

Week 12 Performance

CN and CP supplied a combined 97% of hopper cars ordered in grain week 12, an increase from last week's 96%, marking a slight decrease in performance on CN offset by an increase in performance on CP. CN's performance was above the 90% threshold for the twelfth consecutive week, supplying 98% of cars ordered. CP's performance increased week over week, supplying 96% of cars ordered as compared to 93% in the prior week. CN and CP combined will enter week 13 with 142 outstanding cars - a net 8% decrease (-13) from the 155 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 (+24) and a decrease in the number of outstanding hopper cars on CP by (-37) .

In week 12, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. Nominal performance declines were seen in the Prince Rupert and Eastern Canada corridors, which saw 98% and 99% of cars ordered for week 12 supplied on time. These two corridors represented 43% of total hopper car demand for CN in week 12.

CP saw performance hold or improved in 3 of 5 corridors with performance declines seen in the Vancouver Other / W. Canada and Thunder Bay corridors, which represented 38% of total hopper car demand for CP in week 12.

All outstanding orders (4) remain current - i.e. unfulfilled week 12 orders.

CN

- CN supplied 98% of hopper cars ordered for week 12, representing a decrease from last week's 99% order fulfillment performance. CN supplied 5,086 of 5,176 cars ordered, failing to supply 90 cars ordered.
- During week 12, CN supplied a total of 5,137 hoppers with 4 being outstanding orders placed prior to week 12 (see table page 3).
- CN's performance was consistent across all shippers with all shippers receiving 96% or more of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the fourth consecutive week.
- Shipper demand for hopper cars is 9% lower in week 13, declining to 4,667 and is expected to increase 14% to 5,342 cars in week 14.
- Heading into week 13, CN has 28 outstanding orders, reflecting an increase (+24) from the 4 outstanding orders at the beginning of week 12.

CP

- CP fulfilled 96% of hopper cars ordered for week 12, reflecting an increase from the 93% seen last week.
- For week 12, CP supplied 5,000 of 5,202 cars ordered, failing to supply 202 cars ordered.
- During week 12, CP supplied a total of 4,406 hoppers including 150 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the eighth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 1% to 5,277 in week 13 and is expected to decrease 12% to 4,670 cars in week 14.
- CP's performance was consistent across all shippers' performance with 91% of shippers receiving 90% or more of cars ordered on time.
- Heading into week 13, CP has 114 outstanding orders, representing a 25% decline (-37) from the 151 outstanding orders entering week 12.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 12.
- Preliminary indications suggest that there will be no rationing in week 13.
- Through the first 12 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 12.
- Preliminary indications suggest that there will be no rationing in week 13.



Weekly Performance Update - To Grain Week 12 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada

- Through the first 12 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 12			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	5,176	4,832	344	43,973	3,664	46,814	3,901	(2,841)	(236)
CP	5,202	4,544	658	51,196	4,266	51,336	4,278	(140)	(11)
Total	10,378	9,376	1,002	95,169	7,930	98,150	8,179	(2,981)	(247)

Cars Shipped

Railway	Corridor	Week 12	YTD
CN	N.A. Domestic	523	3,639
	Prince Rupert	1,457	12,406
	Thunder Bay	553	5,806
	Vancouver	1,650	20,732
Total		4,183	42,583
CP	N.A. Domestic	362	4,267
	Thunder Bay	1,598	14,064
	Vancouver	2,817	31,914
Total		4,777	50,245

Empty Hopper Cars Supplied - Week 12 (All Want Weeks)

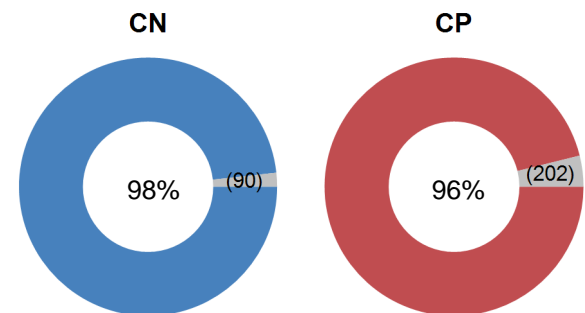
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	5,085	4,482	4	140	48	2	5,137	4,624
CP	3,992	3,141	150	585	264	806	4,406	4,532
Total	9,077	7,623	154	725	312	808	9,543	9,156

Supplied by Block Size

Block Size	Week 12			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	6%	5%	3%	4%	3%
25	4%	2%	3%	4%	2%	3%
50	5%	7%	6%	10%	7%	9%
100	88%	85%	87%	83%	87%	85%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,176	5,202	10,378
Current Week Order Fulfillment			
Supplied in Current Week	5,085	3,992	9,077
Supplied Early	1	1,008	1,009
Total Cars Supplied for Want Week	5,086	5,000	10,086
Current Week Unfulfilled Demand	(90)	(202)	(292)
% Current Week Orders Supplied	98%	96%	97%



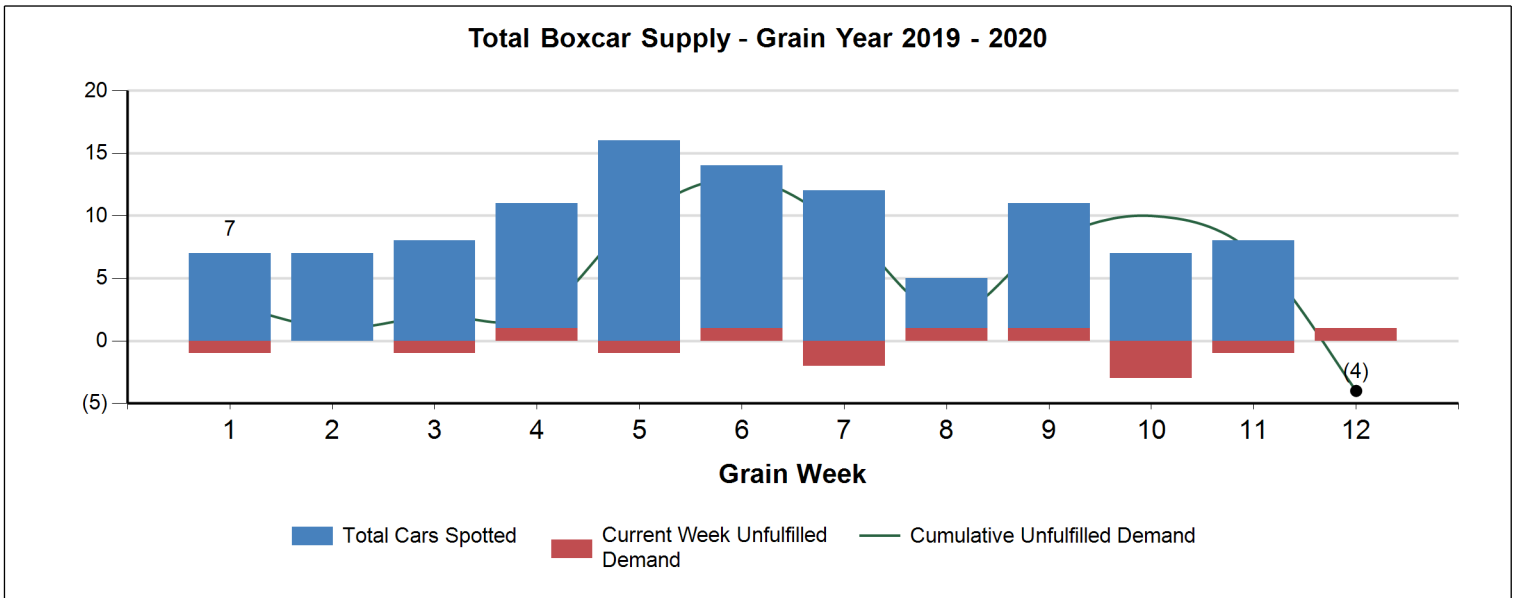
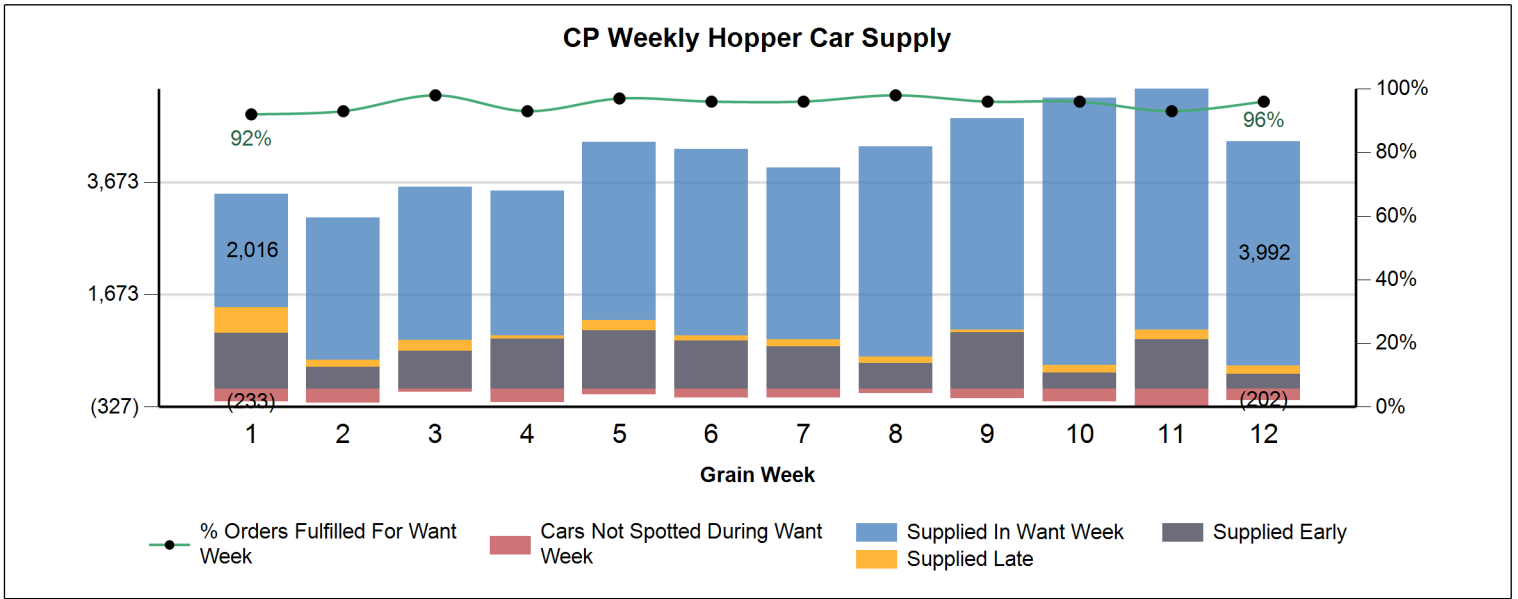
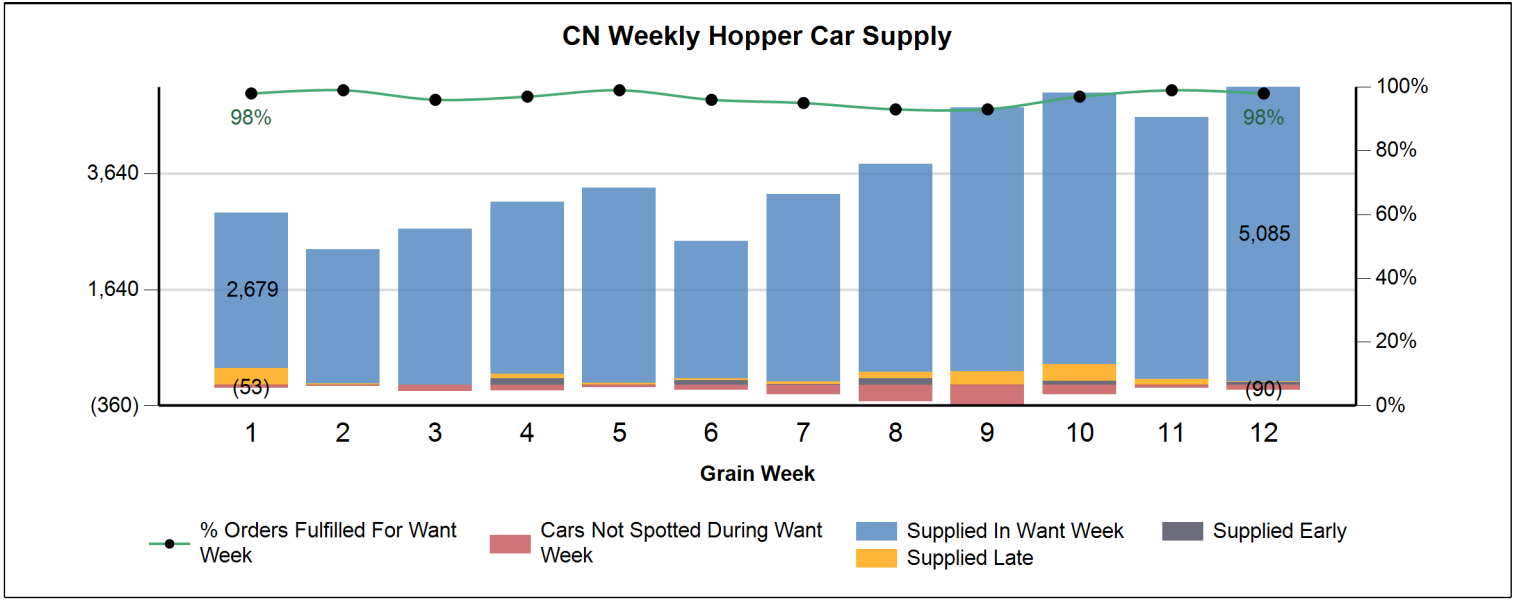
Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 12		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	30	38	29	39
CP	31	71	29	51

Dwell Time (Hours) at Destination (All Traffic)

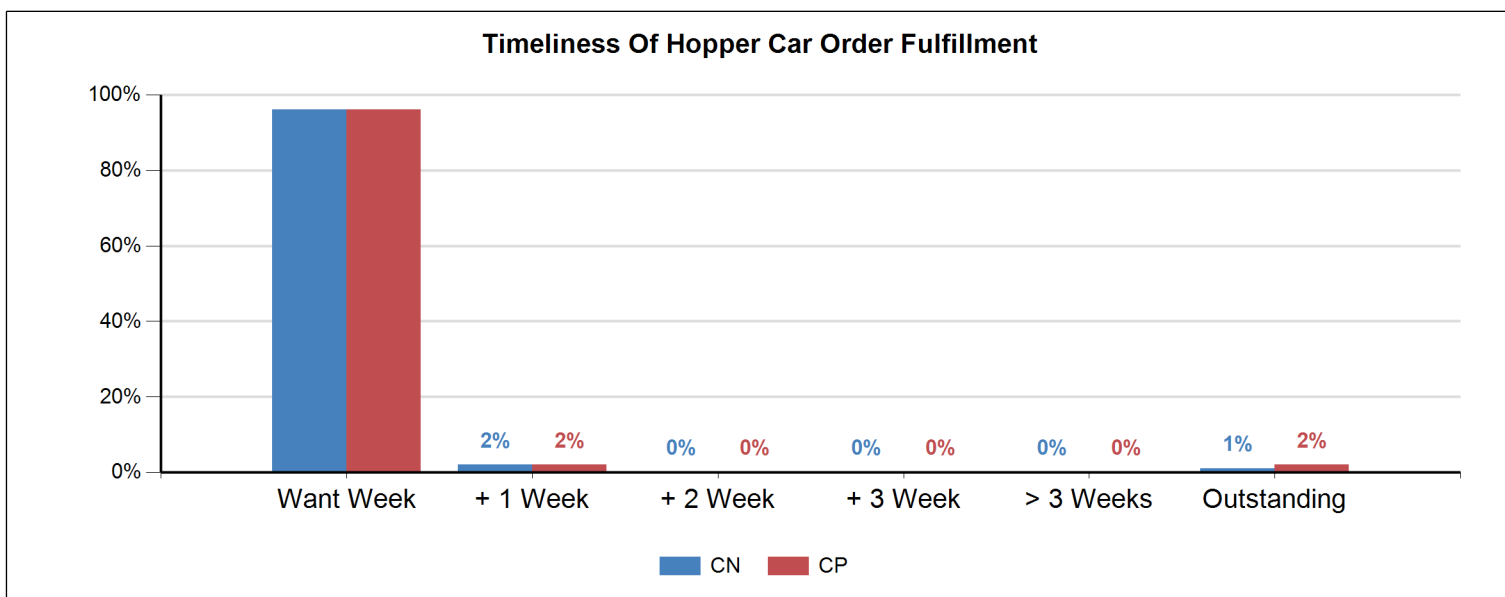
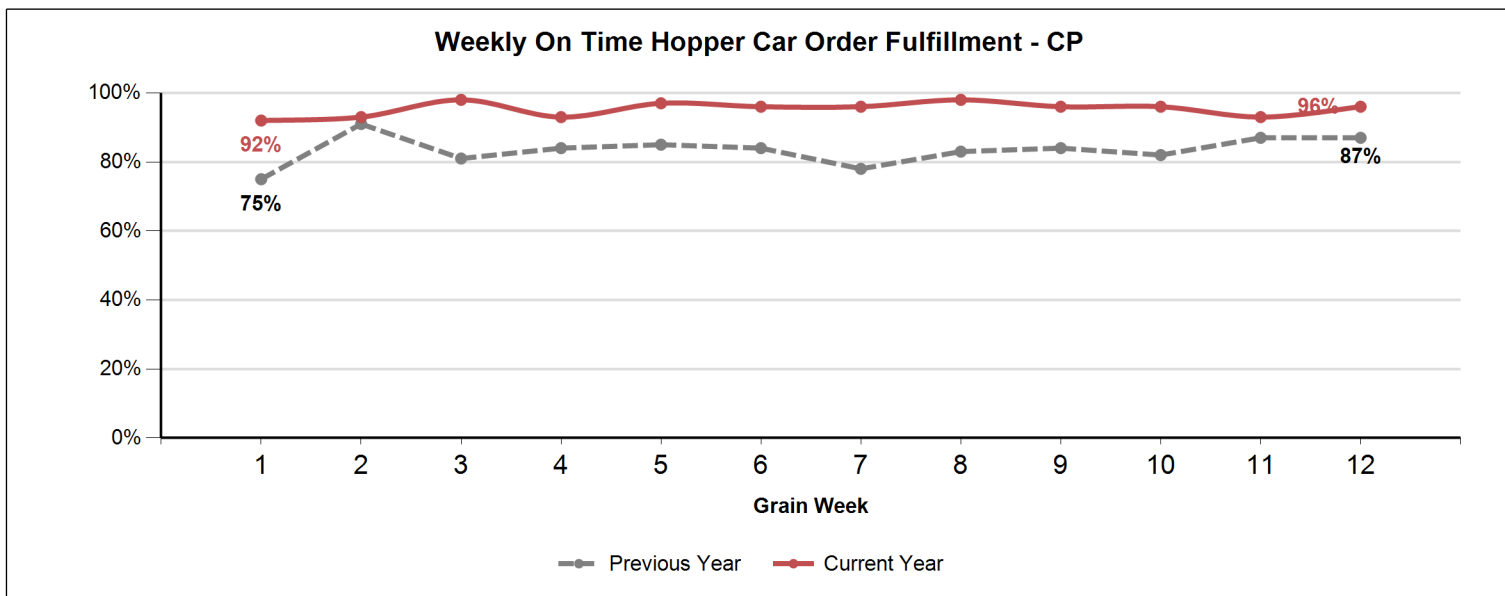
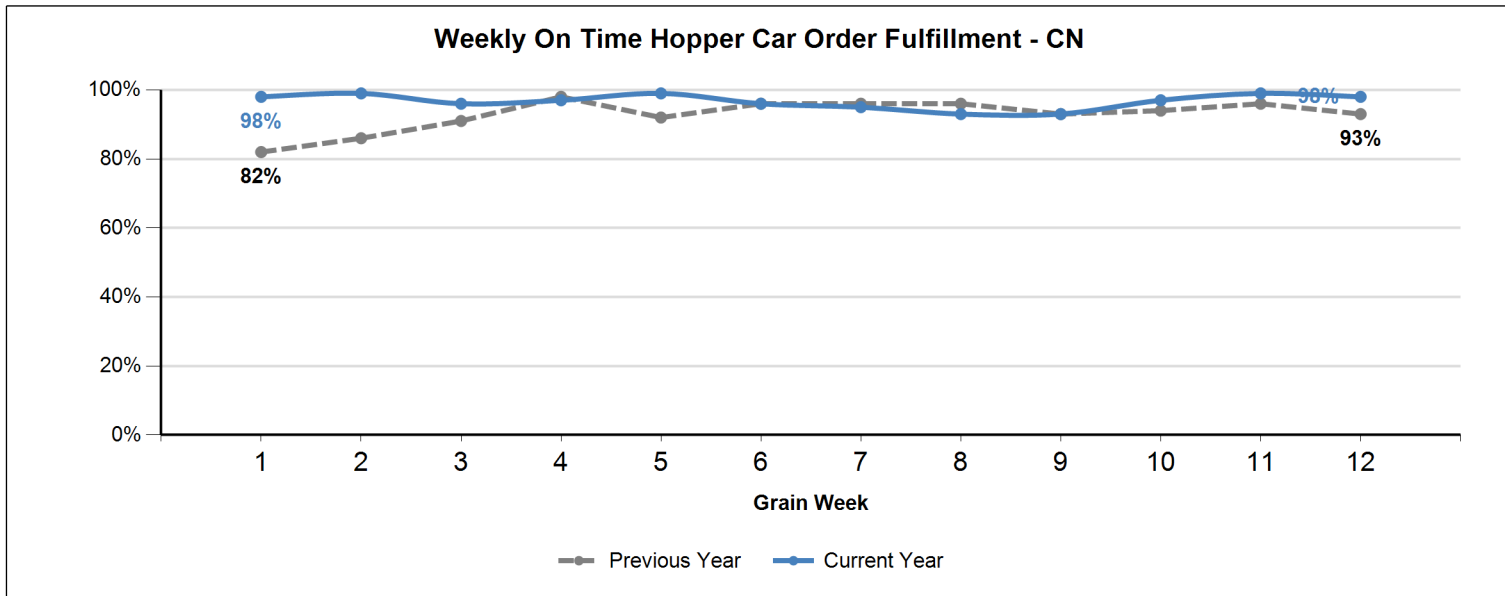
		Week 12		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	33	26	19	22
	CP	22	25	24	22
Thunder Bay	CN	26	33	21	43
	CP	44	30	36	49

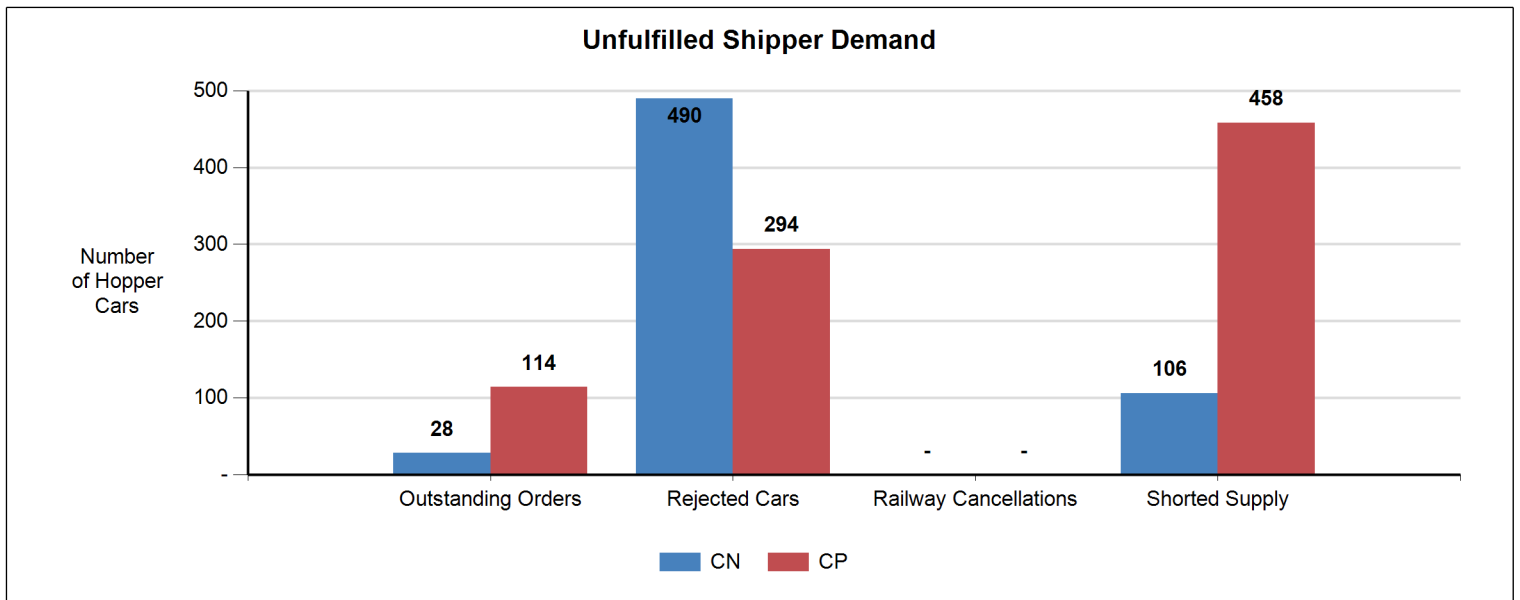
Weekly Performance Update - To Grain Week 12 (Grain Year 2019-20)
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Corridor Performance

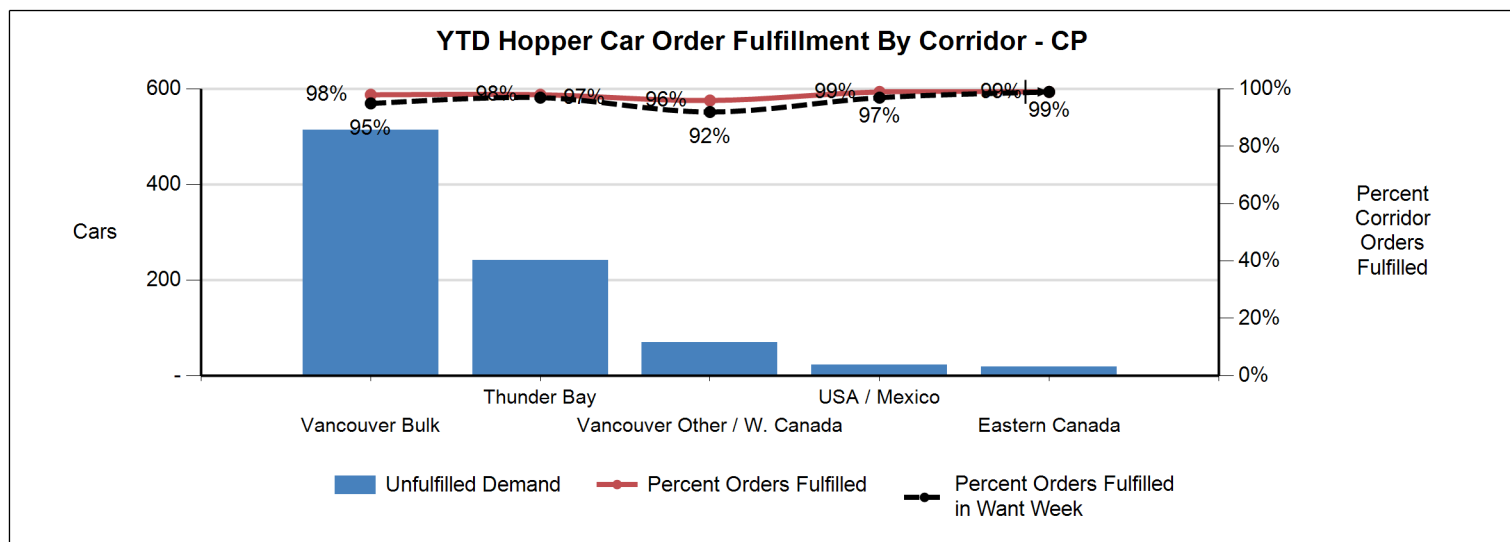
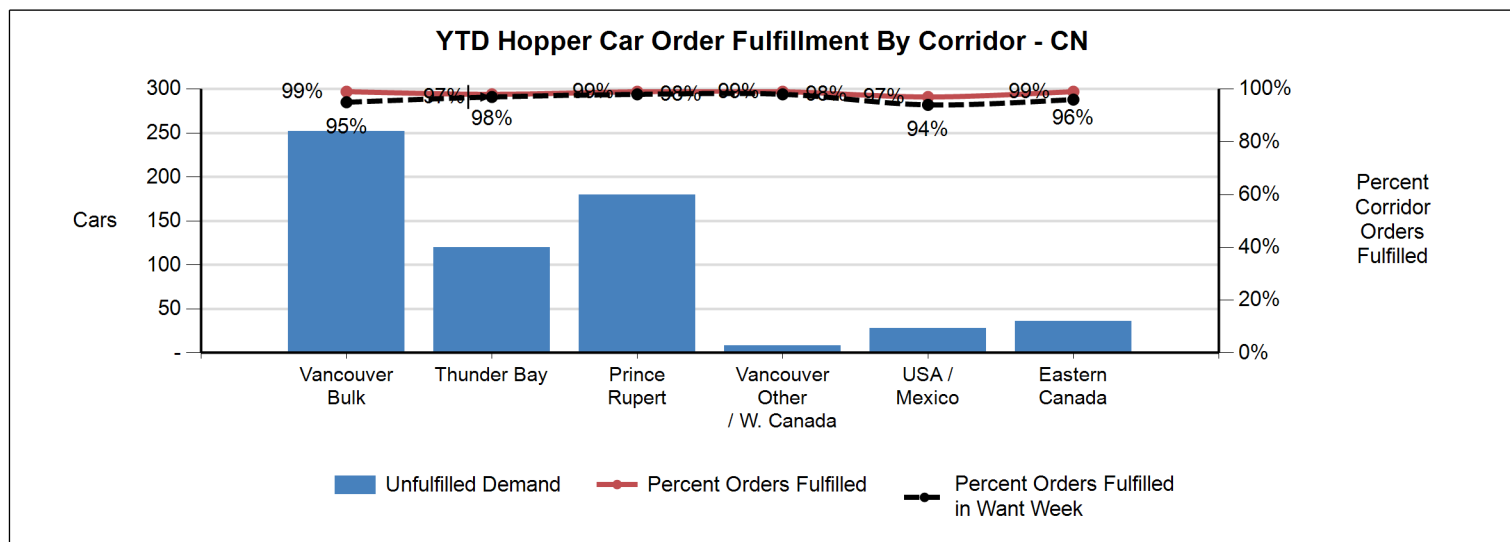
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 12

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	20,921	20,669	(252)	99%
	Thunder Bay	5,977	5,857	(120)	98%
	Prince Rupert	12,664	12,484	(180)	99%
	Vancouver Other / W. Canada	867	859	(8)	99%
	USA / Mexico	1,112	1,084	(28)	97%
	Eastern Canada	2,432	2,396	(36)	99%
Total		43,973	43,349	(624)	99%
CP	Vancouver Bulk	31,298	30,784	(514)	98%
	Thunder Bay	14,325	14,083	(242)	98%
	Vancouver Other / W. Canada	1,716	1,647	(69)	96%
	USA / Mexico	2,350	2,327	(23)	99%
	Eastern Canada	1,507	1,489	(18)	99%
Total		51,196	50,330	(866)	98%



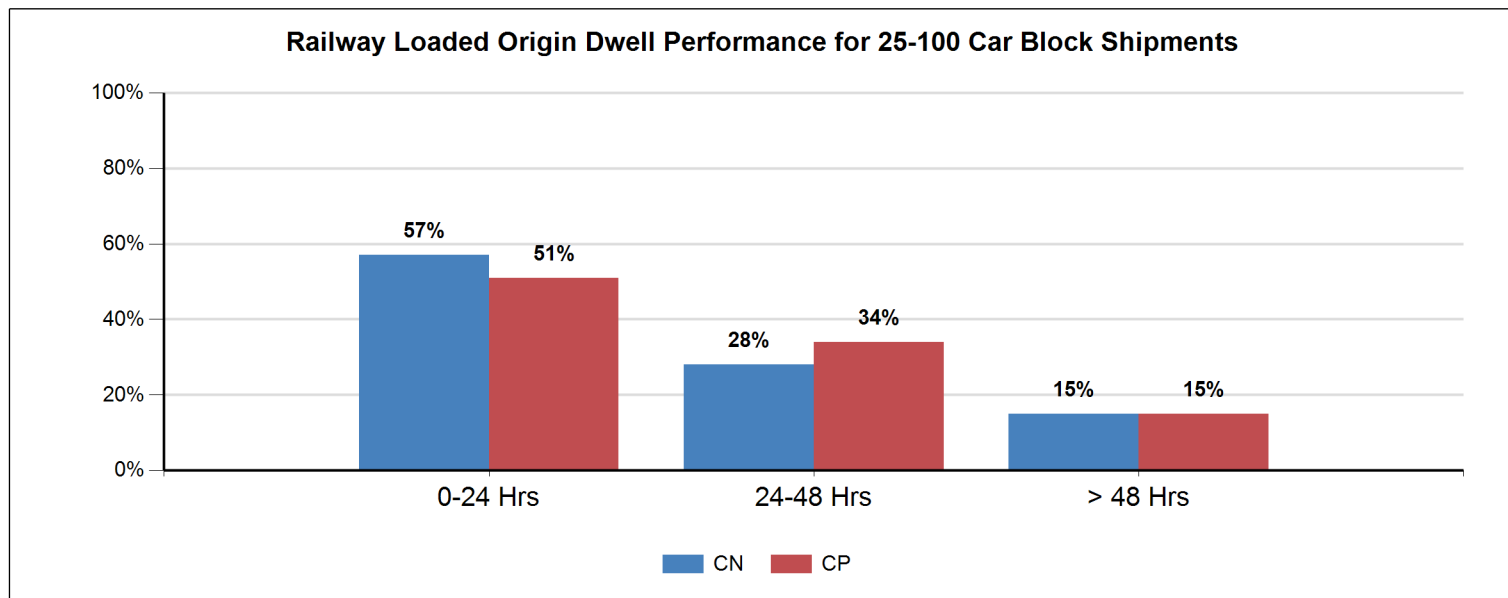
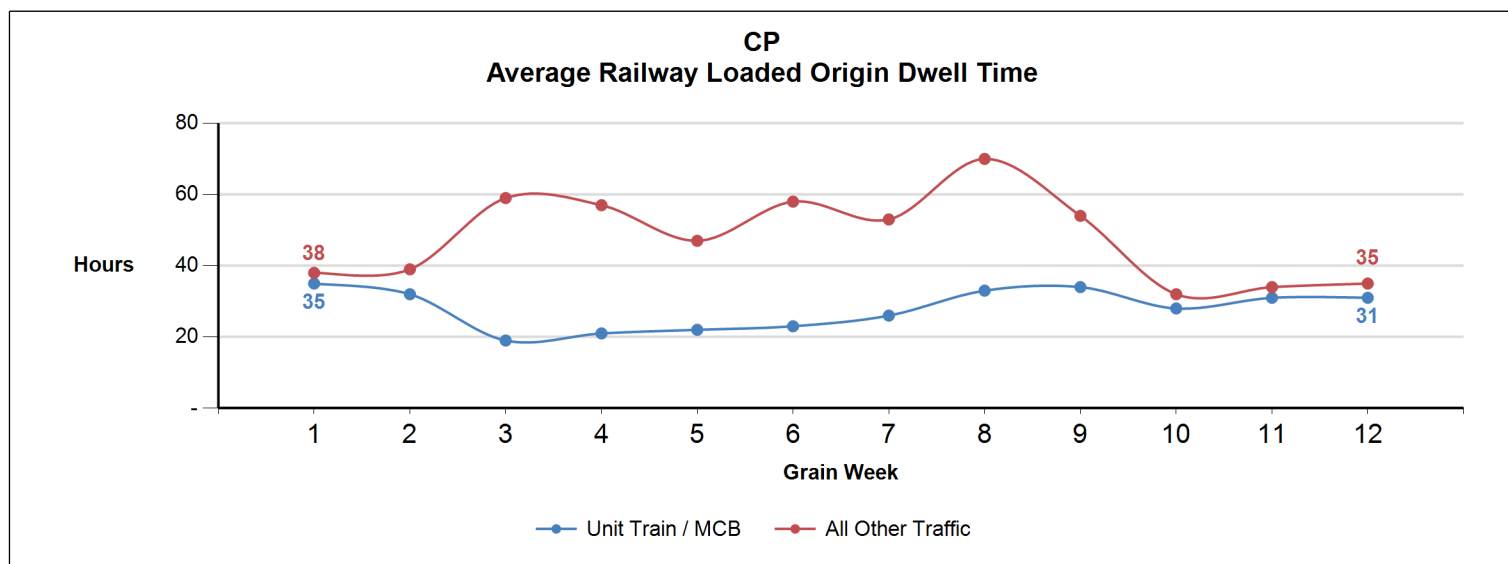
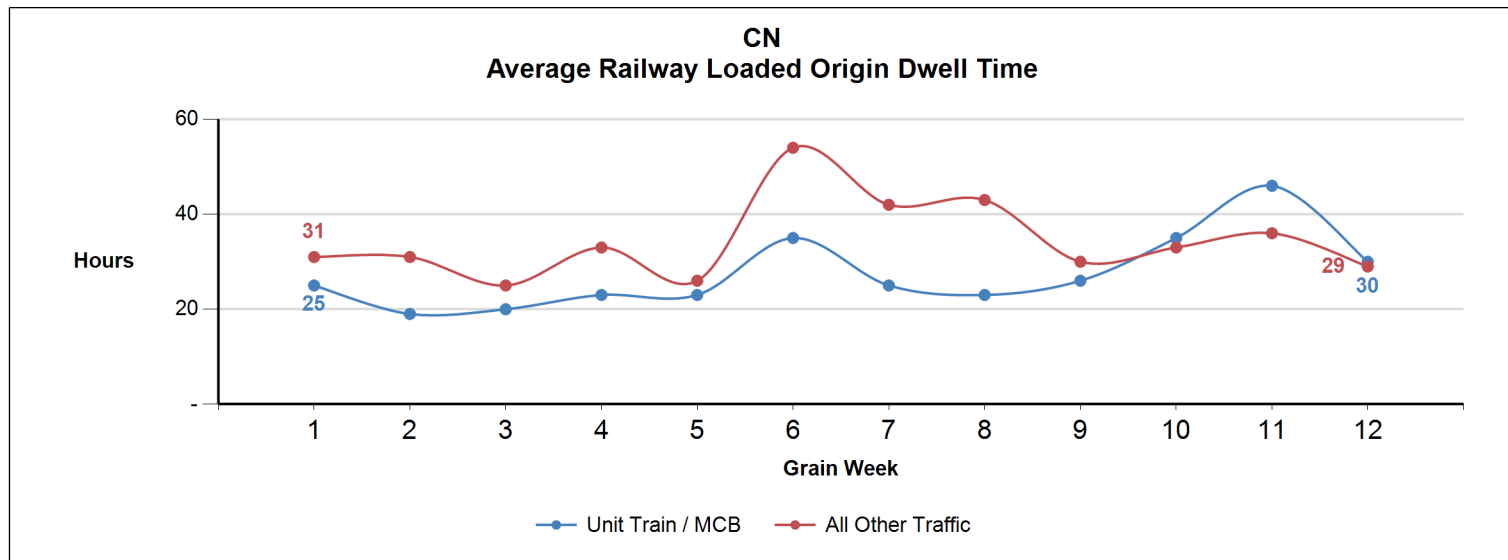
Hopper Cars Supplied in the Want Week by Corridor - To Week 12

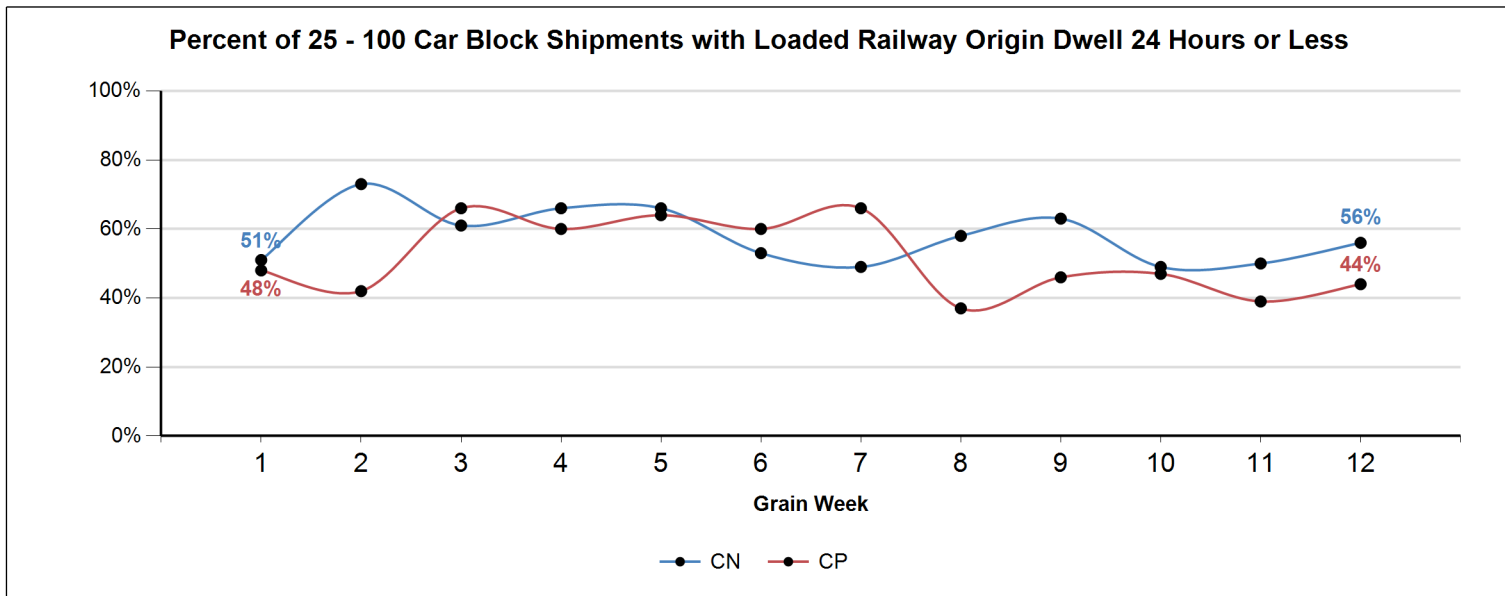
Railway	Corridor	Week 12			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,018	1,991	99%	20,921	19,932	95%
	Thunder Bay	709	697	98%	5,977	5,782	97%
	Prince Rupert	1,702	1,662	98%	12,664	12,458	98%
	Vancouver Other / W. Canada	53	53	100%	867	850	98%
	USA / Mexico	175	171	98%	1,112	1,050	94%
	Eastern Canada	519	512	99%	2,432	2,345	96%
	CN Total		5,176	5,086	98%	43,973	42,417
CP	Vancouver Bulk	3,064	3,009	98%	31,298	29,716	95%
	Thunder Bay	1,699	1,579	93%	14,325	13,900	97%
	Vancouver Other / W. Canada	158	132	84%	1,716	1,571	92%
	USA / Mexico	175	174	99%	2,350	2,289	97%
	Eastern Canada	106	106	100%	1,507	1,485	99%
	CP Total		5,202	5,000	96%	51,196	48,961



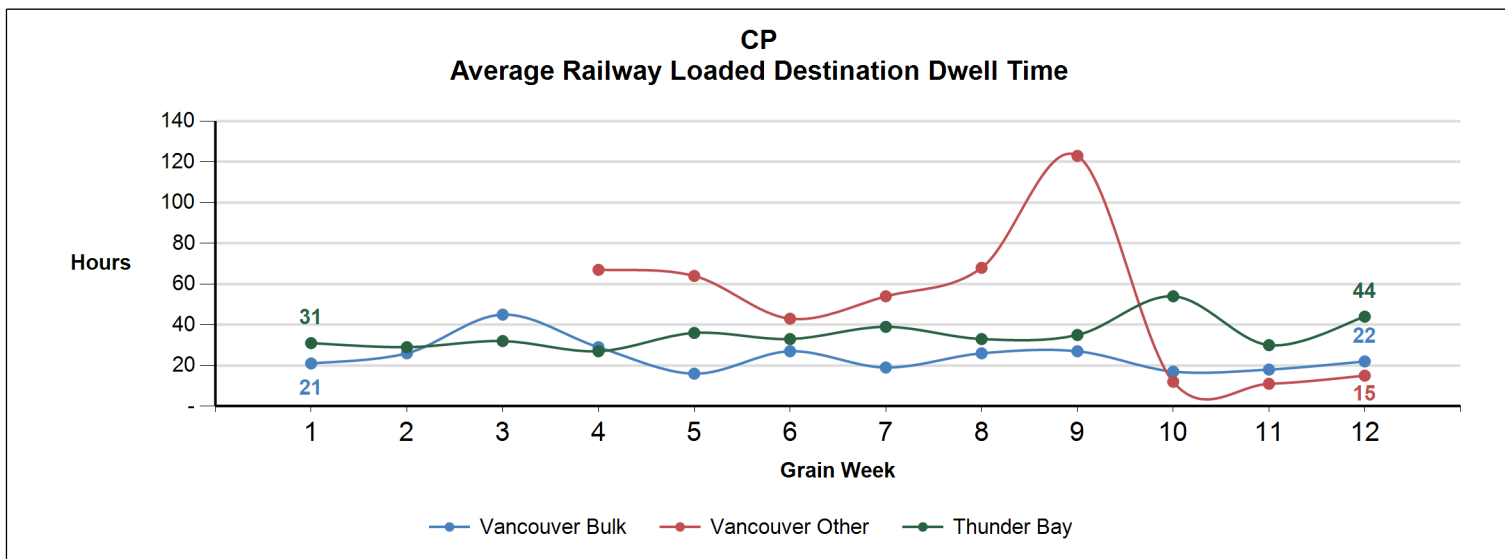
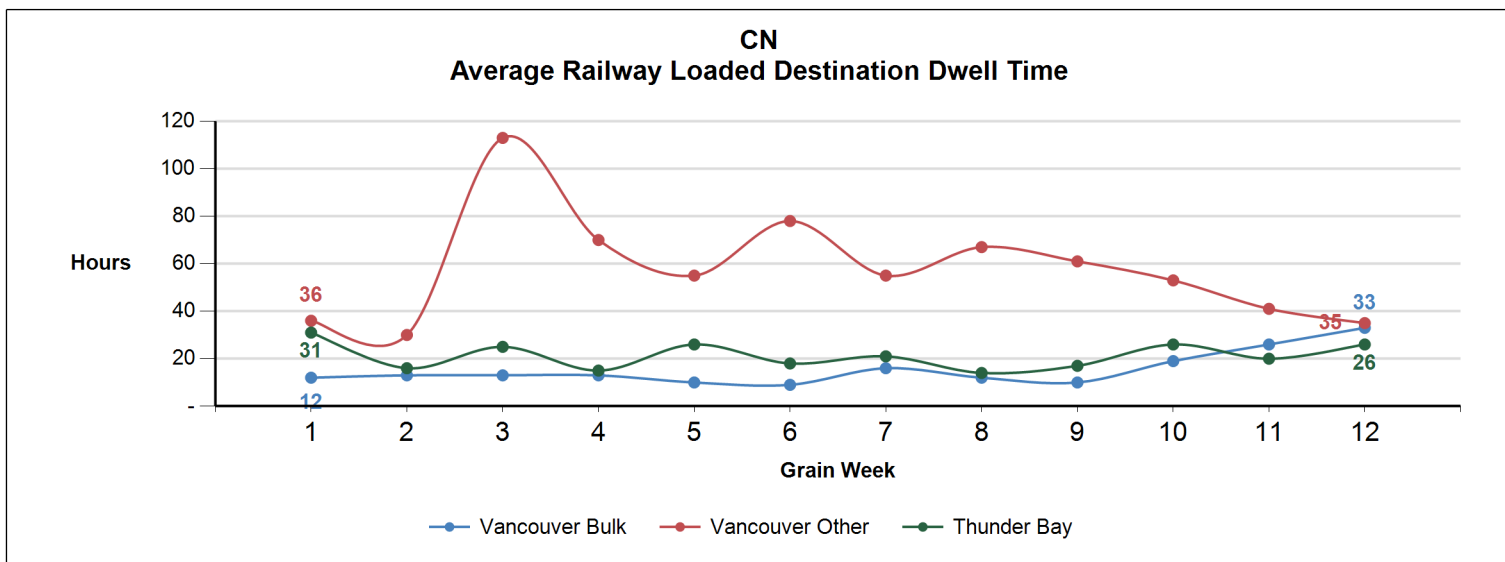


Origin Dwell Performance



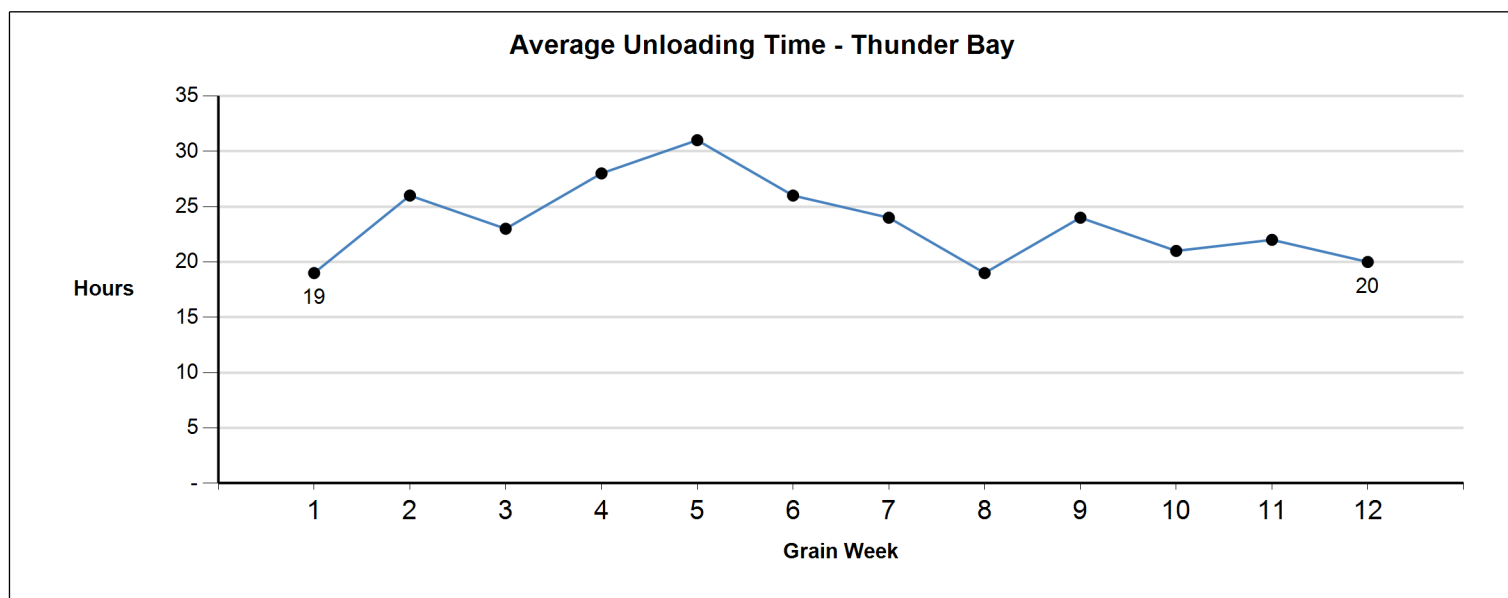
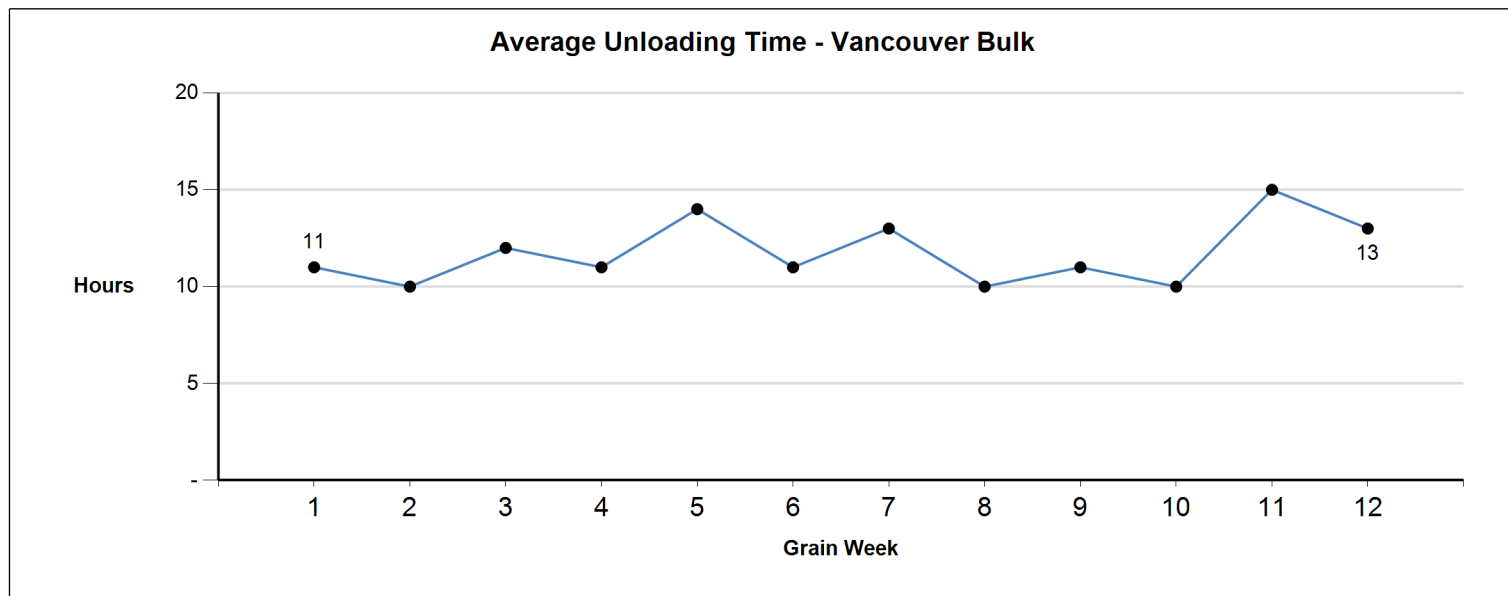


Destination Dwell Performance





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.