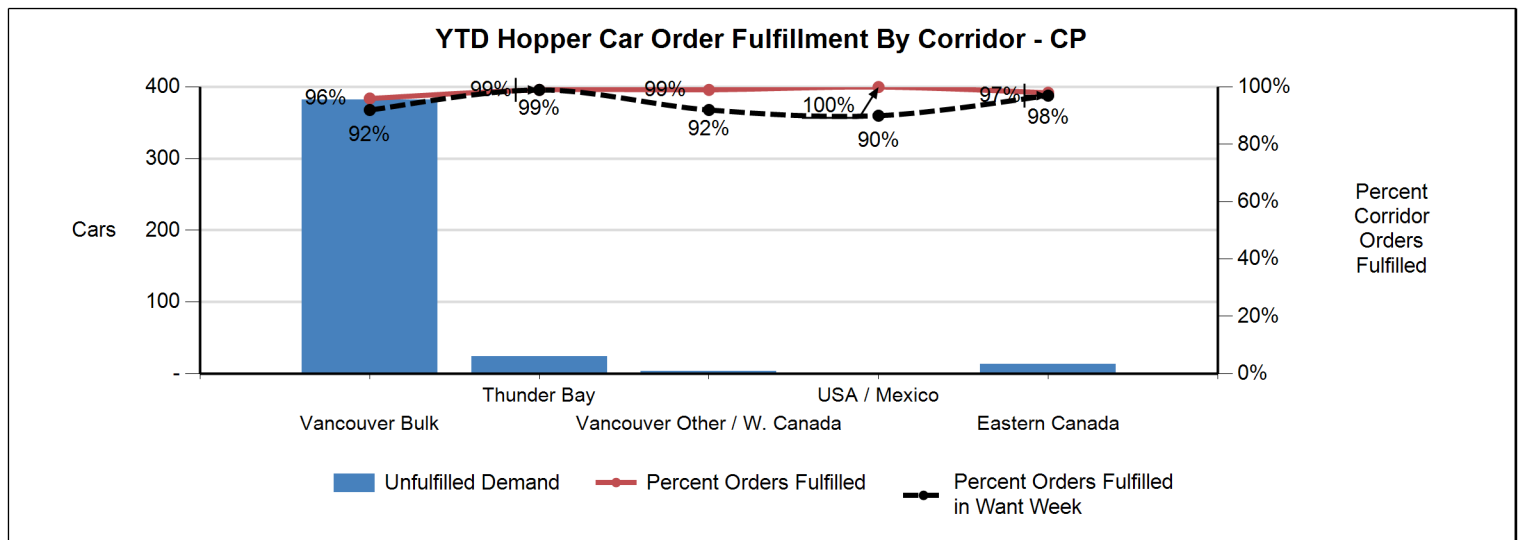
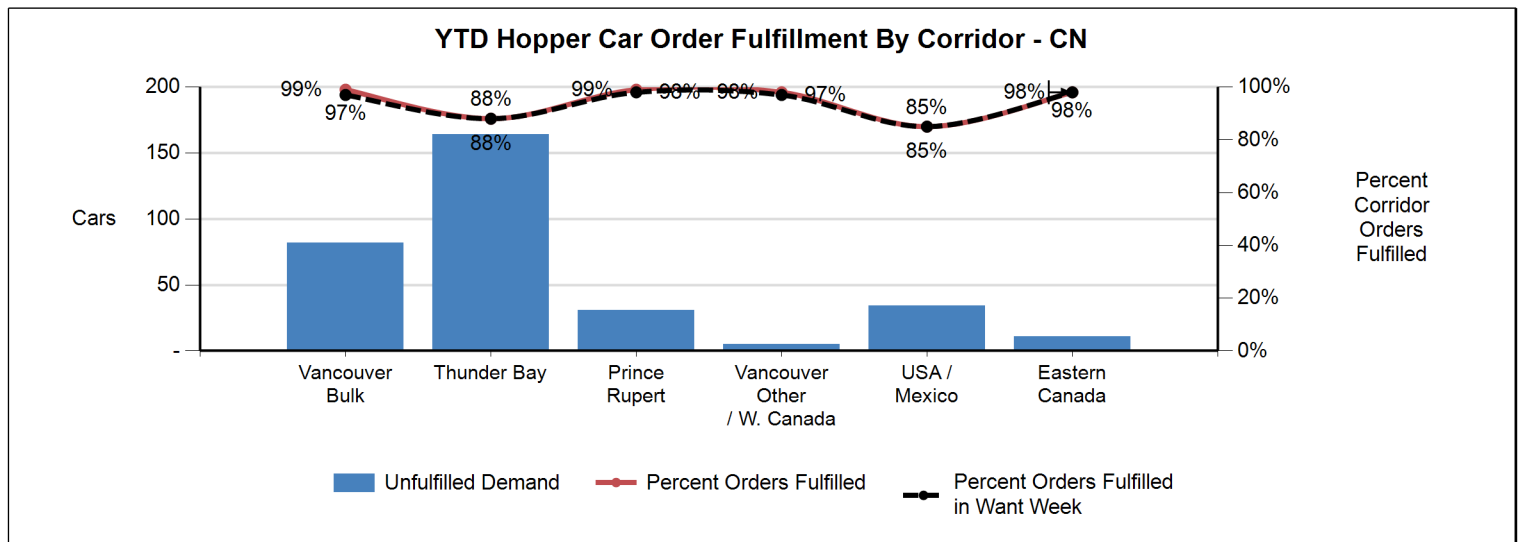
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 04

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	5,789	5,707	(82)	99%
	Thunder Bay	1,336	1,172	(164)	88%
	Prince Rupert	2,638	2,607	(31)	99%
	Vancouver Other / W. Canada	296	291	(5)	98%
	USA / Mexico	230	196	(34)	85%
	Eastern Canada	658	647	(11)	98%
<b>Total</b>		<b>10,947</b>	<b>10,620</b>	<b>(327)</b>	<b>97%</b>
CP	Vancouver Bulk	8,906	8,524	(382)	96%
	Thunder Bay	3,243	3,219	(24)	99%
	Vancouver Other / W. Canada	409	406	(3)	99%
	USA / Mexico	253	252	(1)	100%
	Eastern Canada	580	567	(13)	98%
<b>Total</b>		<b>13,391</b>	<b>12,968</b>	<b>(423)</b>	<b>97%</b>

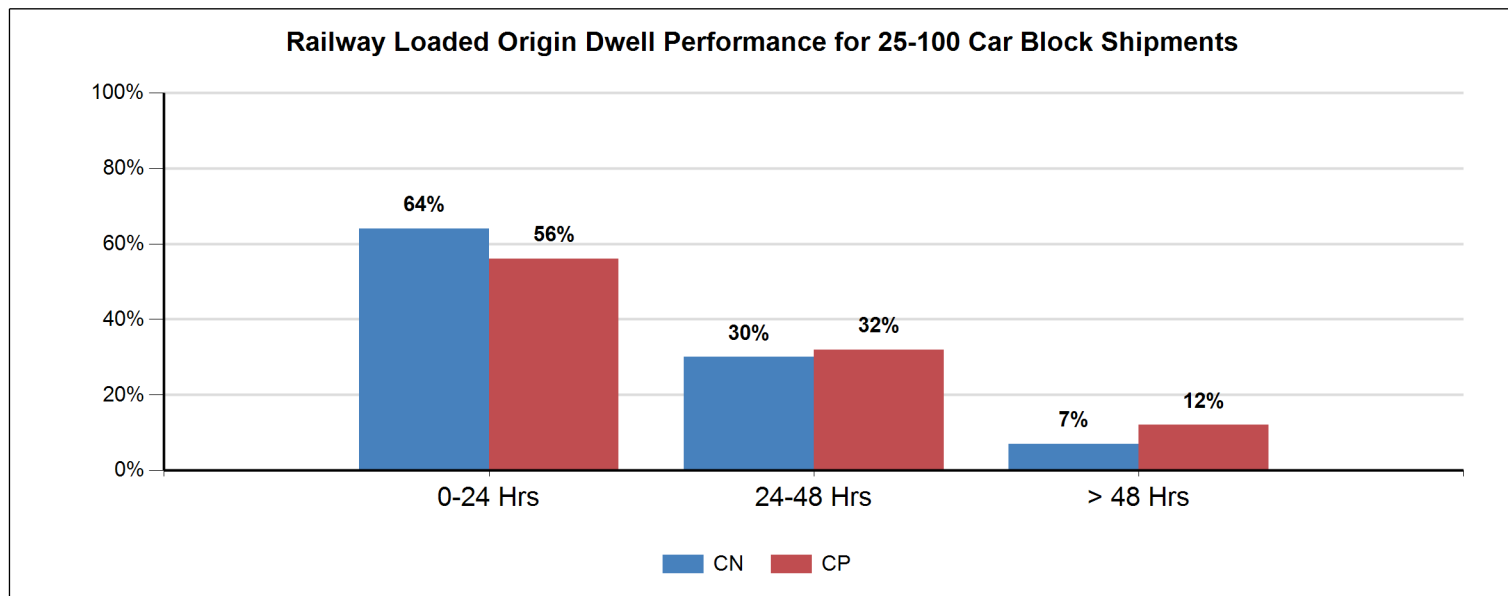
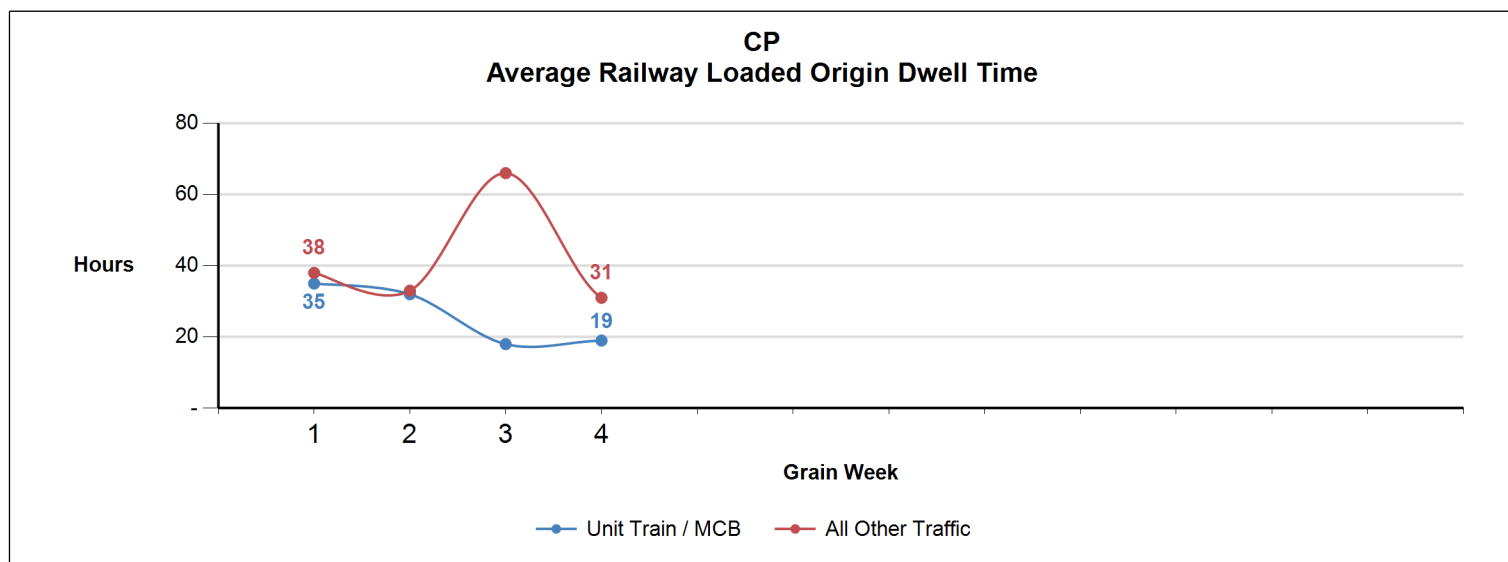
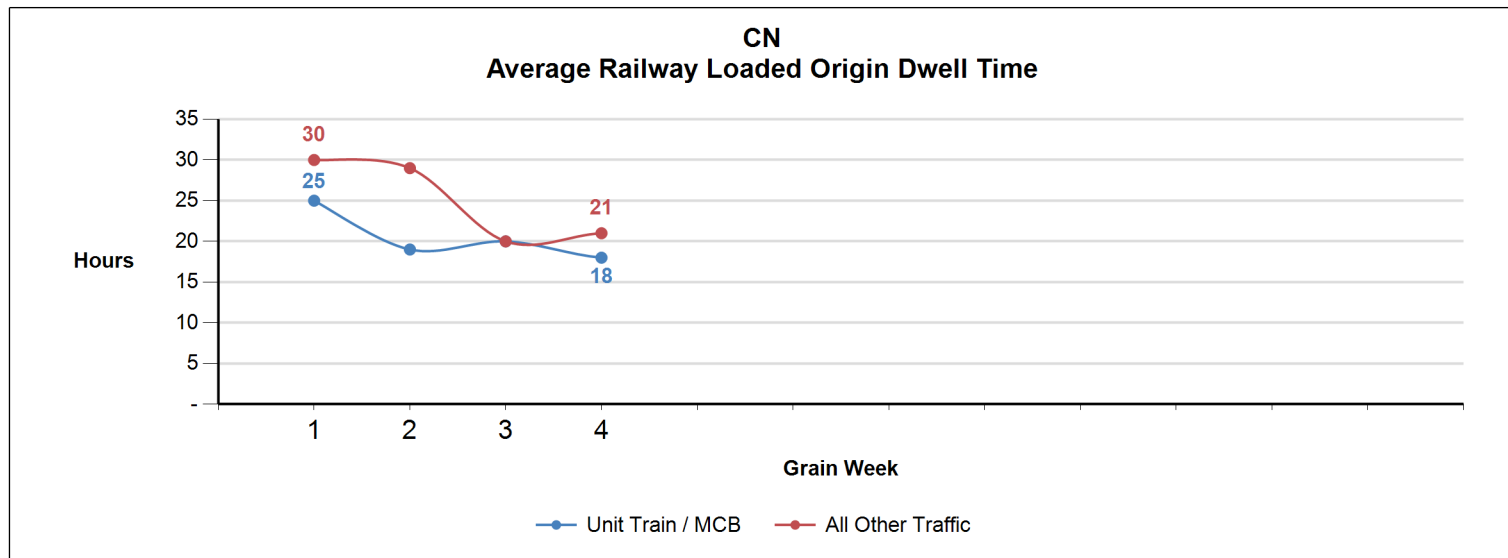
**Hopper Cars Supplied in the Want Week by Corridor - To Week 04**

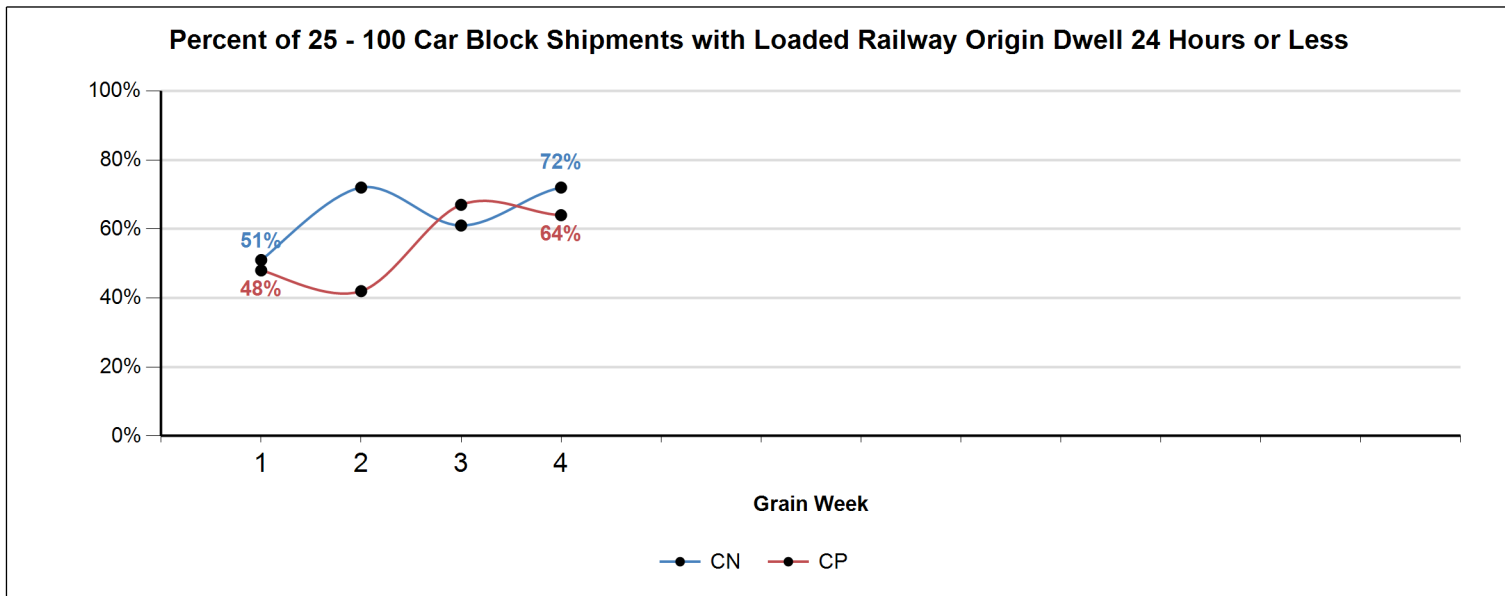
Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,228	1,190	97%	5,789	5,637	97%
	Thunder Bay	345	207	60%	1,336	1,172	88%
	Prince Rupert	1,122	1,098	98%	2,638	2,585	98%
	Vancouver Other / W. Canada	130	127	98%	296	288	97%
	USA / Mexico	178	145	81%	230	196	85%
	Eastern Canada	70	70	100%	658	647	98%
	<b>CN Total</b>		<b>3,073</b>	<b>2,837</b>	<b>92%</b>	<b>10,947</b>	<b>10,525</b>
CP	Vancouver Bulk	1,978	1,733	88%	8,906	8,193	92%
	Thunder Bay	947	941	99%	3,243	3,218	99%
	Vancouver Other / W. Canada	161	159	99%	409	378	92%
	USA / Mexico				253	227	90%
	Eastern Canada	297	295	99%	580	565	97%
	<b>CP Total</b>		<b>3,383</b>	<b>3,128</b>	<b>92%</b>	<b>13,391</b>	<b>12,581</b>



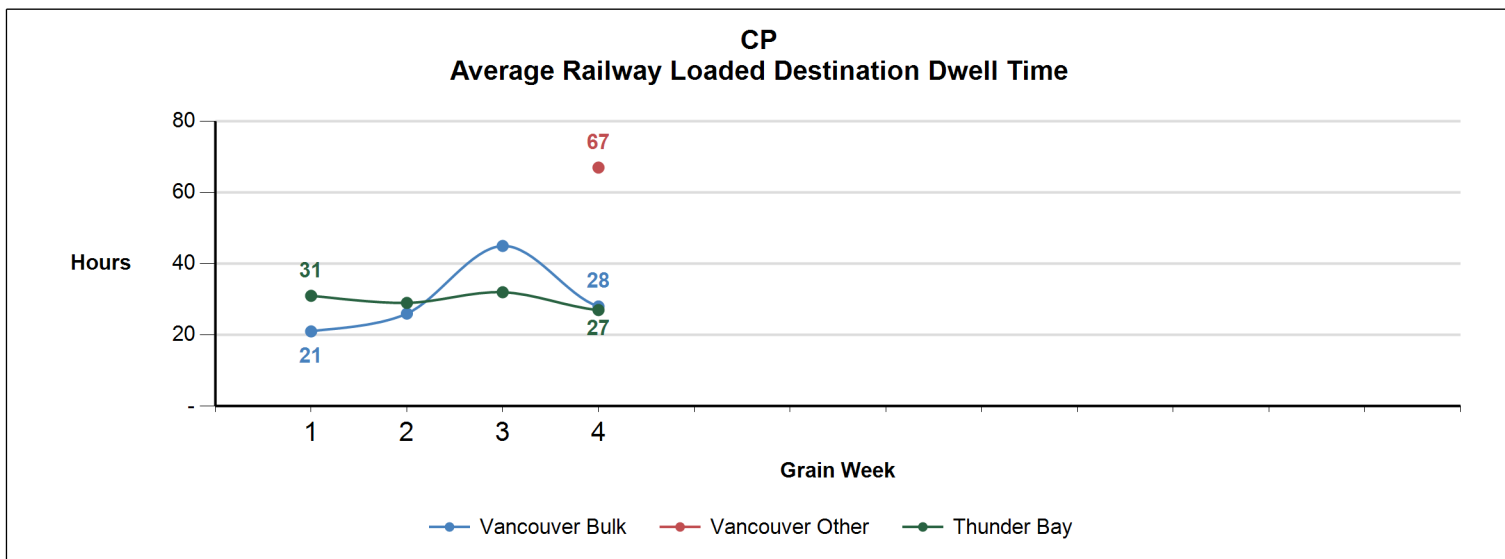
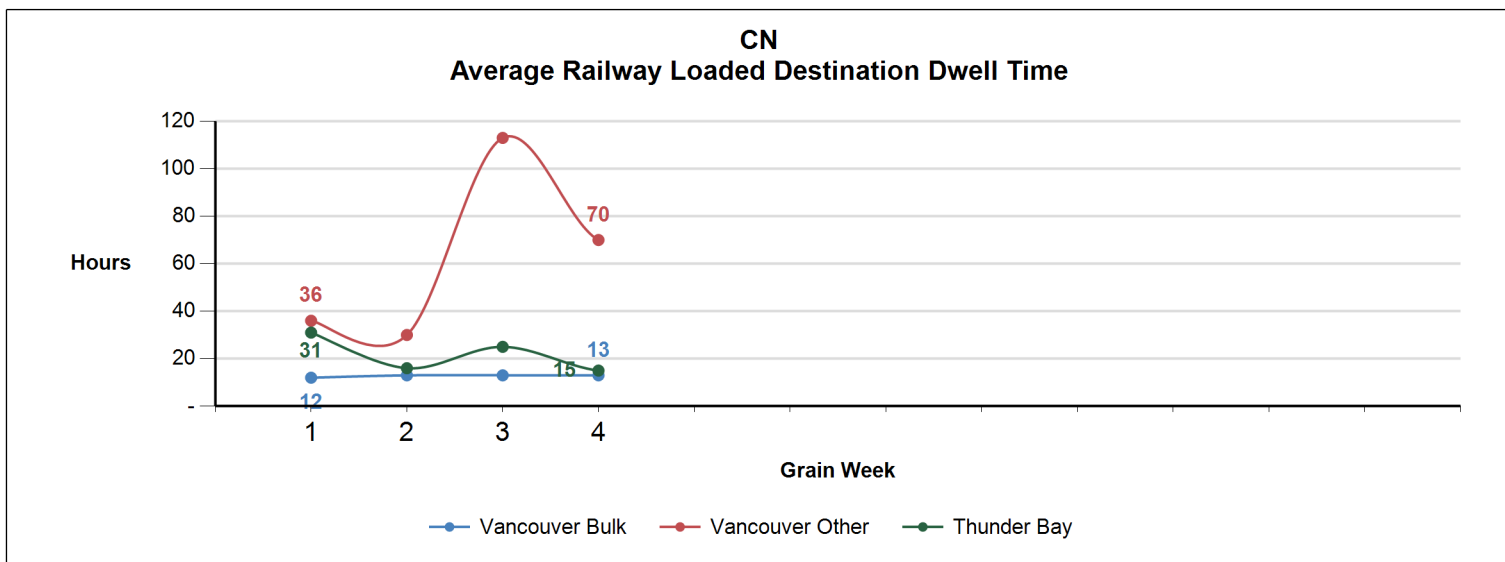


### Origin Dwell Performance





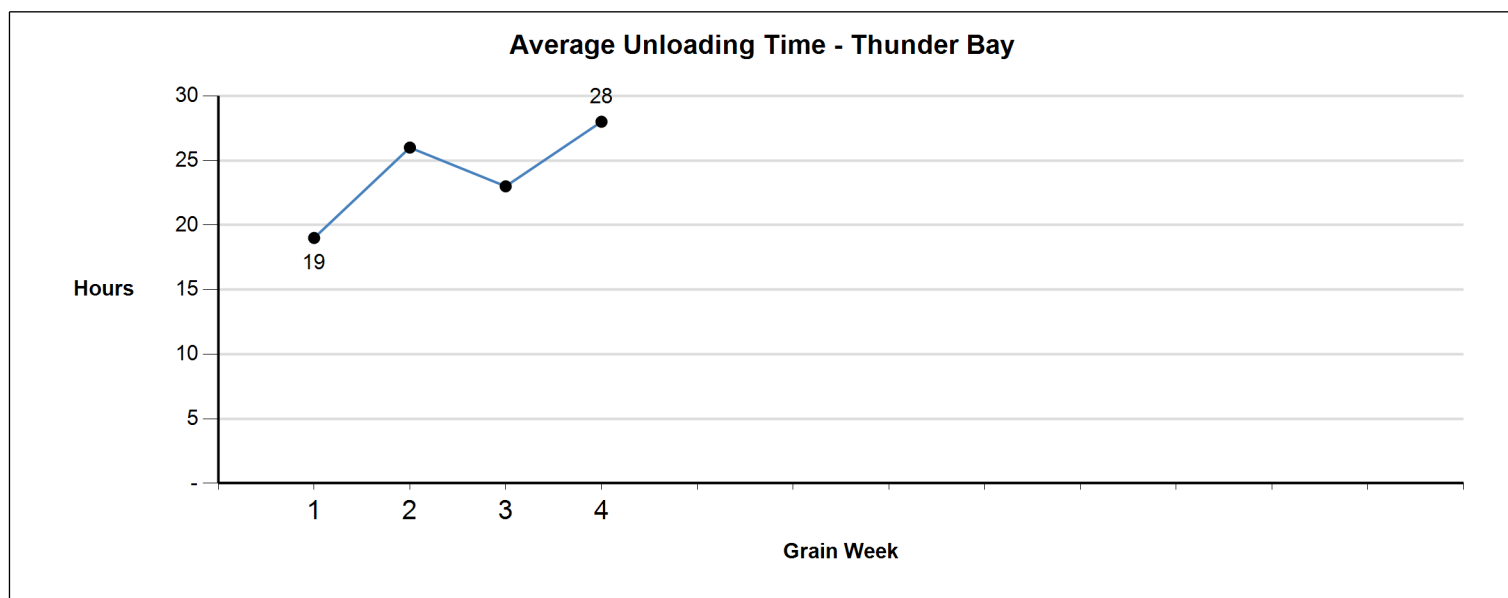
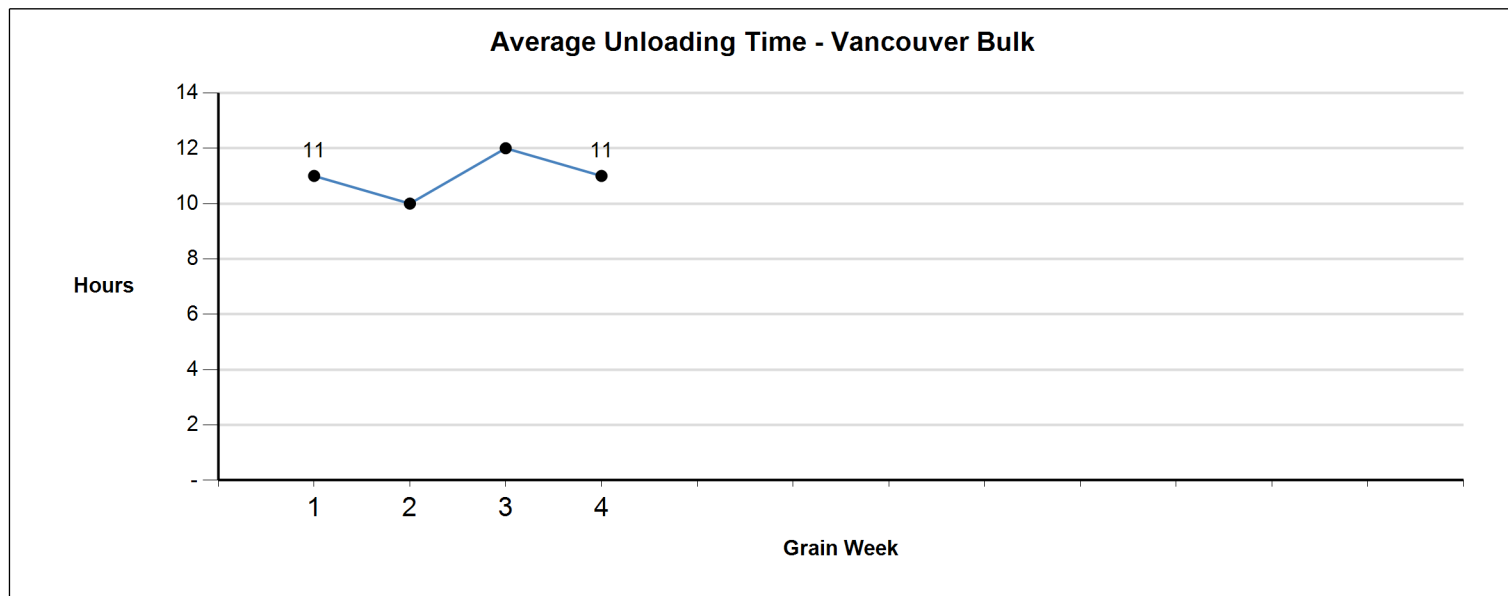
## Destination Dwell Performance







### 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.