

Week 8 Performance

CN and CP supplied a combined 96% of hopper cars ordered in grain week 8, equalling last week's 96%, reflecting a decline in performance on CN offset by an increase in performance on CP. CN's performance was above the 90% threshold for the eighth consecutive week, supplying 93% of cars ordered. CP's performance increased marginally week over week, supplying 98% of cars ordered as compared to 96% in the prior week. CN and CP combined will enter week 9 with 263 outstanding cars - a net 21% increase (+45) from the 218 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 (+122) and a decline in the number of outstanding hopper cars on CP by (-77) .

In week 8, 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 Eastern Canada and Thunder Bay corridors, which saw 71% and 80% of cars ordered for week 8 supplied on time. These two corridors represented 14% of total hopper car demand for CN in week 8. CP saw performance hold or improved in 4 of 5 corridors with a notable drop in performance seen in the Vancouver Other / W. Canada corridor which saw only 84% of orders fulfilled on time in week 8.

All outstanding orders (8) remain current - i.e. unfulfilled week 8 orders.

CN

- CN supplied 93% of hopper cars ordered for week 8, representing a decline from last week's 95% order fulfillment performance. CN supplied 3,600 of 3,883 cars ordered, failing to supply 283 cars ordered.
- During week 8, CN supplied a total of 3,811 hoppers with 105 being outstanding orders placed prior to week 8 (see table page 3).
- CN's performance was consistent across all shippers with 85% of shippers receiving 90% or more of cars ordered on time.
- Shipper demand remained below the 4,000-car threshold for the eighth consecutive week of the current grain year.
- Shipper demand for hopper cars is 32% higher in week 9, rising to 5,002 and is expected to decline 4% to 4,802 cars in week 10.
- Heading into week 9, CN has 228 outstanding orders, reflecting a 115% increase (+122) from the 106 outstanding orders at the beginning of week 8.

CP

- CP fulfilled 98% of hopper cars ordered for week 8, reflecting an increase from the 96% seen last week.
- For week 8, CP supplied 4,495 of 4,582 cars ordered, failing to supply 87 cars ordered.
- During week 8, CP supplied a total of 4,301 hoppers including 111 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the fourth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 9% to 5,003 in week 9 and is expected to increase 10% to 5,509 cars in week 10.
- CP's performance was consistent across all shippers' performance with 90% of shippers receiving 95% or more of cars ordered on time.
- Heading into week 9, CP has 35 outstanding orders, representing a 69% decrease (-77) from the 112 outstanding orders entering week 8.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 8.
- Preliminary indications suggest that there will be no rationing in week 9.
- Through the first 8 weeks of the current grain year, CN has rationed no hopper car orders as compared to 684 for the same period last year.

CP

- CP rationed zero hopper car orders in week 8.
- Preliminary indications suggest that there will be no rationing in week 9.
- Through the first 8 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as



TRANSPORT
COALITION

Weekly Performance Update - To Grain Week 08 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada

compared to 64 for the same period last year.



Performance Dashboard

Hopper Car Demand

	Week 08			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	3,883	4,311	(428)	24,284	3,035	28,871	3,608	(4,587)	(573)
CP	4,582	5,308	(726)	30,833	3,854	32,833	4,104	(2,000)	(250)
Total	8,465	9,619	(1,154)	55,117	6,889	61,704	7,712	(6,587)	(823)

Cars Shipped

Railway	Corridor	Week 08	YTD
CN	N.A. Domestic	263	1,800
	Prince Rupert	1,025	6,257
	Thunder Bay	430	2,873
	Vancouver	1,602	12,395
Total		3,320	23,325
CP	N.A. Domestic	437	2,849
	Thunder Bay	1,205	7,588
	Vancouver	2,770	20,038
Total		4,412	30,475

Empty Hopper Cars Supplied - Week 08 (All Want Weeks)

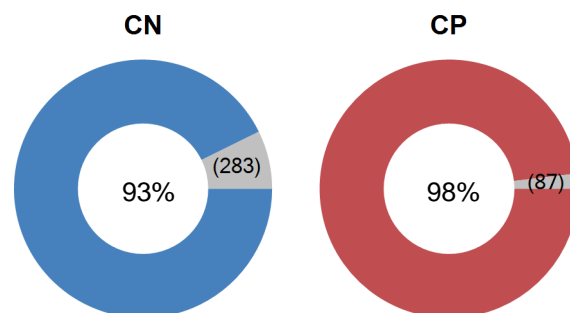
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,592	3,650	105		114	52	3,811	3,702
CP	3,741	4,183	111	964	449	451	4,301	5,598
Total	7,333	7,833	216	964	563	503	8,112	9,300

Supplied by Block Size

Block Size	Week 08			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	3%	3%	3%
25	2%	3%	3%	4%	2%	3%
50	13%	12%	13%	11%	8%	10%
100	82%	82%	82%	82%	87%	85%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,883	4,582	8,465
Current Week Order Fulfillment			
Supplied in Current Week	3,592	3,741	7,333
Supplied Early	8	754	762
Total Cars Supplied for Want Week	3,600	4,495	8,095
Current Week Unfulfilled Demand	(283)	(87)	(370)
% Current Week Orders Supplied	93%	98%	96%



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

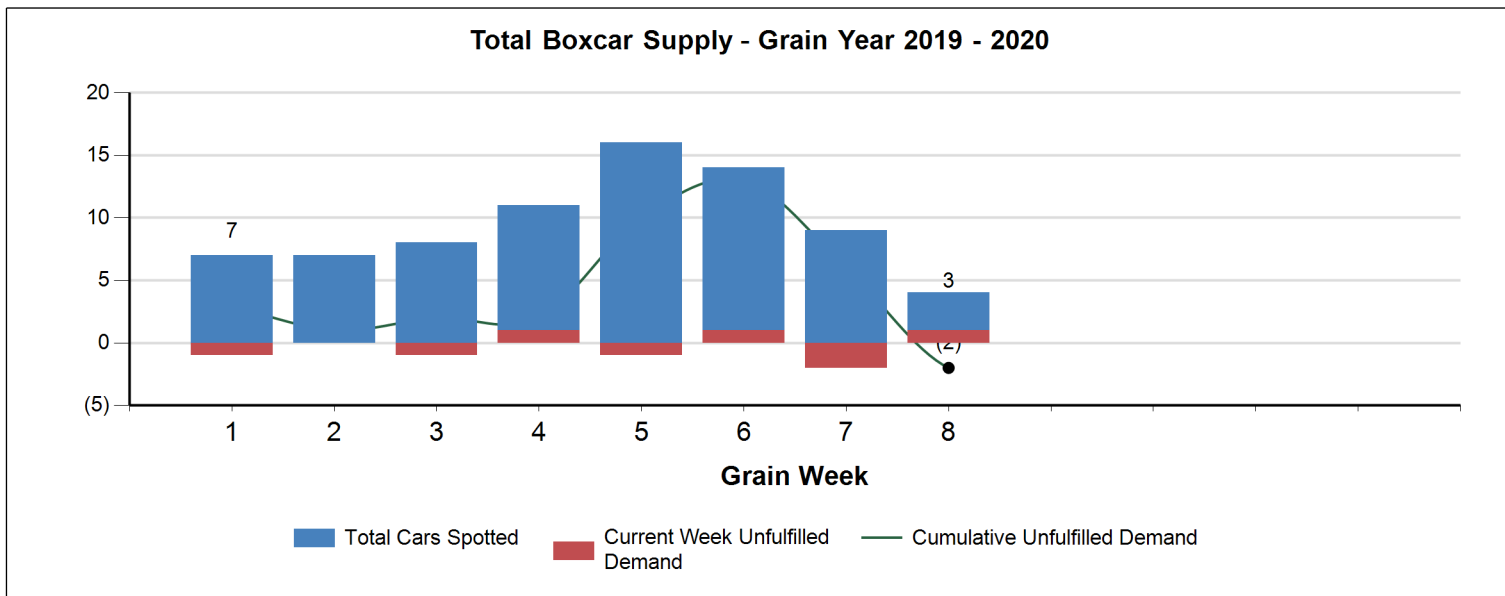
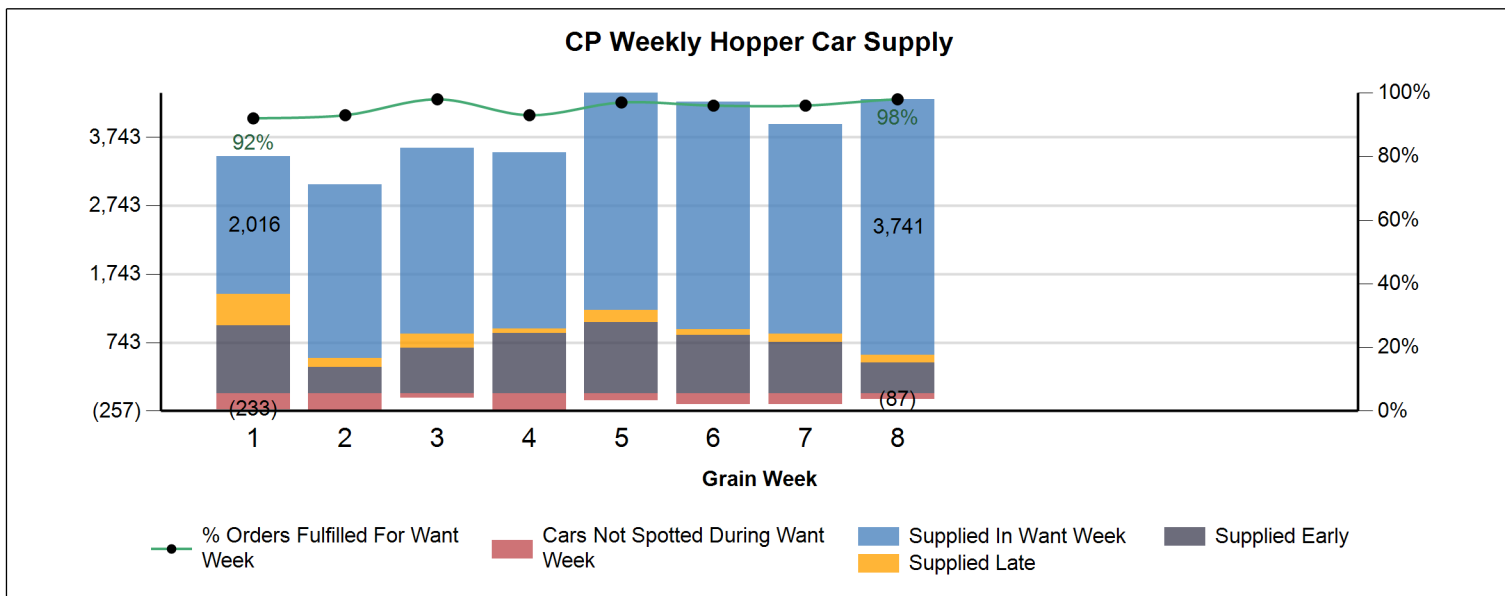
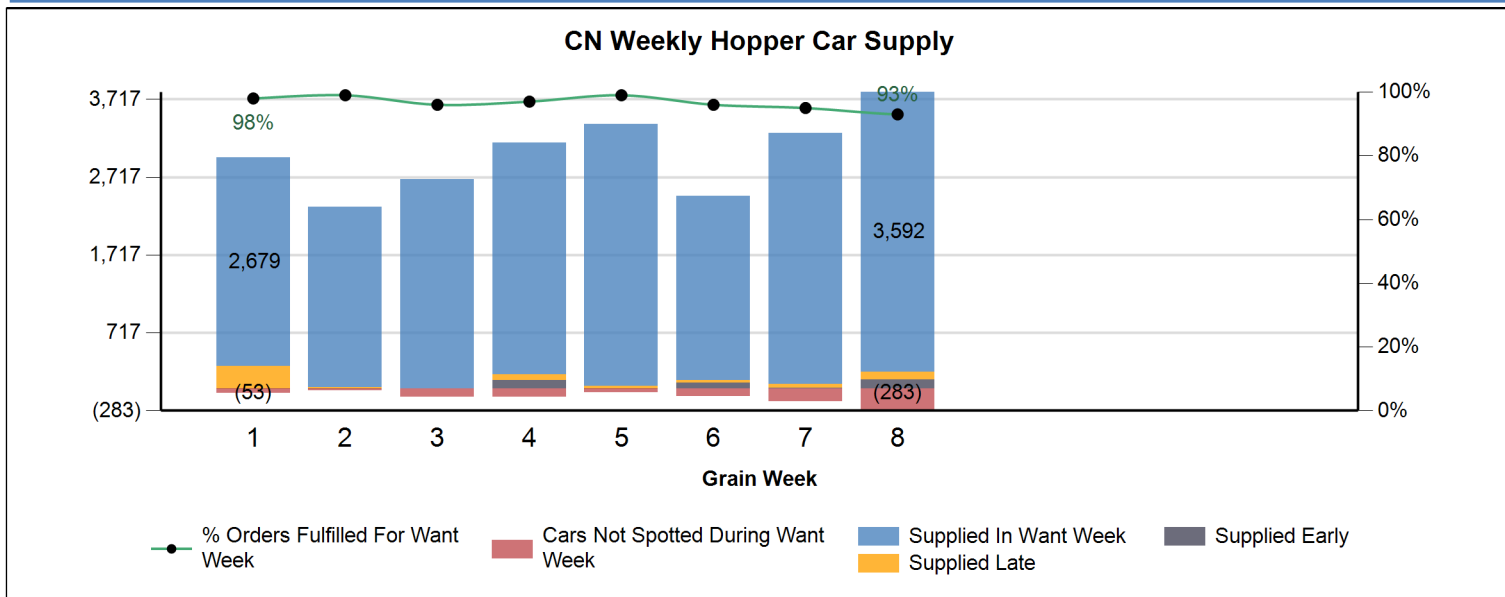
	Week 08		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	22	30	24	38
CP	33	46	27	44

Dwell Time (Hours) at Destination (All Traffic)

		Week 08		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	23	16	20
	CP	26	15	26	20
Thunder Bay	CN	14	66	20	46
	CP	33	51	33	54

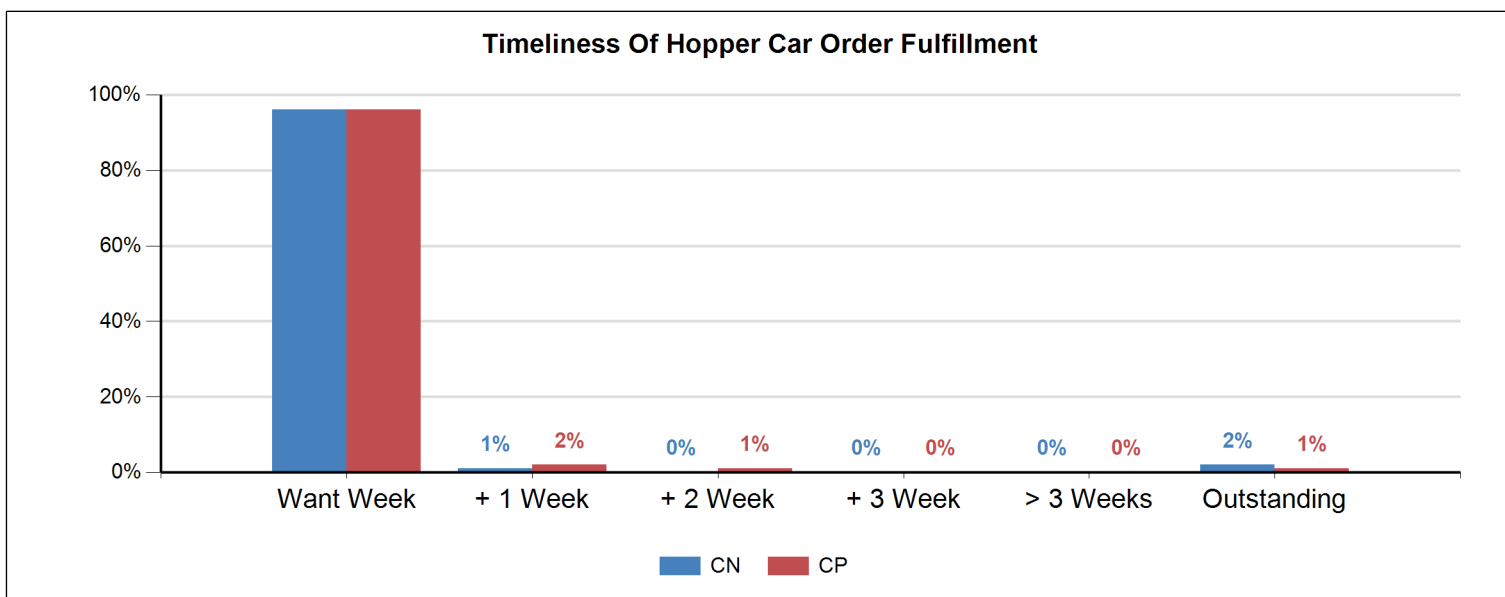
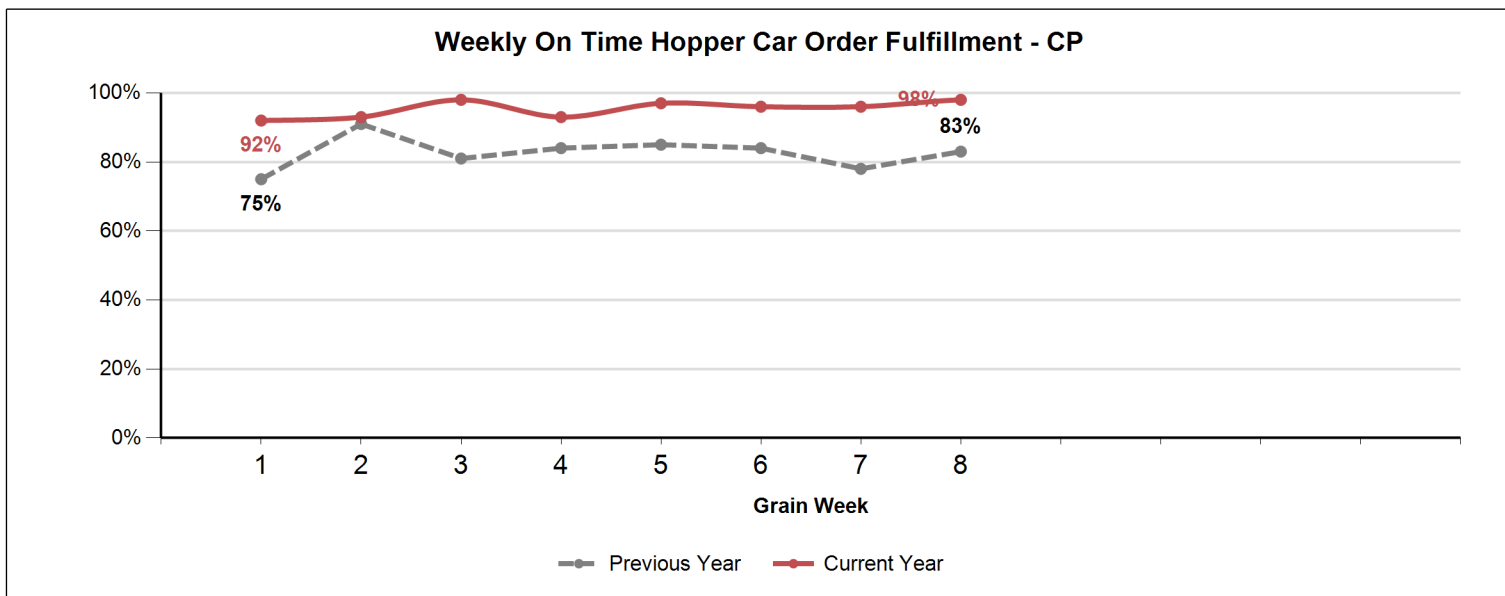
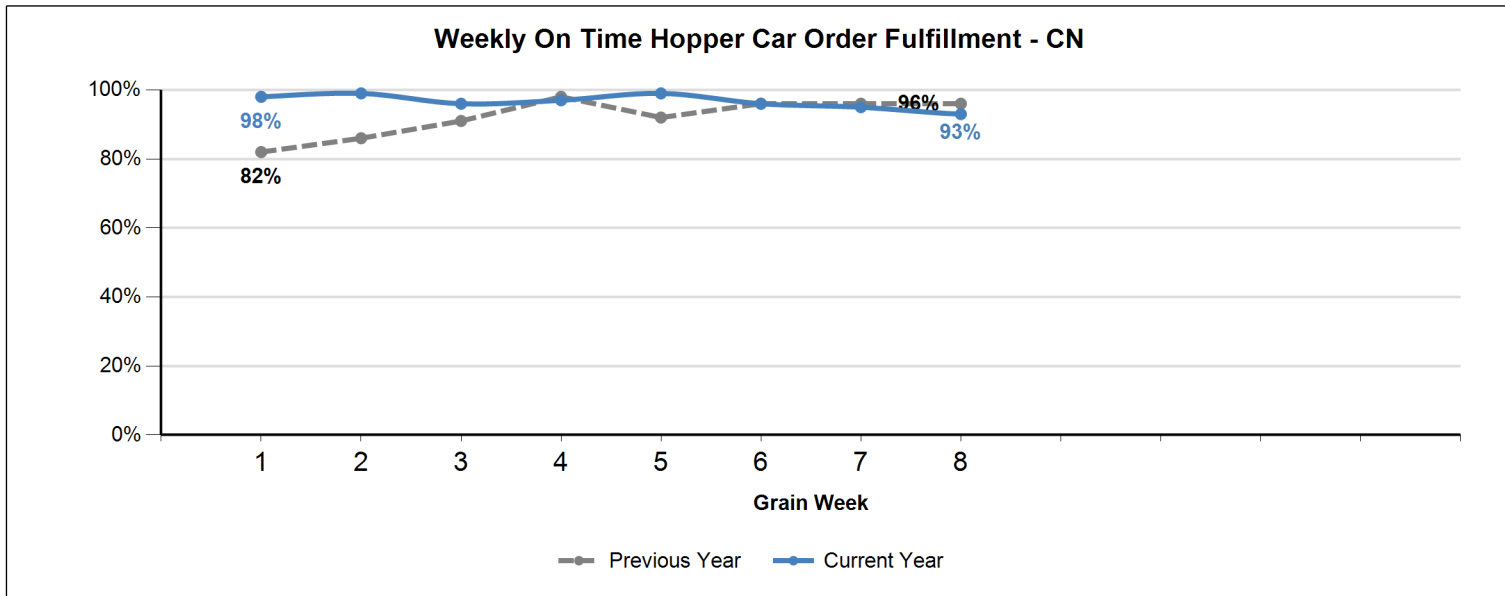


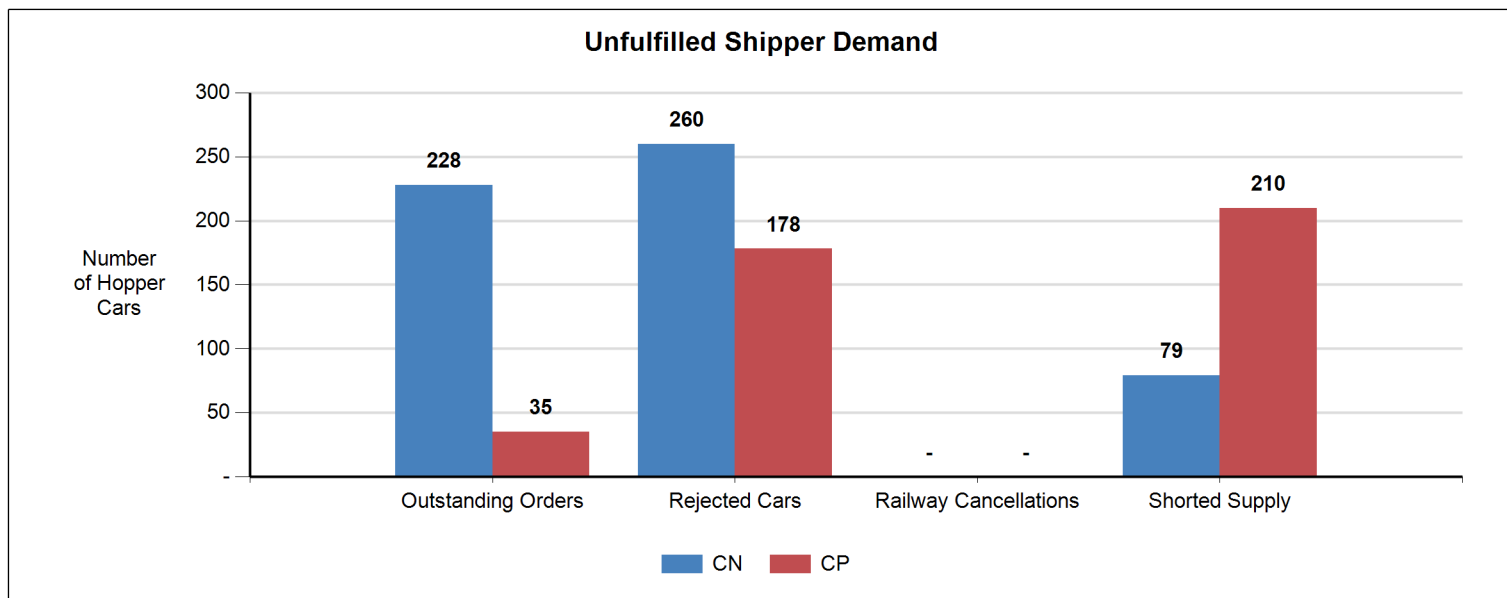
Weekly Performance Update - To Grain Week 08 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 08 (Grain Year 2019-20)
 Covering 90% of grain movement originating in Western Canada





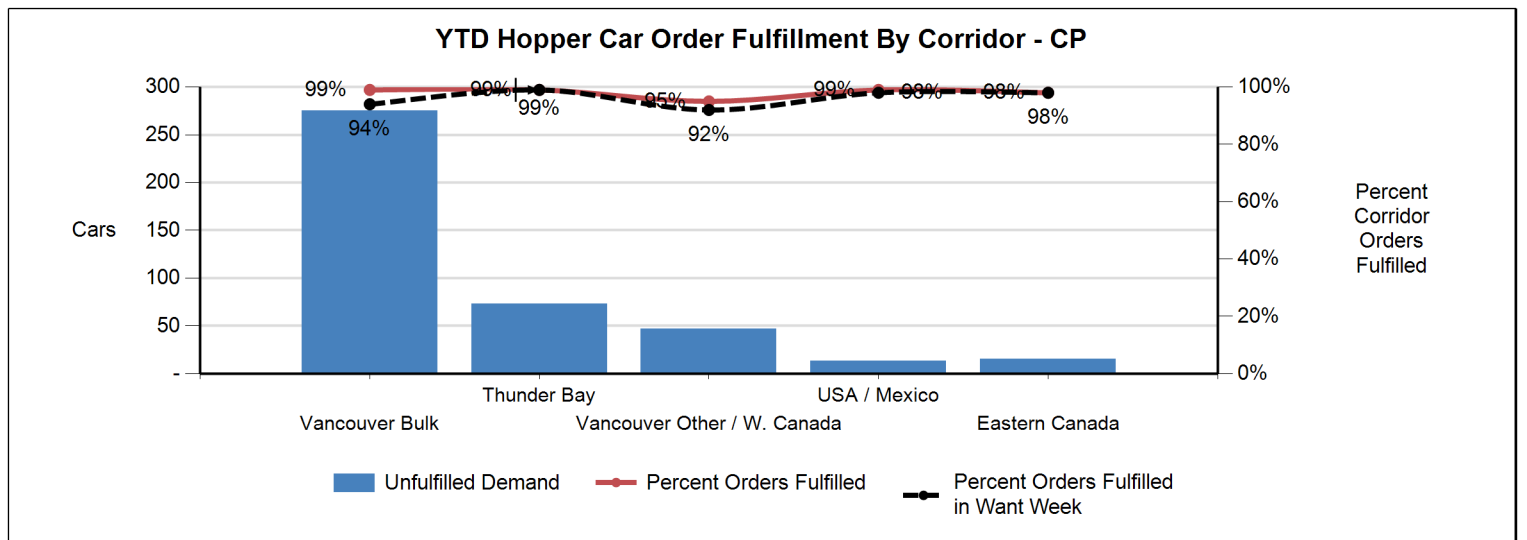
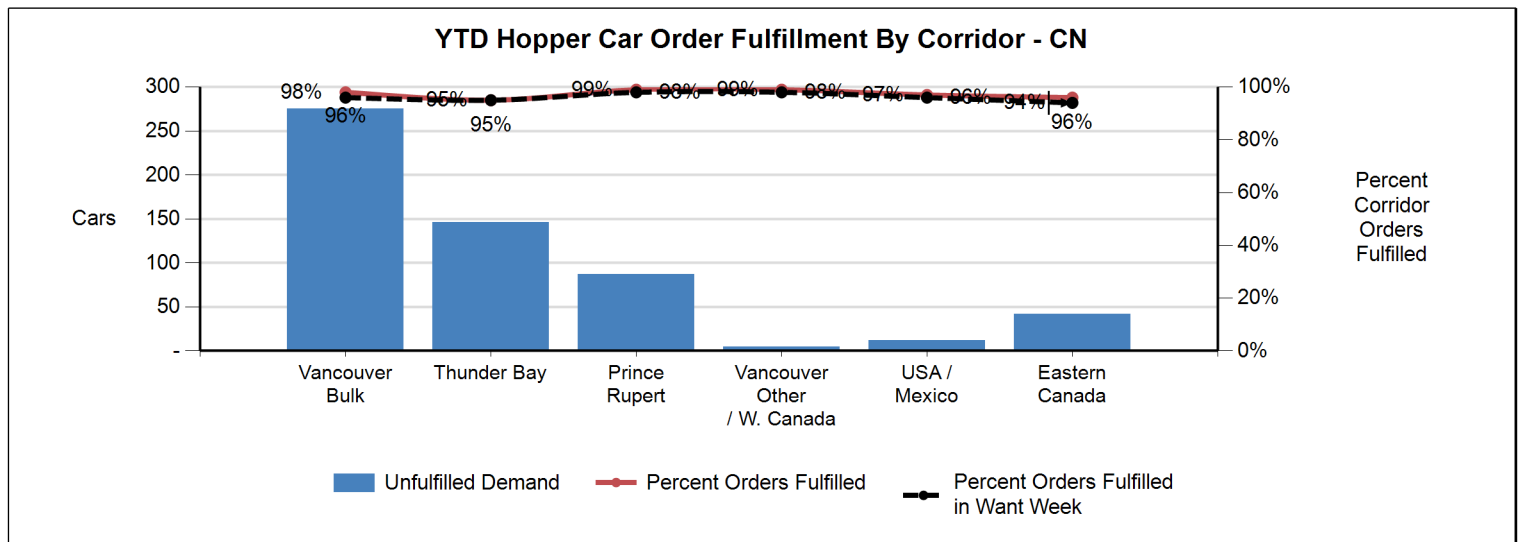
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 08

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	12,275	12,000	(275)	98%
	Thunder Bay	2,951	2,805	(146)	95%
	Prince Rupert	6,961	6,874	(87)	99%
	Vancouver Other / W. Canada	657	652	(5)	99%
	USA / Mexico	393	381	(12)	97%
	Eastern Canada	1,047	1,005	(42)	96%
Total		24,284	23,717	(567)	98%
CP	Vancouver Bulk	19,384	19,109	(275)	99%
	Thunder Bay	7,844	7,771	(73)	99%
	Vancouver Other / W. Canada	958	911	(47)	95%
	USA / Mexico	1,691	1,678	(13)	99%
	Eastern Canada	956	941	(15)	98%
Total		30,833	30,410	(423)	99%

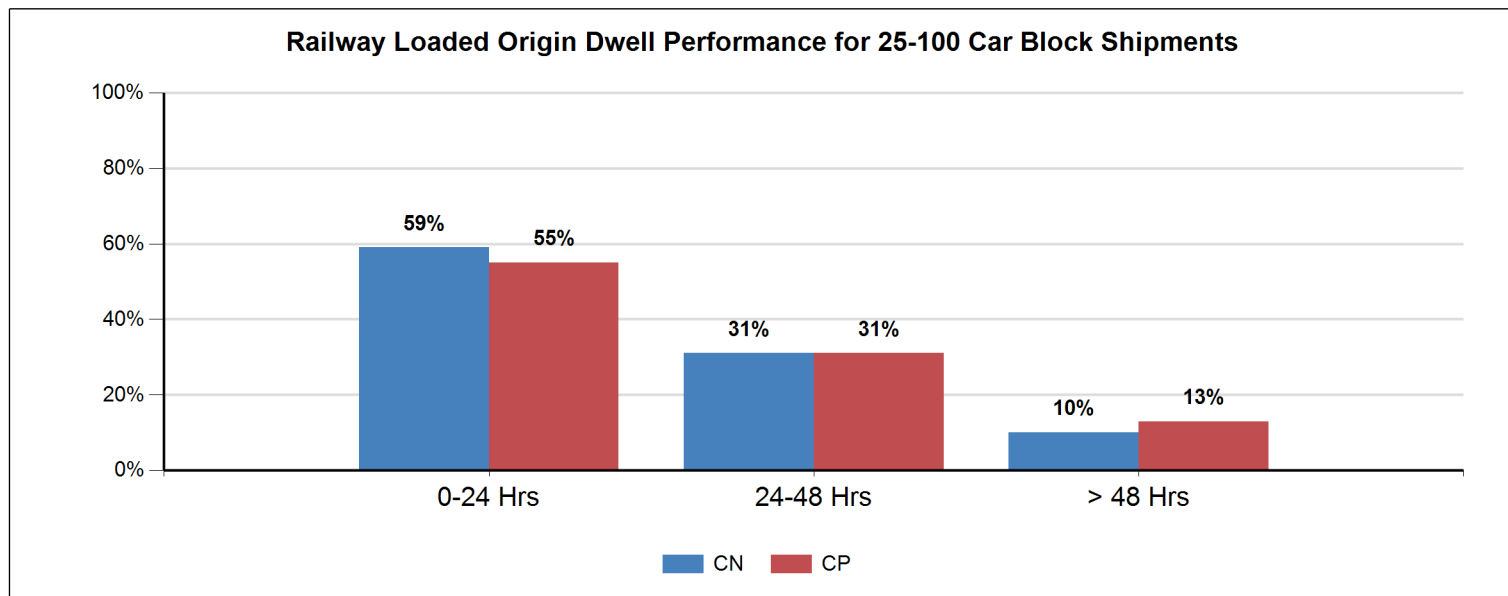
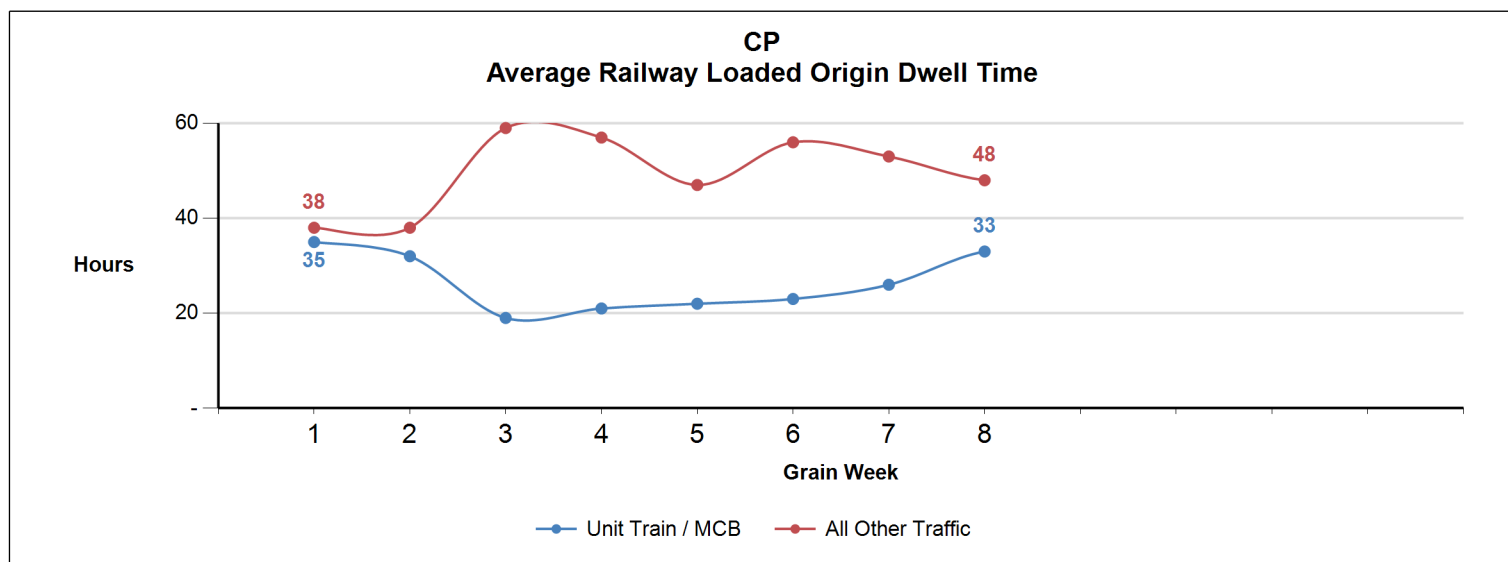
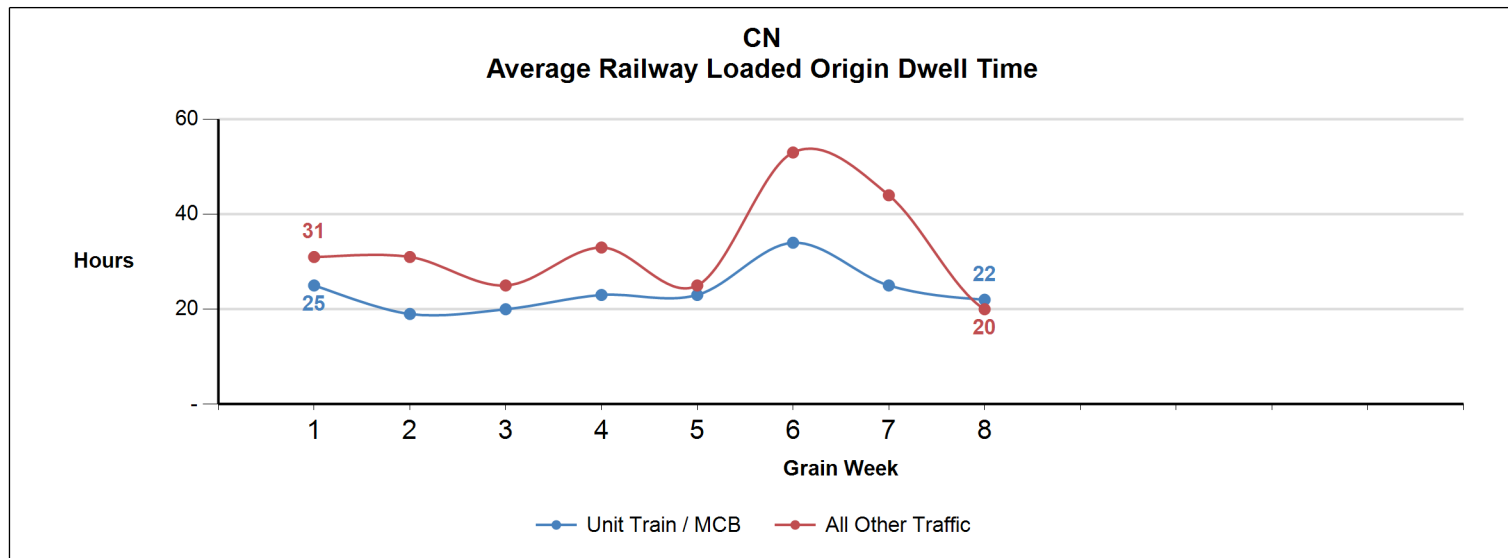
Hopper Cars Supplied in the Want Week by Corridor - To Week 08

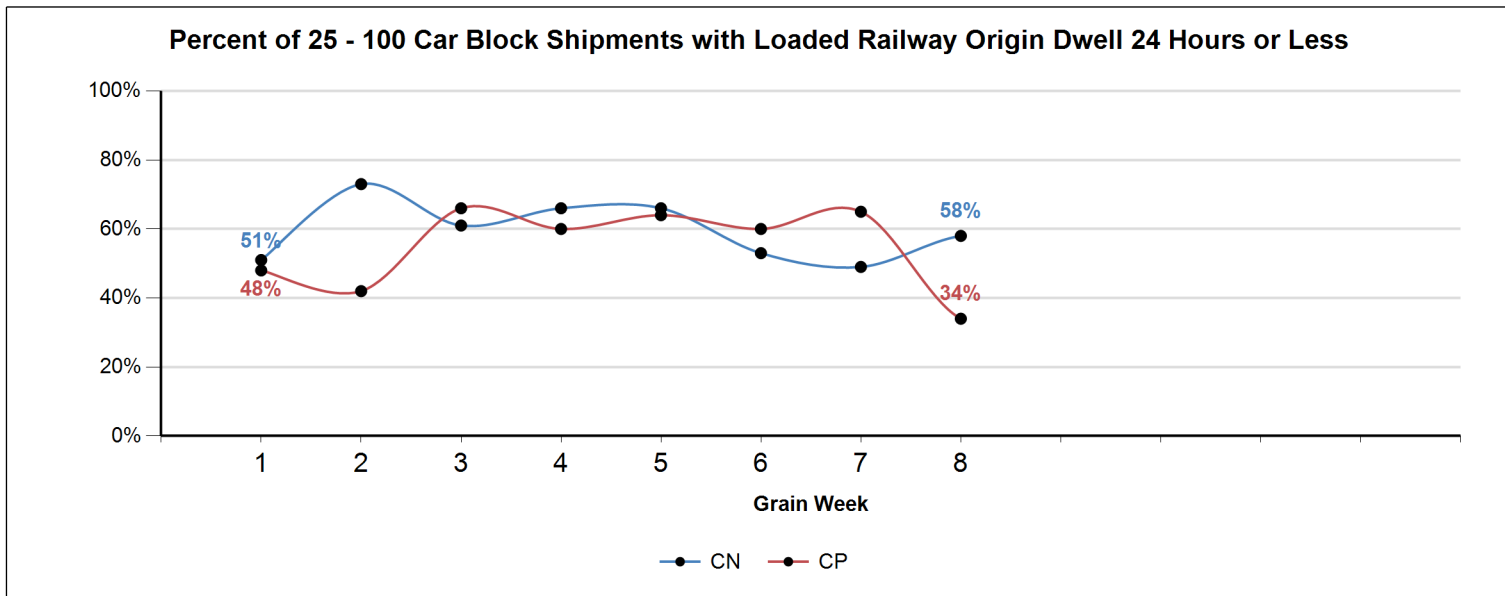
Railway	Corridor	Week 08			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,528	1,384	91%	12,275	11,751	96%
	Thunder Bay	444	355	80%	2,951	2,803	95%
	Prince Rupert	1,644	1,623	99%	6,961	6,848	98%
	Vancouver Other / W. Canada	144	144	100%	657	643	98%
	USA / Mexico	29	27	93%	393	378	96%
	Eastern Canada	94	67	71%	1,047	980	94%
	CN Total		3,883	3,600	93%	24,284	23,403
CP	Vancouver Bulk	2,633	2,604	99%	19,384	18,282	94%
	Thunder Bay	1,506	1,491	99%	7,844	7,770	99%
	Vancouver Other / W. Canada	267	225	84%	958	883	92%
	USA / Mexico	175	174	99%	1,691	1,653	98%
	Eastern Canada	1	1	100%	956	937	98%
CP Total		4,582	4,495	98%	30,833	29,525	96%



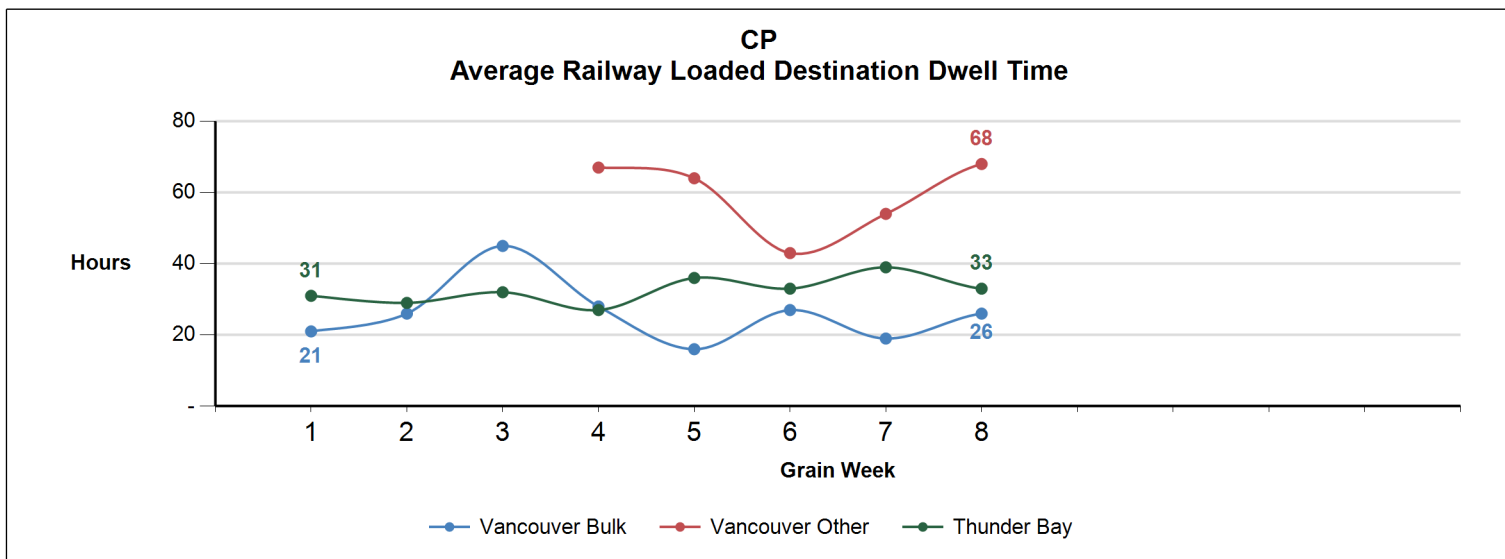
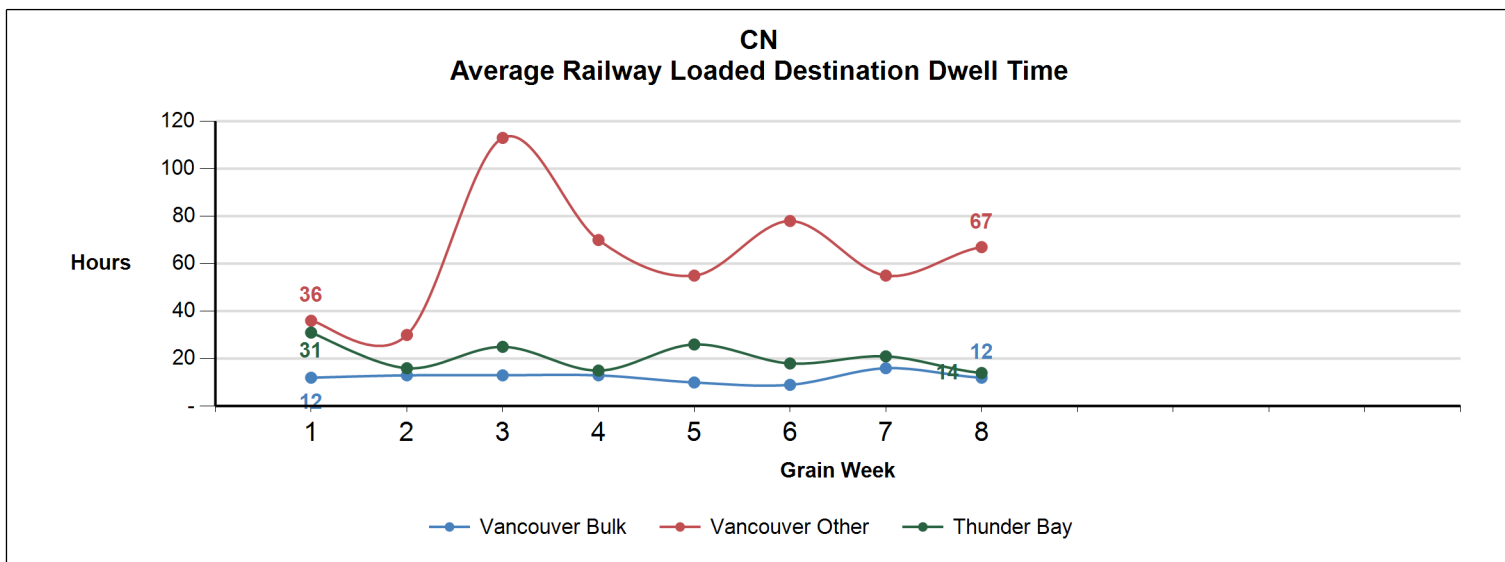


Origin Dwell Performance



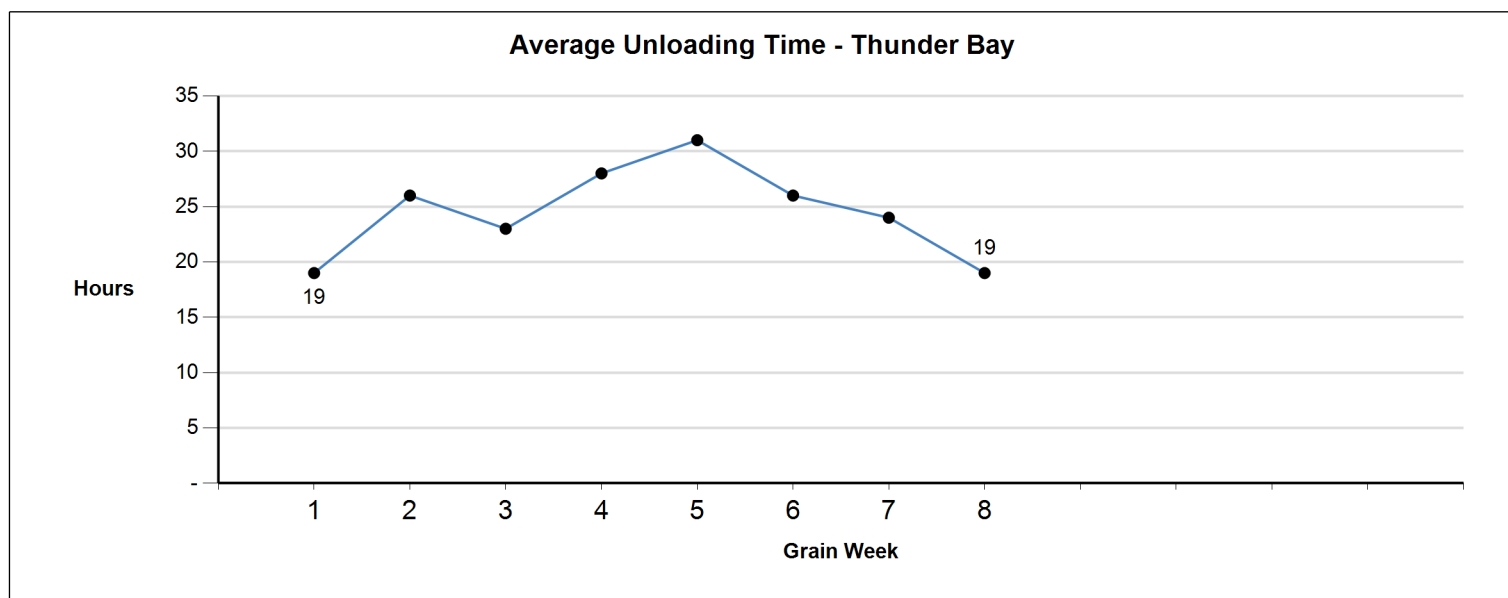
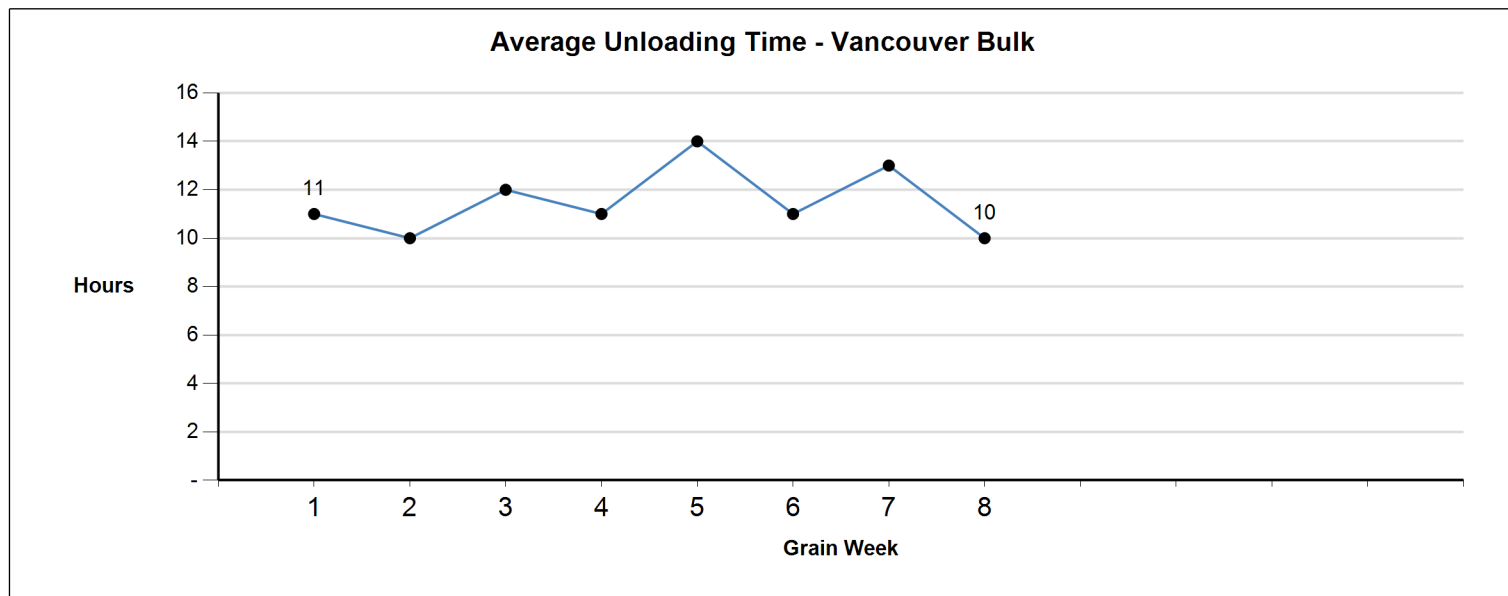


Destination Dwell Performance





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.