

## Week 04 Performance

CN and CP supplied a combined 89% of hopper cars ordered in grain week 04, a slight decrease from the 92% order fulfillment performance seen last week, marking an increase in performance for CN and a decrease in performance for CP. CN's performance was below the 90% threshold for the twelfth consecutive week, supplying 84% of cars ordered. CP's performance remained above the 90% threshold supplying 93% of cars ordered. CN and CP combined will enter week 05 with 940 outstanding cars - a net 62% increase (+359) from the 581 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 (+66) and on CP by (+293), respectively.

In week 04, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance. Poorer performance was seen in the Prince Rupert corridor which saw only 77% of cars ordered for week 04 supplied on time. While improved from the prior week the worst performance seen in week 04 was for the Eastern Canada corridor which saw only 42% of cars ordered supplied on time - somewhat of an improvement from the 17% on time performance in week 3. CP saw performance hold or improved in only 1 of 5 corridors with the most significant performance decline seen in the USA/Mexico corridor which saw only 68% of cars ordered in week 04 supplied on time.

With the exception of two week 03 orders all other outstanding orders (14) remain current - i.e. unfulfilled week 04 orders.

### CN

- CN supplied 84% of hopper cars ordered for week 04, representing an increase from last week's 83% order fulfillment performance. CN supplied 3,543 of 4,216 cars ordered, failing to supply 673 cars ordered.
- During week 04, CN supplied a total of 4,067 hoppers with 538 being outstanding orders placed prior to week 4 (see table page 3).
- CN's performance was inconsistent across shippers with 38% of shippers receiving less than 80% of cars ordered on time.
- Shipper demand was above the 4,000-car threshold for the first time in the last five weeks.
- Shipper demand for hopper cars is 1% lower in week 05, declining to 4,161 and is expected to increase 20% to 4,977 cars in week 06.
- Heading into week 05, CN has 616 outstanding orders, reflecting a 12% increase (+66) from the 550 outstanding orders at the beginning of week 04.

### CP

- CP fulfilled 93% of hopper cars ordered for week 04, reflecting a decrease from the 99% seen last week.
- For week 04, CP supplied 4,842 of 5,180 cars ordered, failing to supply 338 cars ordered.
- During week 04, CP supplied a total of 4,558 hoppers including 19 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the second consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 39% to 7,203 in week 05 and is expected to decrease 17% to 5,969 cars in week 06. Readers are cautioned that forward looking estimates for CP hopper car demand can fluctuate significantly from final counts due to the week to week management of dedicated train orders by shippers.
- CP's performance was somewhat inconsistent across shippers with 30% of shippers receiving less than 80% of cars ordered on time.
- Heading into week 05, CP has 324 outstanding orders, representing a 945% increase (+293) from the 31 outstanding orders entering week 04.

## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 04.
- Preliminary indications suggest that no rationing occurred in week 05.
- Through the first 04 weeks of the current grain year, CN has rationed 256 hopper car orders as compared to none for the same period last year.
- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (256)

### CP



Weekly Performance Update - To Grain Week 04 (Grain Year 2020-21)  
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- CP rationed zero hopper car orders in week 04.
- Preliminary indications suggest that there will be no rationing in week 05.
- Through the first 04 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to none for the same period last year.



## Performance Dashboard

### Hopper Car Demand

	Week 04			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	4,216	3,074	1,142	14,756	3,689	10,948	2,737	3,808	952
CP	5,180	3,373	1,807	17,602	4,400	13,381	3,345	4,221	1,055
<b>Total</b>	<b>9,396</b>	<b>6,447</b>	<b>2,949</b>	<b>32,358</b>	<b>8,089</b>	<b>24,329</b>	<b>6,082</b>	<b>8,029</b>	<b>2,007</b>

### Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	347	1,333
	Prince Rupert	1,051	4,895
	Thunder Bay	615	1,626
	Vancouver	2,176	7,358
<b>Total</b>		<b>4,189</b>	<b>15,212</b>
CP	N.A. Domestic	352	1,029
	Thunder Bay	1,307	4,396
	Vancouver	3,706	12,116
<b>Total</b>		<b>5,365</b>	<b>17,541</b>

### Empty Hopper Cars Supplied - Week 04 (All Want Weeks)

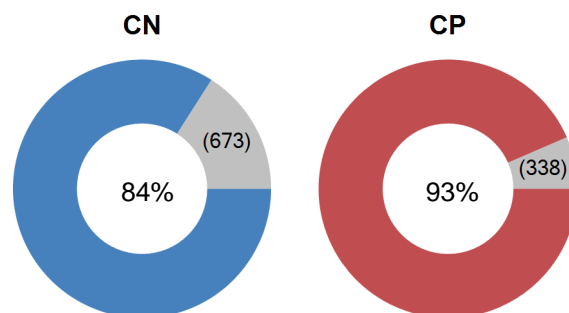
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,529	2,972	538	76		109	4,067	3,157
CP	4,386	2,577	19	58	153	884	4,558	3,519
<b>Total</b>	<b>7,915</b>	<b>5,549</b>	<b>557</b>	<b>134</b>	<b>153</b>	<b>993</b>	<b>8,625</b>	<b>6,676</b>

### Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	1%	2%	2%	2%	3%	2%
25	4%	2%	3%	3%	1%	2%
50	14%	0%	7%	12%	5%	8%
100	81%	95%	89%	84%	91%	87%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,216	5,180	9,396
Current Week Order Fulfillment			
Supplied in Current Week	3,529	4,386	7,915
Supplied Early	14	456	470
<b>Total Cars Supplied for Want Week</b>	<b>3,543</b>	<b>4,842</b>	<b>8,385</b>
Current Week Unfulfilled Demand	(673)	(338)	(1,011)
% Current Week Orders Supplied	84%	93%	89%



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

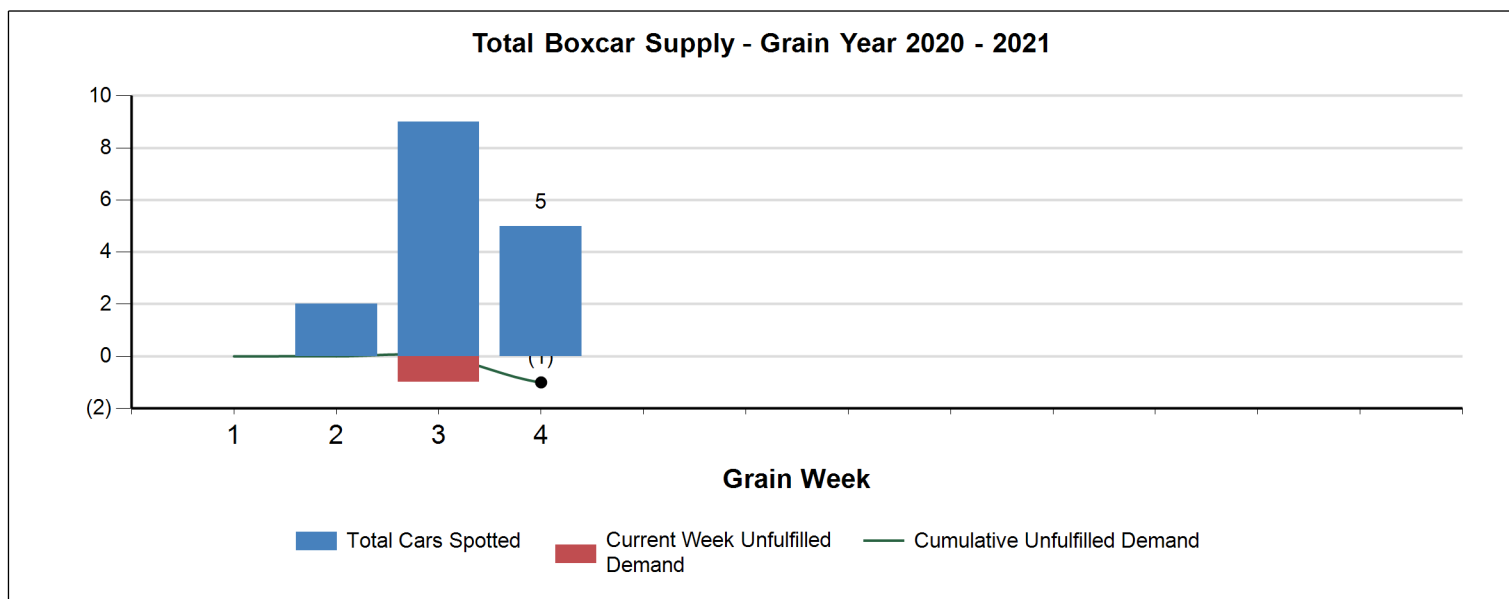
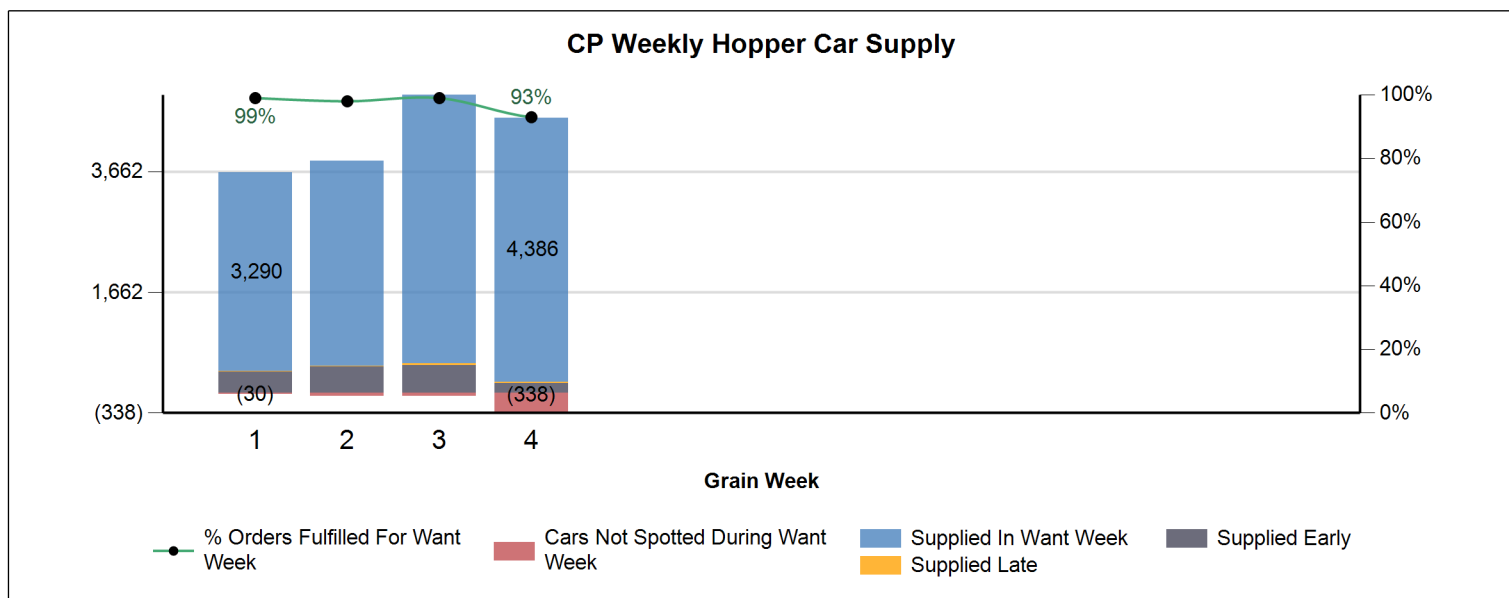
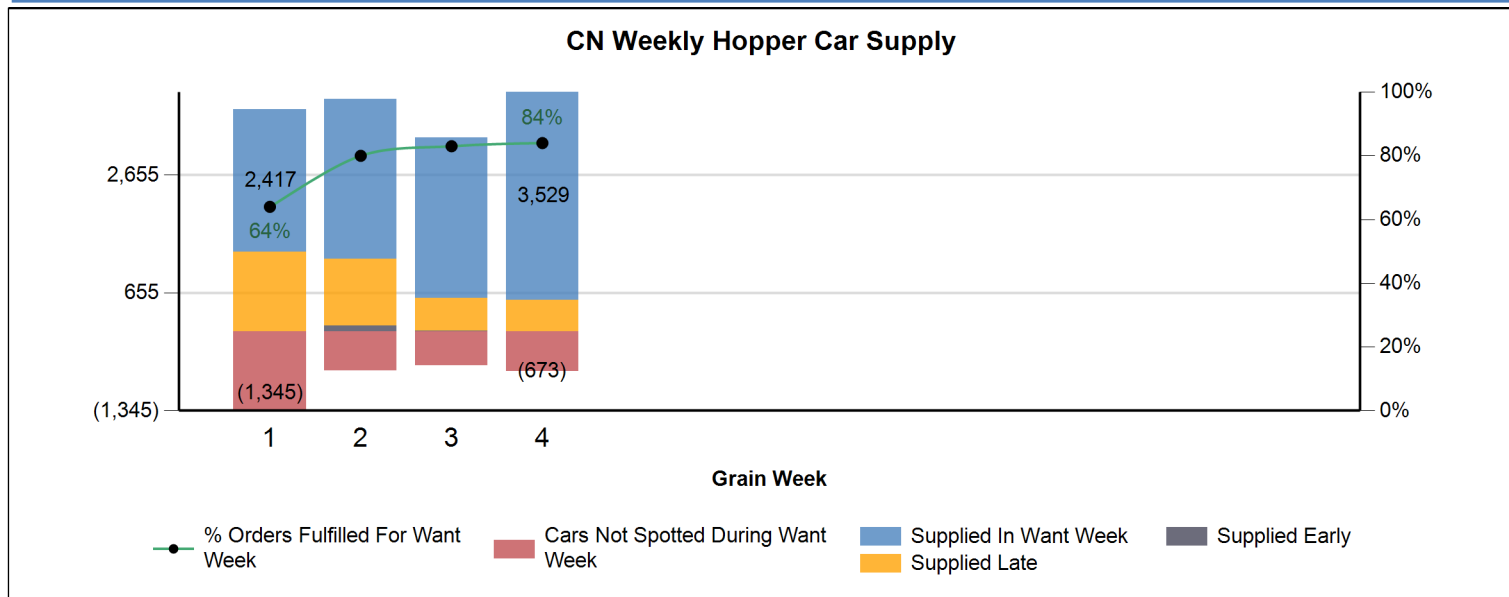
	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	34	23	63	22
CP	28	22	44	27

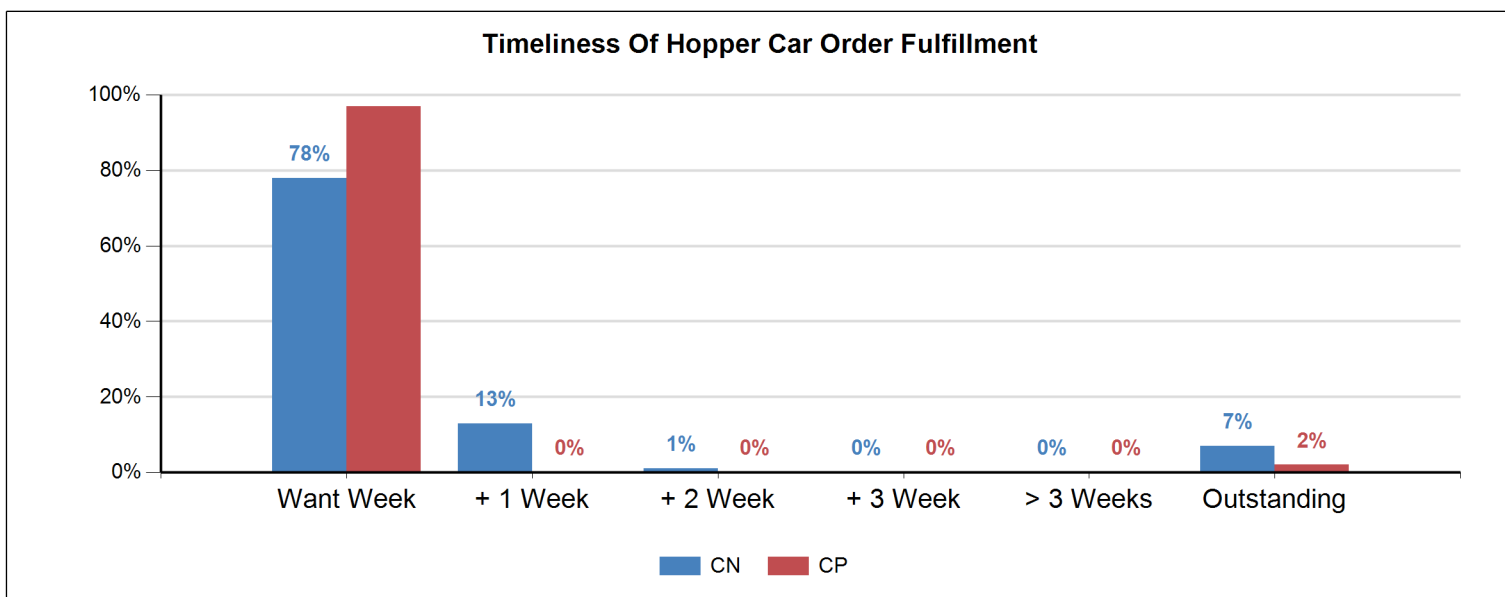
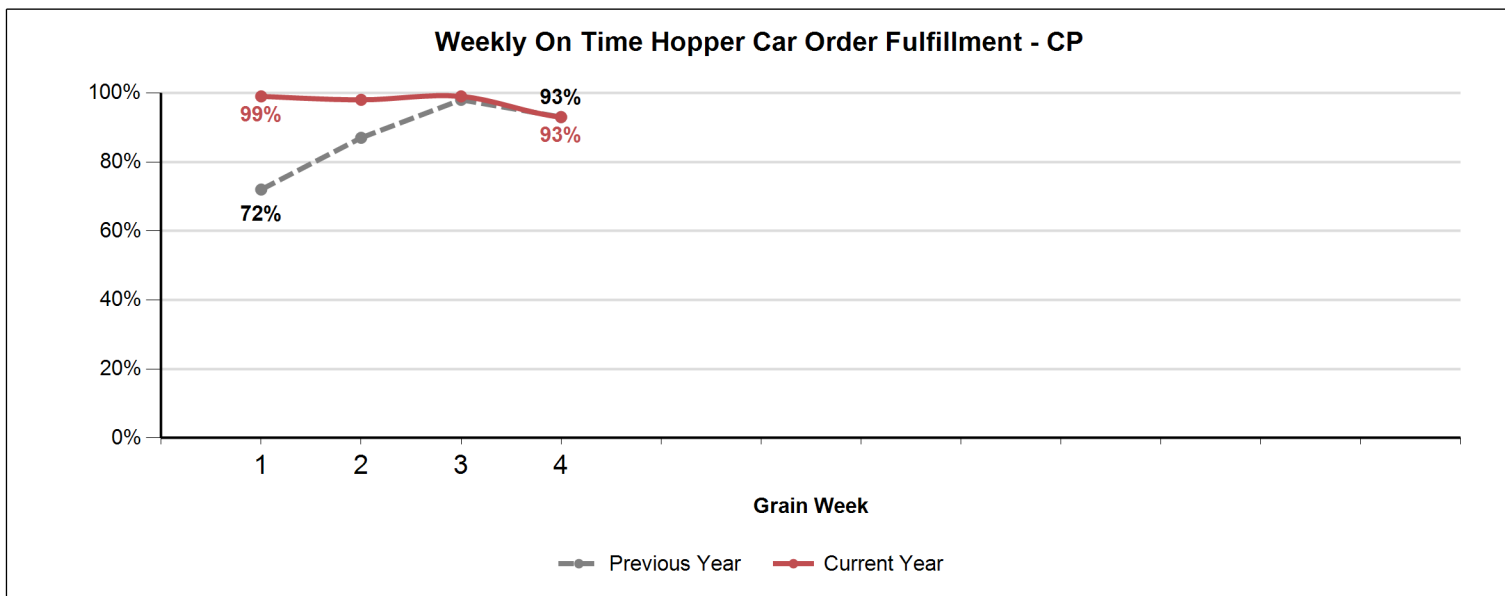
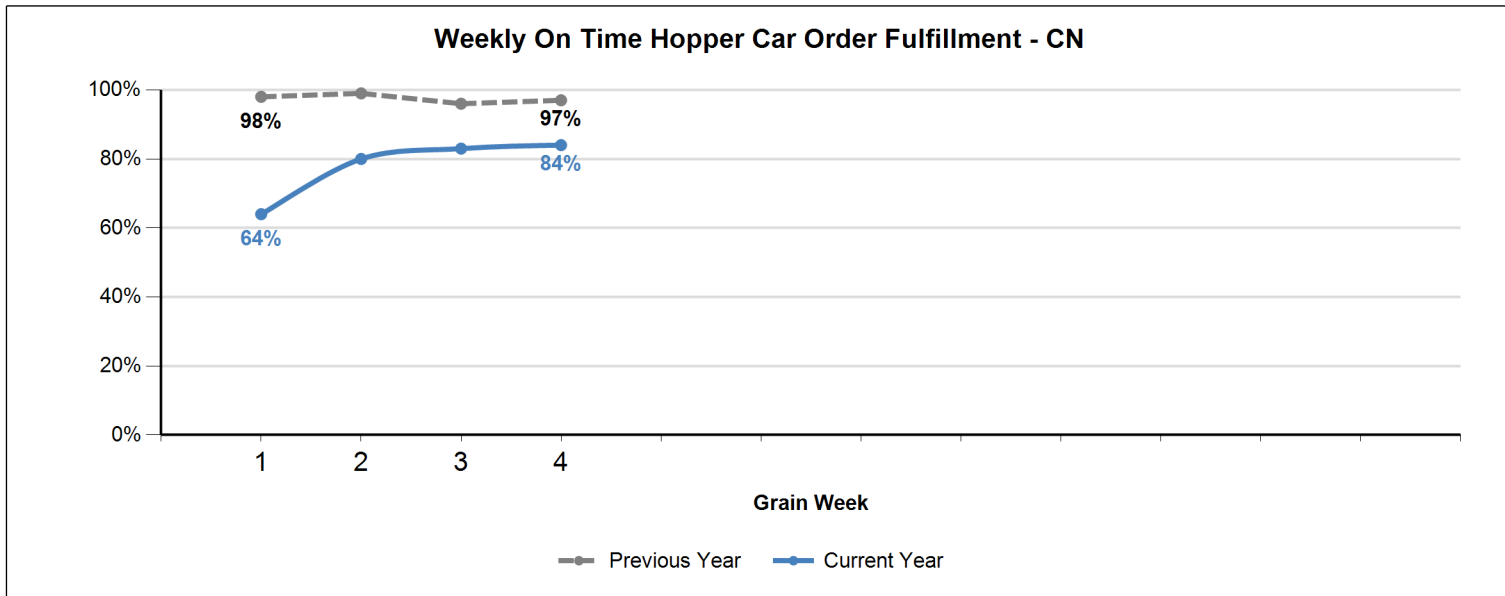
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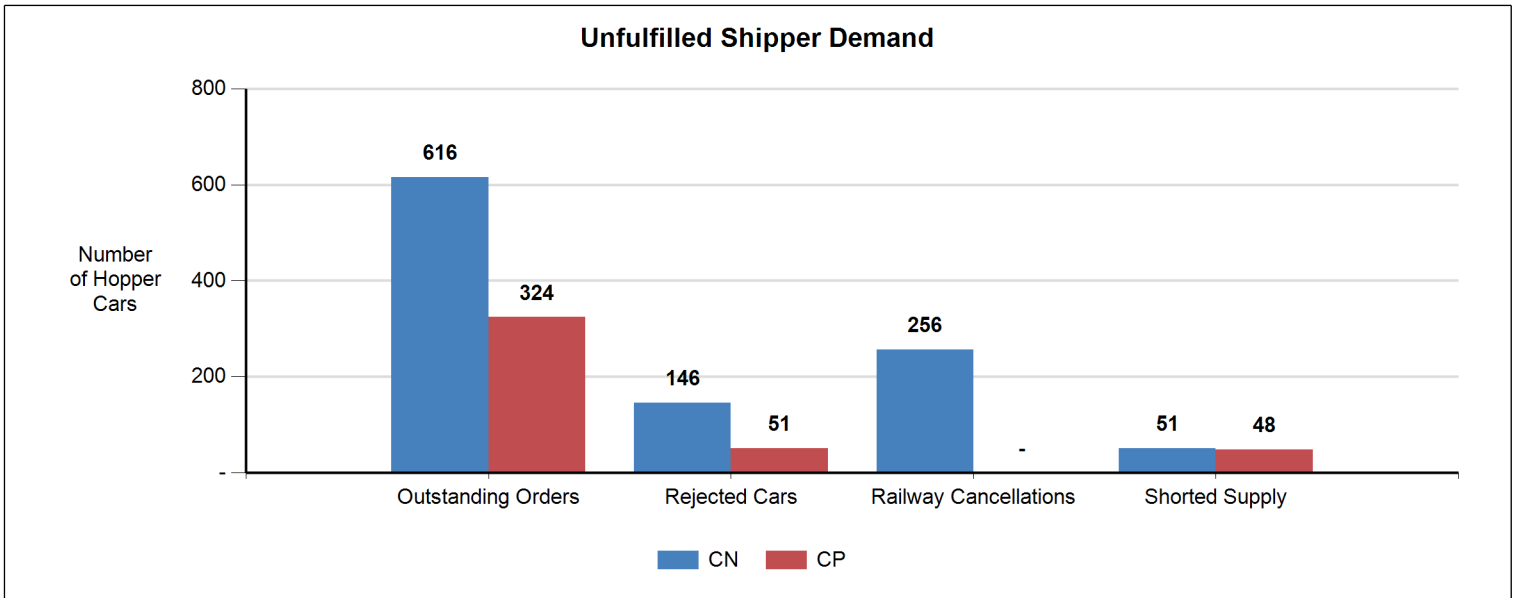
		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	10	15	13	16
	CP	55	29	30	31
Thunder Bay	CN	23	15	45	20
	CP	28	27	40	30



Weekly Performance Update - To Grain Week 04 (Grain Year 2020-21)  
Covering 90% of grain movement originating in Western Canada







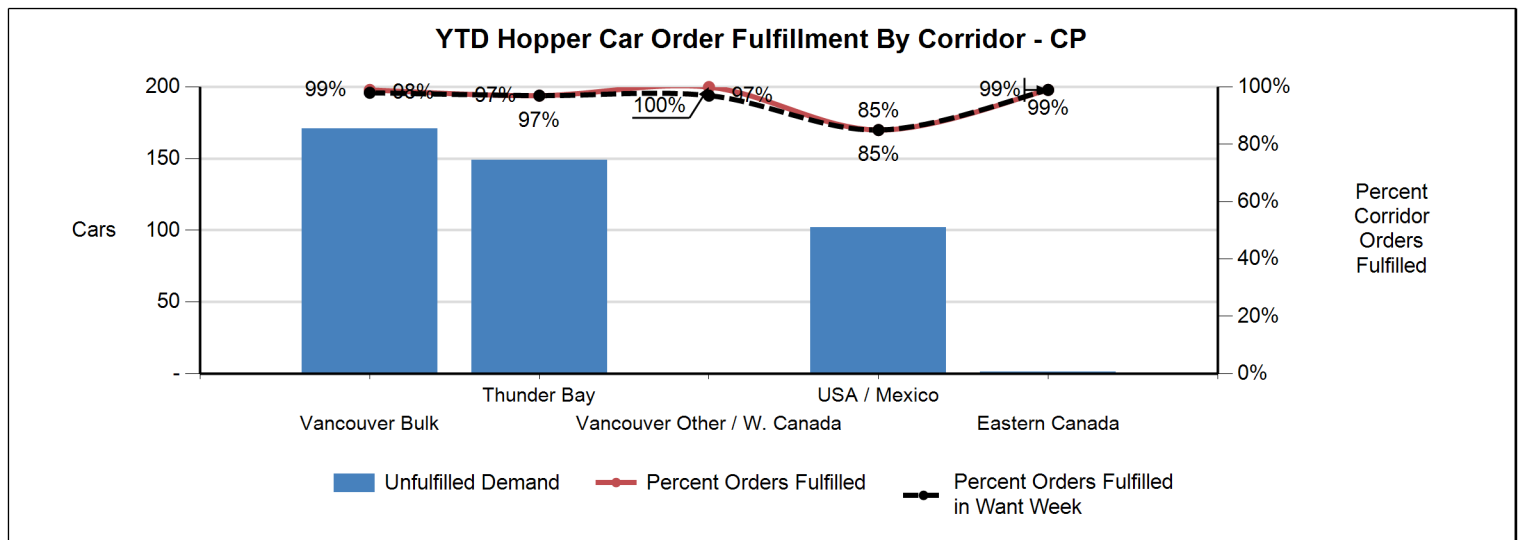
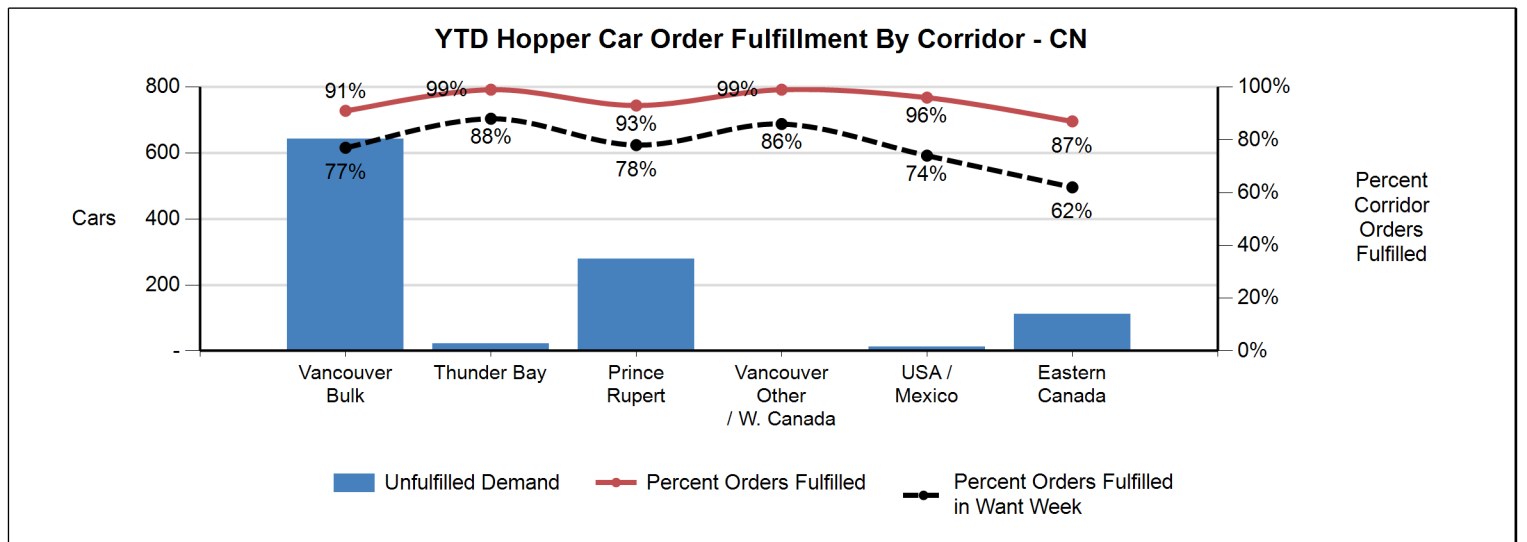
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 04

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	7,416	6,774	(642)	91%
	Thunder Bay	1,808	1,785	(23)	99%
	Prince Rupert	4,246	3,967	(279)	93%
	Vancouver Other / W. Canada	84	83	(1)	99%
	USA / Mexico	344	331	(13)	96%
	Eastern Canada	858	747	(111)	87%
<b>Total</b>		<b>14,756</b>	<b>13,687</b>	<b>(1,069)</b>	<b>93%</b>
CP	Vancouver Bulk	11,812	11,641	(171)	99%
	Thunder Bay	4,428	4,279	(149)	97%
	Vancouver Other / W. Canada	552	552	-	100%
	USA / Mexico	675	573	(102)	85%
	Eastern Canada	135	134	(1)	99%
<b>Total</b>		<b>17,602</b>	<b>17,179</b>	<b>(423)</b>	<b>98%</b>

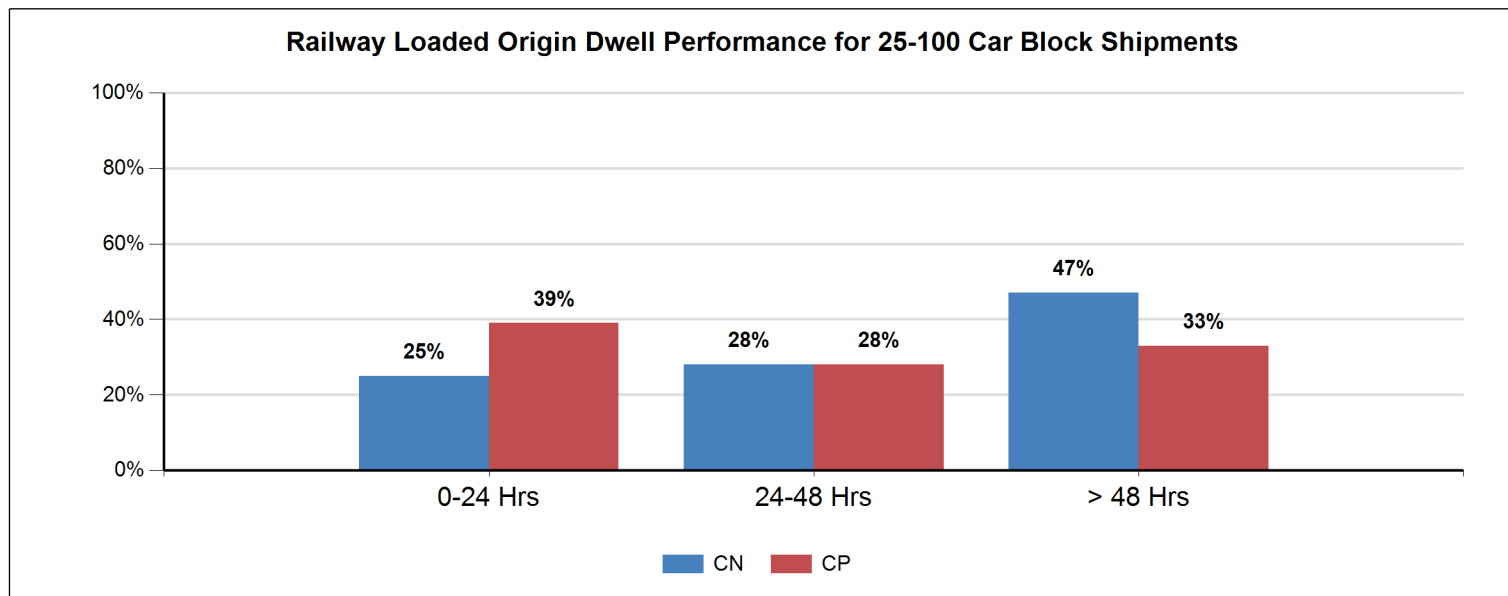
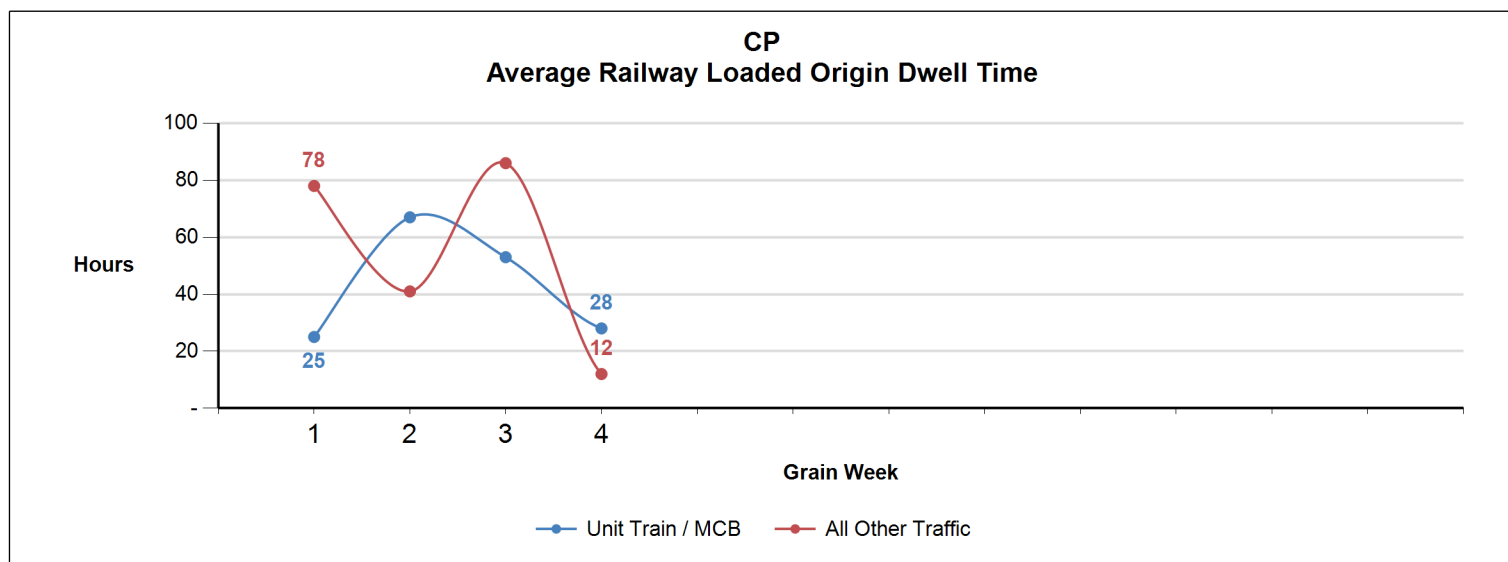
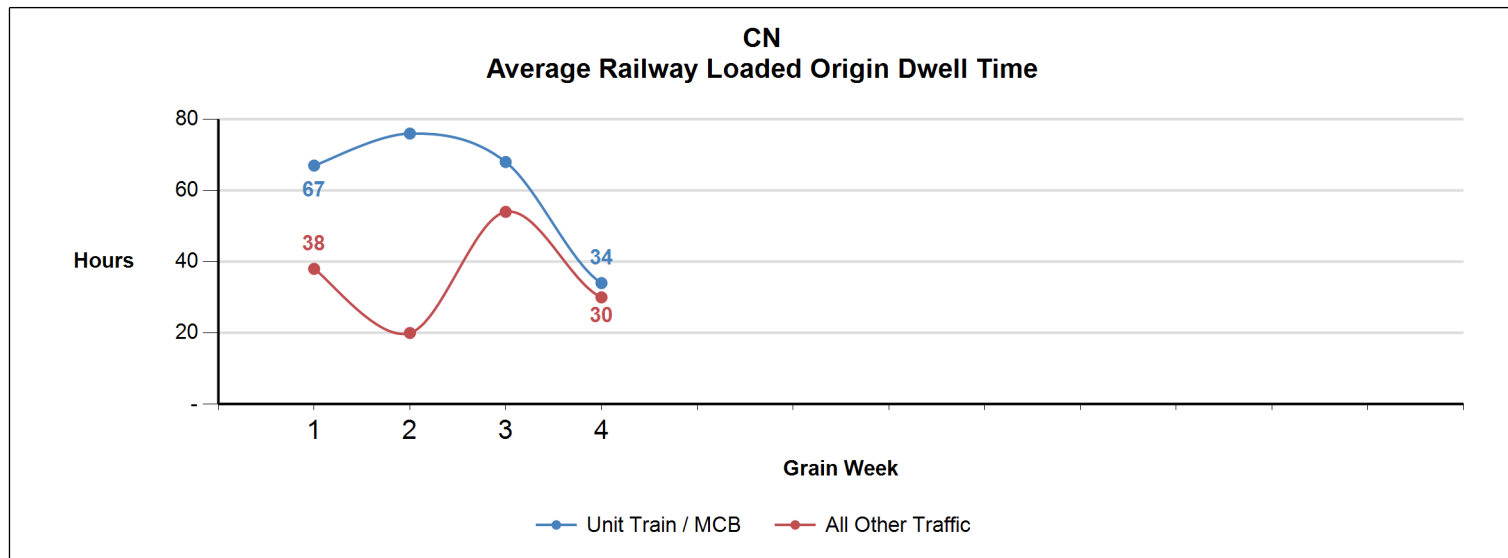
Hopper Cars Supplied in the Want Week by Corridor - To Week 04

Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,133	1,814	85%	7,416	5,738	77%
	Thunder Bay	711	701	99%	1,808	1,583	88%
	Prince Rupert	1,018	784	77%	4,246	3,309	78%
	Vancouver Other / W. Canada	47	46	98%	84	72	86%
	USA / Mexico	129	123	95%	344	256	74%
	Eastern Canada	178	75	42%	858	536	62%
	<b>CN Total</b>		<b>4,216</b>	<b>3,543</b>	<b>84%</b>	<b>14,756</b>	<b>11,494</b>
CP	Vancouver Bulk	3,571	3,460	97%	11,812	11,602	98%
	Thunder Bay	1,210	1,084	90%	4,428	4,277	97%
	Vancouver Other / W. Canada	63	63	100%	552	533	97%
	USA / Mexico	310	210	68%	675	573	85%
	Eastern Canada	26	25	96%	135	134	99%
	<b>CP Total</b>		<b>5,180</b>	<b>4,842</b>	<b>93%</b>	<b>17,602</b>	<b>17,119</b>

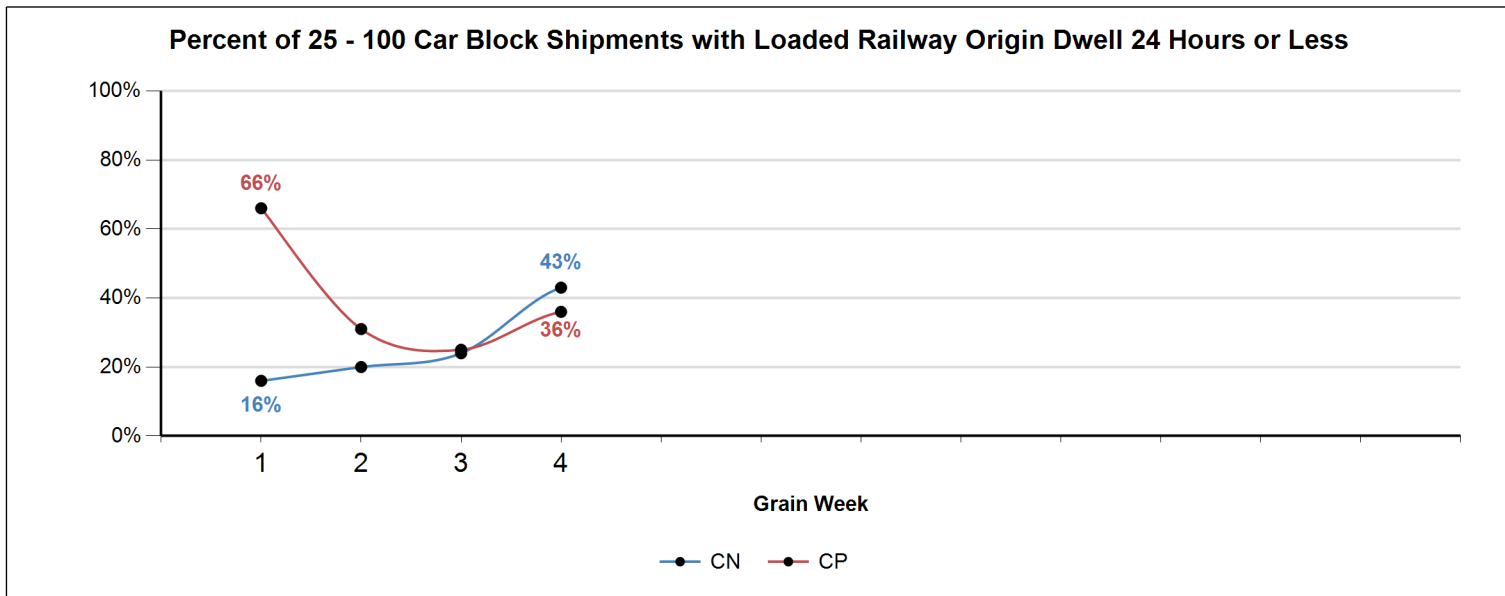




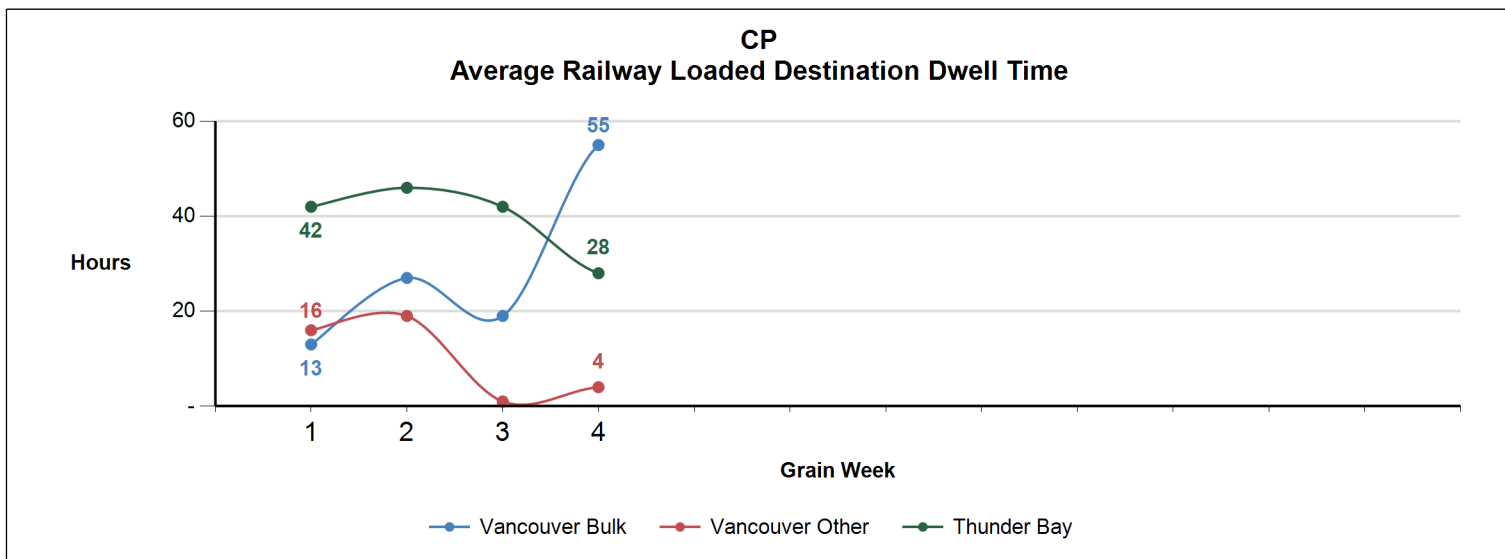
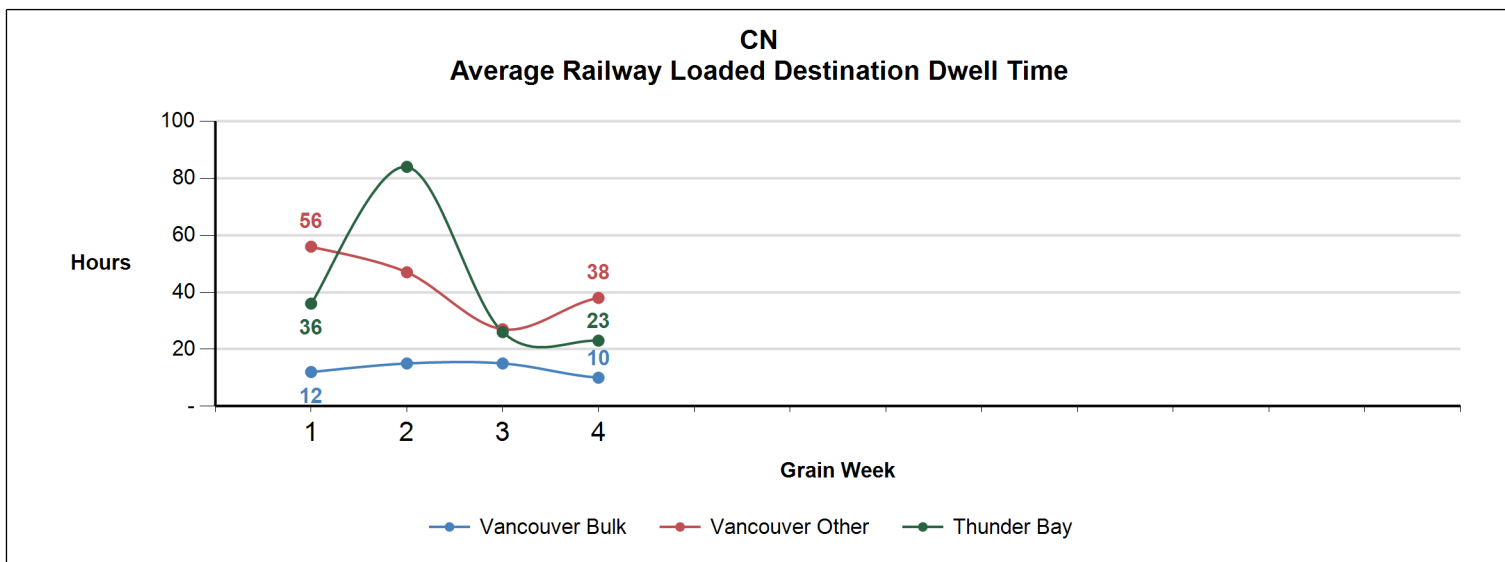
### Origin Dwell Performance





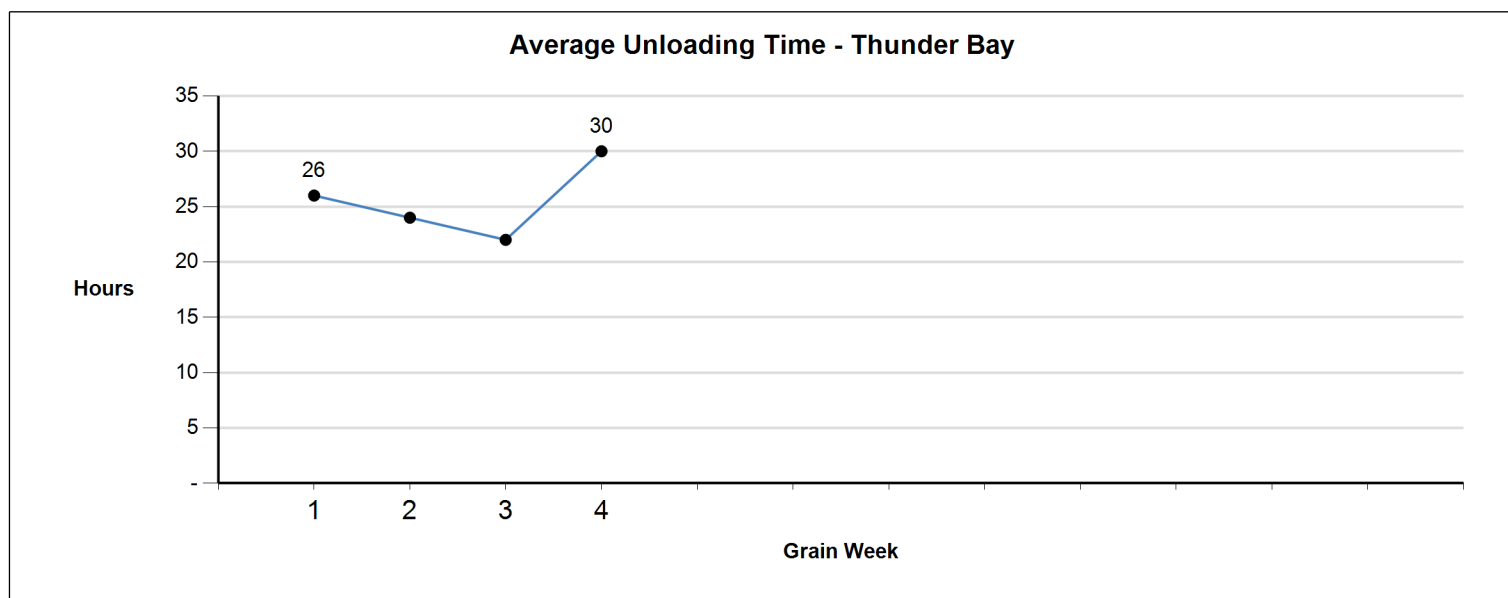
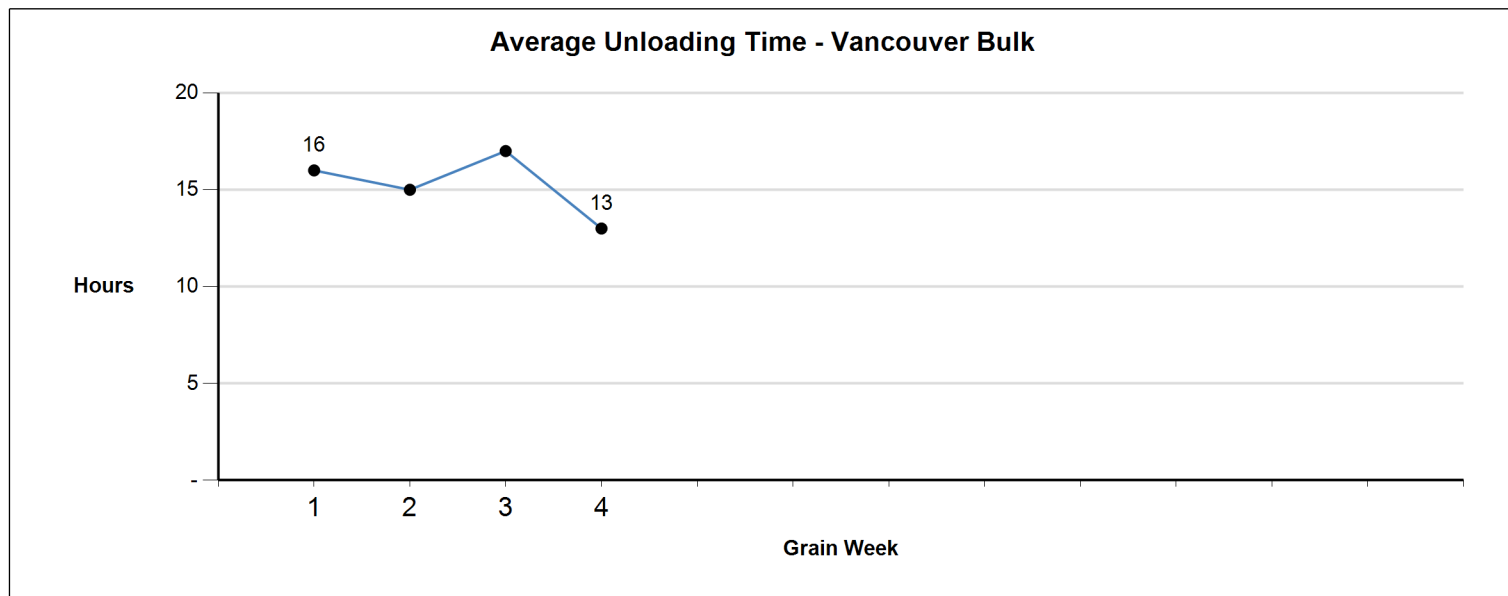


## Destination Dwell Performance





### 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.