

Week 10 Performance

CN and CP supplied a combined 96% of hopper cars ordered in grain week 10, an increase from last week's 95%, reflecting an increase in performance on CN and no change in performance on CP. CN's performance was above the 90% threshold for the tenth consecutive week, supplying 96% of cars ordered. CP's performance was unchanged week over week, supplying 96% of cars ordered. CN and CP combined will enter week 11 with 283 outstanding cars - a net 32% decrease (-134) from the 417 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 CN by (-177) and an increase in the number of outstanding hopper cars on CP by (+43) .

In week 10, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance with only a nominal decline in performance for the Thunder Bay corridor, which saw 98% of cars ordered for week 10 supplied on time. All CN corridors saw on time performance of 95% or better. CP saw performance hold or improved in 2 of 5 corridors with nominal declines in performance seen in the Vancouver, Eastern Canada and USA / Mexico corridors. All CP corridors saw on time performance of 92% or better.

All outstanding orders (8) remain current - i.e. unfulfilled week 10 orders.

CN

- CN supplied 96% of hopper cars ordered for week 10, representing an increase from last week's 93% order fulfillment performance. CN supplied 4,685 of 4,856 cars ordered, failing to supply 171 cars ordered.
- During week 10, CN supplied a total of 5,012 hoppers with 285 being outstanding orders placed prior to week 10 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving 92% or more of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the second consecutive week.
- Shipper demand for hopper cars is 6% lower in week 11, declining to 4,561 and is expected to increase 7% to 4,873 cars in week 12.
- Heading into week 11, CN has 112 outstanding orders, reflecting a 61% decline (-177) from the 289 outstanding orders at the beginning of week 10.

CP

- CP fulfilled 96% of hopper cars ordered for week 10, unchanged from the 96% seen last week.
- For week 10, CP supplied 5,762 of 5,992 cars ordered, failing to supply 230 cars ordered.
- During week 10, CP supplied a total of 5,173 hoppers including 128 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the sixth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 4% to 5,683 in week 11 and is expected to remain at that level in week 12.
- CP's performance was somewhat inconsistent across all shippers with 20% of shippers receiving less than 75% of cars ordered on time.
- Heading into week 11, CP has 171 outstanding orders, representing a 34% increase (+43) from the 128 outstanding orders entering week 10.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 10.
- Preliminary indications suggest that there will be no rationing in week 11.
- Through the first 10 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 10.
- Preliminary indications suggest that there will be no rationing in week 11.
- Through the first 10 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to 89 for the same period last year.



Performance Dashboard

Hopper Car Demand

	Week 10			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	4,856	4,262	594	34,165	3,416	37,388	3,738	(3,223)	(322)
CP	5,992	4,465	1,527	41,220	4,122	41,754	4,175	(534)	(53)
Total	10,848	8,727	2,121	75,385	7,538	79,142	7,913	(3,757)	(375)

Cars Shipped

Railway	Corridor	Week 10	YTD
CN	N.A. Domestic	421	2,641
	Prince Rupert	1,362	9,375
	Thunder Bay	760	4,554
	Vancouver	1,895	16,221
Total		4,438	32,791
CP	N.A. Domestic	350	3,544
	Thunder Bay	1,542	10,901
	Vancouver	3,134	26,072
Total		5,026	40,517

Empty Hopper Cars Supplied - Week 10 (All Want Weeks)

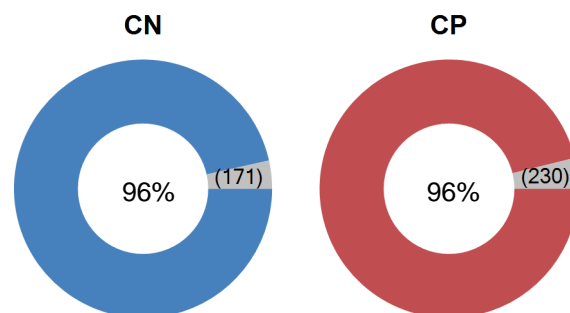
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,682	3,945	285	208	45	38	5,012	4,191
CP	4,758	3,120	128	725	287	563	5,173	4,408
Total	9,440	7,065	413	933	332	601	10,185	8,599

Supplied by Block Size

Block Size	Week 10			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	3%	2%	3%	3%	3%
25	4%	3%	3%	4%	2%	3%
50	12%	3%	7%	11%	8%	9%
100	83%	91%	87%	83%	87%	85%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,856	5,992	10,848
Current Week Order Fulfillment			
Supplied in Current Week	4,682	4,758	9,440
Supplied Early	3	1,004	1,007
Total Cars Supplied for Want Week	4,685	5,762	10,447
Current Week Unfulfilled Demand	(171)	(230)	(401)
% Current Week Orders Supplied	96%	96%	96%



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

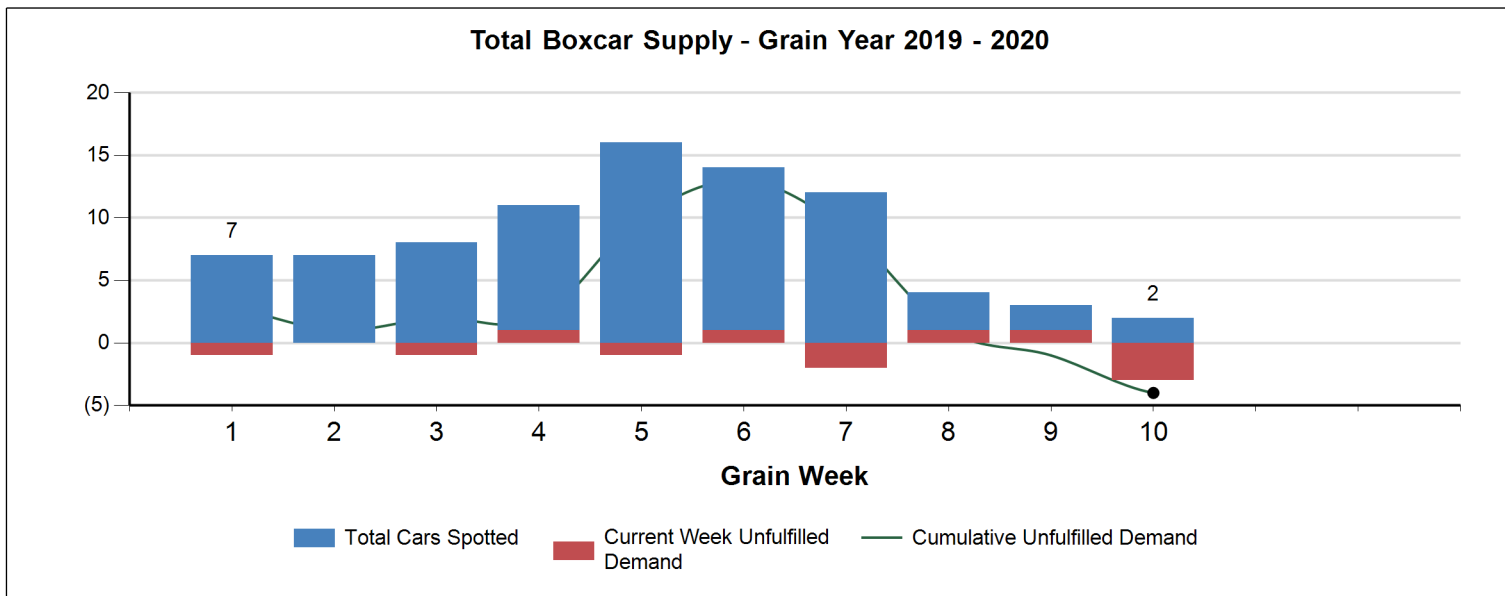
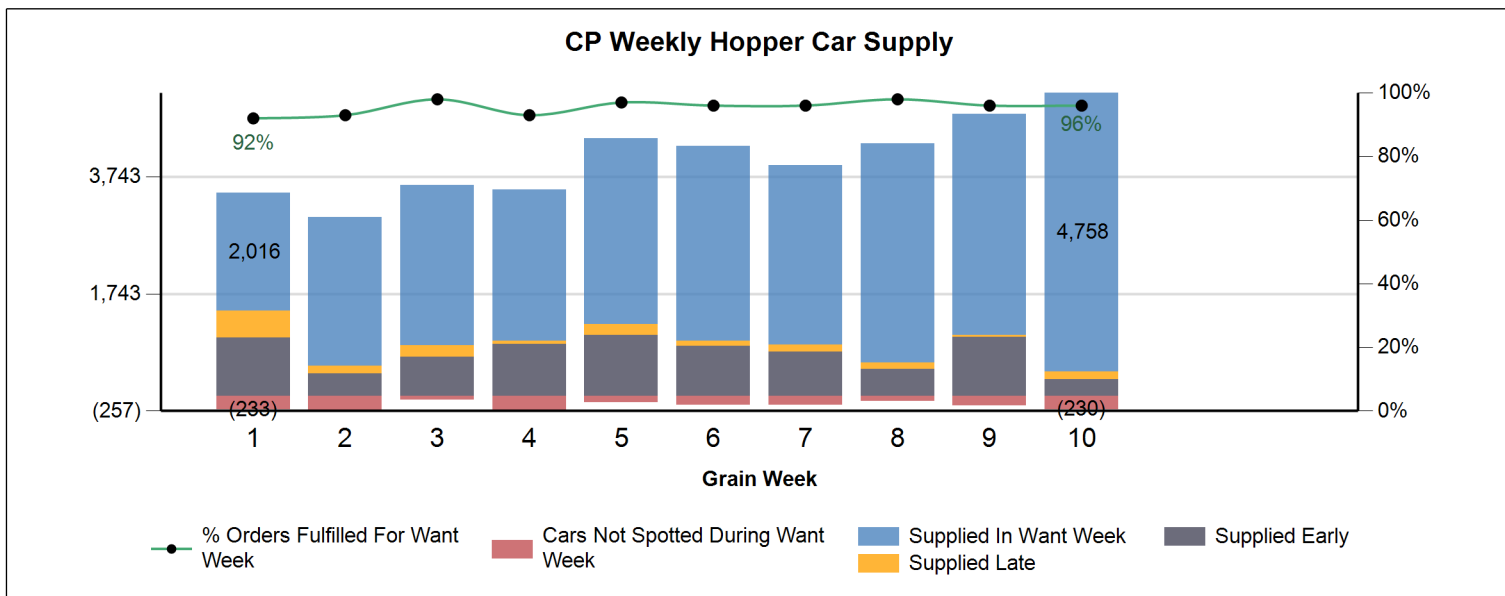
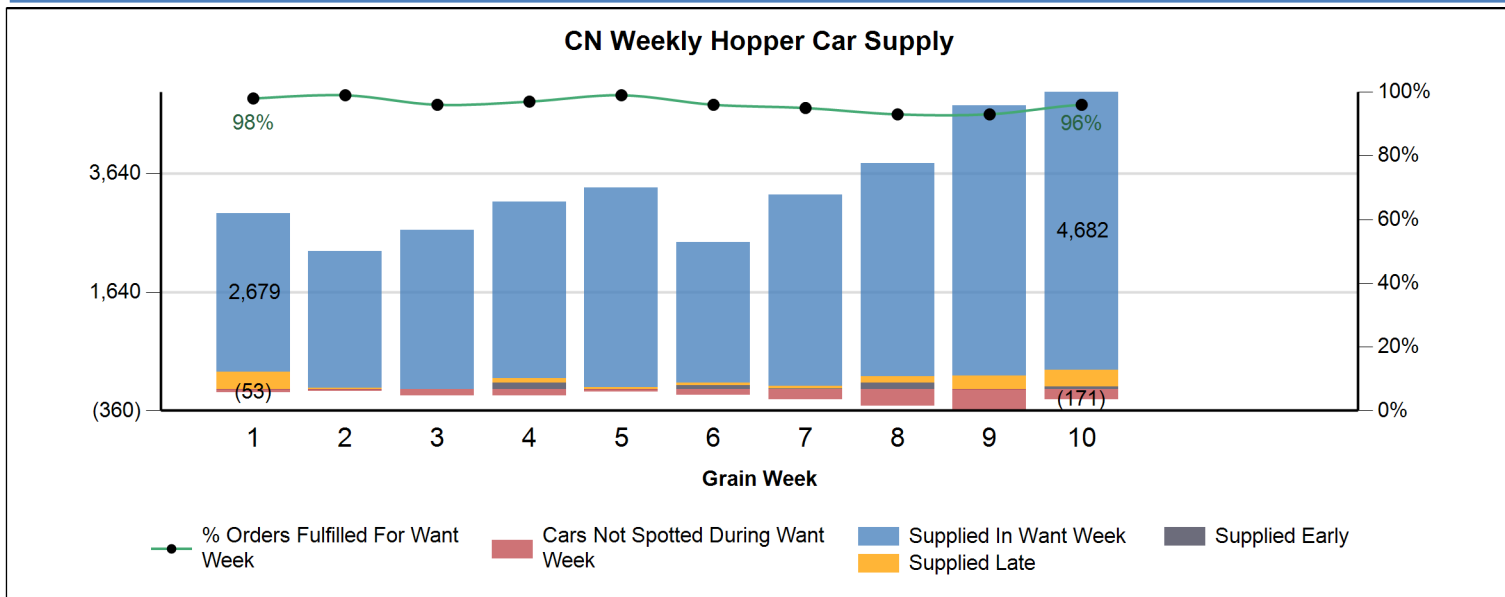
	Week 10		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	26	51	25	40
CP	24	47	28	46

Dwell Time (Hours) at Destination (All Traffic)

		Week 10		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	20	27	16	21
	CP	17	30	25	21
Thunder Bay	CN	26	44	20	46
	CP	54	51	36	52

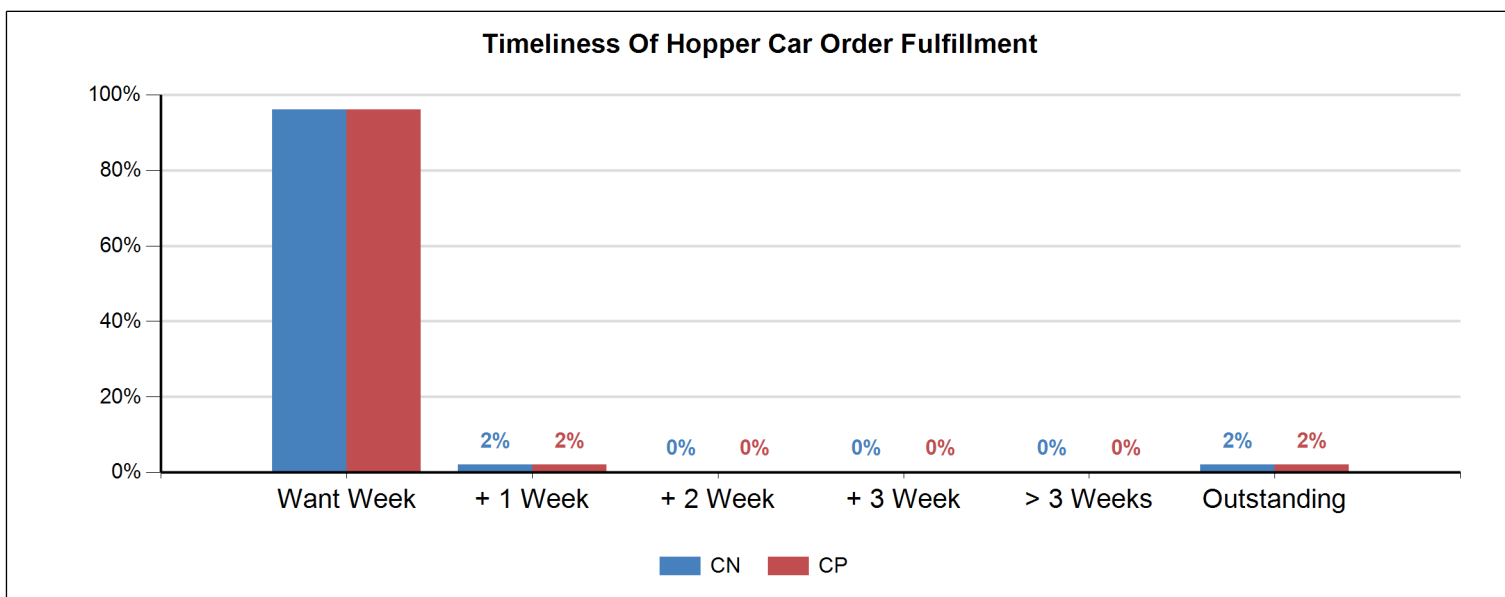
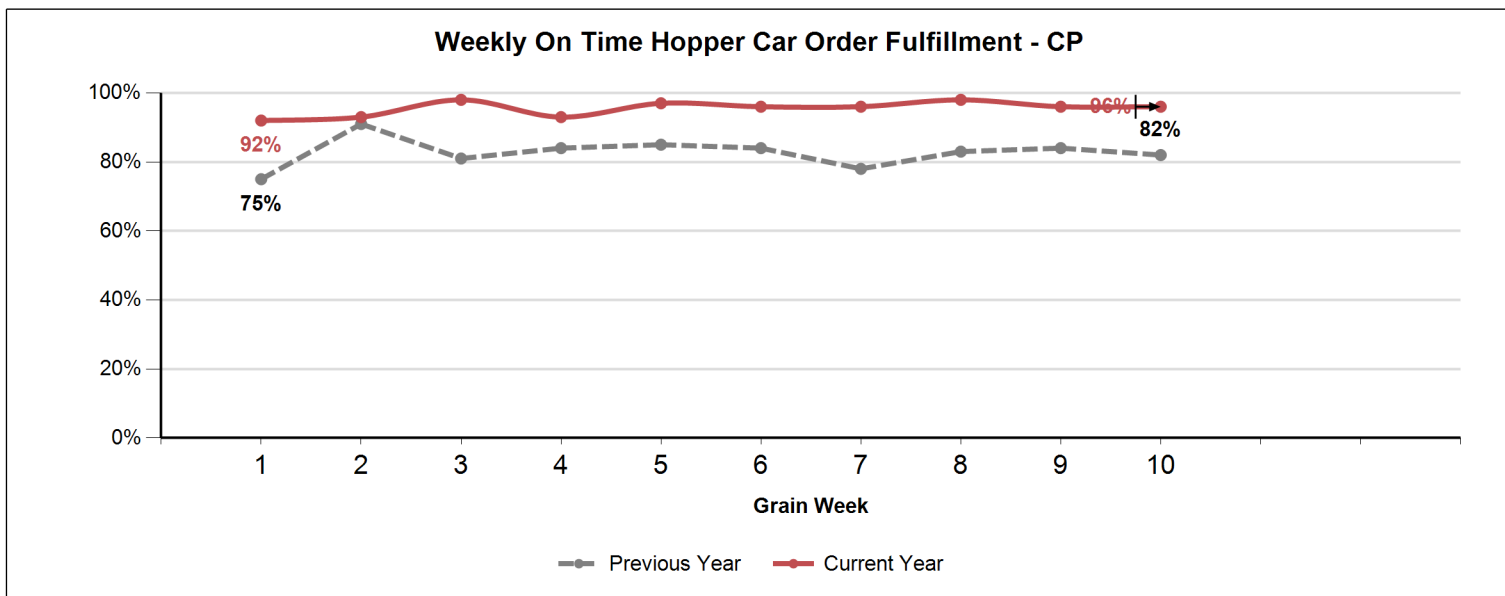
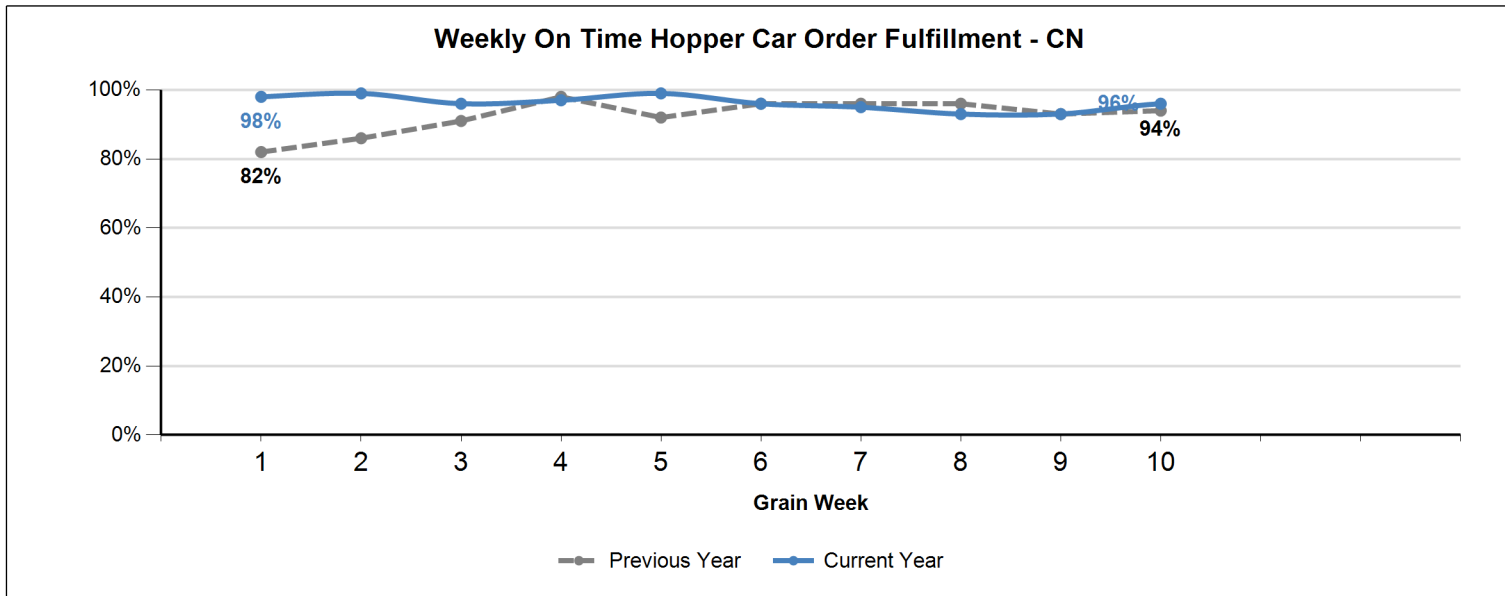


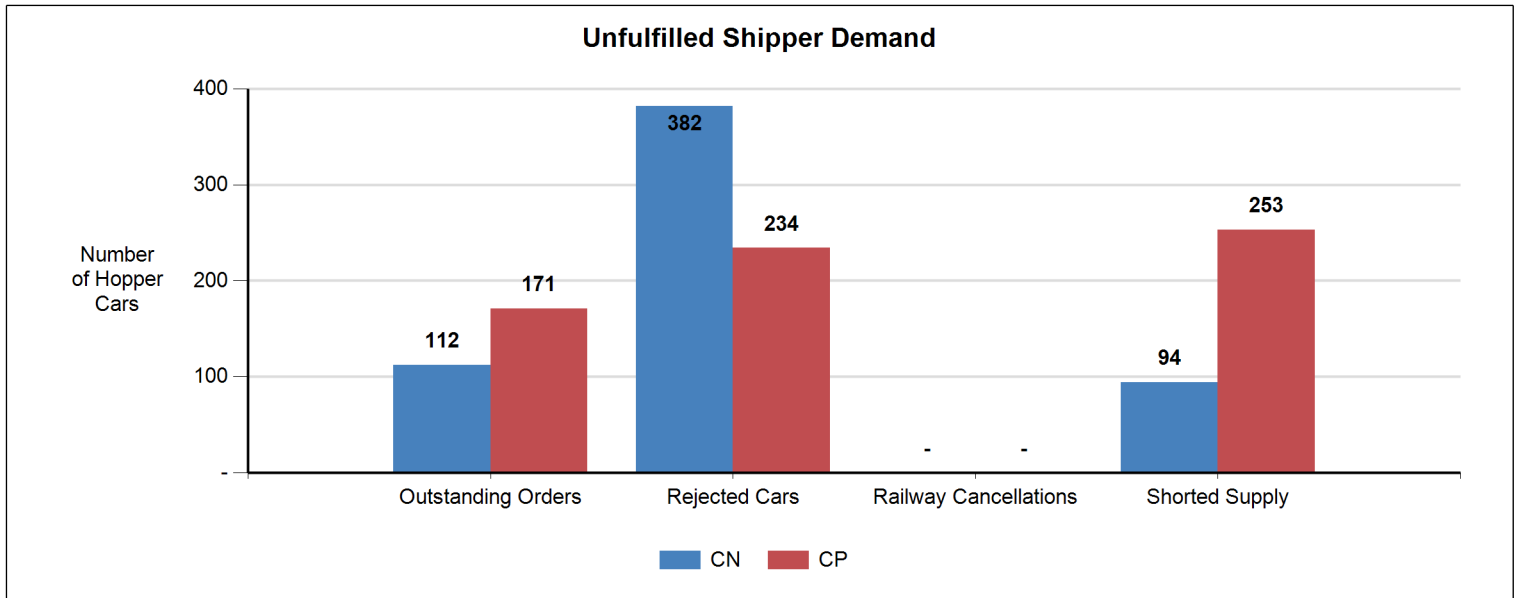
Weekly Performance Update - To Grain Week 10 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada





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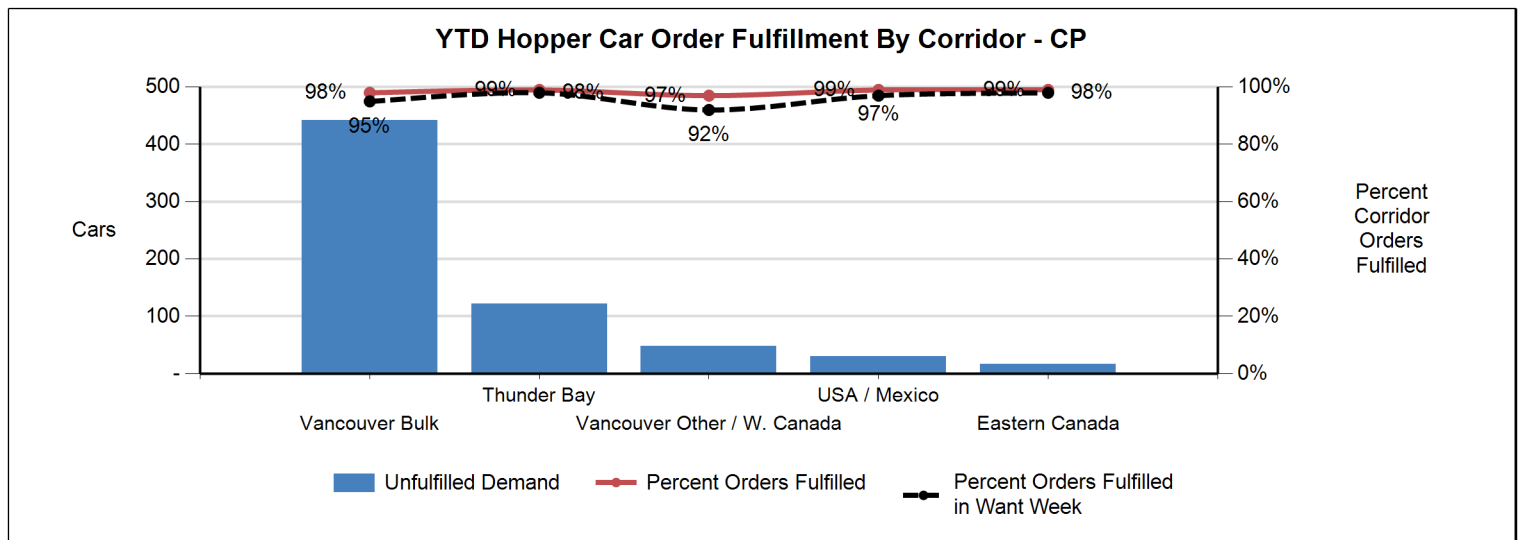
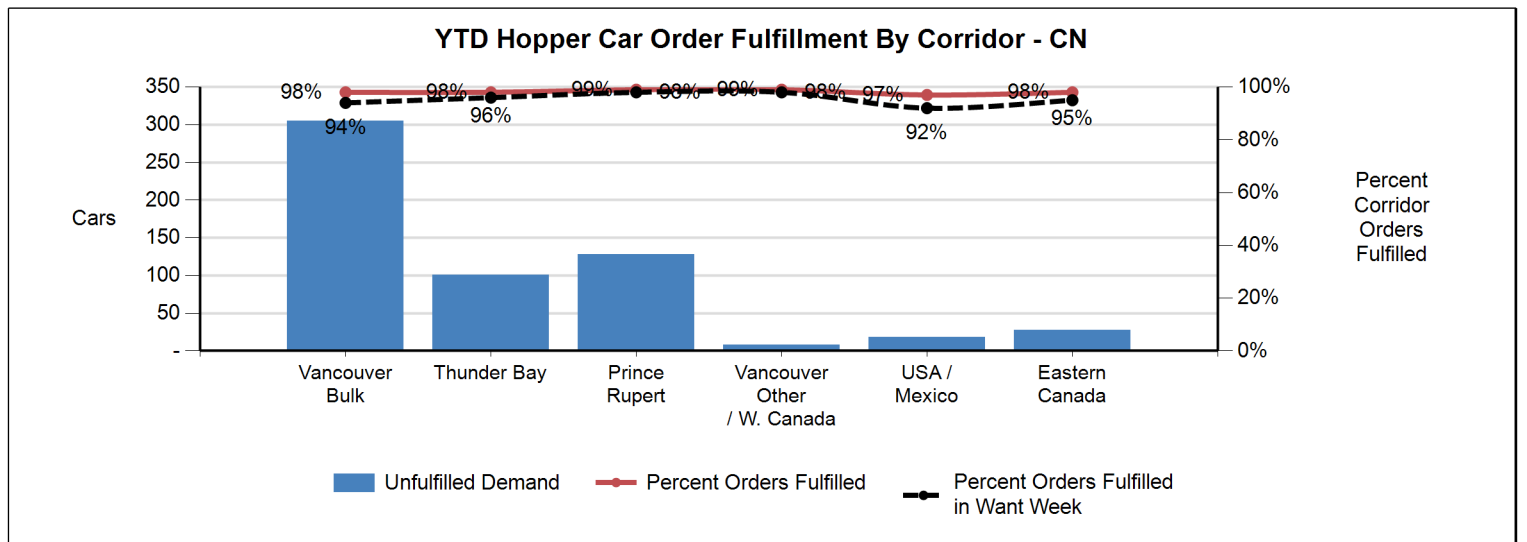
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 10

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	16,830	16,525	(305)	98%
	Thunder Bay	4,558	4,457	(101)	98%
	Prince Rupert	9,722	9,594	(128)	99%
	Vancouver Other / W. Canada	773	765	(8)	99%
	USA / Mexico	684	666	(18)	97%
	Eastern Canada	1,598	1,570	(28)	98%
Total		34,165	33,577	(588)	98%
CP	Vancouver Bulk	25,351	24,909	(442)	98%
	Thunder Bay	11,275	11,153	(122)	99%
	Vancouver Other / W. Canada	1,441	1,393	(48)	97%
	USA / Mexico	2,026	1,996	(30)	99%
	Eastern Canada	1,127	1,111	(16)	99%
Total		41,220	40,562	(658)	98%

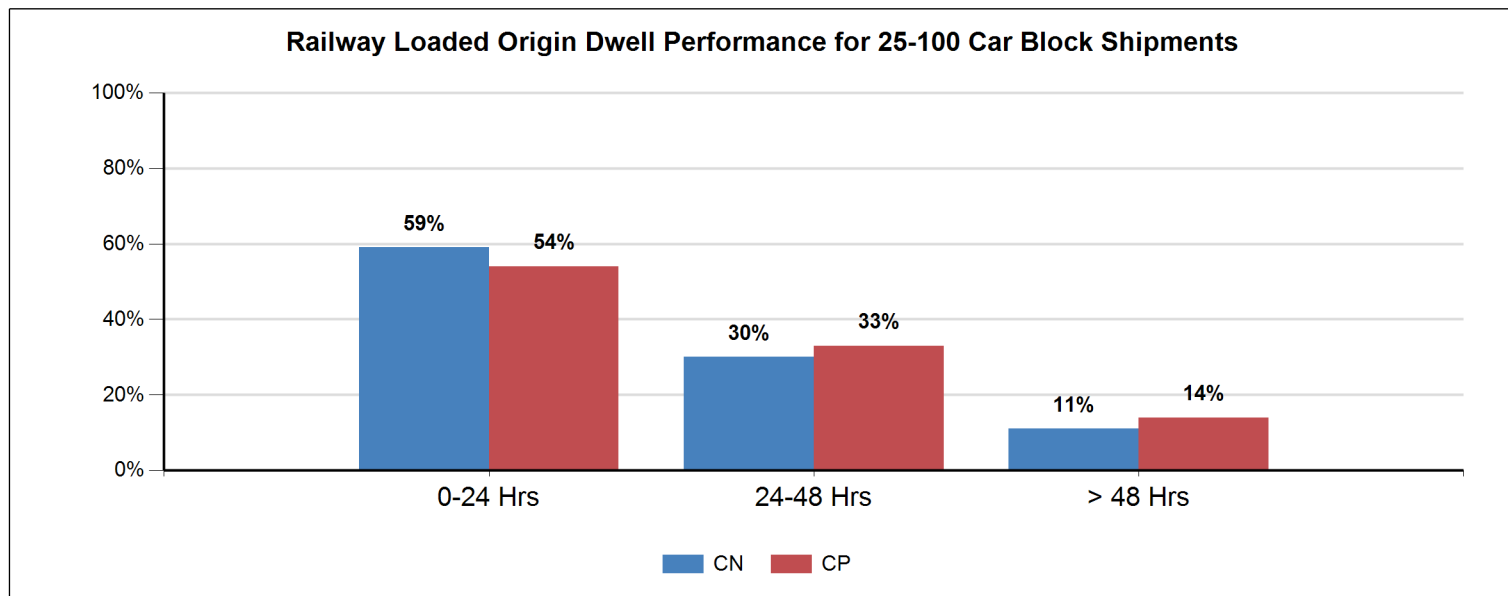
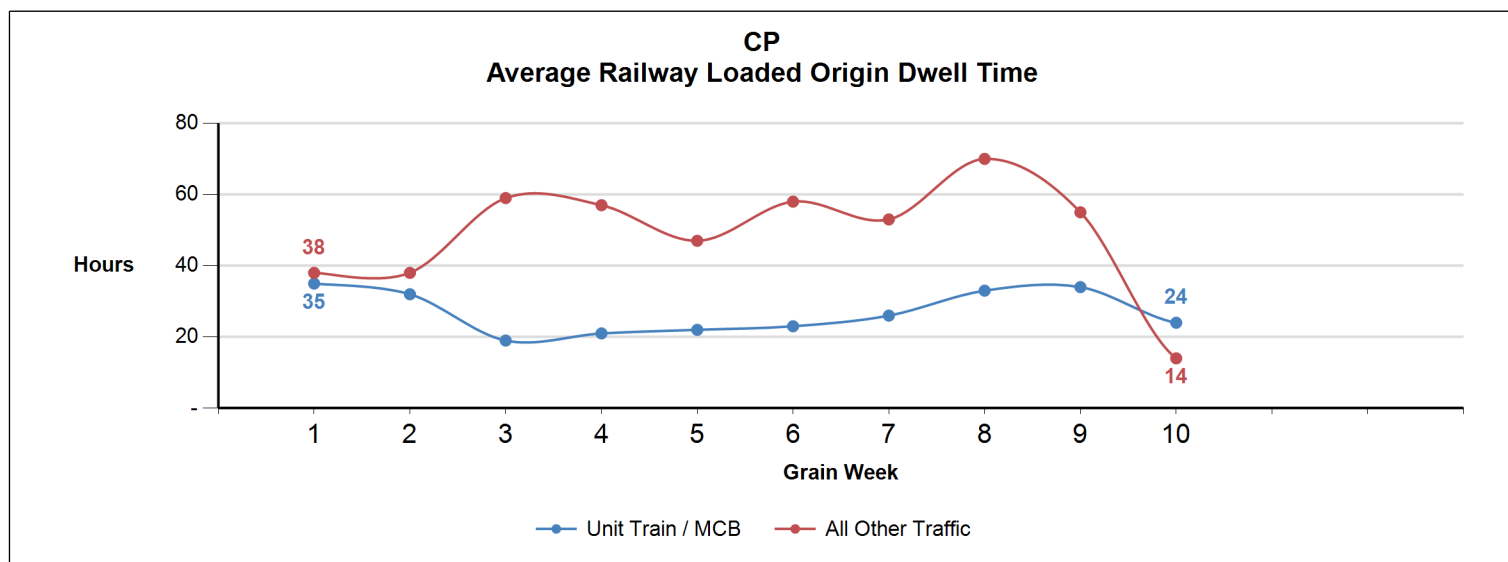
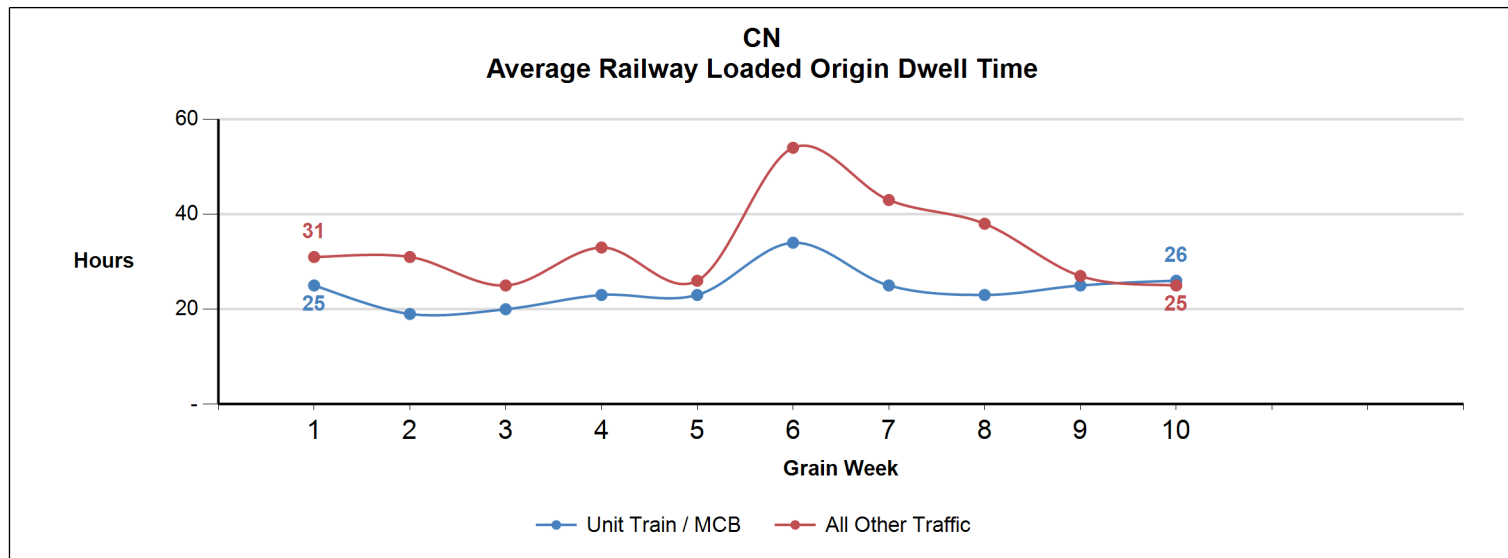
Hopper Cars Supplied in the Want Week by Corridor - To Week 10

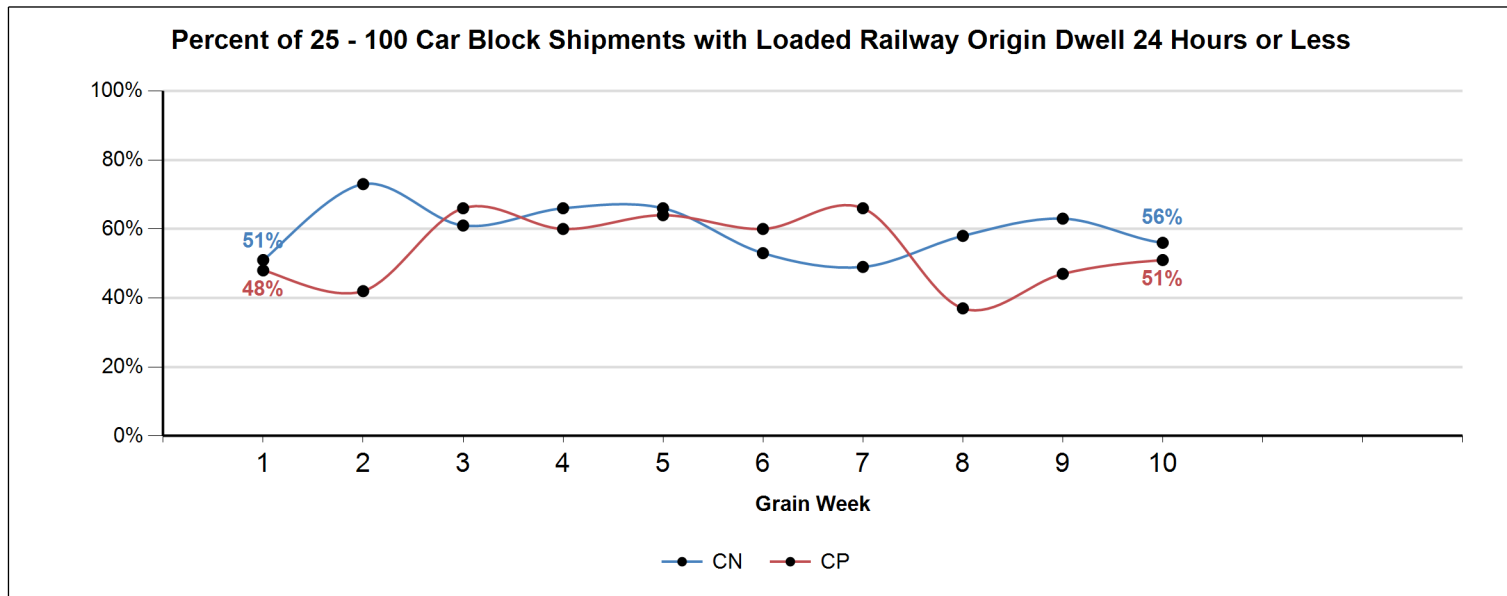
Railway	Corridor	Week 10			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,558	2,422	95%	16,830	15,891	94%
	Thunder Bay	577	567	98%	4,558	4,386	96%
	Prince Rupert	1,318	1,301	99%	9,722	9,568	98%
	Vancouver Other / W. Canada	65	65	100%	773	756	98%
	USA / Mexico	131	127	97%	684	632	92%
	Eastern Canada	207	203	98%	1,598	1,519	95%
	CN Total		4,856	4,685	96%	34,165	32,752
CP	Vancouver Bulk	3,595	3,440	96%	25,351	24,082	95%
	Thunder Bay	1,914	1,870	98%	11,275	11,024	98%
	Vancouver Other / W. Canada	215	199	93%	1,441	1,330	92%
	USA / Mexico	177	163	92%	2,026	1,971	97%
	Eastern Canada	91	90	99%	1,127	1,107	98%
CP Total		5,992	5,762	96%	41,220	39,514	96%



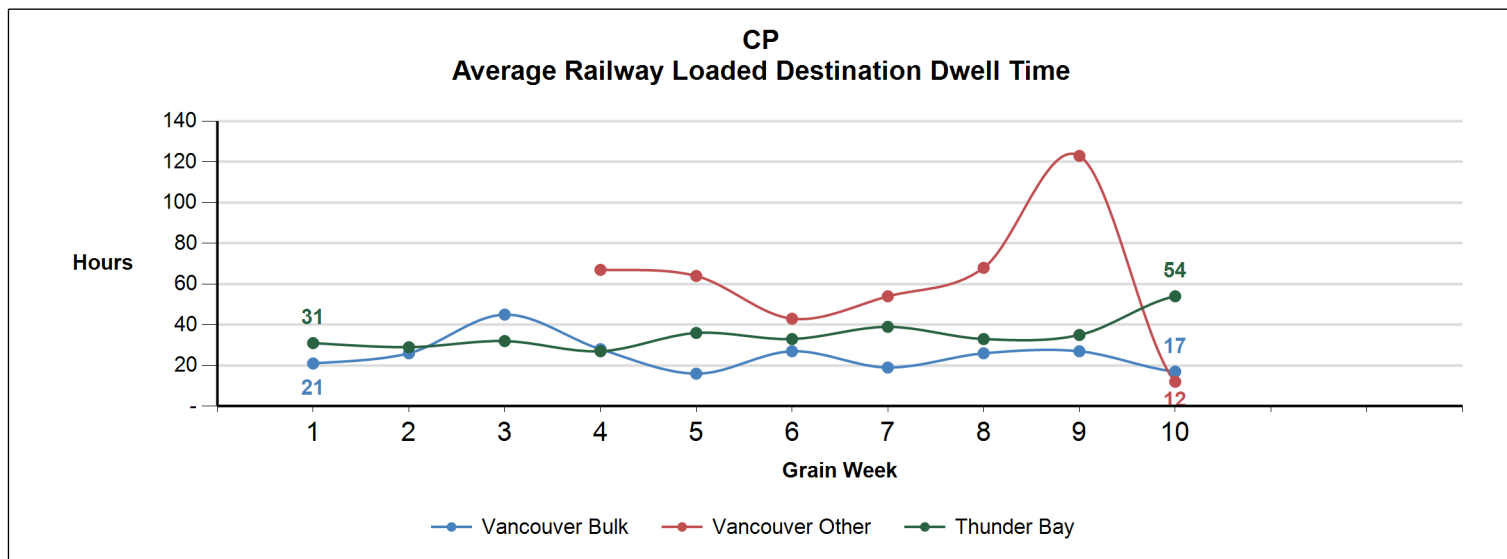
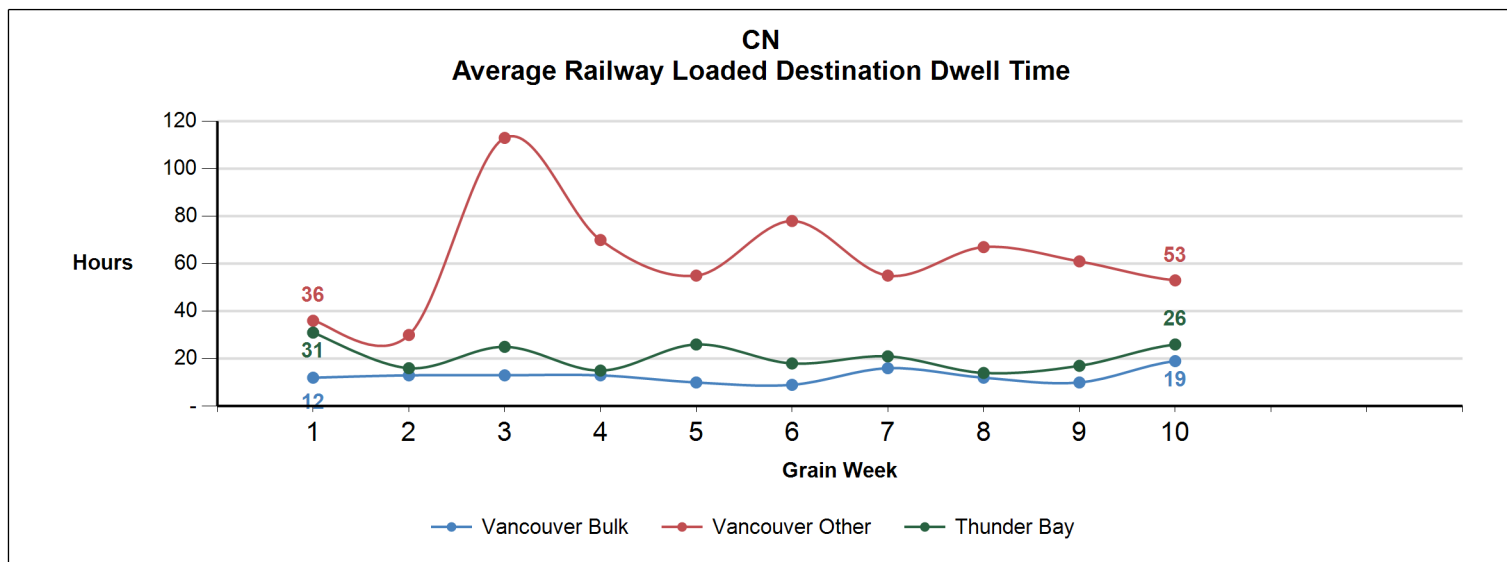


Origin Dwell Performance



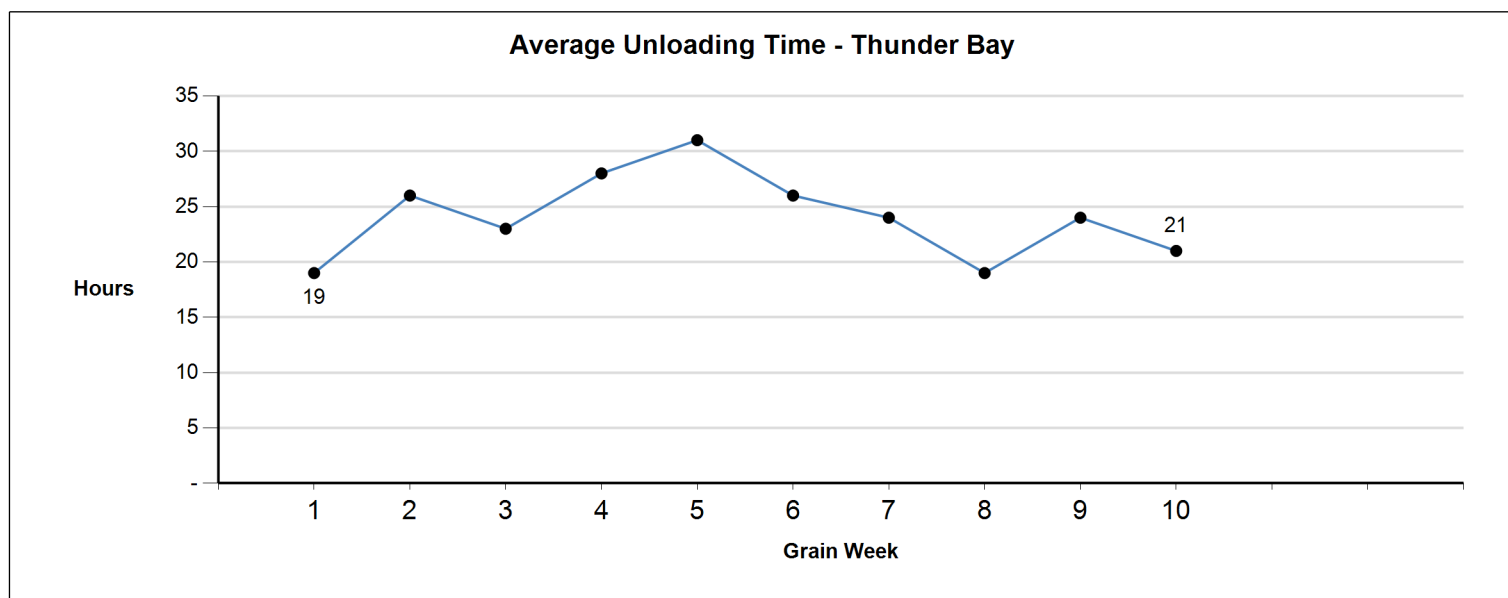
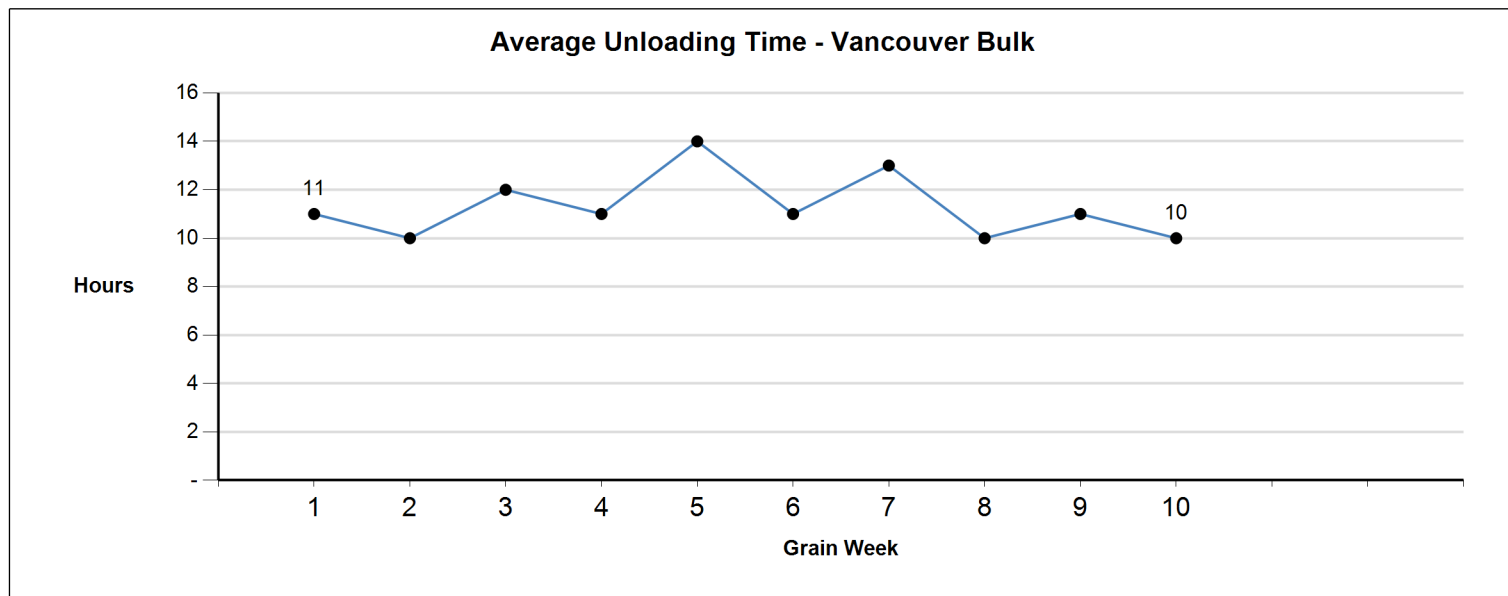


Destination Dwell Performance





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.