

### **Note to Reader**

CP Week 6 performance is revised downward to 94% from the previously reported 96%.

### **Week 7 Performance**

CN and CP supplied a combined 96% of hopper cars ordered in grain week 7, an increase from last week's 95%, reflecting a decrease in performance on CN offset by an increase in performance on CP. CN's performance was above the 90% threshold for the seventh consecutive week, supplying 95% of cars ordered. CP's performance increased week over week, supplying 96% of cars ordered as compared to 94% in the prior week. CN and CP combined will enter week 8 with 218 outstanding cars - a net 26% increase (+45) from the 173 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 CN by (+51) and a decrease in the number of outstanding hopper cars on CP by (-6) .

In week 7, 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 Vancouver Bulk and Vancouver Other / W. Canada corridors, which saw 91% and 97% of cars ordered for week 7 supplied on time. These two corridors represented 47% of total hopper car demand for CN in week 7. CP saw performance hold or improved in 3 of 5 corridors with a notable drop in performance seen in the Vancouver Other / W. Canada corridor, which represented 7% of total hopper car demand for CP in week 7.

All outstanding orders (6) remain current - i.e. unfulfilled week 7 orders.

### **CN**

- CN supplied 95% of hopper cars ordered for week 7, representing a decrease from last week's 96% order fulfillment performance. CN supplied 3,298 of 3,465 cars ordered, failing to supply 167 cars ordered.
- During week 7, CN supplied a total of 3,285 hoppers with 51 being outstanding orders placed prior to week 7 (see table page 3).
- CN's performance was consistent across all shippers with 90% of shippers receiving 90% or more of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the seventh consecutive week in the current grain year.
- Shipper demand for hopper cars is 14% higher in week 8, rising to 4,009 and is expected to increase 25% to 5,002 cars in week 9.
- Heading into week 8, CN has 106 outstanding orders, reflecting a 93% increase (+51) from the 55 outstanding orders at the beginning of week 7.

### **CP**

- CP fulfilled 96% of hopper cars ordered for week 7, reflecting an increase from the 94% seen last week.
- For week 7, CP supplied 4,253 of 4,410 cars ordered, failing to supply 157 cars ordered.
- During week 7, CP supplied a total of 3,629 hoppers including 118 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the third consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 17% to 5,150 in week 8 and is expected to increase 4% to 5,339 cars in week 9.
- CP's performance was consistent across all shippers' performance with all shippers receiving 80% or more of cars ordered on time.
- Heading into week 8, CP has 112 outstanding orders, representing a 5% decrease (-6) from the 118 outstanding orders entering week 7.

### **Hopper Car Rationing**

#### **CN**

- CN rationed no hopper car orders in week 7.
- Preliminary indications suggest that there will be no rationing in week 8.
- Through the first 7 weeks of the current grain year, CN has rationed no hopper car orders as compared to 564 for the same period last year.

#### **CP**



Weekly Performance Update - To Grain Week 07 (Grain Year 2019-20)  
*Covering 90% of grain movement originating in Western Canada*

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- CP rationed zero hopper car orders in week 7.
- Preliminary indications suggest that there will be no rationing in week 8.
- Through the first 7 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 07			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	3,465	4,234	(769)	20,401	2,914	24,560	3,508	(4,159)	(594)
CP	4,410	4,716	(306)	26,363	3,766	27,525	3,932	(1,162)	(166)
<b>Total</b>	<b>7,875</b>	<b>8,950</b>	<b>(1,075)</b>	<b>46,764</b>	<b>6,680</b>	<b>52,085</b>	<b>7,440</b>	<b>(5,321)</b>	<b>(760)</b>

### Cars Shipped

Railway	Corridor	Week 07	YTD
CN	N.A. Domestic	257	1,561
	Prince Rupert	1,045	5,232
	Thunder Bay	514	2,443
	Vancouver	1,708	10,845
<b>Total</b>		<b>3,524</b>	<b>20,081</b>
CP	N.A. Domestic	405	2,412
	Thunder Bay	1,304	6,383
	Vancouver	2,512	17,267
<b>Total</b>		<b>4,221</b>	<b>26,062</b>

### Empty Hopper Cars Supplied - Week 07 (All Want Weeks)

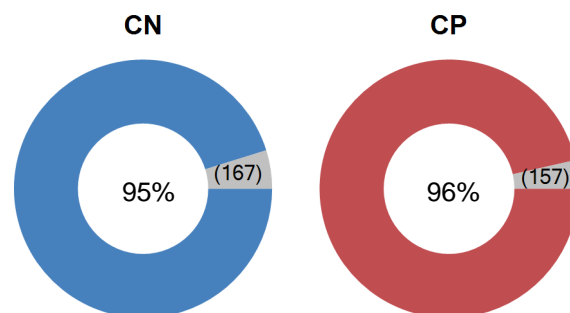
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,226	4,020	51	4	8	483	3,285	4,507
CP	3,065	3,462	118	587	446	204	3,629	4,253
<b>Total</b>	<b>6,291</b>	<b>7,482</b>	<b>169</b>	<b>591</b>	<b>454</b>	<b>687</b>	<b>6,914</b>	<b>8,760</b>

### Supplied by Block Size

Block Size	Week 07			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	3%	3%	3%
25	5%	4%	4%	4%	2%	3%
50	12%	9%	11%	11%	8%	9%
100	80%	84%	82%	82%	87%	85%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,465	4,410	7,875
Current Week Order Fulfillment			
Supplied in Current Week	3,226	3,065	6,291
Supplied Early	72	1,188	1,260
<b>Total Cars Supplied for Want Week</b>	<b>3,298</b>	<b>4,253</b>	<b>7,551</b>
Current Week Unfulfilled Demand	(167)	(157)	(324)
% Current Week Orders Supplied	95%	96%	96%



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

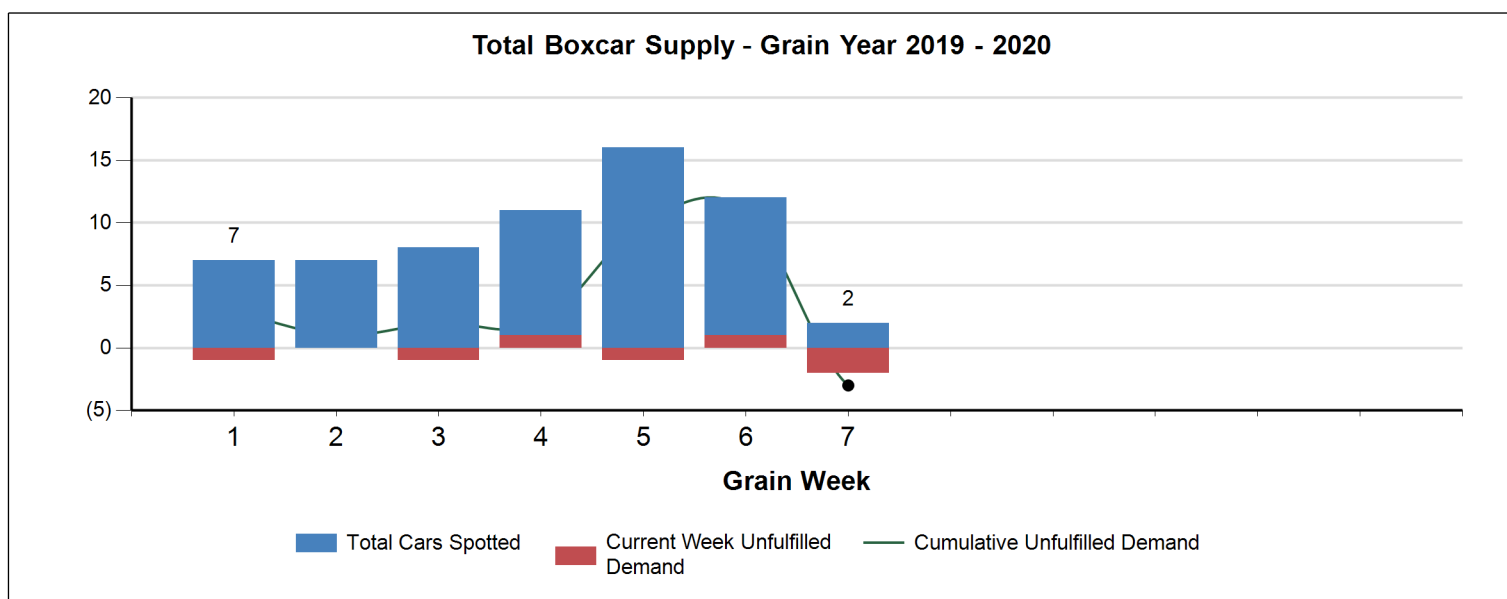
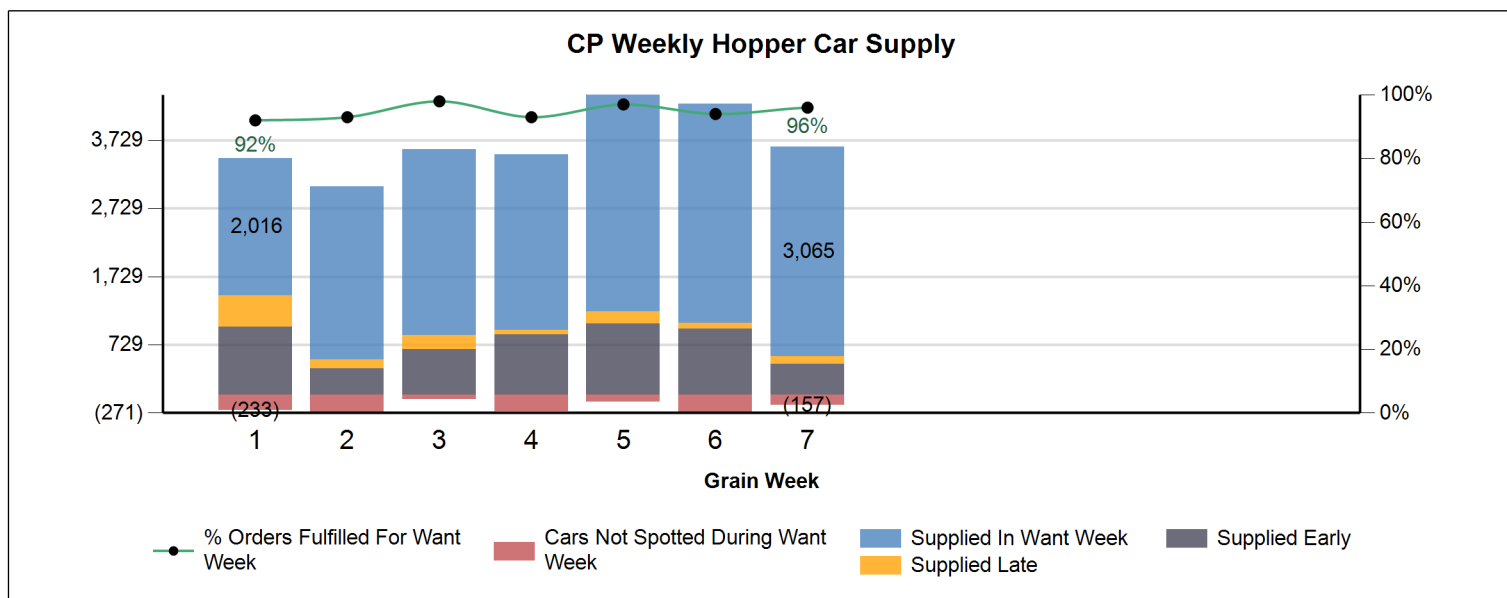
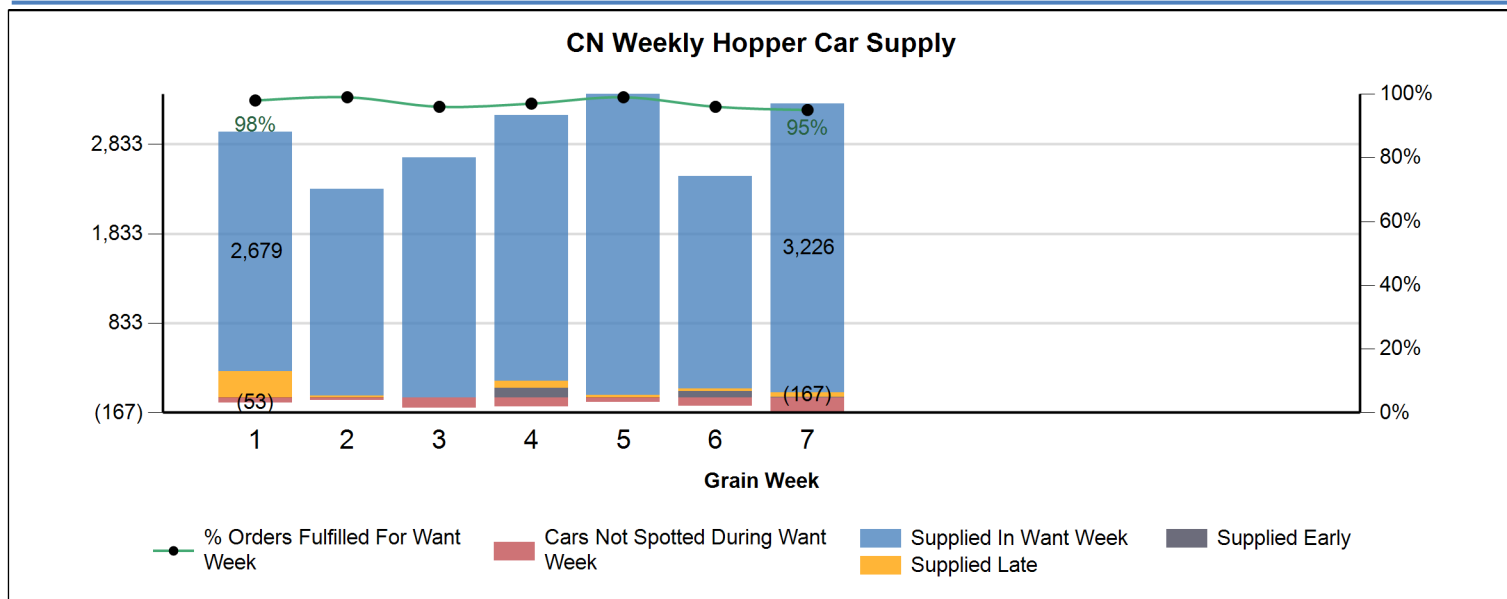
	Week 07		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	23	33	24	40
CP	22	35	25	43

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

	Railway	Week 07		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	20	16	16	20
	CP	19	19	26	21
Thunder Bay	CN	21	44	21	43
	CP	39	62	33	55

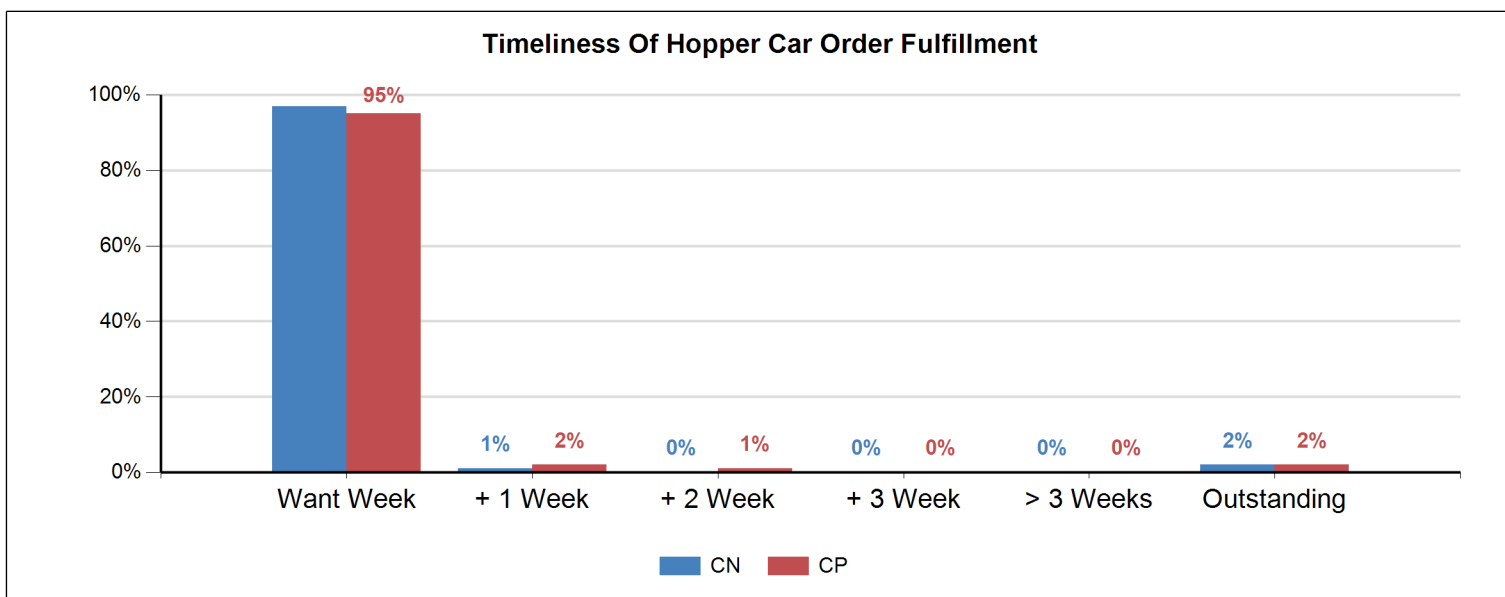
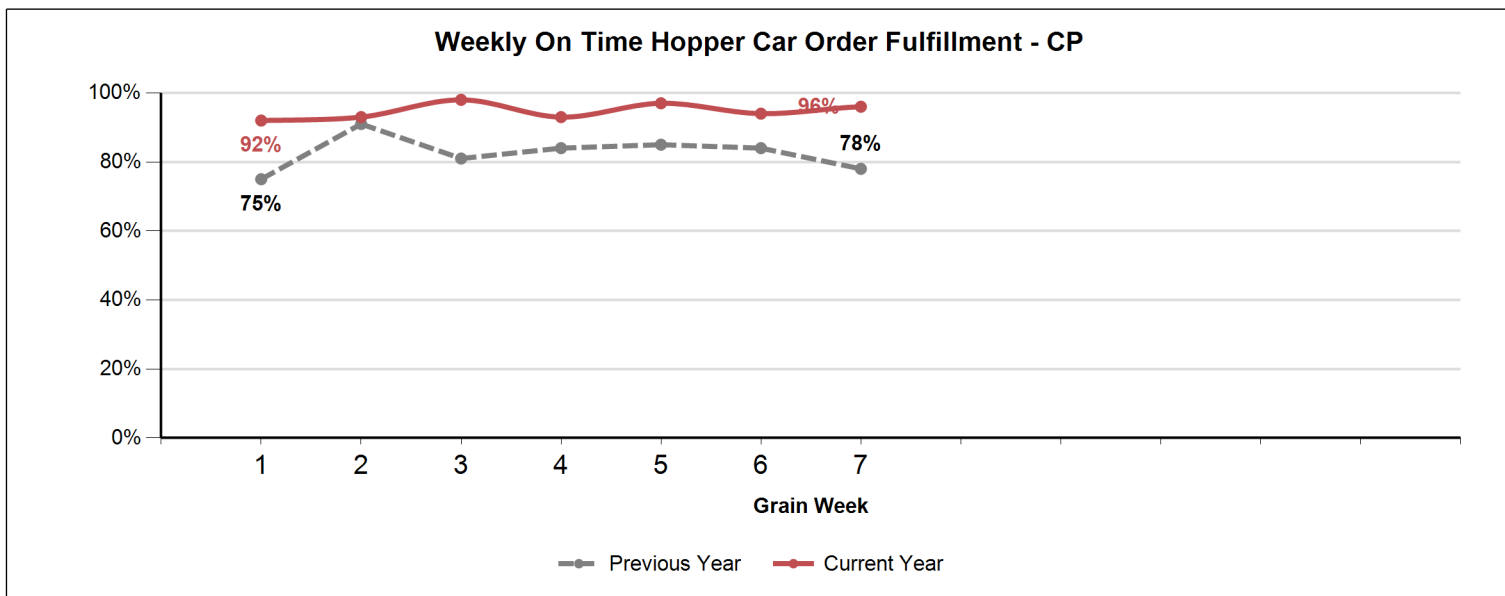
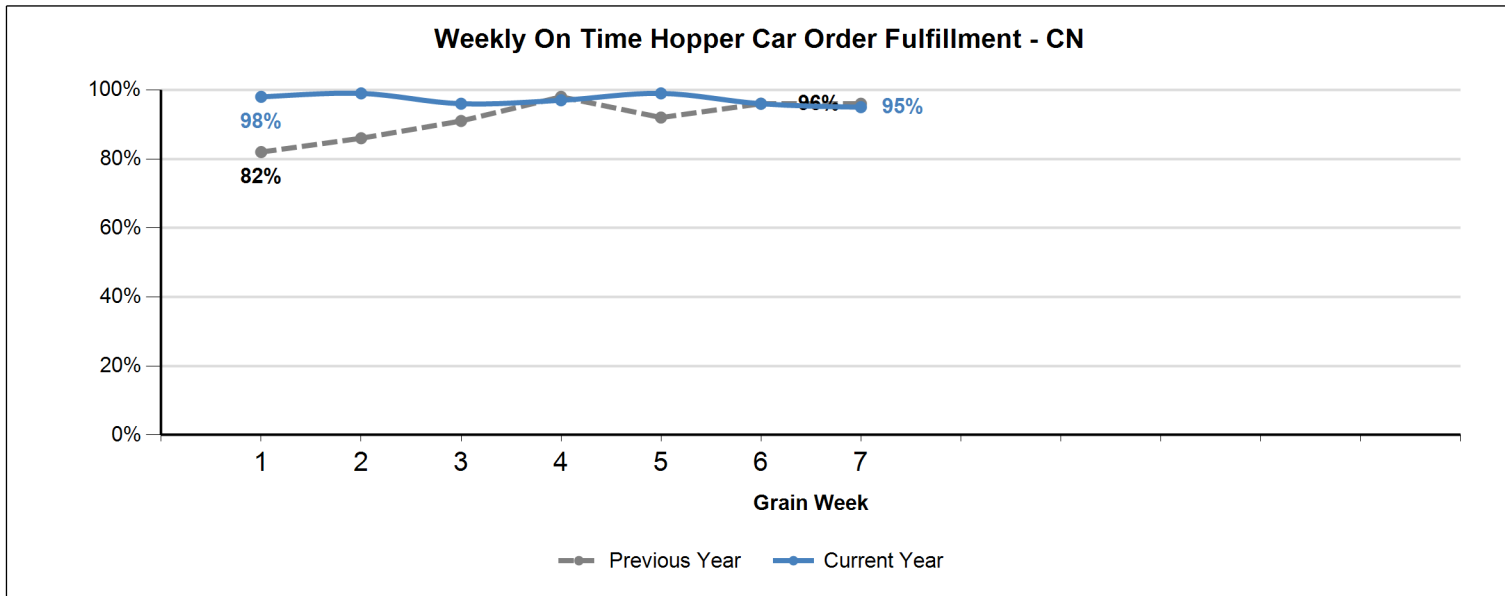


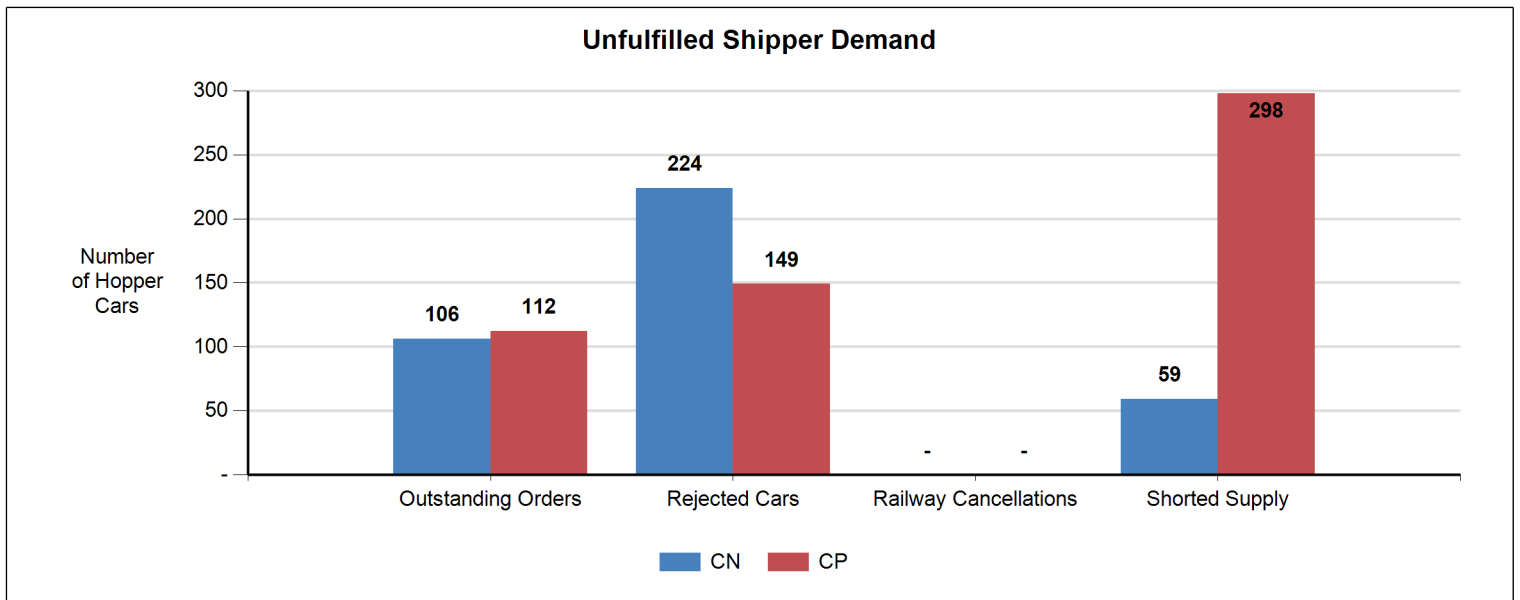
Weekly Performance Update - To Grain Week 07 (Grain Year 2019-20)  
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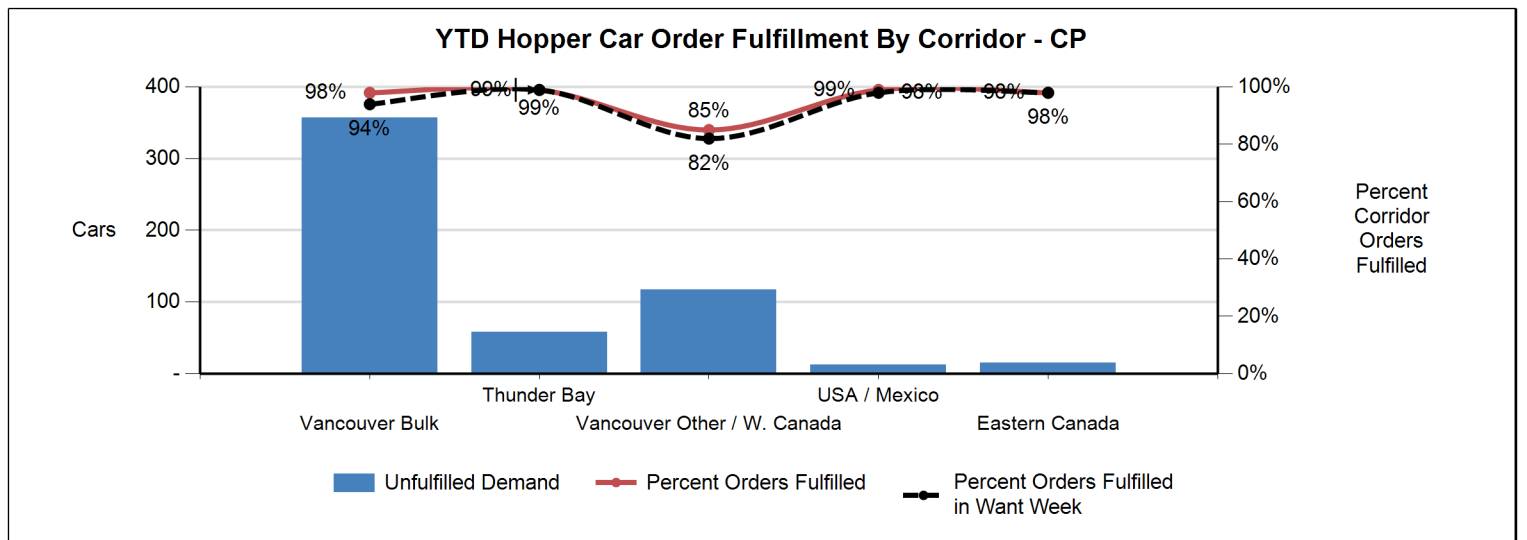
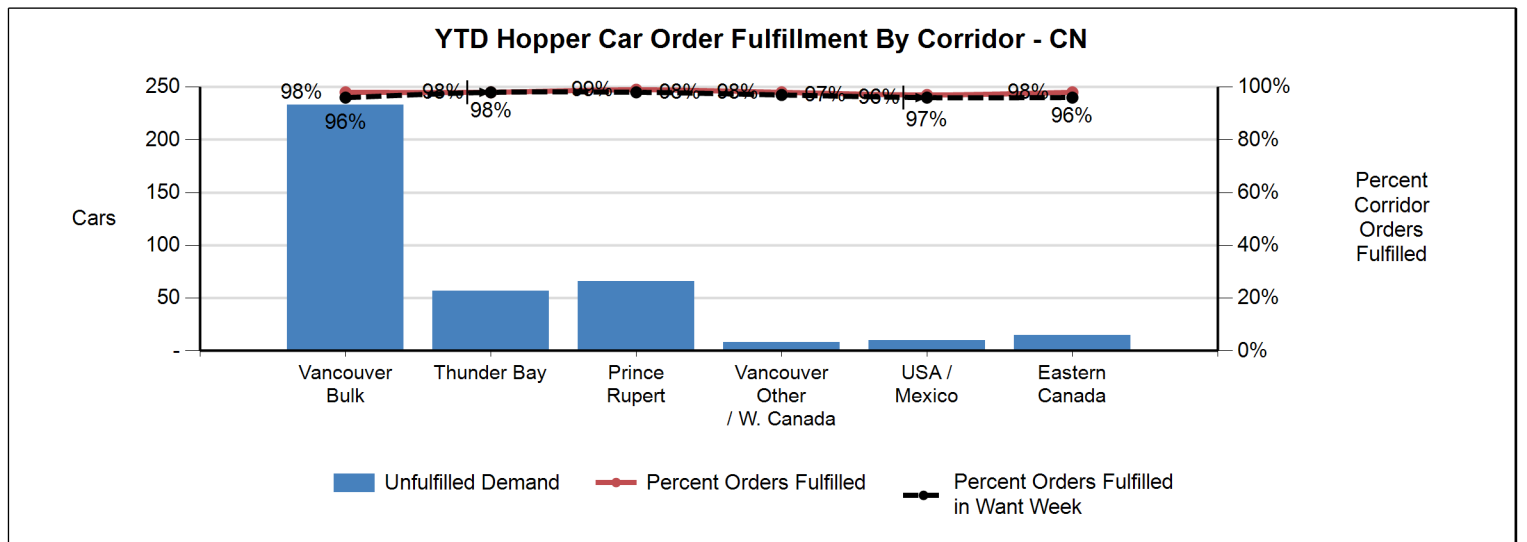
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 07

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	10,747	10,514	(233)	98%
	Thunder Bay	2,507	2,450	(57)	98%
	Prince Rupert	5,317	5,251	(66)	99%
	Vancouver Other / W. Canada	513	505	(8)	98%
	USA / Mexico	364	354	(10)	97%
	Eastern Canada	953	938	(15)	98%
<b>Total</b>		<b>20,401</b>	<b>20,012</b>	<b>(389)</b>	<b>98%</b>
CP	Vancouver Bulk	16,751	16,394	(357)	98%
	Thunder Bay	6,338	6,280	(58)	99%
	Vancouver Other / W. Canada	803	686	(117)	85%
	USA / Mexico	1,516	1,504	(12)	99%
	Eastern Canada	955	940	(15)	98%
<b>Total</b>		<b>26,363</b>	<b>25,804</b>	<b>(559)</b>	<b>98%</b>

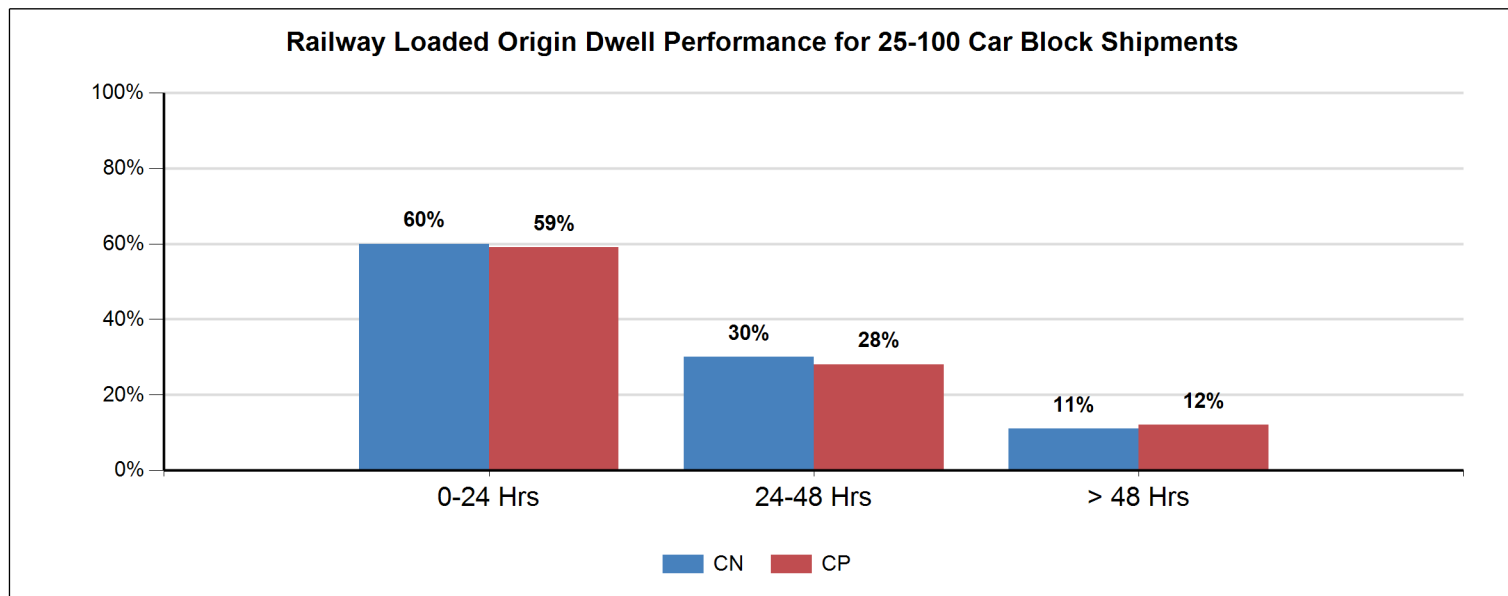
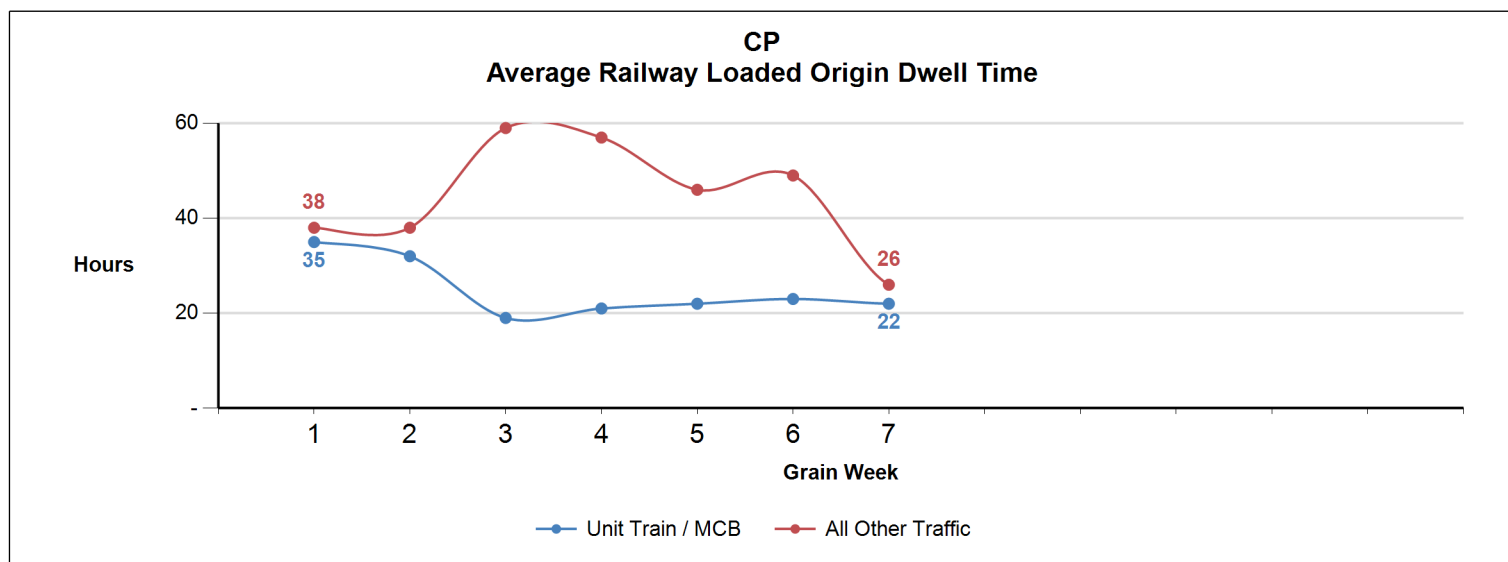
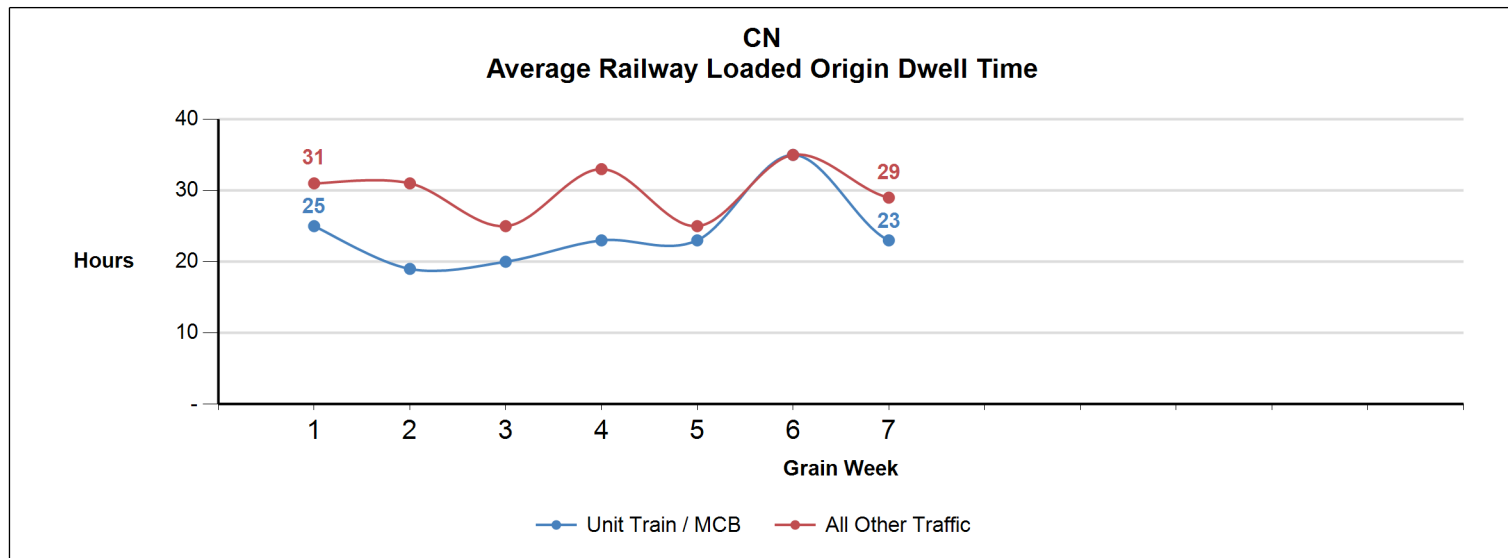
**Hopper Cars Supplied in the Want Week by Corridor - To Week 07**

Railway	Corridor	Week 07			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,523	1,387	91%	10,747	10,367	96%
	Thunder Bay	610	592	97%	2,507	2,448	98%
	Prince Rupert	1,013	1,006	99%	5,317	5,225	98%
	Vancouver Other / W. Canada	107	104	97%	513	499	97%
	USA / Mexico	57	55	96%	364	351	96%
	Eastern Canada	155	154	99%	953	913	96%
	<b>CN Total</b>		<b>3,465</b>	<b>3,298</b>	<b>95%</b>	<b>20,401</b>	<b>19,803</b>
CP	Vancouver Bulk	2,285	2,259	99%	16,751	15,678	94%
	Thunder Bay	1,084	1,075	99%	6,338	6,279	99%
	Vancouver Other / W. Canada	287	173	60%	803	658	82%
	USA / Mexico	617	609	99%	1,516	1,479	98%
	Eastern Canada	137	137	100%	955	936	98%
<b>CP Total</b>		<b>4,410</b>	<b>4,253</b>	<b>96%</b>	<b>26,363</b>	<b>25,030</b>	<b>95%</b>

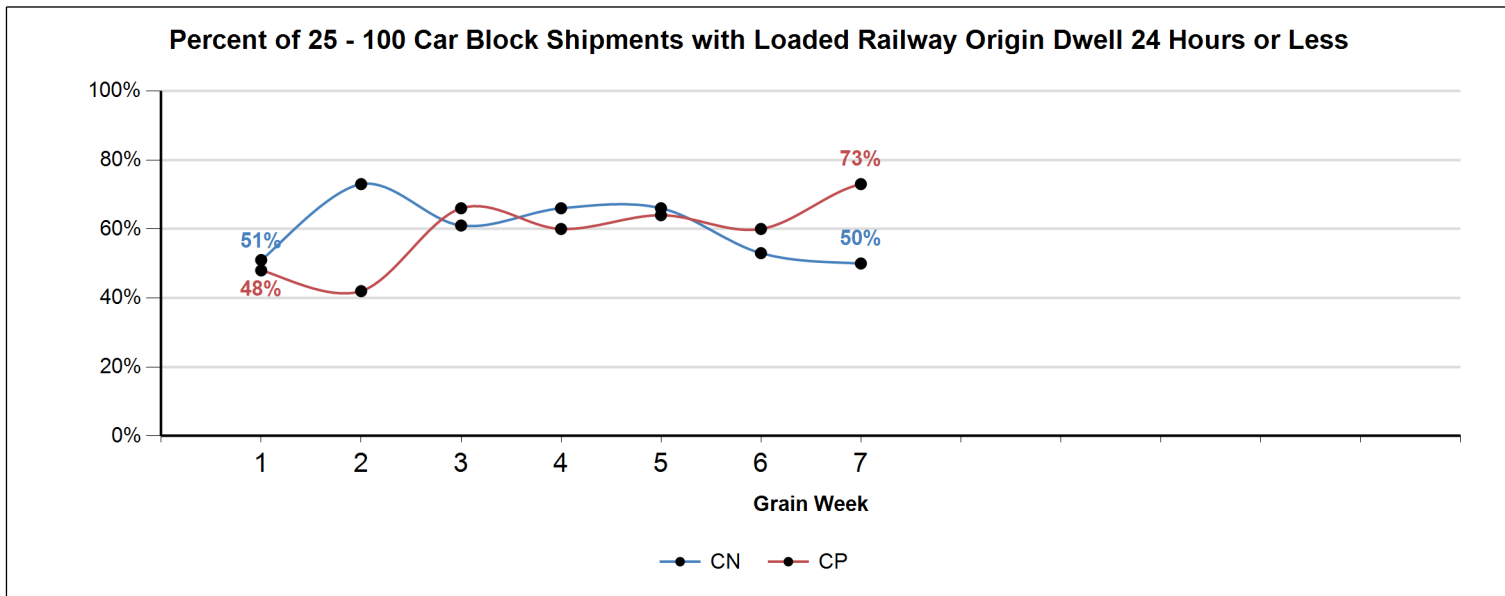




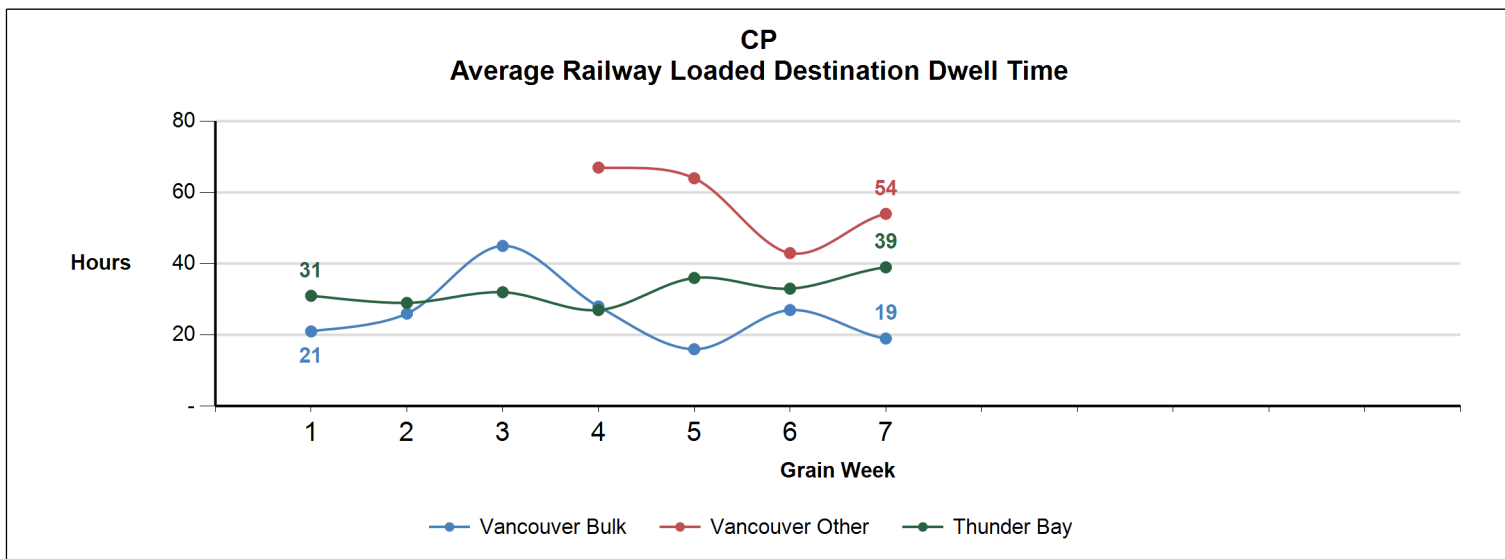
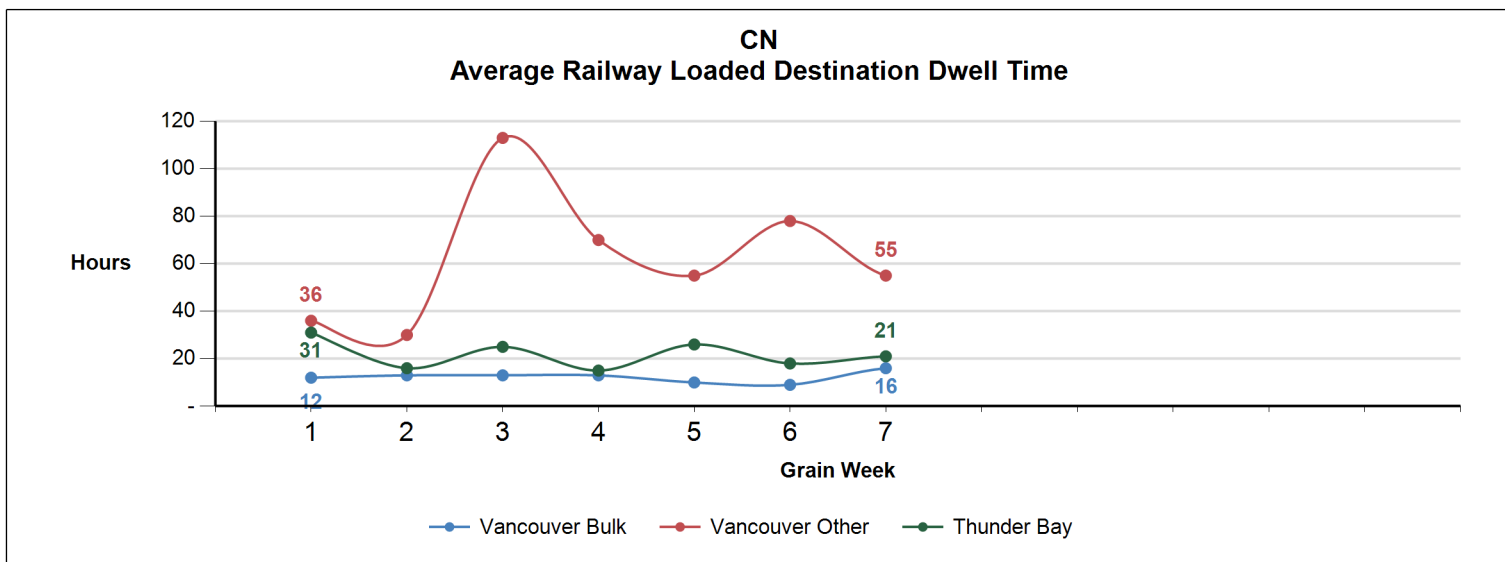
### Origin Dwell Performance





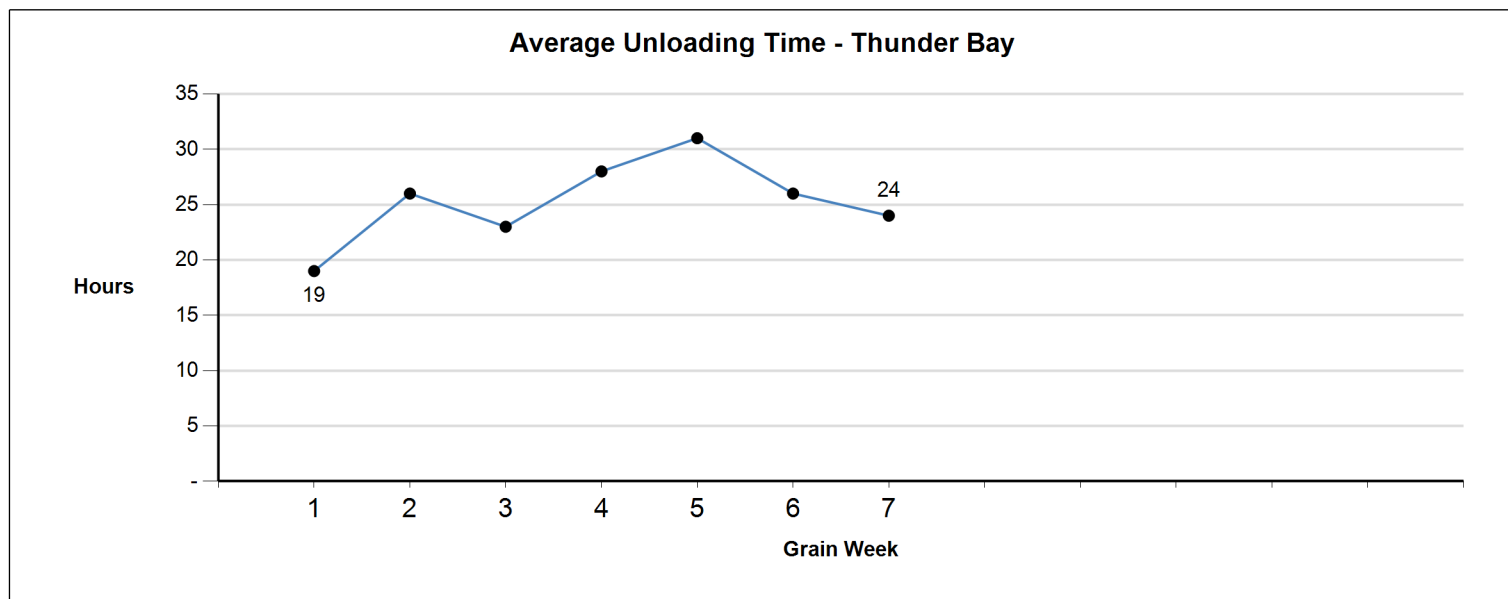
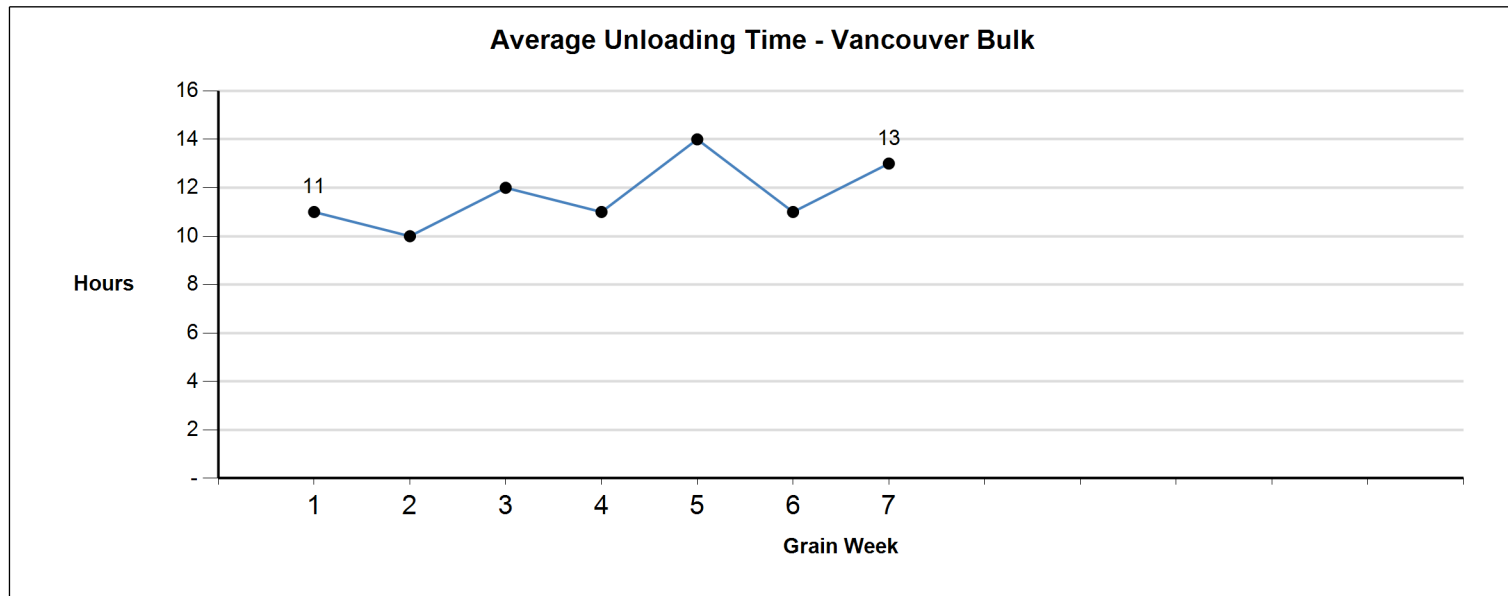


## Destination Dwell Performance





### 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.