

Week 13 Performance

CN and CP supplied a combined 99% of hopper cars ordered in grain week 13, an increase from last week's 97%, marking an increase in performance on both CN and CP. CN's performance was above the 90% threshold for the thirteenth consecutive week, supplying 98% of cars ordered. CP's performance increased week over week, supplying 99% of cars ordered as compared to 96% in the prior week. CN and CP combined will enter week 14 with 34 outstanding cars - a net significant decrease (-106) from the 140 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 both CN by (-11) and CP by (-95), respectively.

In week 13, CN corridor performance improved or remained the same in 2 of 6 corridors relative to last week's performance. Performance declines were seen in the Vancouver Other / W. Canada and Thunder Bay corridors, which saw 98% and 97% of cars ordered for week 13 supplied on time. These two corridors represented 21% of total hopper car demand for CN in week 13. CP saw performance hold or improved in 4 of 5 corridors with a nominal drop in performance seen in the Eastern Canada corridor, which represented 1% of total hopper car demand for CP in week 13.

All outstanding orders (3) remain current - i.e. unfulfilled week 13 orders.

CN

- CN supplied 98% of hopper cars ordered for week 13, comparable to performance in week 12. CN supplied 4,128 of 4,198 cars ordered, failing to supply 70 cars ordered.
- During week 13, CN supplied a total of 4,108 hoppers with 28 being outstanding orders placed prior to week 13 (see table page 2).
- CN's performance was consistent across all shippers with all shippers receiving 94% or more of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the fifth consecutive week.
- Shipper demand for hopper cars is 20% higher in week 14, rising to 5,342 and is expected to decline 2% to 5,219 cars in week 15.
- Heading into week 14, CN has 17 outstanding orders, reflecting a 39% decrease (-11) from the 28 outstanding orders at the beginning of week 13.

CP

- CP fulfilled 99% of hopper cars ordered for week 13, reflecting an increase from the 96% seen last week.
- For week 13, CP supplied 5,748 of 5,821 cars ordered, failing to supply 73 cars ordered.
- During week 13, CP supplied a total of 5,667 hoppers including 118 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the ninth consecutive week in the current grain year.
- Shipper demand for hopper cars will decline 19% to 4,692 in week 14 and is expected to increase 24% to 5,799 cars in week 15.
- CP's performance was consistent across all shippers with all shippers receiving 97% or more of cars ordered on time.
- Heading into week 14, CP has 17 outstanding orders, representing a 85% decrease (-95) from the 112 outstanding orders entering week 13.

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 13.
- Preliminary indications suggest that there will be no rationing in week 14.
- Through the first 13 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 13.
- Preliminary indications suggest that there will be no rationing in week 14.
- Through the first 13 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to 97 for the same period last year.



Performance Dashboard

Hopper Car Demand

	Week 13			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	4,198	4,681	(483)	48,171	3,705	51,495	3,961	(3,324)	(255)
CP	5,821	4,623	1,198	57,017	4,385	55,959	4,304	1,058	81
Total	10,019	9,304	715	105,188	8,090	107,454	8,265	(2,266)	(174)

Cars Shipped

Railway	Corridor	Week 13	YTD
CN	N.A. Domestic	852	4,491
	Prince Rupert	1,315	13,725
	Thunder Bay	850	6,656
	Vancouver	2,061	22,794
Total		5,078	47,666
CP	N.A. Domestic	267	4,534
	Thunder Bay	2,049	16,121
	Vancouver	2,976	34,889
Total		5,292	55,544

Empty Hopper Cars Supplied - Week 13 (All Want Weeks)

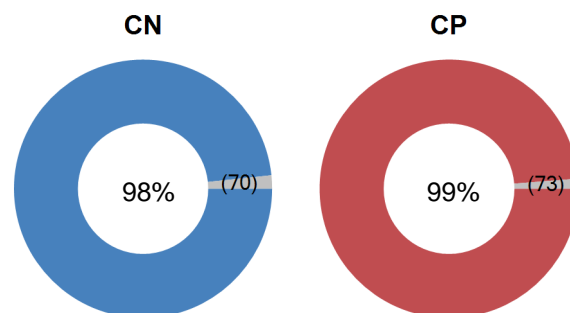
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,080	4,279	28	272		119	4,108	4,670
CP	5,129	3,738	230	716	308	852	5,667	5,306
Total	9,209	8,017	258	988	308	971	9,775	9,976

Supplied by Block Size

Block Size	Week 13			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	1%	2%	3%	3%	3%
25	2%	0%	1%	4%	2%	3%
50	11%	6%	8%	10%	7%	8%
100	84%	92%	89%	83%	88%	86%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,198	5,821	10,019
Current Week Order Fulfillment			
Supplied in Current Week	4,080	5,129	9,209
Supplied Early	48	619	667
Total Cars Supplied for Want Week	4,128	5,748	9,876
Current Week Unfulfilled Demand	(70)	(73)	(143)
% Current Week Orders Supplied	98%	99%	99%



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

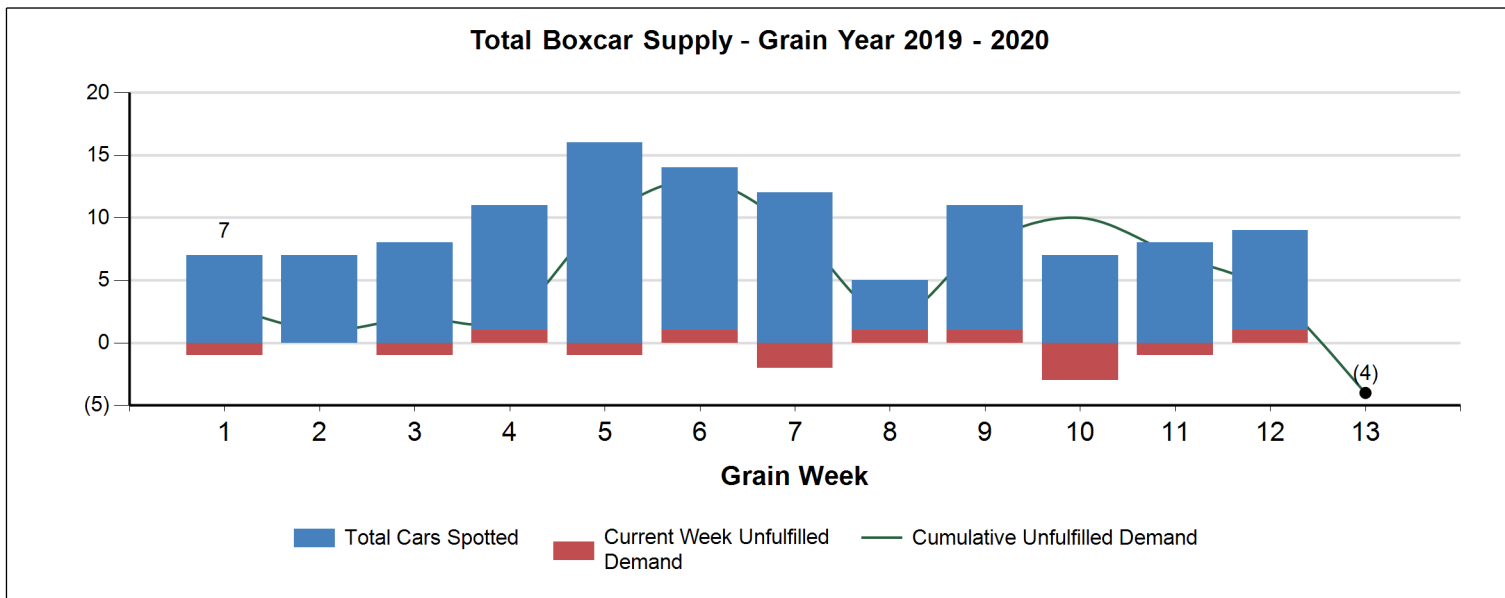
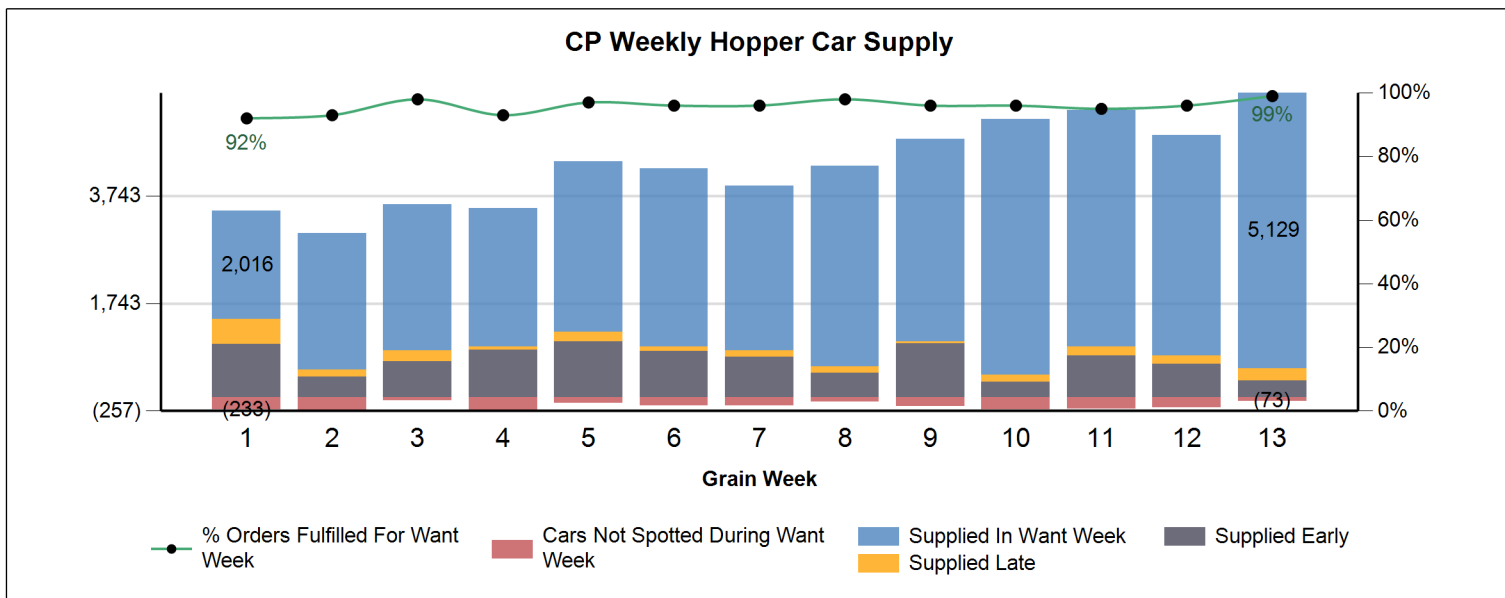
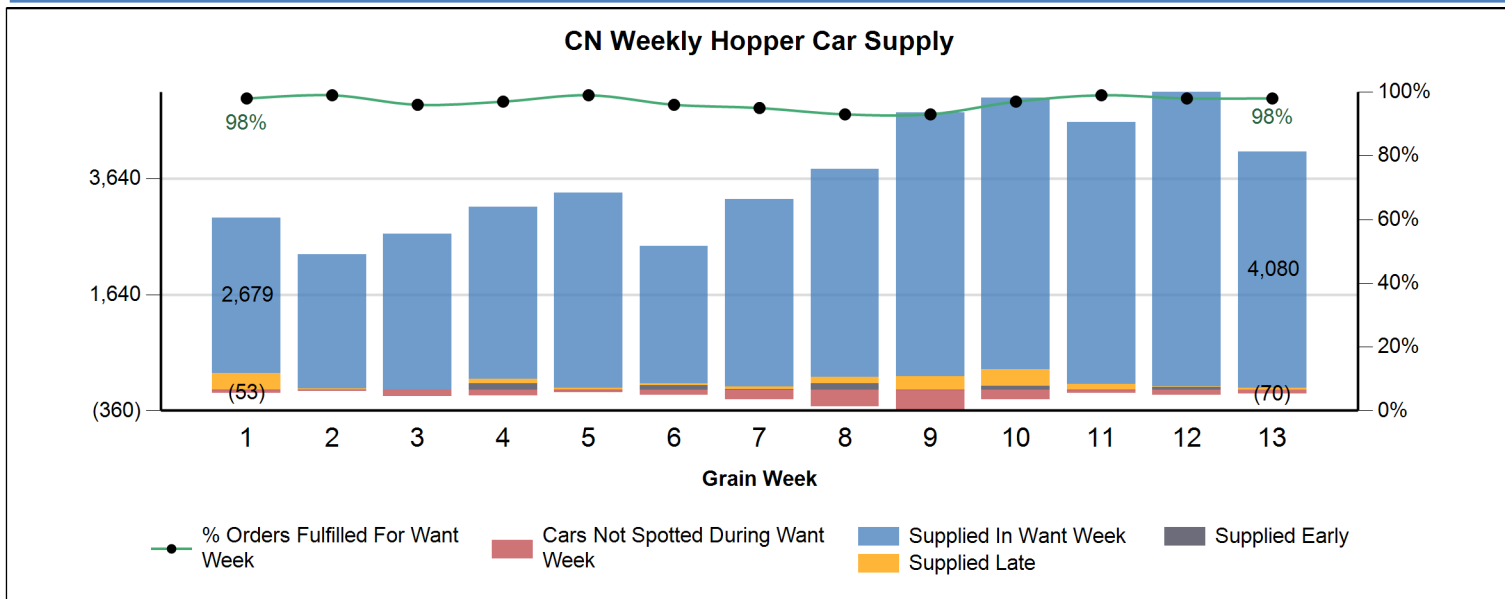
	Week 13		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	30	49	33	40
CP	24	56	28	51

Dwell Time (Hours) at Destination (All Traffic)

		Week 13		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	31	24	20	22
	CP	27	28	25	22
Thunder Bay	CN	26	50	21	44
	CP	35	36	36	48

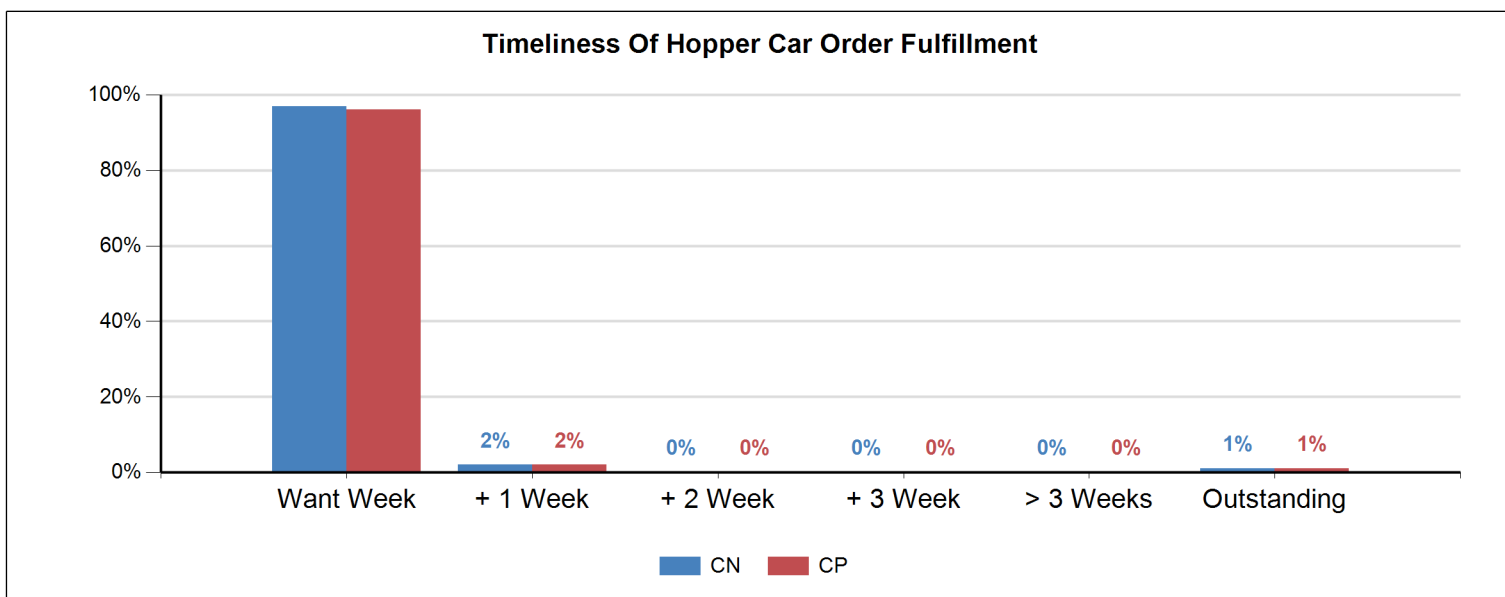
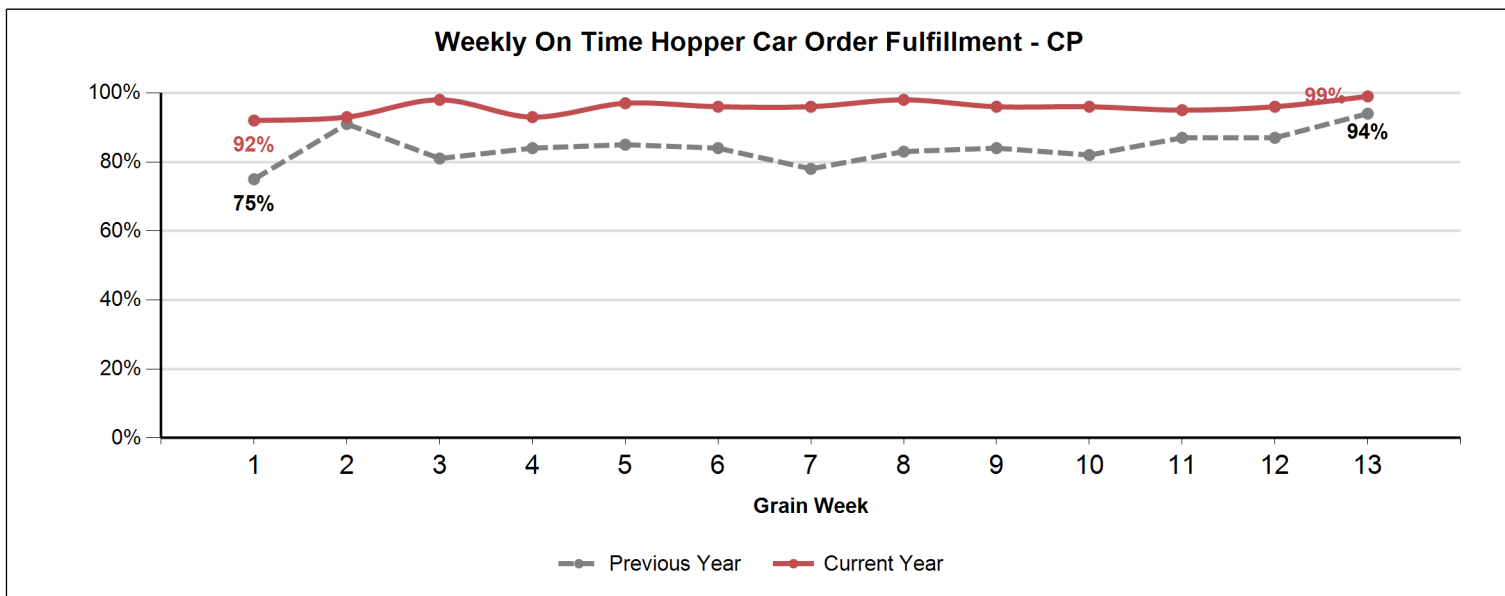
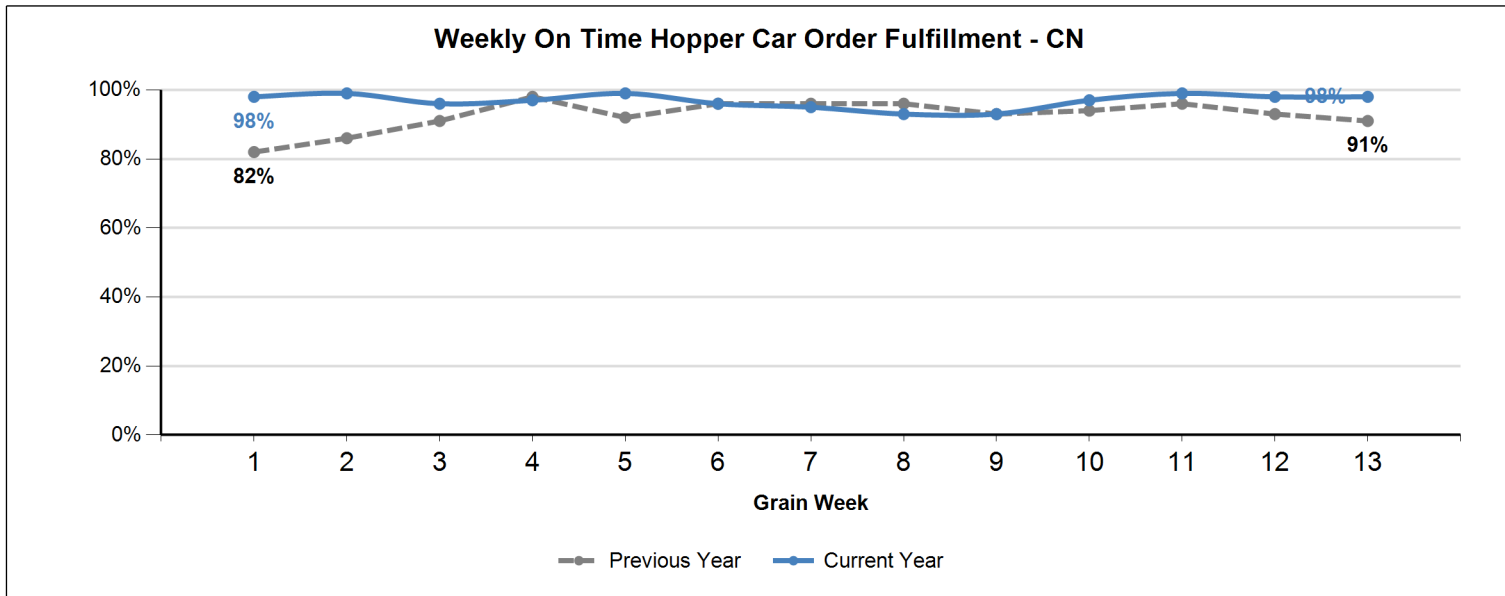


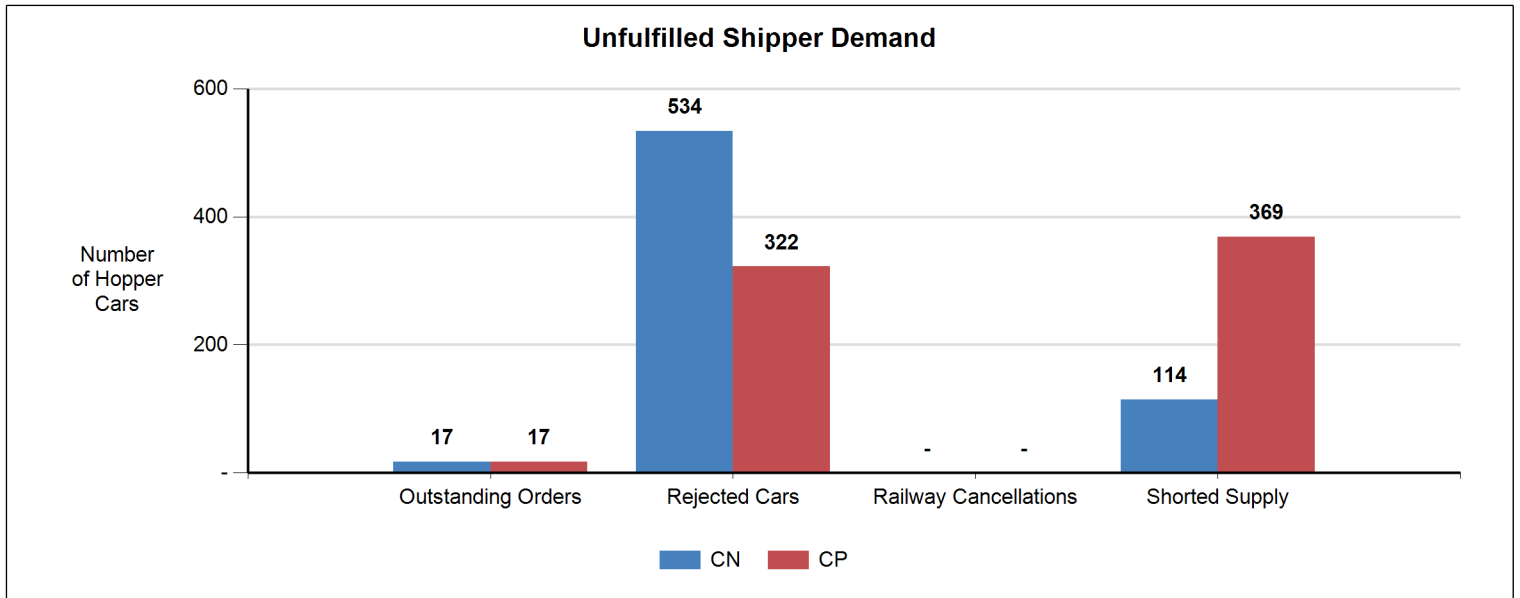
Weekly Performance Update - To Grain Week 13 (Grain Year 2019-20)
Covering 90% of grain movement originating in Western Canada





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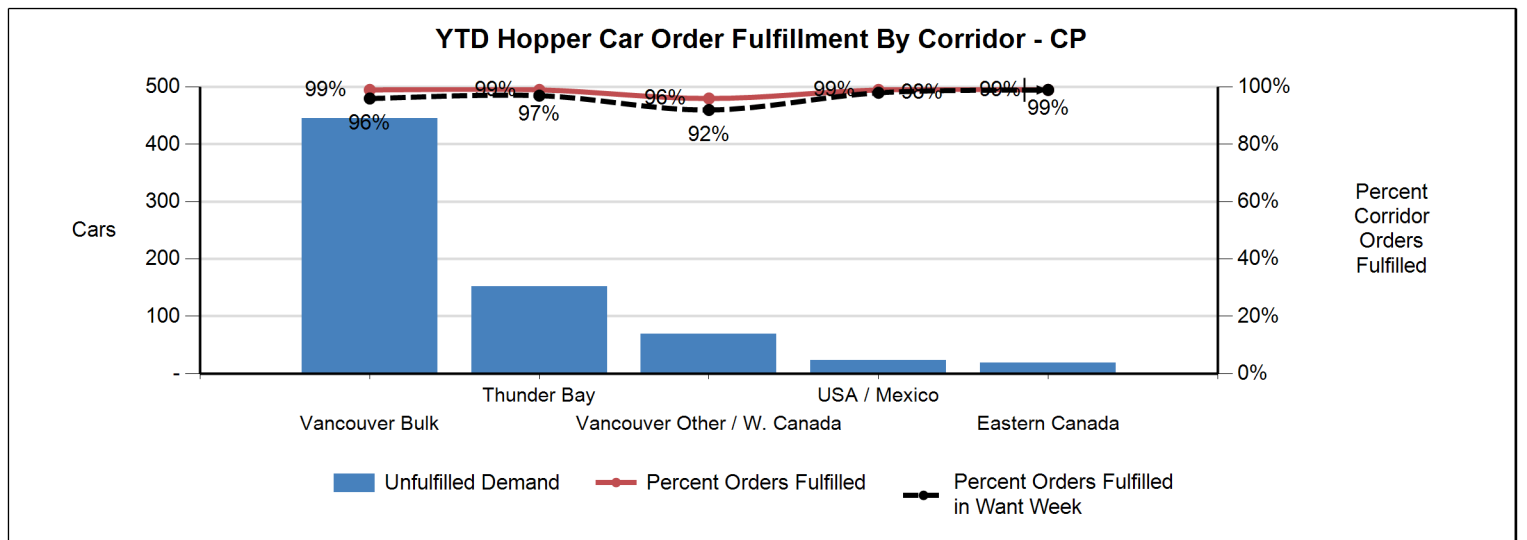
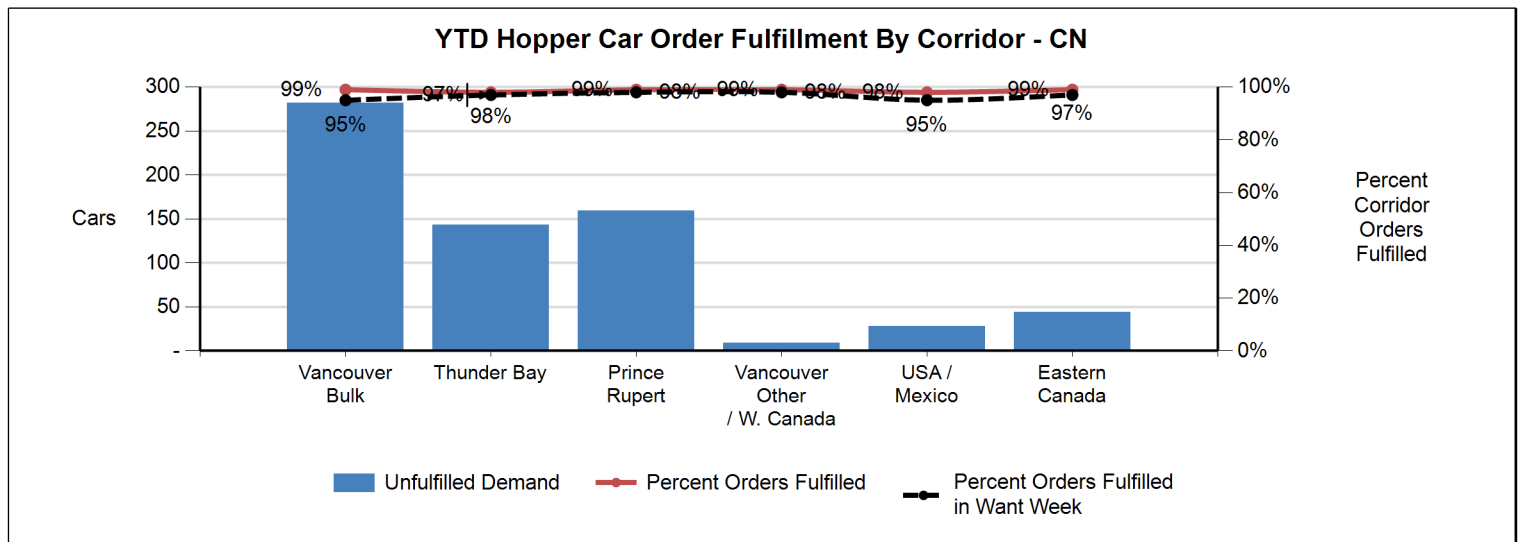
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 13

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	22,521	22,239	(282)	99%
	Thunder Bay	6,795	6,652	(143)	98%
	Prince Rupert	13,804	13,645	(159)	99%
	Vancouver Other / W. Canada	926	917	(9)	99%
	USA / Mexico	1,165	1,137	(28)	98%
	Eastern Canada	2,960	2,916	(44)	99%
Total		48,171	47,506	(665)	99%
CP	Vancouver Bulk	34,689	34,244	(445)	99%
	Thunder Bay	16,404	16,252	(152)	99%
	Vancouver Other / W. Canada	1,911	1,842	(69)	96%
	USA / Mexico	2,450	2,427	(23)	99%
	Eastern Canada	1,563	1,544	(19)	99%
Total		57,017	56,309	(708)	99%

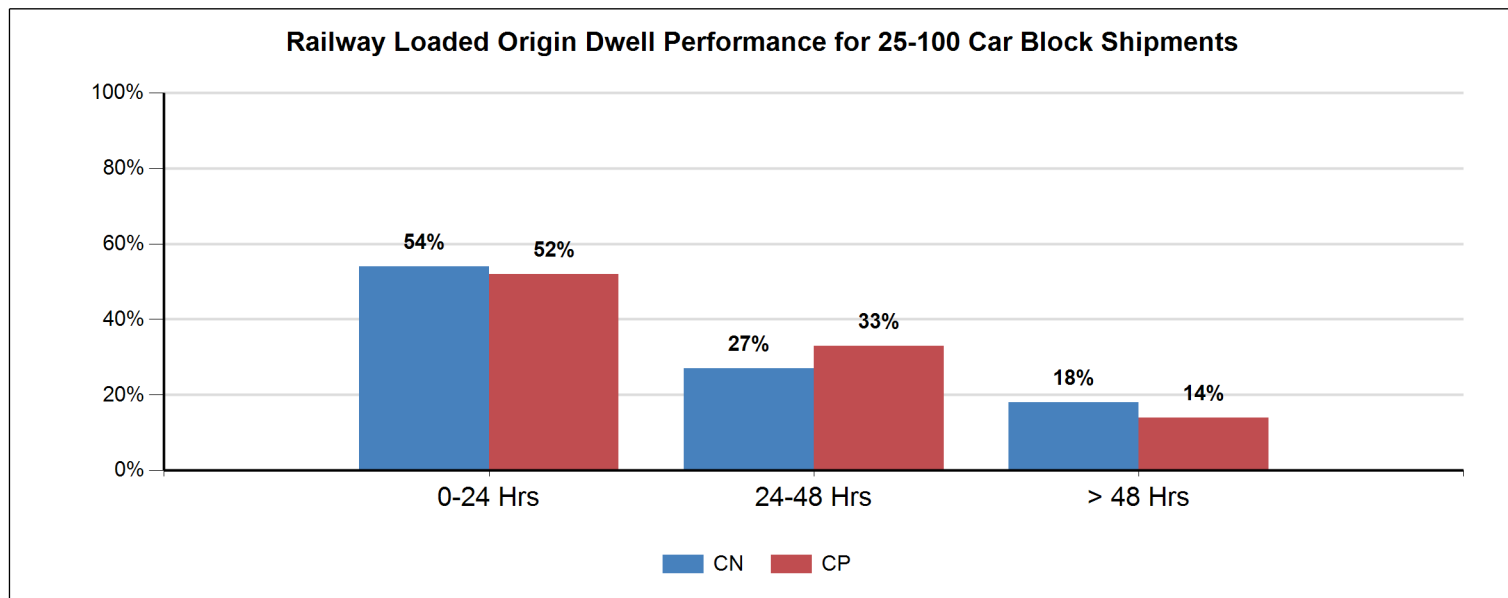
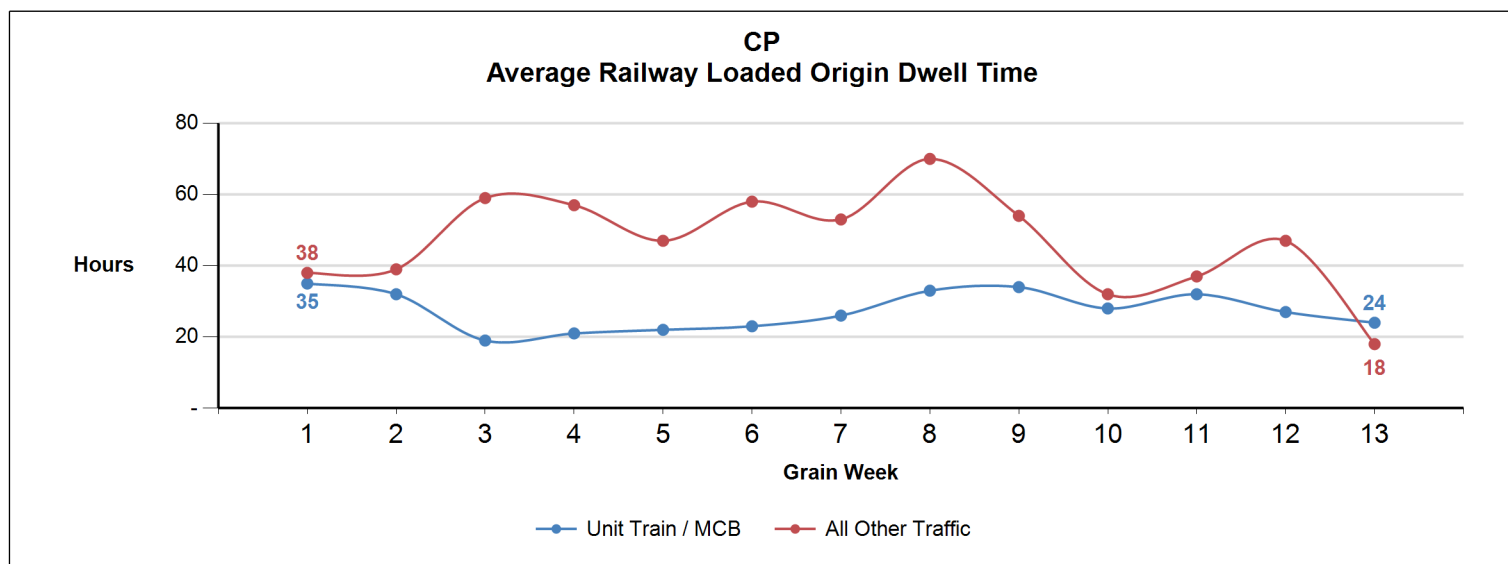
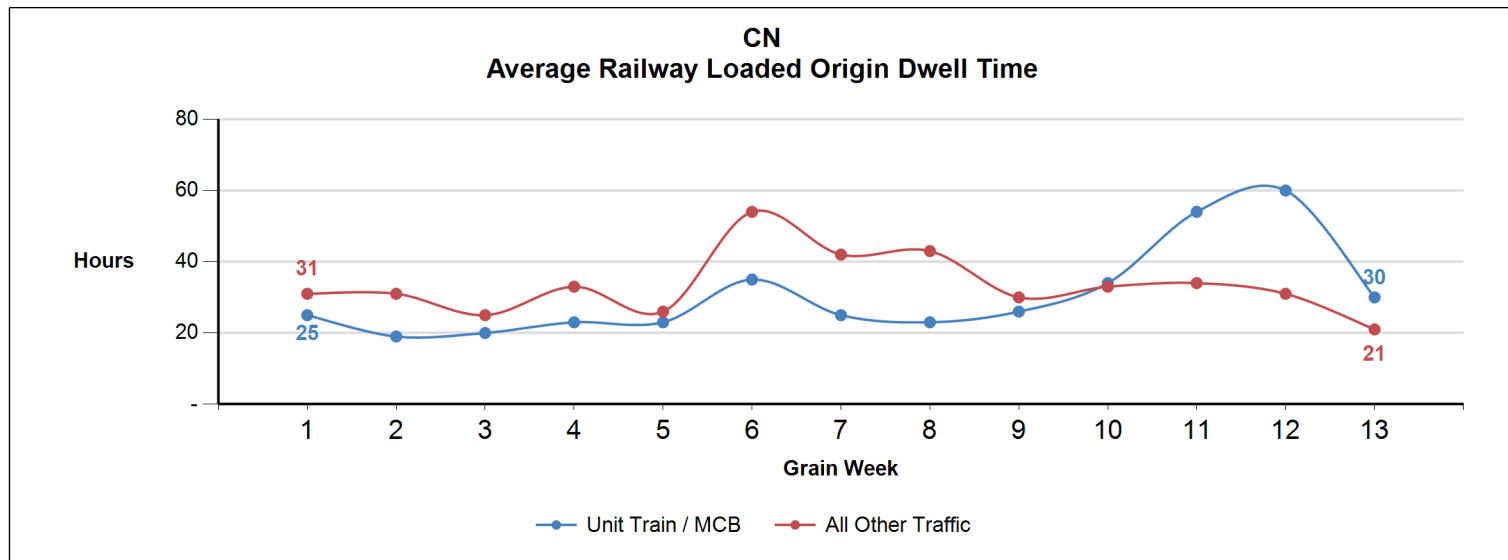
Hopper Cars Supplied in the Want Week by Corridor - To Week 13

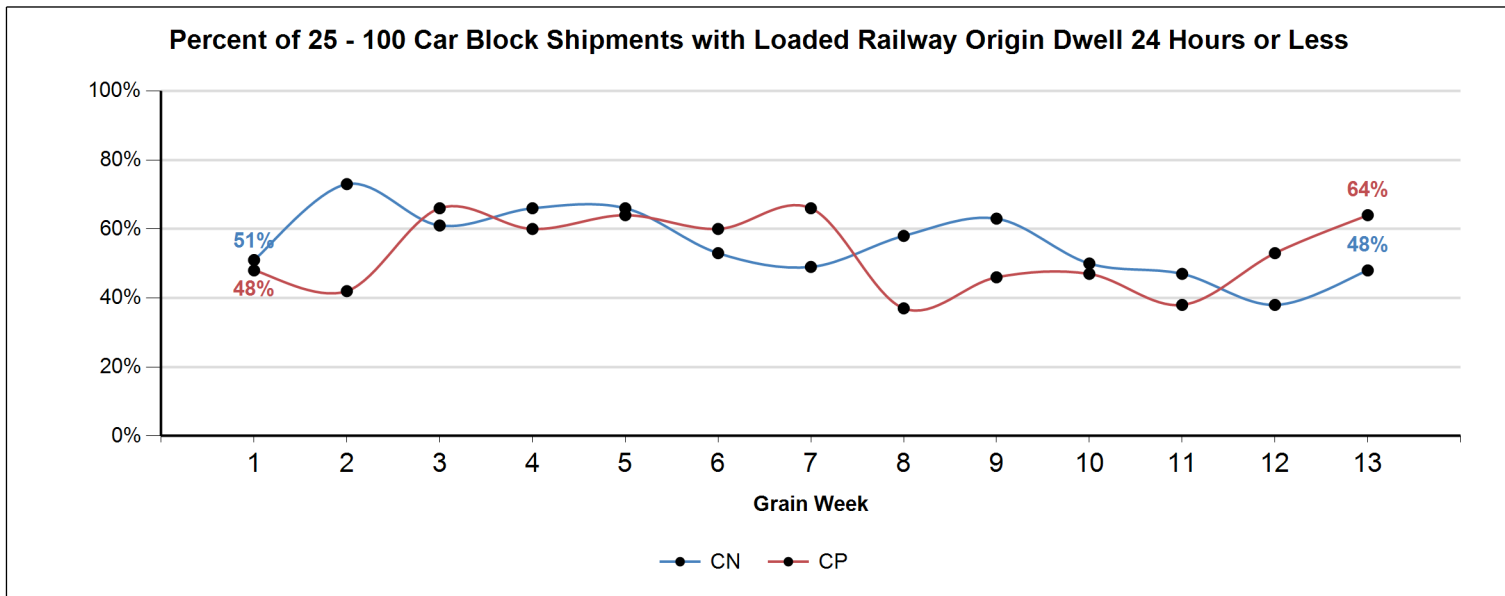
Railway	Corridor	Week 13			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,600	1,569	98%	22,521	21,502	95%
	Thunder Bay	818	795	97%	6,795	6,577	97%
	Prince Rupert	1,140	1,133	99%	13,804	13,591	98%
	Vancouver Other / W. Canada	59	58	98%	926	908	98%
	USA / Mexico	53	53	100%	1,165	1,103	95%
	Eastern Canada	528	520	98%	2,960	2,865	97%
	CN Total		4,198	4,128	98%	48,171	46,546
CP	Vancouver Bulk	3,391	3,342	99%	34,689	33,169	96%
	Thunder Bay	2,079	2,058	99%	16,404	15,958	97%
	Vancouver Other / W. Canada	195	193	99%	1,911	1,766	92%
	USA / Mexico	100	100	100%	2,450	2,389	98%
	Eastern Canada	56	55	98%	1,563	1,540	99%
	CP Total		5,821	5,748	99%	57,017	54,822



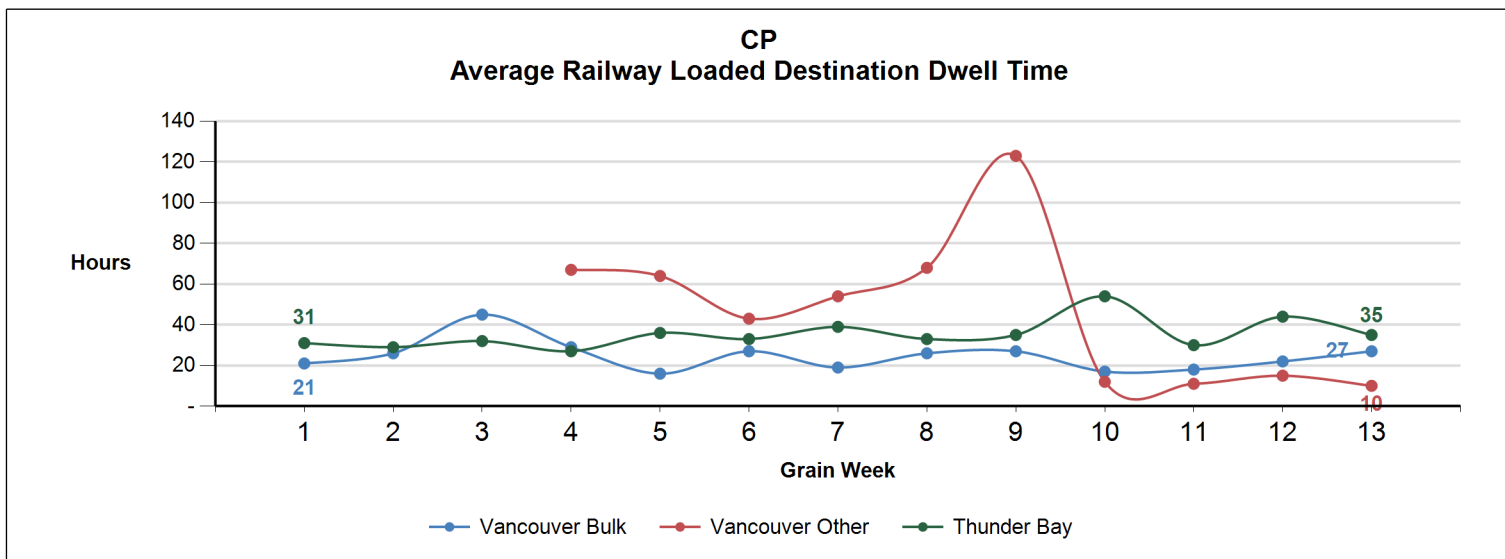
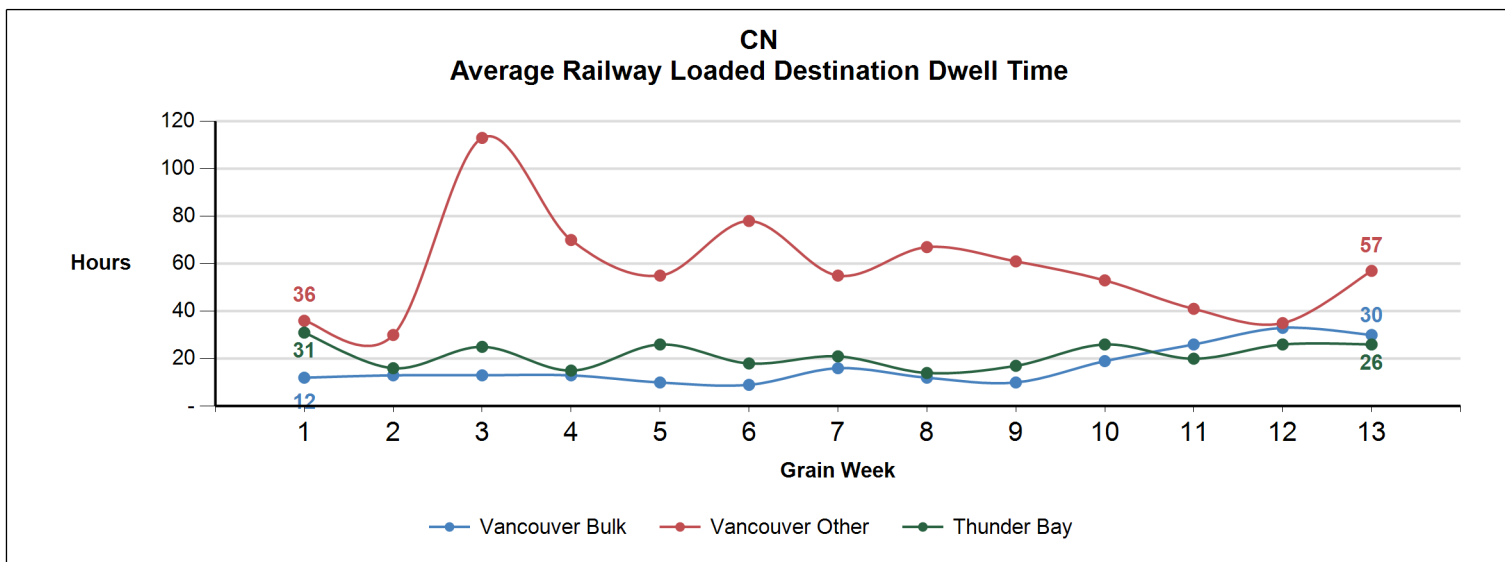


Origin Dwell Performance



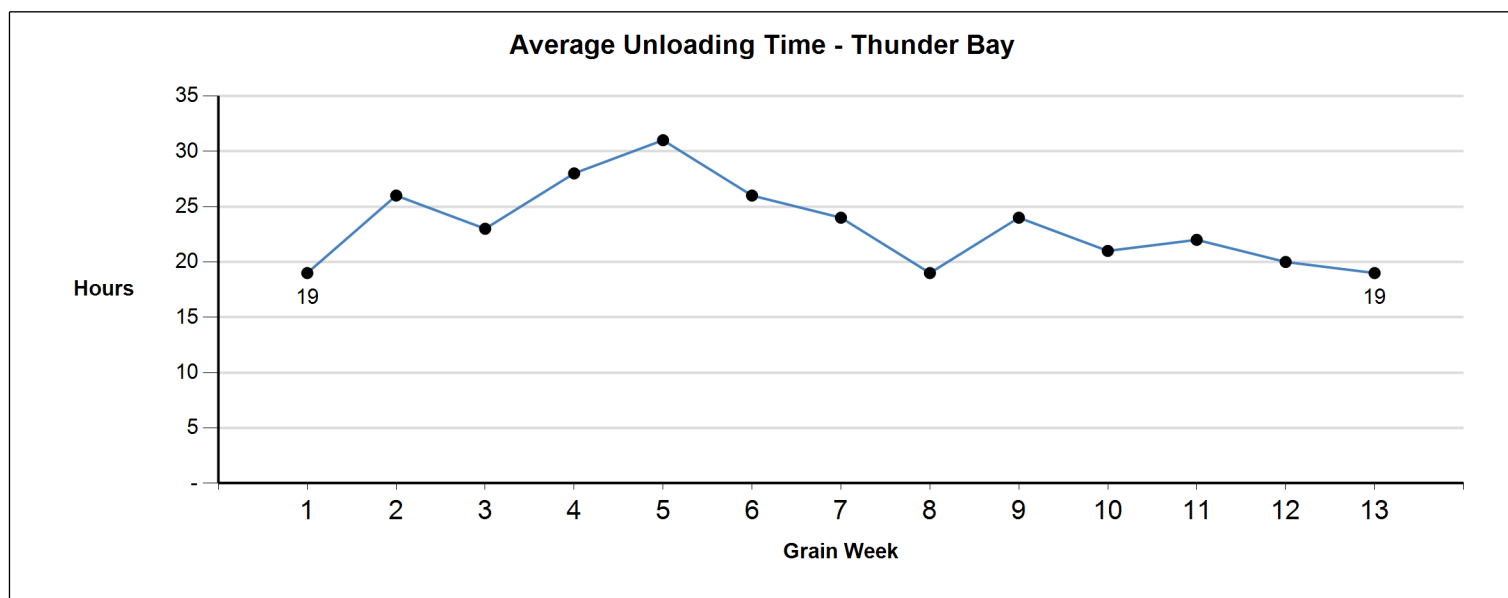
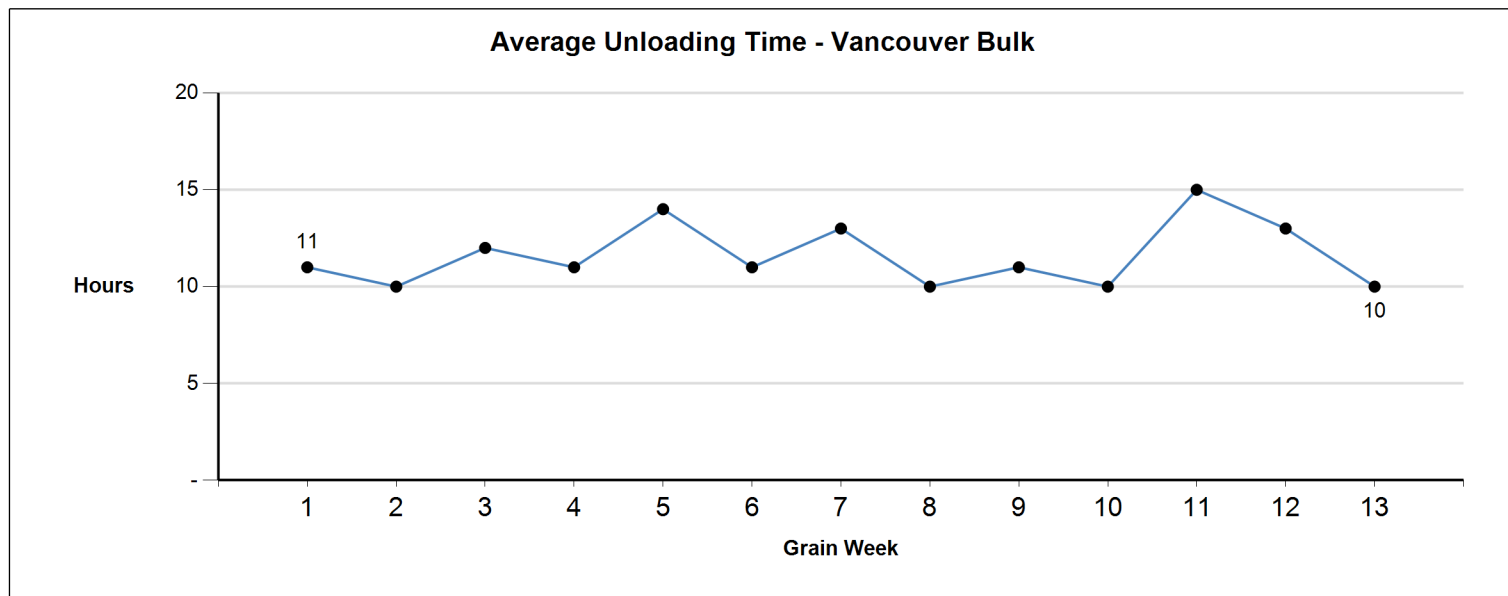


Destination Dwell Performance





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.