Week 20 Performance

CN and CP supplied a combined 73% of hopper cars ordered in grain week 20, a decrease from last week's 81%, reflecting a significant decrease in performance on CN and a slight decrease in performance on CP. CN's performance was below the 90% threshold for the twentieth consecutive week of the current grain year, supplying 56% of cars ordered. CP's performance declined slightly week over week, supplying 87% of cars ordered as compared to 93% in the prior week. CN and CP combined will enter week 20 with 2,287 outstanding cars - a net 16% increase (+316) from the 1,971 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 (+317) and a decrease in the number of outstanding hopper cars on CP by (- 1) .

In week 20, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. Notable performance declines were seen in the Vancouver Bulk and Prince Rupert corridors which saw 57% and 33% of cars ordered for week 20 supplied on time. These two corridors represented 74% of total hopper car demand for CN in week 20. CN performance in the Vancouver Bulk corridor was negatively impacted by the rationing of 200 shipper orders in week 20. CP saw performance hold or improved in 3 of 5 corridors with performance declines seen in the USA / Mexico and Vancouver Bulk corridors. The USA/Mexico corridor saw CP only fulfill 54% of orders on time for week 20. For the Vancouver Bulk corridor CP performance declined from last week (97%) but remained reasonably good at 90% in week 20.

All outstanding orders (25) remain current - i.e. unfulfilled week 20 orders.

CN

- CN supplied 56% of hopper cars ordered for week 20, representing a decrease from last week's 66% order fulfillment performance. CN supplied 2,517 of 4,459 cars ordered, failing to supply 1,942 cars ordered.
- During week 20, CN supplied a total of 3,523 hoppers with 1,249 being outstanding orders placed prior to week 20 (see table page 3).
- CN's performance was inconsistent across individual shippers with 57% of shippers receiving less than 65% of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the seventeenth consecutive week in the currrent grain year.
- Shipper demand for hopper cars is 30% lower in week 21, falling to 3,125 and is expected to increase 25% to 3,916 cars in week 22. The decline in demand in week 21 is in part attributable to the Christmas holiday.
- Heading into week 21, CN has 1,609 outstanding orders, reflecting a 25% increase (+317) from the 1,292 outstanding orders at the beginning of week 20.

CP

- CP fulfilled 87% of hopper cars ordered for week 20, reflecting a decrease from the 93% seen last week.
- For week 20, CP supplied 4,854 of 5,585 cars ordered, failing to supply 731 cars ordered.
- During week 20, CP supplied a total of 5,420 hoppers including 673 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the eighteenth consecutive week in the current grain year.
- Shipper demand for hopper cars is projected to decline 22% to 4,310 cars in week 21 and then increase 12% to 4,860 cars in week 22. Readers are reminded that forward looking estimates of CP hopper car demand are subject to significant change due to the week to week management of Dedicated Train orders by individual shippers. As with CN in this instance the projected reduction in week 21 demand is likely to some extent a reflection of the Christmas holiday.
- CP's performance was somewhat inconsistent across individual shippers with 30% of shippers receiving less than 75% of cars ordered on time.
- Heading into week 21, CP has 678 outstanding orders, representing a slight decrease (- 1) from the 679 outstanding orders entering week 20.

Hopper Car Rationing

CN

- CN rationed 303 hopper car orders in week 20.
- Preliminary indications suggest that some level of rationing continued into week 21.
- Through the first 20 weeks of the current grain year, CN has rationed 9,399 hopper car orders as compared to 5,360 for the same period last year.

- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (5,359)
  - Prince Rupert (2,135)
  - Thunder Bay (1,043)
  - Eastern Canada (755)
  - All Other (107)

CP

- CP rationed no hopper car orders in week 20.
- Preliminary indications suggest that there will be no rationing in week 21.
- Through the first 20 weeks of the current grain year, CP has rationed 243 hopper car orders for ATC shippers, as compared to none for the same period last year.
- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (91)
  - Thunder Bay (76)
  - USA (75)
  - All Other (1)

Performance Dashboard

Hopper Car Demand

	Week 20			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	4,459	5,087	(628)	101,254	5,062	84,416	4,220	16,838	841
CP	5,585	3,344	2,241	110,062	5,503	92,545	4,627	17,517	875
	10,044	**8,431**	**1,613**	**211,316**	**10,565**	**176,961**	**8,847**	**34,355**	**1,716**

Cars Shipped

Railway	Corridor	Week 20	YTD
CN	N.A. Domestic	291	9,979
	Prince Rupert	1,128	23,440
	Thunder Bay	175	13,000
	Vancouver	2,622	44,043
	Total	**4,216**	**90,462**
CP	N.A. Domestic	304	5,199
	Thunder Bay	1,739	31,312
	Vancouver	4,162	71,269
	Total	**6,205**	**107,780**

Empty Hopper Cars Supplied - Week 20 (All Want Weeks)

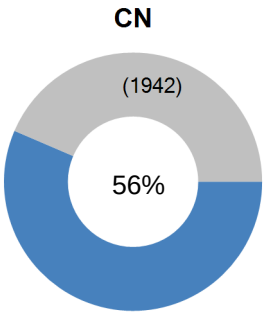
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,274	4,717	1,249	167			3,523	4,884
CP	4,719	3,193	673	1,186	28	1,147	5,420	5,526
	6,993	**7,910**	**1,922**	**1,353**	**28**	**1,147**	**8,943**	**10,410**

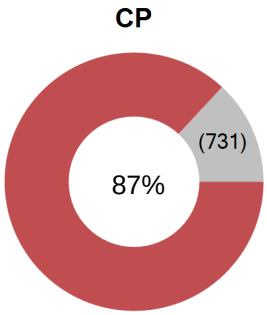
Supplied by Block Size

Block Size	Week 20			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	2%	2%	2%	3%	2%
25	2%	2%	2%	3%	2%	2%
50	10%	8%	9%	8%	5%	7%
100	85%	89%	87%	87%	90%	89%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,459	5,585	10,044
Current Week Order Fulfillment			
Supplied in Current Week	2,274	4,719	6,993
Supplied Early	243	135	378
Total Cars Supplied for Want Week	**2,517**	**4,854**	**7,371**
Current Week Unfulfilled Demand	(1,942)	(731)	(2,673)
% Current Week Orders Supplied	56%	87%	73%



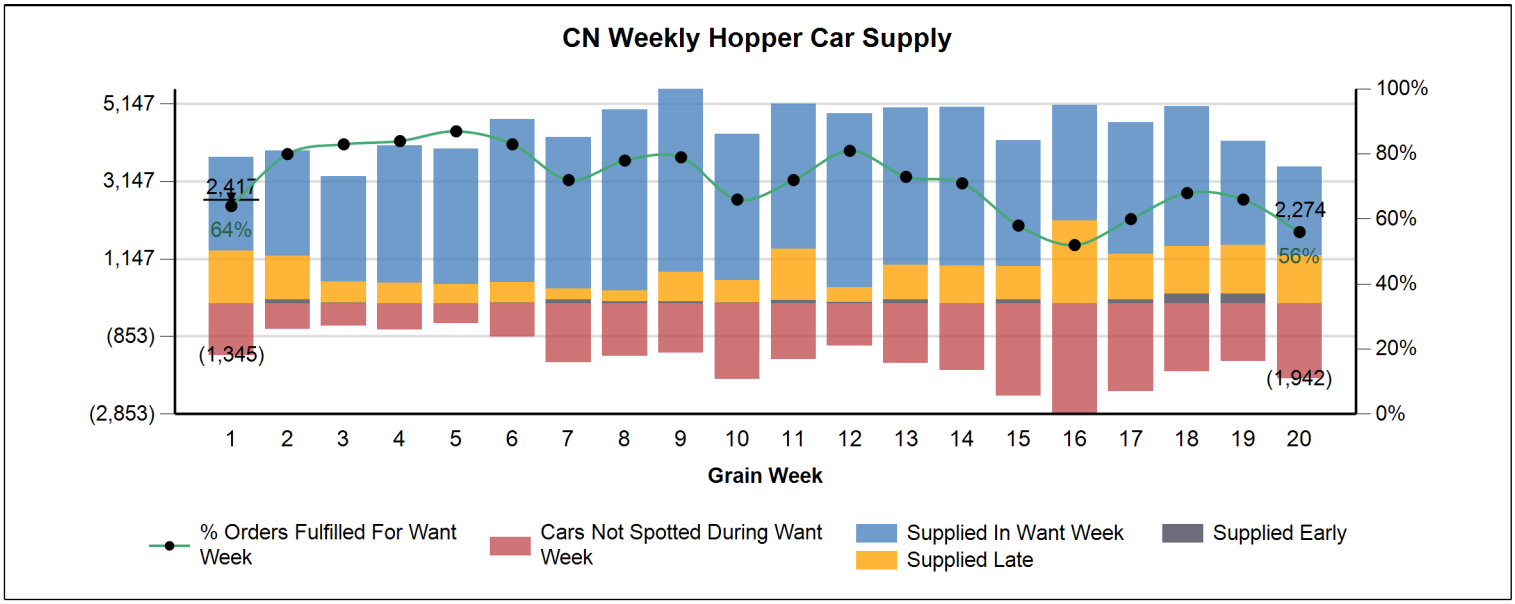


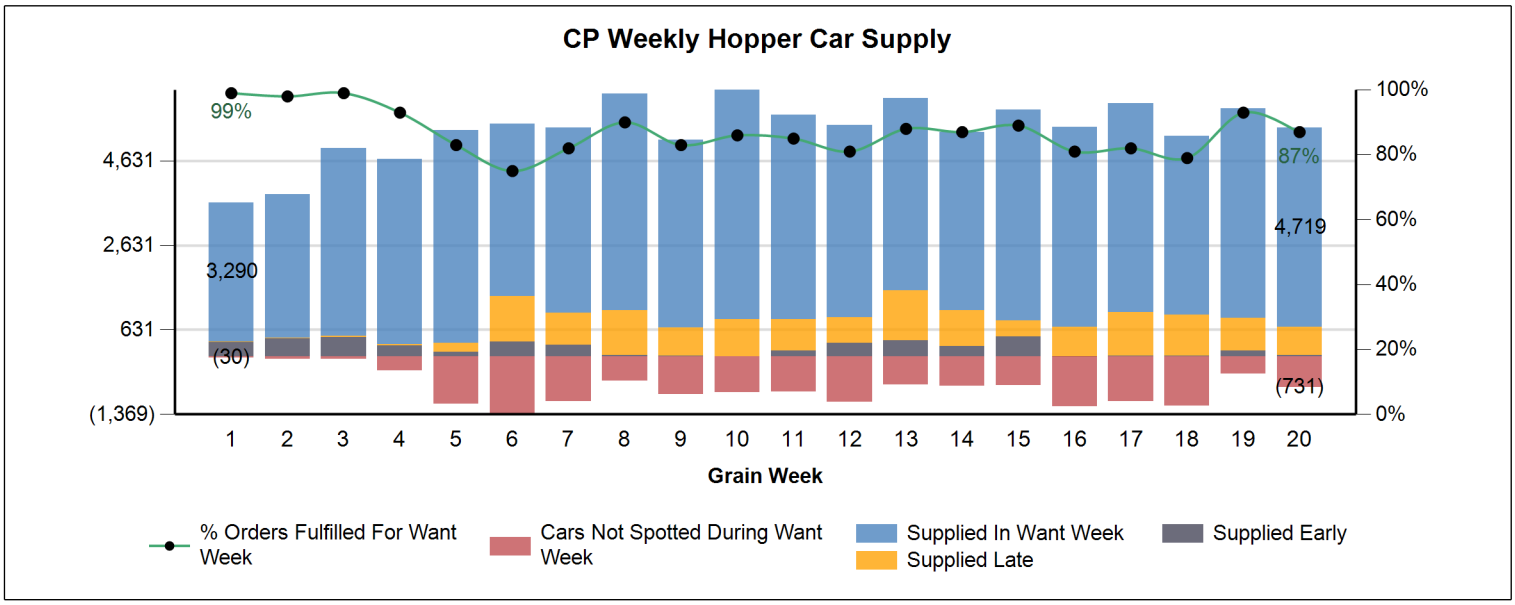
Loaded Dwell Time (Hours) at Origin (All Traffic)

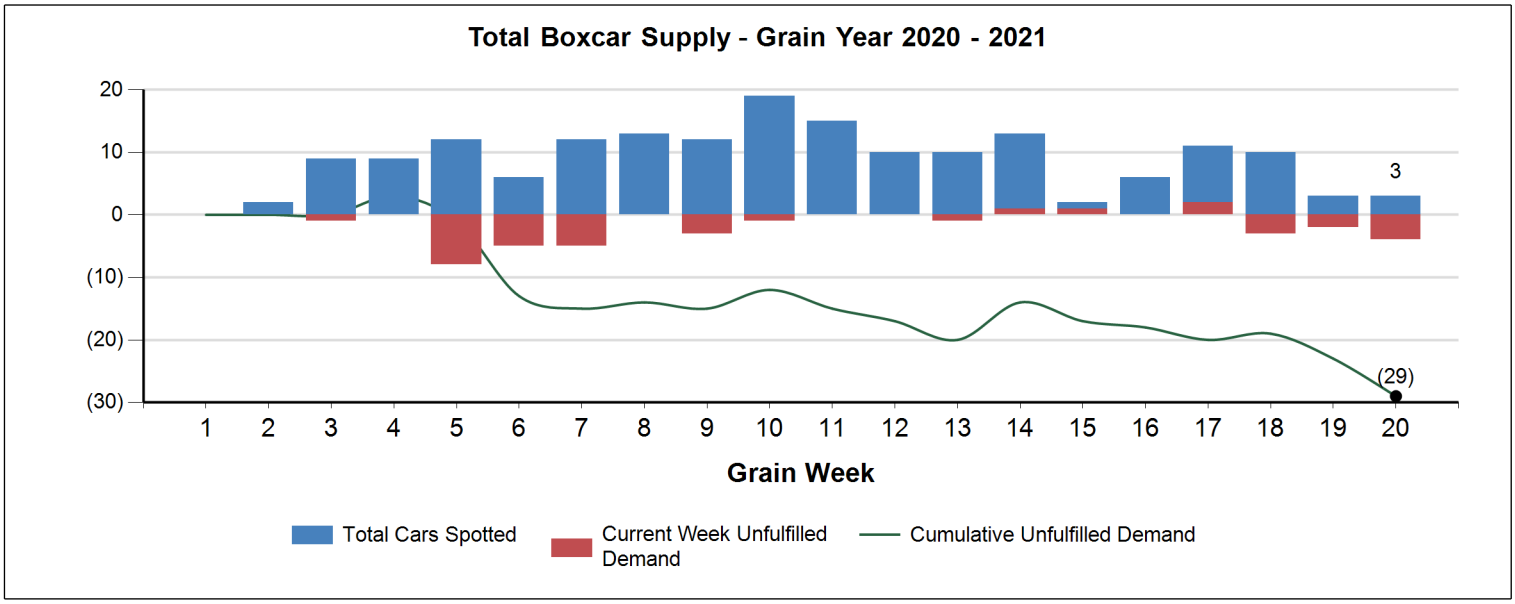
	Week 20		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	56	71	47	47
CP	36	48	38	36

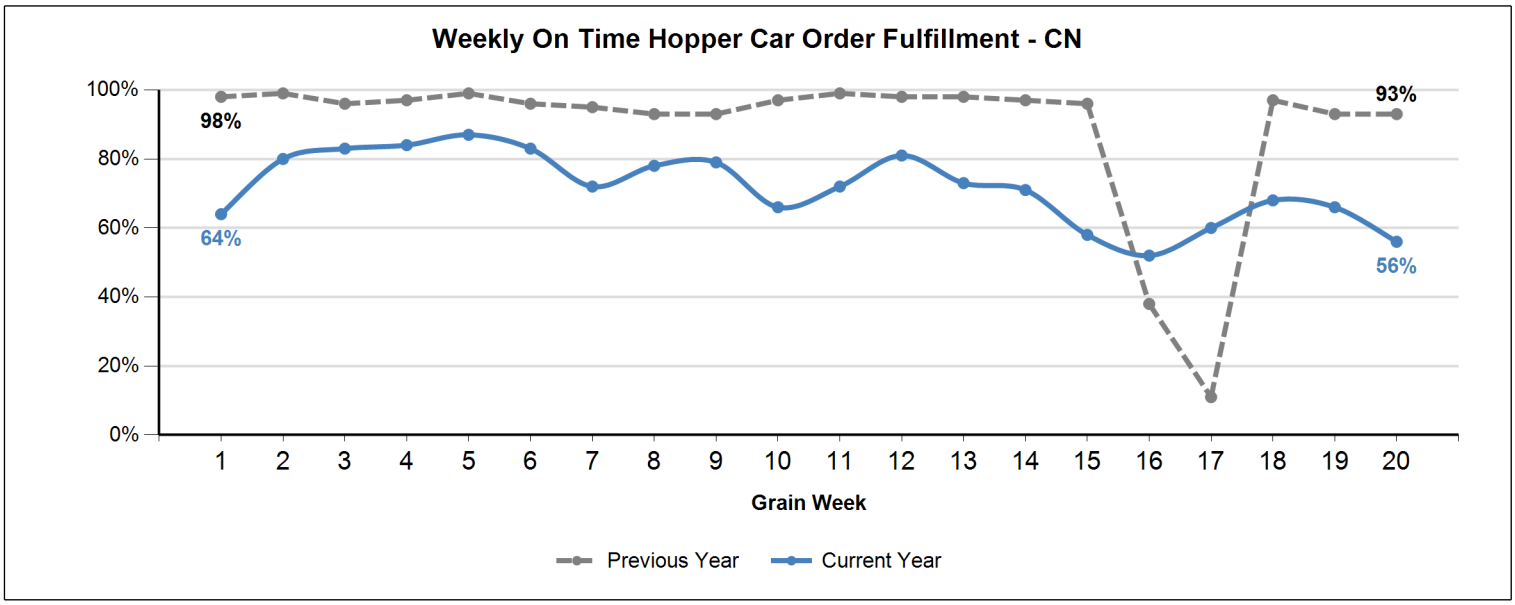
Dwell Time (Hours) at Destination (All Traffic)

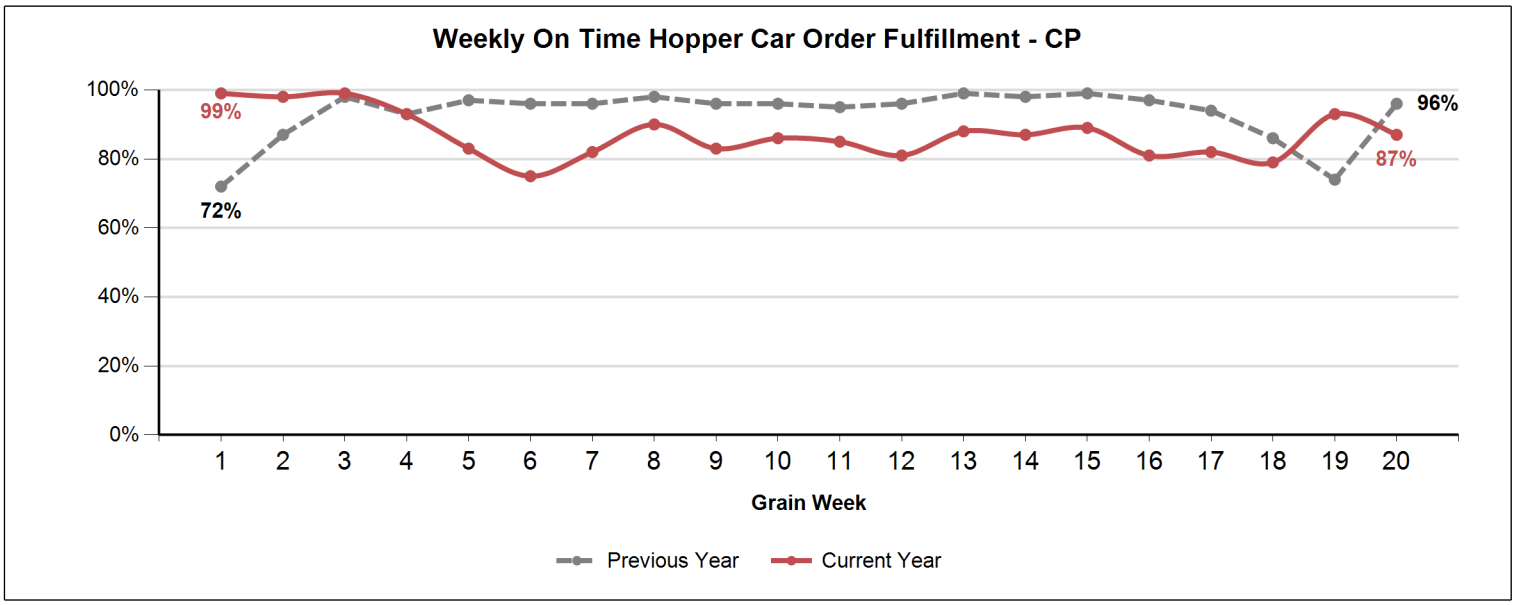
		Week 20		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	10	20	12	21
	CP	19	23	25	25
Thunder Bay	CN	24	54	38	31
	CP	32	46	38	43

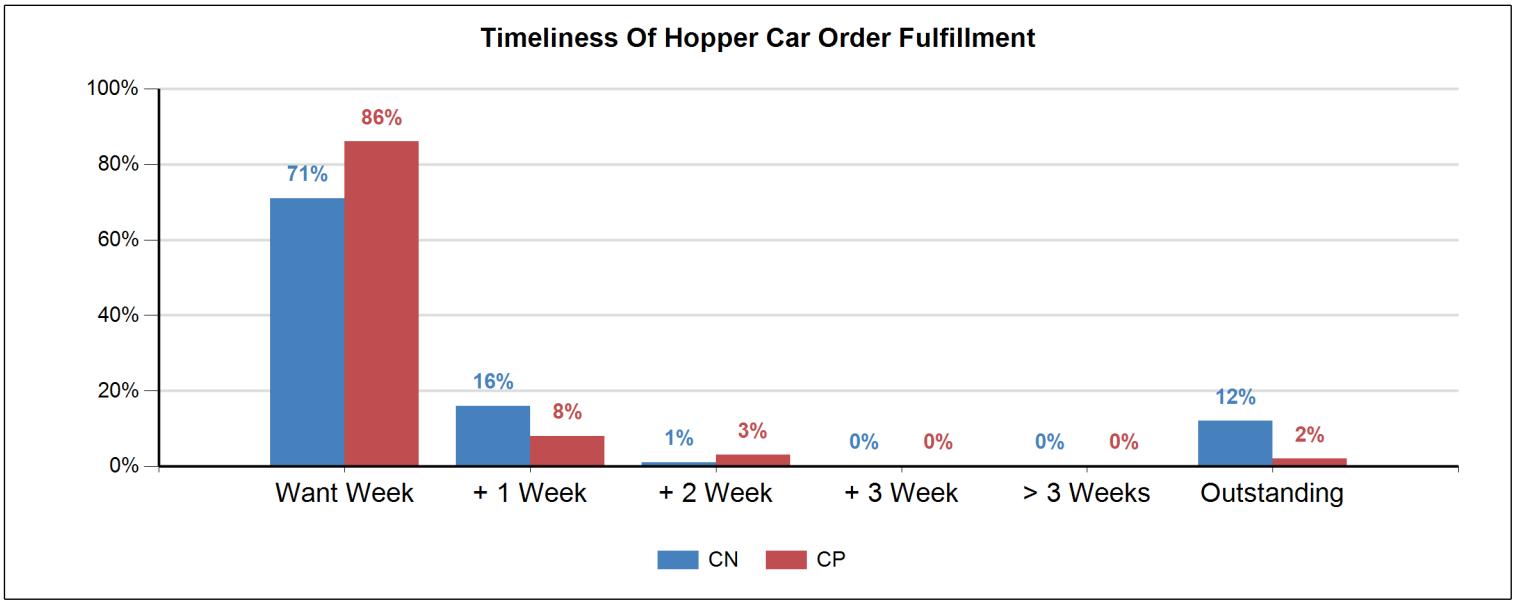

CN Weekly Hopper Car Supply
5,147
3,147
1,147
(853)
(2,853)
100%
80%
60%
40%
20%
0%
2,417
64%
(1,345)
2,274
56%
(1,942)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Grain Week
% Orders Fulfilled For Want Week
Cars Not Spotted During Want Week
Supplied In Want Week
Supplied Early
Supplied Late

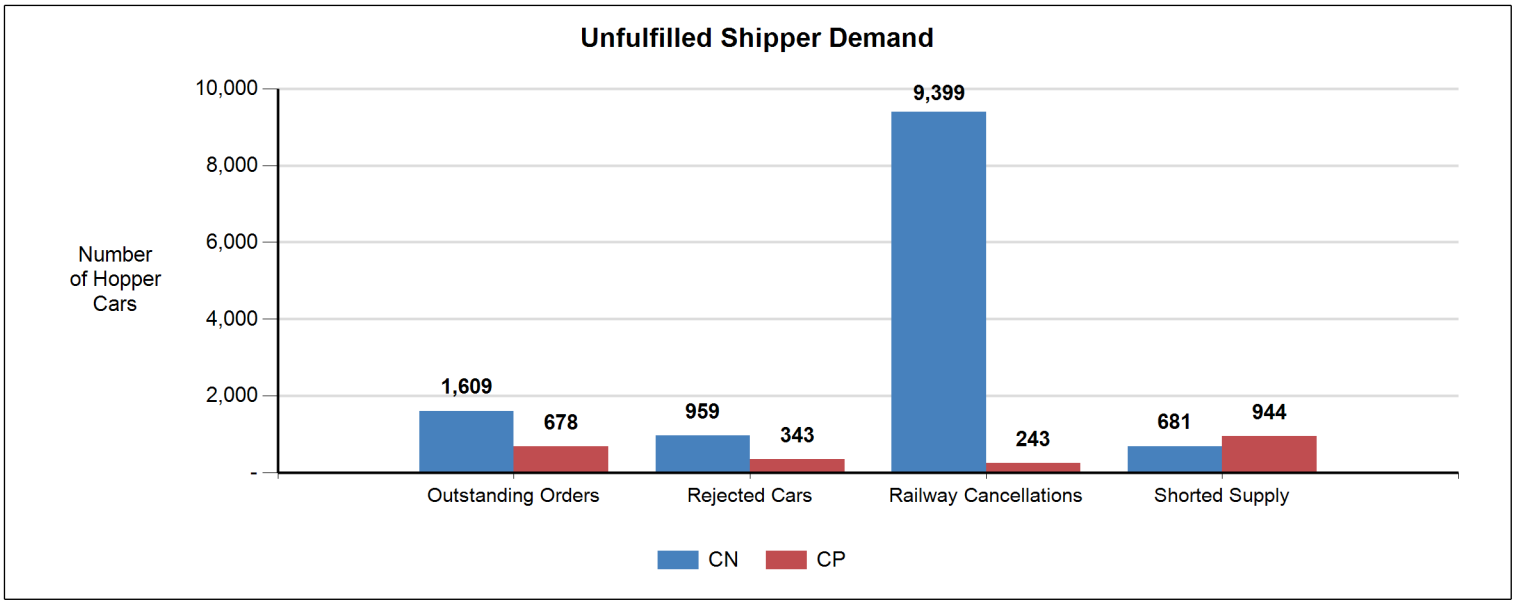

CP Weekly Hopper Car Supply
4,631
2,631
631
(1,369)
100%
80%
60%
40%
20%
0%
99%
3,290
(30)
87%
4,719
(731)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Grain Week
% Orders Fulfilled For Want Week
Cars Not Spotted During Want Week
Supplied In Want Week
Supplied Early
Supplied Late


Total Boxcar Supply - Grain Year 2020 - 2021
20
10
0
(10)
(20)
(30)
3
(29)
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Grain Week
Total Cars Spotted
Current Week Unfulfilled Demand
Cumulative Unfulfilled Demand


Weekly On Time Hopper Car Order Fulfillment - CN
100%
80%
60%
40%
20%
0%
98%
64%
93%
56%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Grain Week
Previous Year
Current Year


Weekly On Time Hopper Car Order Fulfillment - CP
100%
80%
60%
40%
20%
0%
99%
72%
96%
87%
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20
Grain Week
Previous Year
Current Year


Timeliness Of Hopper Car Order Fulfillment
100%
80%
60%
40%
20%
0%
71%
86%
16%
8%
1%
3%
0%
0%
0%
0%
12%
2%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



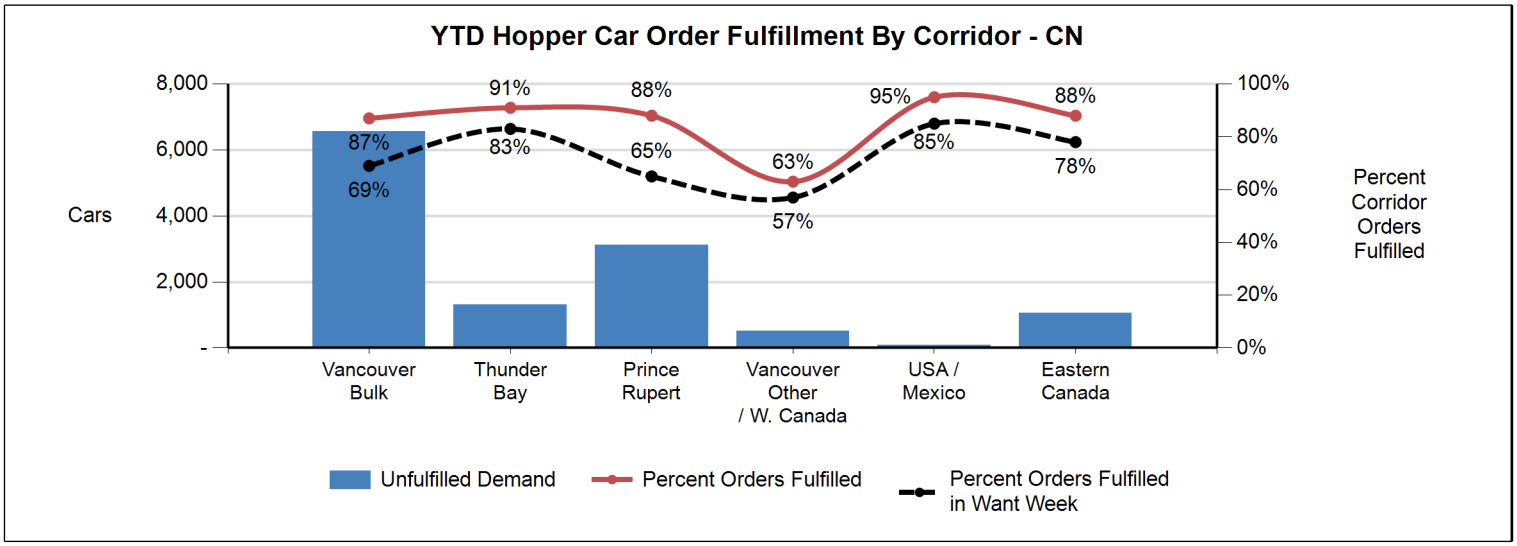
Corridor Performance

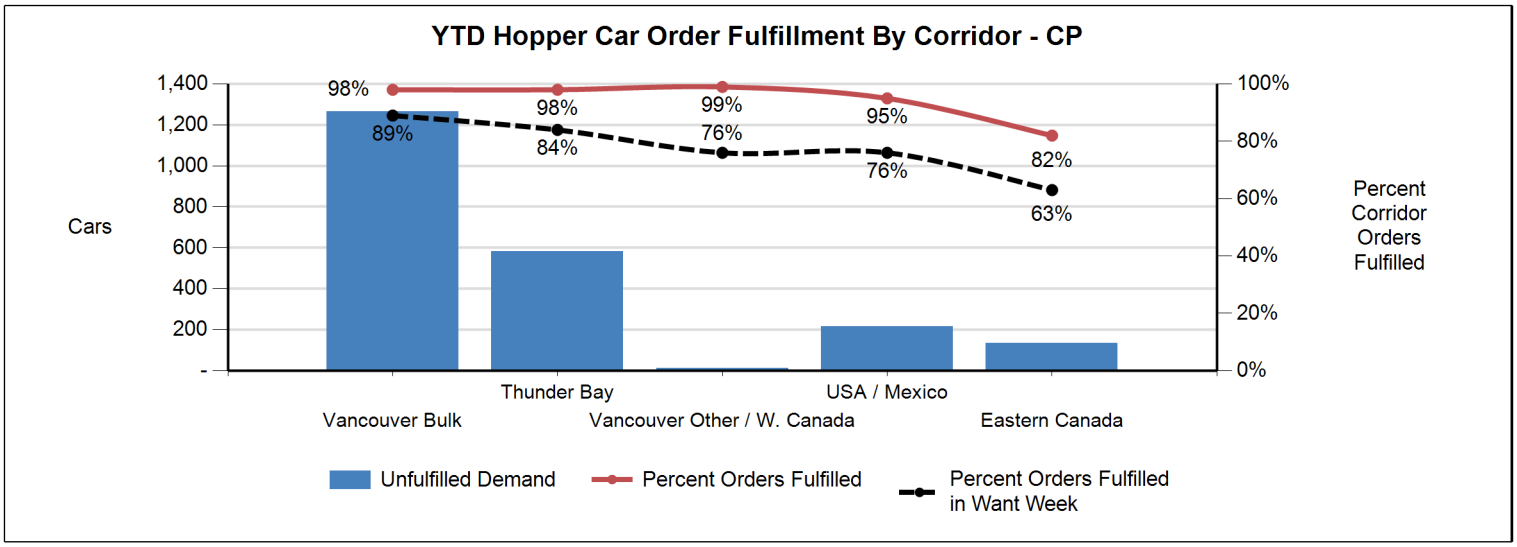
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 20

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	49,361	42,792	(6,569)	87%
	Thunder Bay	14,236	12,923	(1,313)	91%
	Prince Rupert	25,531	22,413	(3,118)	88%
	Vancouver Other / W. Canada	1,381	874	(507)	63%
	USA / Mexico	1,642	1,558	(84)	95%
	Eastern Canada	9,103	8,046	(1,057)	88%
Total		**101,254**	**88,606**	**(12,648)**	**88%**
CP	Vancouver Bulk	70,816	69,551	(1,265)	98%
	Thunder Bay	31,887	31,305	(582)	98%
	Vancouver Other / W. Canada	2,335	2,323	(12)	99%
	USA / Mexico	4,302	4,086	(216)	95%
	Eastern Canada	722	589	(133)	82%
Total		**110,062**	**107,854**	**(2,208)**	**98%**

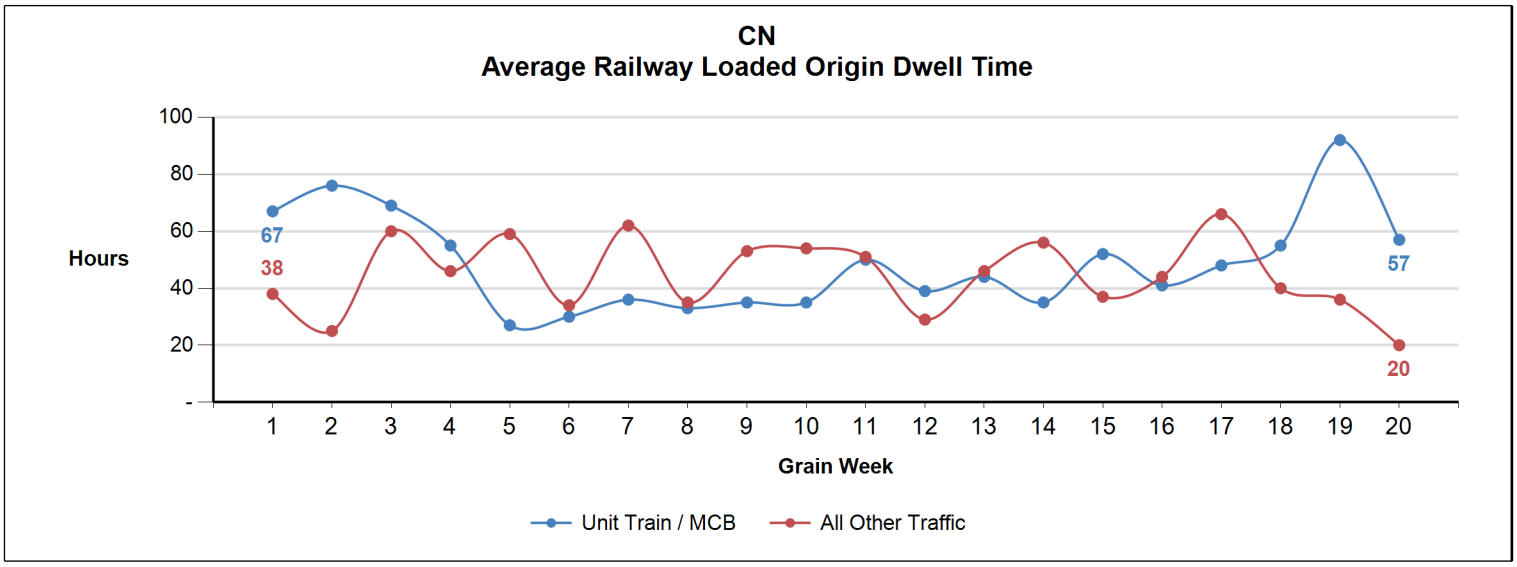
Hopper Cars Supplied in the Want Week by Corridor - To Week 20

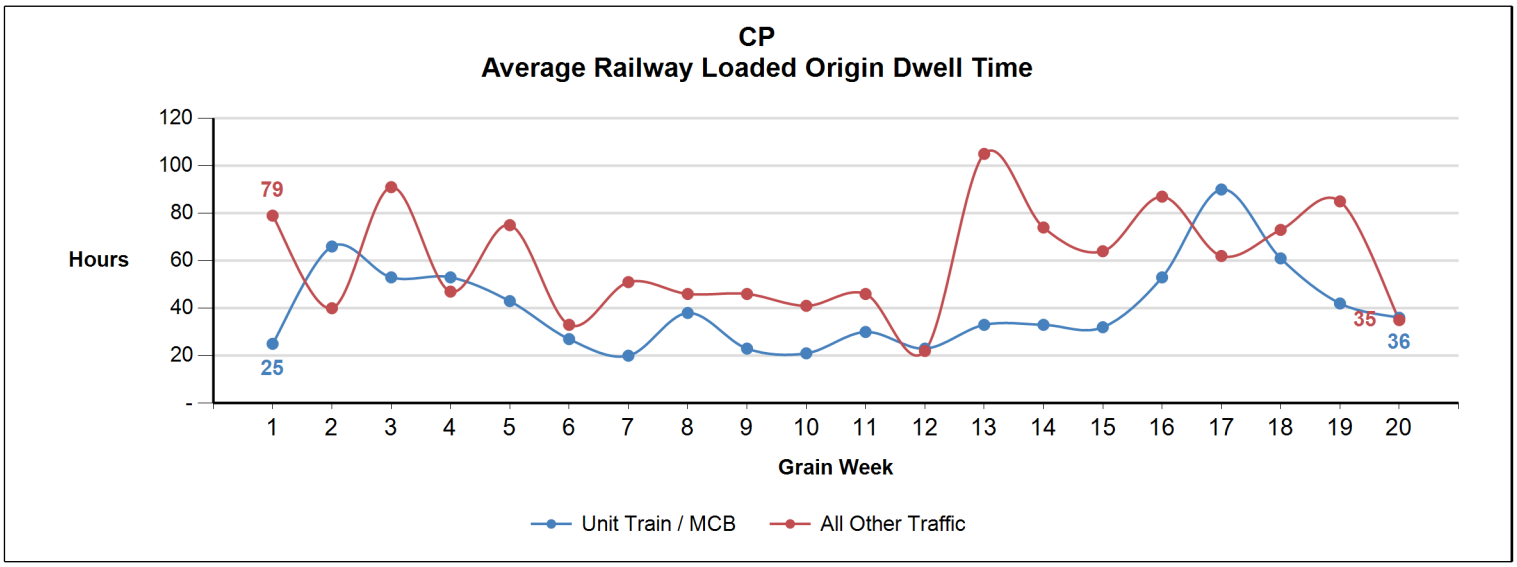
		Week 20			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**%Supplied**	**Ordered**	**Supplied**	**%Supplied**
CN	Vancouver Bulk	2,505	1,419	57%	49,361	34,301	69%
	Thunder Bay	276	275	100%	14,236	11,788	83%
	Prince Rupert	791	262	33%	25,531	16,635	65%
	Vancouver Other / W. Canada	304	103	34%	1,381	781	57%
	USA / Mexico	33	33	100%	1,642	1,393	85%
	Eastern Canada	550	425	77%	9,103	7,115	78%
	CN Total	**4,459**	**2,517**	**56%**	**101,254**	**72,013**	**71%**
CP	Vancouver Bulk	4,005	3,621	90%	70,816	62,879	89%
	Thunder Bay	1,083	964	89%	31,887	26,839	84%
	Vancouver Other / W. Canada	30	31	103%	2,335	1,773	76%
	USA / Mexico	218	118	54%	4,302	3,259	76%
	Eastern Canada	249	120	48%	722	452	63%
	CP Total	**5,585**	**4,854**	**87%**	**110,062**	**95,202**	**86%**

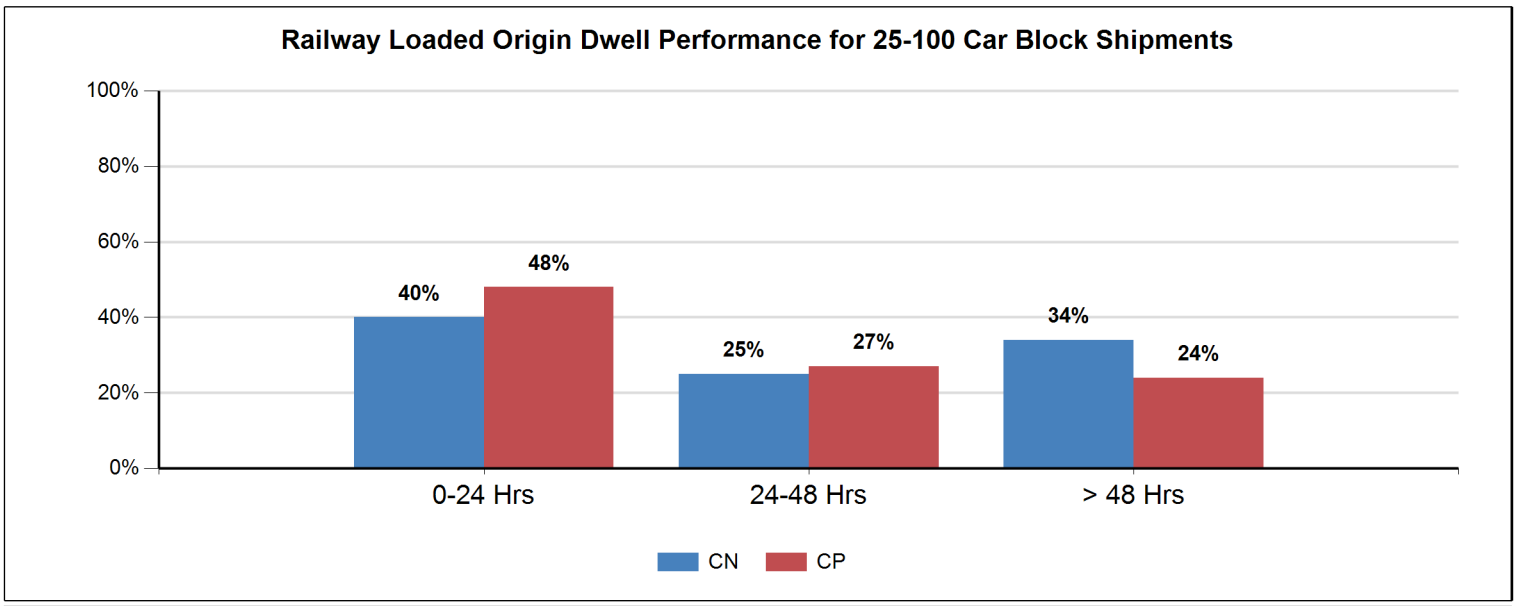


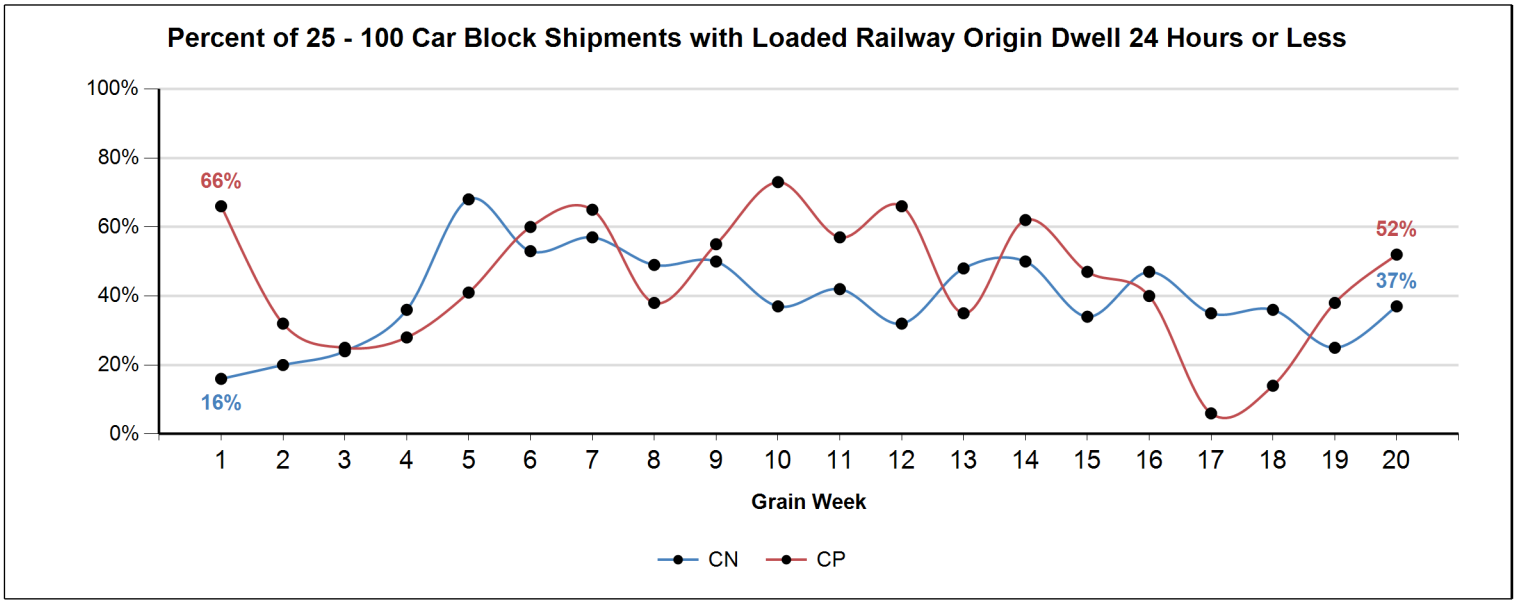


Origin Dwell Performance

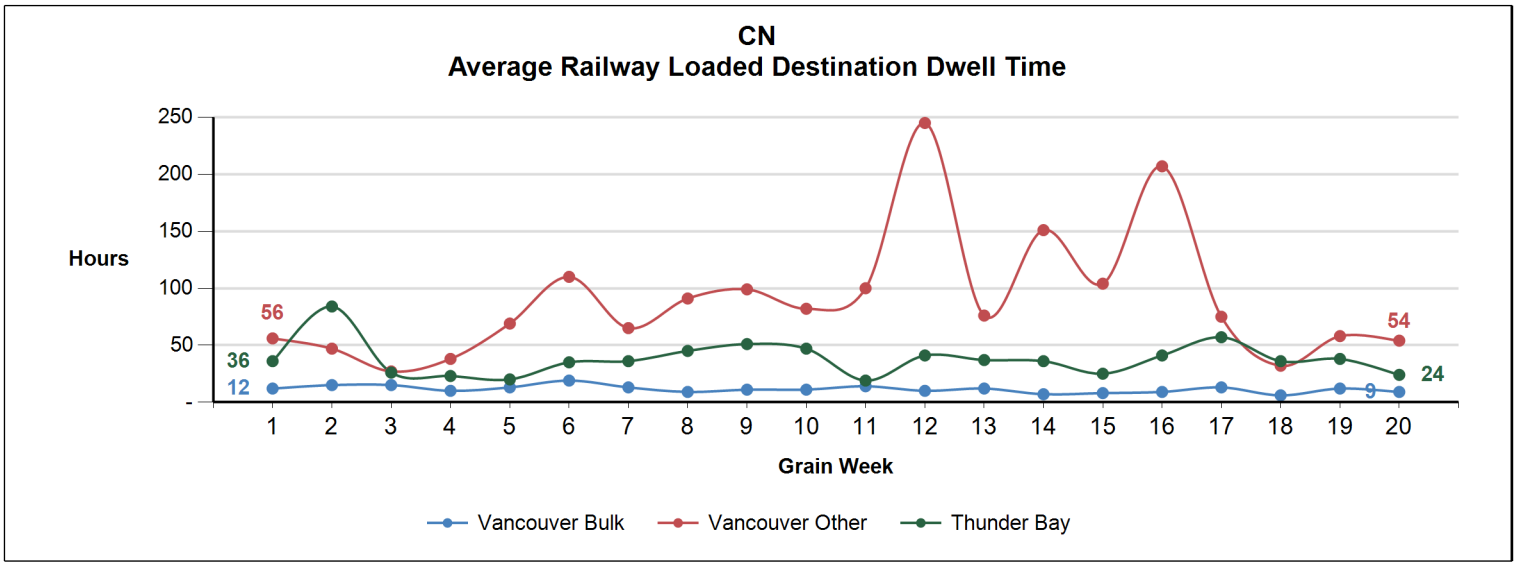


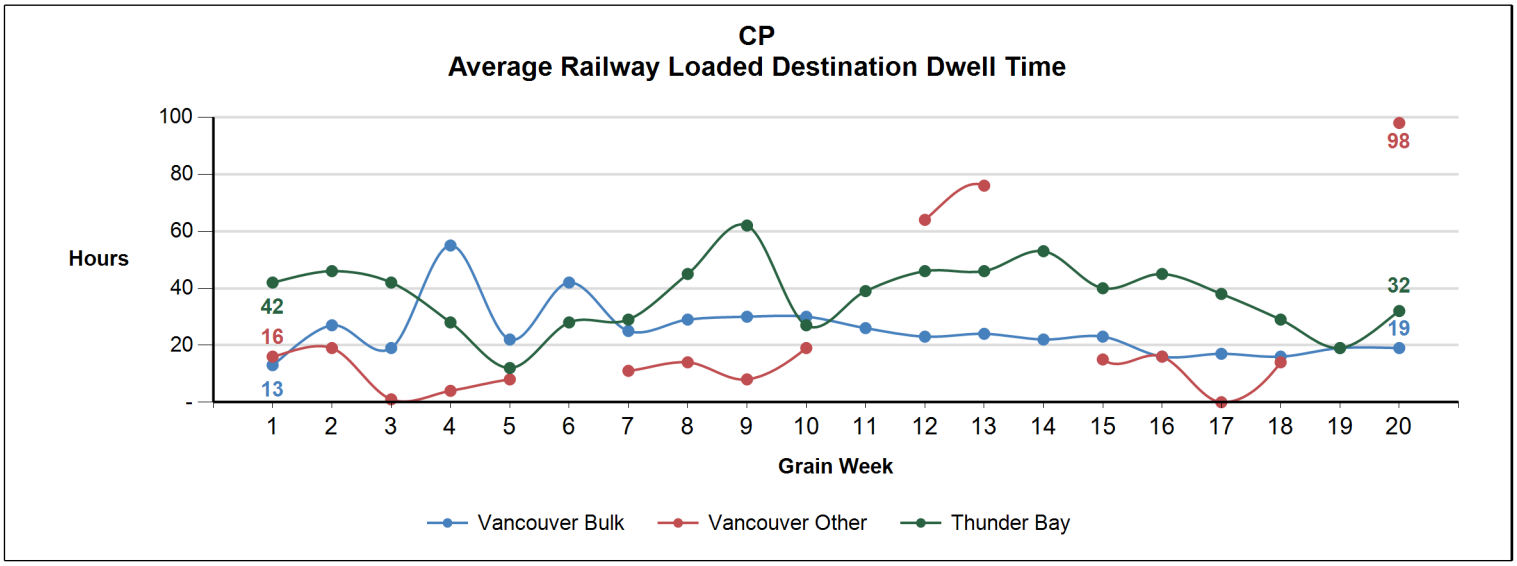




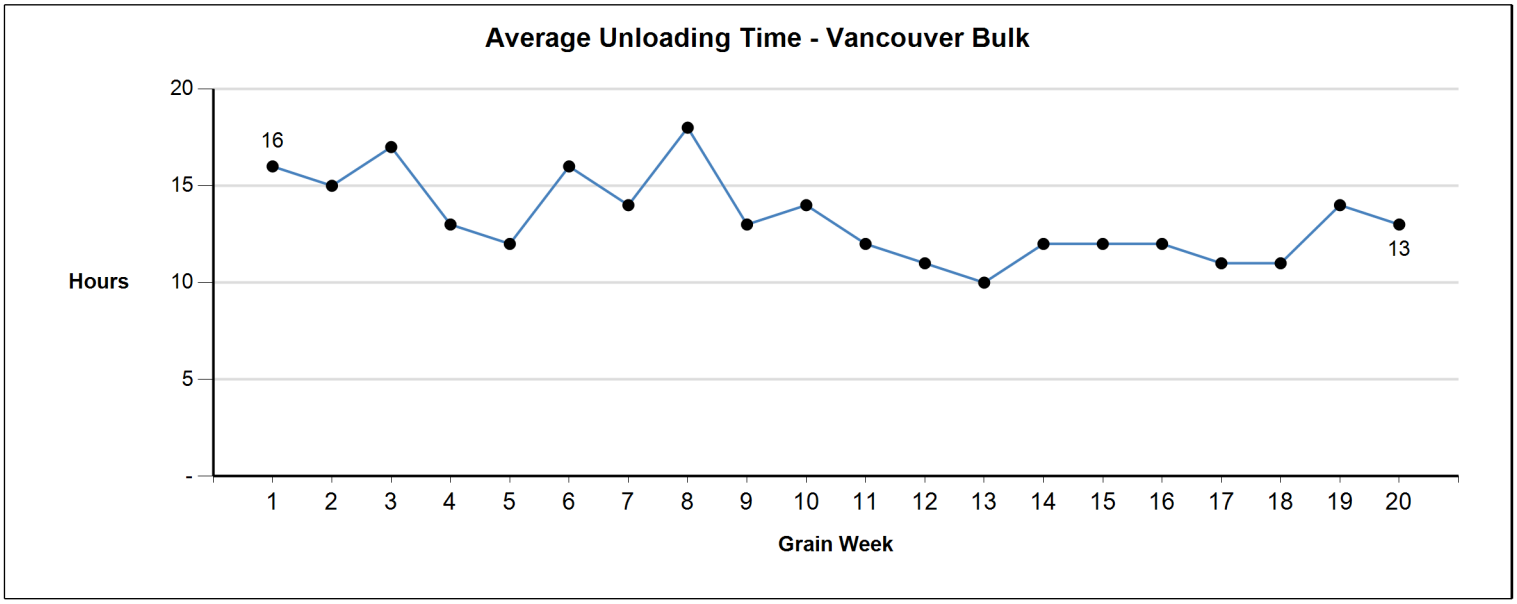


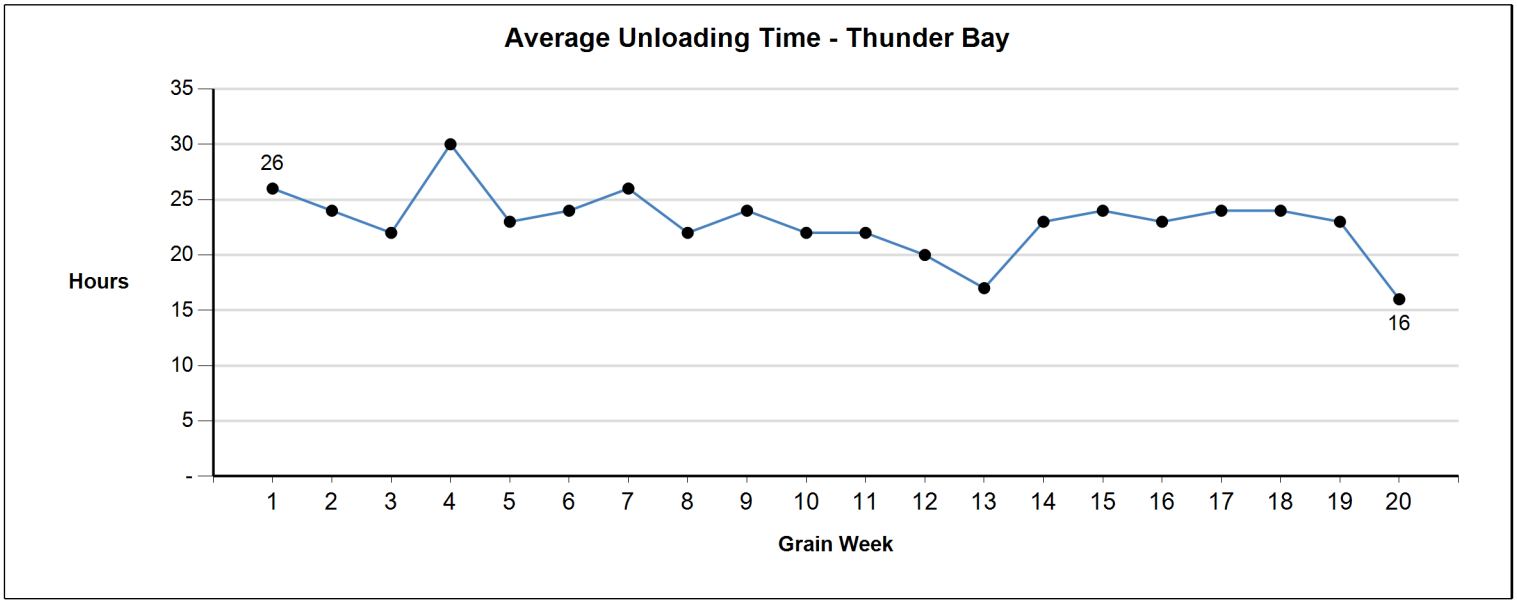
Destination Dwell Performance





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.