

## Week 11 Performance

CN and CP supplied a combined 79% of hopper cars ordered in grain week 11, an increase from last week's 77%, reflecting an increase in performance on CN offset by a decrease in performance on CP. CN's performance was below the 90% threshold for the nineteenth consecutive week, supplying 72% of cars ordered. CP's performance deteriorated slightly week over week, supplying 85% of cars ordered as compared to 86% in the prior week. CN and CP combined will enter week 12 with 1,311 outstanding cars - a net 47% decrease (-1,171) from the 2,482 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 (-1,047) and CP by (-124), respectively.

In week 11, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. The most notable performance declines were seen in the Vancouver Other / W. Canada and Thunder Bay corridors, which saw 51% and 84% of cars ordered for week 11 supplied on time. These two corridors represented 14% of total hopper car demand for CN in week 11. While largely unchanged from the prior week CN once again managed to only supply 58% of cars ordered for the Vancouver Bulk corridor on time in week 11. Performance in this corridor was adversely affected by CN's rationing of 675 shipper orders for this corridor representing 29% of total demand to Vancouver in week 11. CP saw performance hold or improved in 3 of 5 corridors with a decline in performance seen in the Vancouver Bulk corridor where CP supplied 85% of shipper orders on time. This corridor represented 64% of total hopper car demand for CP in week 11.

With the exception of three week 10 orders all other outstanding orders (19) remain current - i.e. unfulfilled week 11 orders.

### CN

- CN supplied 72% of hopper cars ordered for week 11, representing an increase from last week's 66% order fulfillment performance. CN supplied 3,768 of 5,202 cars ordered, failing to supply 1,434 cars ordered.
- During week 11, CN supplied a total of 5,156 hoppers with 1,330 being outstanding orders placed prior to week 11 (see table page 3).
- CN's performance was consistently poor across individual shippers with 86% of shippers receiving less than 80% of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the eighth consecutive week.
- Shipper demand for hopper cars is 5% higher in week 12, rising to 5,543 and is expected to decrease 3% to 5,352 cars in week 13.
- Heading into week 12, CN has 410 outstanding orders, reflecting a 72% decline (-1,047) from the 1,457 outstanding orders at the beginning of week 11.

### CP

- CP fulfilled 85% of hopper cars ordered for week 11, reflecting a decrease from the 86% seen last week.
- For week 11, CP supplied 4,717 of 5,536 cars ordered, failing to supply 819 cars ordered.
- During week 11, CP supplied a total of 5,593 hoppers including 872 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the ninth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 17% to 6,343 in week 12 and is expected to decline 1% to 6,285 cars in week 13. Readers are cautioned that forward looking estimates of demand for CP can change significantly week to week due to the ongoing management of Dedicated Train orders by individual shippers.
- CP's performance was generally consistent across individual shippers with 20% of shippers receiving less than 75% of cars ordered on time.
- Heading into week 12, CP has 901 outstanding orders, representing a 12% decrease (-124) from the 1,025 outstanding orders entering week 11.

## Hopper Car Rationing

### CN

- CN rationed 1,062 hopper car orders in week 11. This level of rationing in week 11 contributes to CN's ability to work down the level of outstanding orders by not accepting as many orders for servicing. CN has now rationed hopper car orders for six consecutive weeks and in 7 of the first 11 weeks of the current grain year.
- Preliminary indications suggest that rationing of hopper car orders is continuing in weeks 12 and 13.
- Through the first 11 weeks of the current grain year, CN has rationed 4,517 hopper car orders as compared to none for the same period last year. Through the first 11 weeks of the current grain year CN has rationed 94% more hopper car



orders than during the same time period in the last three years combined.

- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (3,005)
  - Prince Rupert (824)
  - Thunder Bay (447)
  - Eastern Canada (186)
  - All Other (55)

## 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 53 hopper car orders for ATC shippers, as compared to none for the same period last year.
- YTD 2020/2021 orders have been rationed across corridors as follows:
  - Vancouver (53)



## 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	5,202	4,635	567	52,465	4,769	38,797	3,527	13,668	1,242
CP	5,536	4,768	768	58,602	5,327	45,988	4,180	12,614	1,146
<b>Total</b>	<b>10,738</b>	<b>9,403</b>	<b>1,335</b>	<b>111,067</b>	<b>10,096</b>	<b>84,785</b>	<b>7,707</b>	<b>26,282</b>	<b>2,388</b>

### Cars Shipped

Railway	Corridor	Week 11	YTD
CN	N.A. Domestic	548	4,533
	Prince Rupert	1,673	12,779
	Thunder Bay	604	7,169
	Vancouver	2,177	23,493
<b>Total</b>		<b>5,002</b>	<b>47,974</b>
CP	N.A. Domestic	210	3,223
	Thunder Bay	2,386	16,553
	Vancouver	3,201	36,996
<b>Total</b>		<b>5,797</b>	<b>56,772</b>

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

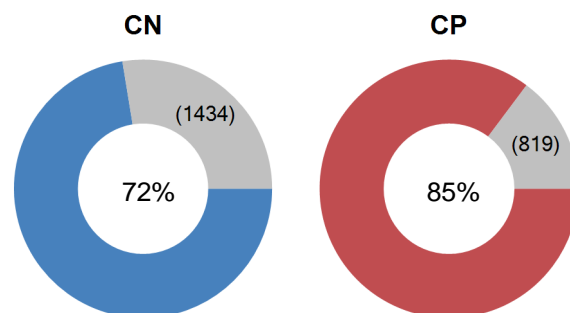
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,750	4,514	1,330	103	76	1	5,156	4,618
CP	4,717	4,383	872	171	4	785	5,593	5,339
<b>Total</b>	<b>8,467</b>	<b>8,897</b>	<b>2,202</b>	<b>274</b>	<b>80</b>	<b>786</b>	<b>10,749</b>	<b>9,957</b>

### Supplied by Block Size

Block Size	Week 11			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	3%	2%
25	3%	3%	3%	3%	2%	2%
50	9%	3%	6%	9%	5%	7%
100	86%	91%	89%	86%	90%	88%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,202	5,536	10,738
Current Week Order Fulfillment			
Supplied in Current Week	3,750	4,717	8,467
Supplied Early	18		18
<b>Total Cars Supplied for Want Week</b>	<b>3,768</b>	<b>4,717</b>	<b>8,485</b>
Current Week Unfulfilled Demand	(1,434)	(819)	(2,253)
% Current Week Orders Supplied	72%	85%	79%



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

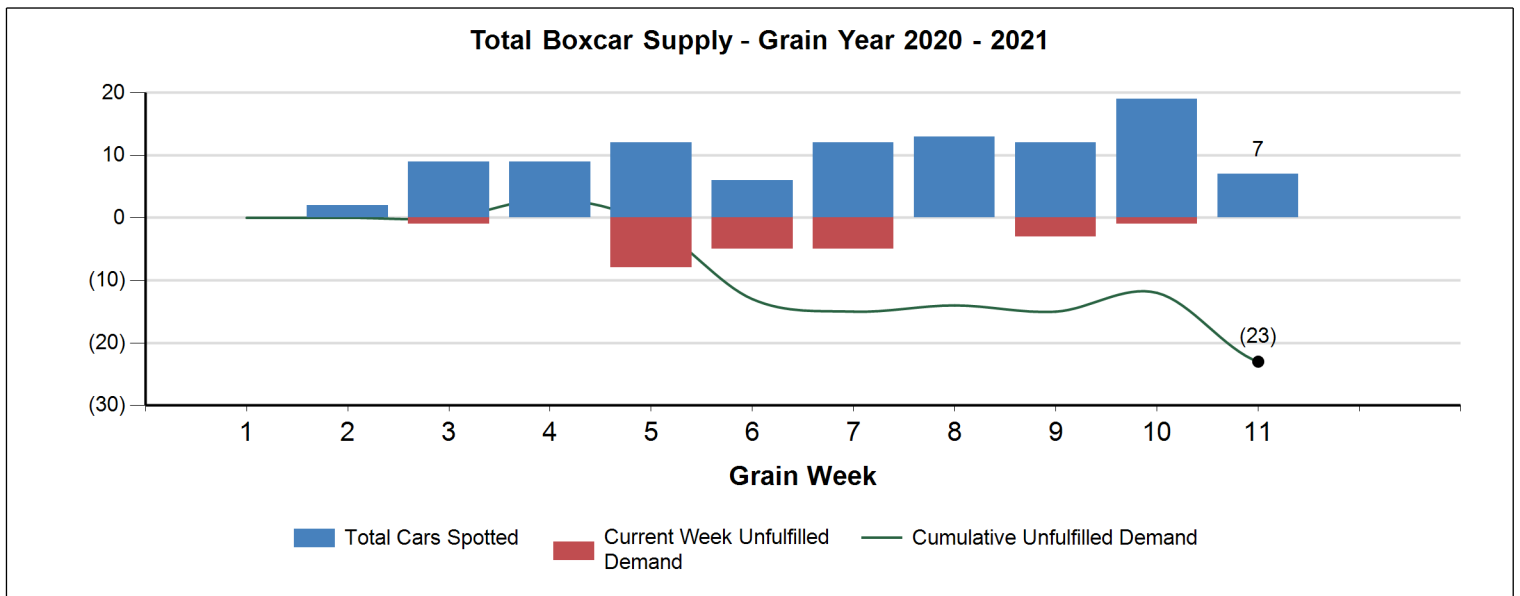
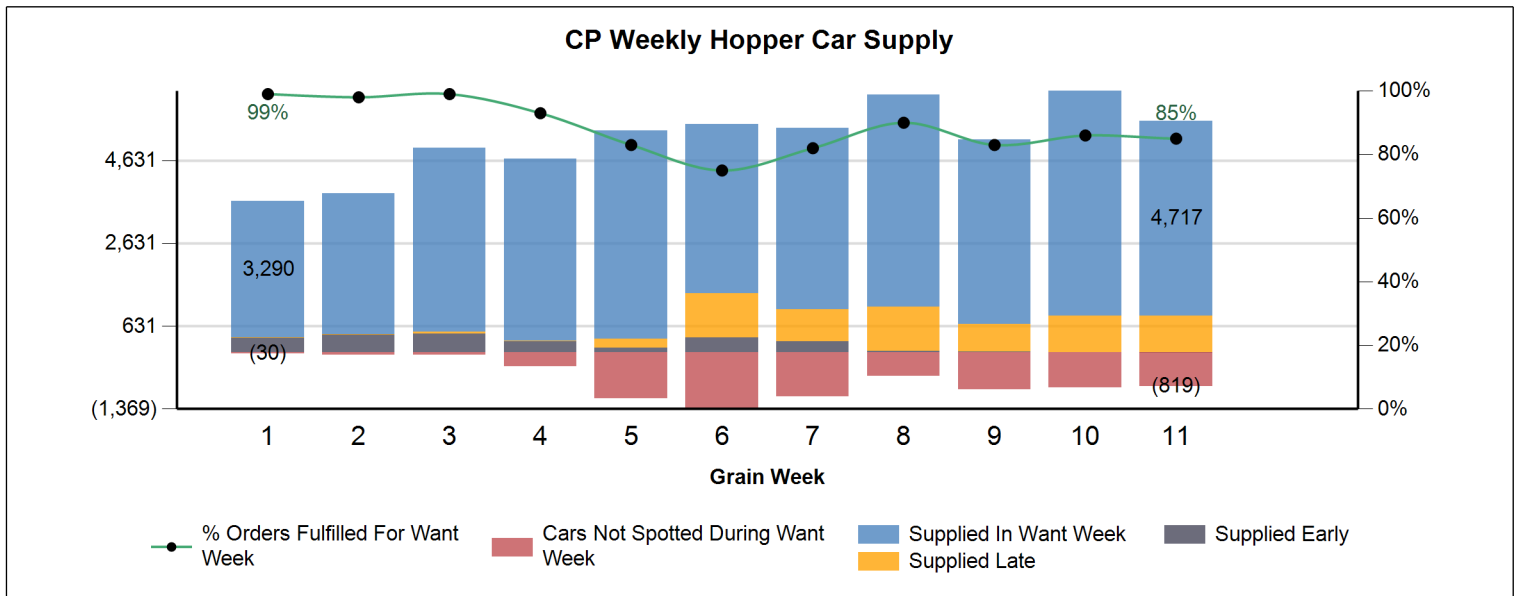
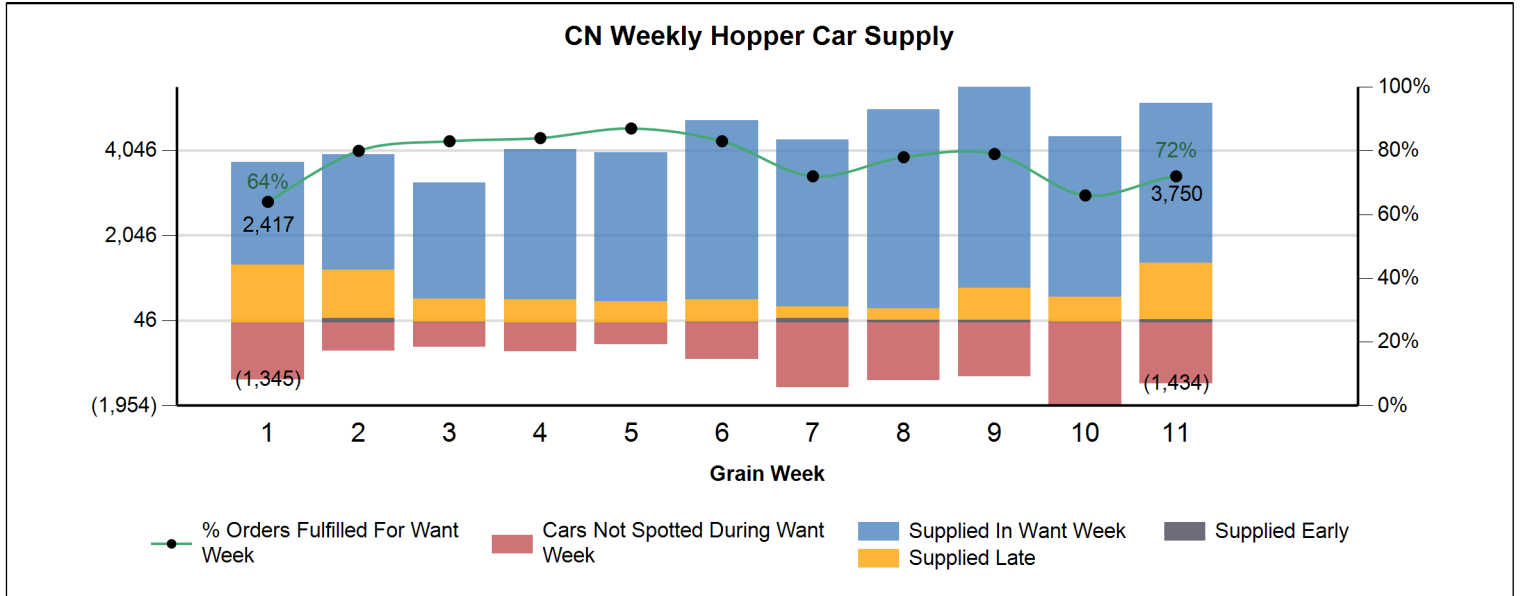
	Week 11		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	34	54	44	30
CP	24	33	36	29

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

		Week 11		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	15	26	14	17
	CP	26	18	29	25
Thunder Bay	CN	19	20	39	20
	CP	39	30	37	35

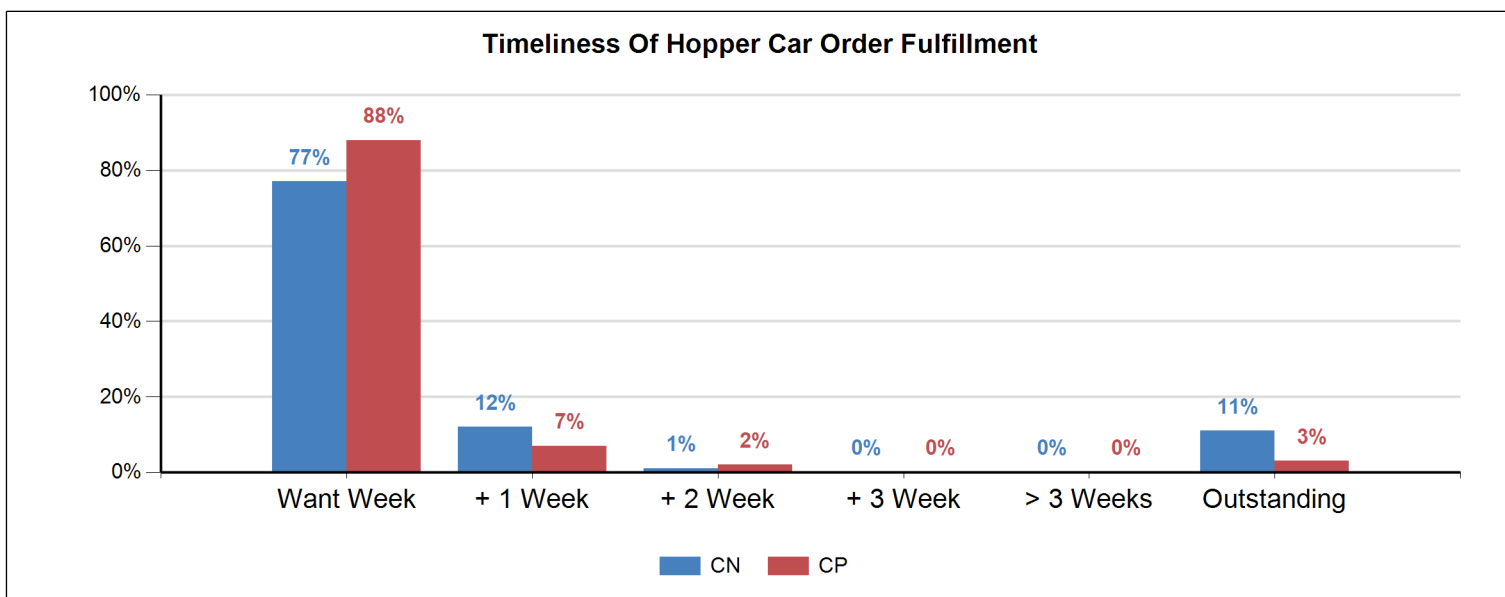
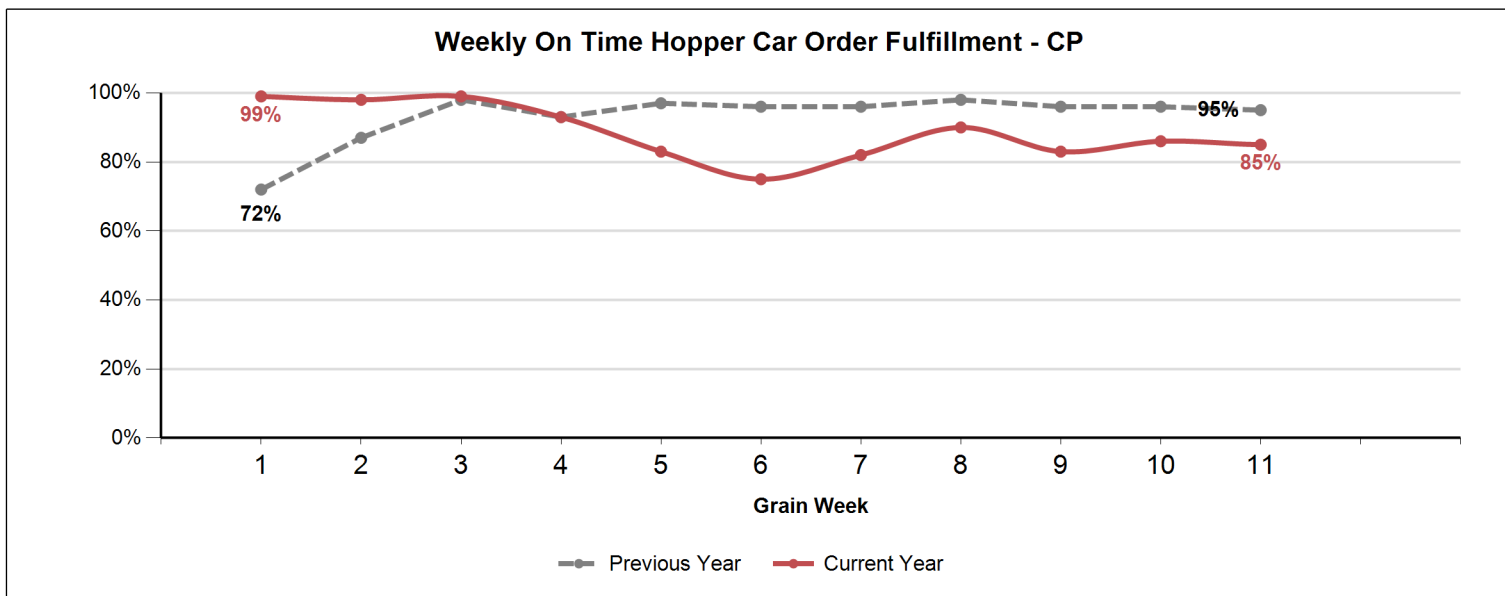
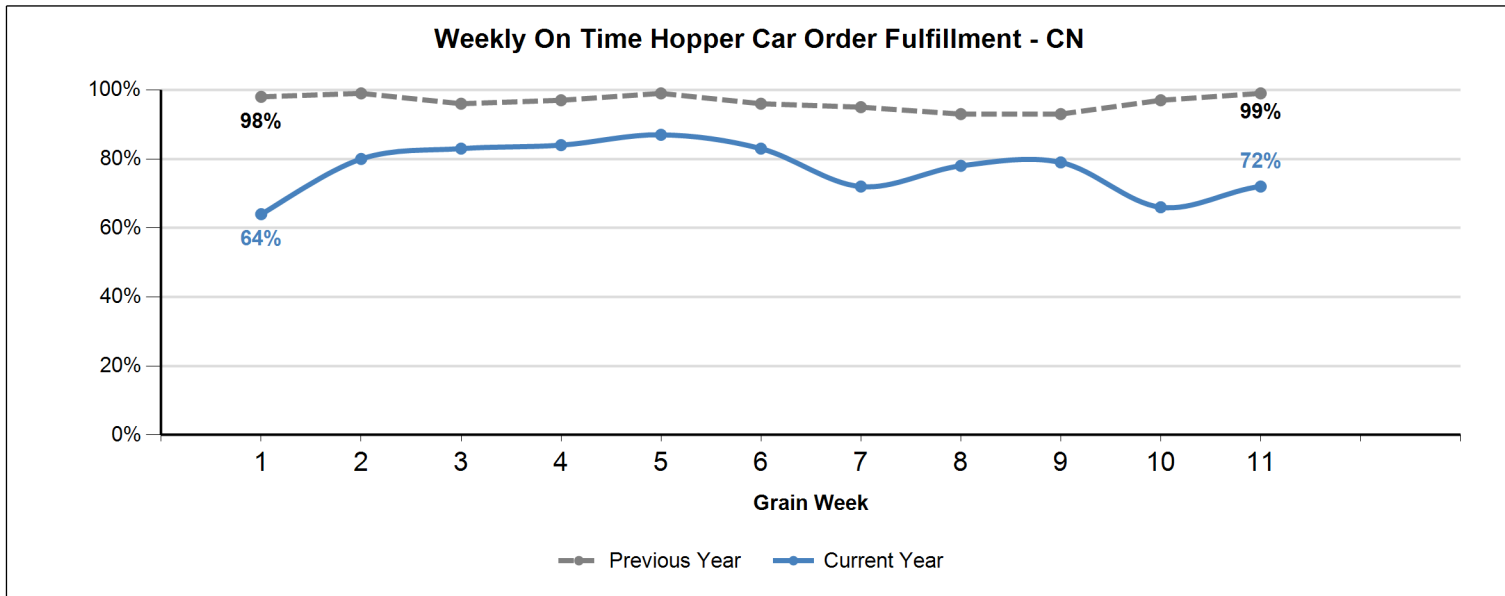


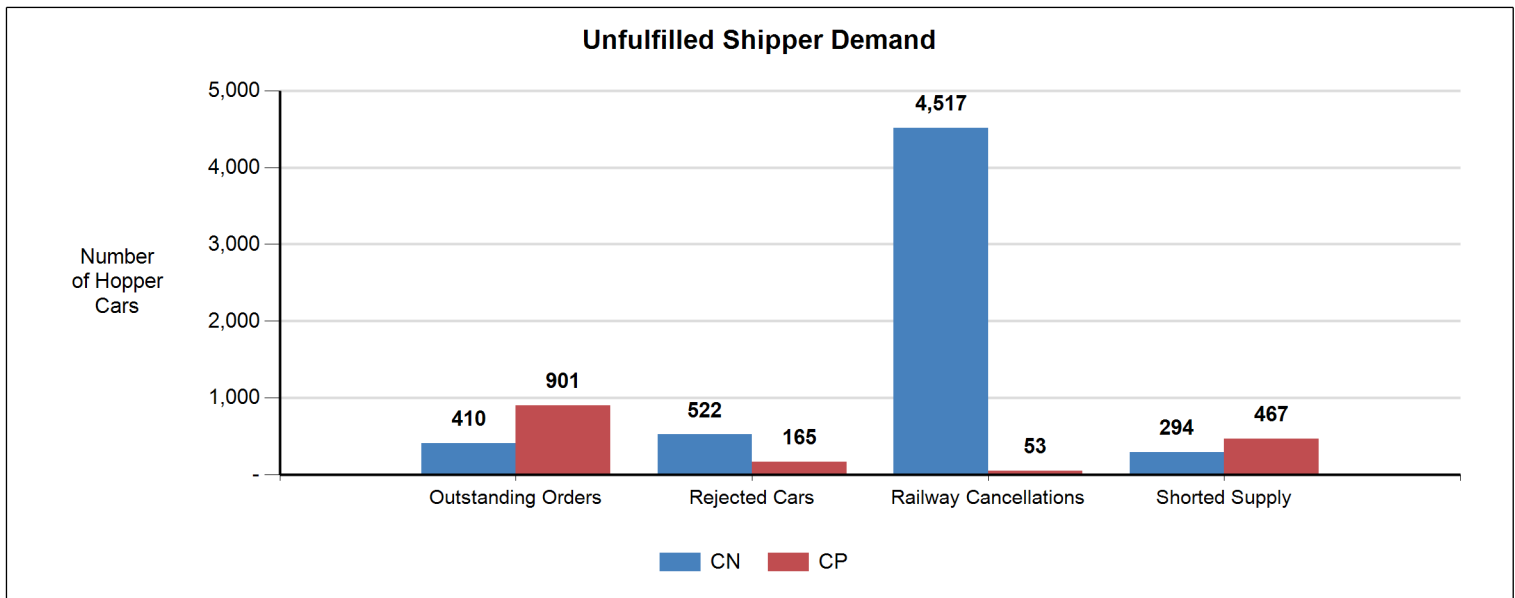
Weekly Performance Update - To Grain Week 11 (Grain Year 2020-21)  
Covering 90% of grain movement originating in Western Canada





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 Covering 90% of grain movement originating in Western Canada





## Corridor Performance

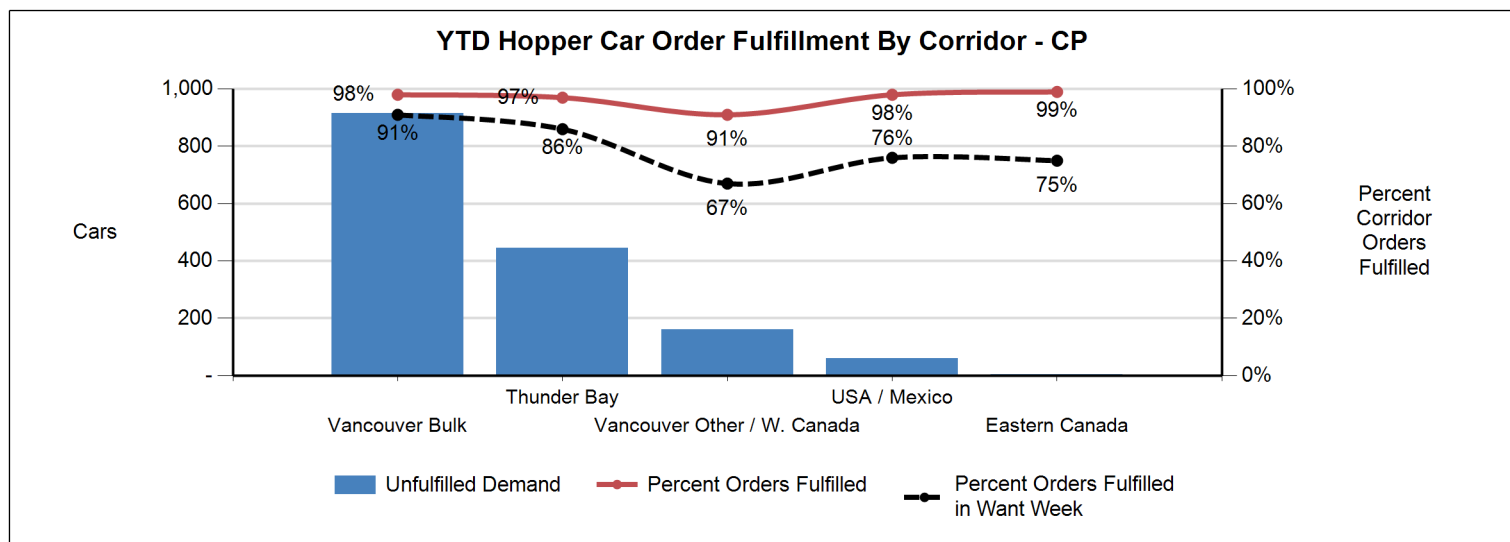
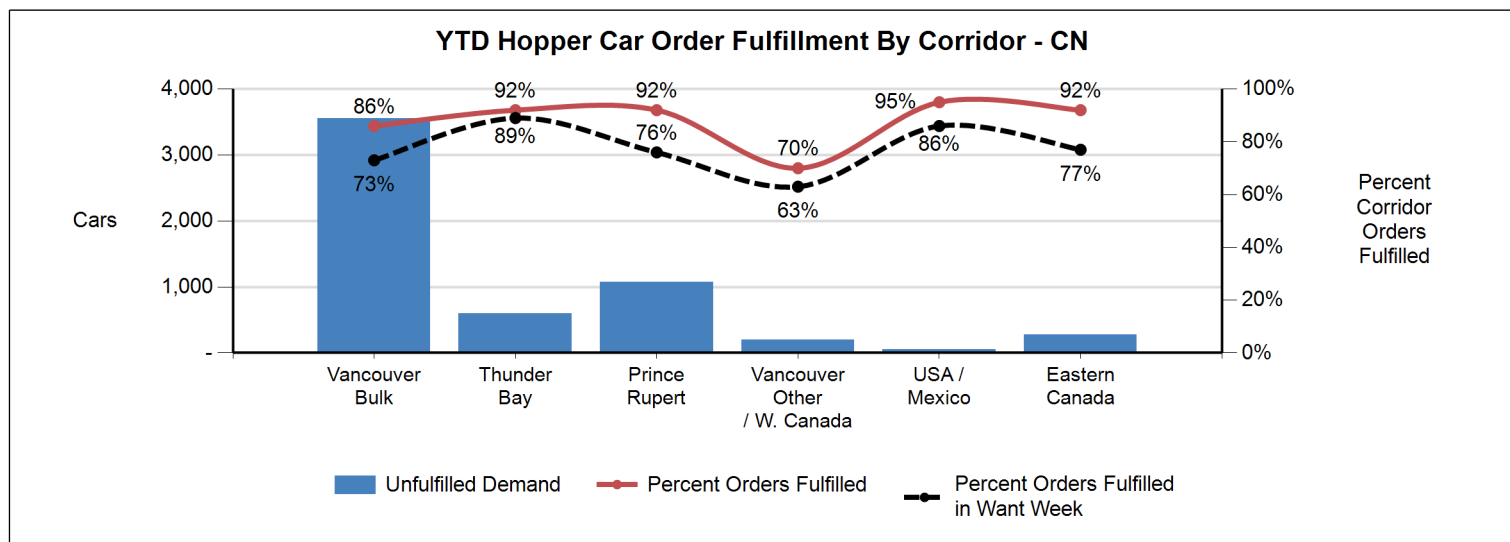
### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 11

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	26,112	22,557	(3,555)	86%
	Thunder Bay	7,836	7,243	(593)	92%
	Prince Rupert	13,231	12,162	(1,069)	92%
	Vancouver Other / W. Canada	638	444	(194)	70%
	USA / Mexico	1,082	1,028	(54)	95%
	Eastern Canada	3,566	3,288	(278)	92%
<b>Total</b>		<b>52,465</b>	<b>46,722</b>	<b>(5,743)</b>	<b>89%</b>
CP	Vancouver Bulk	36,680	35,764	(916)	98%
	Thunder Bay	17,150	16,704	(446)	97%
	Vancouver Other / W. Canada	1,812	1,651	(161)	91%
	USA / Mexico	2,646	2,587	(59)	98%
	Eastern Canada	314	310	(4)	99%
<b>Total</b>		<b>58,602</b>	<b>57,016</b>	<b>(1,586)</b>	<b>97%</b>



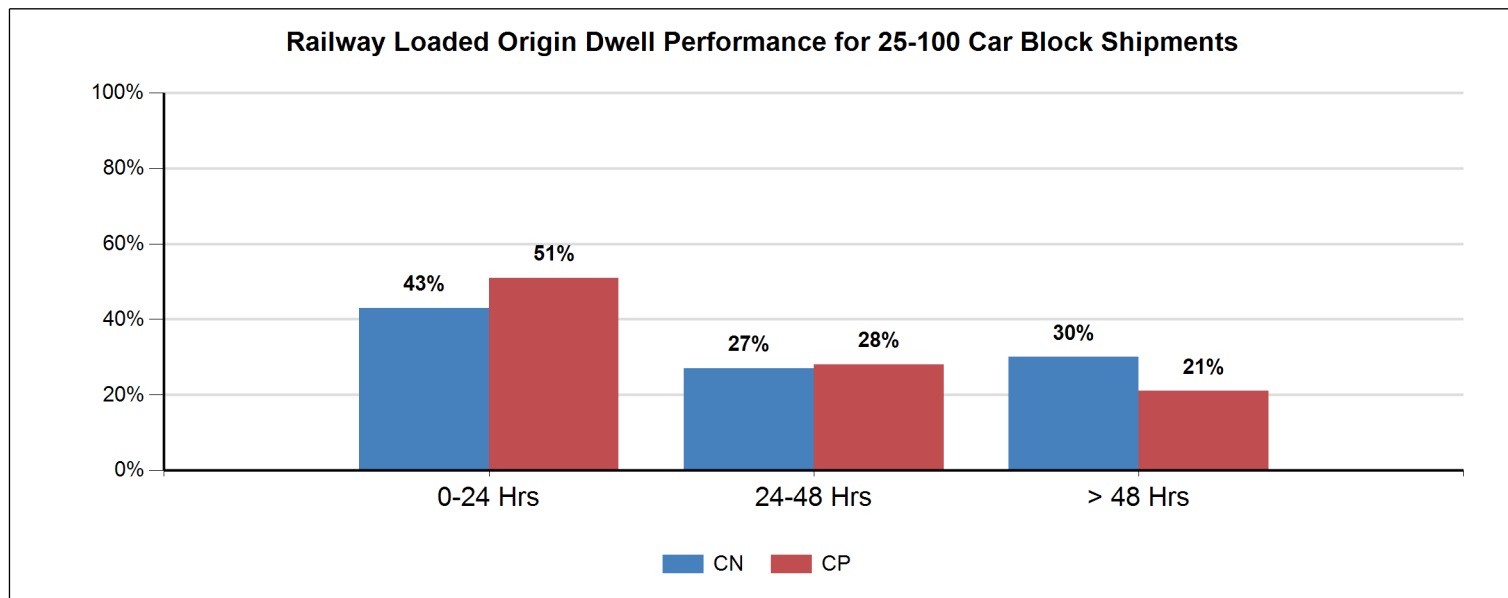
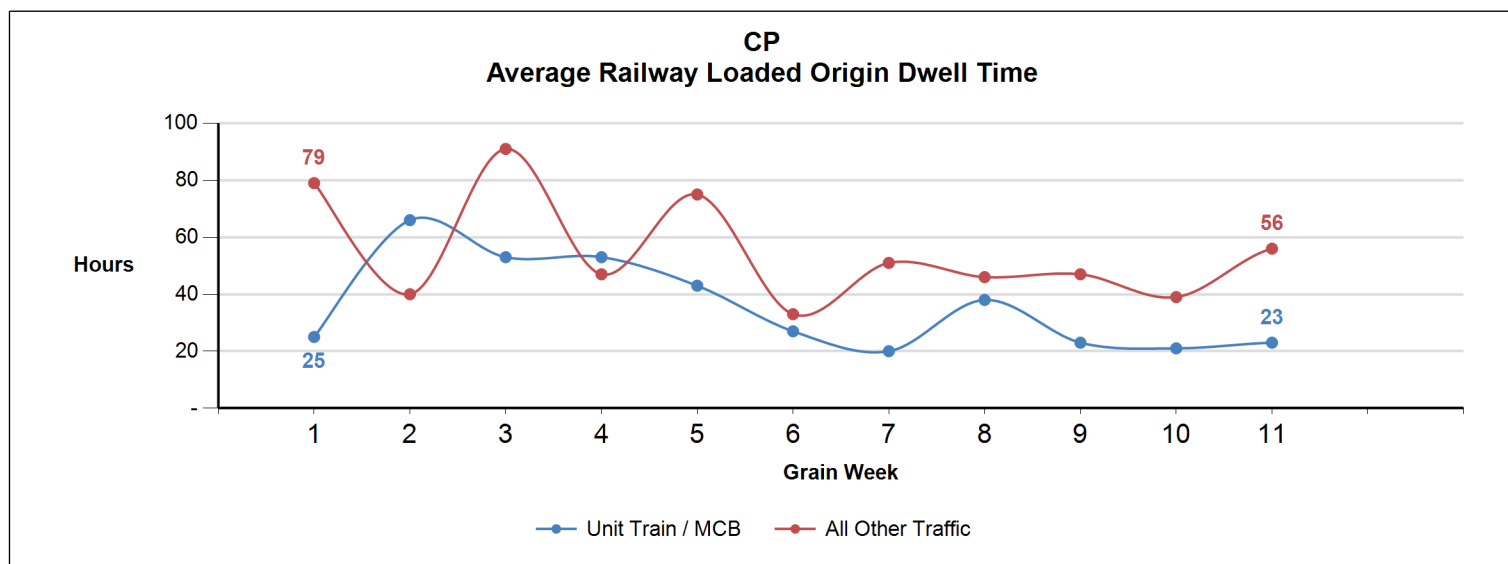
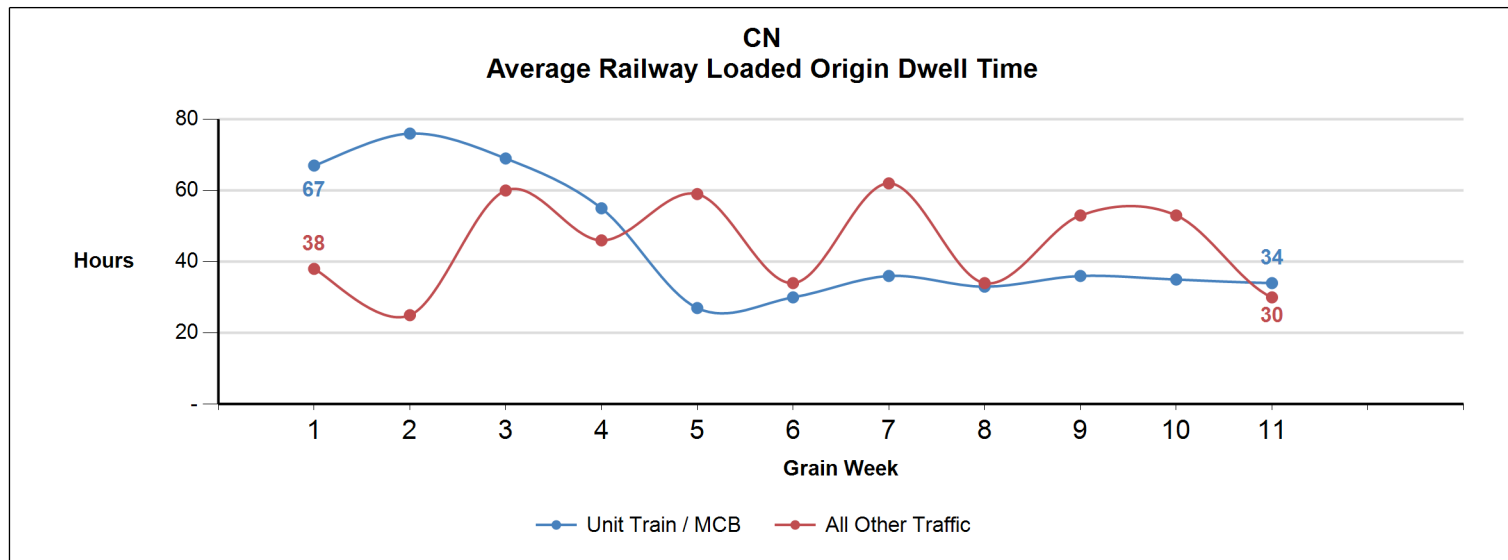
Hopper Cars Supplied in the Want Week by Corridor - To Week 11

Railway	Corridor	Week 11			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,339	1,352	58%	26,112	19,159	73%
	Thunder Bay	662	557	84%	7,836	6,991	89%
	Prince Rupert	1,454	1,227	84%	13,231	10,051	76%
	Vancouver Other / W. Canada	63	32	51%	638	401	63%
	USA / Mexico	158	147	93%	1,082	927	86%
	Eastern Canada	526	453	86%	3,566	2,756	77%
	<b>CN Total</b>		<b>5,202</b>	<b>3,768</b>	<b>72%</b>	<b>52,465</b>	<b>40,285</b>
CP	Vancouver Bulk	3,535	3,001	85%	36,680	33,235	91%
	Thunder Bay	1,599	1,361	85%	17,150	14,732	86%
	Vancouver Other / W. Canada	119	76	64%	1,812	1,207	67%
	USA / Mexico	258	254	98%	2,646	2,010	76%
	Eastern Canada	25	25	100%	314	235	75%
	<b>CP Total</b>		<b>5,536</b>	<b>4,717</b>	<b>85%</b>	<b>58,602</b>	<b>51,419</b>

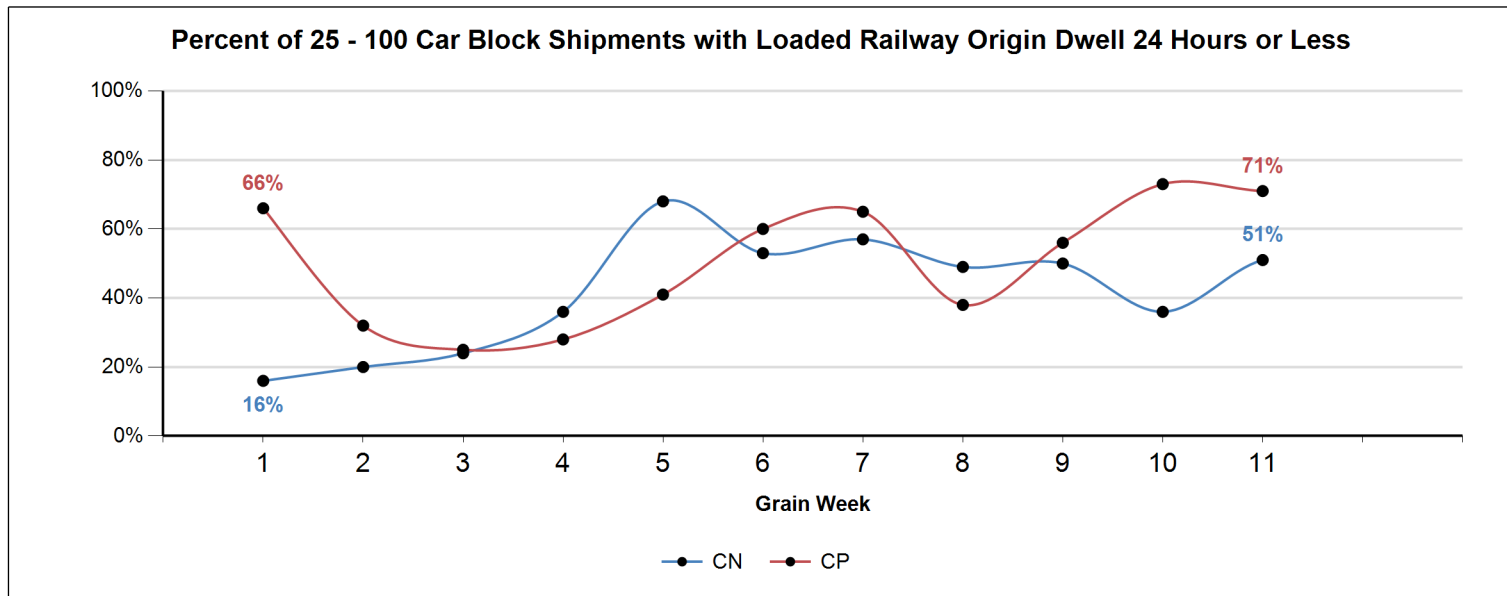




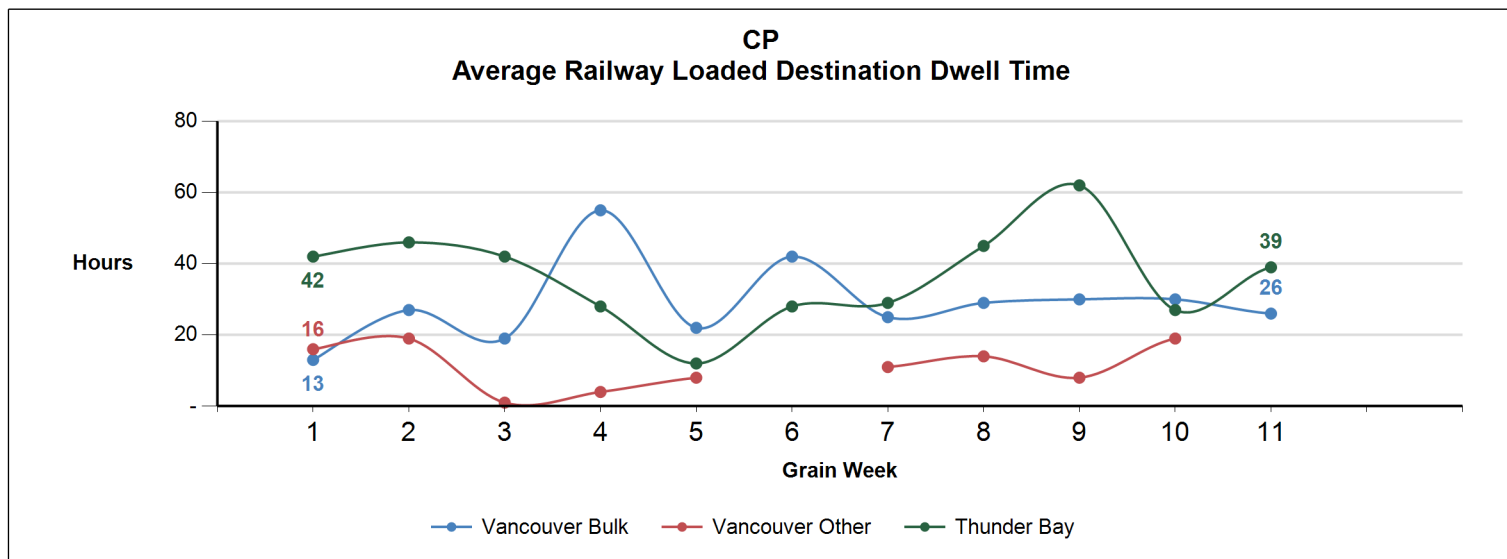
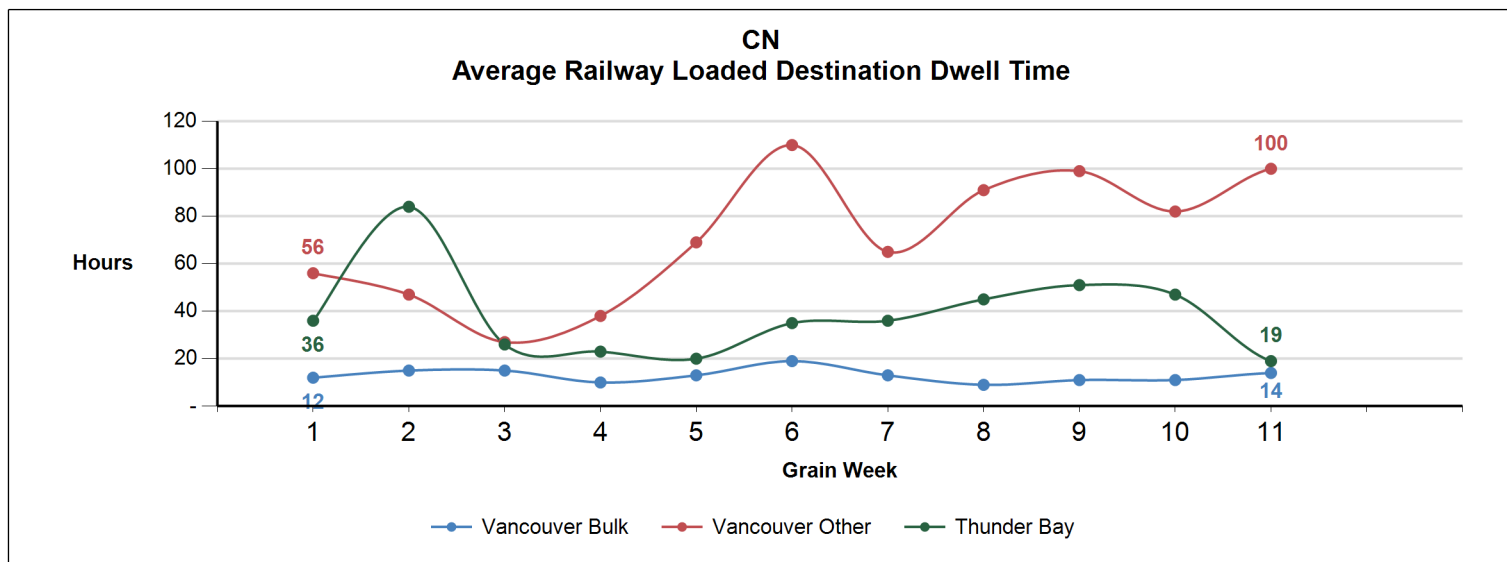
### Origin Dwell Performance





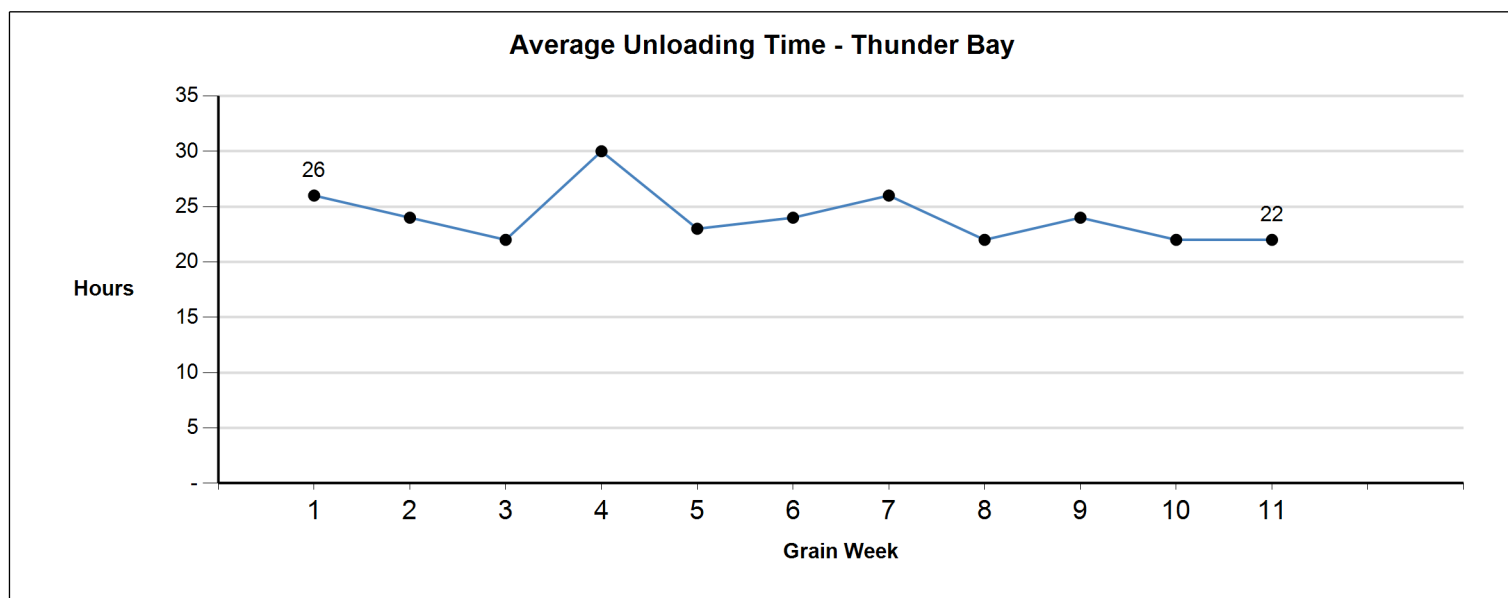
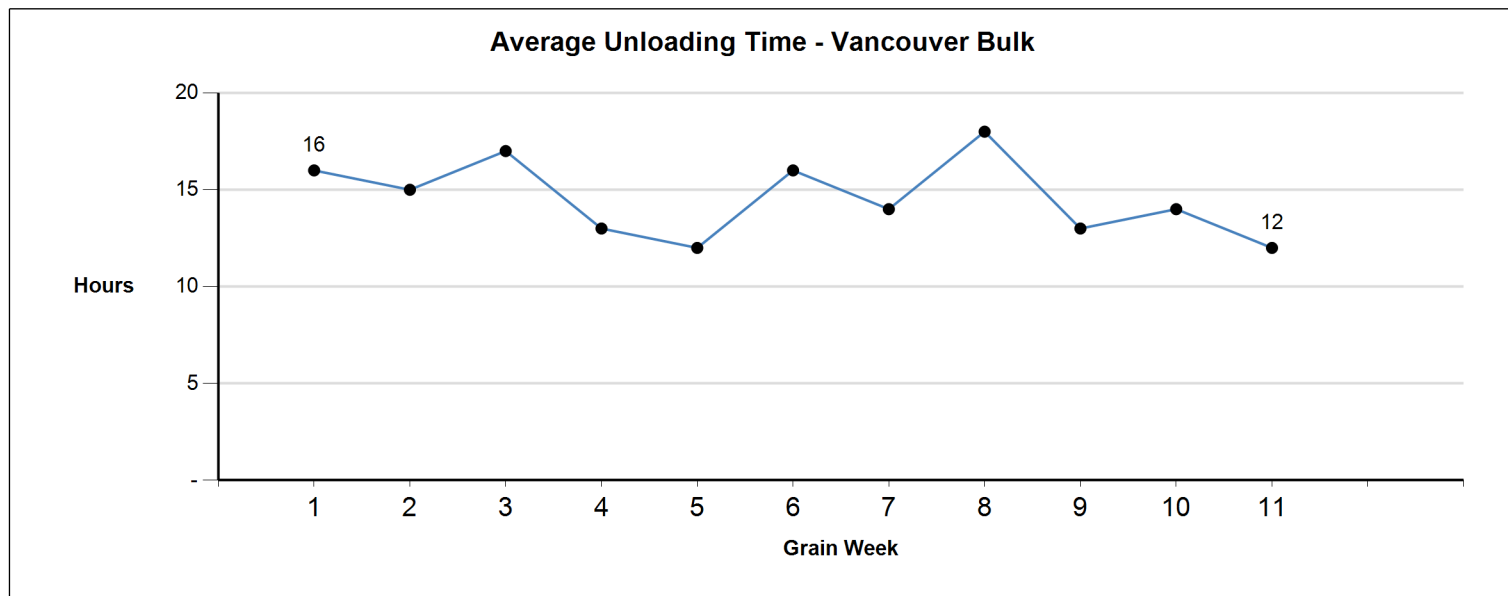


## Destination Dwell Performance





### 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.