

## Week 15 Performance

CN and CP supplied a combined 98% of hopper cars ordered in grain week 15, a slight improvement from last week's 97%, marking a decrease in performance on CN and an improvement in performance on CP. CN's performance was above the 90% threshold for the fifteenth consecutive week, supplying 96% of cars ordered. CP's performance improved slightly week over week, supplying 99% of cars ordered as compared to 98% in the prior week. CN and CP combined will enter week 16 with 126 outstanding cars - a nominal increase (+3) from the 123 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 (+9) and a decline on CP by (-6), respectively.

In week 15, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. Performance declines were seen in the Vancouver Bulk, Thunder Bay and Eastern Canada corridors. CP saw performance hold or improved in all 3 corridors for which there was hopper car demand in week 15.

With the exception of one order for week 14 all outstanding orders (3) remain current - i.e. unfulfilled week 15 orders.

### CN

- CN supplied 96% of hopper cars ordered for week 15, comparable to performance in week 14. CN supplied 4,608 of 4,785 cars ordered, failing to supply 177 cars ordered.
- During week 15, CN supplied a total of 4,492 hoppers with 100 being outstanding orders placed prior to week 15 (see table page 2).
- CN's performance was consistent across all shippers with 90% of shippers receiving 95% or more of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the seventh consecutive week.
- Shipper demand for hopper cars is 9% higher in week 16, rising to 5,251 - CN currently shows no orders for week 17 attributable to the ongoing labour disruption.
- Heading into week 16, CN has 113 outstanding orders, reflecting a nominal increase from the 104 outstanding orders at the beginning of week 15.

### CP

- CP fulfilled 99% of hopper cars ordered for week 15, reflecting a slight improvement from the 98% seen last week.
- For week 15, CP supplied 5,132 of 5,193 cars ordered, failing to supply 61 cars ordered.
- During week 15, CP supplied a total of 4,845 hoppers including 17 for previously outstanding orders. (see table page 2).
- Shipper demand remained above 4,000 cars for the eleventh consecutive week in the current grain year and above 5,000 cars for the fifth time in the last six weeks.
- Shipper demand for hopper cars will decline 7% to 4,850 in week 16 and is currently projected to increase 27% to 6,100 cars in week 17.
- CP's performance was consistent across all shippers with all shippers receiving 92% or more of cars ordered on time.
- Heading into week 16, CP has 13 outstanding orders, representing a nominal decrease (-6) from the 19 outstanding orders entering week 15.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 15.
- Preliminary indications suggest that there will be no rationing in week 16.
- Through the first 15 weeks of the current grain year, CN has rationed no hopper car orders as compared to 797 for the same period last year.

### CP

- CP rationed zero hopper car orders in week 14.
- Preliminary indications suggest that there will be no rationing in week 15.
- 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 15			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	4,785	4,779	6	58,252	3,883	60,933	4,062	(2,681)	(178)
CP	5,193	5,211	(18)	67,239	4,482	65,696	4,379	1,543	102
<b>Total</b>	<b>9,978</b>	<b>9,990</b>	<b>(12)</b>	<b>125,491</b>	<b>8,365</b>	<b>126,629</b>	<b>8,441</b>	<b>(1,138)</b>	<b>(76)</b>

### Cars Shipped

Railway	Corridor	Week 15	YTD
CN	N.A. Domestic	543	5,768
	Prince Rupert	1,686	16,781
	Thunder Bay	558	8,014
	Vancouver	2,134	26,525
<b>Total</b>		<b>4,921</b>	<b>57,088</b>
CP	N.A. Domestic	251	5,048
	Thunder Bay	1,954	19,852
	Vancouver	2,880	41,478
<b>Total</b>		<b>5,085</b>	<b>66,378</b>

### Empty Hopper Cars Supplied - Week 15 (All Want Weeks)

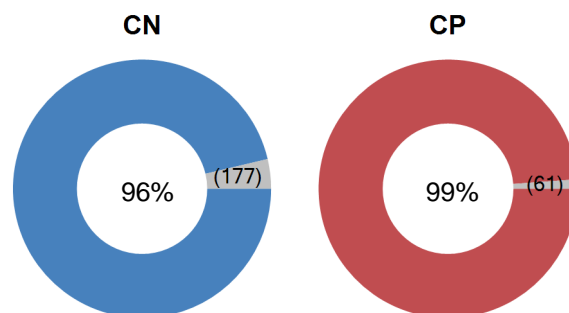
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,392	3,937	100	224		157	4,492	4,318
CP	4,678	3,589	17	384	150	236	4,845	4,209
<b>Total</b>	<b>9,070</b>	<b>7,526</b>	<b>117</b>	<b>608</b>	<b>150</b>	<b>393</b>	<b>9,337</b>	<b>8,527</b>

### Supplied by Block Size

Block Size	Week 15			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	4%	3%	3%	3%	3%
25	2%	3%	3%	4%	2%	3%
50	12%	7%	9%	10%	7%	8%
100	84%	86%	85%	84%	88%	86%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,785	5,193	9,978
Current Week Order Fulfillment			
Supplied in Current Week	4,392	4,678	9,070
Supplied Early	216	454	670
<b>Total Cars Supplied for Want Week</b>	<b>4,608</b>	<b>5,132</b>	<b>9,740</b>
Current Week Unfulfilled Demand	(177)	(61)	(238)
% Current Week Orders Supplied	96%	99%	98%



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

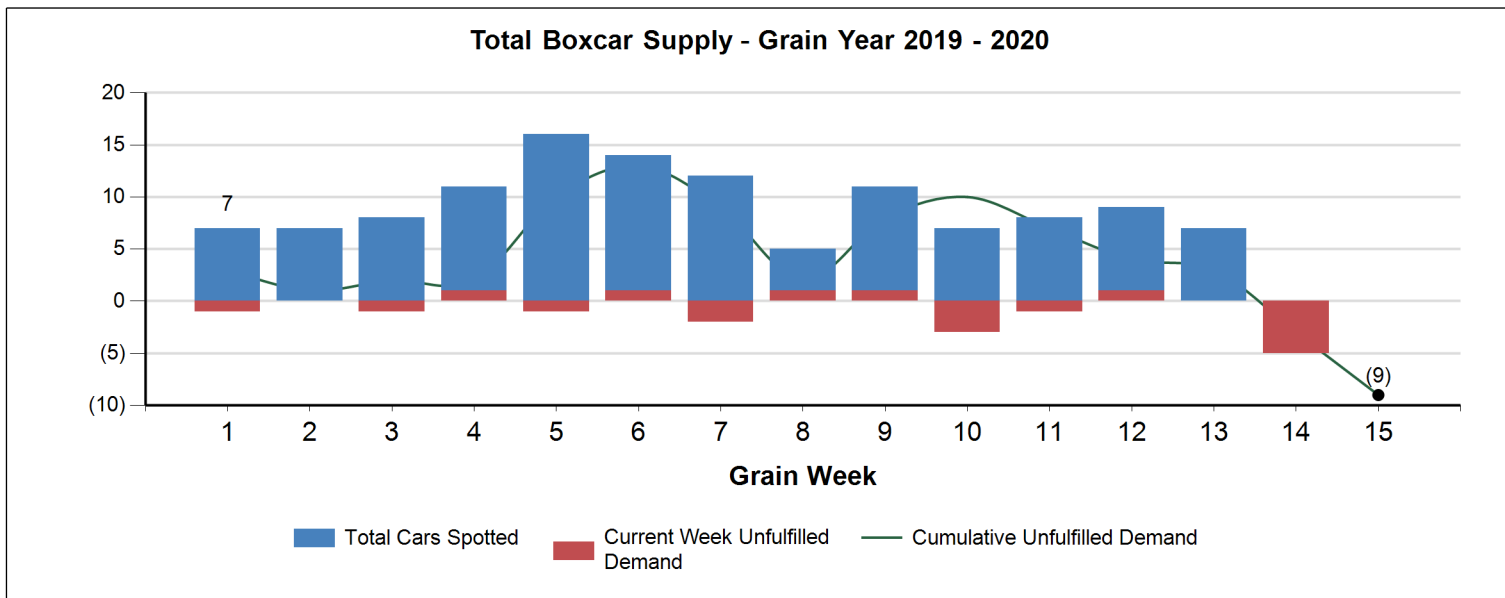
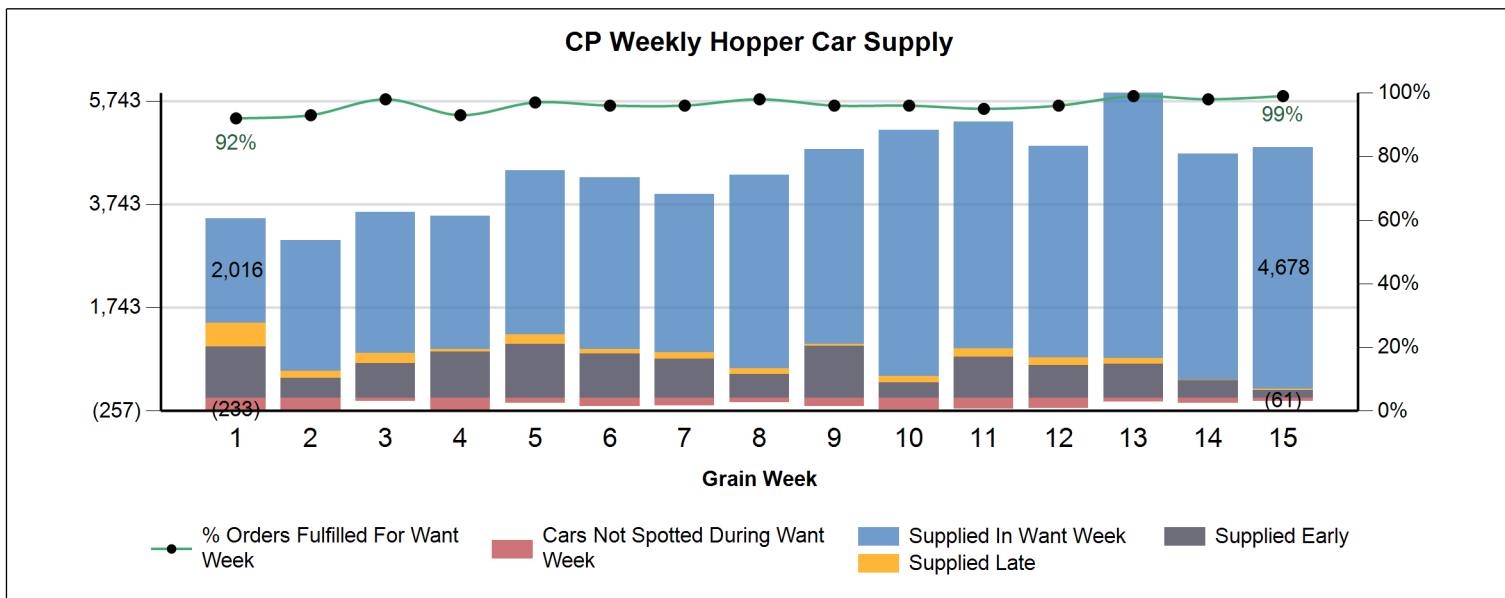
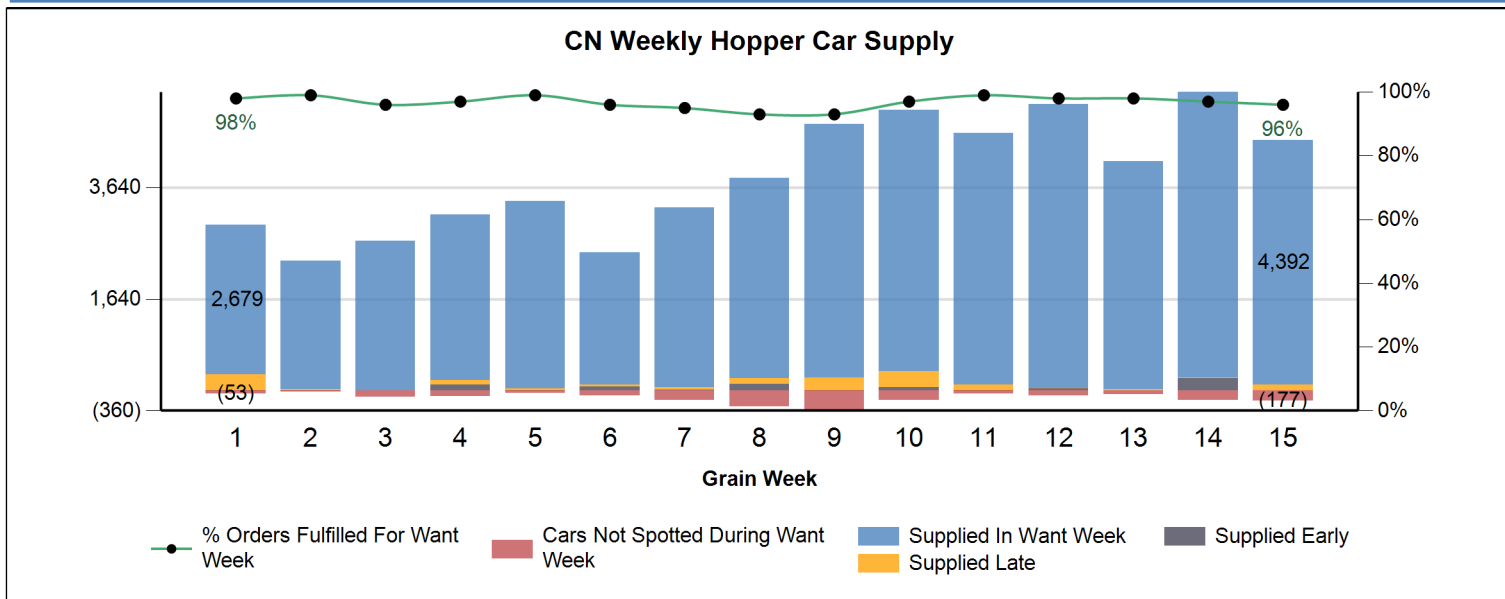
	Week 15		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	39	39	35	40
CP	38	72	30	53

### Dwell Time (Hours) at Destination (All Traffic)

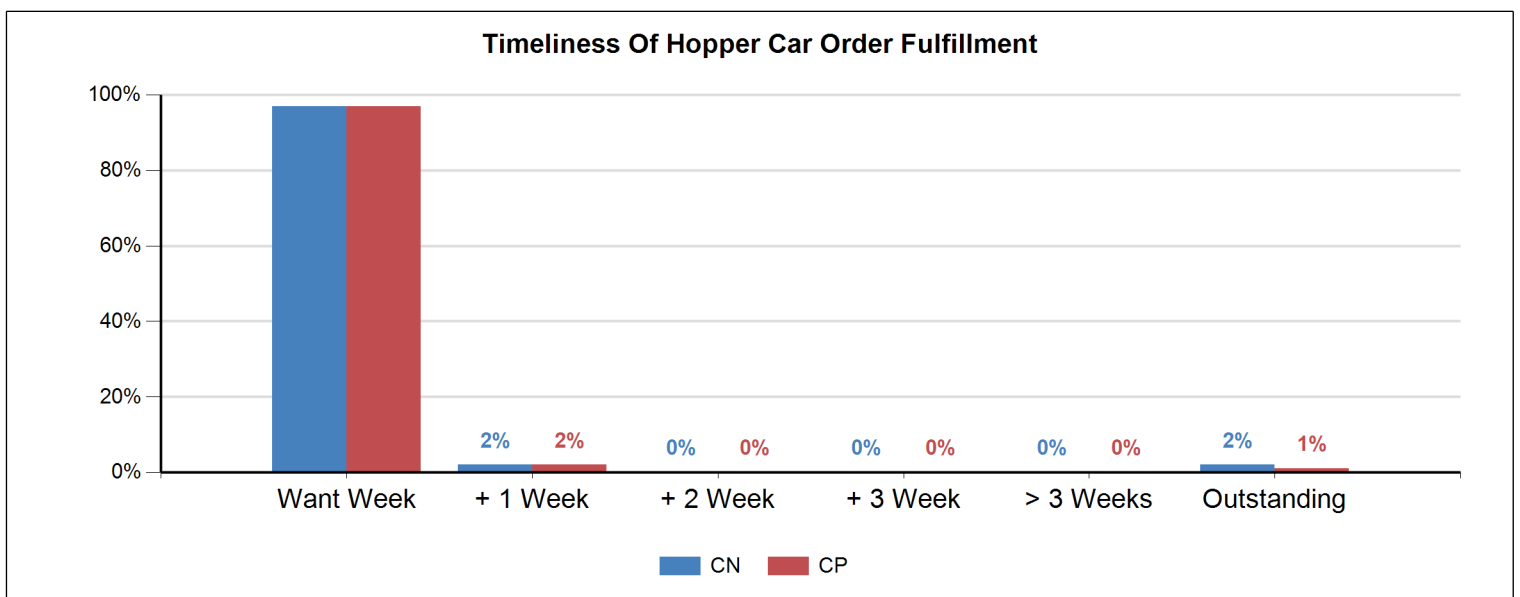
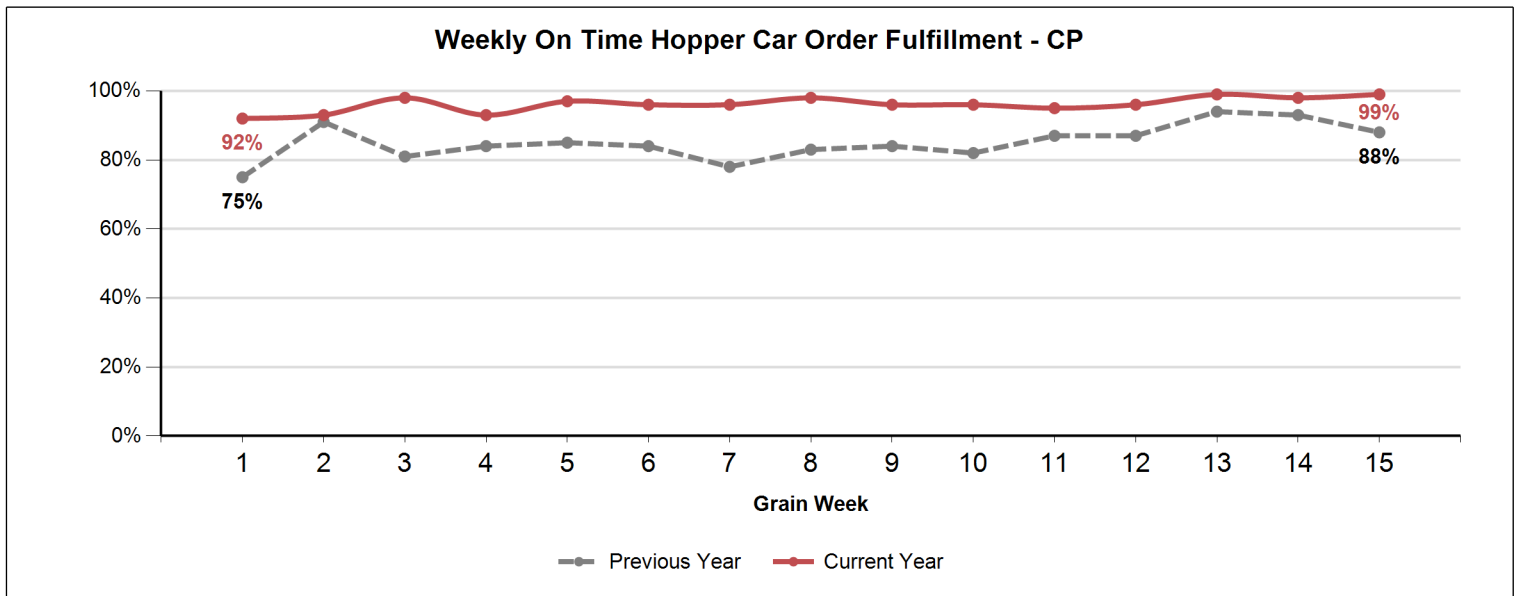
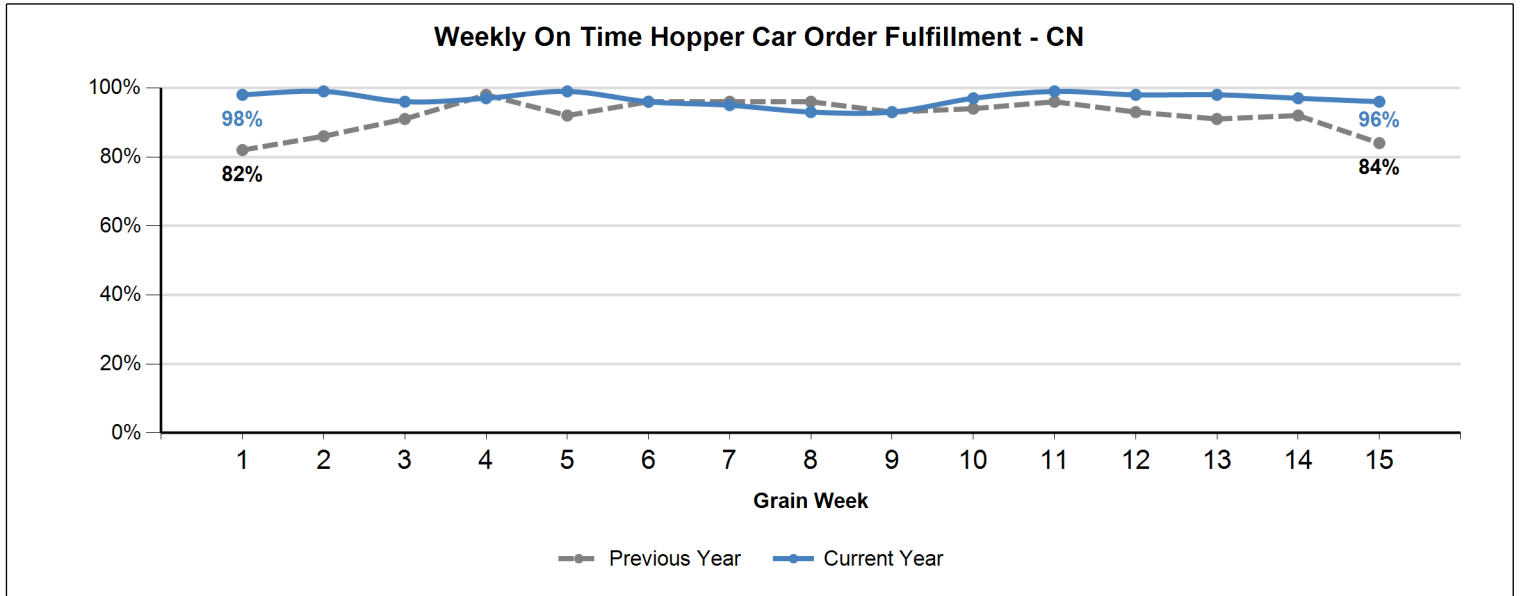
		Week 15		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	27	20	22
	CP	29	44	25	24
Thunder Bay	CN	60	28	28	41
	CP	52	40	38	49

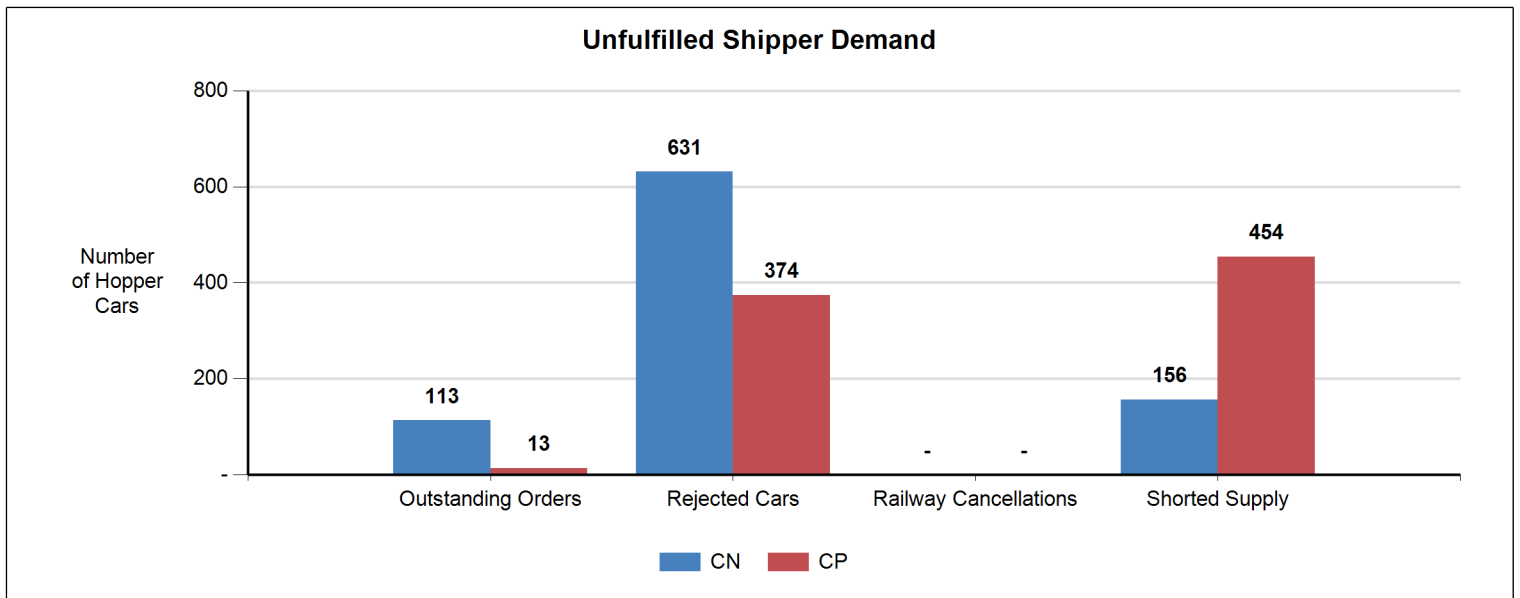


Weekly Performance Update - To Grain Week 15 (Grain Year 2019-20)  
 Covering 90% of grain movement originating in Western Canada



Weekly Performance Update - To Grain Week 15 (Grain Year 2019-20)  
Covering 90% of grain movement originating in Western Canada





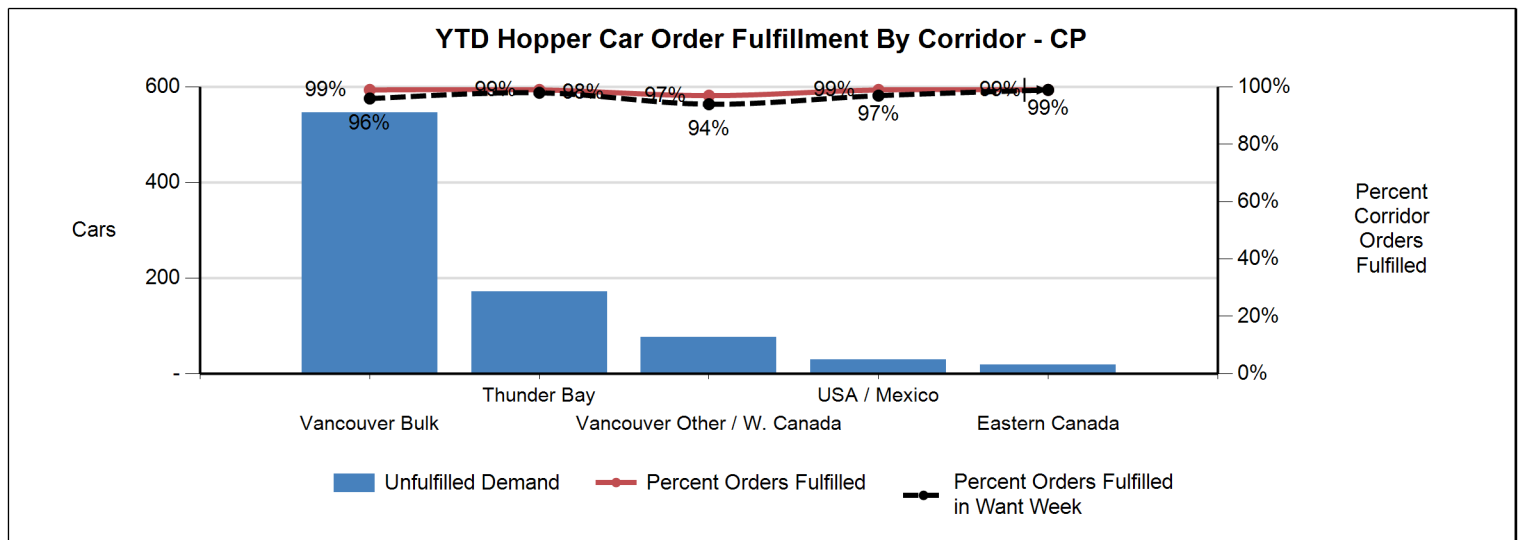
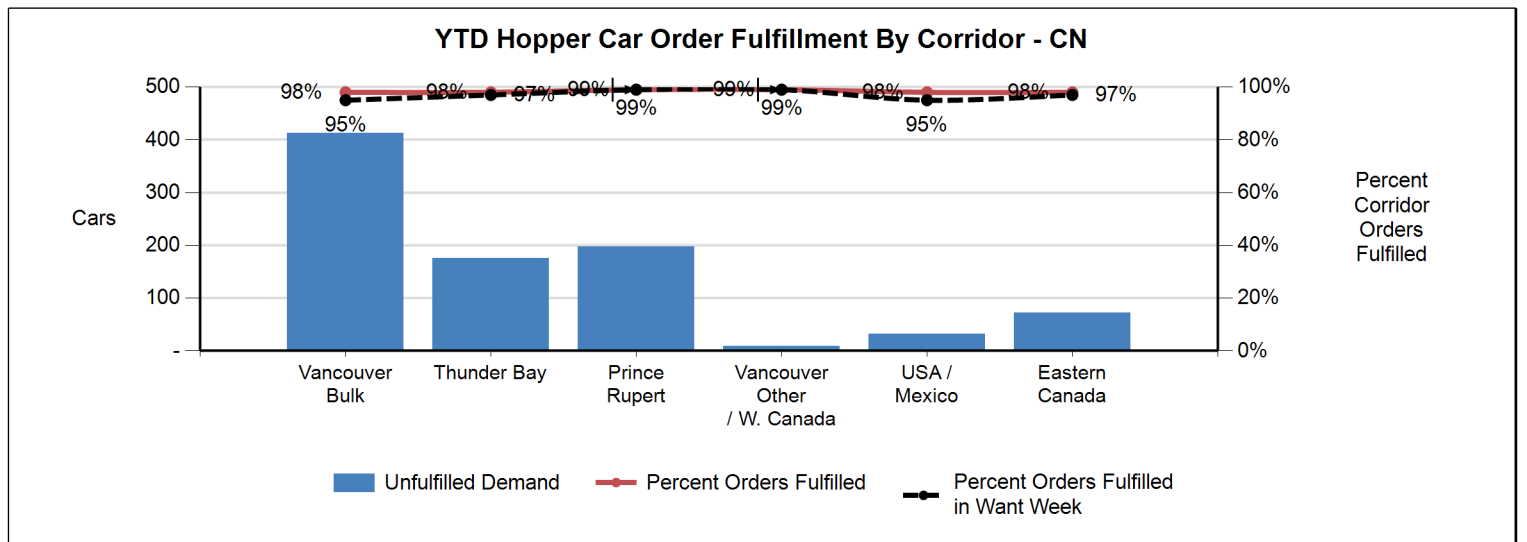
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 15

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	26,316	25,903	(413)	98%
	Thunder Bay	8,093	7,917	(176)	98%
	Prince Rupert	17,111	16,913	(198)	99%
	Vancouver Other / W. Canada	1,201	1,192	(9)	99%
	USA / Mexico	1,408	1,376	(32)	98%
	Eastern Canada	4,123	4,051	(72)	98%
<b>Total</b>		<b>58,252</b>	<b>57,352</b>	<b>(900)</b>	<b>98%</b>
CP	Vancouver Bulk	40,148	39,602	(546)	99%
	Thunder Bay	20,298	20,127	(171)	99%
	Vancouver Other / W. Canada	2,523	2,447	(76)	97%
	USA / Mexico	2,600	2,571	(29)	99%
	Eastern Canada	1,670	1,651	(19)	99%
<b>Total</b>		<b>67,239</b>	<b>66,398</b>	<b>(841)</b>	<b>99%</b>

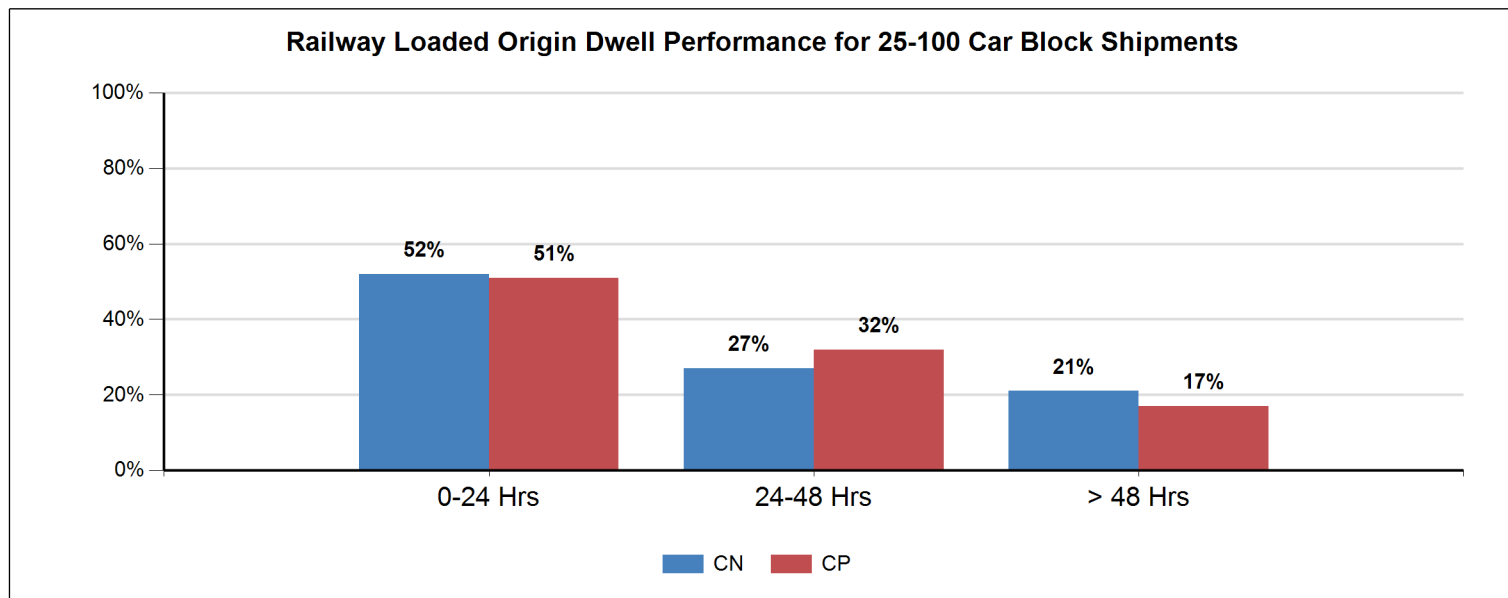
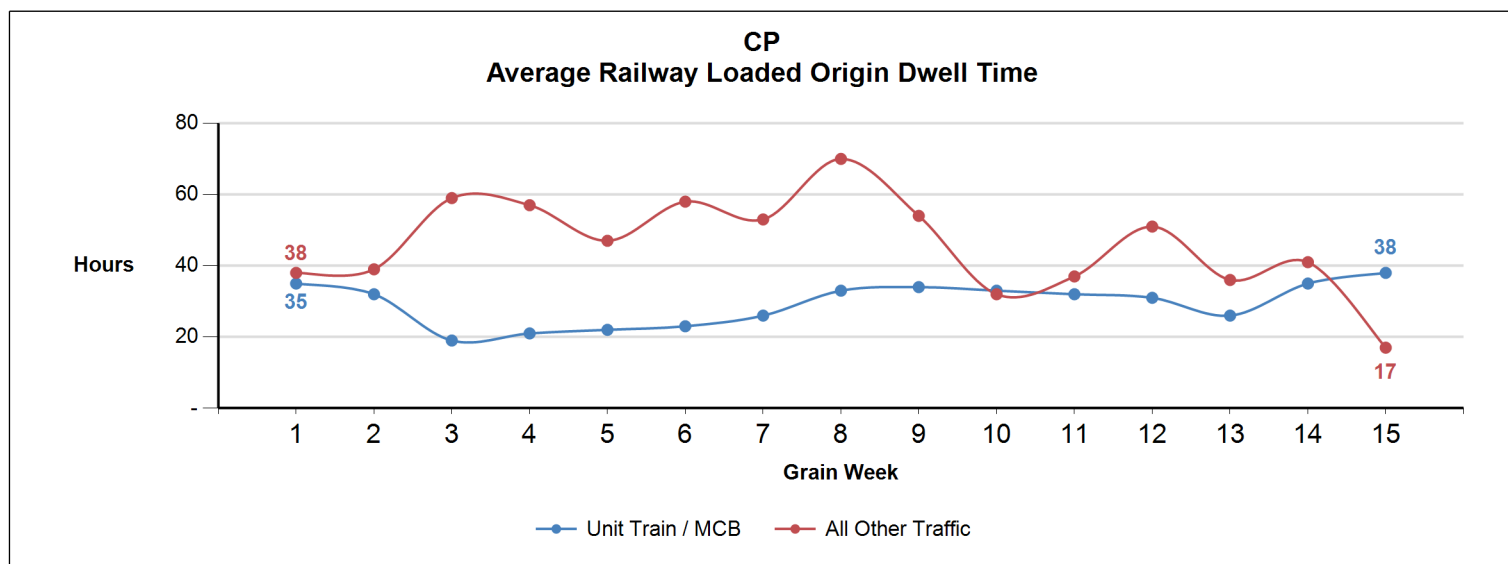
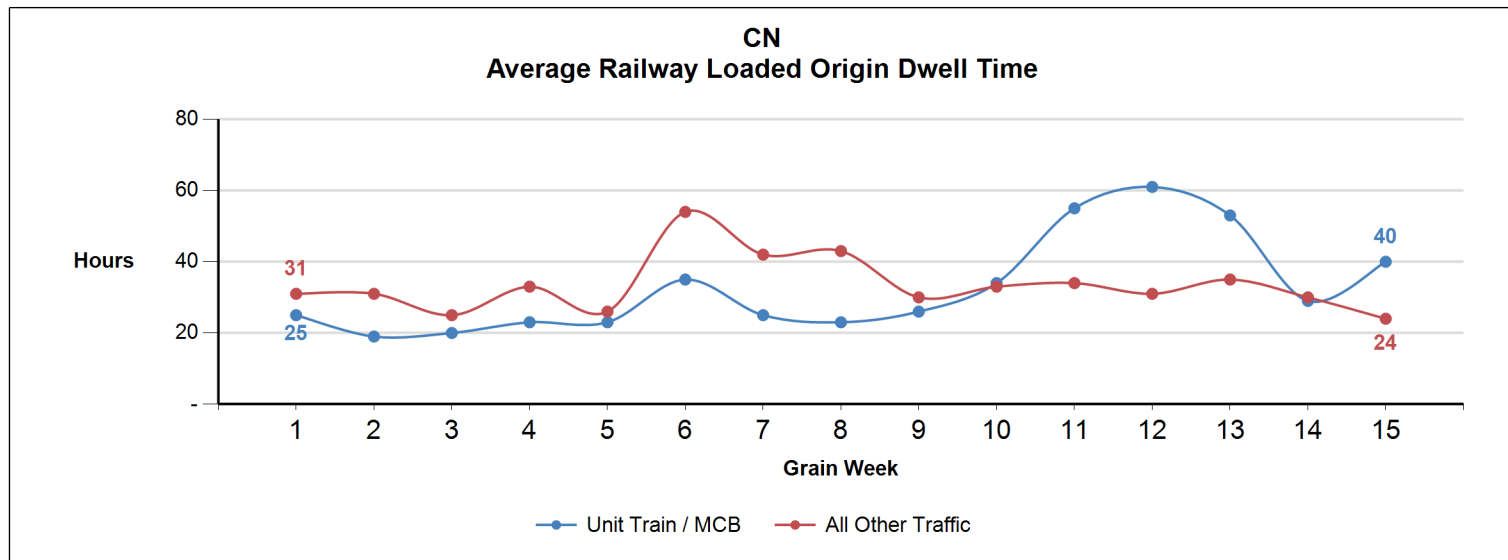
Hopper Cars Supplied in the Want Week by Corridor - To Week 15

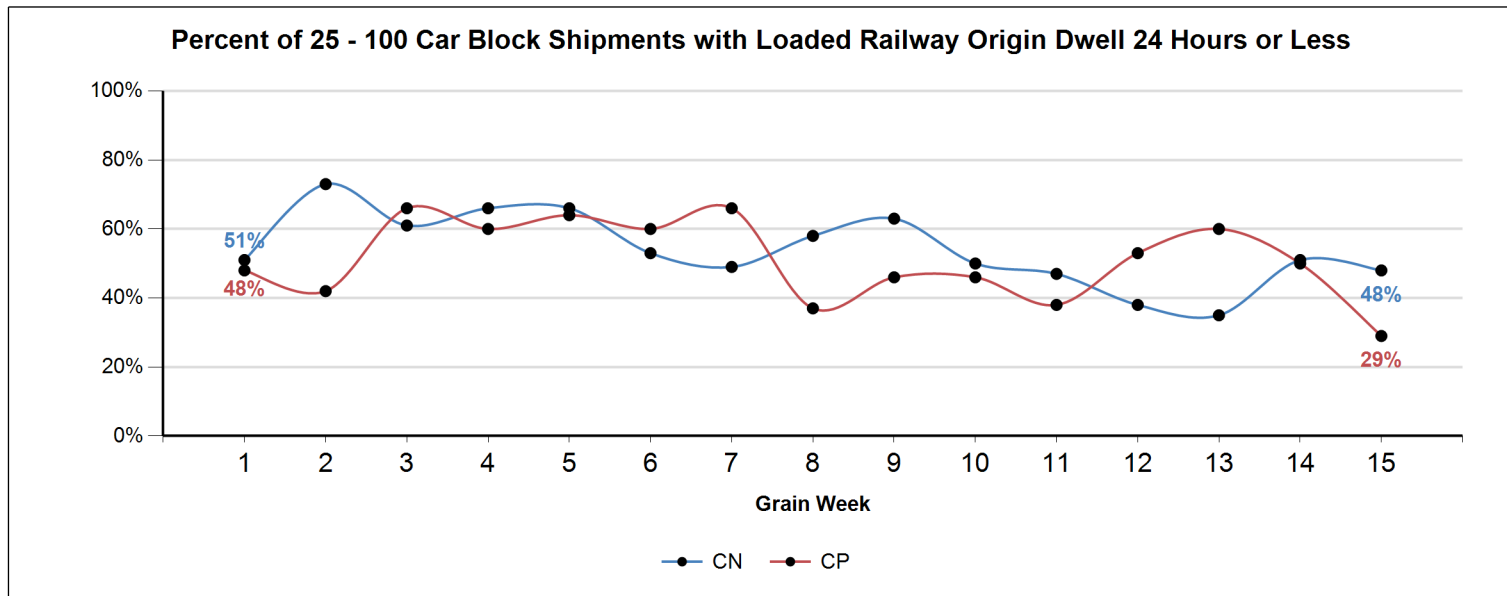
Railway	Corridor	Week 15			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,814	1,694	93%	26,316	25,049	95%
	Thunder Bay	574	558	97%	8,093	7,842	97%
	Prince Rupert	1,611	1,591	99%	17,111	16,859	99%
	Vancouver Other / W. Canada	134	134	100%	1,201	1,183	99%
	USA / Mexico	78	78	100%	1,408	1,342	95%
	Eastern Canada	574	553	96%	4,123	4,000	97%
	<b>CN Total</b>		<b>4,785</b>	<b>4,608</b>	<b>96%</b>	<b>58,252</b>	<b>56,275</b>
CP	Vancouver Bulk	2,627	2,583	98%	40,148	38,517	96%
	Thunder Bay	2,113	2,103	100%	20,298	19,826	98%
	Vancouver Other / W. Canada	453	446	98%	2,523	2,364	94%
	USA / Mexico				2,600	2,533	97%
	Eastern Canada				1,670	1,647	99%
<b>CP Total</b>		<b>5,193</b>	<b>5,132</b>	<b>99%</b>	<b>67,239</b>	<b>64,887</b>	<b>97%</b>



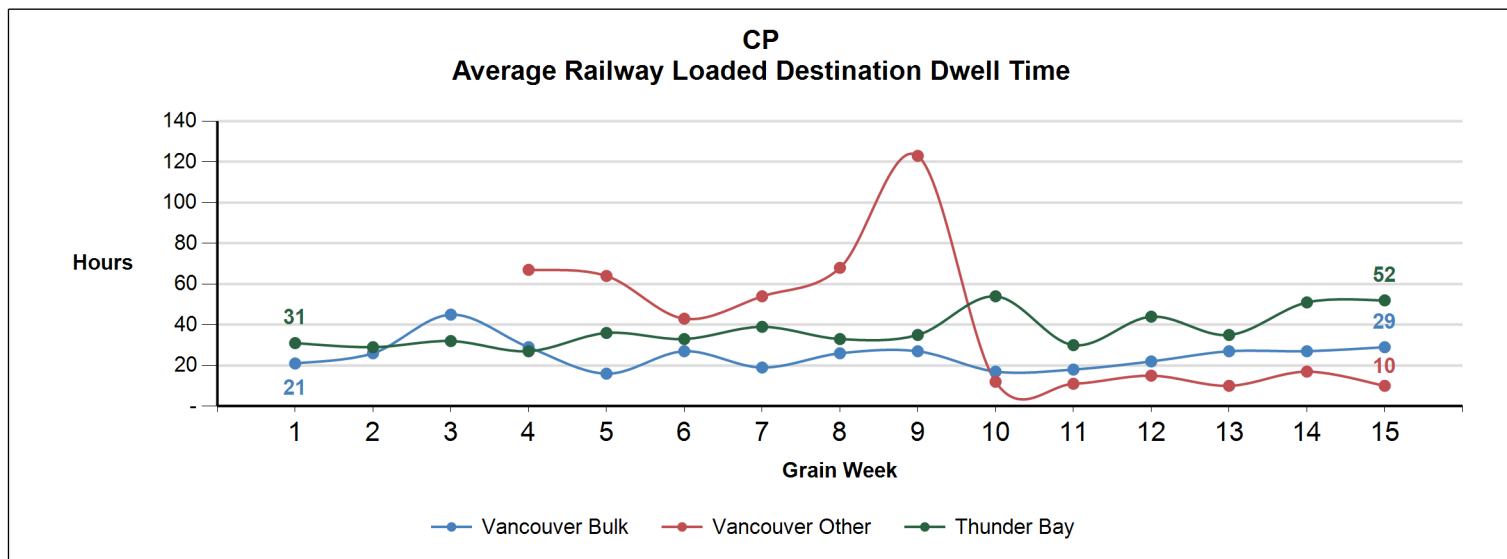
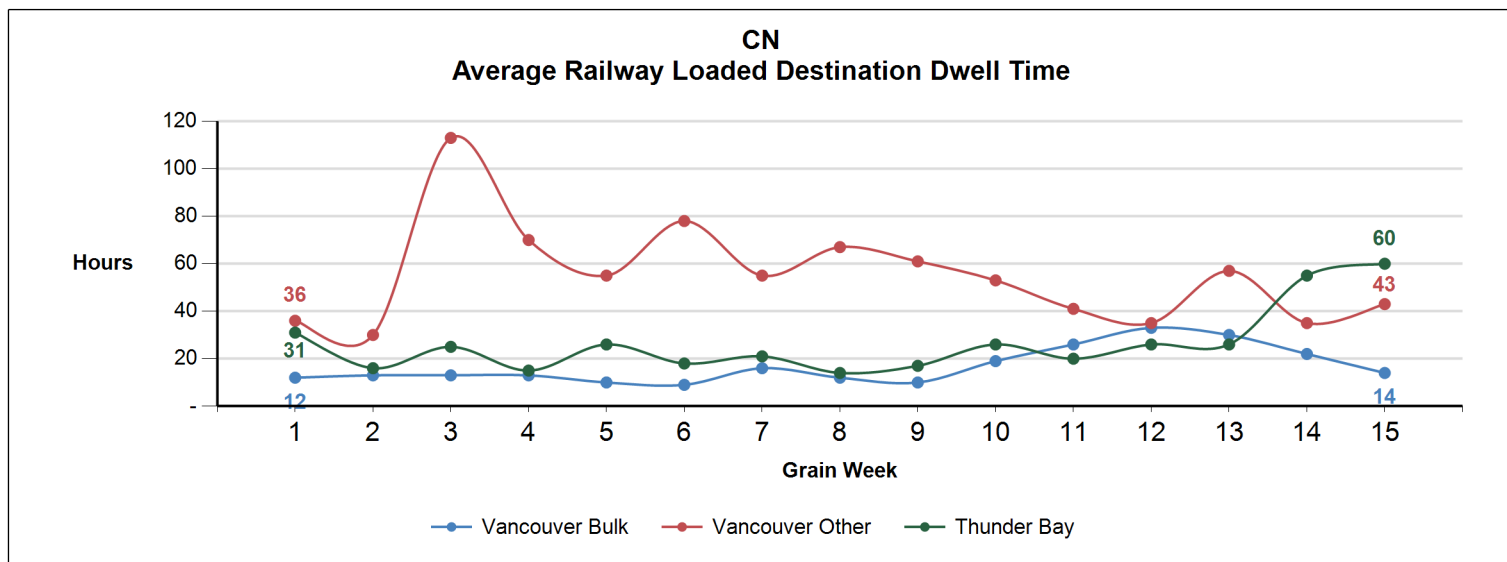


## Origin Dwell Performance





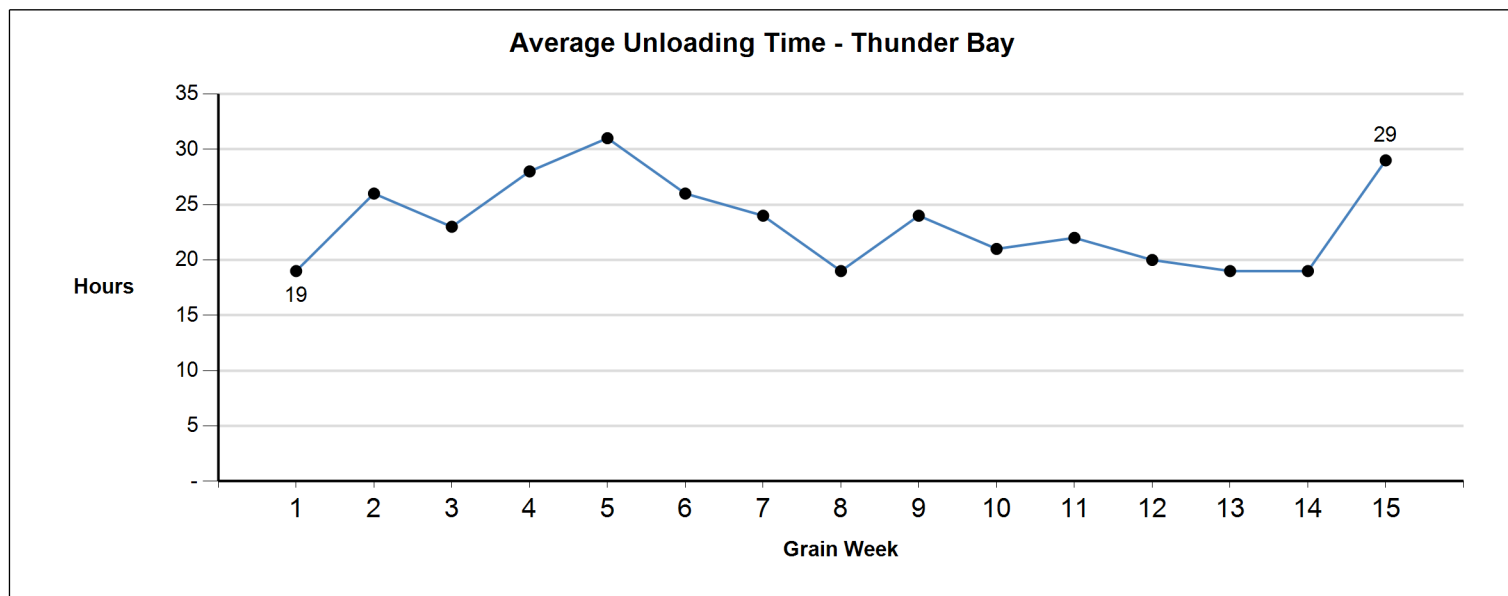
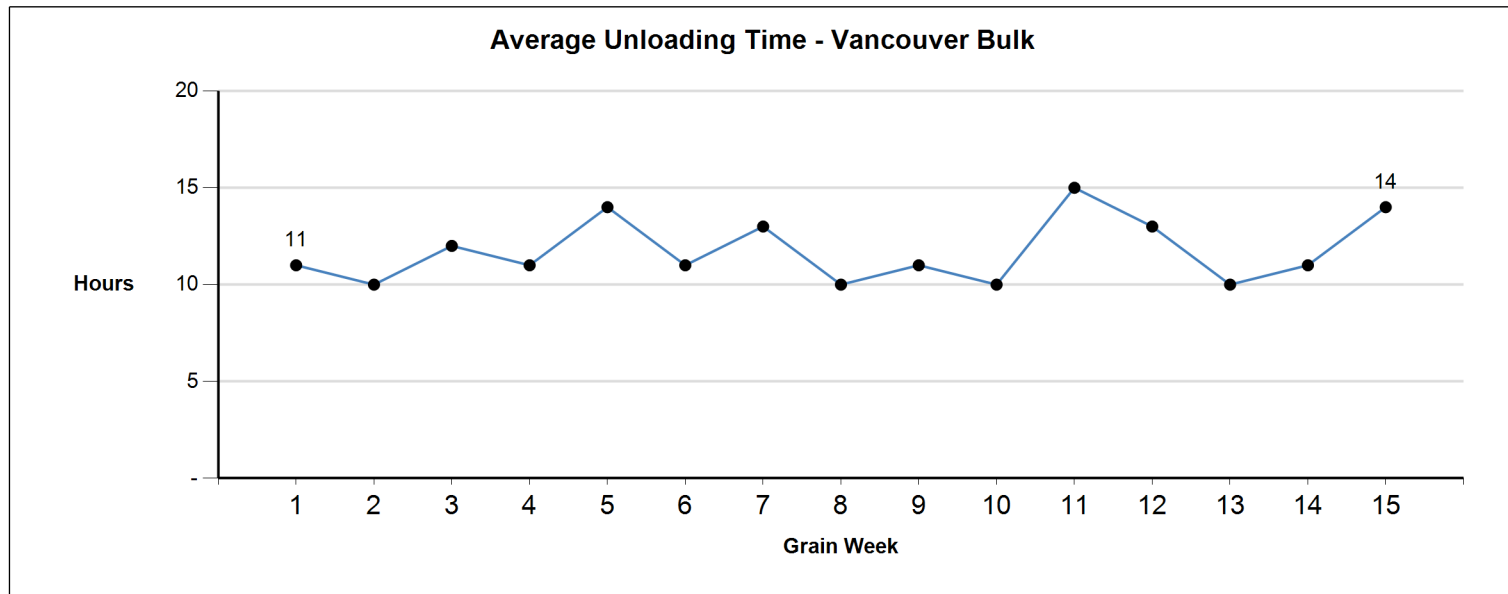
## Destination Dwell Performance







### 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.