

## Week 4 Performance

CN and CP supplied a combined 96% of hopper cars ordered in grain week 4, an increase from last week's 91%, marking an increase in performance on CN offset by a decrease in performance on CP. CN's performance was above the 90% threshold, supplying 96% of cars ordered, for the first time this grain year. CP's performance declined slightly week over week, supplying 96% of cars ordered as compared to 99% in the prior week. CN and CP combined will enter week 5 with 153 outstanding cars - a net 56% decrease (-197) from the 350 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 CN by (-297) and an increase in the number of outstanding hopper cars on CP by (+100) .

In week 4, CN corridor performance improved or remained the same in 2 of 4 corridors relative to last week's performance. On a positive note CN fulfilled 95% of orders for the Vancouver Bulk corridor in week 4, a significant improvement from the 82% on time performance seen in week 3 and the best order fulfillment performance seen in this corridor by CN thus far this grain year. The most significant declines in performance this week were seen in the Eastern Canada and USA / Mexico corridors, which saw CN supply only 42% and 54% of cars ordered on time. These two corridors represented 10% of total hopper car demand for CN in week 4. CP saw performance hold or improved in only 1 of 4 corridors relative to last week's performance although the declines in performance for the Vancouver Bulk (99%) and Thunder Bay (98%) corridors were nominal. The most significant decline in performance this week was seen in the Vancouver Other / W. Canada corridor where CP supplied only 26% of cars ordered on time. This corridor represented only 4% of total CP shipper demand in week 4.

All outstanding orders (3) remain current - i.e. unfulfilled week 4 orders.

### CN

- CN supplied 96% of hopper cars ordered for week 4, representing an increase from last week's 86% order fulfillment performance. CN supplied 2,140 of 2,231 cars ordered, failing to supply 91 cars ordered.
- During week 4, CN supplied a total of 2,476 hoppers with 343 being outstanding orders placed prior to week 4 (see table page 3).
- CN's performance was consistent across individual shippers with all shippers receiving 92% or more of cars ordered on time.
- Shipper demand in week 4 was some 20% lower than the prior week and even at slightly more than 2,200 cars represented the second highest demand level - next to week 3 - for CN in the last 6 weeks.
- Shipper demand for hopper cars is currently projected to be 24% higher in week 5, rising to 2,765 - effectively returning to week 3 levels - and is then expected to increase 50% to 4,140 cars in week 6. Should demand levels hold at this level for week 6 it would represent the highest weekly demand level for CN since week 39 of the last grain year. It would also be comparable to the demand levels seen in week 4 of last year (4,216).
- Heading into week 5, CN has 53 outstanding orders, reflecting a 85% decrease (-297) from the 350 outstanding orders at the beginning of week 4.

### CP

- CP supplied 96% of hopper cars ordered for week 4, reflecting a slight decline from the 99% seen last week.
- For week 4, CP supplied 3,031 of 3,165 cars ordered, failing to supply 134 cars ordered.
- During week 4, CP supplied a total of 2,869 hoppers. (see table page 3).
- Shipper demand at more than 3,100 cars in week 4 represented the highest one week demand of the current grain year.
- Shipper demand for hopper cars is currently projected to increase 37% to 4,347 in week 5 and is then expected to increase 8% to 4,719 cars in week 6. Readers are cautioned that forward looking estimates of CP hopper car demand can change significantly due to the week-to-week management of Dedicated Train orders by individual shippers. The week 5 projected volumes include Dedicated train orders that shippers originally ordered in earlier weeks that have since been pushed out to later weeks - a common occurrence with DT orders.
- CP's performance was consistent across individual shippers with 88% of shippers receiving 98% or more of cars ordered on time in week 4.
- Heading into week 5 CP has 100 outstanding orders - the first time in five weeks that CP has failed to fulfill all orders in a week.

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## Hopper Car Rationing



**CN**

- CN rationed no hopper car orders in week 04.
- Preliminary indications suggest that no rationing occurred in week 05.

**CP**

- CP rationed no hopper car orders in week 04.
- Preliminary indications suggest that there will be no rationing in week 05.



## 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	2,231	4,216	(1,985)	8,182	2,045	14,756	3,689	(6,574)	(1,643)
CP	3,165	5,181	(2,016)	7,962	1,990	17,603	4,400	(9,641)	(2,410)
<b>Total</b>	<b>5,396</b>	<b>9,397</b>	<b>(4,001)</b>	<b>16,144</b>	<b>4,035</b>	<b>32,359</b>	<b>8,089</b>	<b>(16,215)</b>	<b>(4,053)</b>

### Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	73	840
	Prince Rupert		2
	Thunder Bay	772	1,600
	Vancouver	1,674	5,748
<b>Total</b>		<b>2,519</b>	<b>8,190</b>
CP	N.A. Domestic	542	1,200
	Thunder Bay	559	1,661
	Vancouver	1,437	4,774
<b>Total</b>		<b>2,538</b>	<b>7,635</b>

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

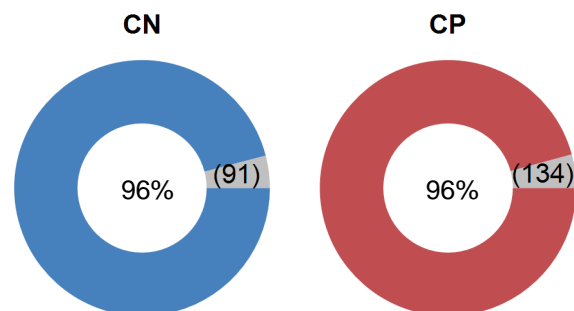
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,133	3,529	343	538			2,476	4,067
CP	2,759	4,386		19	110	265	2,869	4,670
<b>Total</b>	<b>4,892</b>	<b>7,915</b>	<b>343</b>	<b>557</b>	<b>110</b>	<b>265</b>	<b>5,345</b>	<b>8,737</b>

### Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	5%	3%	4%	7%	7%	7%
25	1%	11%	7%	4%	4%	4%
50	4%	2%	3%	5%	3%	4%
100	90%	83%	86%	85%	86%	85%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,231	3,165	5,396
Current Week Order Fulfillment			
Supplied in Current Week	2,133	2,759	4,892
Supplied Early	7	272	279
<b>Total Cars Supplied for Want Week</b>	<b>2,140</b>	<b>3,031</b>	<b>5,171</b>
Current Week Unfulfilled Demand	(91)	(134)	(225)
% Current Week Orders Supplied	96%	96%	96%



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

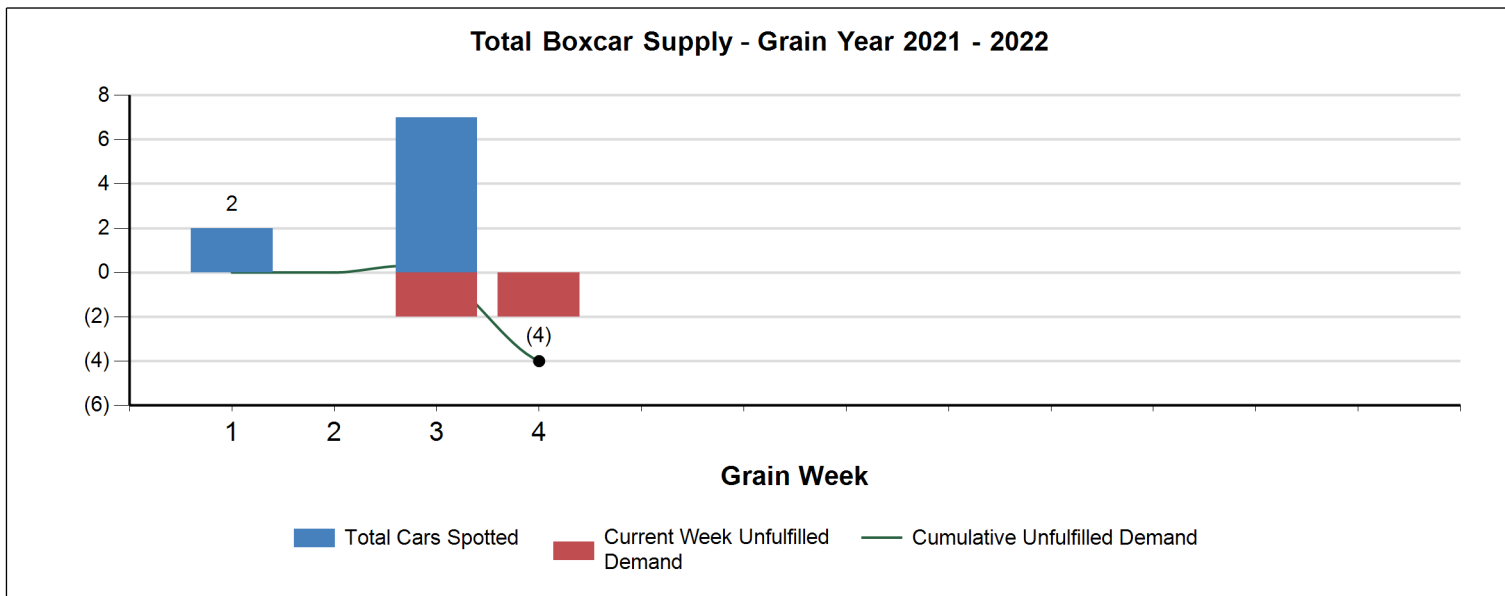
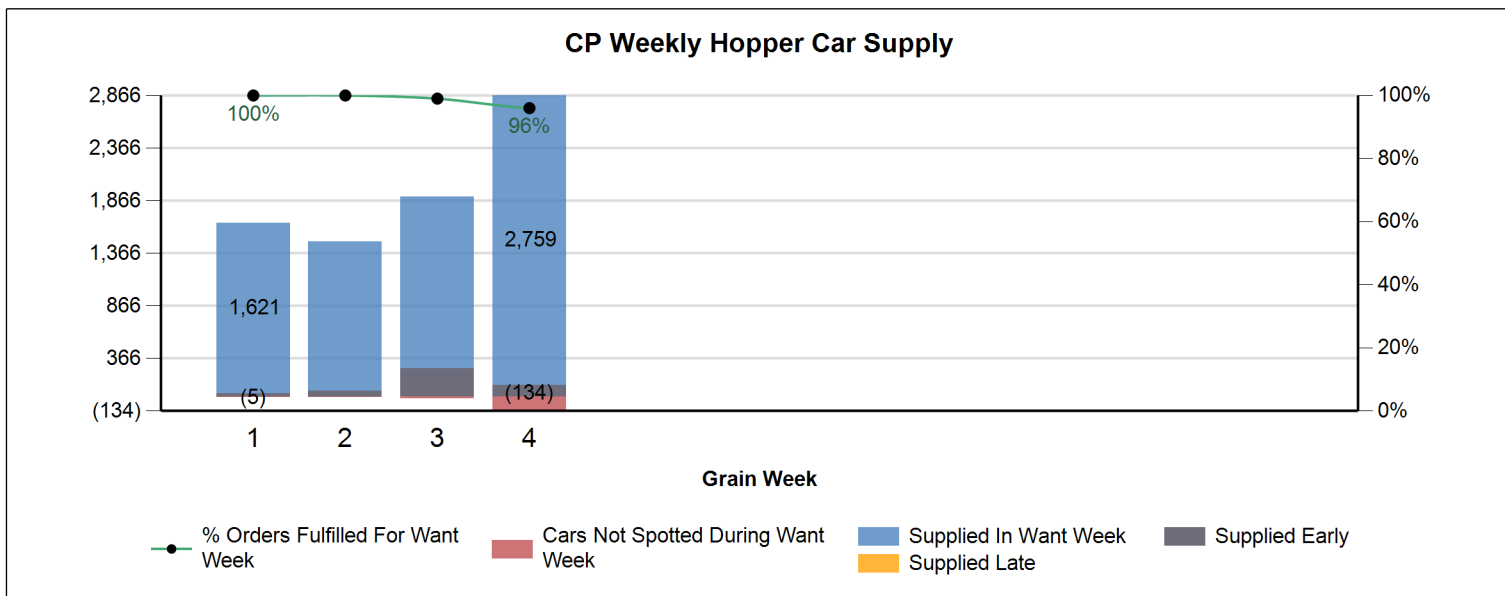
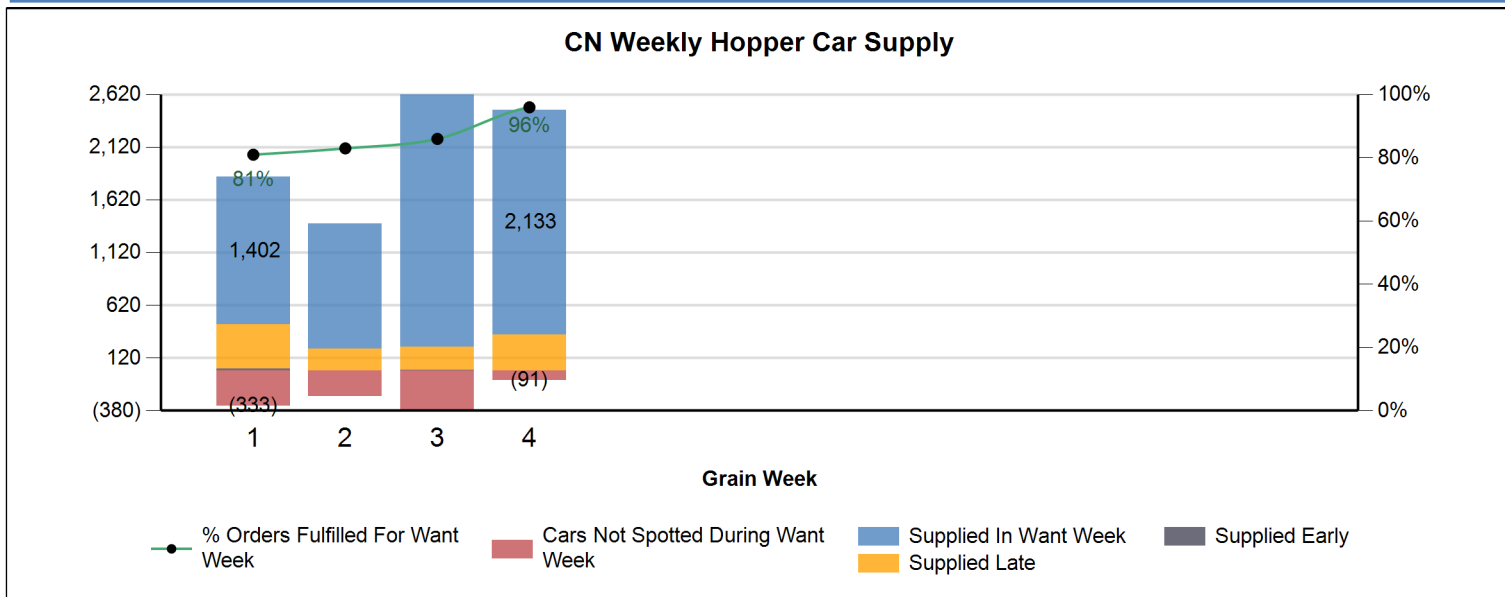
	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	15	55	22	66
CP	16	53	20	51

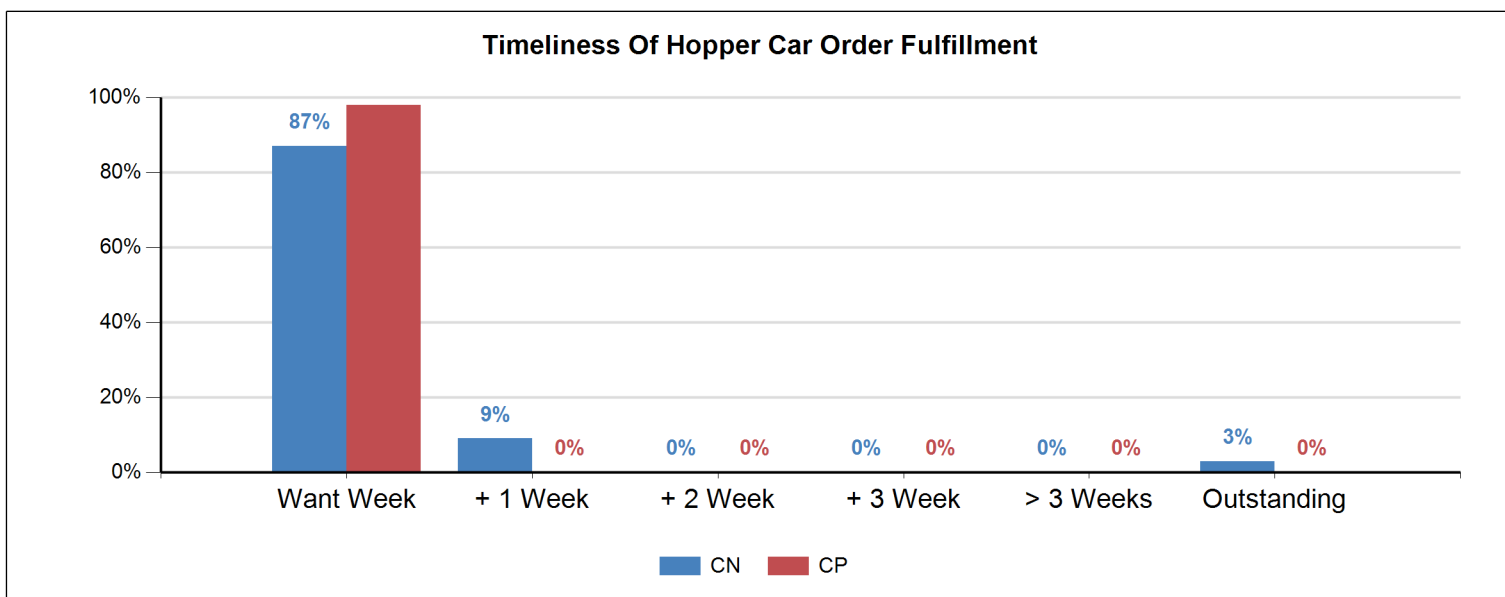
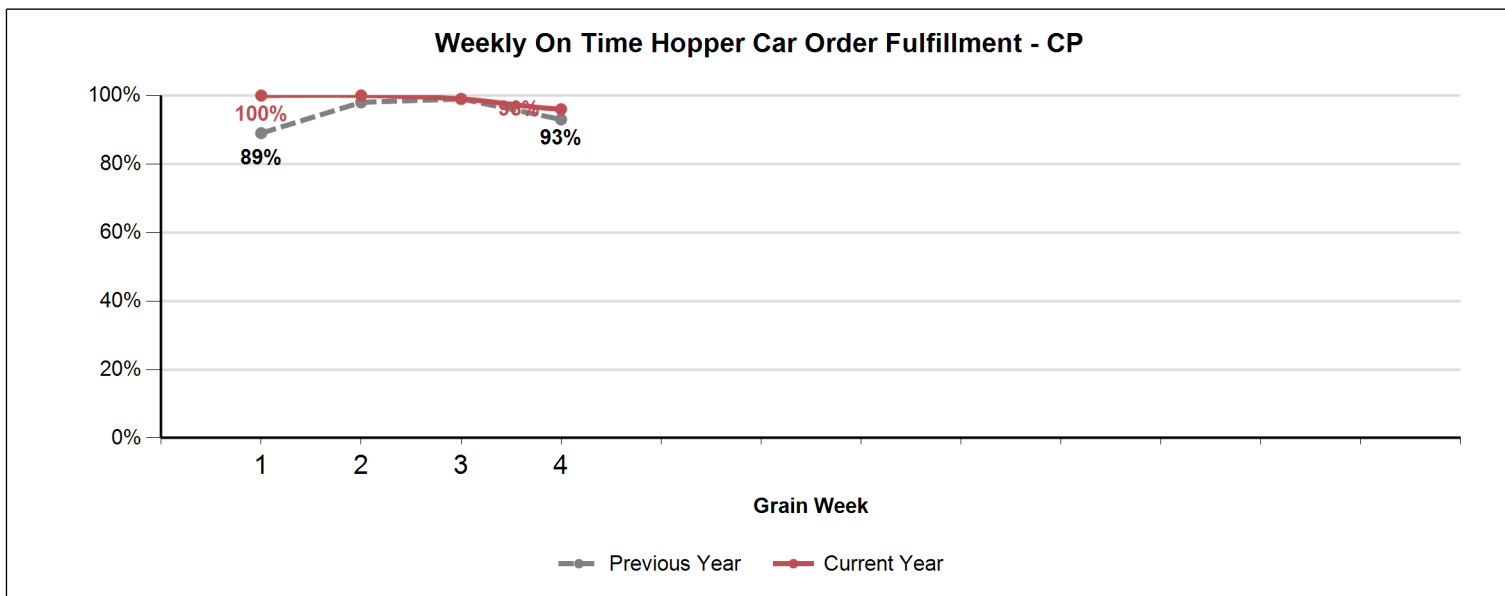
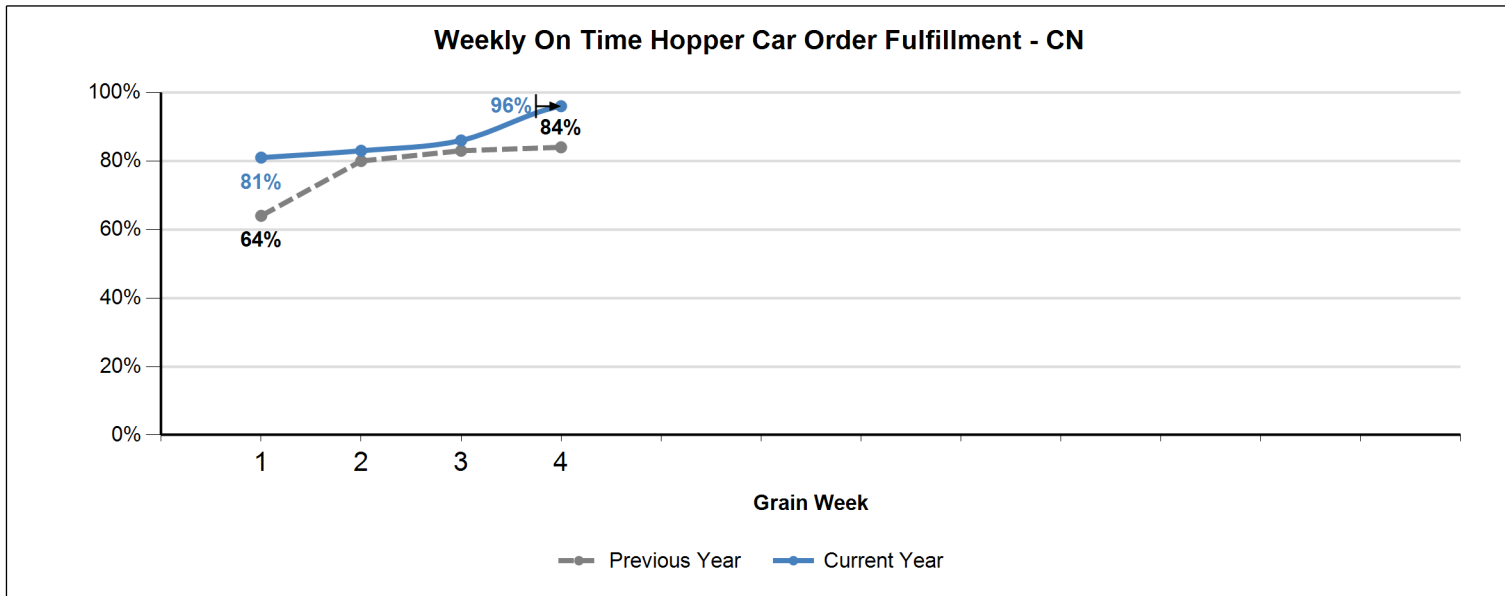
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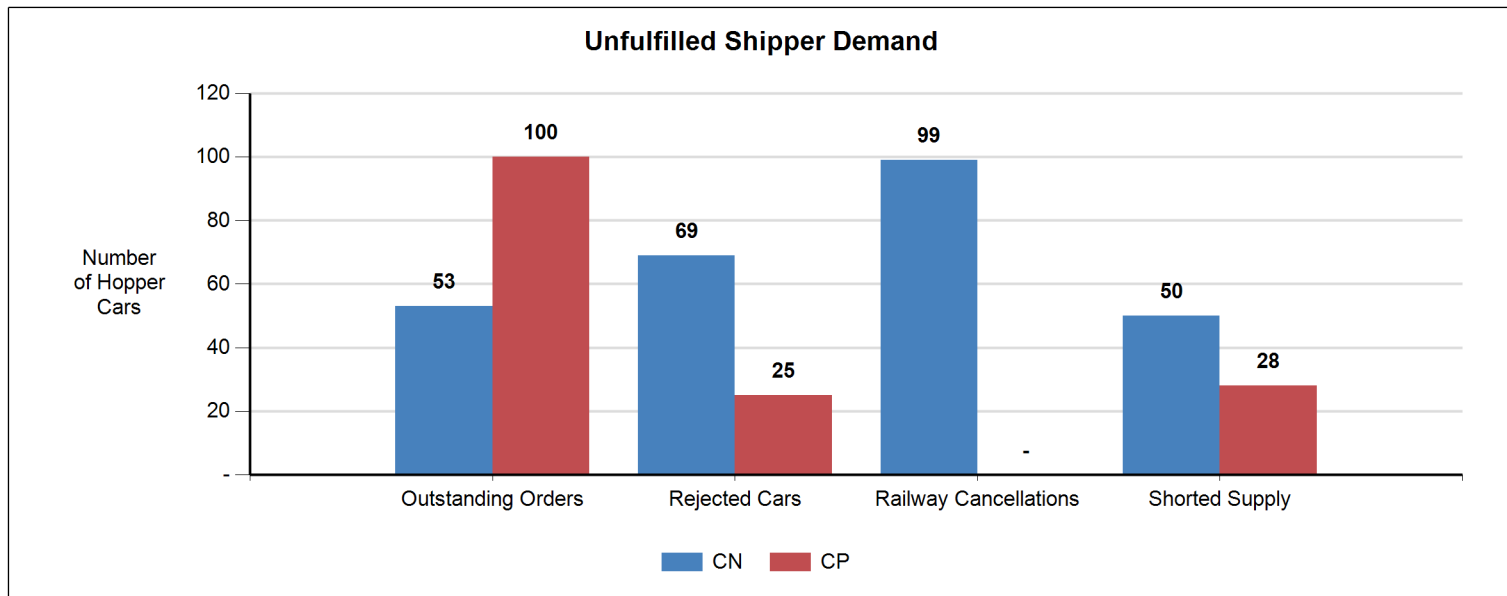
		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	8	10	11	13
	CP	16	55	14	30
Thunder Bay	CN	42	23	36	45
	CP	74	28	51	40



Weekly Performance Update - To Grain Week 04 (Grain Year 2021-22)  
 Covering 90% of grain movement originating in Western Canada







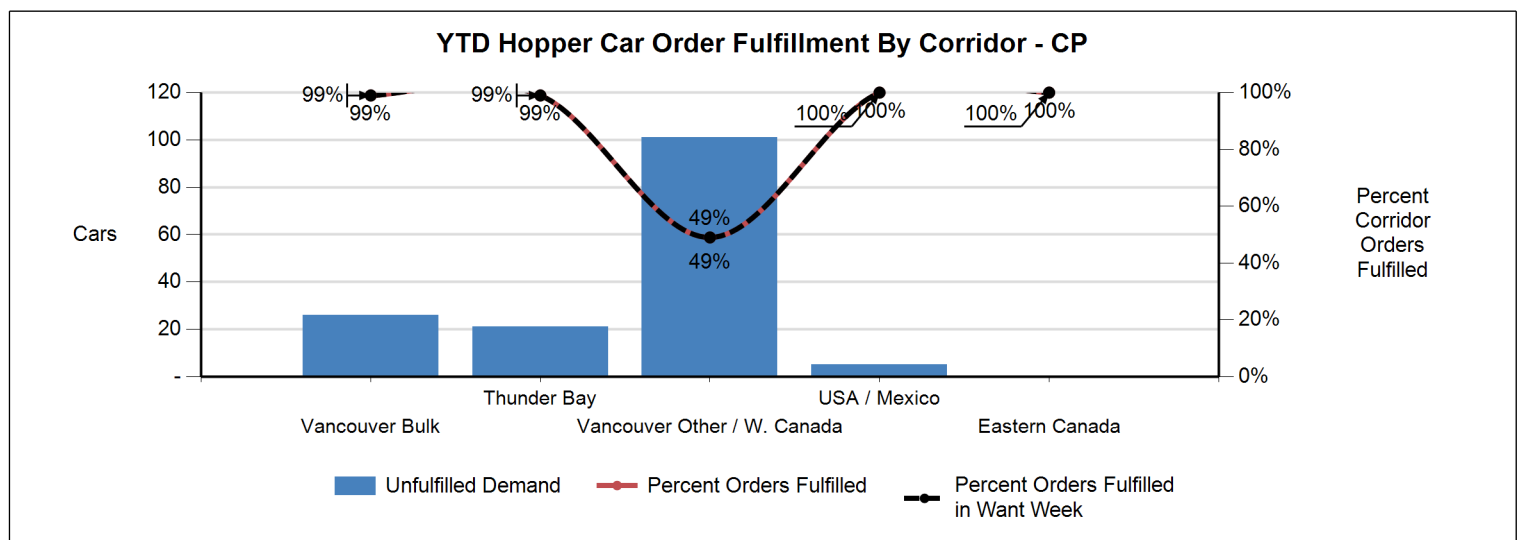
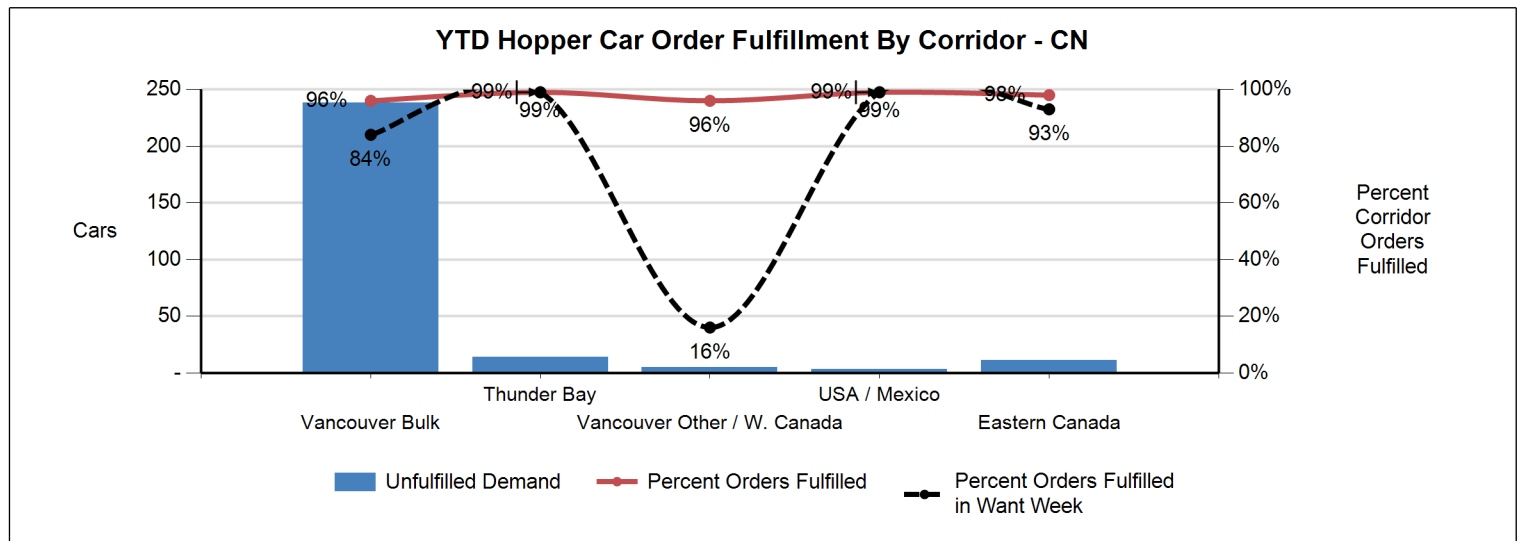
## Corridor Performance

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

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	5,709	5,471	(238)	96%
	Thunder Bay	1,553	1,539	(14)	99%
	Vancouver Other / W. Canada	118	113	(5)	96%
	USA / Mexico	318	315	(3)	99%
	Eastern Canada	484	473	(11)	98%
<b>Total</b>		<b>8,182</b>	<b>7,911</b>	<b>(271)</b>	<b>97%</b>
CP	Vancouver Bulk	4,971	4,945	(26)	99%
	Thunder Bay	1,591	1,570	(21)	99%
	Vancouver Other / W. Canada	198	97	(101)	49%
	USA / Mexico	1,059	1,054	(5)	100%
	Eastern Canada	143	143	-	100%
<b>Total</b>		<b>7,962</b>	<b>7,809</b>	<b>(153)</b>	<b>98%</b>

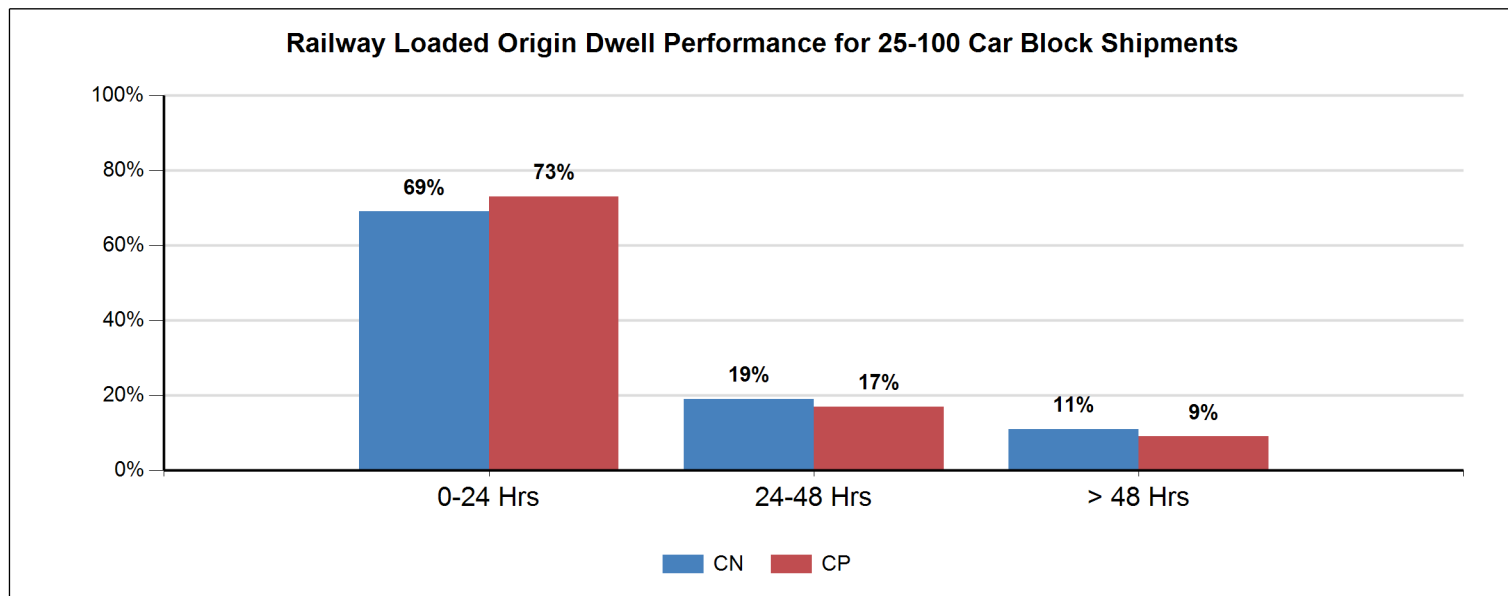
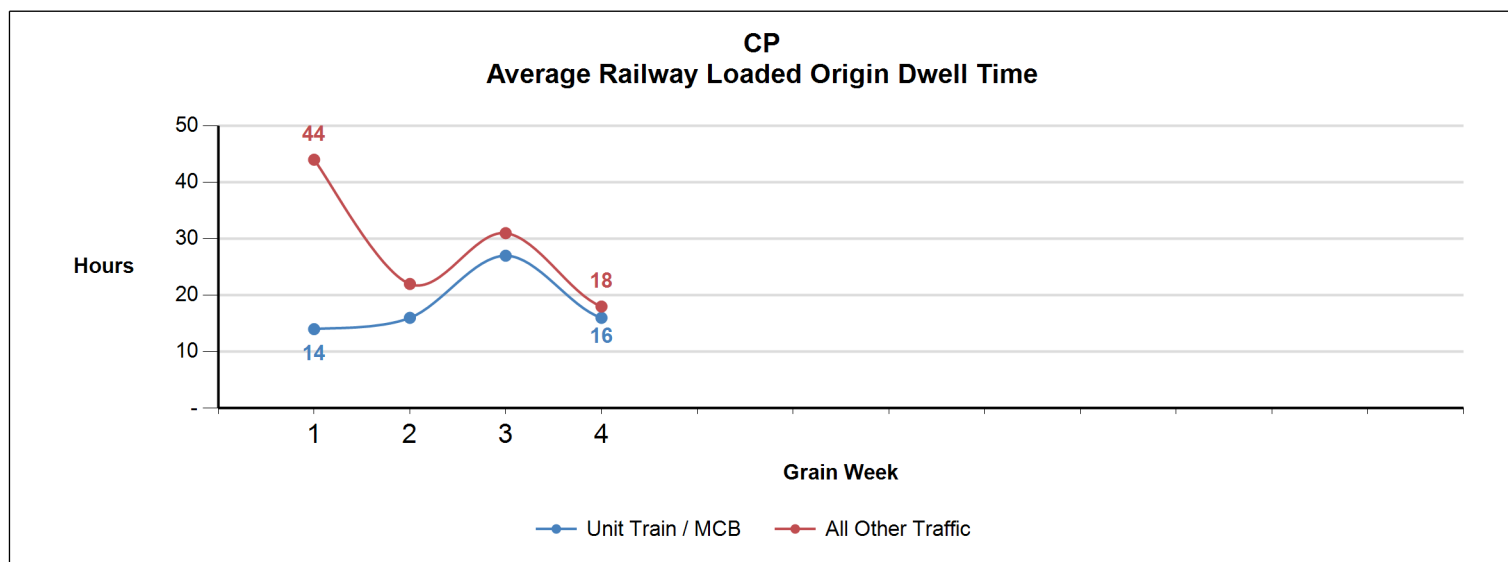
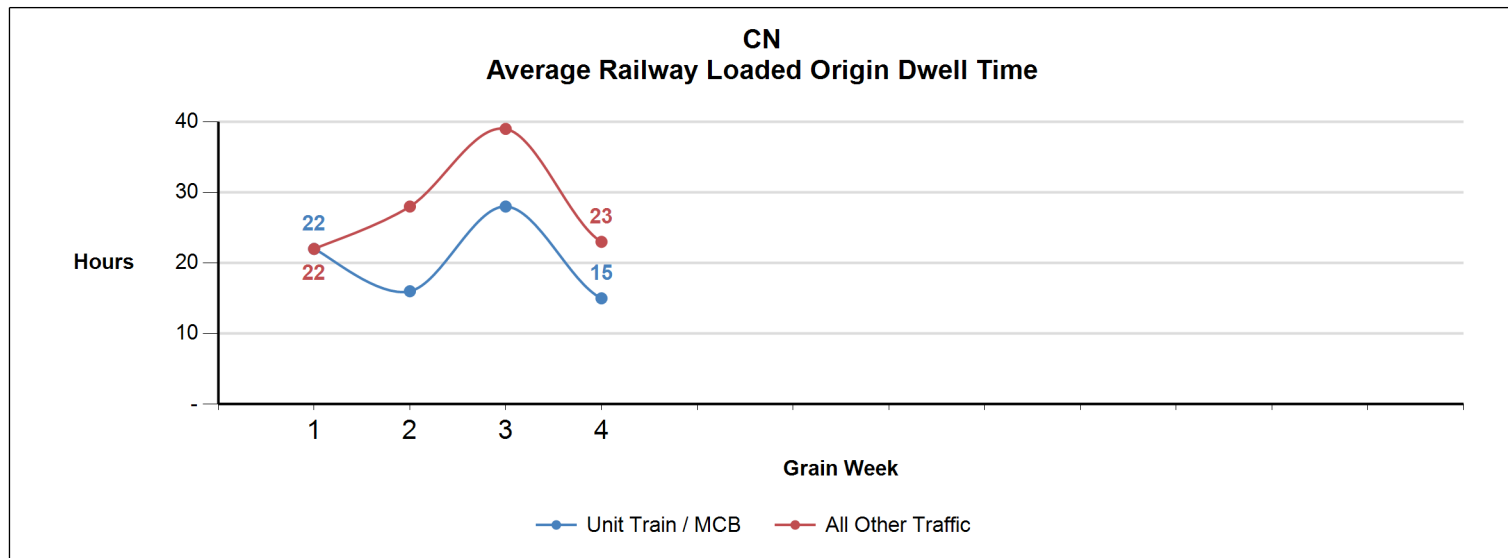
**Hopper Cars Supplied in the Want Week by Corridor - To Week 04**

Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,461	1,381	95%	5,709	4,817	84%
	Thunder Bay	655	649	99%	1,553	1,538	99%
	Vancouver Other / W. Canada	8	6	75%	118	19	16%
	USA / Mexico	29	29	100%	318	315	99%
	Eastern Canada	78	75	96%	484	448	93%
<b>CN Total</b>		<b>2,231</b>	<b>2,140</b>	<b>96%</b>	<b>8,182</b>	<b>7,137</b>	<b>87%</b>
CP	Vancouver Bulk	1,820	1,801	99%	4,971	4,945	99%
	Thunder Bay	571	559	98%	1,591	1,570	99%
	Vancouver Other / W. Canada	137	36	26%	198	97	49%
	USA / Mexico	636	634	100%	1,059	1,054	100%
	Eastern Canada	1	1	100%	143	143	100%
<b>CP Total</b>		<b>3,165</b>	<b>3,031</b>	<b>96%</b>	<b>7,962</b>	<b>7,809</b>	<b>98%</b>

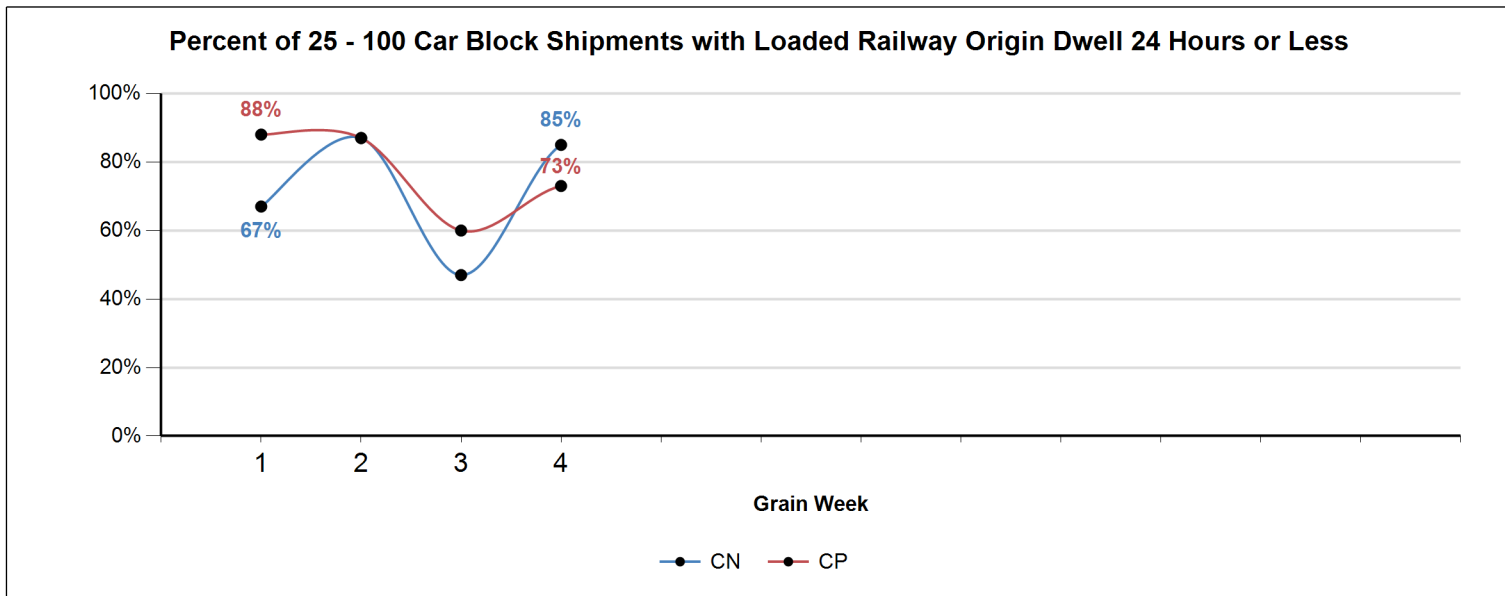




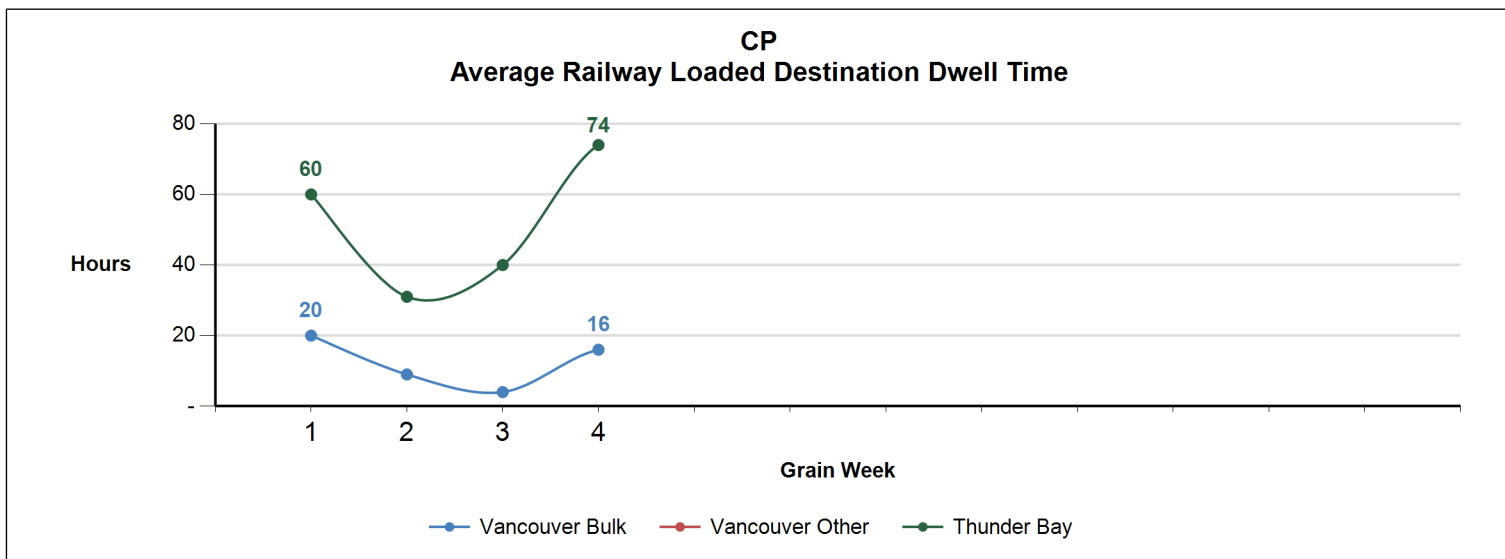
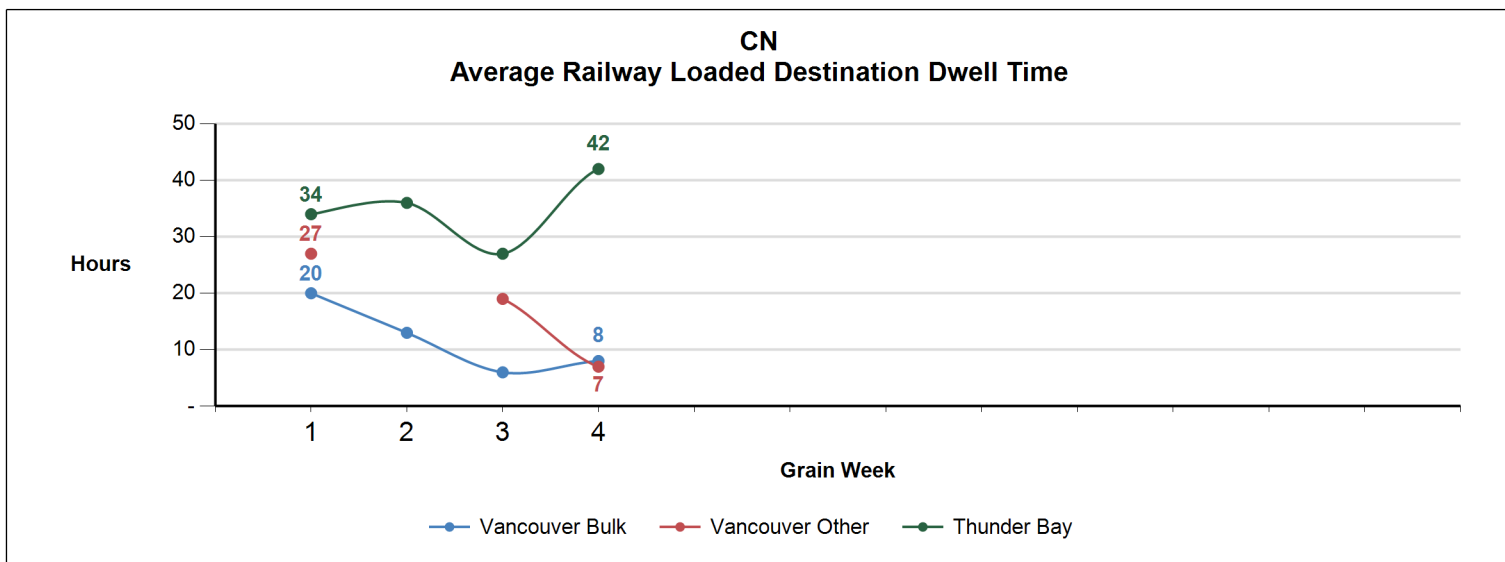
### Origin Dwell Performance





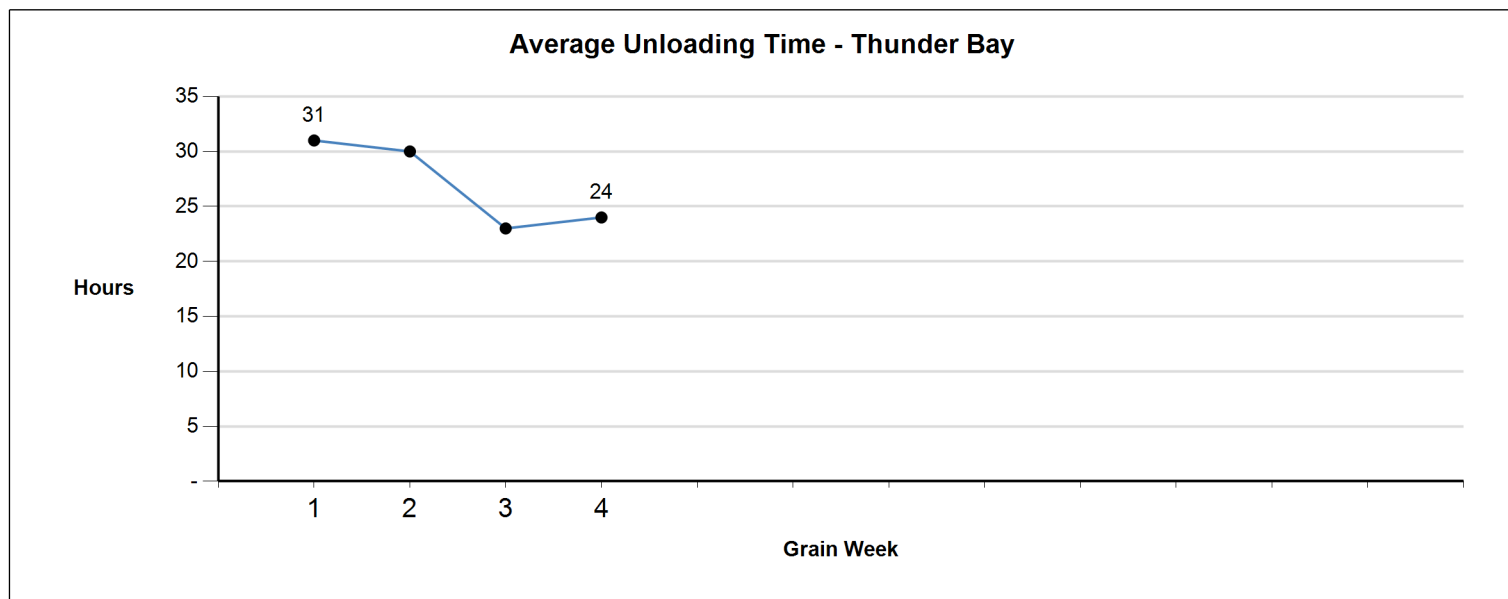
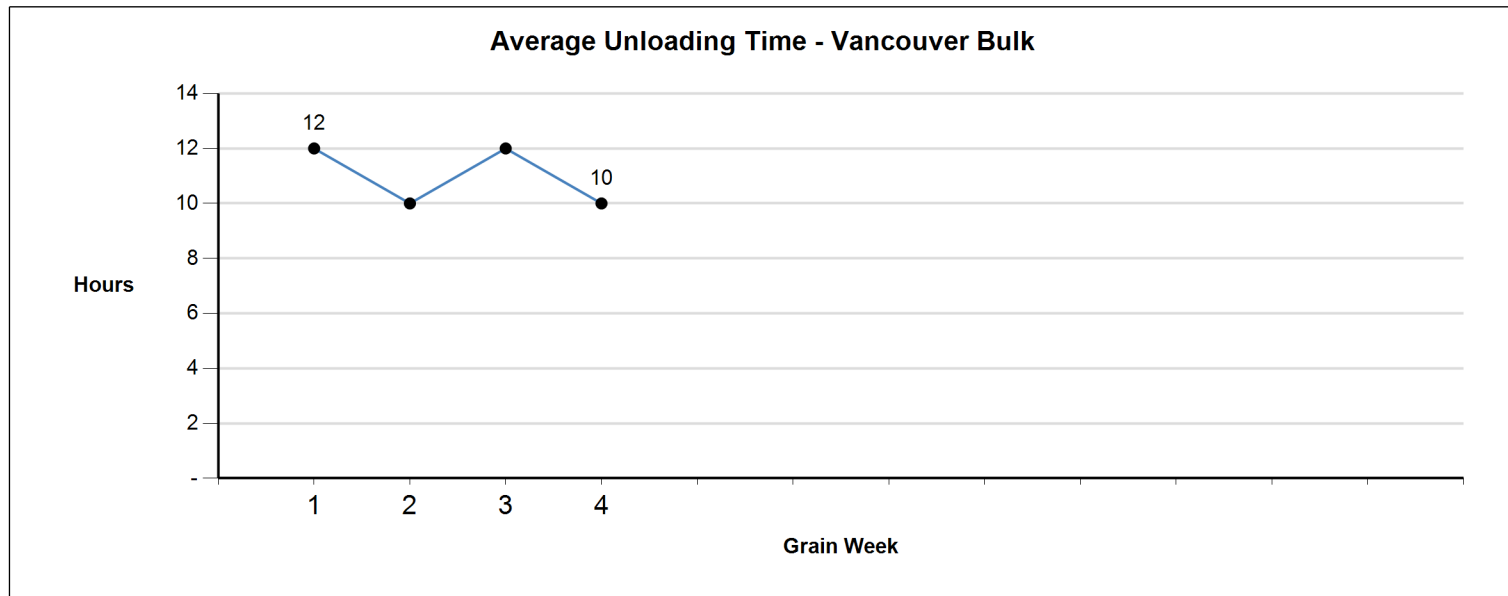


## Destination Dwell Performance





### 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.