

Week 9 Performance

CN and CP supplied a combined 95% of hopper cars ordered in grain week 9, a slight decline from last week's 96%, marking a decline in CP's performance while CN performance remained unchanged. CN's performance was above the 90% threshold for the ninth consecutive week, supplying 93% of cars ordered. CP's performance deteriorated slightly week over week, supplying 96% of cars ordered as compared to 98% in the prior week. CN and CP combined will enter week 10 with 417 outstanding cars - a net 59% increase (+154) from the 263 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 (+61) and CP by (+93), respectively.

In week 9, 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 82% of orders supplied on time. Performance declines were seen in all corridors other than Thunder Bay and the Vancouver Transload corridors. CP saw performance hold or improved in 3 of 5 corridors with declines in performance seen in the Thunder Bay and USA / Mexico corridors, which represented 38% of total hopper car demand for CP in week 9.

All outstanding orders (9) remain current - i.e. unfulfilled week 9 orders.

CN

- CN supplied 93% of hopper cars ordered for week 9, matching the performance seen last week. CN supplied 4,665 of 5,019 cars ordered, failing to supply 354 cars ordered.
- During week 9, CN supplied a total of 4,829 hoppers with 226 being outstanding orders placed prior to week 9 (see table page 2).
- CN's performance was consistent across all shippers with 91% of shippers receiving at least 86% of cars ordered on time.
- Shipper demand rose materially during week 9 rising above the 5,000 car threshold for the first time during the current grain year.
- Shipper demand for hopper cars is projected to be 3% lower in week 10, declining to 4,802 and is expected to further decline 3% to 4,661 cars in week 11.
- Heading into week 10, CN has 289 outstanding orders, reflecting a 27% increase (+61) from the 228 outstanding orders at the beginning of week 9.

CP

- CP fulfilled 96% of hopper cars ordered for week 9, reflecting a slight decline from the 98% seen last week.
- For week 9, CP supplied 4,241 of 4,395 cars ordered, failing to supply 154 cars ordered.
- During week 9, CP supplied a total of 4,493 hoppers including 35 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the fifth consecutive week in the current grain year.
- Shipper demand for hopper cars is projected to increase 25% to 5,509 in week 10 and is expected to subsequently decline 10% to 4,907 cars in week 11.
- CP's performance was consistent across all shippers with 90% of shippers receiving at least 90% of cars ordered on time.
- Heading into week 10, CP has 128 outstanding orders, representing a 265% increase (+93) from the 35 outstanding orders entering week 9.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 9.
- Preliminary indications suggest that there will be no rationing in week 10. Through the first 9 weeks of the current grain year, CN has rationed no hopper car orders as compared to 668 for the same period last year.

CP

- CP rationed zero hopper car orders in week 9.
- Preliminary indications suggest that there will be no rationing in week 10. Through the first 9 weeks of the current grain year CP has rationed no hopper car orders, as compared to 89 for the same period last year.



Performance Dashboard

Hopper Car Demand

	Week 09			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	5,019	4,255	764	29,303	3,255	33,126	3,680	(3,823)
CP	4,395	4,456	(61)	35,228	3,914	37,289	4,143	(2,061)	(229)
Total	9,414	8,711	703	64,531	7,169	70,415	7,823	(5,884)	(653)

Cars Shipped

Railway	Corridor	Week 09	YTD
CN	N.A. Domestic	420	2,220
	Prince Rupert	1,837	8,016
	Thunder Bay	921	3,794
	Vancouver	1,938	14,333
Total		5,116	28,363
CP	N.A. Domestic	345	3,194
	Thunder Bay	1,772	9,359
	Vancouver	2,821	22,859
Total		4,938	35,412

Empty Hopper Cars Supplied - Week 09 (All Want Weeks)

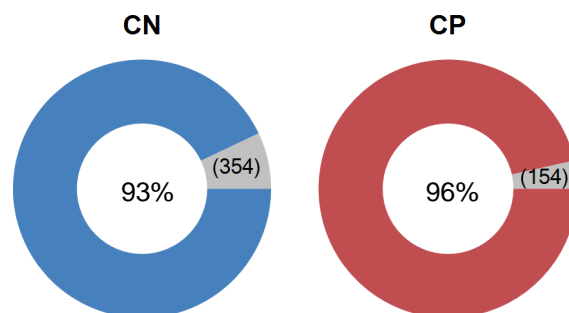
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
	CN	4,551	3,923	226	20	52	55	4,829
CP	3,784	3,383	35	688	674	659	4,493	4,730
Total	8,335	7,306	261	708	726	714	9,322	8,728

Supplied by Block Size

Block Size	Week 09			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	3%	3%	3%
25	4%	3%	4%	4%	2%	3%
50	9%	6%	8%	11%	8%	9%
100	84%	86%	85%	82%	87%	85%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,019	4,395	9,414
Current Week Order Fulfillment			
Supplied in Current Week	4,551	3,784	8,335
Supplied Early	114	457	571
Total Cars Supplied for Want Week	4,665	4,241	8,906
Current Week Unfulfilled Demand	(354)	(154)	(508)
% Current Week Orders Supplied	93%	96%	95%



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

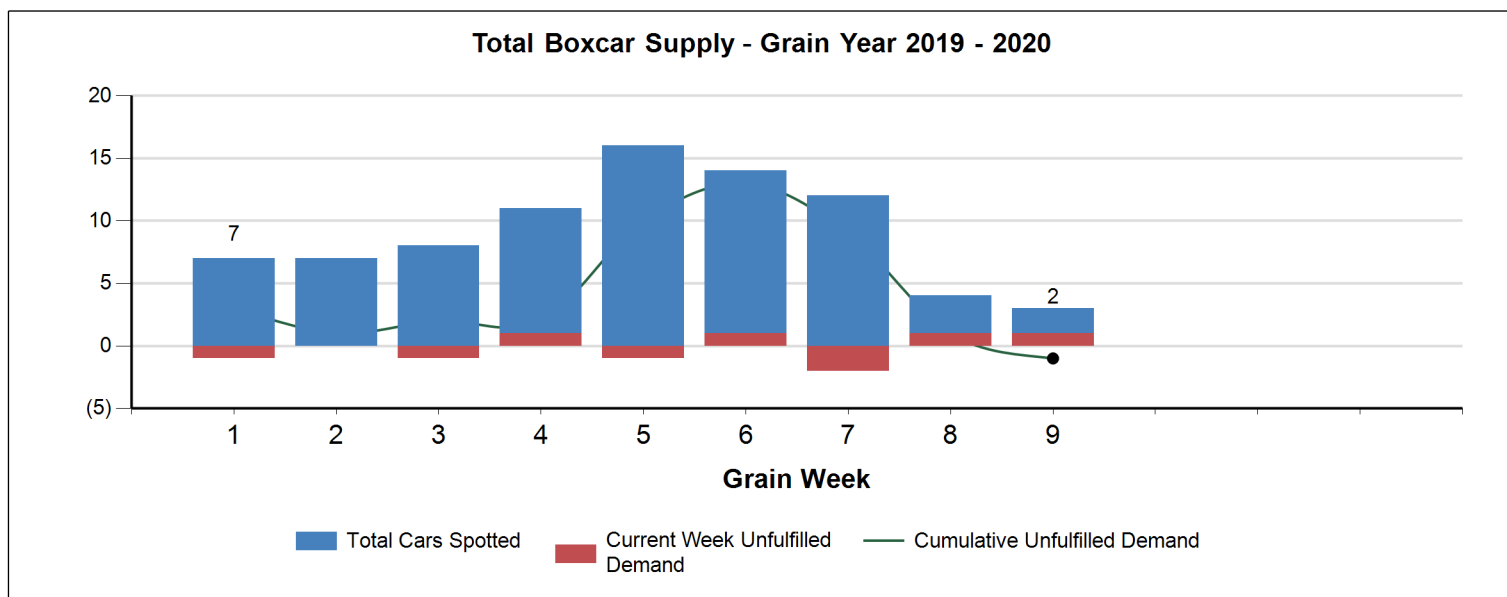
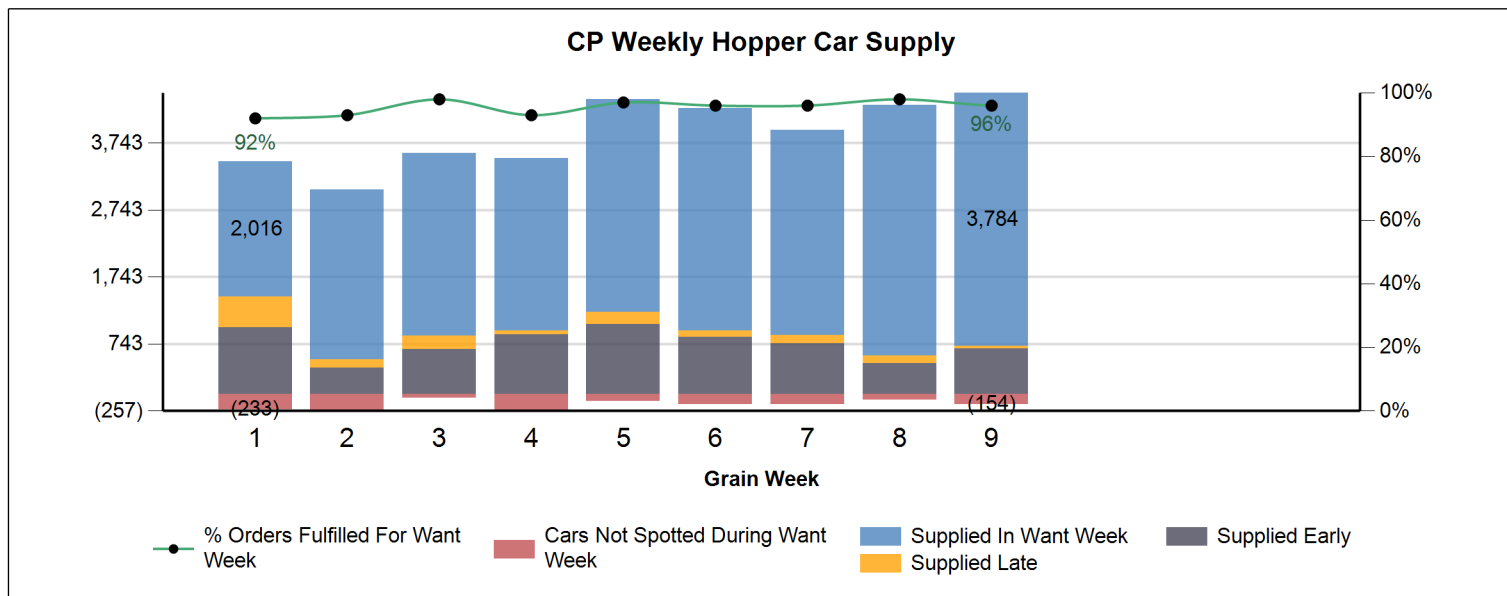
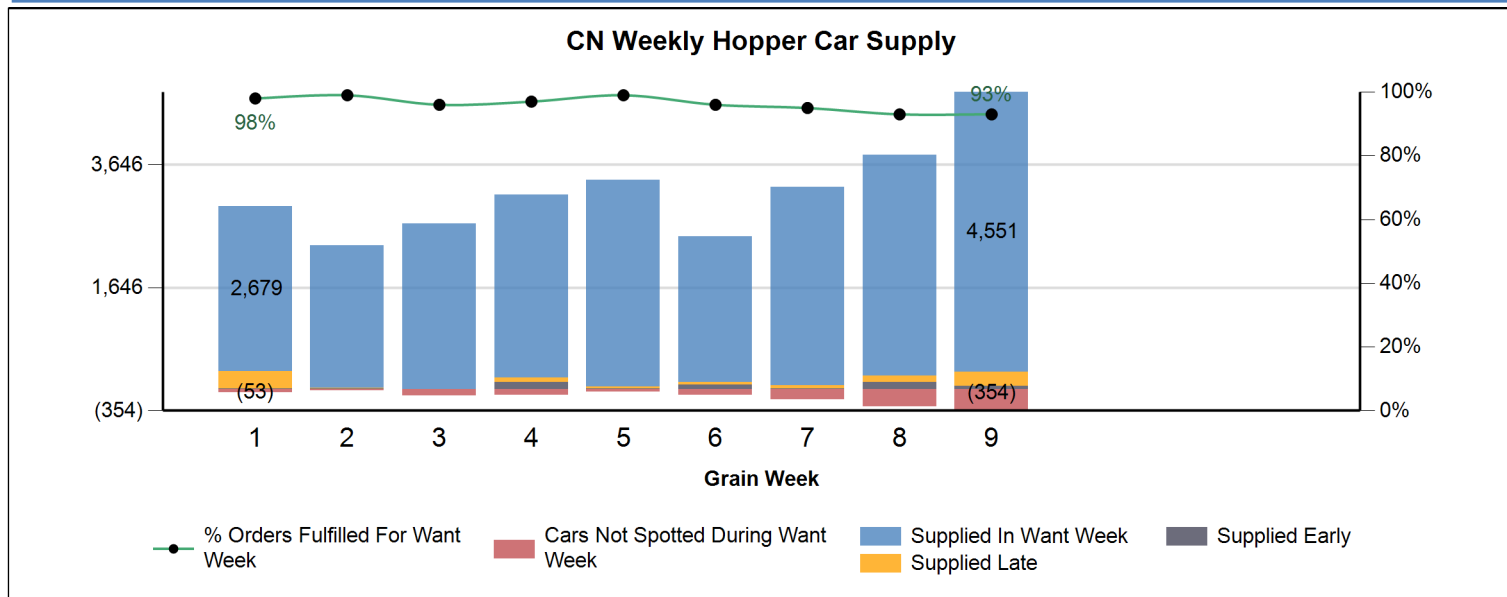
	Week 09		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	22	36	24	38
CP	34	64	28	46

Dwell Time (Hours) at Destination (All Traffic)

		Week 09		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	14	22	16	21
	CP	27	16	26	19
Thunder Bay	CN	17	44	19	46
	CP	35	37	33	52

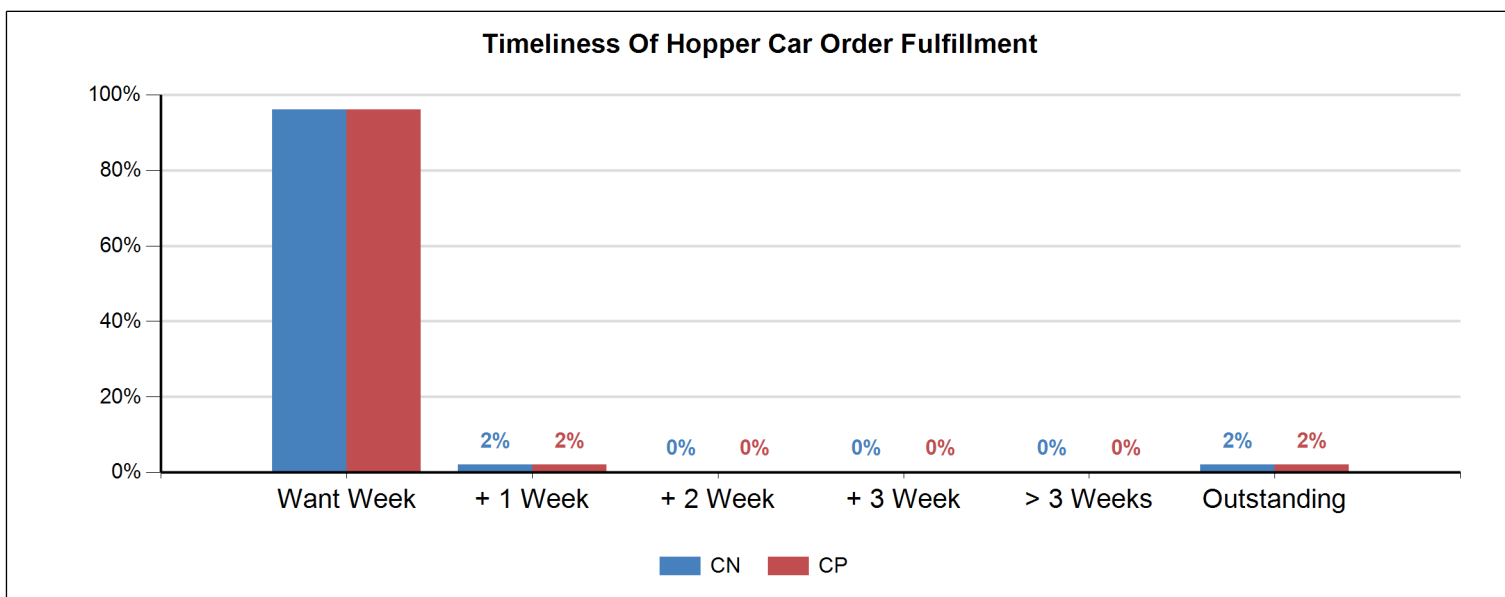
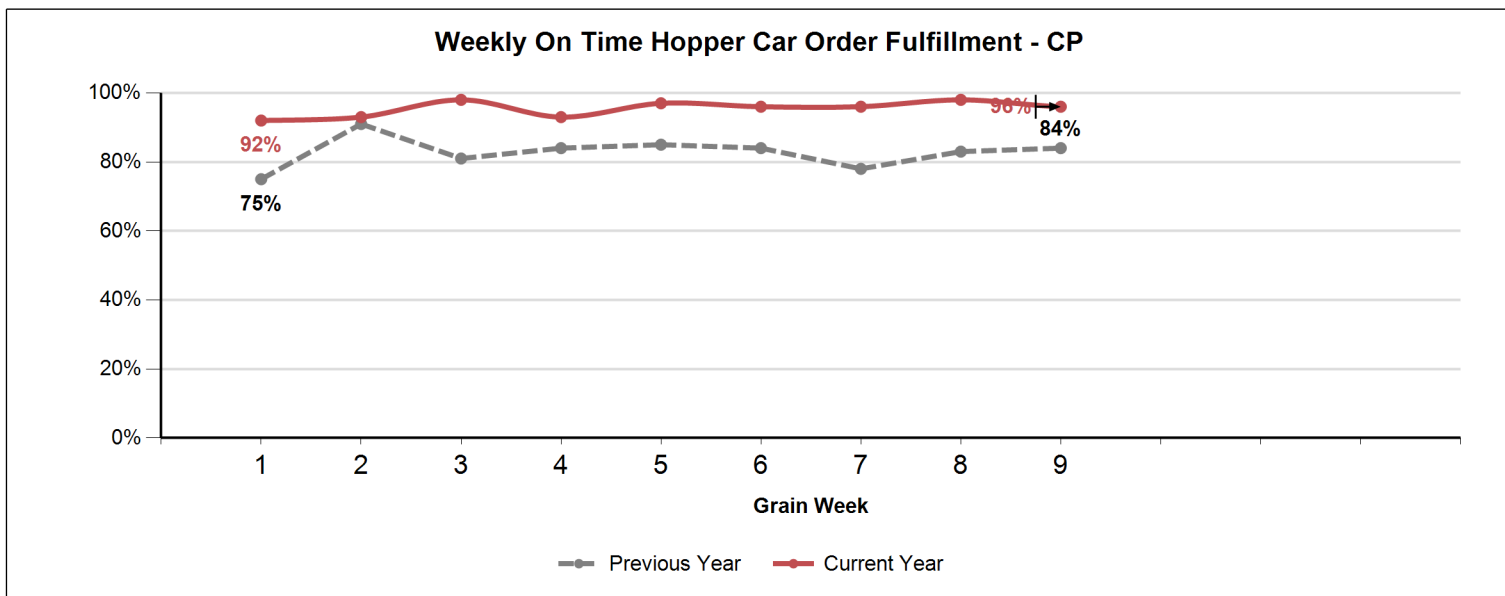
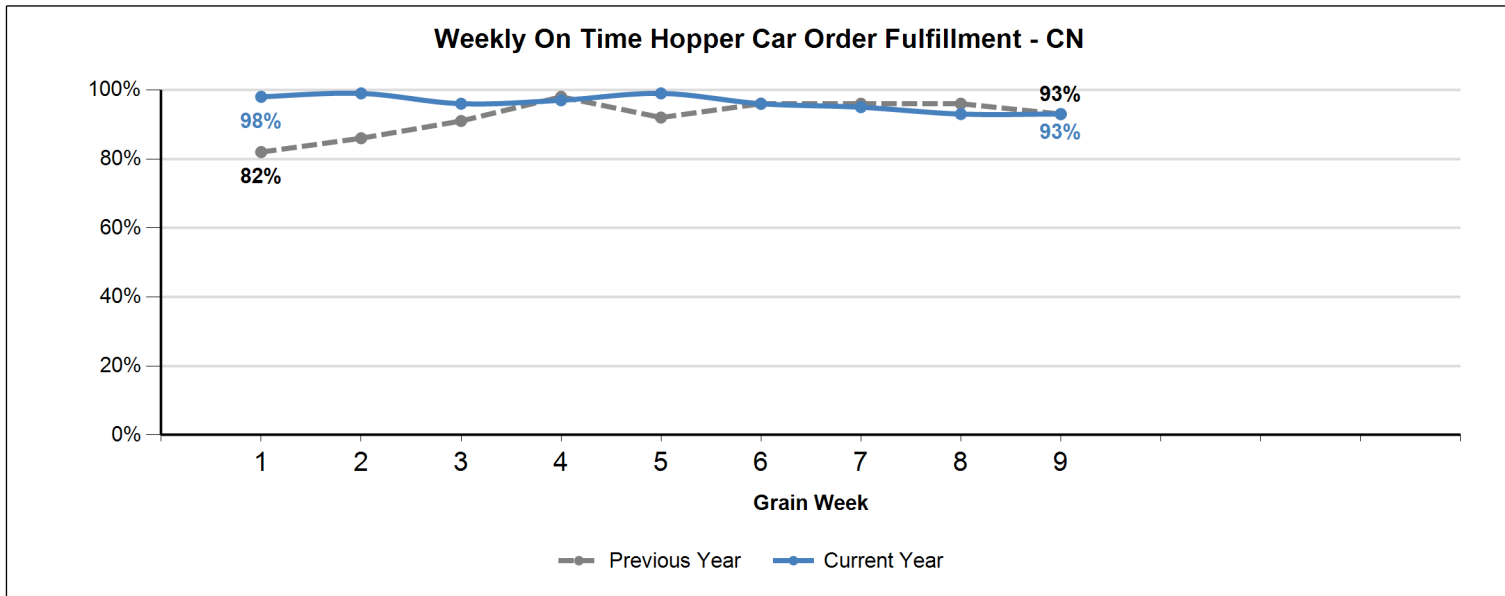


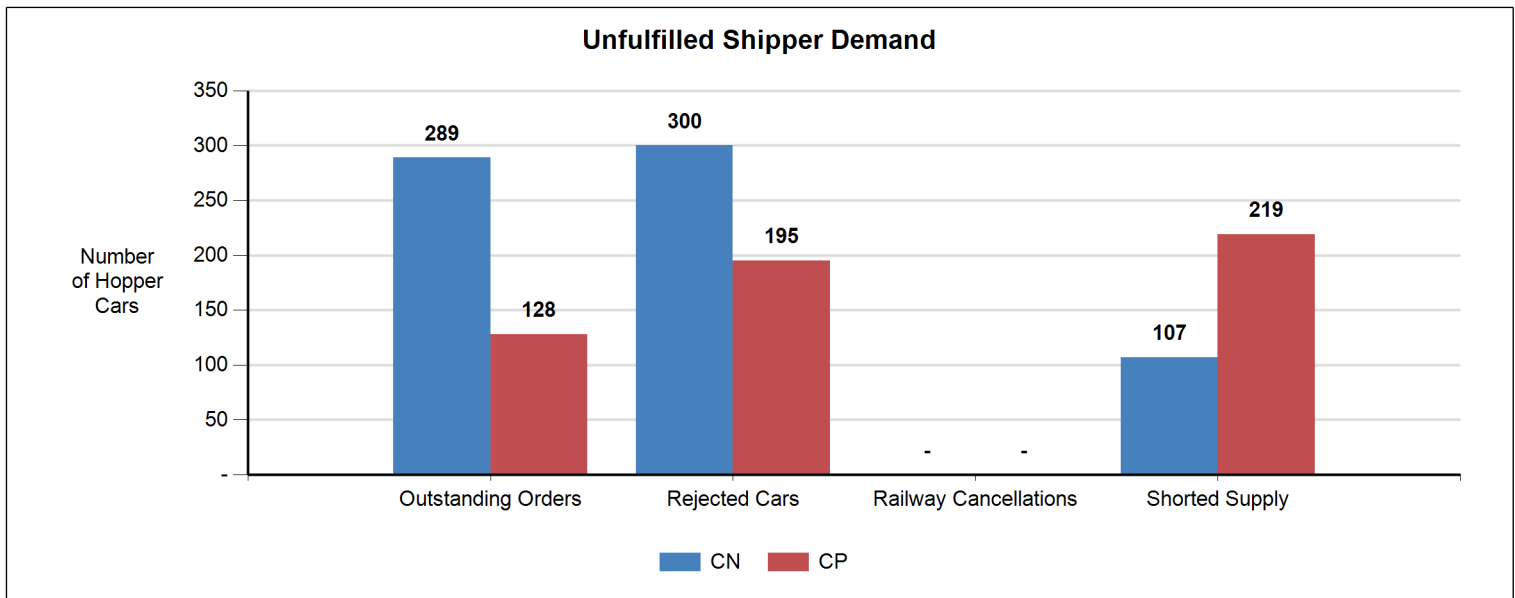
Weekly Performance Update - To Grain Week 09 (Grain Year 2019-20)
 Covering 90% of grain movement originating in Western Canada





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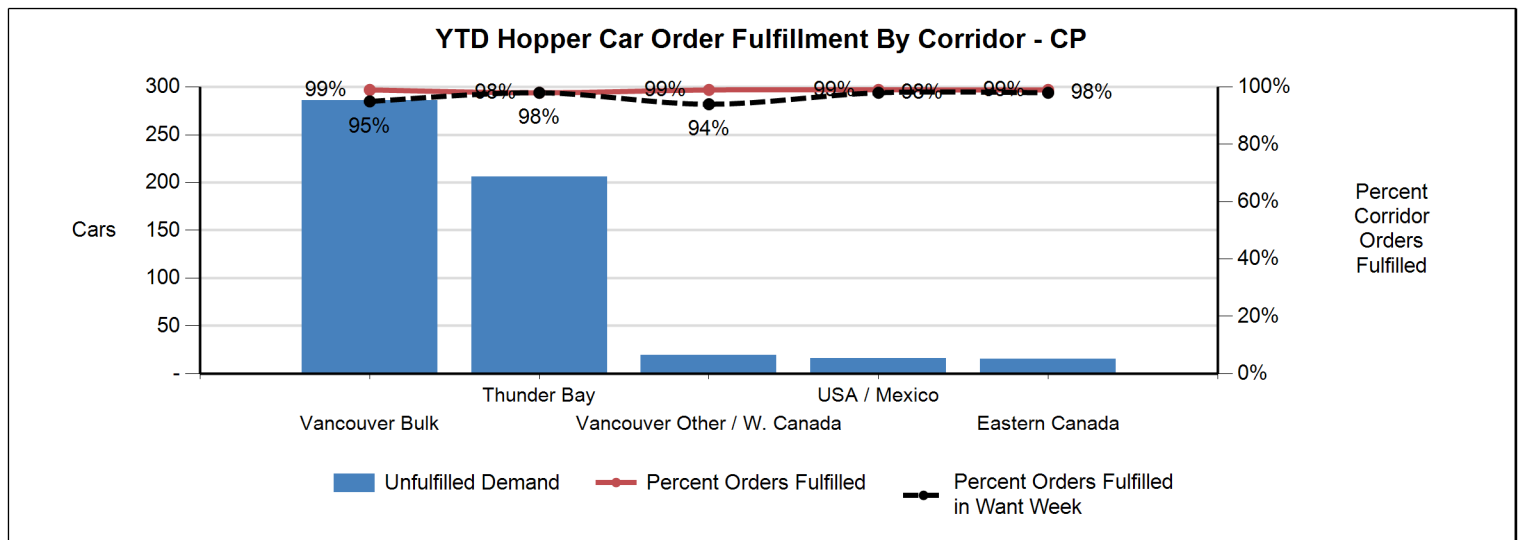
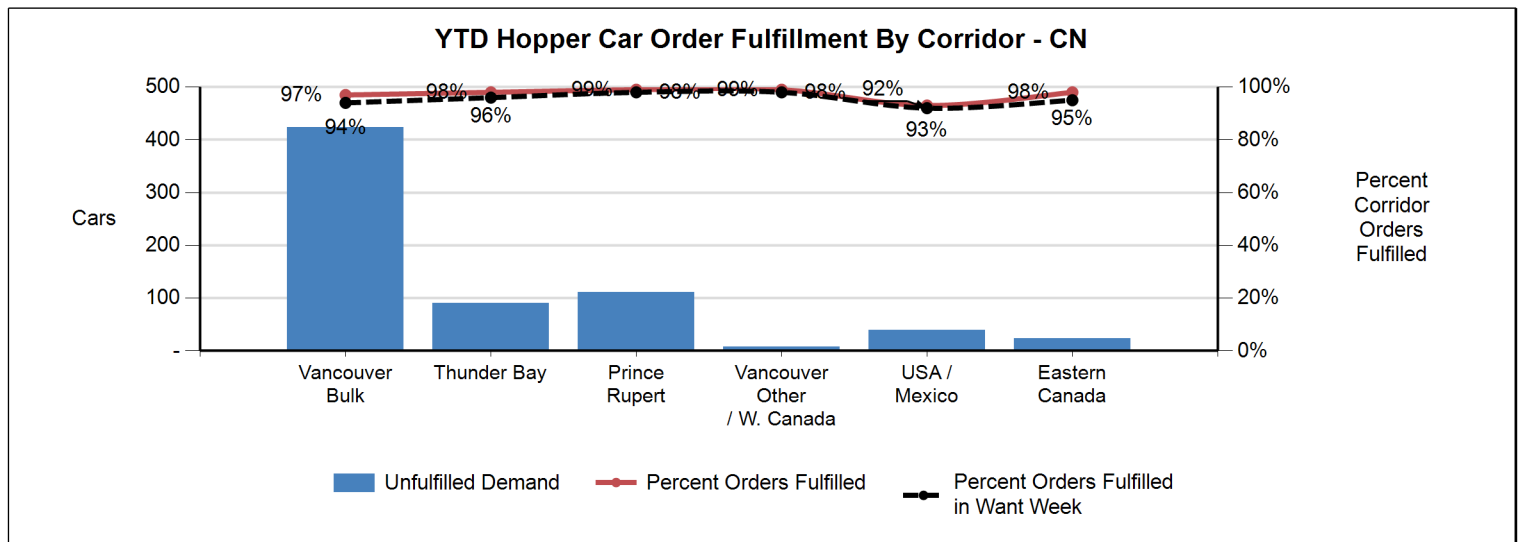
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 09

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	14,272	13,849	(423)	97%
	Thunder Bay	3,981	3,890	(91)	98%
	Prince Rupert	8,404	8,293	(111)	99%
	Vancouver Other / W. Canada	708	700	(8)	99%
	USA / Mexico	547	508	(39)	93%
	Eastern Canada	1,391	1,367	(24)	98%
Total		29,303	28,607	(696)	98%
CP	Vancouver Bulk	21,651	21,365	(286)	99%
	Thunder Bay	9,361	9,155	(206)	98%
	Vancouver Other / W. Canada	1,331	1,312	(19)	99%
	USA / Mexico	1,849	1,833	(16)	99%
	Eastern Canada	1,036	1,021	(15)	99%
Total		35,228	34,686	(542)	98%

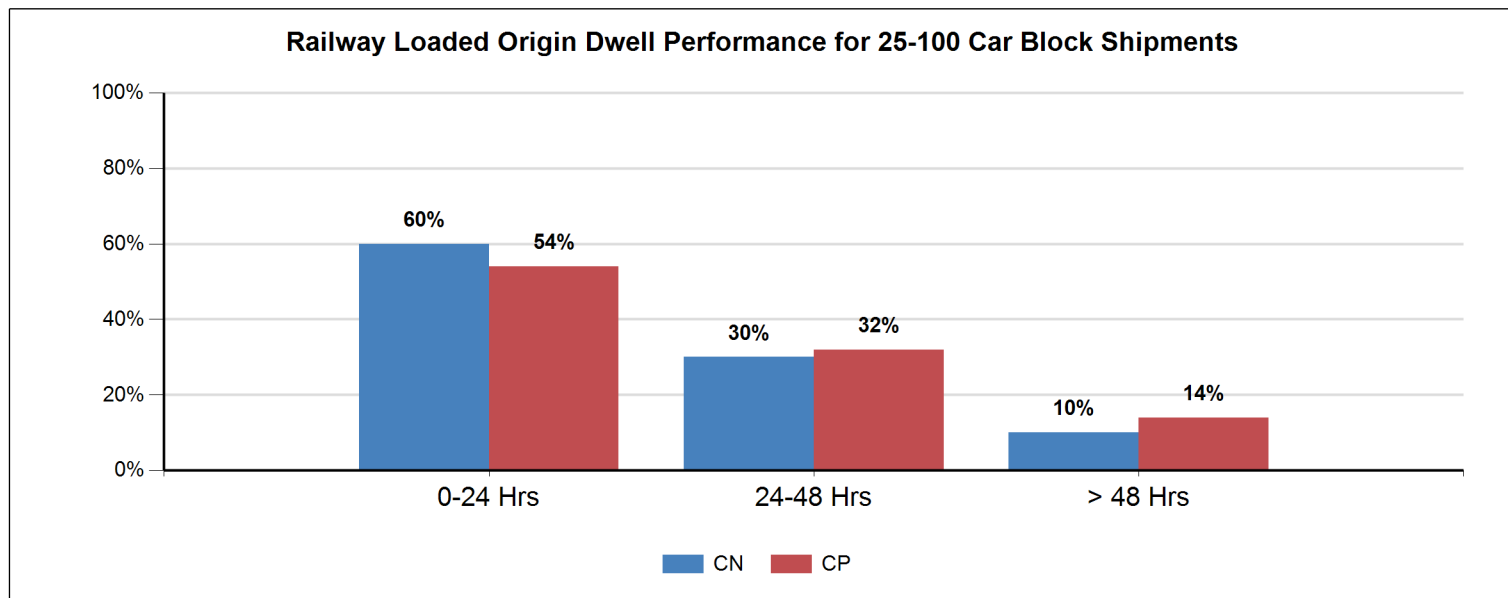
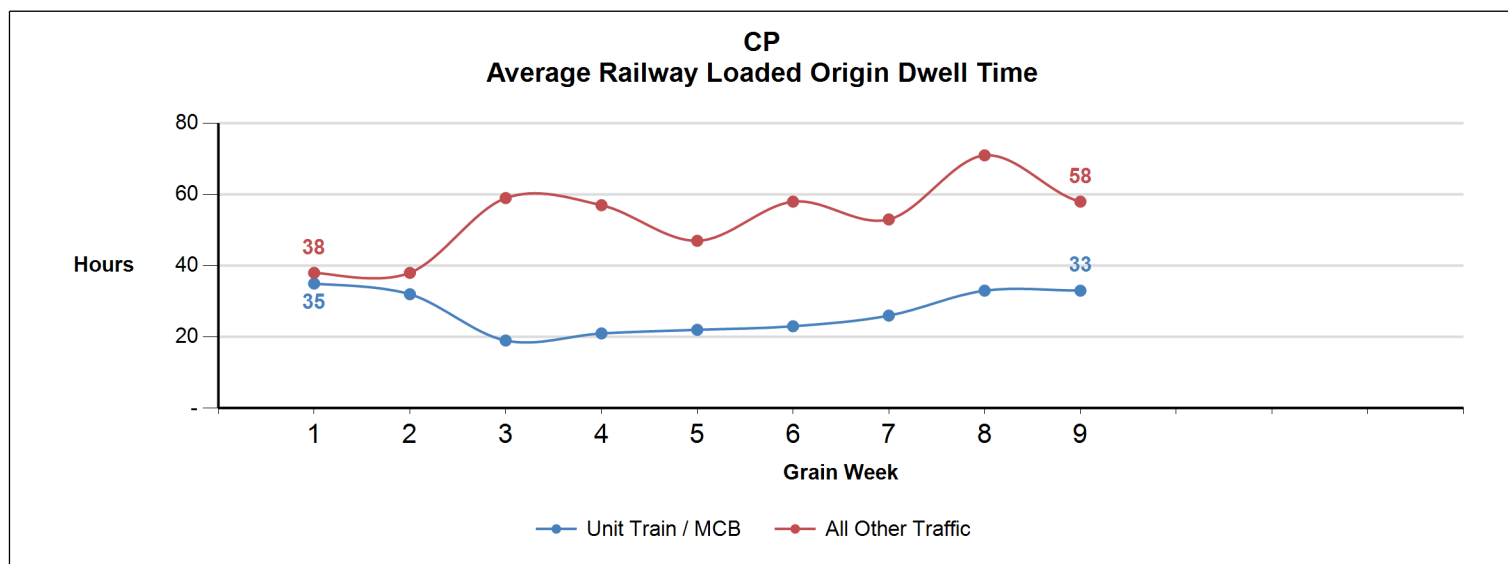
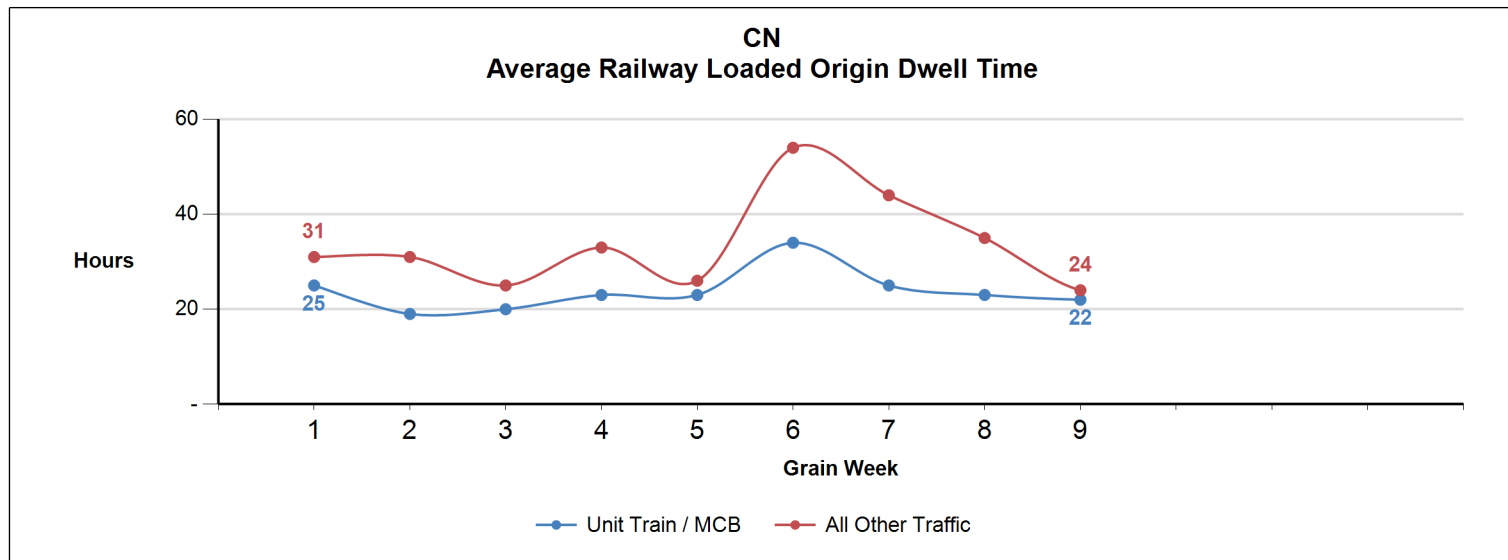
Hopper Cars Supplied in the Want Week by Corridor - To Week 09

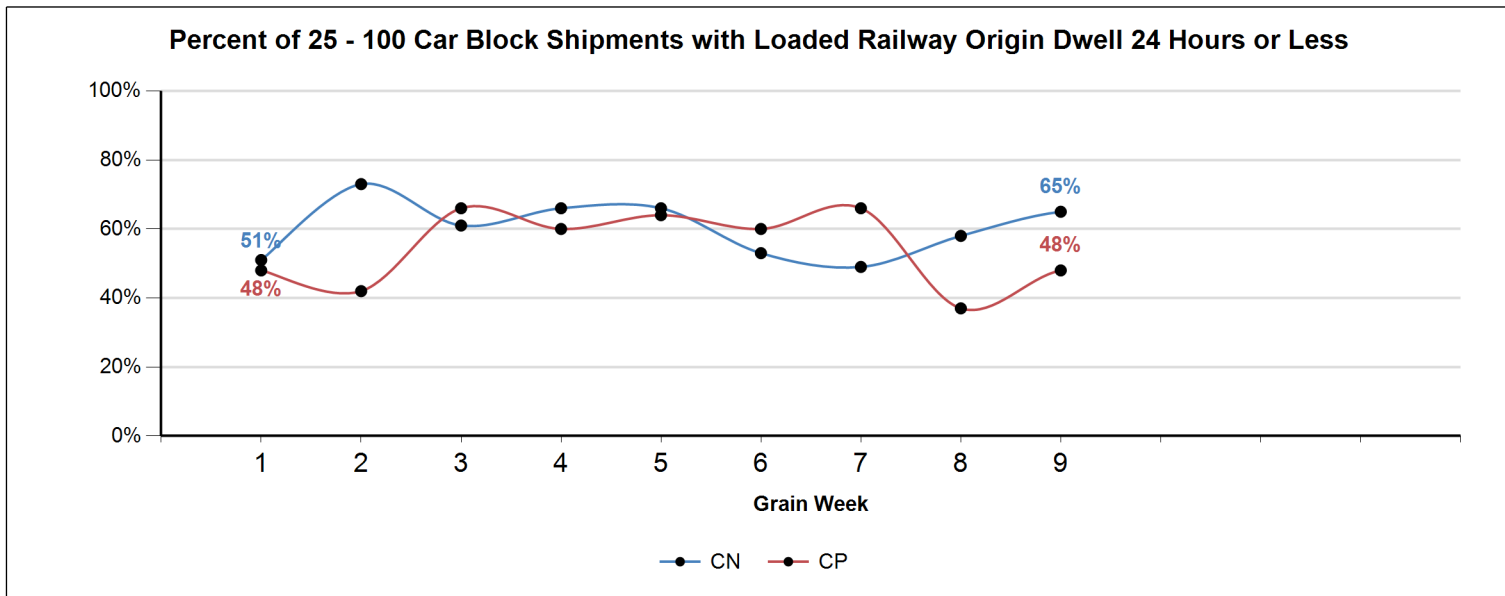
Railway	Corridor	Week 09			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,997	1,718	86%	14,272	13,469	94%
	Thunder Bay	1,030	1,016	99%	3,981	3,819	96%
	Prince Rupert	1,443	1,420	98%	8,404	8,267	98%
	Vancouver Other / W. Canada	51	48	94%	708	691	98%
	USA / Mexico	154	127	82%	547	505	92%
	Eastern Canada	344	336	98%	1,391	1,316	95%
	CN Total		5,019	4,665	93%	29,303	28,067
CP	Vancouver Bulk	2,267	2,256	100%	21,651	20,538	95%
	Thunder Bay	1,517	1,384	91%	9,361	9,154	98%
	Vancouver Other / W. Canada	373	366	98%	1,331	1,249	94%
	USA / Mexico	158	155	98%	1,849	1,808	98%
	Eastern Canada	80	80	100%	1,036	1,017	98%
CP Total		4,395	4,241	96%	35,228	33,766	96%



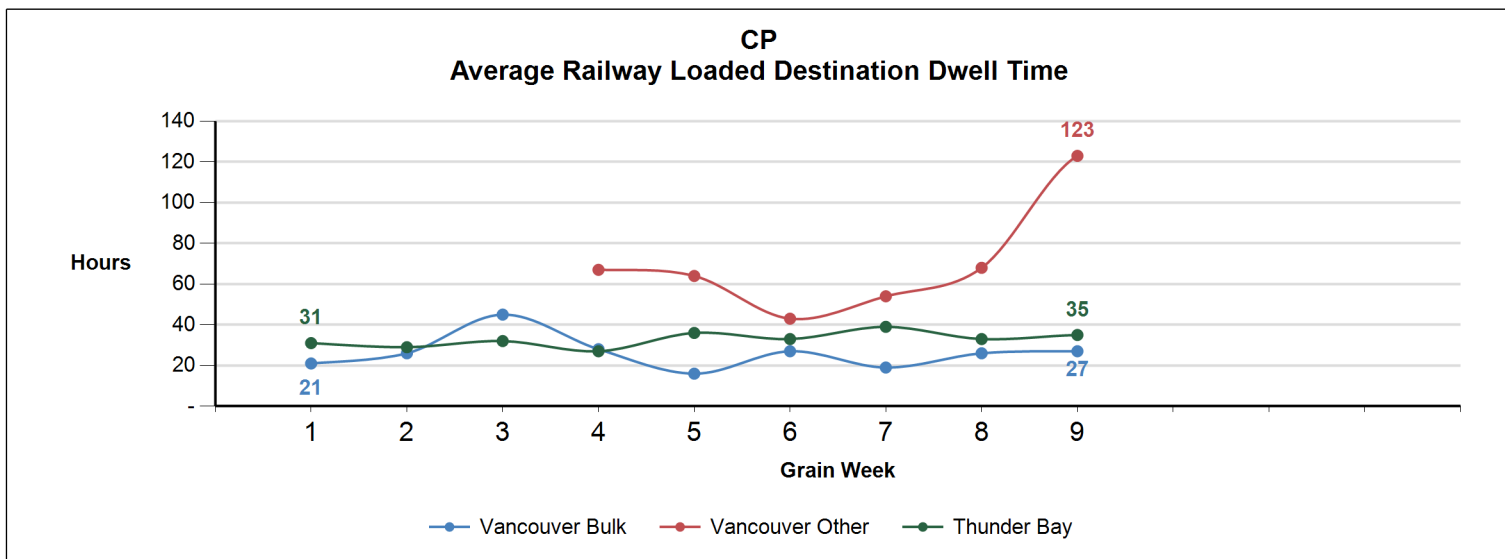
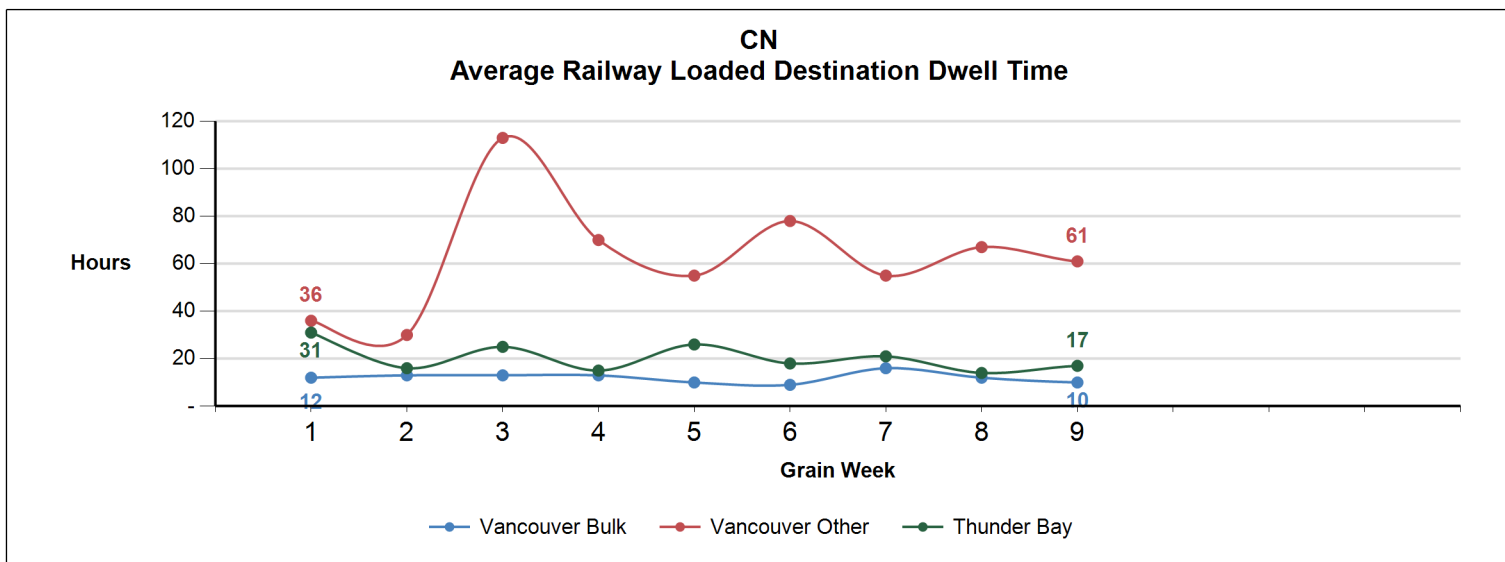


Origin Dwell Performance



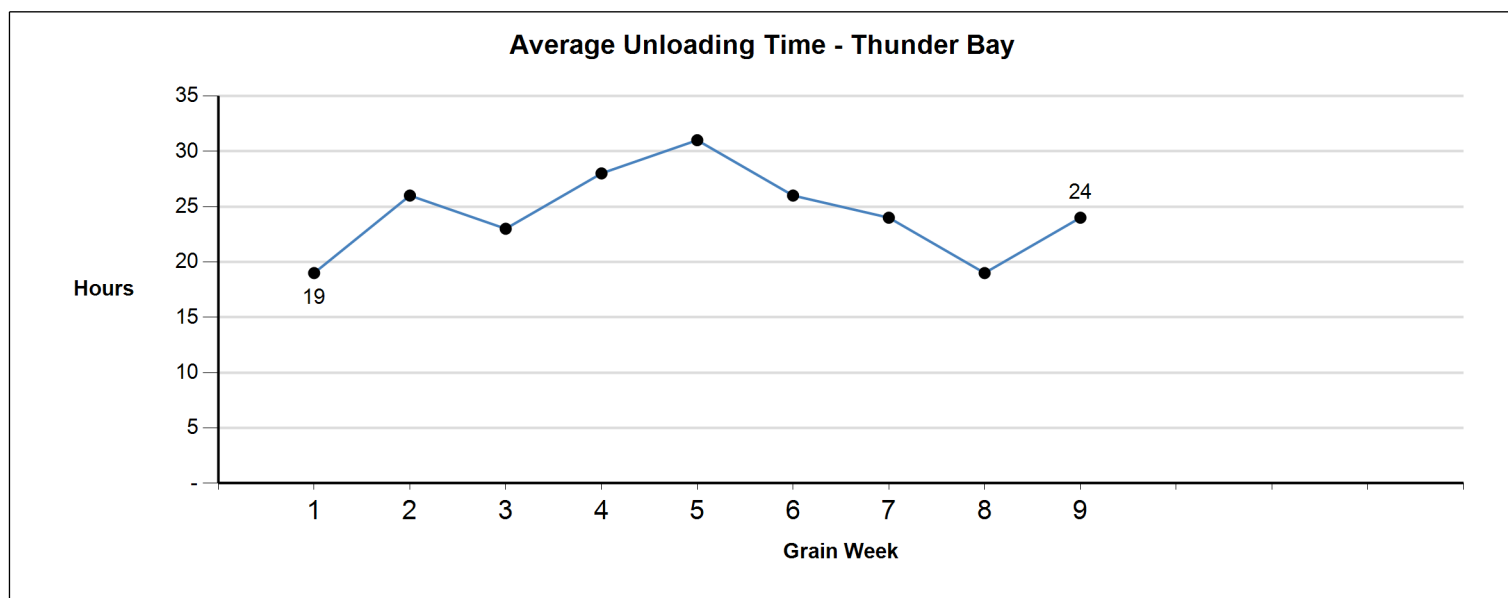
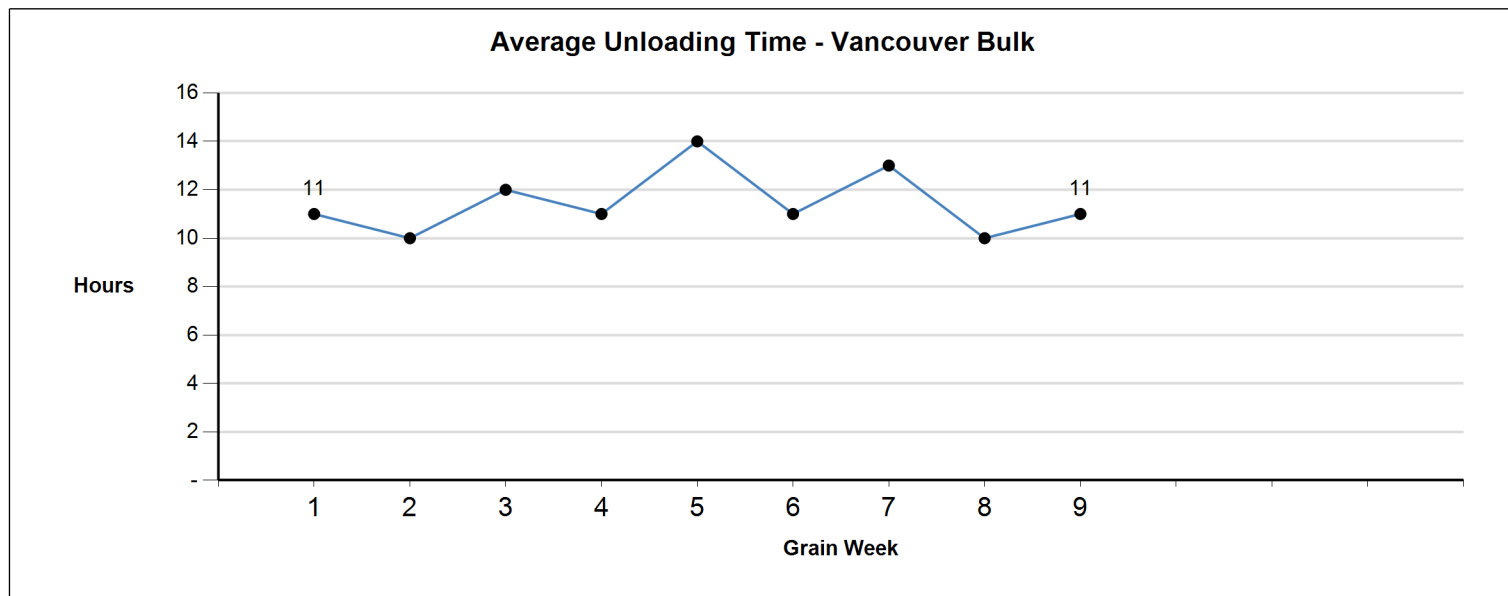


Destination Dwell Performance





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.