

Week 6 Performance

CN and CP supplied a combined 96% of hopper cars ordered in grain week 6, a decrease from last week's 98%, marking a decrease in performance on both CN and CP. CN's performance was above the 90% threshold for the sixth consecutive week, supplying 96% of cars ordered. CP's performance declined slightly week over week, supplying 96% of cars ordered as compared to 97% in the prior week. CN and CP combined will enter week 7 with 173 outstanding cars - a net 44% increase (+53) from the 120 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 (+24) and CP by (+29), respectively.

In week 6, CN corridor performance improved or remained the same in 2 of 6 corridors relative to last week's performance and all corridors saw at least 93% of orders supplied on time. Minor performance declines were seen in the Vancouver, Thunder Bay, US and Eastern Canada corridors. CP saw performance hold or improved in 2 of 5 corridors with a nominal declines in performance seen in the Vancouver and Eastern Canada corridors, which represented 65% of total hopper car demand for CP in week 6.

All outstanding orders (6) remain current - i.e. unfulfilled week 6 orders.

CN

- CN supplied 96% of hopper cars ordered for week 6, representing a decrease from last week's 99% order fulfillment performance. CN supplied 2,375 of 2,469 cars ordered, failing to supply 94 cars ordered.
- During week 6, CN supplied a total of 2,478 hoppers with 33 being outstanding orders placed prior to week 6 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving at least 88% of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the sixth consecutive week of the current grain year.
- Shipper demand for hopper cars is projected to be 49% higher in week 7, rising to 3,522 and is expected to increase 14% to 4,009 cars in week 8.
- Heading into week 7, CN has 55 outstanding orders, reflecting a 77% increase (+24) from the 31 outstanding orders at the beginning of week 6.

CP

- CP fulfilled 96% of hopper cars ordered for week 6, reflecting a decline from the 97% seen last week.
- For week 6, CP supplied 4,219 of 4,378 cars ordered, failing to supply 159 cars ordered.
- During week 6, CP supplied a total of 4,260 hoppers including 89 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the second consecutive week in the current grain year.
- Shipper demand for hopper cars is projected to increase 12% to 4,912 in week 7 and is expected to increase 5% to 5,151 cars in week 8.
- CP's performance was consistent across all shippers' performance with all shippers receiving at least 75% of cars ordered on time.
- Heading into week 7, CP has 118 outstanding orders, representing a 33% increase (+29) from the 89 outstanding orders entering week 6.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 06.
- Preliminary indications suggest that there will be no rationing in week 07.
- Through the first 06 weeks of the current grain year, CN has rationed no hopper car orders as compared to 439 for the same period last year.

CP

- CP rationed zero hopper car orders in week 06.
- Preliminary indications suggest that there will be no rationing in week 07.
- Through the first 06 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 06			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	2,469	4,197	(1,728)	16,936	2,822	20,326	3,387	(3,390)	(565)
CP	4,378	4,353	25	21,953	3,658	22,809	3,801	(856)	(142)
Total	6,847	8,550	(1,703)	38,889	6,480	43,135	7,188	(4,246)	(707)

Cars Shipped

Railway	Corridor	Week 06	YTD
CN	N.A. Domestic	150	1,304
	Prince Rupert	432	4,187
	Thunder Bay	225	1,929
	Vancouver	2,016	9,188
Total		2,823	16,608
CP	N.A. Domestic	575	2,007
	Thunder Bay	956	5,079
	Vancouver	2,327	14,777
Total		3,858	21,863

Empty Hopper Cars Supplied - Week 06 (All Want Weeks)

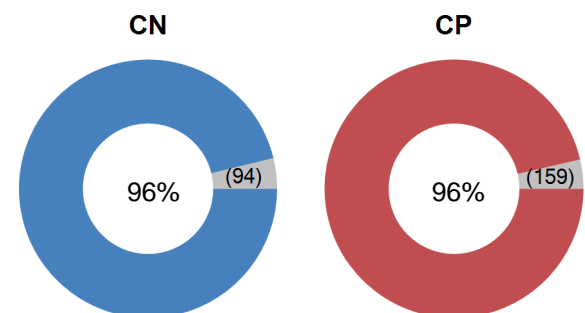
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,373	3,864	33	108	72	24	2,478	3,996
CP	3,319	3,190	89	702	852	229	4,260	4,121
Total	5,692	7,054	122	810	924	253	6,738	8,117

Supplied by Block Size

Block Size	Week 06			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	4%	4%	3%	3%	3%
25	3%	1%	2%	4%	1%	2%
50	10%	8%	9%	11%	7%	9%
100	84%	87%	86%	82%	88%	86%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,469	4,378	6,847
Current Week Order Fulfillment			
Supplied in Current Week	2,373	3,319	5,692
Supplied Early	2	900	902
Total Cars Supplied for Want Week	2,375	4,219	6,594
Current Week Unfulfilled Demand	(94)	(159)	(253)
% Current Week Orders Supplied	96%	96%	96%



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

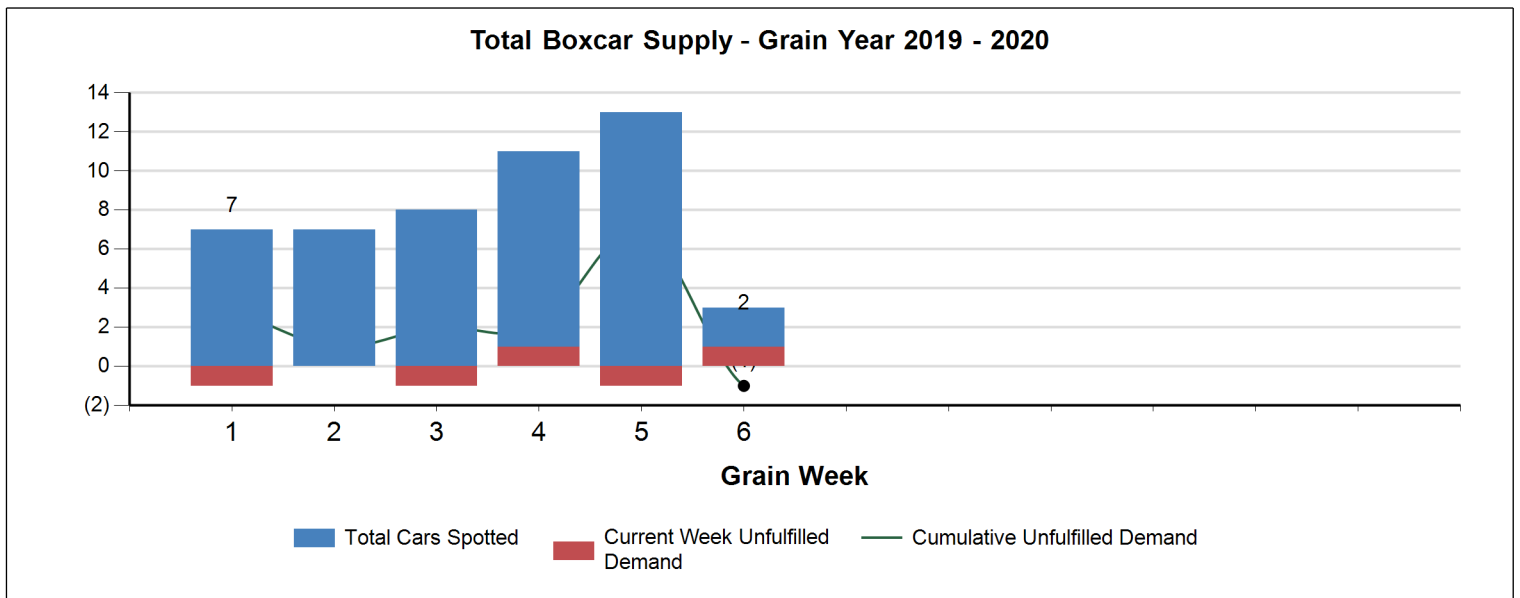
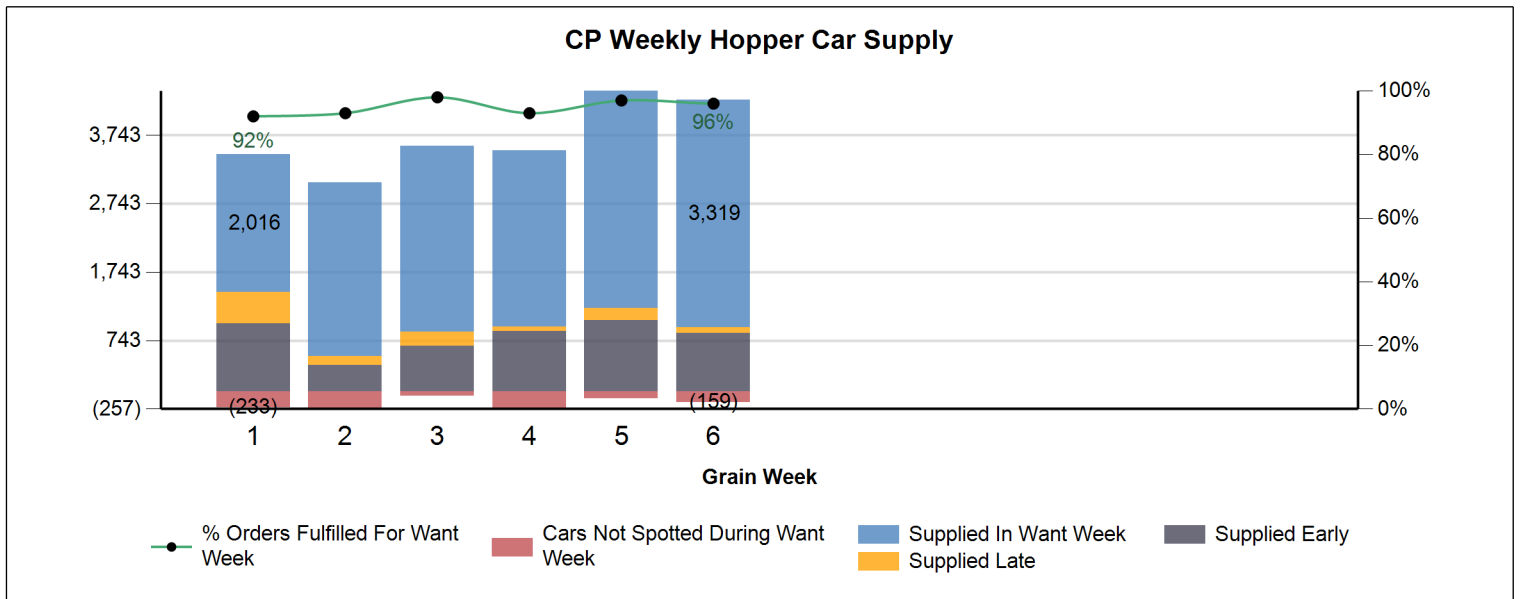
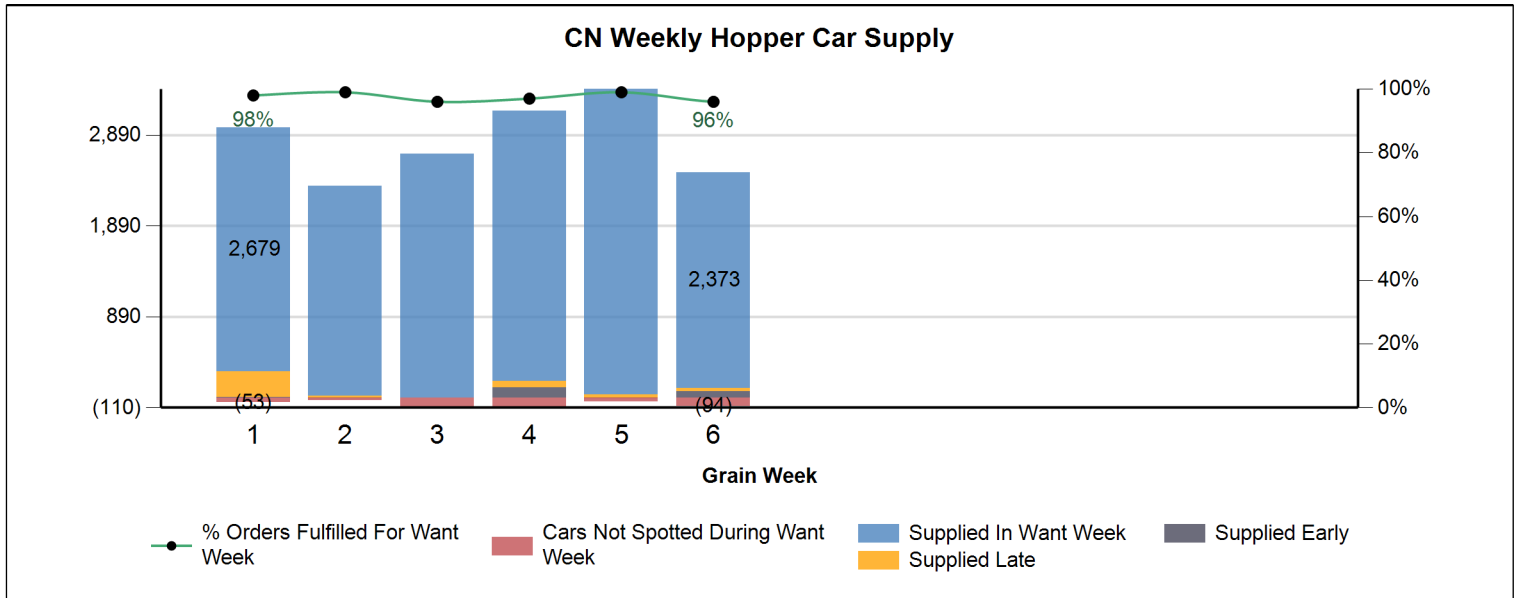
	Week 06		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	26	24	23	41
CP	20	40	25	45

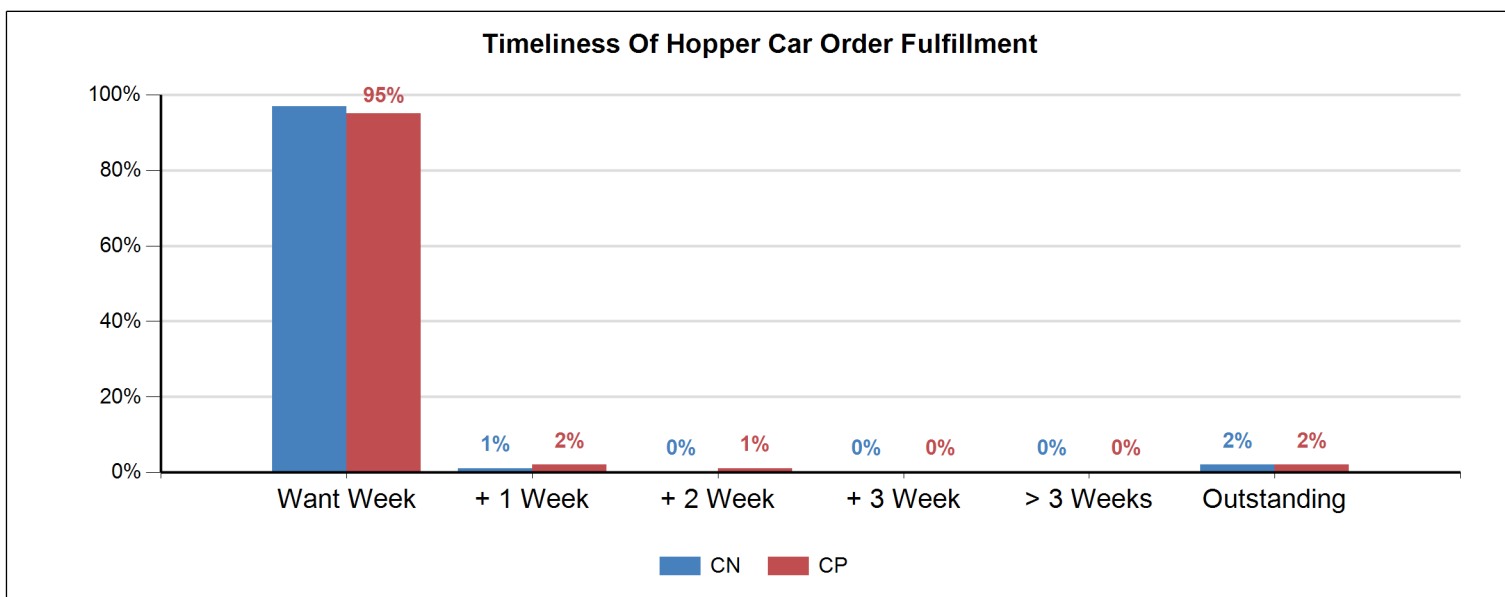
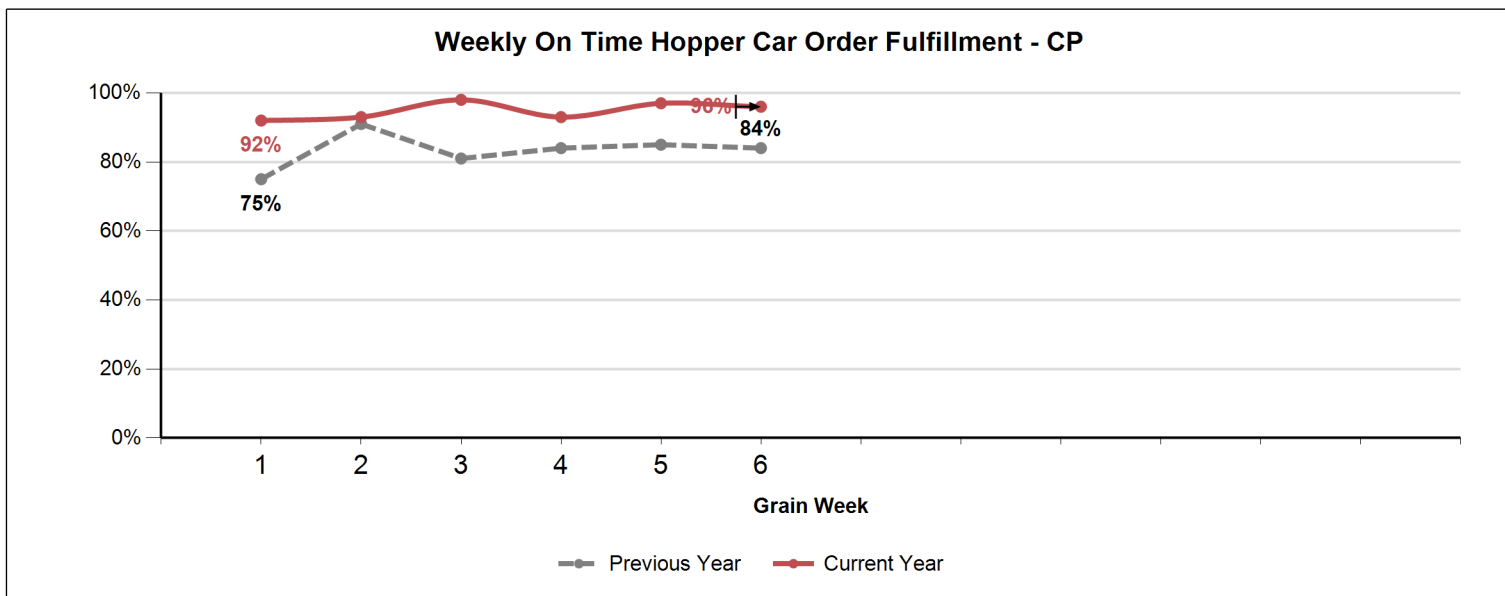
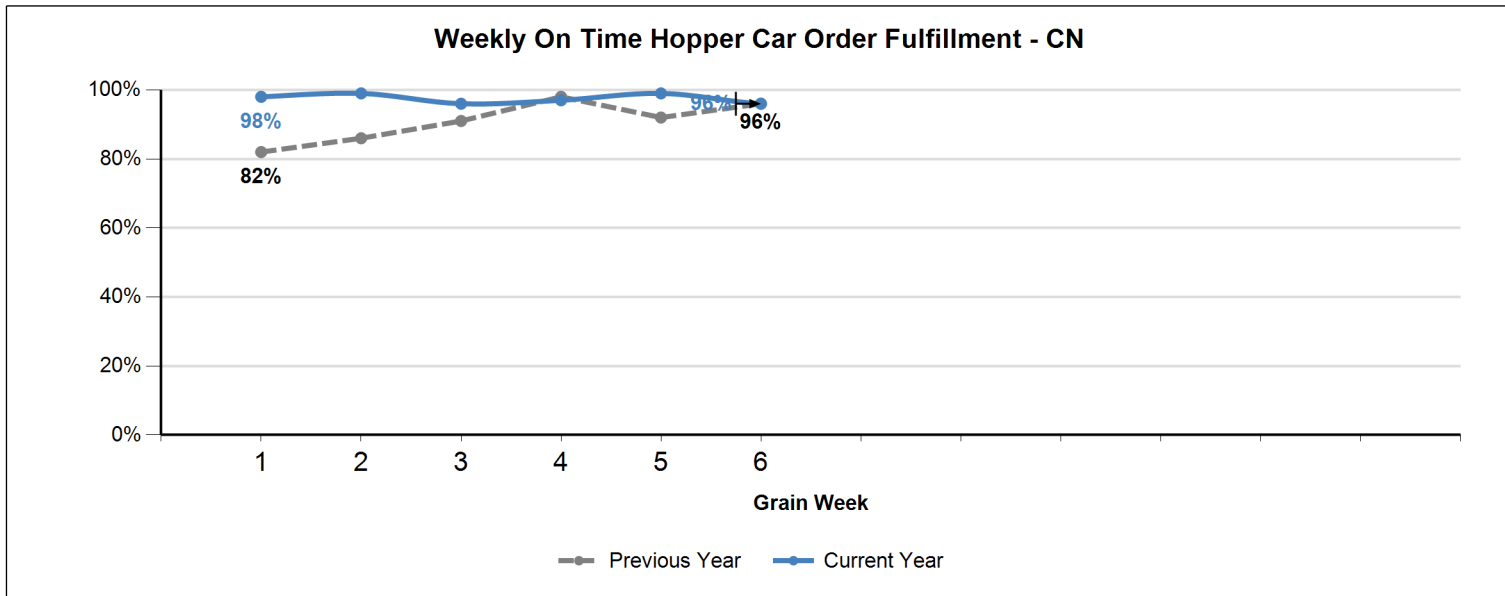
Dwell Time (Hours) at Destination (All Traffic)

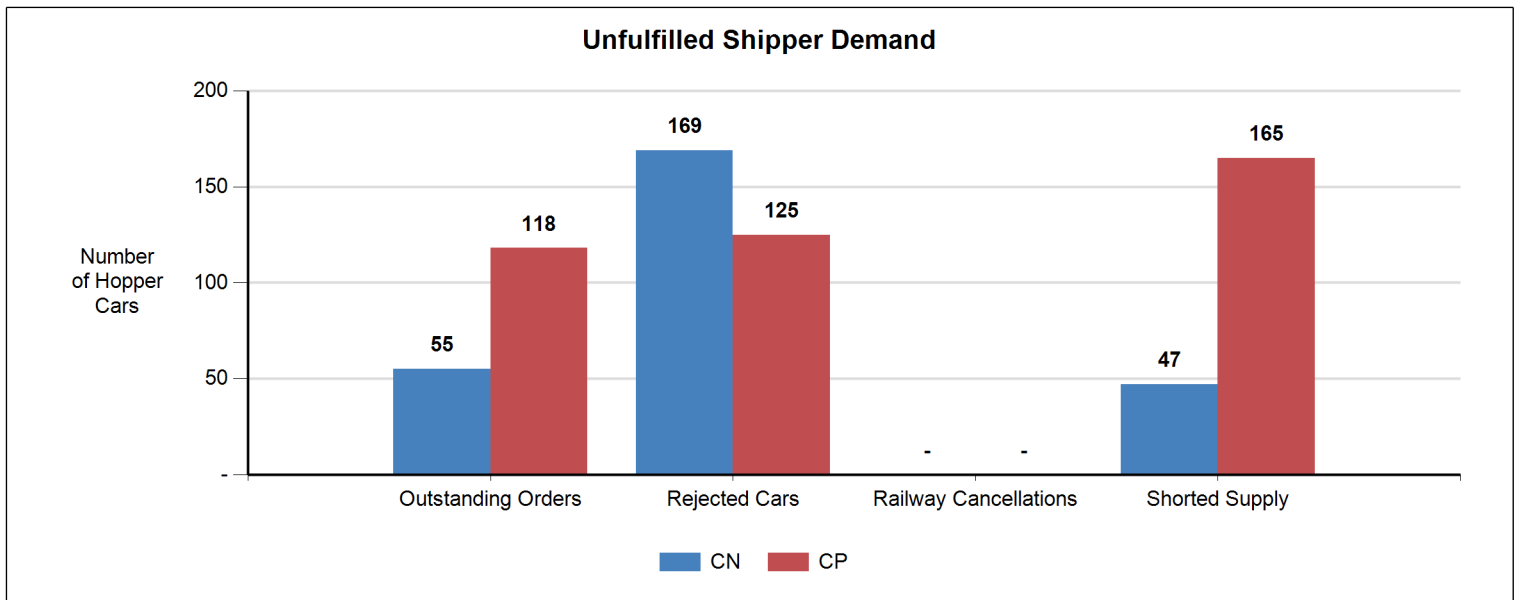
		Week 06		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	22	15	21
	CP	28	26	27	21
Thunder Bay	CN	18	23	21	43
	CP	33	26	31	53



Weekly Performance Update - To Grain Week 06 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada







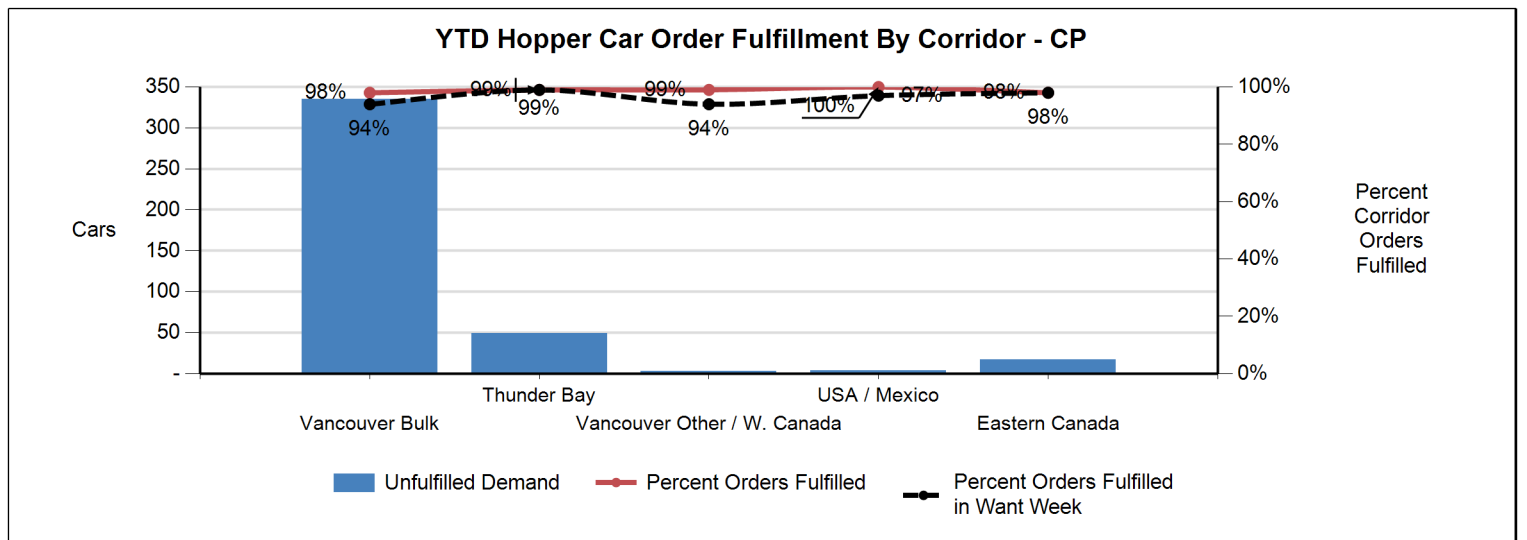
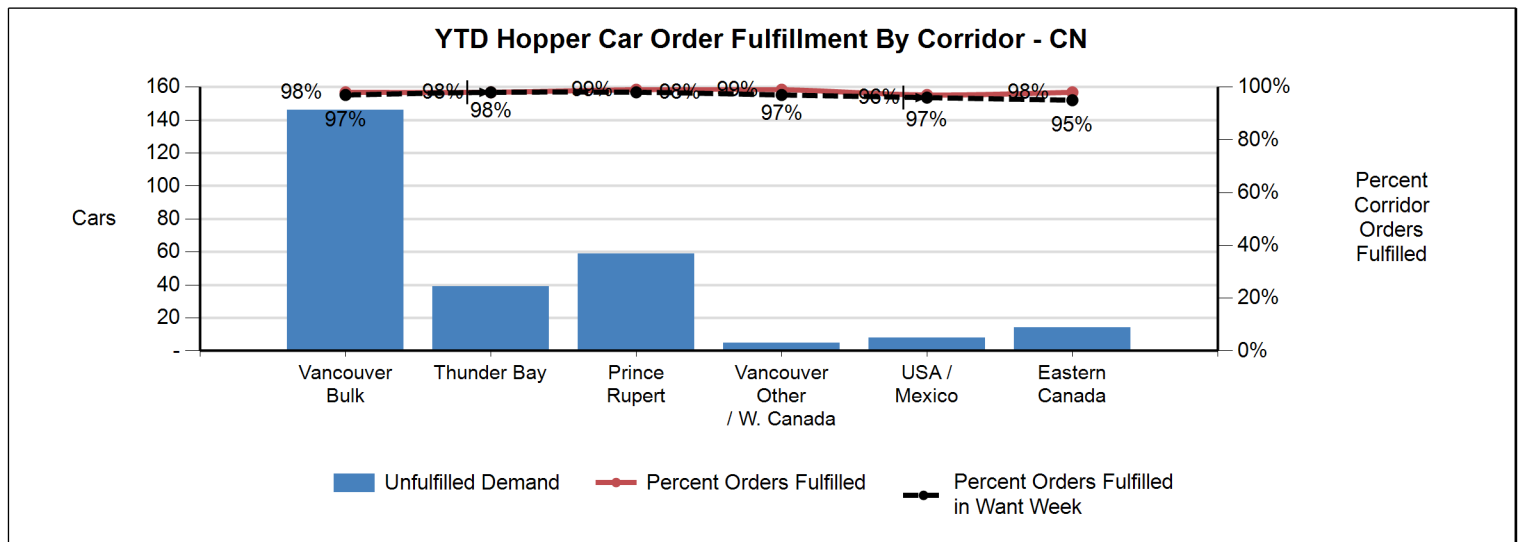
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 06

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	9,224	9,078	(146)	98%
	Thunder Bay	1,897	1,858	(39)	98%
	Prince Rupert	4,304	4,245	(59)	99%
	Vancouver Other / W. Canada	406	401	(5)	99%
	USA / Mexico	307	299	(8)	97%
	Eastern Canada	798	784	(14)	98%
Total		16,936	16,665	(271)	98%
CP	Vancouver Bulk	14,466	14,131	(335)	98%
	Thunder Bay	5,254	5,205	(49)	99%
	Vancouver Other / W. Canada	516	513	(3)	99%
	USA / Mexico	899	895	(4)	100%
	Eastern Canada	818	801	(17)	98%
Total		21,953	21,545	(408)	98%

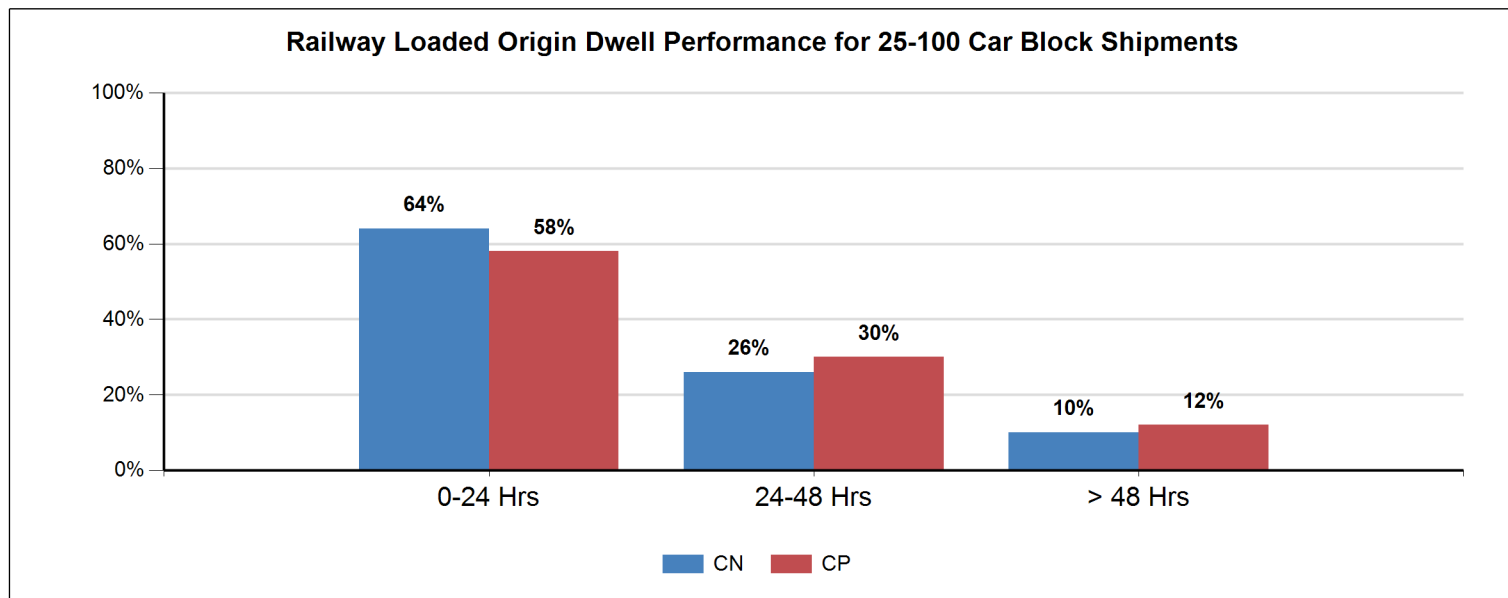
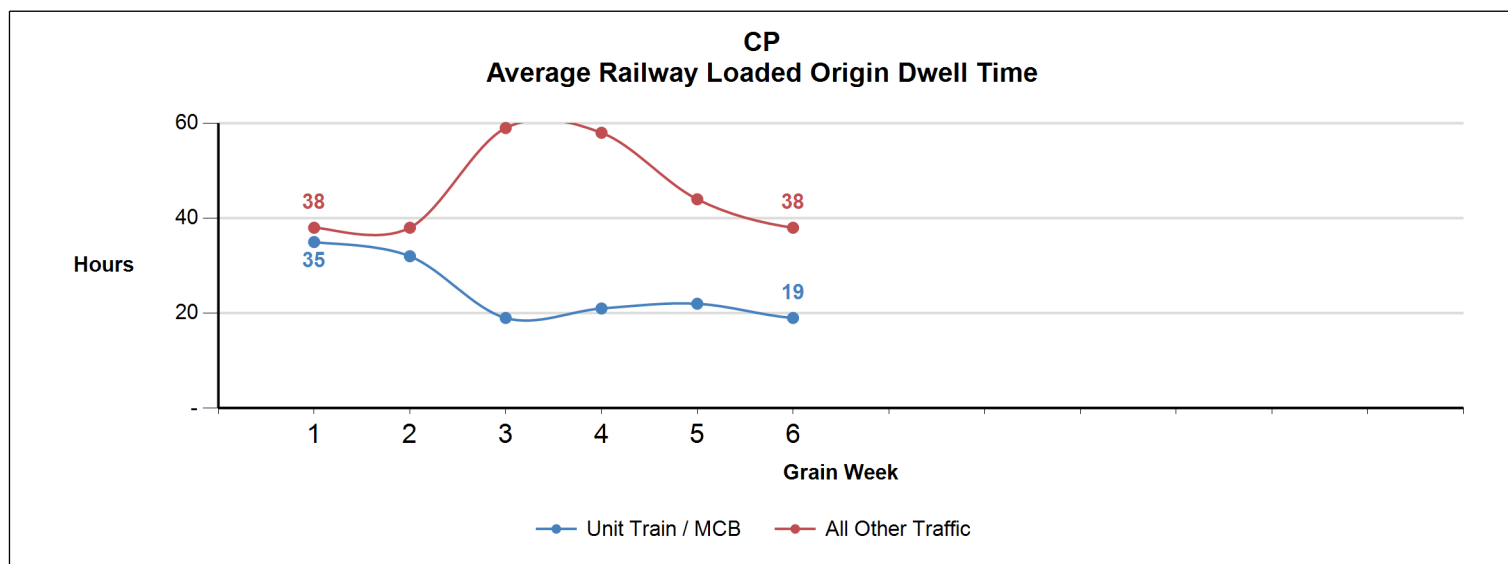
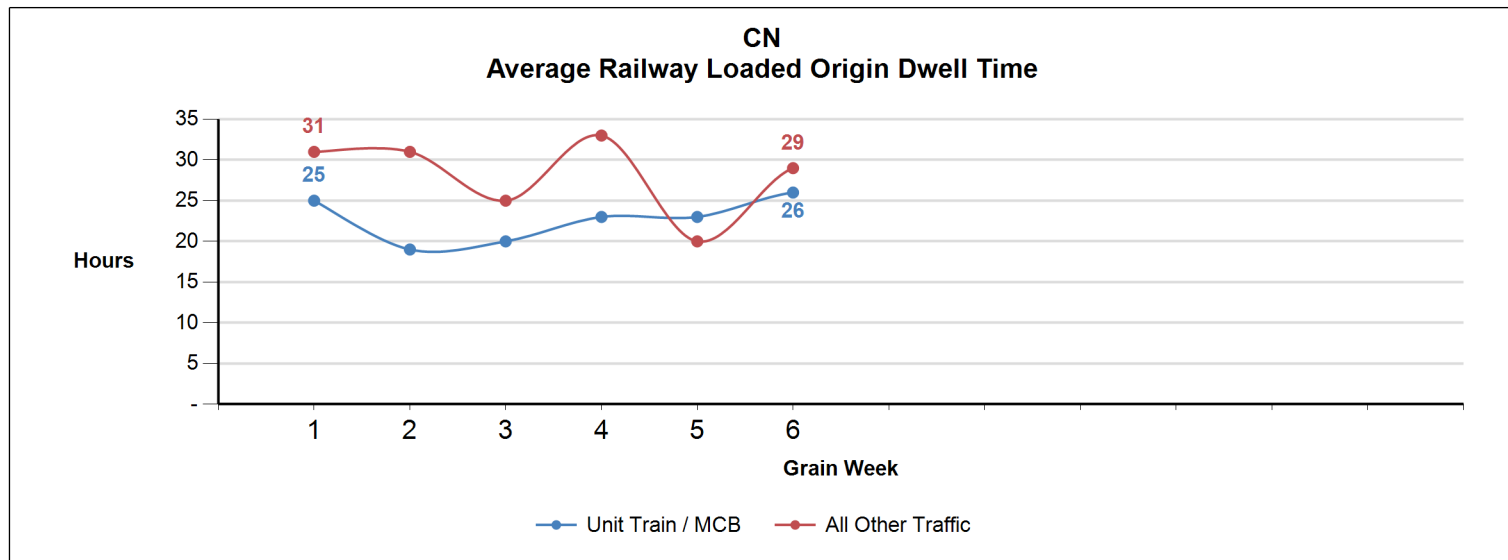
Hopper Cars Supplied in the Want Week by Corridor - To Week 06

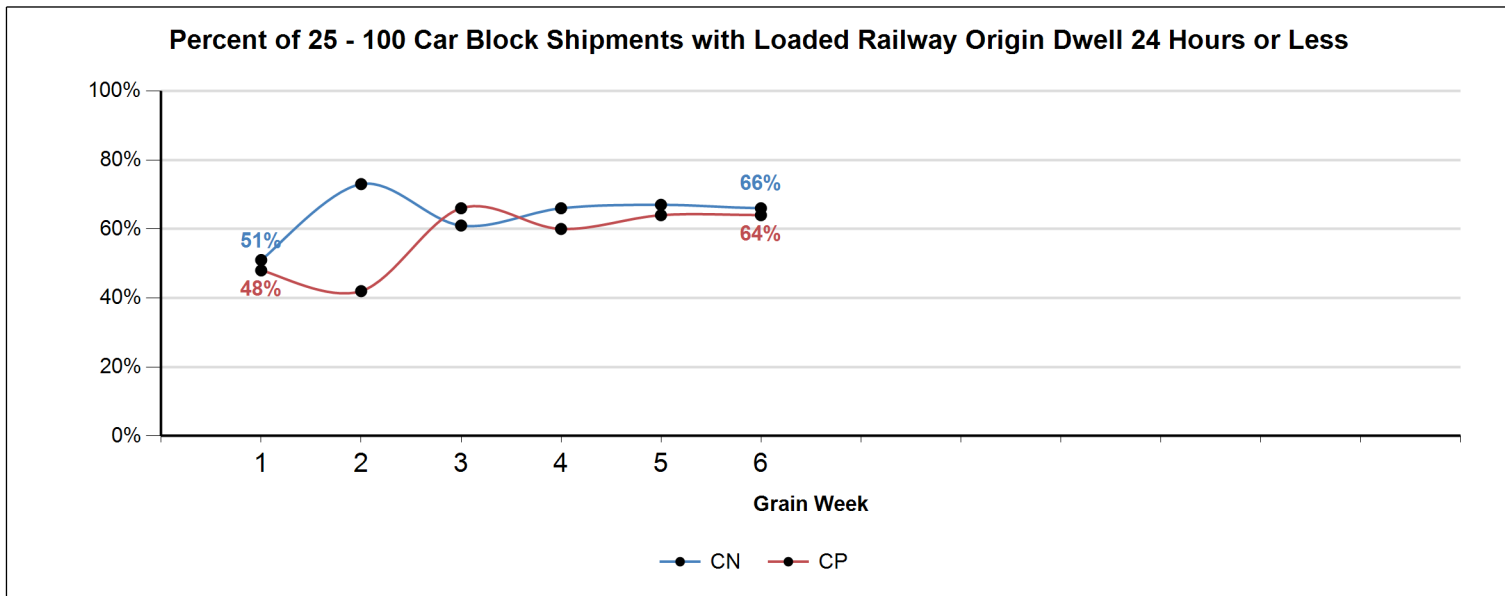
Railway	Corridor	Week 06			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,609	1,539	96%	9,224	8,982	97%
	Thunder Bay	258	249	97%	1,897	1,856	98%
	Prince Rupert	447	438	98%	4,304	4,219	98%
	Vancouver Other / W. Canada	45	45	100%	406	395	97%
	USA / Mexico	50	48	96%	307	296	96%
	Eastern Canada	60	56	93%	798	759	95%
	CN Total		2,469	2,375	96%	16,936	16,507
CP	Vancouver Bulk	2,723	2,582	95%	14,466	13,531	94%
	Thunder Bay	1,212	1,198	99%	5,254	5,204	99%
	Vancouver Other / W. Canada	73	72	99%	516	485	94%
	USA / Mexico	245	245	100%	899	870	97%
	Eastern Canada	125	122	98%	818	799	98%
	CP Total		4,378	4,219	96%	21,953	20,889



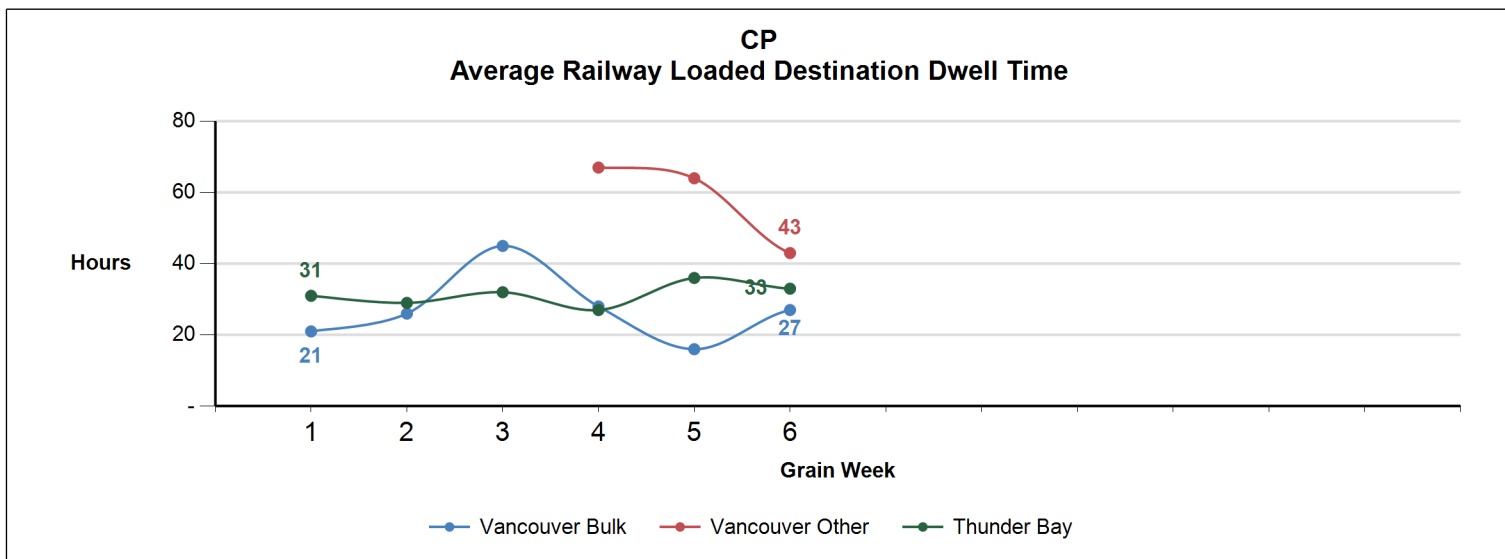
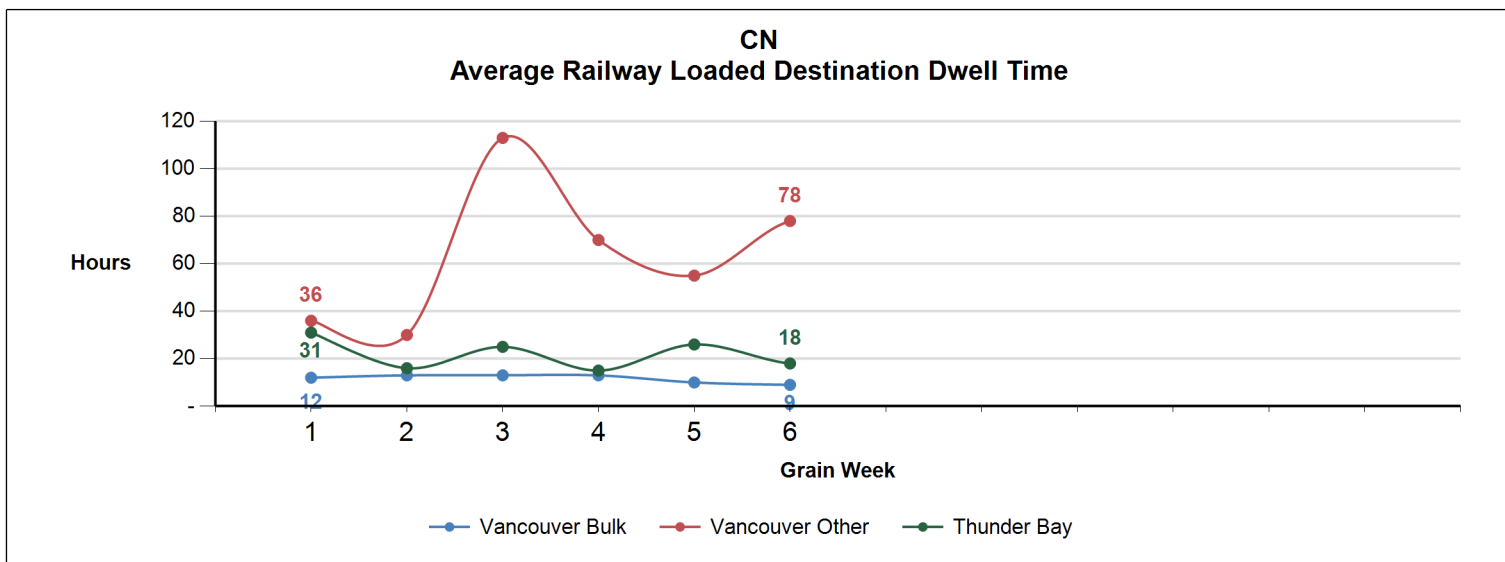


Origin Dwell Performance



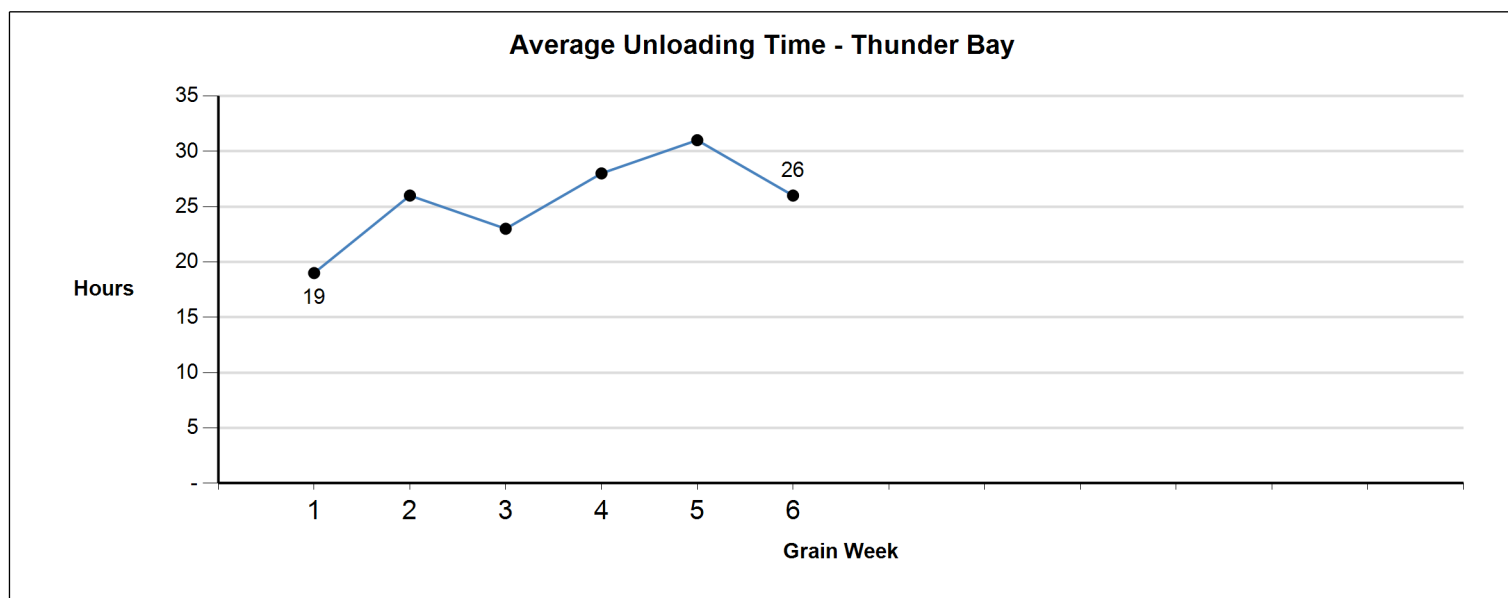
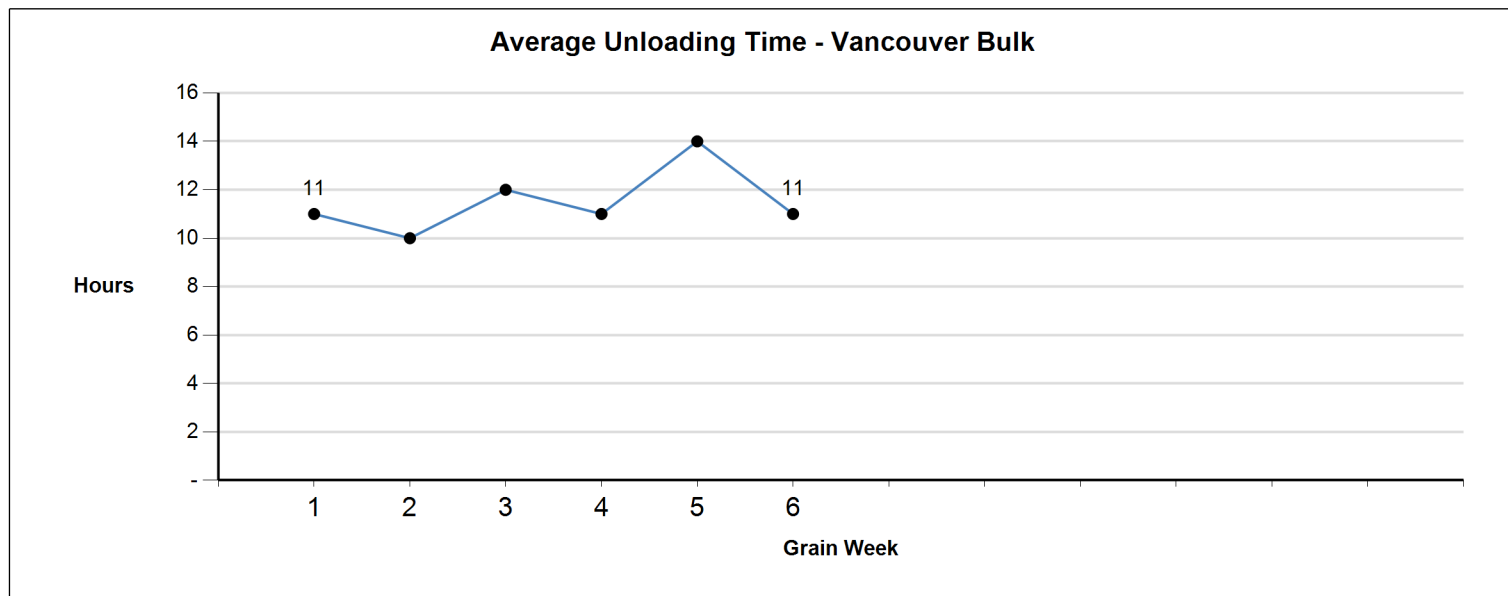


Destination Dwell Performance





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.