

### **Note to Reader**

CN Week 8 performance is revised as follows: rationed orders are revised downward to 105 from the previously reported 205 and outstanding orders for week 8 are increased to 721 from the previously reported 621. There is no change to week 8 order fulfilment performance.

### **Week 9 Performance**

CN and CP supplied a combined 94% of hopper cars ordered in grain week 9, an increase from last week's 90%, marking an increase in performance on both CN and CP. CN's performance while improved from last week remained below the 90% threshold for the third consecutive week, supplying 88% of cars ordered in week 9. CP's performance was unchanged week over week once again supplying 99% of cars ordered in week 9. CN and CP combined will enter week 10 with 454 outstanding cars - a net 38% decline (-278) from the 732 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 both CN by (-267) and CP by (-11), respectively.

In week 9, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. While performance declines were seen in the USA / Mexico and Vancouver Other / W. Canada corridors, they were nominal with CN supplying 90% and 99% of cars ordered for week 9 in those corridors respectively. Most notably CN saw performance improve in its three most important corridors - Vancouver (84%), Prince Rupert (84%) and Thunder Bay (98%). CP saw performance hold or improved in 4 of 5 corridors with only the Vancouver Other / W. Canada corridor seeing a drop in performance although CP did supply 91% of cars ordered for that corridor in week 9.

All outstanding orders (10) remain current - i.e. unfulfilled week 9 orders.

#### **CN**

- CN supplied 88% of hopper cars ordered for week 9, representing an increase from last week's 80% order fulfillment performance. CN supplied 3,721 of 4,250 cars ordered, failing to supply 529 cars ordered.
- During week 9, CN supplied a total of 4,437 hoppers with 716 being outstanding orders placed prior to week 9 (see table page 3).
- CN's performance was generally consistent across individual shippers although performance did range from 72% to 100% for individual shippers.
- Shipper demand remained above the 4,000-car threshold for the third consecutive week despite being somewhat lower than originally projected as a result of some shippers deferring orders to future weeks.
- Shipper demand for hopper cars is projected to decline 18% in week 10 to 3,661 cars and is subsequently expected to increase 13% to 4,148 cars in week 11.
- Heading into week 10, CN has 454 outstanding orders, reflecting a 37% decrease (-267) from the 721 outstanding orders at the beginning of week 9.

#### **CP**

- CP fulfilled 99% of hopper cars ordered for week 9, unchanged from the prior week.
- For week 9, CP supplied 4,537 of 4,566 cars ordered, failing to supply 29 cars ordered.
- During week 9, CP supplied a total of 4,201 hoppers including 11 for previously outstanding orders. (see table page 3).
- Shipper demand declined some 10% week over week although total demand remained above 4,000 cars for the fourth consecutive week in the current grain year.
- Shipper demand for hopper cars is currently projected to increase 15% to 5,093 cars in week 10 and is expected to subsequently decline 24% to 3,862 cars in week 11. 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.
- CP's performance was consistent across individual shippers with all shippers receiving 99% or more of cars ordered on time in week 9.
- Heading into week 10, CP has no outstanding orders for the 7th time in the first 9 weeks of the current grain year.

### **Hopper Car Rationing**

#### **CN**



Weekly Performance Update - To Grain Week 09 (Grain Year 2021-22)  
*Covering 90% of grain movement originating in Western Canada*

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- CN rationed no hopper car orders in week 09.
- Preliminary indications suggest that no rationing occurred in week 10.
- Through the first 09 weeks of the current grain year, CN has rationed 204 hopper car orders as compared to 3,035 for the same period last year.
- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (204)

**CP**

- CP rationed no hopper car orders in week 09.
- Preliminary indications suggest that there will be no rationing in week 10.
- Through the first 09 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to 53 for the same period last year.



## Performance Dashboard

### Hopper Car Demand

	Week 09			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	4,250	6,045	(1,795)	27,448	3,049	41,478	4,608	(14,030)	(1,558)
CP	4,566	5,381	(815)	29,478	3,275	46,750	5,194	(17,272)	(1,919)
<b>Total</b>	<b>8,816</b>	<b>11,426</b>	<b>(2,610)</b>	<b>56,926</b>	<b>6,324</b>	<b>88,228</b>	<b>9,802</b>	<b>(31,302)</b>	<b>(3,477)</b>

### Cars Shipped

Railway	Corridor	Week 09	YTD
CN	N.A. Domestic	225	2,055
	Prince Rupert	961	3,970
	Thunder Bay	872	4,254
	Vancouver	2,388	15,627
<b>Total</b>		<b>4,446</b>	<b>25,906</b>
CP	N.A. Domestic	275	2,850
	Thunder Bay	1,511	8,052
	Vancouver	2,439	18,271
<b>Total</b>		<b>4,225</b>	<b>29,173</b>

### Empty Hopper Cars Supplied - Week 09 (All Want Weeks)

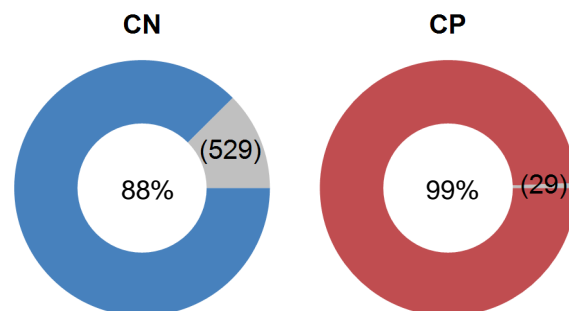
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,721	4,716	716	763		56	4,437	5,535
CP	4,071	4,457	11	666	119	17	4,201	5,140
<b>Total</b>	<b>7,792</b>	<b>9,173</b>	<b>727</b>	<b>1,429</b>	<b>119</b>	<b>73</b>	<b>8,638</b>	<b>10,675</b>

### Supplied by Block Size

Block Size	Week 09			Year to Date		
	CN	CP	Total	CN	CP	Total
1	2%	3%	3%	4%	4%	4%
25	3%	1%	2%	3%	2%	3%
50	5%	2%	3%	5%	3%	4%
100	90%	94%	92%	87%	91%	89%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,250	4,566	8,816
Current Week Order Fulfillment			
Supplied in Current Week	3,721	4,071	7,792
Supplied Early		466	466
<b>Total Cars Supplied for Want Week</b>	<b>3,721</b>	<b>4,537</b>	<b>8,258</b>
Current Week Unfulfilled Demand	(529)	(29)	(558)
% Current Week Orders Supplied	88%	99%	94%



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

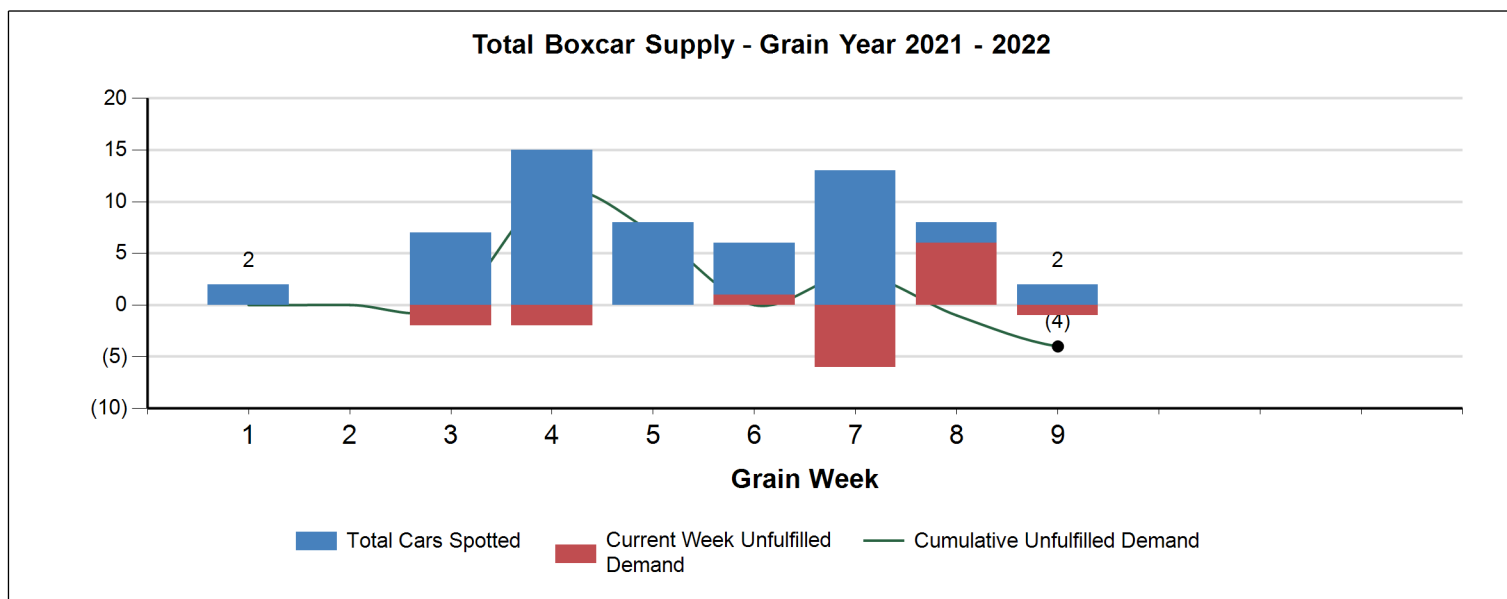
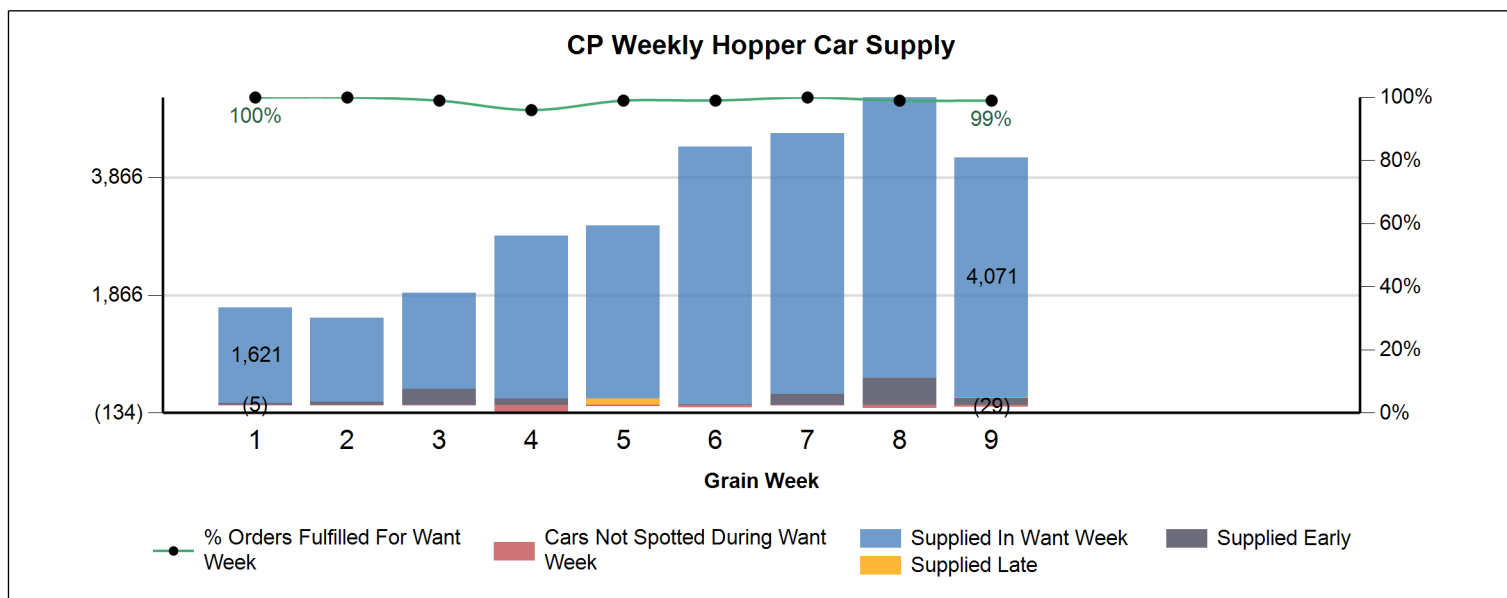
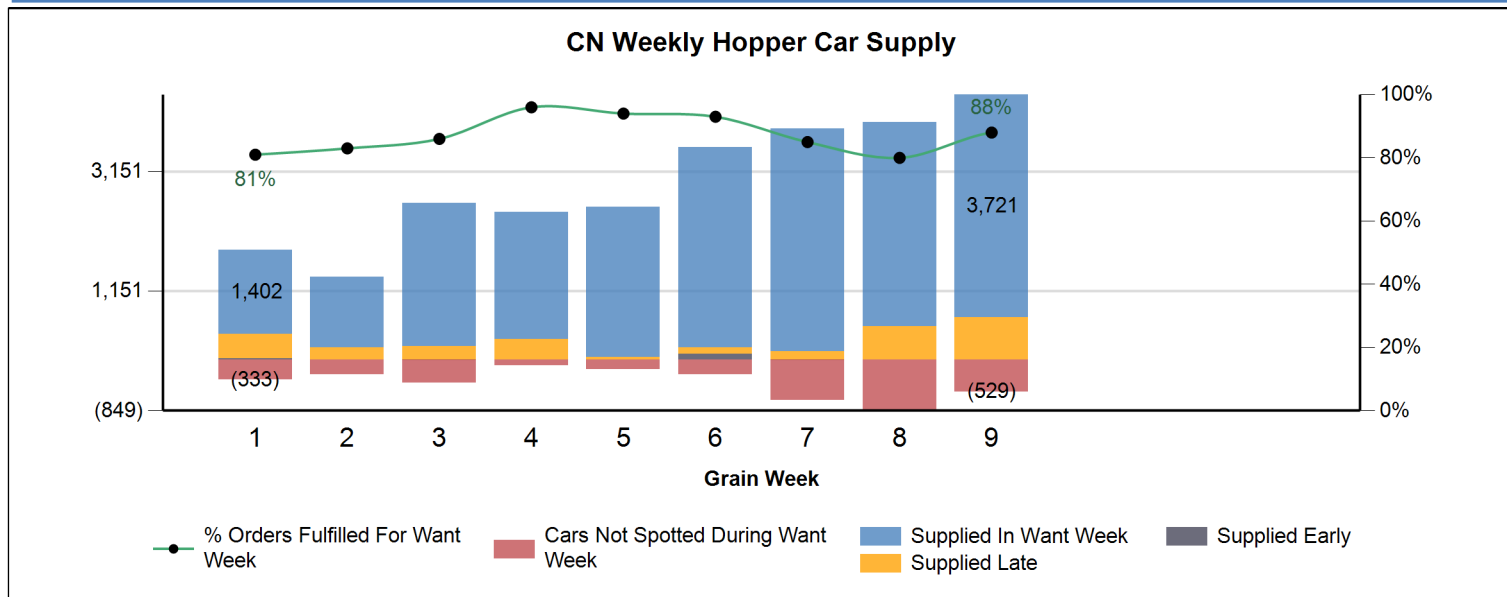
	Week 09		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	23	36	22	46
CP	14	25	26	40

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

		Week 09		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	8	12	9	14
	CP	14	30	19	30
Thunder Bay	CN	34	51	39	41
	CP	43	62	41	37

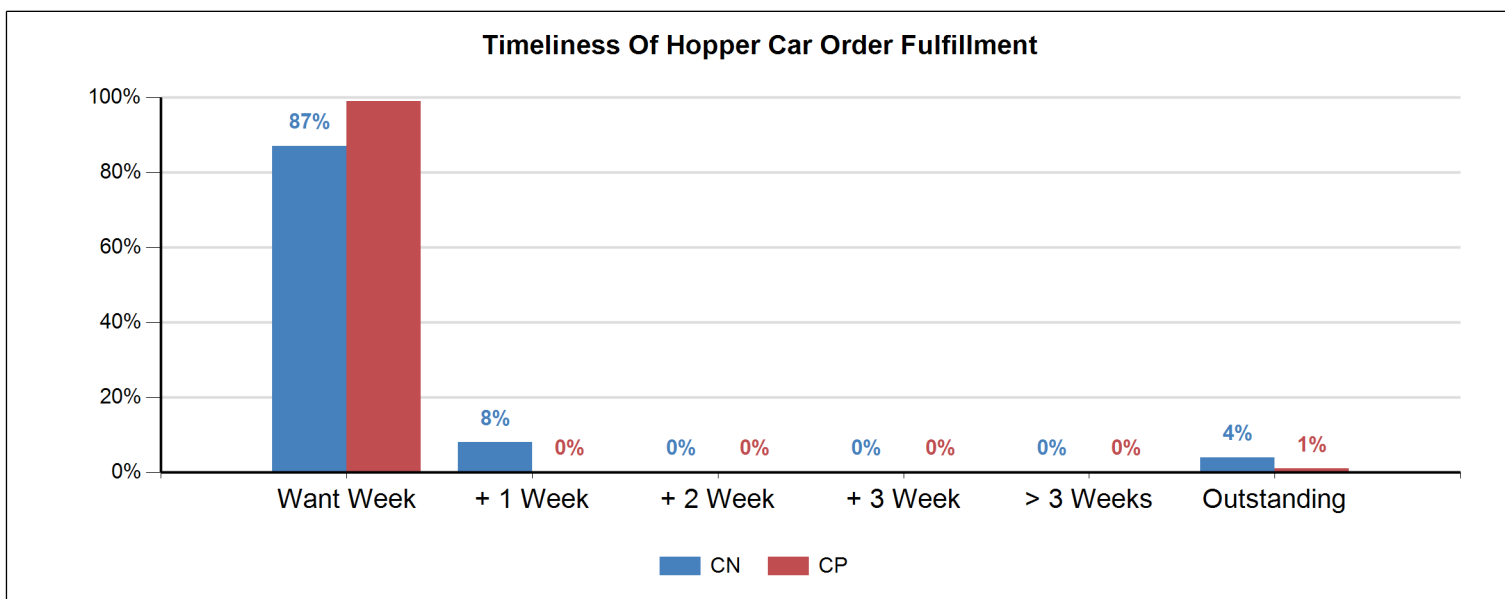
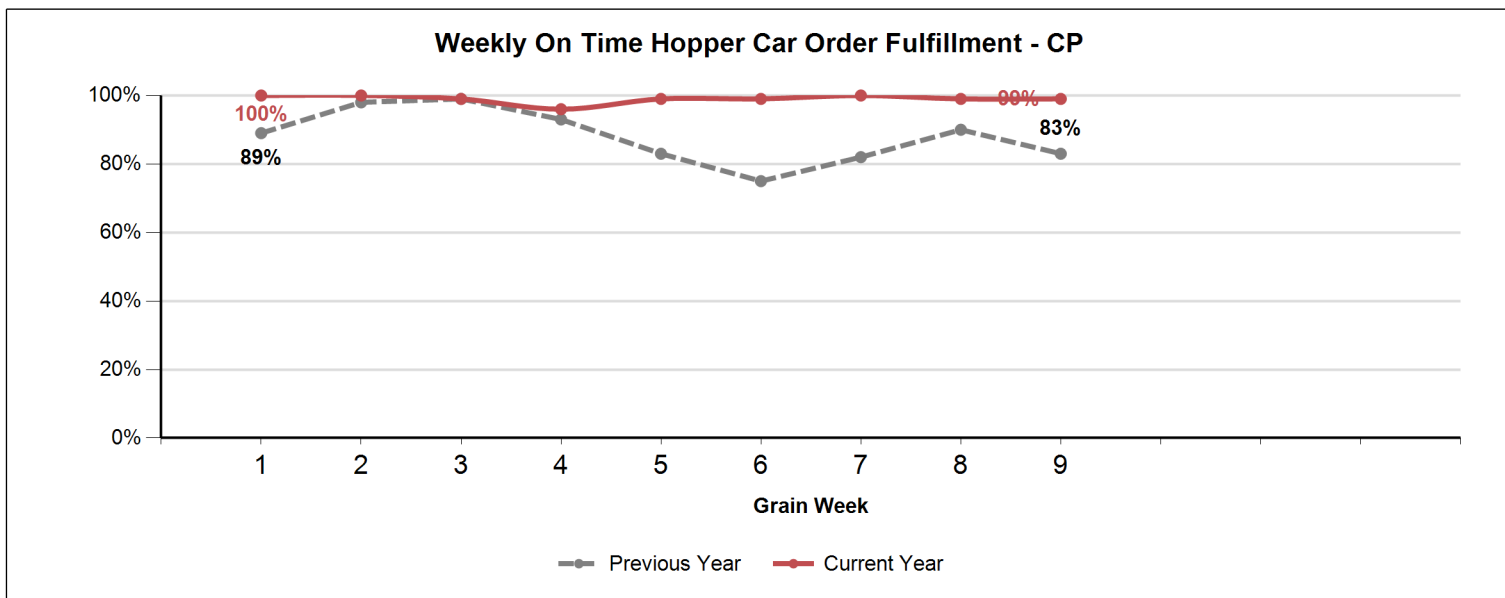
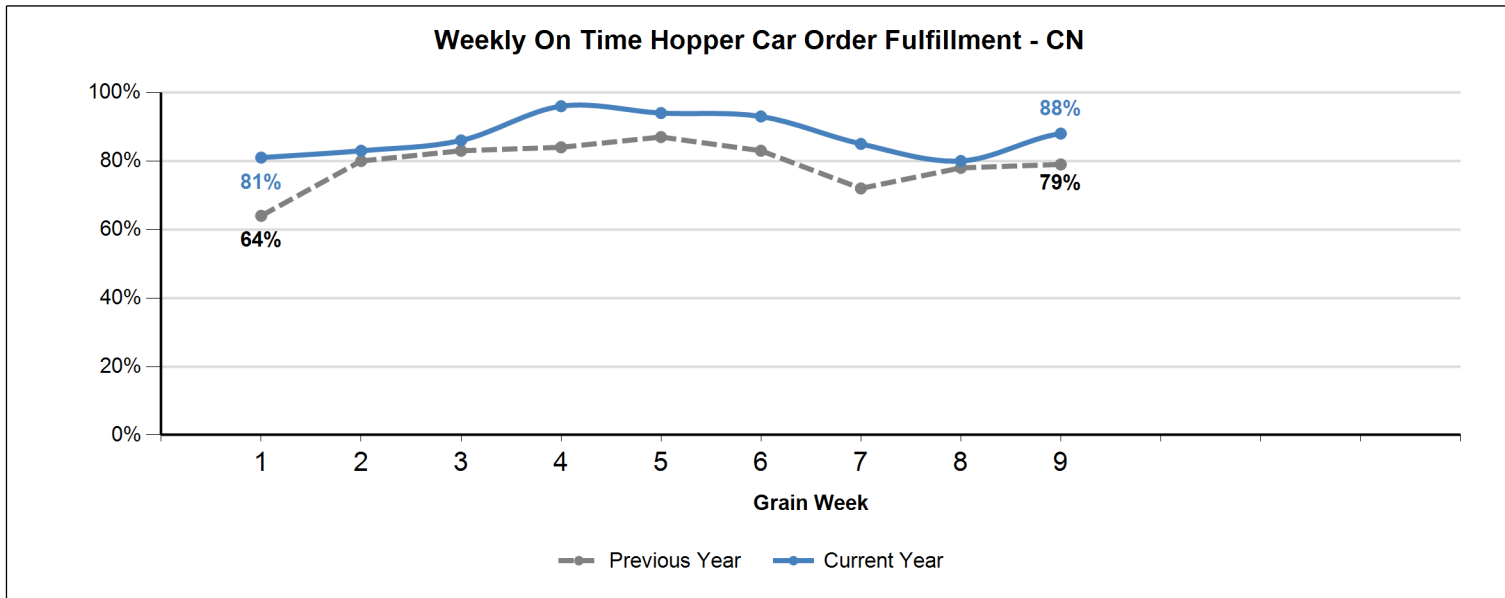


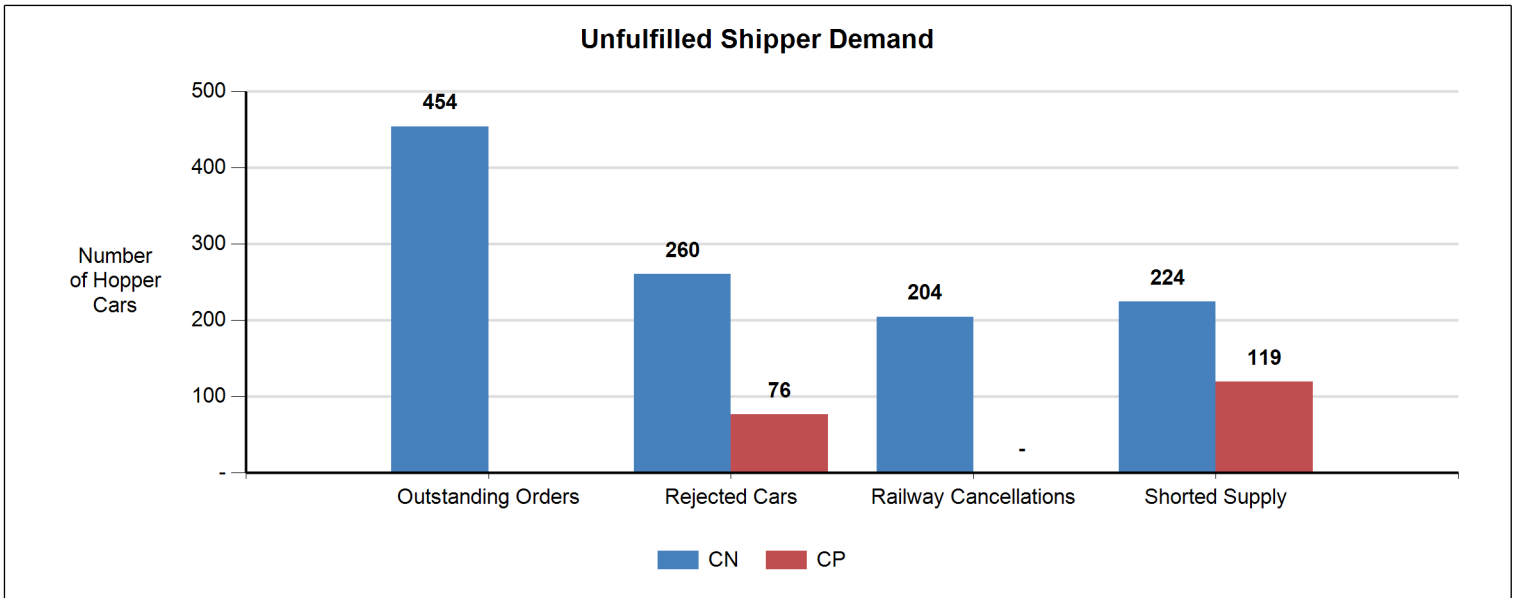
Weekly Performance Update - To Grain Week 09 (Grain Year 2021-22)  
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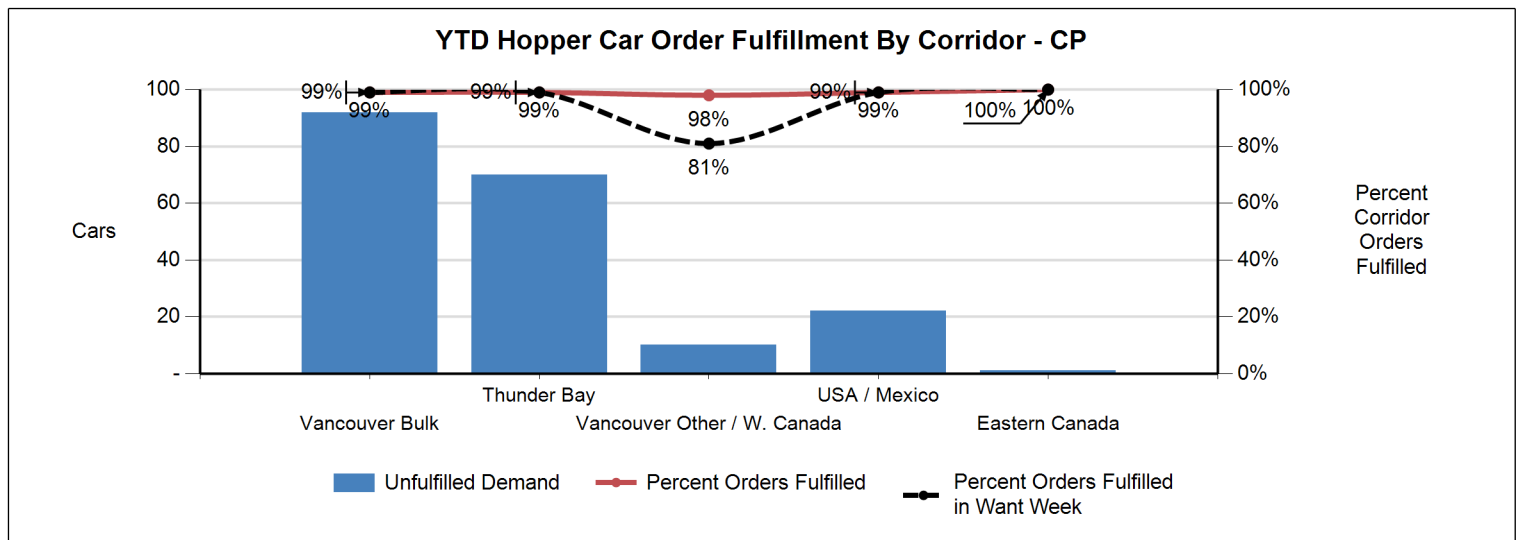
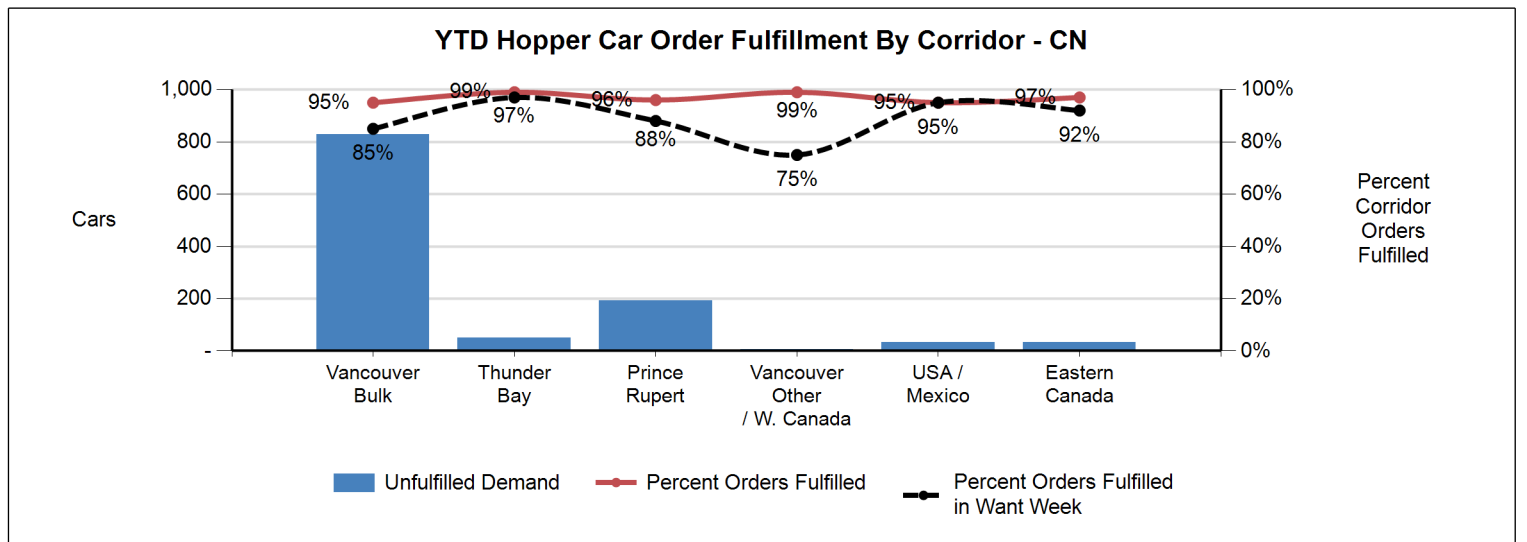
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 09

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	16,119	15,291	(828)	95%
	Thunder Bay	4,271	4,222	(49)	99%
	Prince Rupert	4,278	4,086	(192)	96%
	Vancouver Other / W. Canada	813	806	(7)	99%
	USA / Mexico	651	618	(33)	95%
	Eastern Canada	1,316	1,283	(33)	97%
<b>Total</b>		<b>27,448</b>	<b>26,306</b>	<b>(1,142)</b>	<b>96%</b>
CP	Vancouver Bulk	18,163	18,071	(92)	99%
	Thunder Bay	8,285	8,215	(70)	99%
	Vancouver Other / W. Canada	604	594	(10)	98%
	USA / Mexico	1,991	1,969	(22)	99%
	Eastern Canada	435	434	(1)	100%
<b>Total</b>		<b>29,478</b>	<b>29,283</b>	<b>(195)</b>	<b>99%</b>

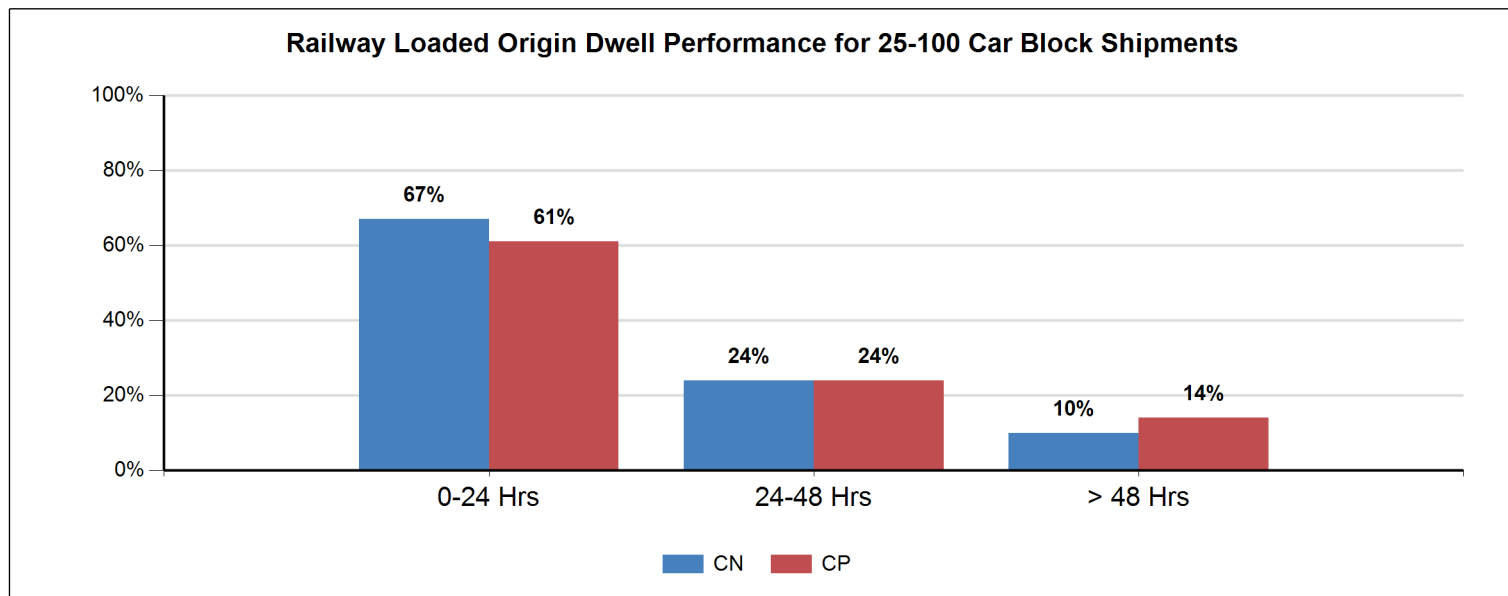
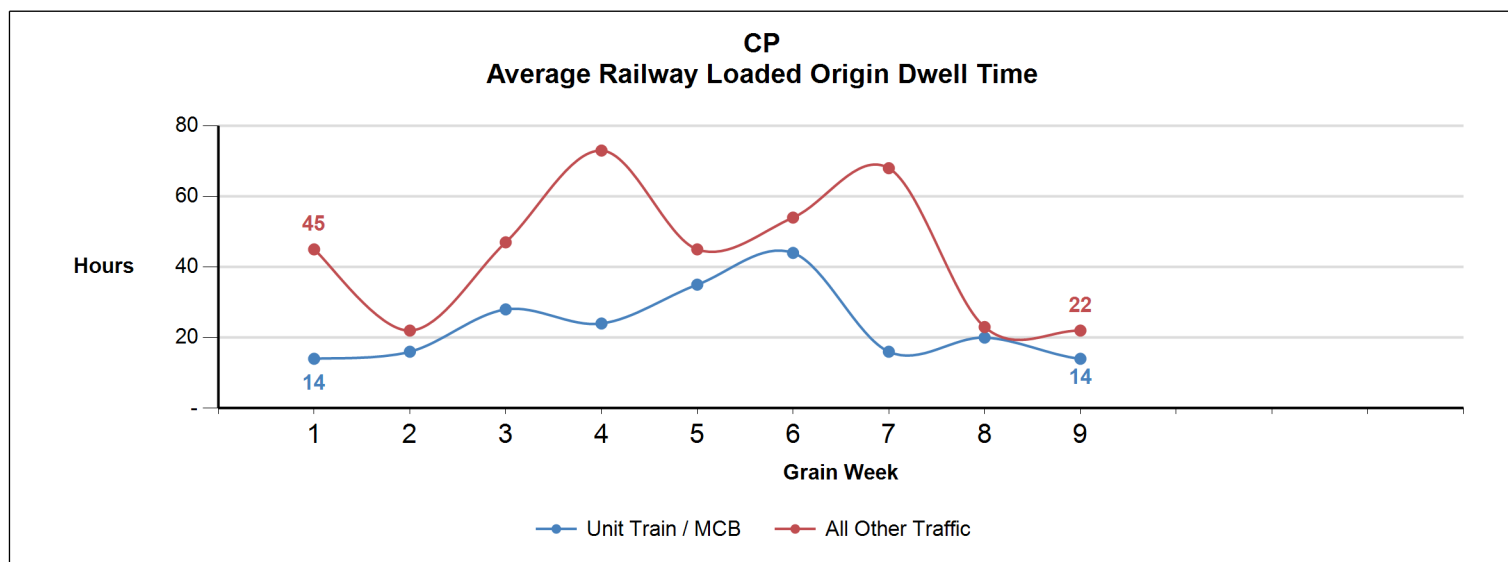
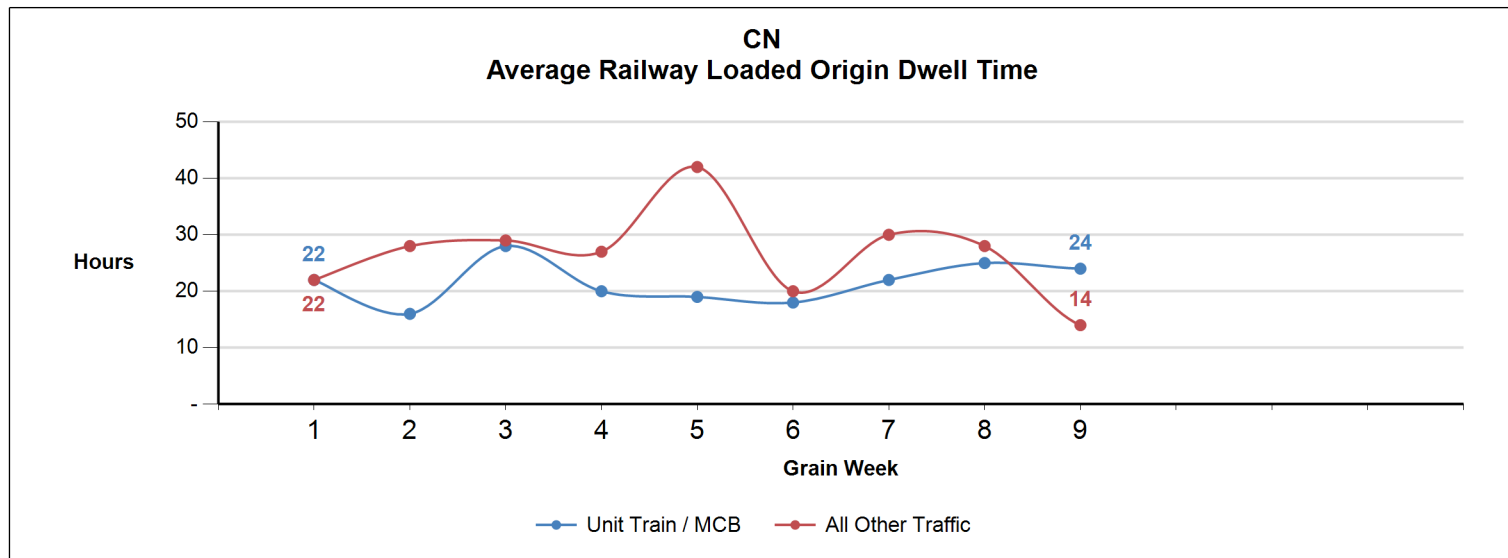
Hopper Cars Supplied in the Want Week by Corridor - To Week 09

Railway	Corridor	Week 09			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,485	2,090	84%	16,119	13,648	85%
	Thunder Bay	718	706	98%	4,271	4,123	97%
	Prince Rupert	757	639	84%	4,278	3,744	88%
	Vancouver Other / W. Canada	108	107	99%	813	613	75%
	USA / Mexico	31	28	90%	651	618	95%
	Eastern Canada	151	151	100%	1,316	1,209	92%
	<b>CN Total</b>		<b>4,250</b>	<b>3,721</b>	<b>88%</b>	<b>27,448</b>	<b>23,955</b>
CP	Vancouver Bulk	2,474	2,463	100%	18,163	18,063	99%
	Thunder Bay	1,819	1,813	100%	8,285	8,215	99%
	Vancouver Other / W. Canada	133	121	91%	604	491	81%
	USA / Mexico	123	123	100%	1,991	1,969	99%
	Eastern Canada	17	17	100%	435	434	100%
	<b>CP Total</b>		<b>4,566</b>	<b>4,537</b>	<b>99%</b>	<b>29,478</b>	<b>29,172</b>

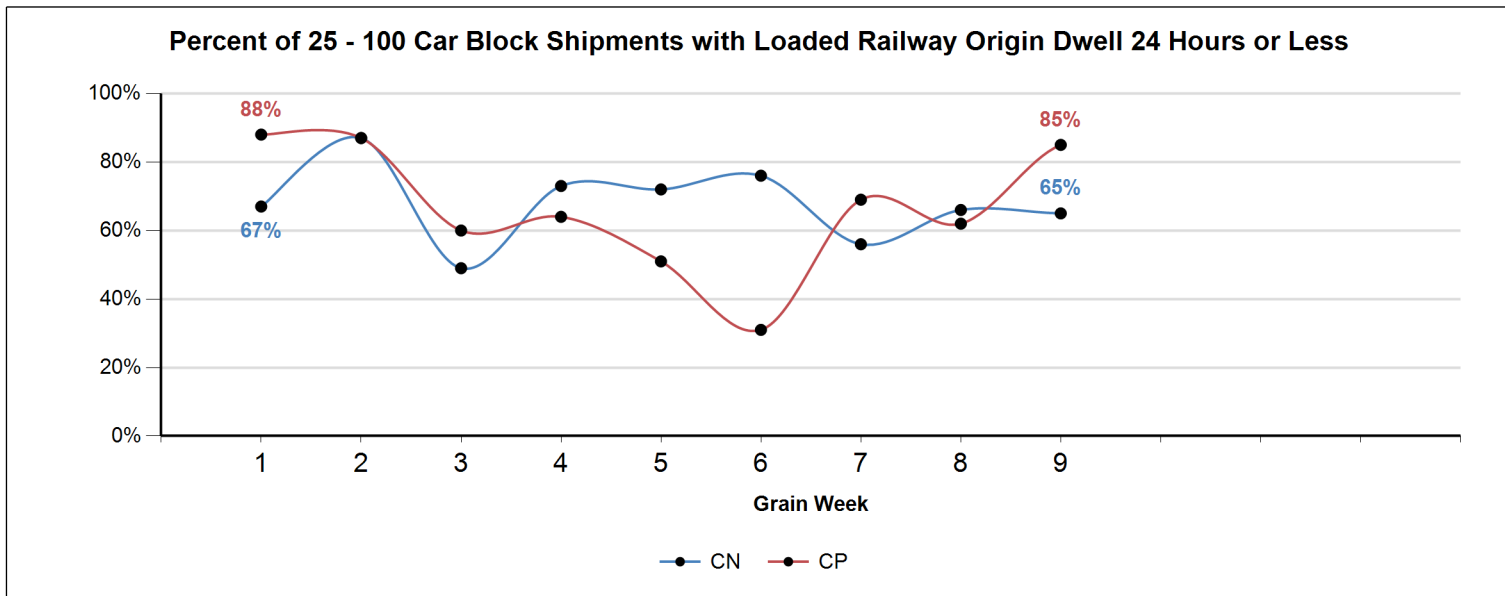




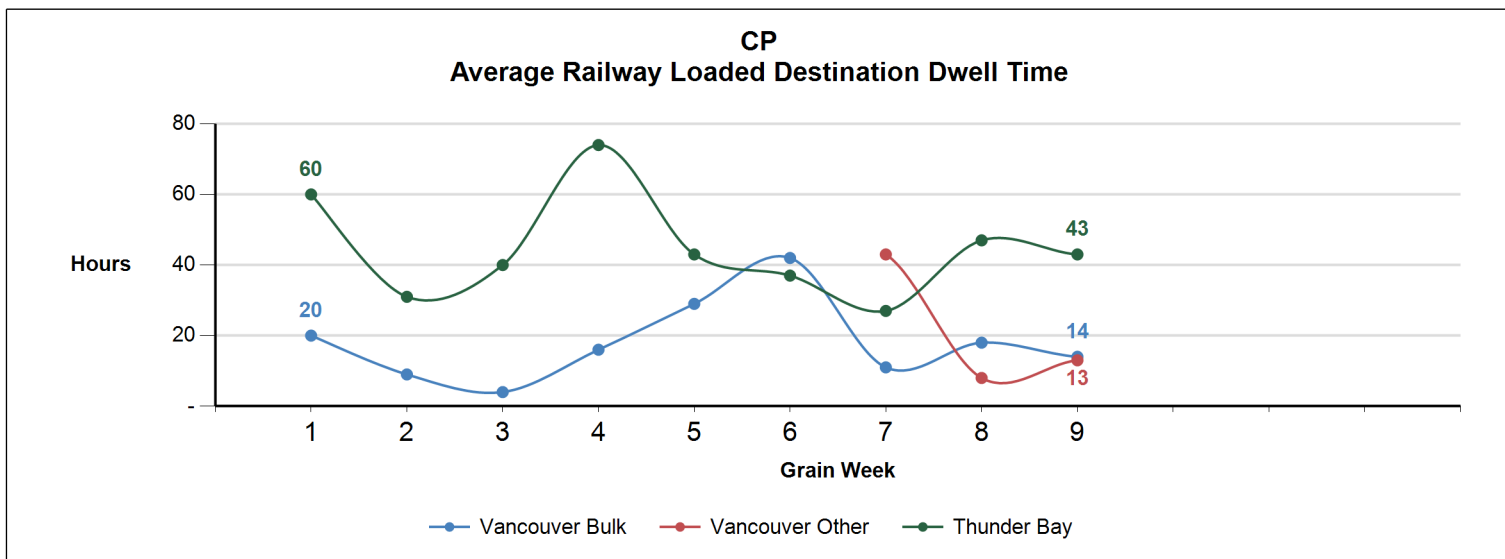
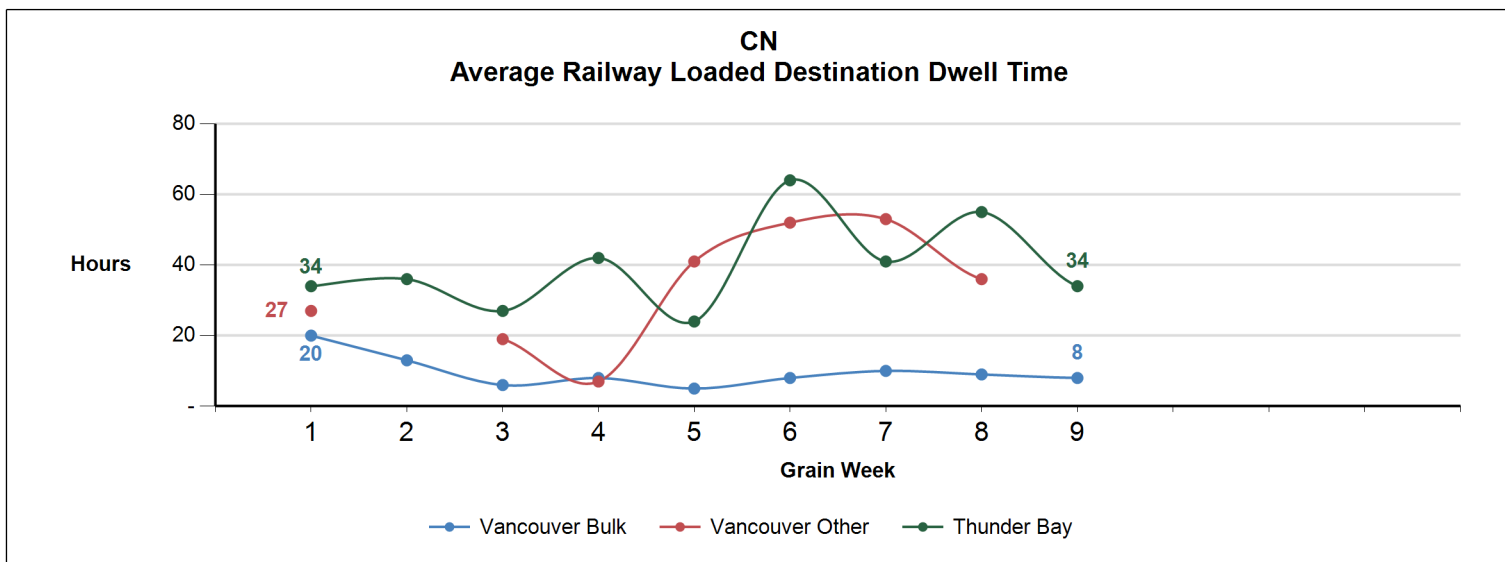
## Origin Dwell Performance





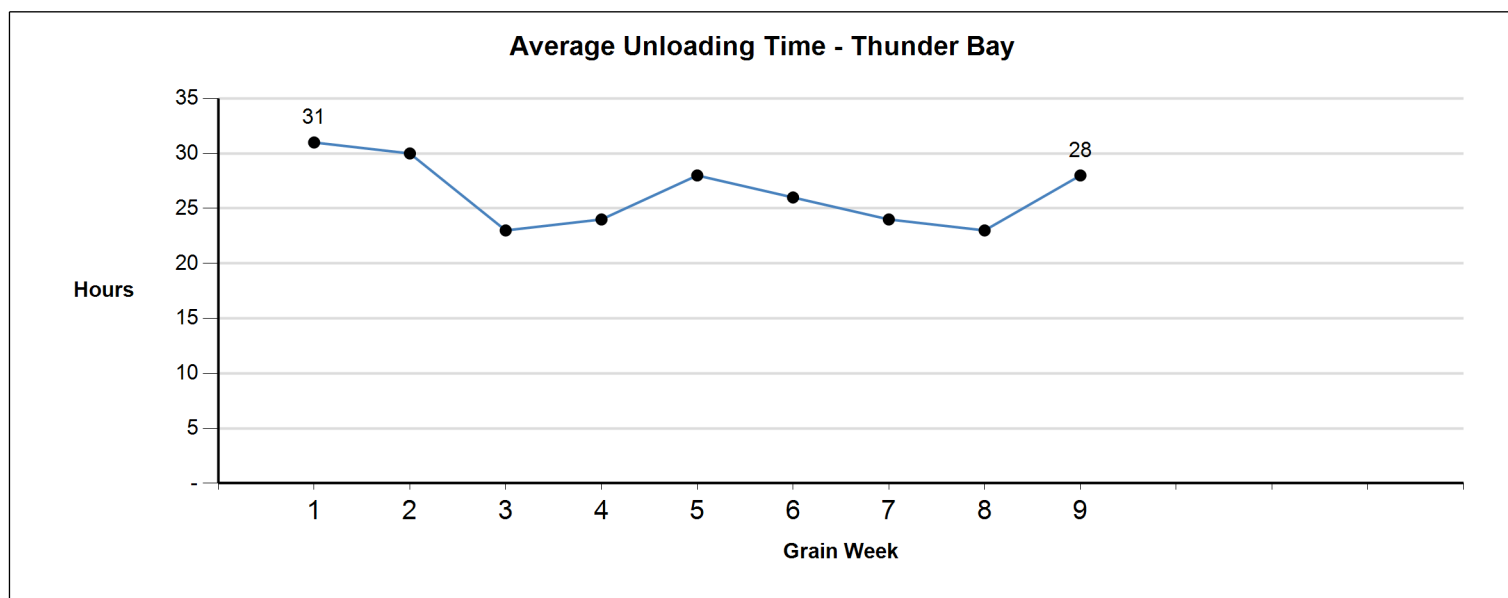
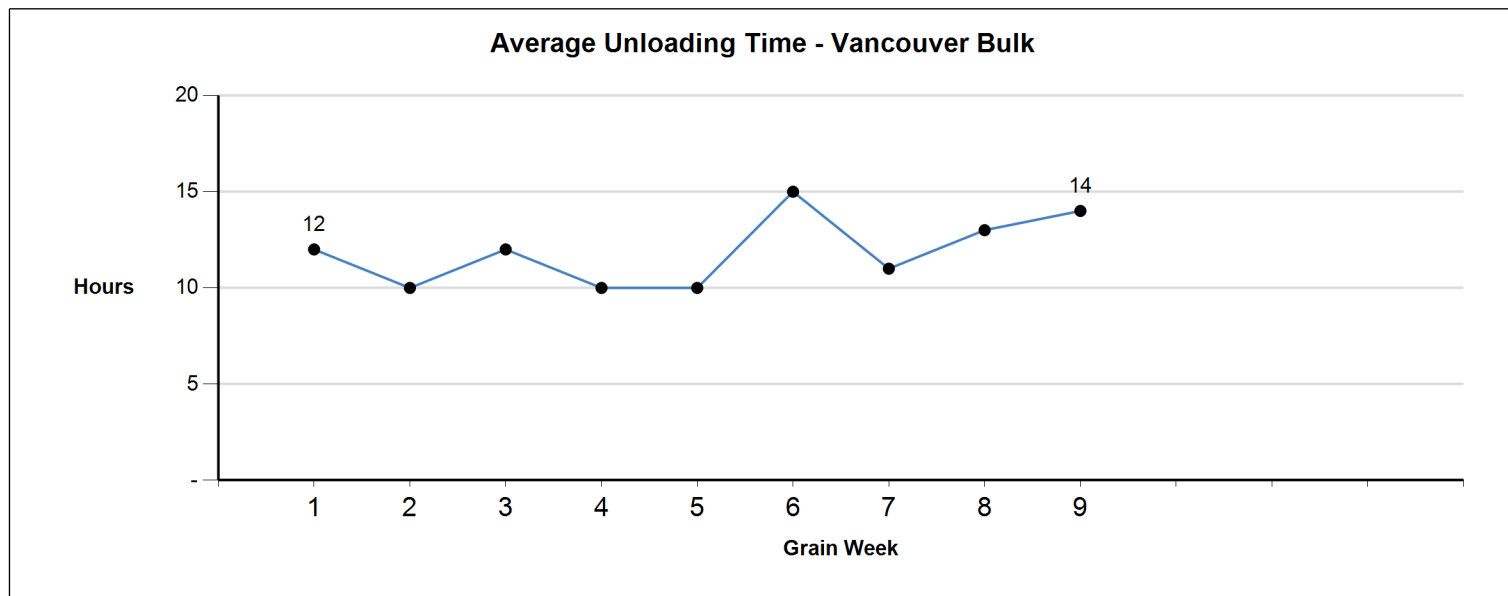


## Destination Dwell Performance





### 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.