

Week 11 Performance

CN and CP supplied a combined 97% of hopper cars ordered in grain week 11, an increase from last week's 96%, marking a slight increase in performance on CN offset by a slight decrease in performance on CP. CN's performance was above the 90% threshold for the eleventh consecutive week, supplying 99% of cars ordered. CP's performance declined slightly week over week, supplying 95% of cars ordered as compared to 96% in the prior week. CN and CP combined will enter week 12 with 155 outstanding cars - a net 45% decrease (-128) from the 283 cars outstanding at the end of last week. The change in the outstanding car count represents a decrease in the number of outstanding hopper cars on both CN by (-108) and CP by (-20), respectively.

In week 11, CN corridor performance improved or remained the same in all corridors relative to last week's performance. CP saw performance hold or improved in 3 of 5 corridors with nominal declines in performance seen in the Thunder Bay and Vancouver Bulk corridors, which represented 89% of total hopper car demand for CP in week 11.

All outstanding orders (5) remain current - i.e. unfulfilled week 11 orders.

CN

- CN supplied 99% of hopper cars ordered for week 11, representing an increase from last week's 97% order fulfillment performance. CN supplied 4,579 of 4,635 cars ordered, failing to supply 56 cars ordered.
- During week 11, CN supplied a total of 4,618 hoppers with 103 being outstanding orders placed prior to week 11 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving 98% or more of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the third consecutive week.
- Shipper demand for hopper cars is 5% higher in week 12, rising to 4,873 and is expected to decrease 4% to 4,667 cars in week 13.
- Heading into week 12, CN has 4 outstanding orders, reflecting a 96% decrease (-108) from the 112 outstanding orders at the beginning of week 11.

CP

- CP fulfilled 95% of hopper cars ordered for week 11, reflecting a decrease from the 96% seen last week.
- For week 11, CP supplied 4,554 of 4,774 cars ordered, failing to supply 220 cars ordered.
- During week 11, CP supplied a total of 5,034 hoppers including 171 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the seventh consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 16% to 5,554 in week 12 and is expected to remain at that level in week 13.
- CP's performance was consistent across all shippers with all shippers receiving 88% or more of cars ordered on time.
- Heading into week 12, CP has 151 outstanding orders, representing a 12% decrease (-20) from the 171 outstanding orders entering week 11.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 11.
- Preliminary indications suggest that there will be no rationing in week 12.
- Through the first 11 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 11.
- Preliminary indications suggest that there will be no rationing in week 12.
- Through the first 11 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 11			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	4,635	4,594	41	38,797	3,527	41,982	3,816	(3,185)	(289)
CP	4,774	5,038	(264)	45,994	4,181	46,792	4,253	(798)	(72)
Total	9,409	9,632	(223)	84,791	7,708	88,774	8,069	(3,983)	(361)

Cars Shipped

Railway	Corridor	Week 11	YTD
CN	N.A. Domestic	475	3,116
	Prince Rupert	1,575	10,949
	Thunder Bay	699	5,253
	Vancouver	2,891	19,132
Total		5,640	38,450
CP	N.A. Domestic	361	3,905
	Thunder Bay	1,474	12,466
	Vancouver	3,019	29,094
Total		4,854	45,465

Empty Hopper Cars Supplied - Week 11 (All Want Weeks)

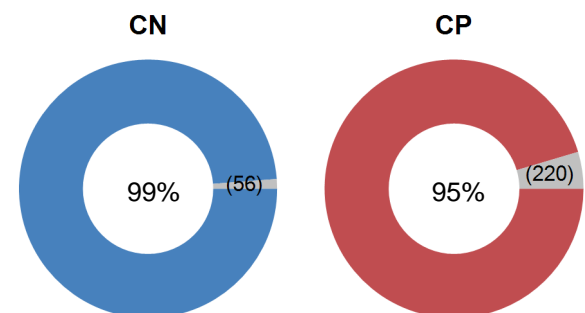
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,514	4,367	103	199	1	4	4,618	4,570
CP	4,398	3,728	171	483	465	692	5,034	4,903
Total	8,912	8,095	274	682	466	696	9,652	9,473

Supplied by Block Size

Block Size	Week 11			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	3%	3%	3%
25	4%	4%	4%	4%	2%	3%
50	10%	5%	7%	11%	7%	9%
100	84%	88%	86%	83%	87%	85%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,635	4,774	9,409
Current Week Order Fulfillment			
Supplied in Current Week	4,514	4,398	8,912
Supplied Early	65	156	221
Total Cars Supplied for Want Week	4,579	4,554	9,133
Current Week Unfulfilled Demand	(56)	(220)	(276)
% Current Week Orders Supplied	99%	95%	97%



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

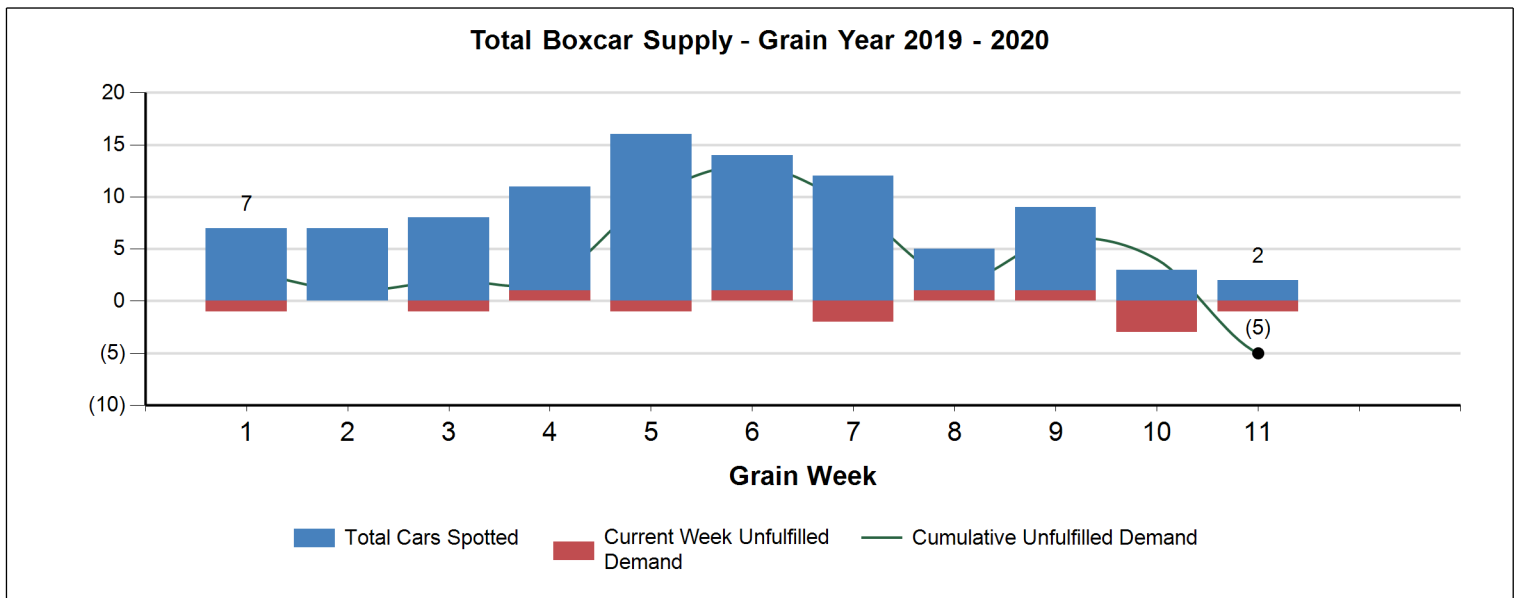
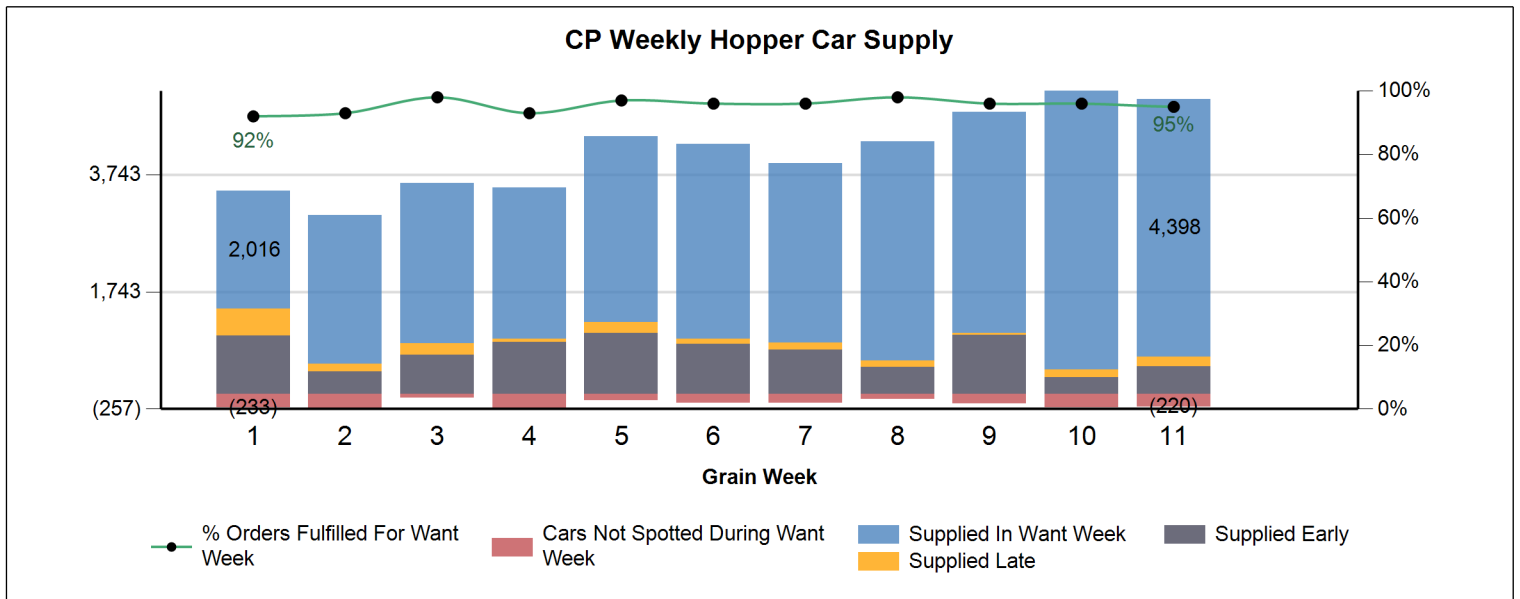
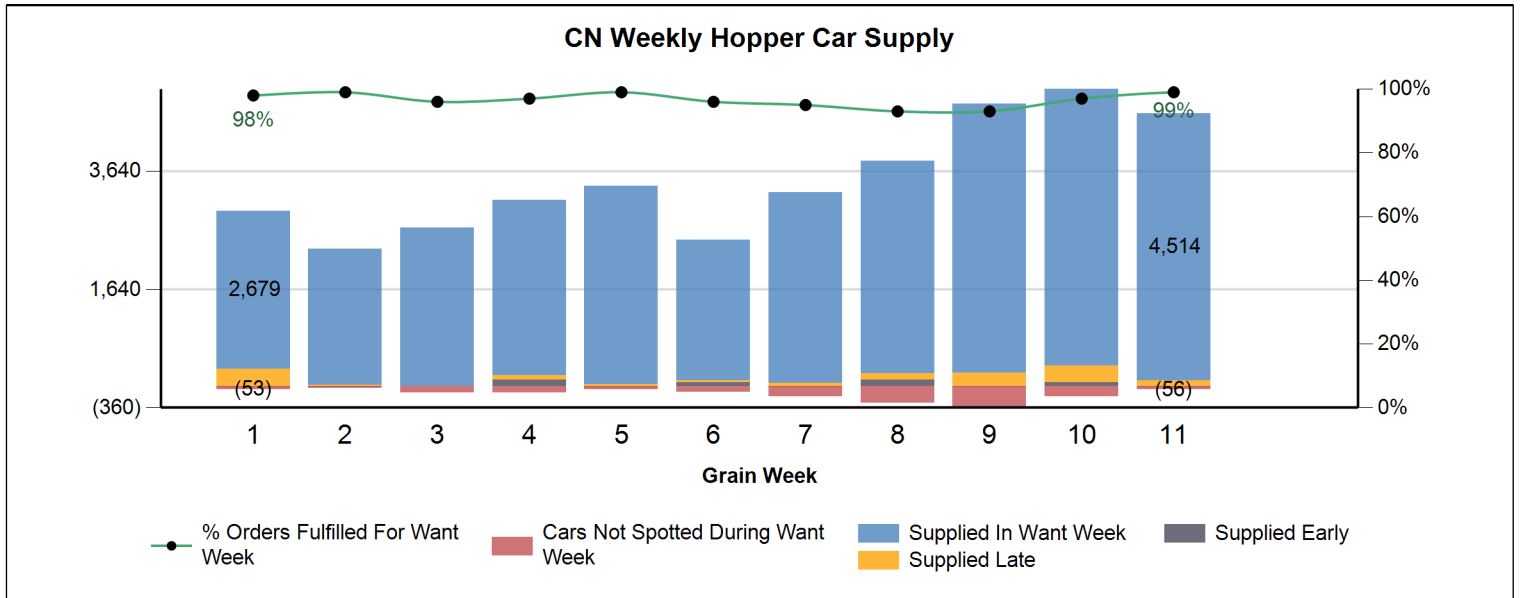
	Week 11		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	23	41	26	40
CP	23	70	28	48

Dwell Time (Hours) at Destination (All Traffic)

		Week 11		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	26	18	17	21
	CP	18	26	25	21
Thunder Bay	CN	20	30	20	44
	CP	30	45	35	51

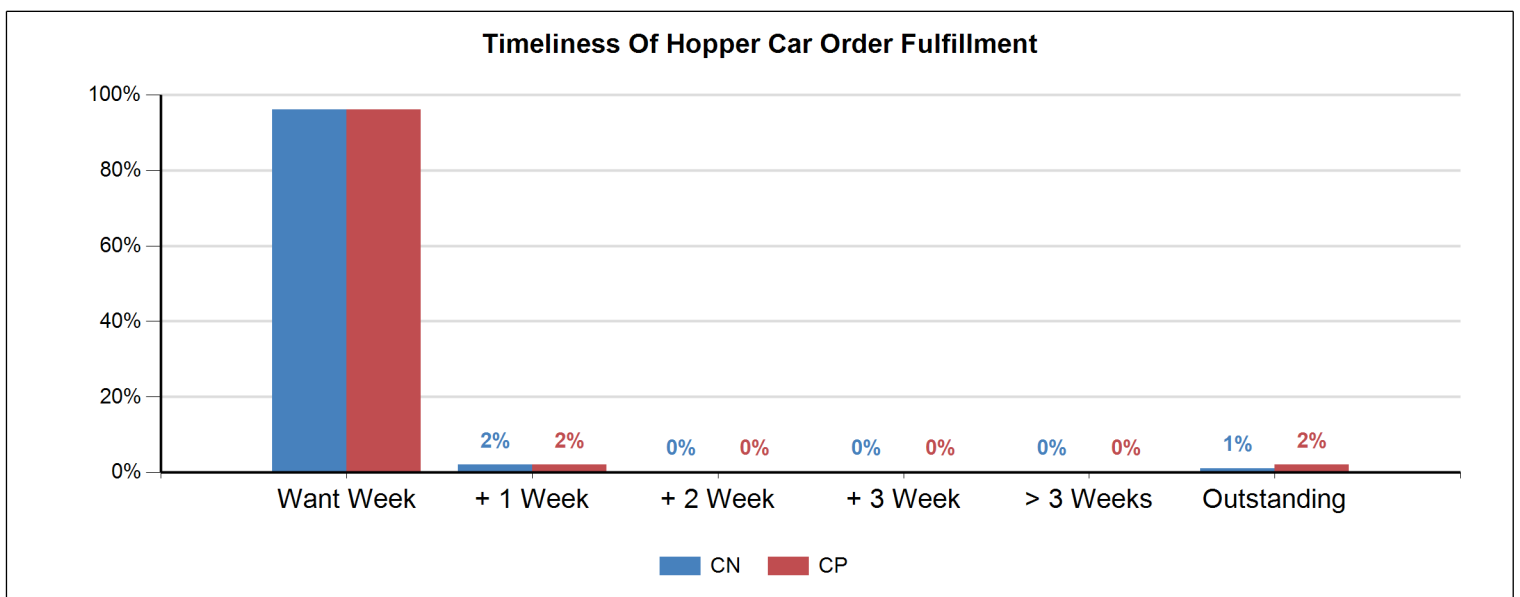
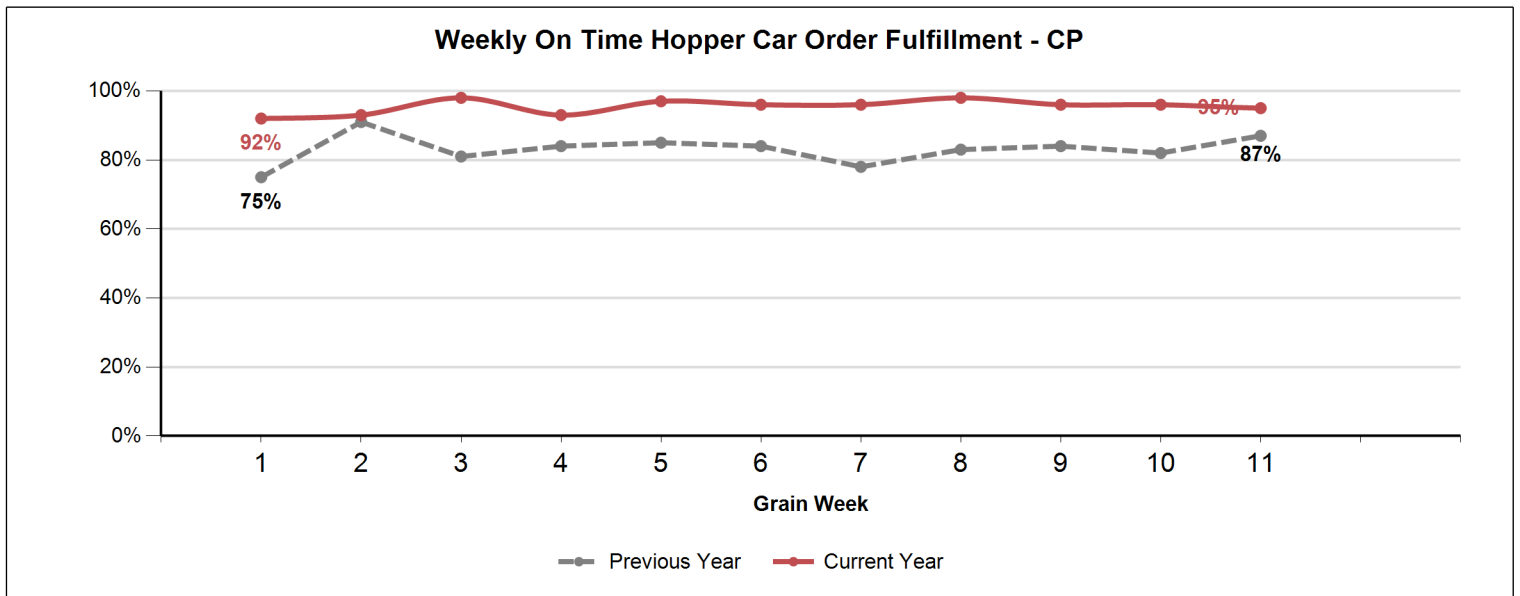
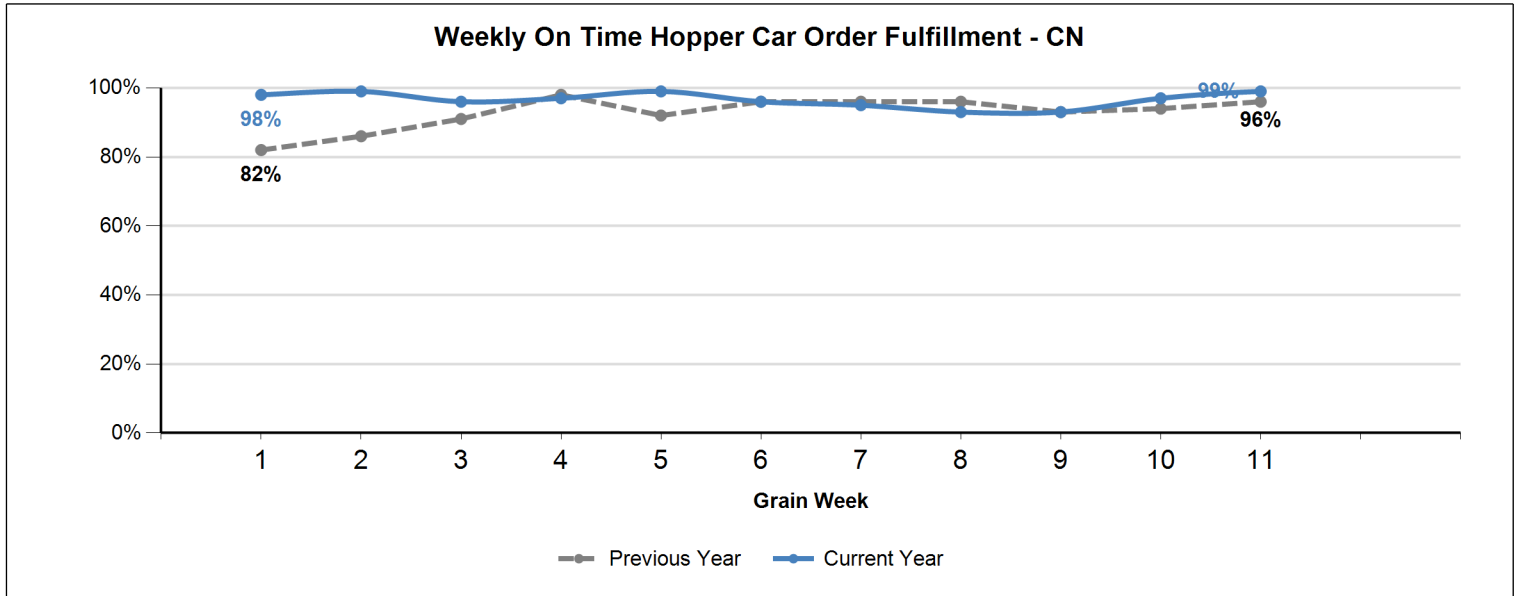


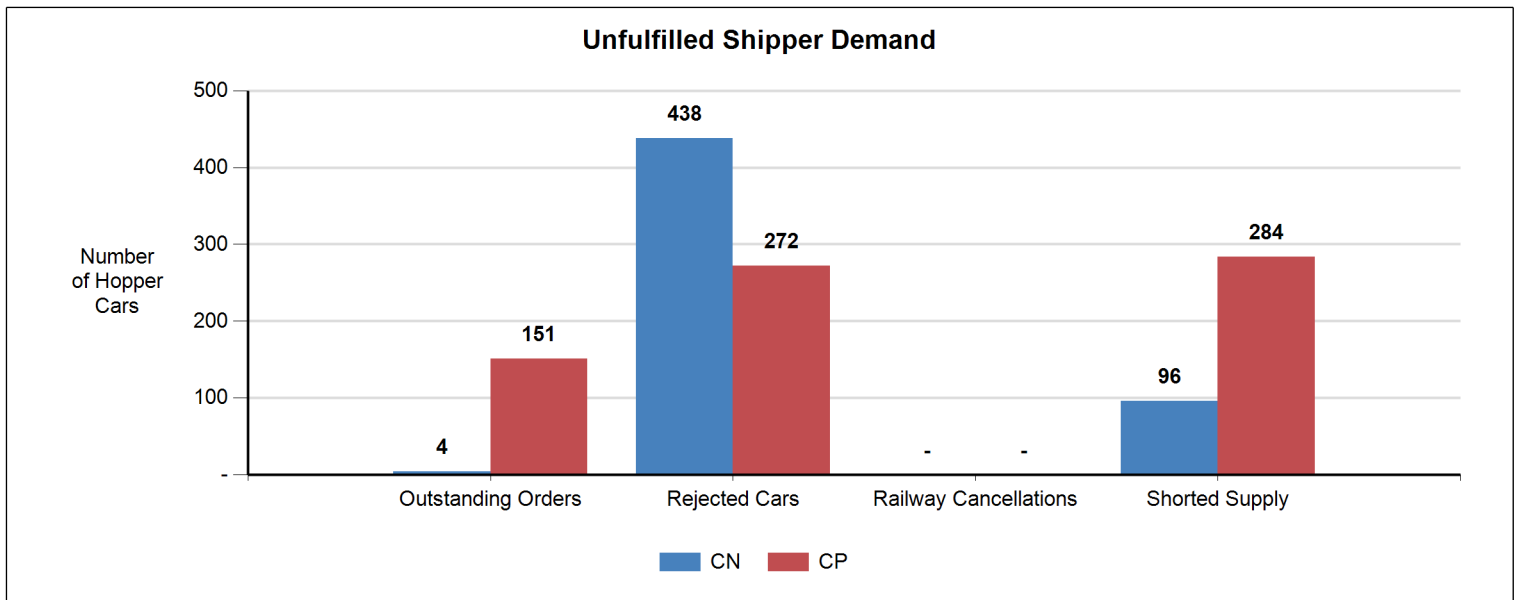
Weekly Performance Update - To Grain Week 11 (Grain Year 2019-20)
 Covering 90% of grain movement originating in Western Canada





Weekly Performance Update - To Grain Week 11 (Grain Year 2019-20)
 Covering 90% of grain movement originating in Western Canada





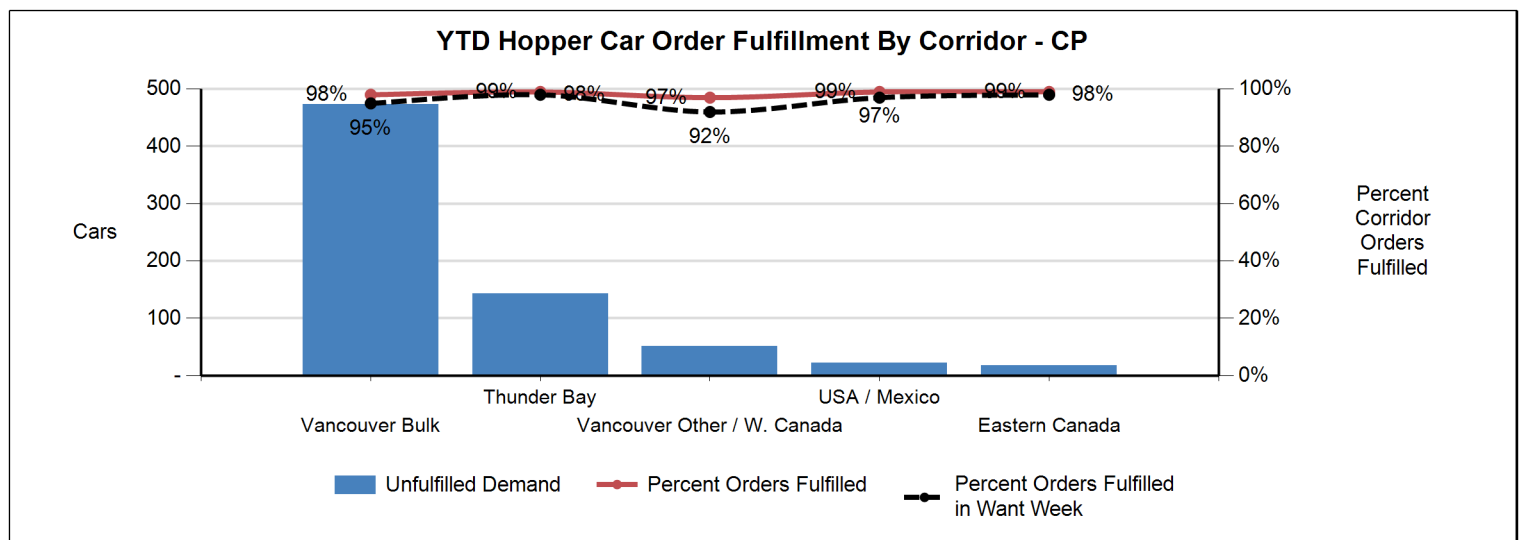
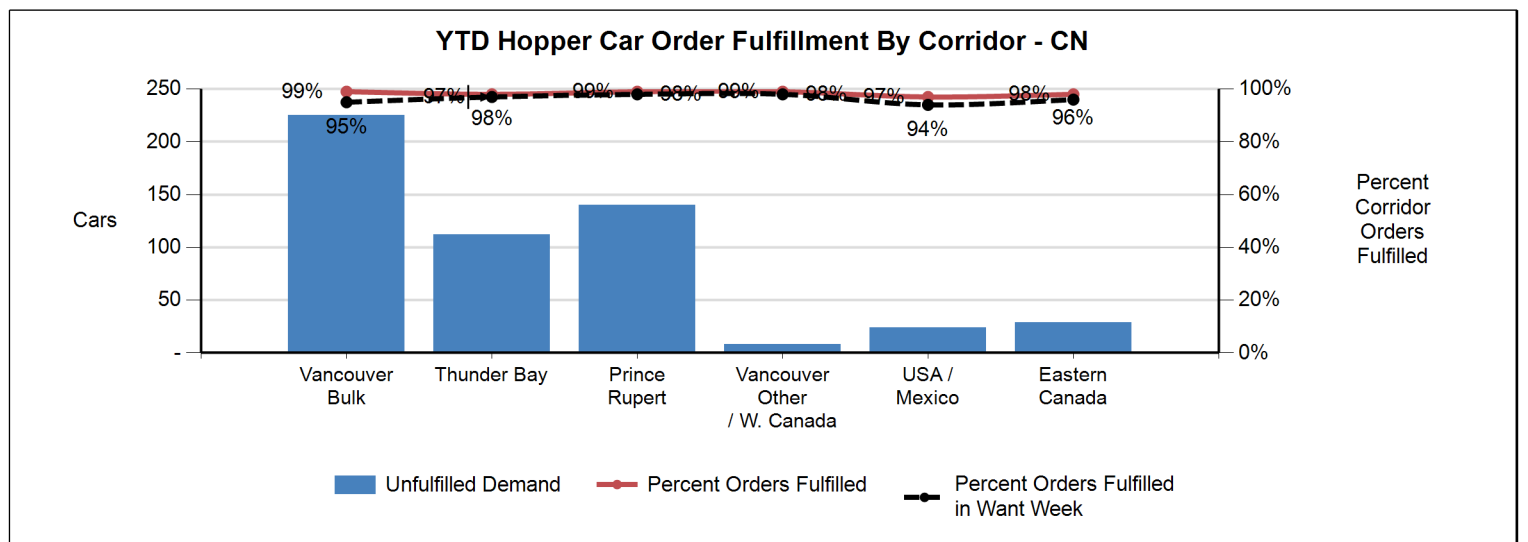
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 11

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	18,903	18,678	(225)	99%
	Thunder Bay	5,268	5,156	(112)	98%
	Prince Rupert	10,962	10,822	(140)	99%
	Vancouver Other / W. Canada	814	806	(8)	99%
	USA / Mexico	937	913	(24)	97%
	Eastern Canada	1,913	1,884	(29)	98%
Total		38,797	38,259	(538)	99%
CP	Vancouver Bulk	28,234	27,761	(473)	98%
	Thunder Bay	12,626	12,483	(143)	99%
	Vancouver Other / W. Canada	1,558	1,507	(51)	97%
	USA / Mexico	2,175	2,153	(22)	99%
	Eastern Canada	1,401	1,383	(18)	99%
Total		45,994	45,287	(707)	98%

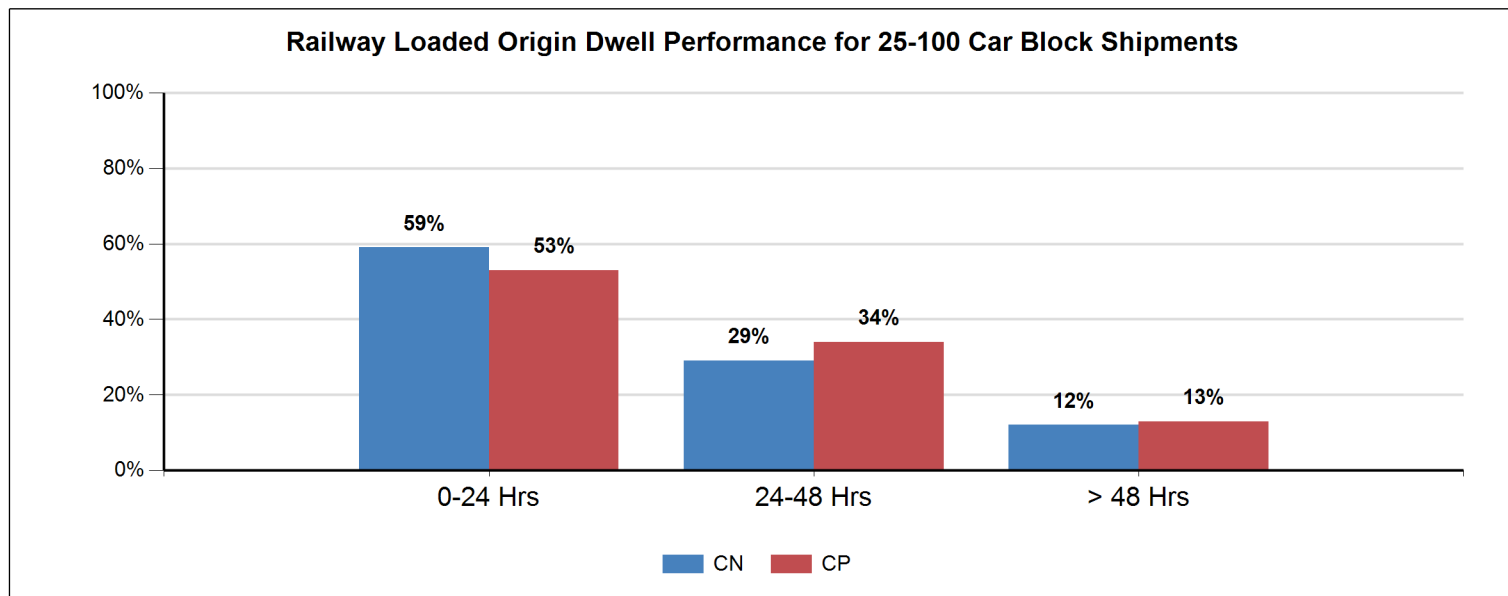
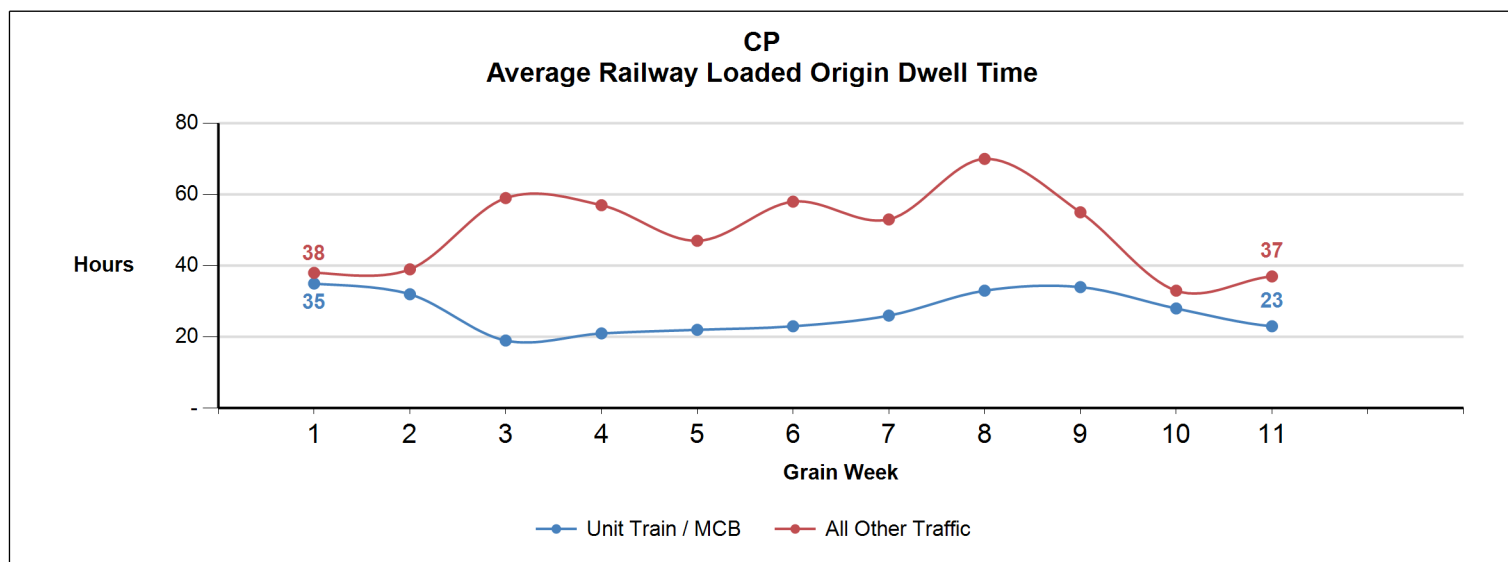
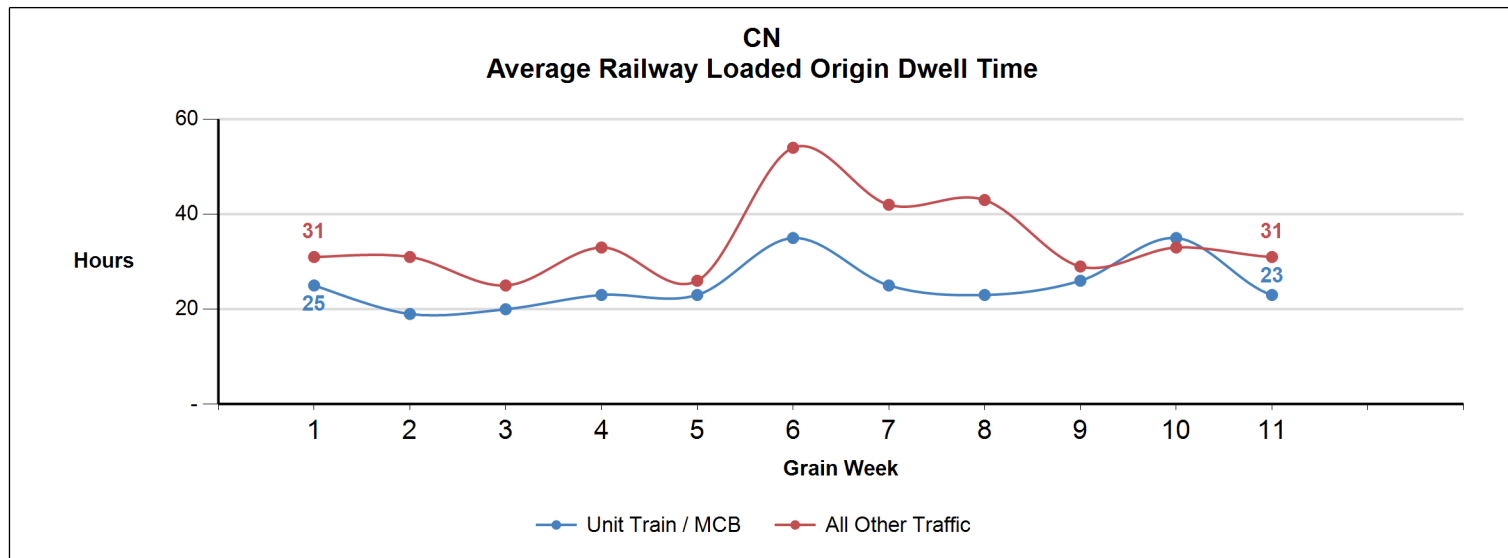
Hopper Cars Supplied in the Want Week by Corridor - To Week 11

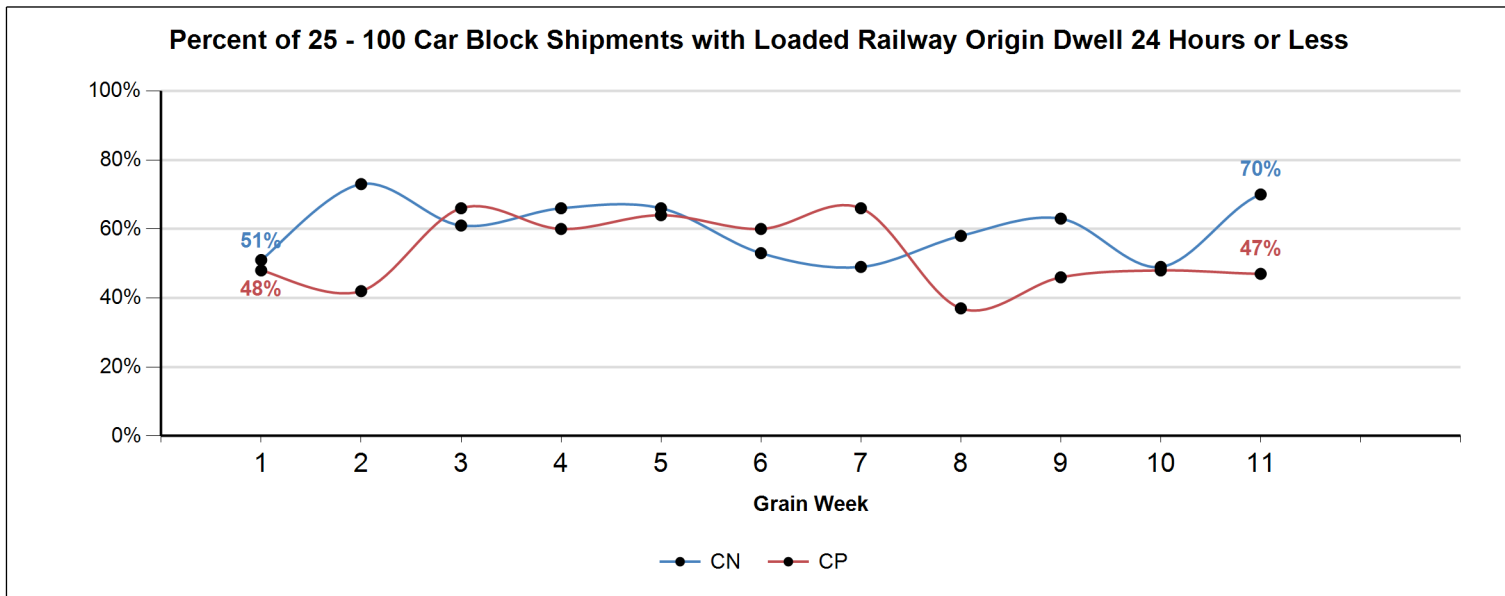
Railway	Corridor	Week 11			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,076	2,050	99%	18,903	17,941	95%
	Thunder Bay	710	699	98%	5,268	5,085	97%
	Prince Rupert	1,240	1,228	99%	10,962	10,796	98%
	Vancouver Other / W. Canada	41	41	100%	814	797	98%
	USA / Mexico	253	247	98%	937	879	94%
	Eastern Canada	315	314	100%	1,913	1,833	96%
	CN Total		4,635	4,579	99%	38,797	37,331
CP	Vancouver Bulk	2,883	2,732	95%	28,234	26,814	95%
	Thunder Bay	1,350	1,297	96%	12,626	12,321	98%
	Vancouver Other / W. Canada	117	109	93%	1,558	1,439	92%
	USA / Mexico	150	144	96%	2,175	2,115	97%
	Eastern Canada	274	272	99%	1,401	1,379	98%
	CP Total		4,774	4,554	95%	45,994	44,068



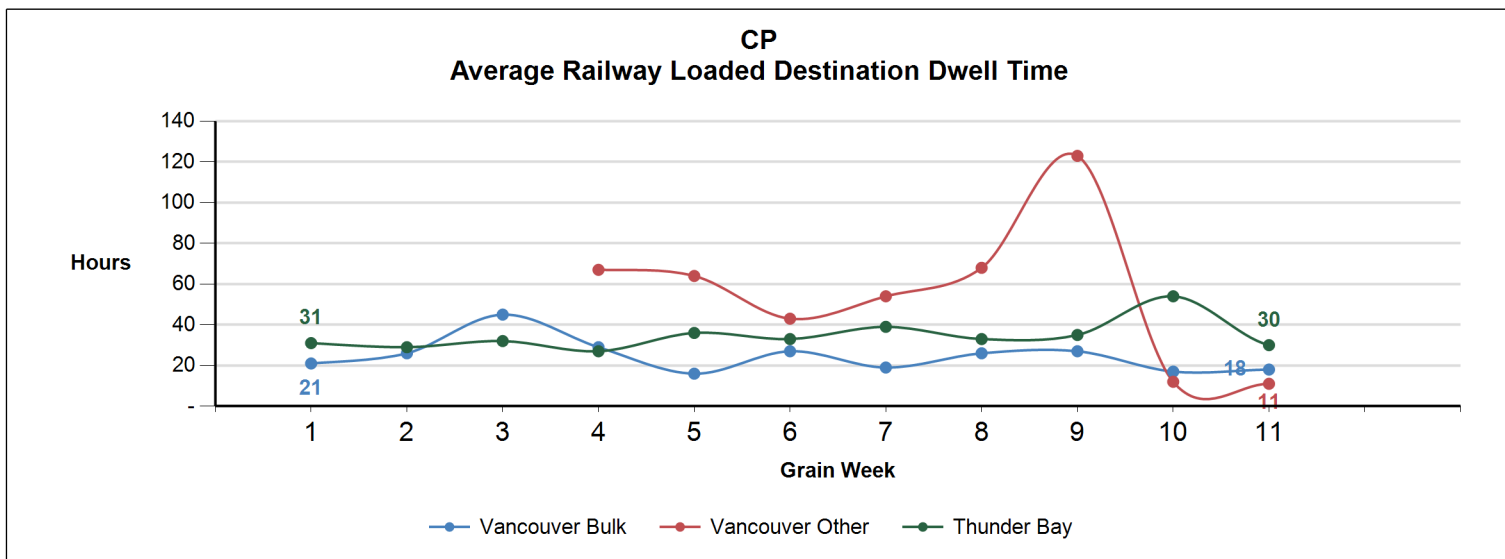
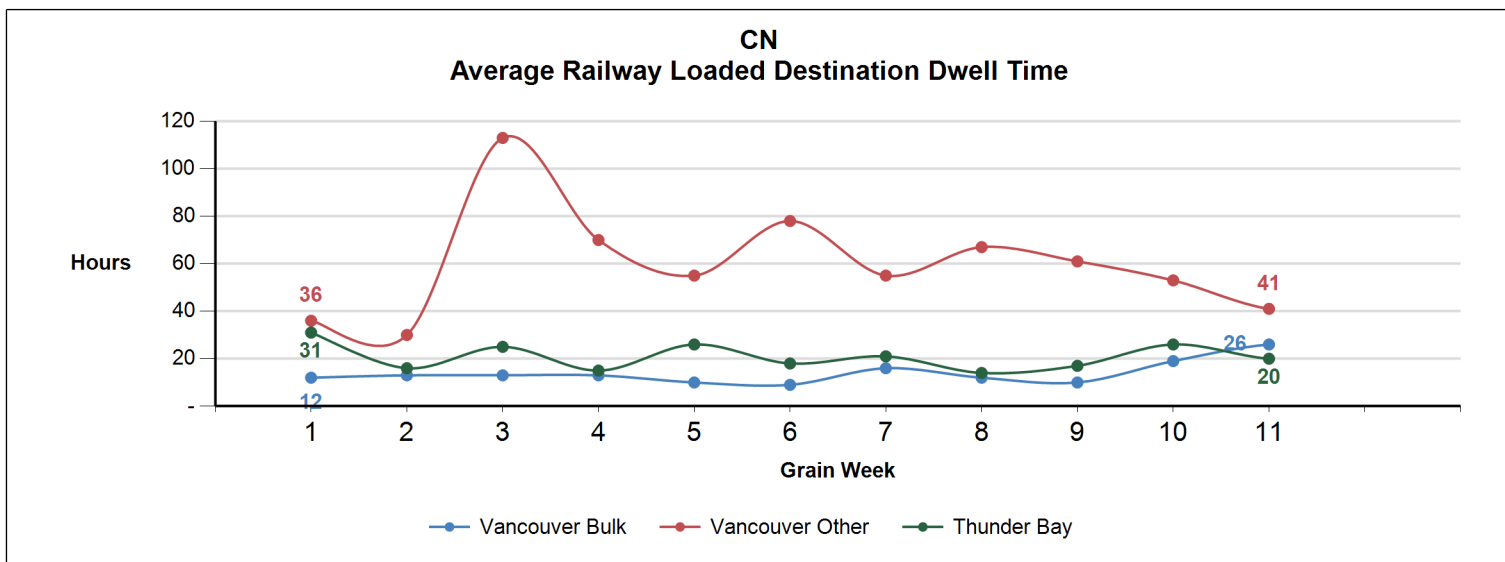


Origin Dwell Performance

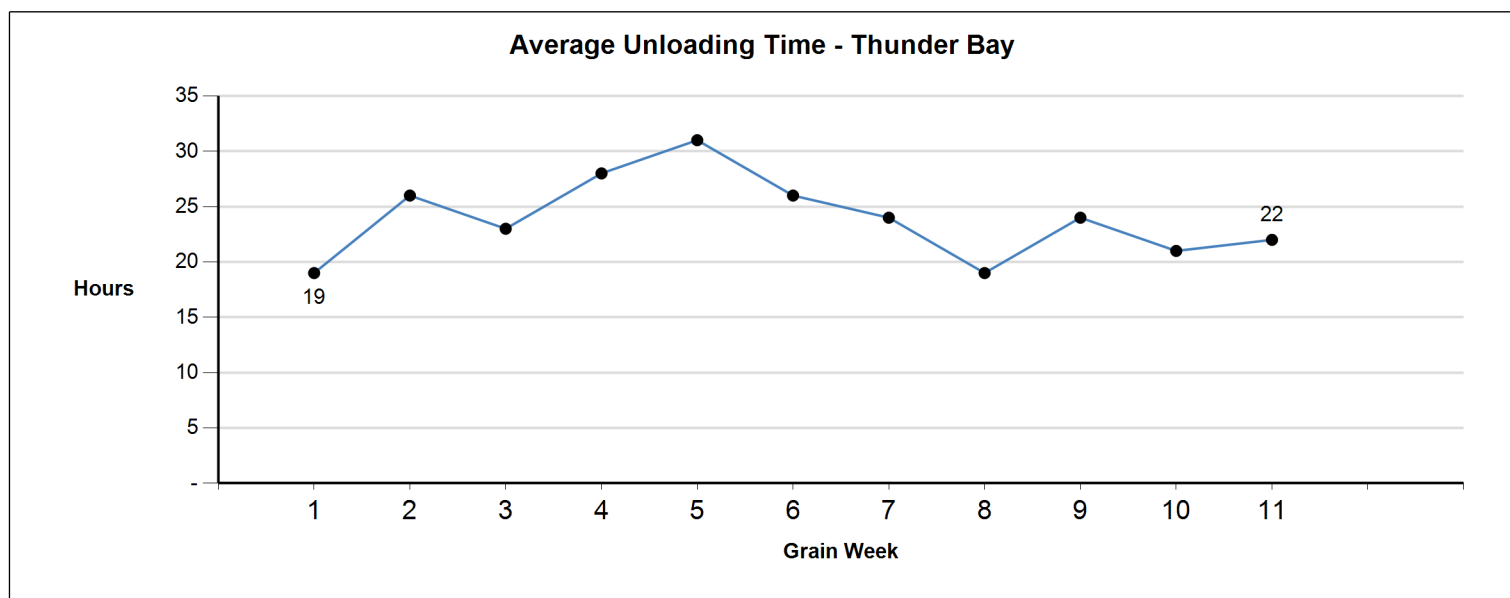
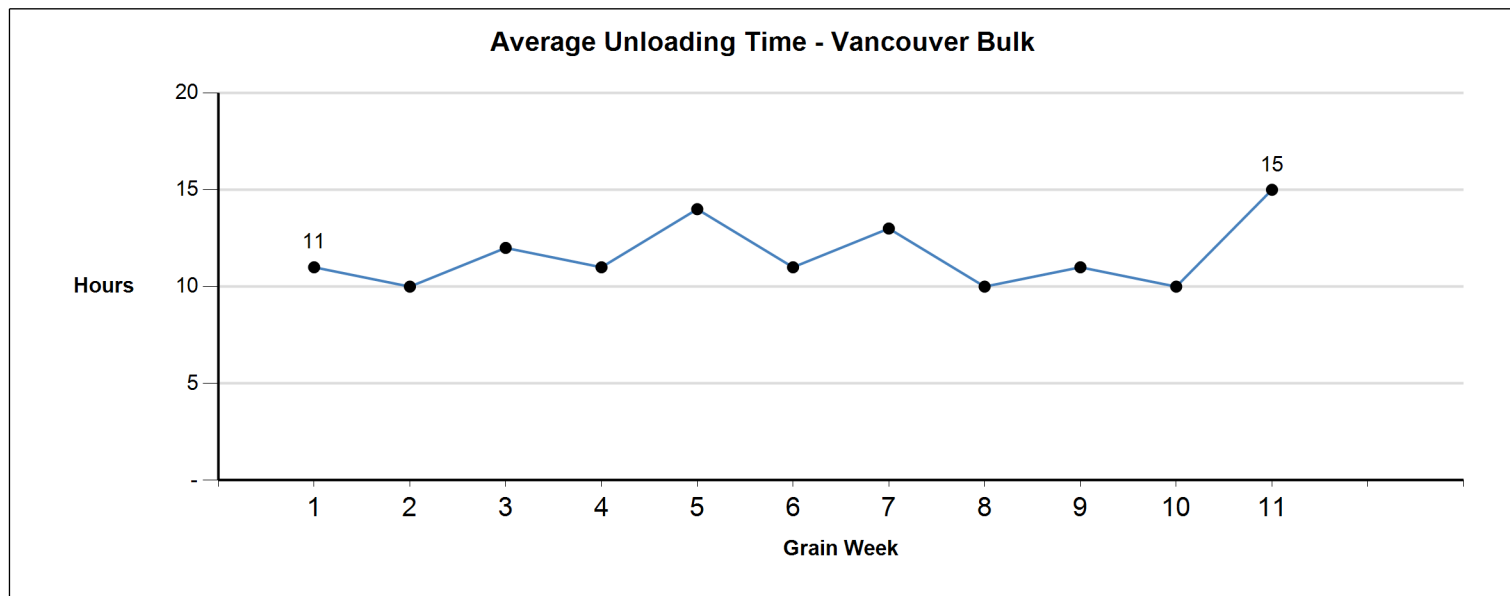




Destination Dwell Performance



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.