

### **Note to Reader**

CN Week 4 performance is revised upward to 97% from the previously reported 92%. Concurrently, CP Week 4 performance is revised upward to 93% from the previously reported 92%.

### **Week 5 Performance**

CN and CP supplied a combined 98% of hopper cars ordered in grain week 5, an increase from last week's 95%, reflecting an increase in performance on both CN and CP. CN's performance was above the 90% threshold for the fifth consecutive week, supplying 99% of cars ordered. CP's performance increased week over week, supplying 98% of cars ordered as compared to 93% in the prior week. CN and CP combined will enter week 6 with 120 outstanding cars - a net 54% decrease (-142) from the 262 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 both CN by (-26) and CP by (-116), respectively.

In week 5, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance. A nominal performance decline was seen in the Eastern Canada corridor, which saw 98% and of cars ordered for week 5 supplied on time. This corridor represented 2% of total hopper car demand for CN in week 5. CP saw performance hold or improved in all 5 corridors during week 5.

With the exception of 2 orders for week 04, all other outstanding orders (3) remain current - i.e. unfulfilled week 5 orders.

### **CN**

- CN supplied 99% of hopper cars ordered for week 5, representing an increase from last week's 97% order fulfillment performance. CN supplied 3,477 of 3,519 cars ordered, failing to supply 42 cars ordered.
- During week 5, CN supplied a total of 3,400 hoppers with 30 being outstanding orders placed prior to week 5 (see table page 3).
- CN's performance was consistent across all shippers with all shippers receiving 98% or more of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the fifth consecutive week of the current grain year.
- Shipper demand for hopper cars is 10% lower in week 6, declining to 3,210 and is expected to increase 10% to 3,522 cars in week 7.
- Heading into week 6, CN has 31 outstanding orders, reflecting a 46% decline (-26) from the 57 outstanding orders at the beginning of week 5.

### **CP**

- CP fulfilled 98% of hopper cars ordered for week 5, reflecting an increase from the 93% seen last week.
- For week 5, CP supplied 4,091 of 4,194 cars ordered, failing to supply 103 cars ordered.
- During week 5, CP supplied a total of 3,941 hoppers including 180 for previously outstanding orders. (see table page 3).
- Shipper demand was above 4,000 cars for the first time in the initial five weeks of the current grain year.
- Shipper demand for hopper cars will increase 25% to 5,237 in week 6 and is expected to decrease 6% to 4,912 cars in week 7.
- CP's performance was consistent across all shippers' performance with 87% of shippers receiving 98% or more of cars ordered on time.
- Heading into week 6, CP has 89 outstanding orders, representing a 57% decrease (-116) from the 205 outstanding orders entering week 5.

### **Hopper Car Rationing**

#### **CN**

- CN rationed no hopper car orders in week 05.
- Preliminary indications suggest that there will be no rationing in week 06.
- Through the first 5 weeks of the current grain year, CN has rationed no hopper car orders as compared to 335 for the same period last year.

#### **CP**

- CP rationed zero hopper car orders in week 05.
- Preliminary indications suggest that there will be no rationing in week 06.



Weekly Performance Update - To Grain Week 05 (Grain Year 2019-20)  
*Covering 90% of grain movement originating in Western Canada*

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- Through the first 5 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 05			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	3,519	3,616	(97)	14,467	2,893	16,129	3,225	(1,662)	(332)
CP	4,194	4,912	(718)	17,575	3,515	18,456	3,691	(881)	(176)
<b>Total</b>	<b>7,713</b>	<b>8,528</b>	<b>(815)</b>	<b>32,042</b>	<b>6,408</b>	<b>34,585</b>	<b>6,916</b>	<b>(2,543)</b>	<b>(508)</b>

### Cars Shipped

Railway	Corridor	Week 05	YTD
CN	N.A. Domestic	136	1,154
	Prince Rupert	1,121	3,798
	Thunder Bay	541	1,704
	Vancouver	1,379	7,139
<b>Total</b>		<b>3,177</b>	<b>13,795</b>
CP	N.A. Domestic	509	1,432
	Thunder Bay	922	4,123
	Vancouver	2,503	12,339
<b>Total</b>		<b>3,934</b>	<b>17,894</b>

### Empty Hopper Cars Supplied - Week 05 (All Want Weeks)

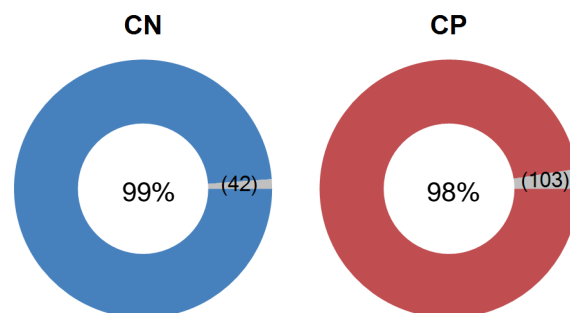
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,368	3,275	30	5	2	182	3,400	3,462
CP	3,175	3,832	180	389	586	448	3,941	4,669
<b>Total</b>	<b>6,543</b>	<b>7,107</b>	<b>210</b>	<b>394</b>	<b>588</b>	<b>630</b>	<b>7,341</b>	<b>8,131</b>

### Supplied by Block Size

Block Size	Week 05			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	3%	3%	3%
25	2%	1%	2%	4%	1%	2%
50	10%	11%	10%	11%	8%	9%
100	85%	84%	85%	82%	88%	85%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,519	4,194	7,713
Current Week Order Fulfillment			
Supplied in Current Week	3,368	3,175	6,543
Supplied Early	109	916	1,025
<b>Total Cars Supplied for Want Week</b>	<b>3,477</b>	<b>4,091</b>	<b>7,568</b>
Current Week Unfulfilled Demand	(42)	(103)	(145)
% Current Week Orders Supplied	99%	98%	98%



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

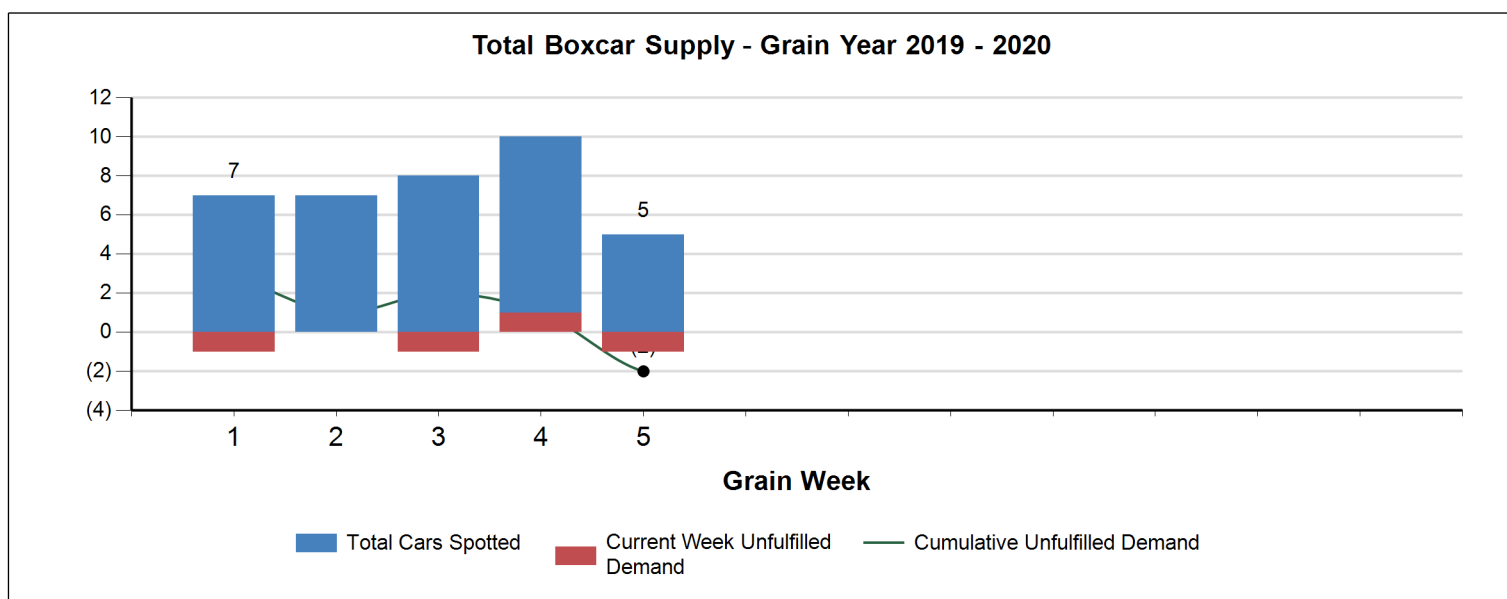
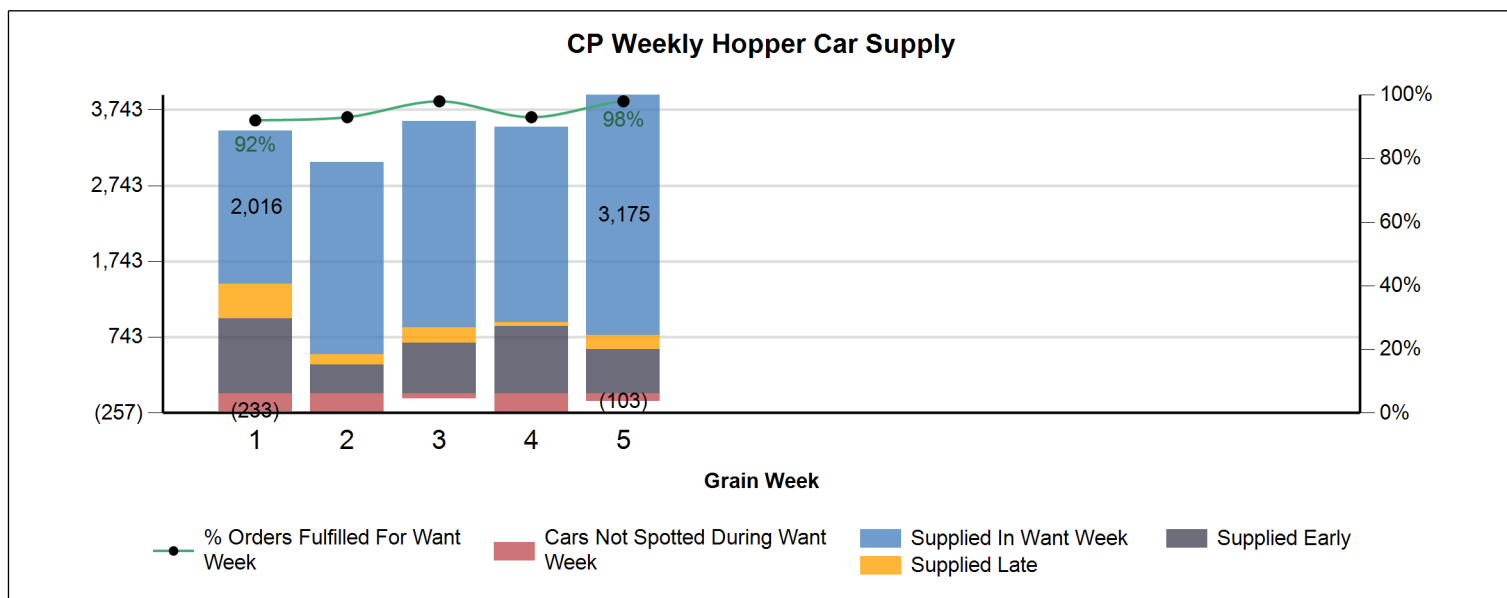
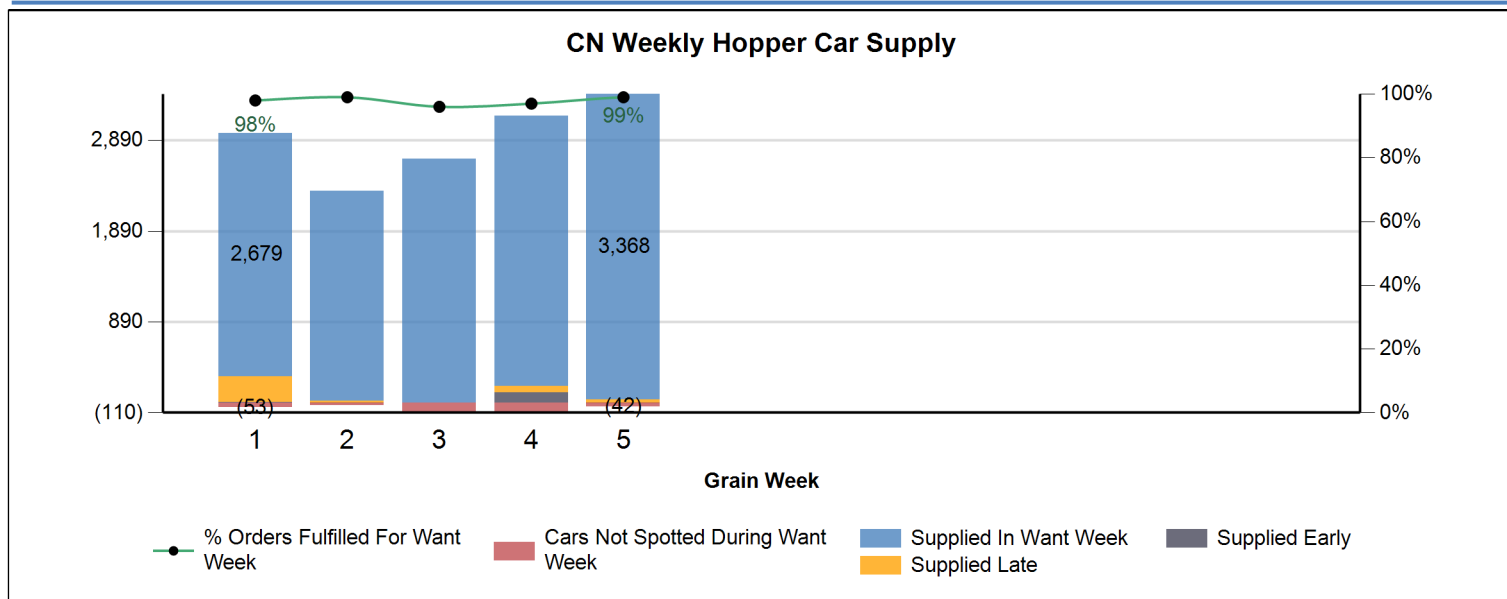
	Week 05		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	18	29	21	45
CP	23	41	26	46

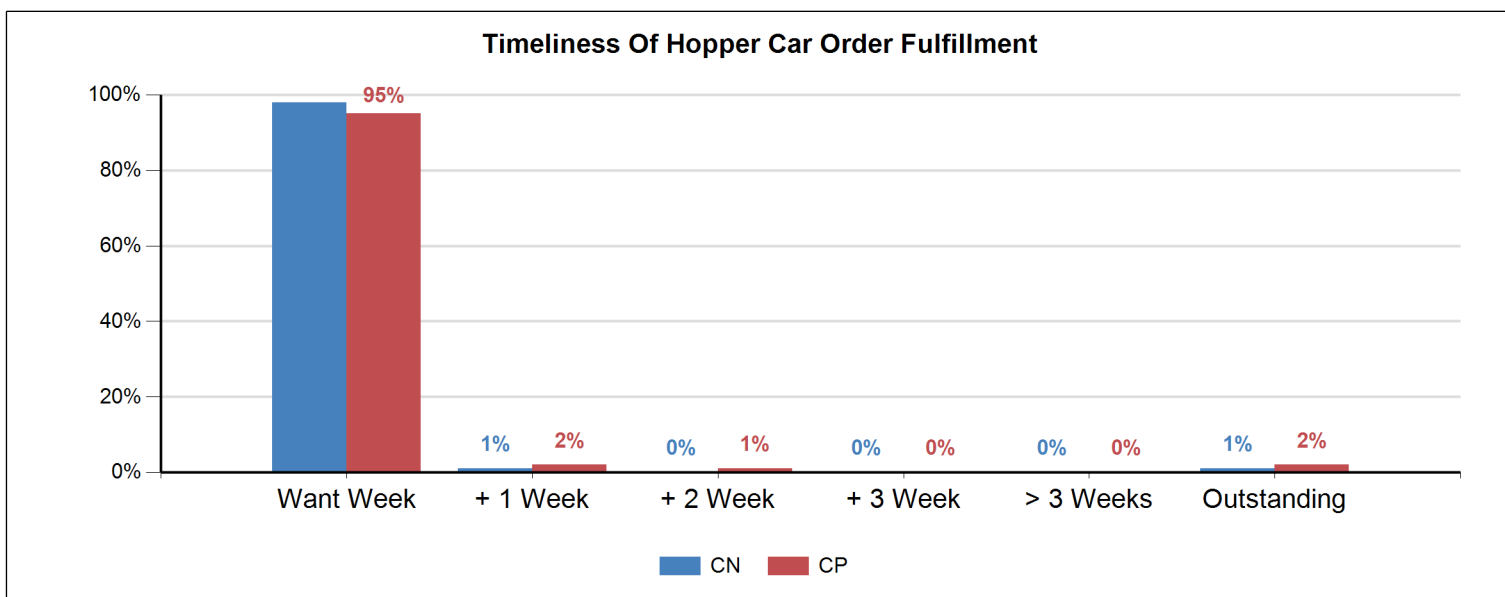
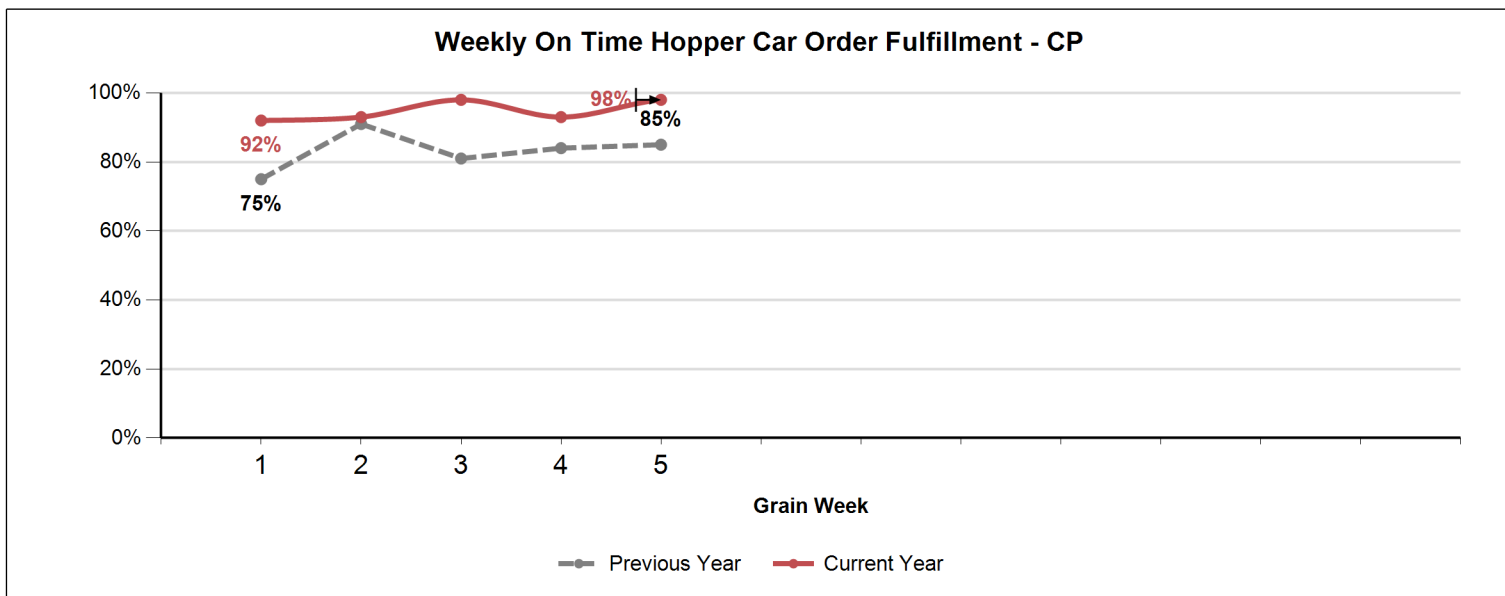
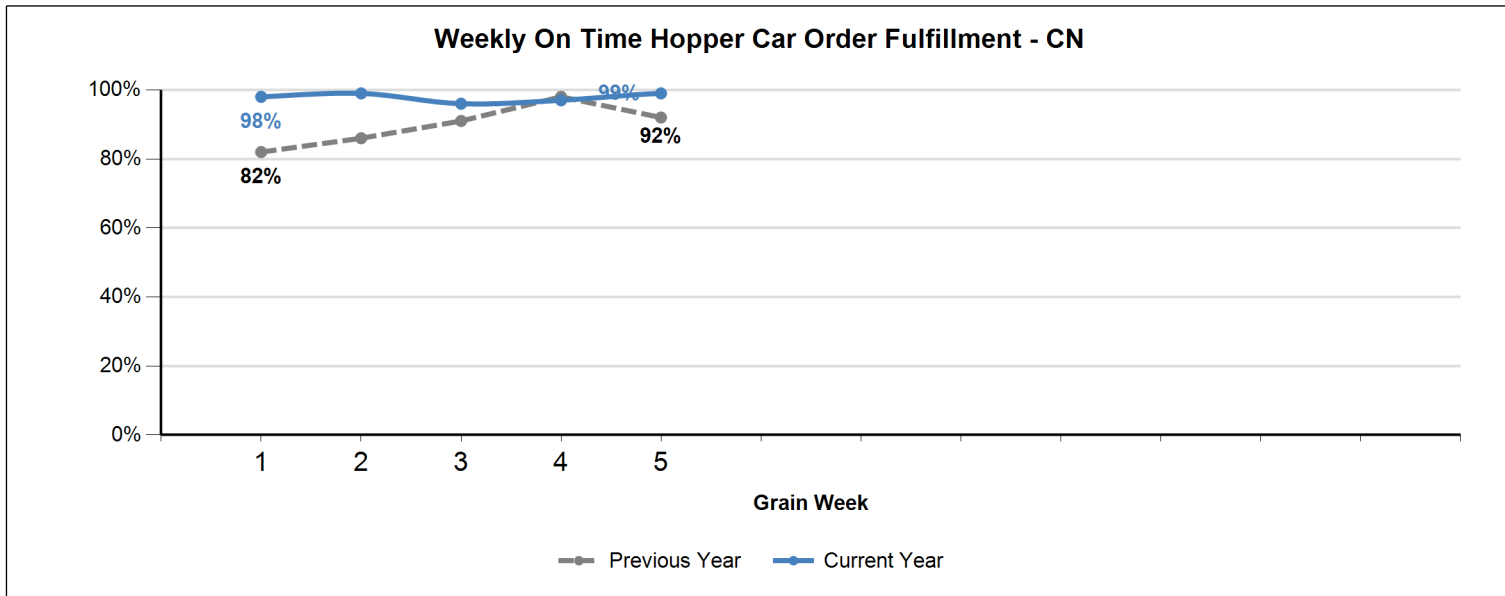
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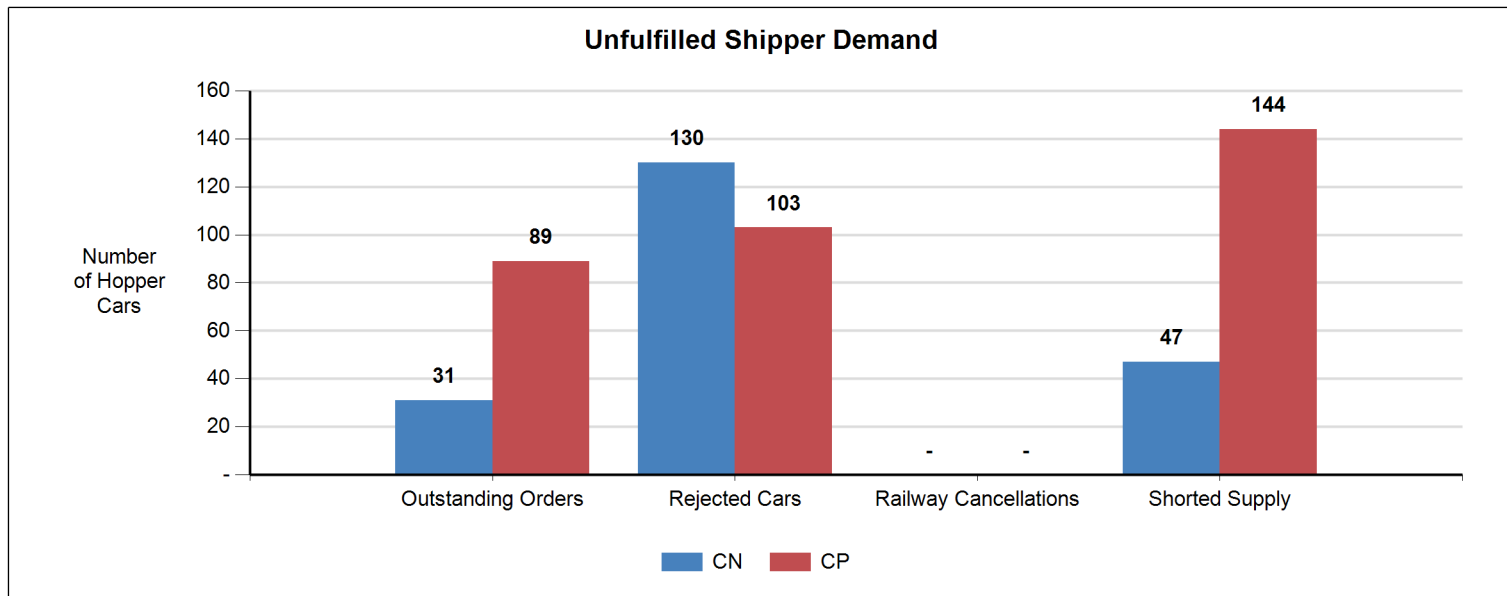
		Week 05		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	25	16	21
	CP	16	23	27	20
Thunder Bay	CN	26	35	21	49
	CP	36	42	31	57



Weekly Performance Update - To Grain Week 05 (Grain Year 2019-20)  
Covering 90% of grain movement originating in Western Canada







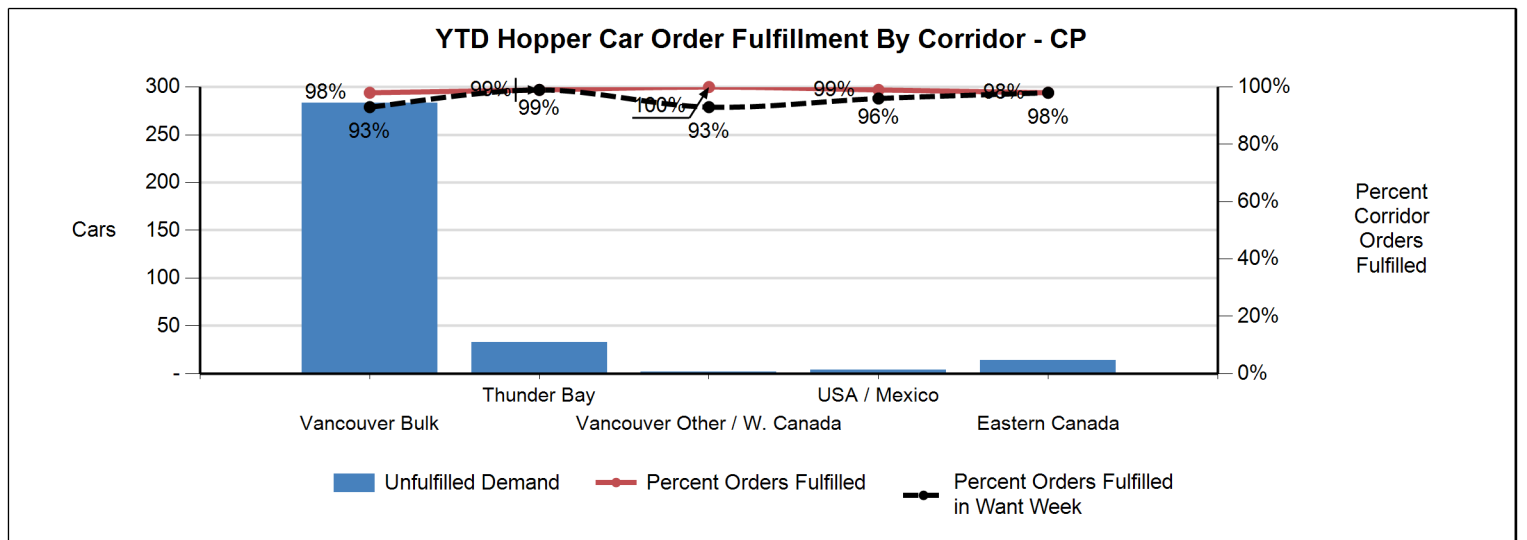
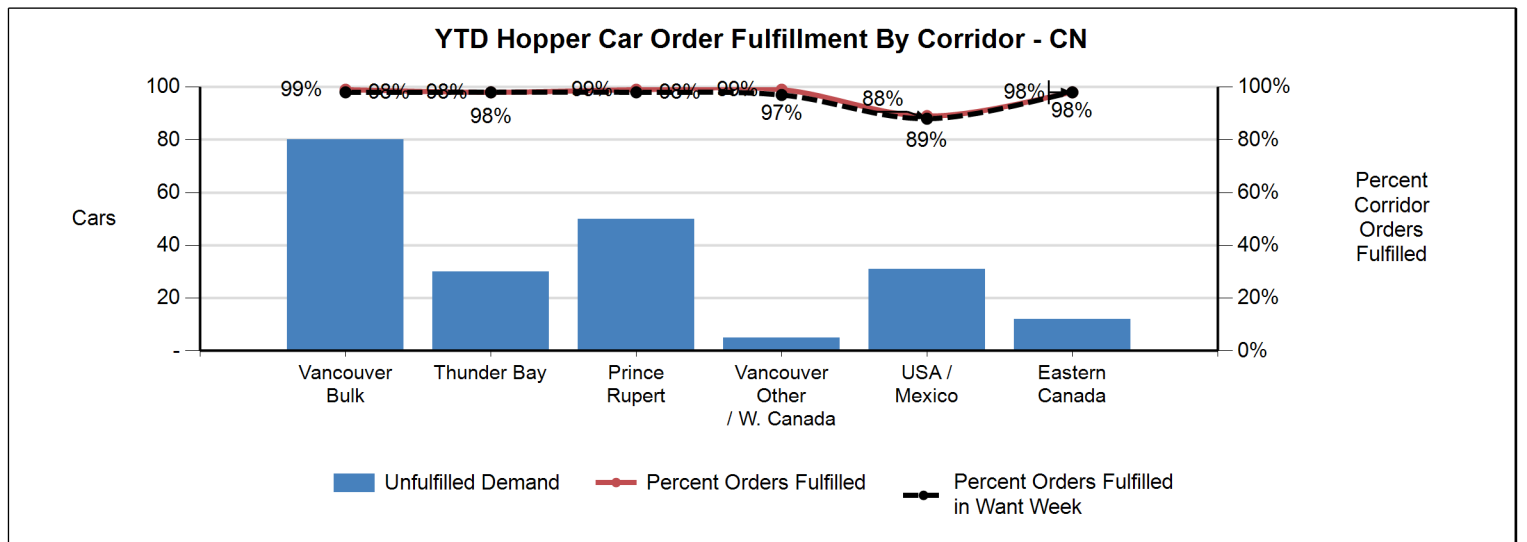
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 05

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	7,615	7,535	(80)	99%
	Thunder Bay	1,637	1,607	(30)	98%
	Prince Rupert	3,857	3,807	(50)	99%
	Vancouver Other / W. Canada	361	356	(5)	99%
	USA / Mexico	282	251	(31)	89%
	Eastern Canada	715	703	(12)	98%
<b>Total</b>		<b>14,467</b>	<b>14,259</b>	<b>(208)</b>	<b>99%</b>
CP	Vancouver Bulk	11,743	11,460	(283)	98%
	Thunder Bay	4,042	4,009	(33)	99%
	Vancouver Other / W. Canada	443	441	(2)	100%
	USA / Mexico	654	650	(4)	99%
	Eastern Canada	693	679	(14)	98%
<b>Total</b>		<b>17,575</b>	<b>17,239</b>	<b>(336)</b>	<b>98%</b>

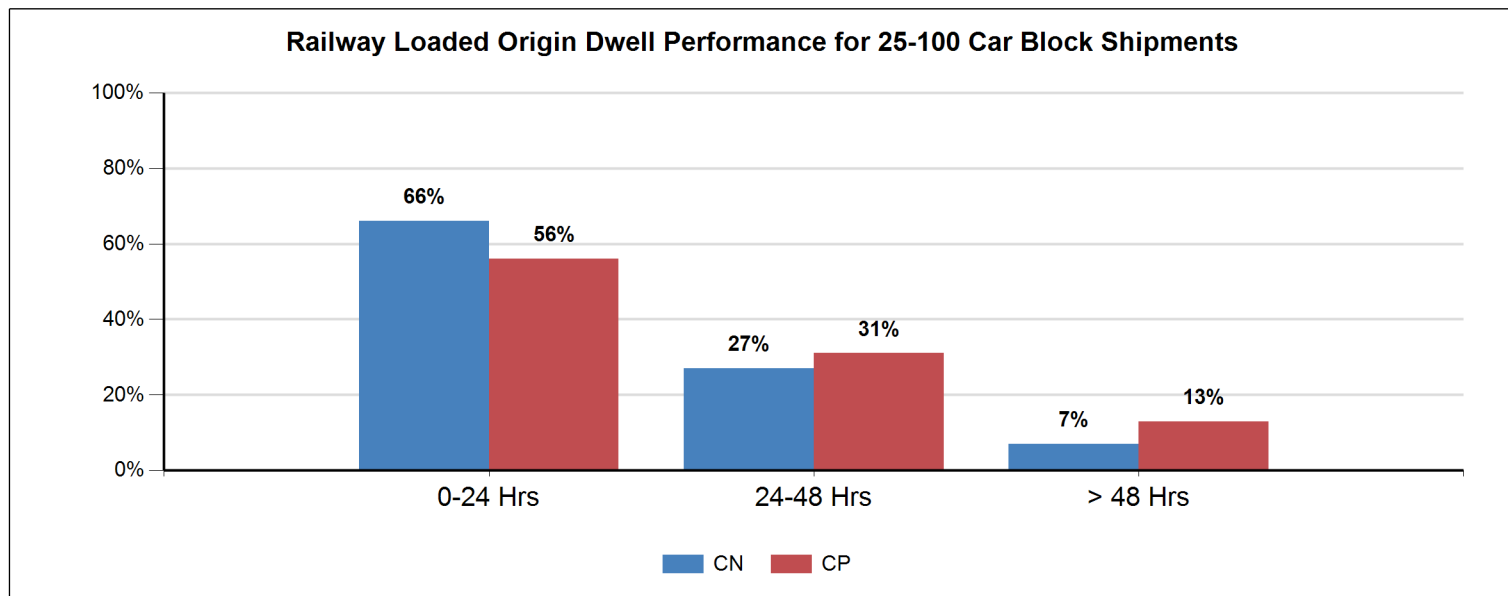
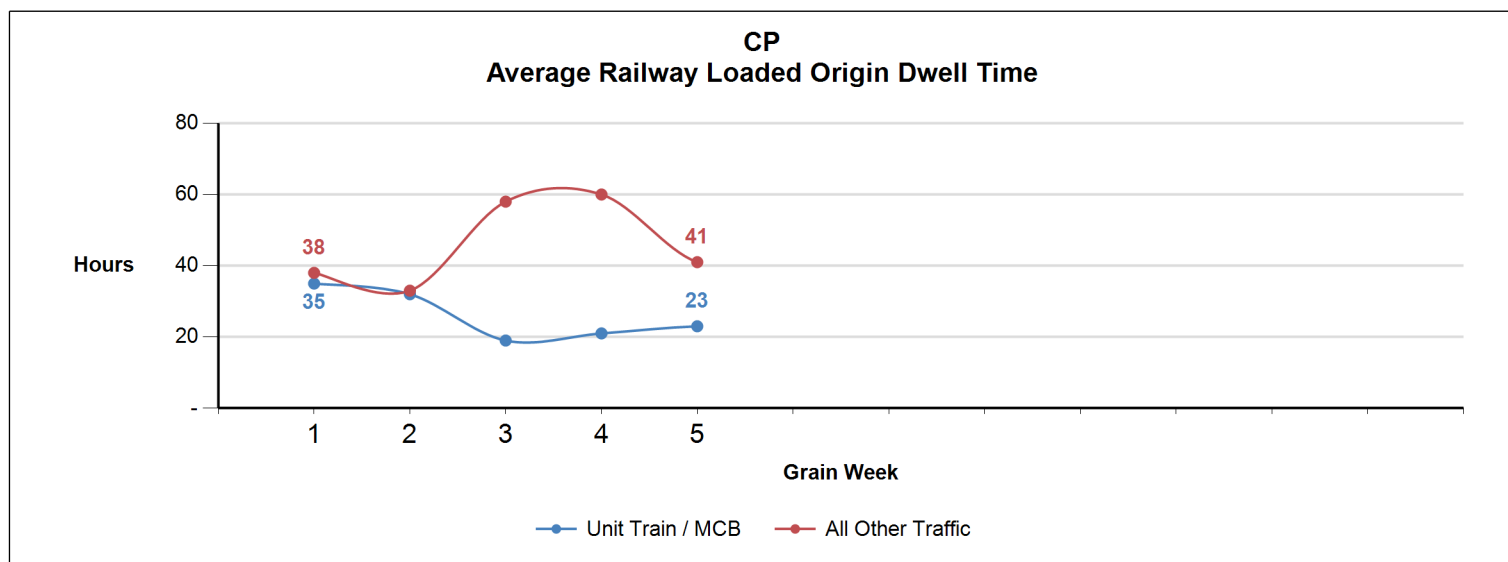
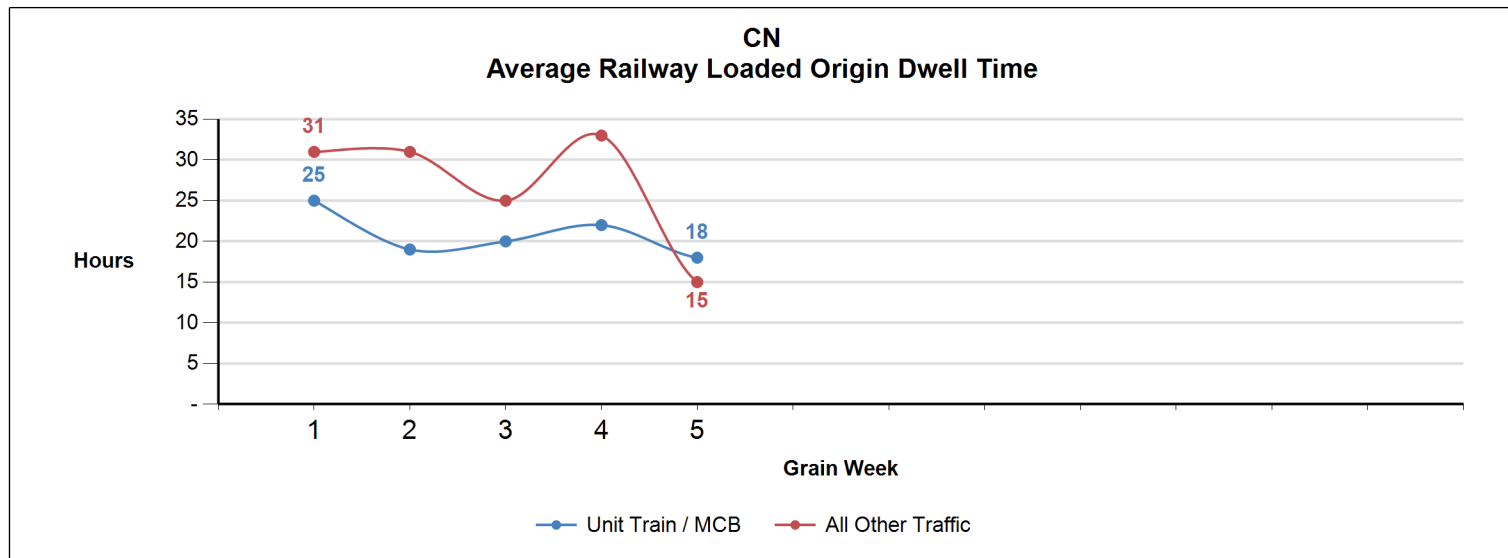
Hopper Cars Supplied in the Want Week by Corridor - To Week 05

Railway	Corridor	Week 05			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,826	1,808	99%	7,615	7,445	98%
	Thunder Bay	301	301	100%	1,637	1,607	98%
	Prince Rupert	1,218	1,195	98%	3,857	3,781	98%
	Vancouver Other / W. Canada	65	65	100%	361	350	97%
	USA / Mexico	52	52	100%	282	248	88%
	Eastern Canada	57	56	98%	715	703	98%
	<b>CN Total</b>		<b>3,519</b>	<b>3,477</b>	<b>99%</b>	<b>14,467</b>	<b>14,134</b>
CP	Vancouver Bulk	2,846	2,756	97%	11,743	10,949	93%
	Thunder Bay	799	790	99%	4,042	4,008	99%
	Vancouver Other / W. Canada	35	35	100%	443	413	93%
	USA / Mexico	401	398	99%	654	625	96%
	Eastern Canada	113	112	99%	693	677	98%
	<b>CP Total</b>		<b>4,194</b>	<b>4,091</b>	<b>98%</b>	<b>17,575</b>	<b>16,672</b>

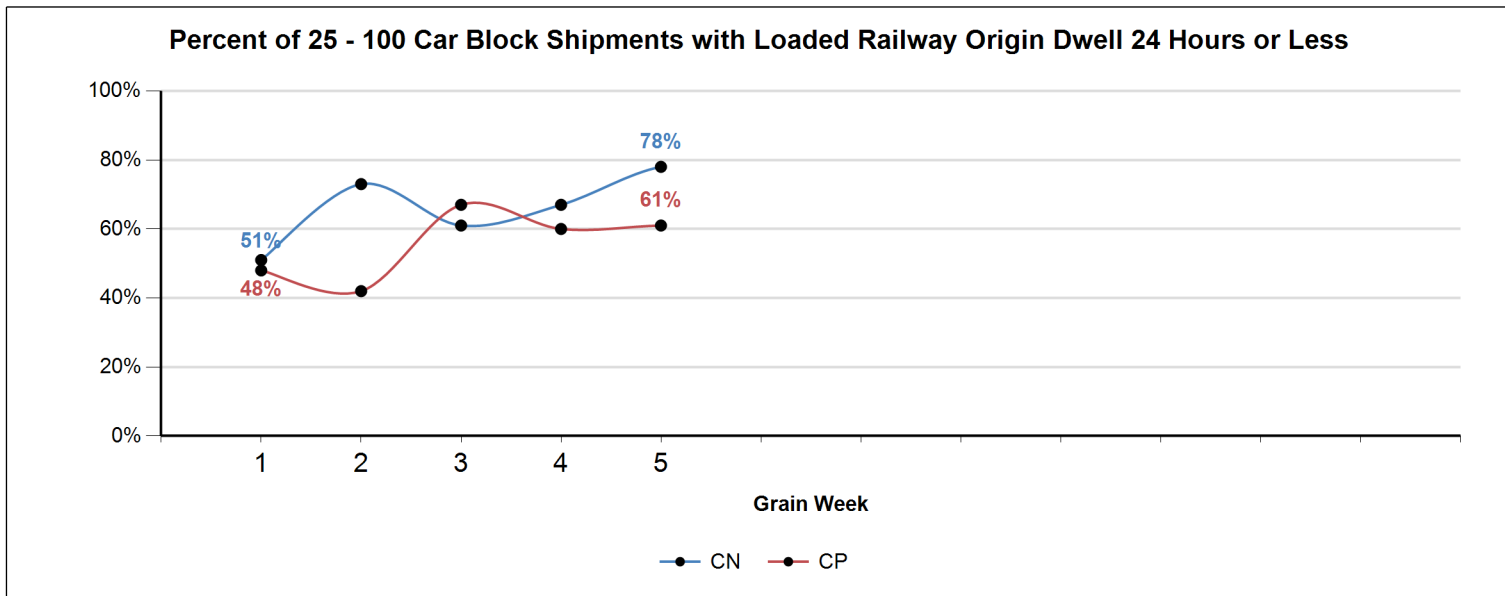




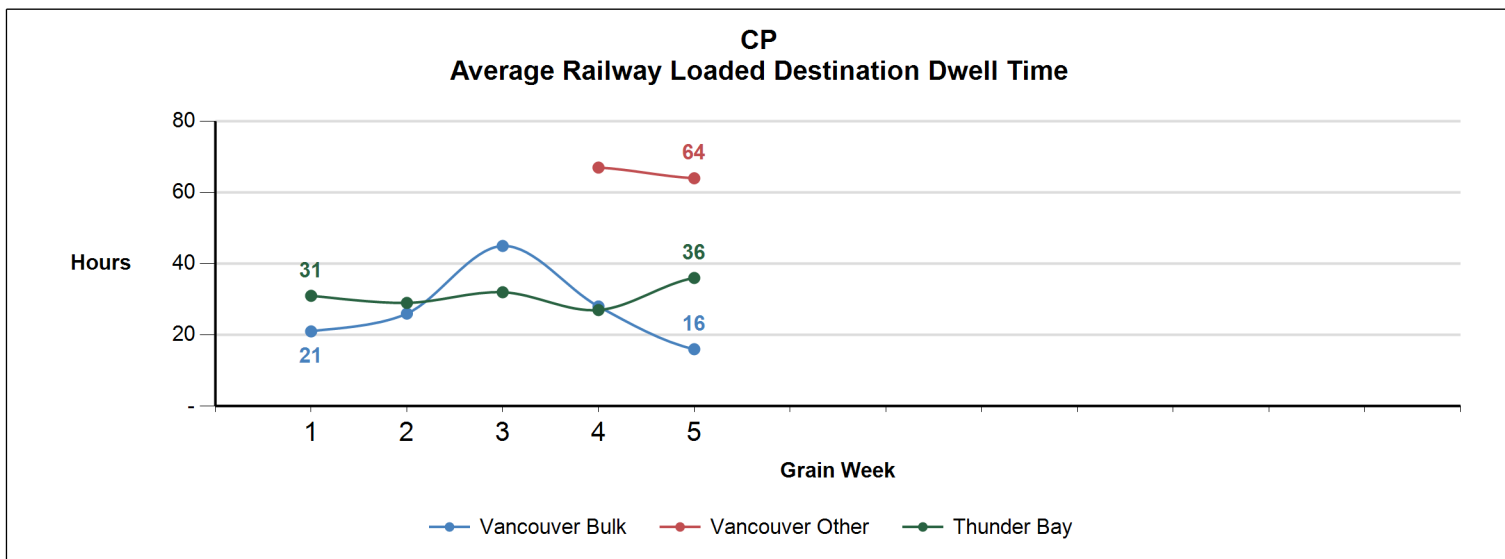
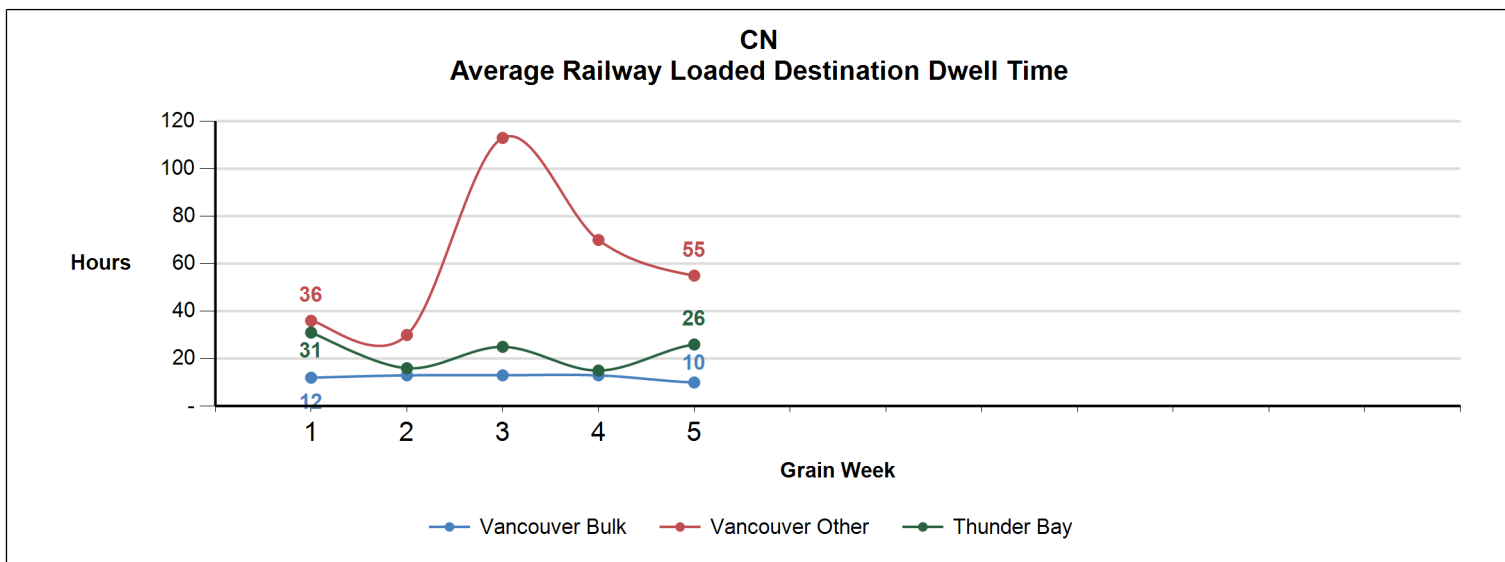
### Origin Dwell Performance





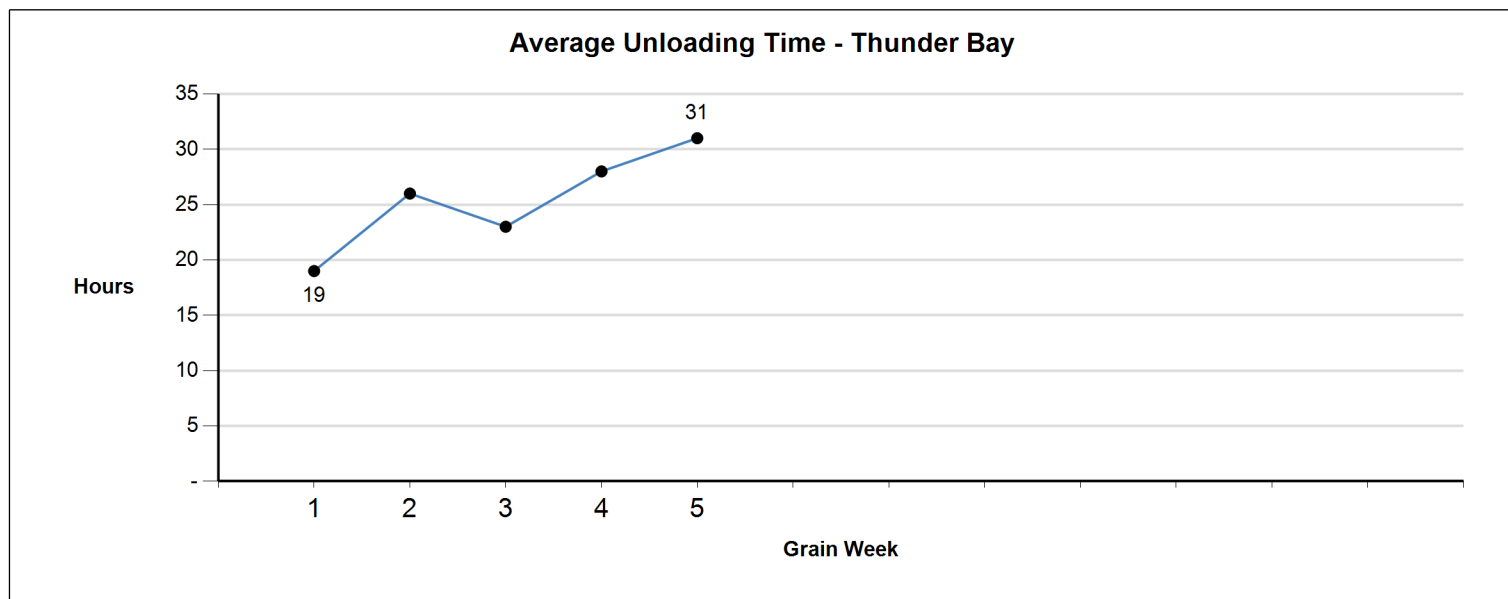
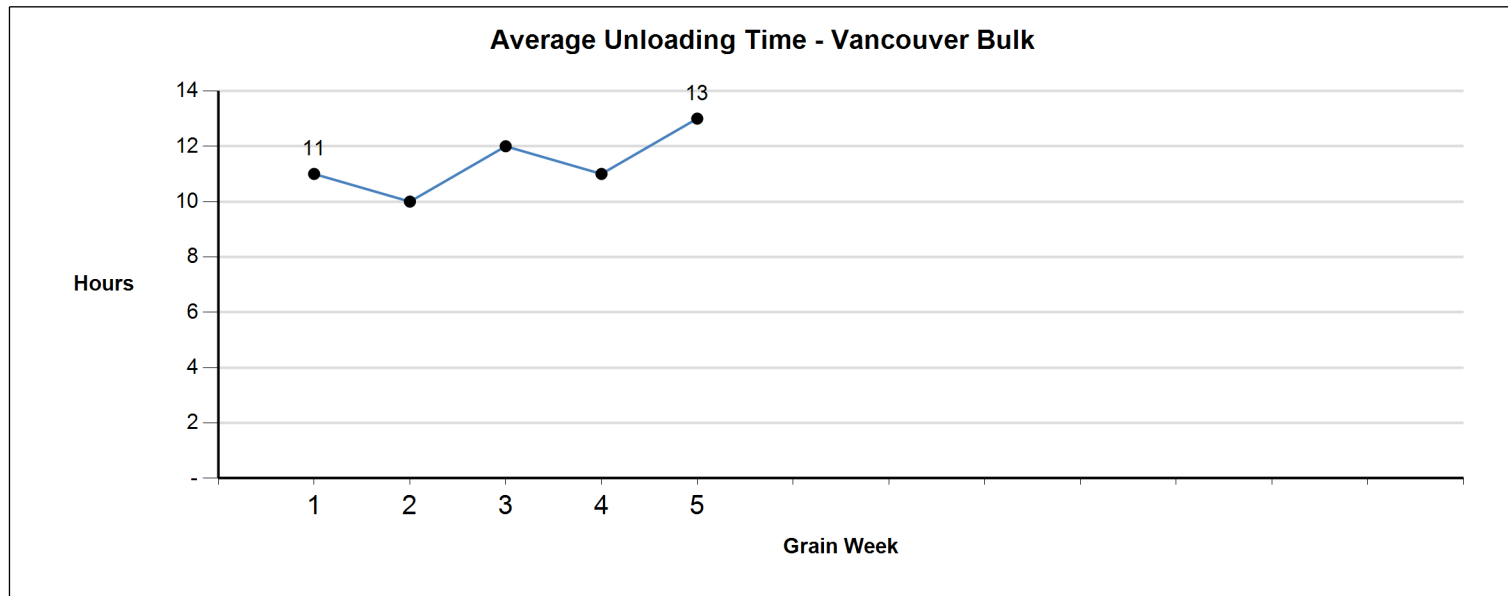


## Destination Dwell Performance





### 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.