

## Week 11 Performance

CN and CP supplied a combined 91% of hopper cars ordered in grain week 11, an increase from last week's 90%, reflecting an increase in performance on CN offset by a minor decline in performance for CP. CN's performance fell short of the 90% threshold for the fifth consecutive week, supplying 83% of cars ordered on time. CP's performance dipped ever so slightly this week to 99% as compared to the 100% order fulfillment performance seen in week 10. CN and CP combined will enter week 12 with 675 outstanding orders - a net 8% decline (-61) from the 736 orders outstanding at the end of last week. The change in outstanding orders represents a decrease in the number of outstanding hopper car orders on CN by (-89) and an increase in the number of outstanding hopper car orders on CP by (+28).

In week 11, CN corridor performance improved or remained the same in 3 of 6 corridors relative to last week's performance. The most significant declines in performance were seen in the Thunder Bay and Vancouver Other / W. Canada corridors, which saw 66% and 71% of cars ordered for week 11 supplied on time respectively. These two corridors represented 18% of total hopper car demand for CN in week 11. CP saw performance hold or improved in 2 of 5 corridors although the week over week declines in performance in other corridors were nominal in nature with CP supplying 97% or more of cars ordered on time in all corridors this week.

With the exception of 1 week 10 order all other outstanding orders (9) remain current - i.e. unfulfilled week 11 orders.

### CN

- CN supplied 83% of hopper cars ordered for week 11, representing an increase from last week's 79% order fulfillment performance. CN supplied 3,350 of 4,025 cars ordered, failing to supply 675 cars ordered.
- During week 11, CN supplied a total of 4,123 hoppers with 678 being outstanding orders placed prior to week 11 (see table page 3).
- CN's performance was largely consistent across individual shippers with two-thirds of shippers receiving 85% or more of cars ordered on time. Having said this the range of performance remained broad ranging from 55 - 100%.
- Shipper demand returned above the 4,000-car threshold this week on the heels of a reduction seen in week 10.
- Preliminary projections indicate that shipper demand for hopper cars will decline 25% in week 12 to 3,248 and will subsequently increase 7% to 3,490 cars in week 13. If current projections hold weeks 12 and 13 would represent the lowest demand levels seen on CN this grain year since week 5 at the end of August.
- Heading into week 12, CN has 647 outstanding orders, reflecting a 12% decrease (-89) from the 736 outstanding orders at the beginning of week 11.

### CP

- CP fulfilled 99% of hopper cars ordered for week 11 reflecting a nominal decline from the 100% order fulfillment performance in week 10.
- For week 11, CP supplied 4,238 of 4,286 cars ordered, failing to supply 48 cars ordered.
- During week 11, CP supplied a total of 3,933 hoppers including 208 for week 12 orders that were supplied early. (see table page 3).
- Shipper demand remained above 4,000 cars for the sixth consecutive week in the current grain year holding steady around 4,200 orders as was the case in week 10.
- Preliminary indications are that shipper demand for hopper cars will increase 20% to 4,574 in week 12 and subsequently increase 5% to 4,786 cars in week 13. 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 98% or more of cars ordered on time in week 11.
- Heading into week 12, CP has 28 outstanding orders as compared to none in week 10. This marks only the 3rd time in the first 11 weeks of the current grain year that CP has carried over unfulfilled orders from one week to the next.

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## Hopper Car Rationing

### CN

- CN rationed no hopper car orders in week 11.
- Preliminary indications suggest that no rationing occurred in week 12.



Weekly Performance Update - To Grain Week 11 (Grain Year 2021-22)  
*Covering 90% of grain movement originating in Western Canada*

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- Through the first 11 weeks of the current grain year, CN has rationed 204 hopper car orders as compared to 4,521 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 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 no hopper car orders for ATC shippers, as compared to 53 for the same period last year.



## 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	4,025	5,202	(1,177)	35,270	3,206	52,465	4,769	(17,195)	(1,563)
CP	4,286	5,683	(1,397)	37,974	3,452	58,749	5,340	(20,775)	(1,888)
<b>Total</b>	<b>8,311</b>	<b>10,885</b>	<b>(2,574)</b>	<b>73,244</b>	<b>6,658</b>	<b>111,214</b>	<b>10,109</b>	<b>(37,970)</b>	<b>(3,451)</b>

### Cars Shipped

Railway	Corridor	Week 11	YTD
CN	N.A. Domestic	542	2,963
	Prince Rupert	735	5,155
	Thunder Bay	396	5,276
	Vancouver	2,460	20,368
<b>Total</b>		<b>4,133</b>	<b>33,762</b>
CP	N.A. Domestic	169	3,284
	Thunder Bay	1,133	10,720
	Vancouver	3,098	23,936
<b>Total</b>		<b>4,400</b>	<b>37,940</b>

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

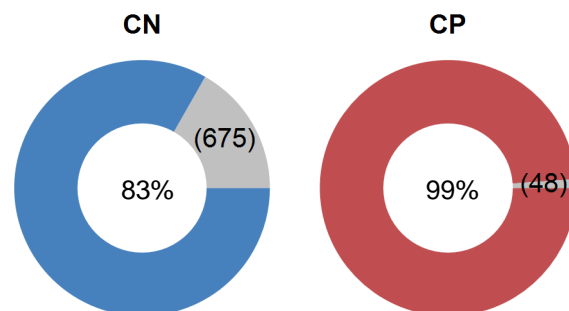
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,350	3,750	678	1,330	95	76	4,123	5,156
CP	3,725	4,849		743	208	137	3,933	5,729
<b>Total</b>	<b>7,075</b>	<b>8,599</b>	<b>678</b>	<b>2,073</b>	<b>303</b>	<b>213</b>	<b>8,056</b>	<b>10,885</b>

### Supplied by Block Size

Block Size	Week 11			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	4%	4%	4%
25	5%	3%	4%	4%	2%	3%
50	5%	4%	4%	5%	3%	4%
100	88%	89%	89%	87%	91%	89%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,025	4,286	8,311
Current Week Order Fulfillment			
Supplied in Current Week	3,350	3,725	7,075
Supplied Early		513	513
<b>Total Cars Supplied for Want Week</b>	<b>3,350</b>	<b>4,238</b>	<b>7,588</b>
Current Week Unfulfilled Demand	(675)	(48)	(723)
% Current Week Orders Supplied	83%	99%	91%



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

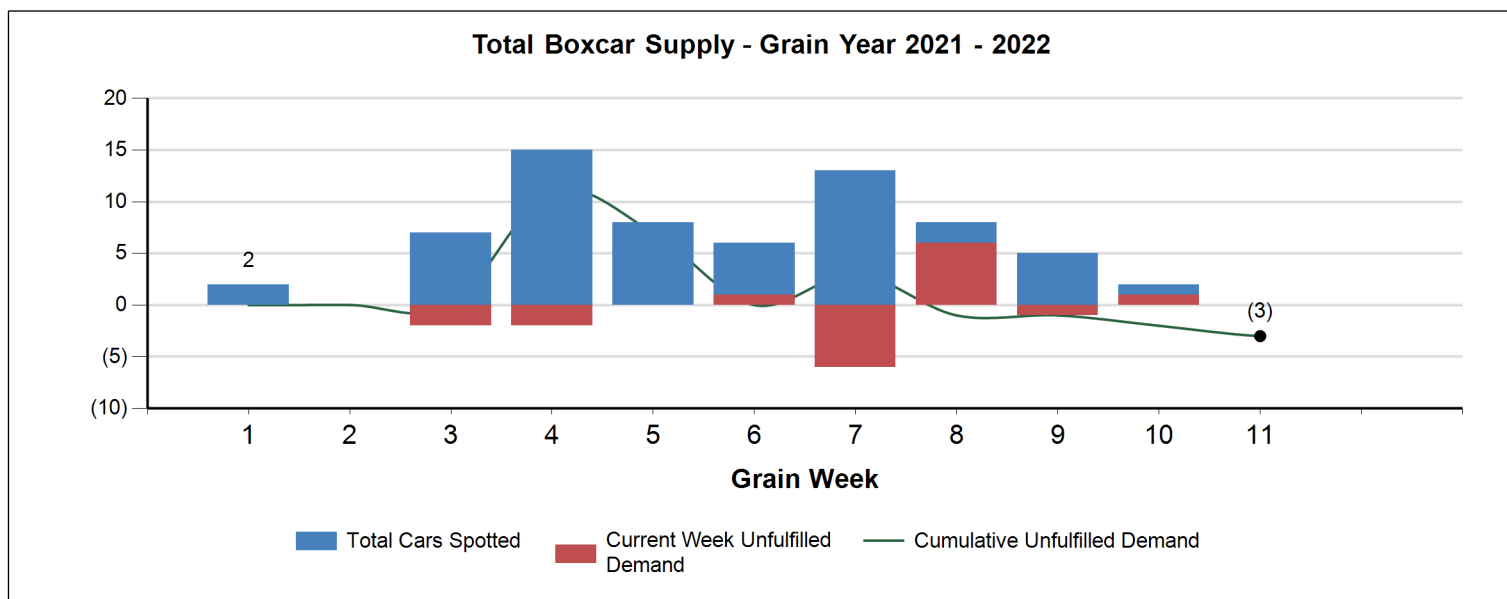
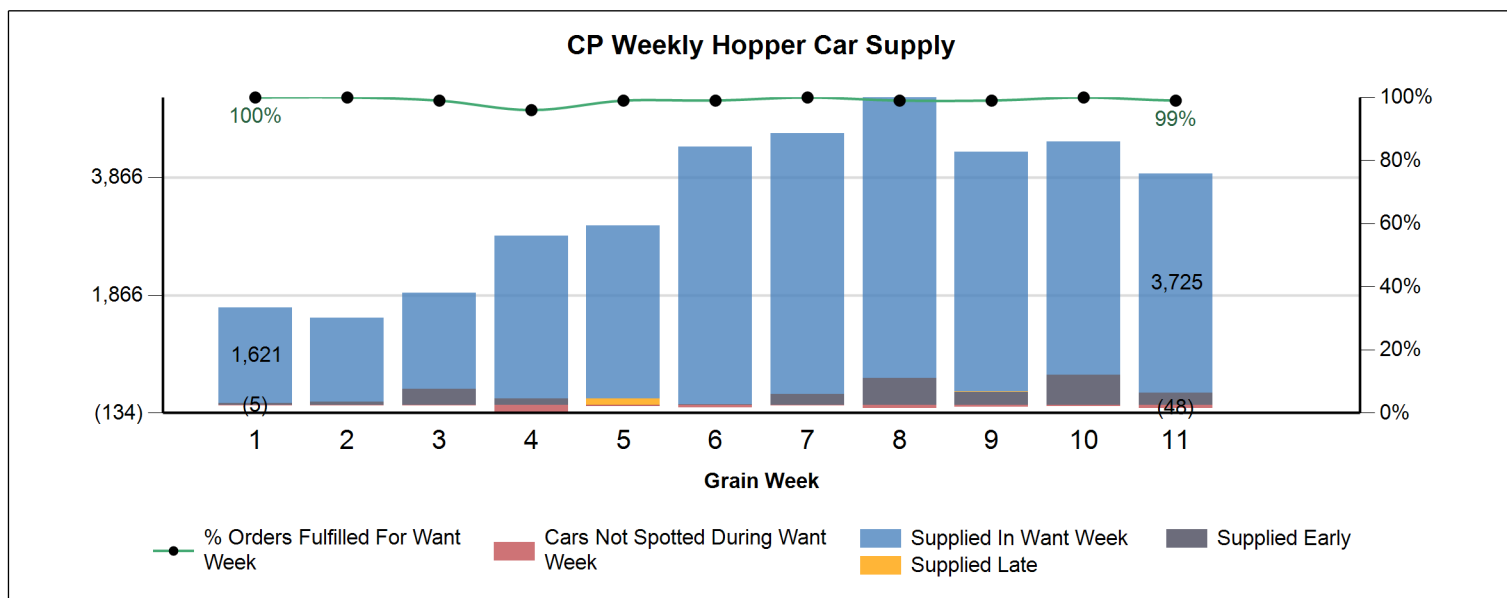
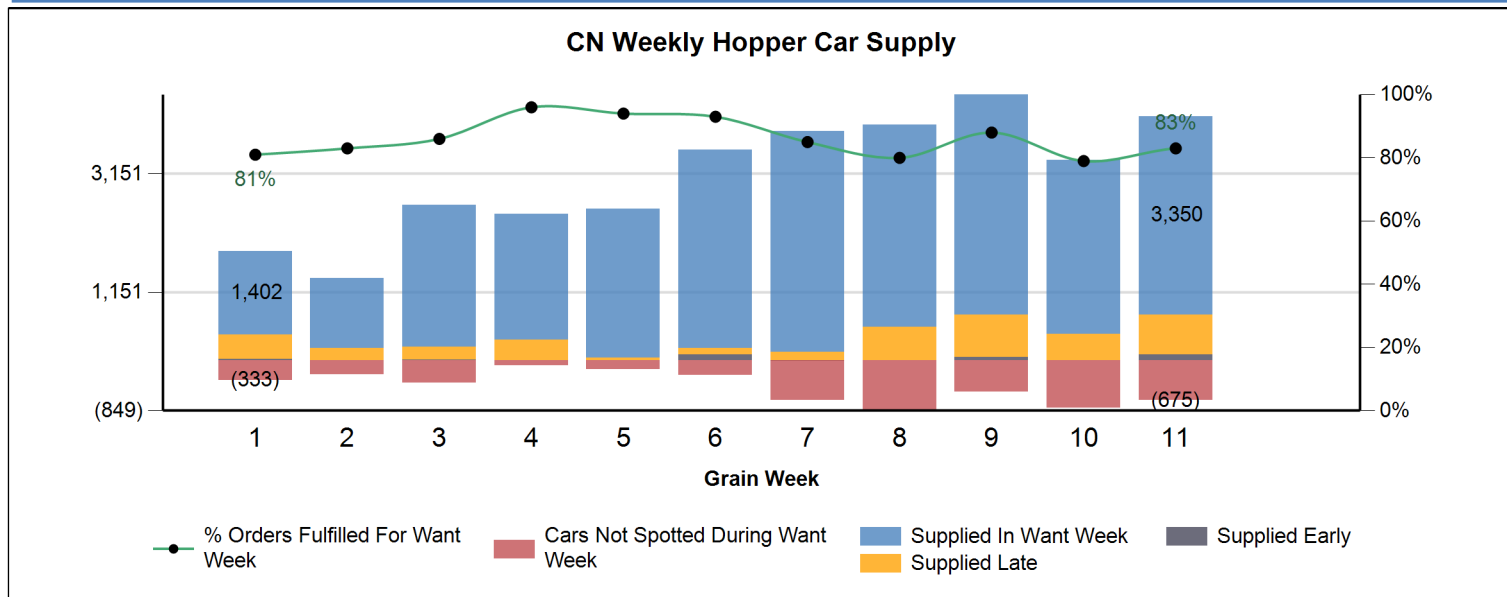
	Week 11		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	26	50	24	45
CP	12	30	23	36

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

		Week 11		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	16	15	10	14
	CP	13	26	18	29
Thunder Bay	CN	96	19	49	39
	CP	95	39	49	37

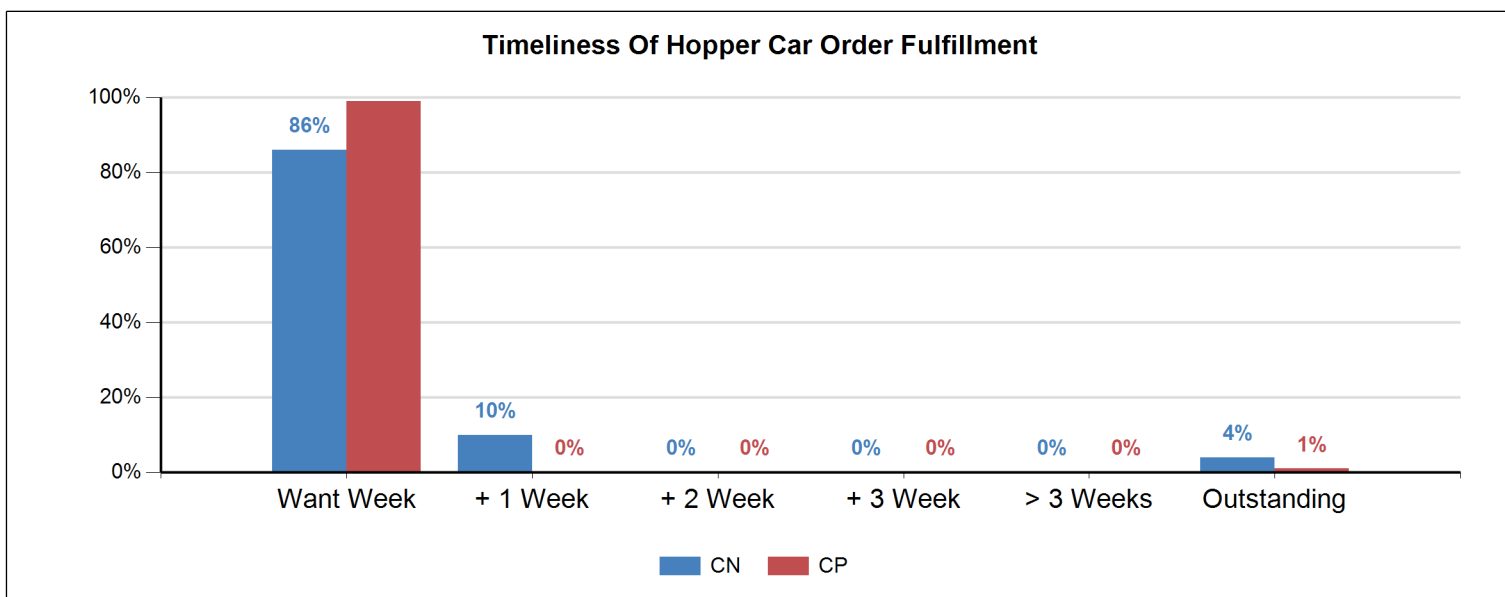
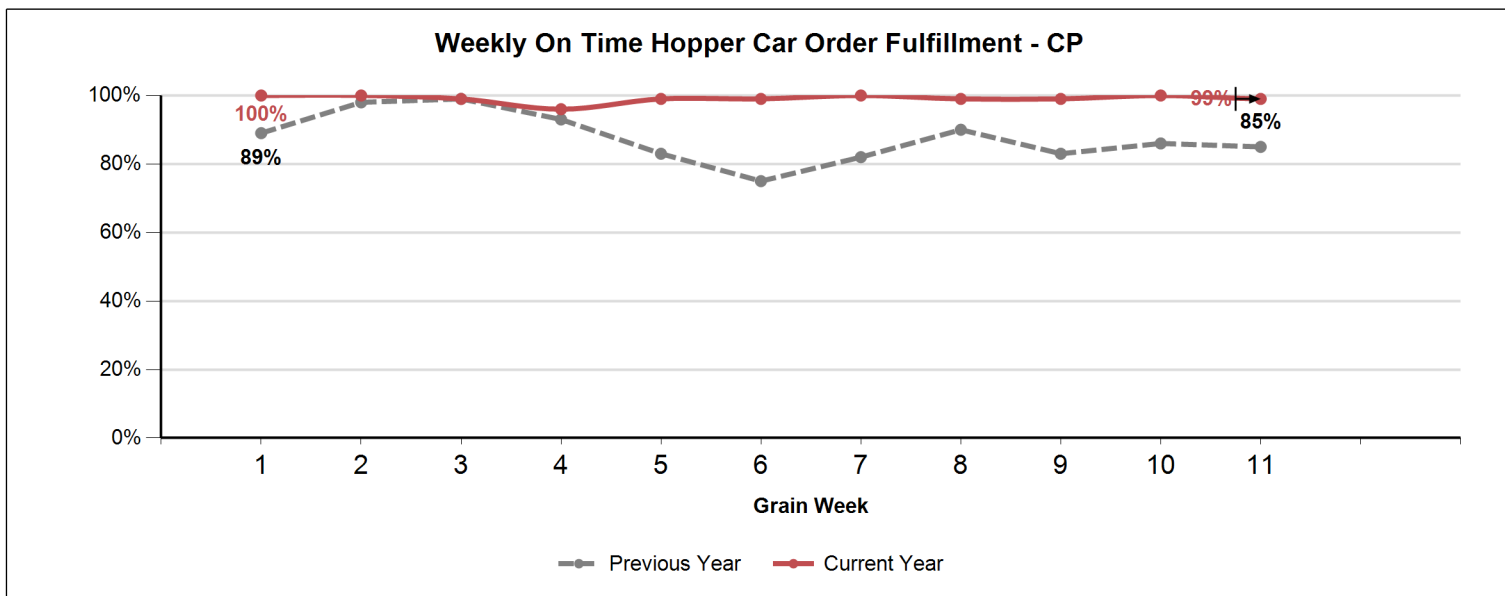
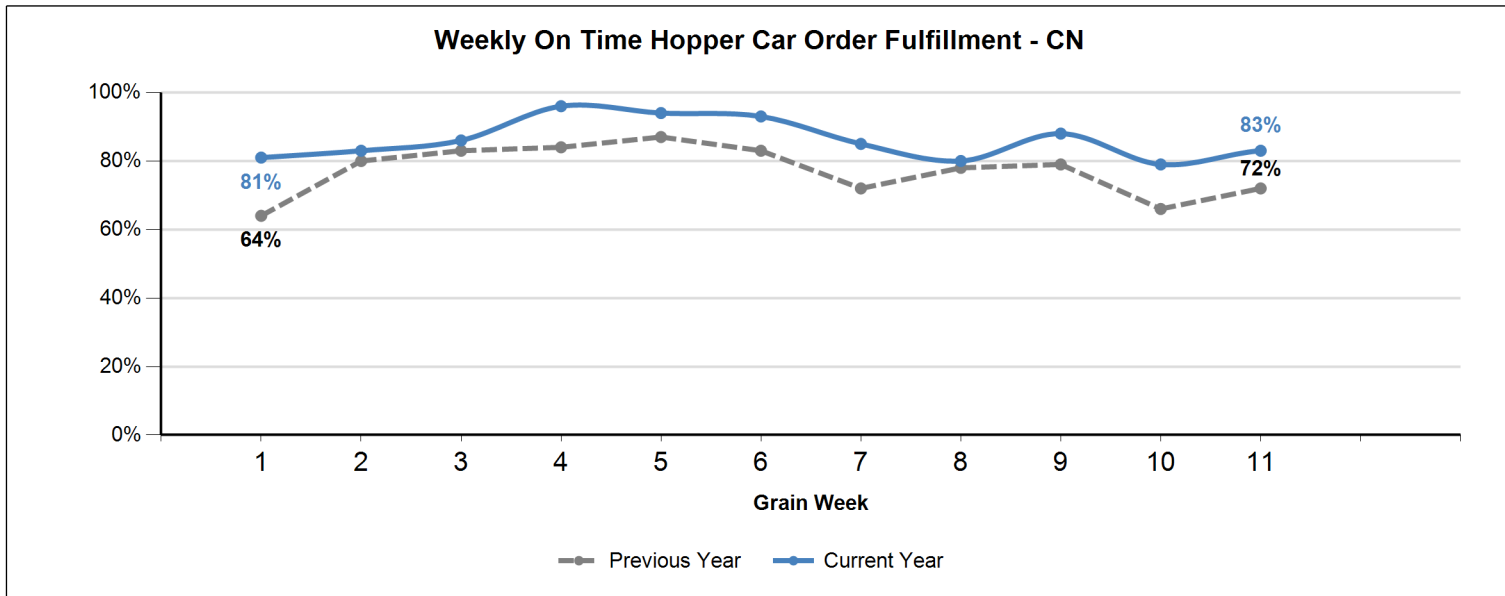


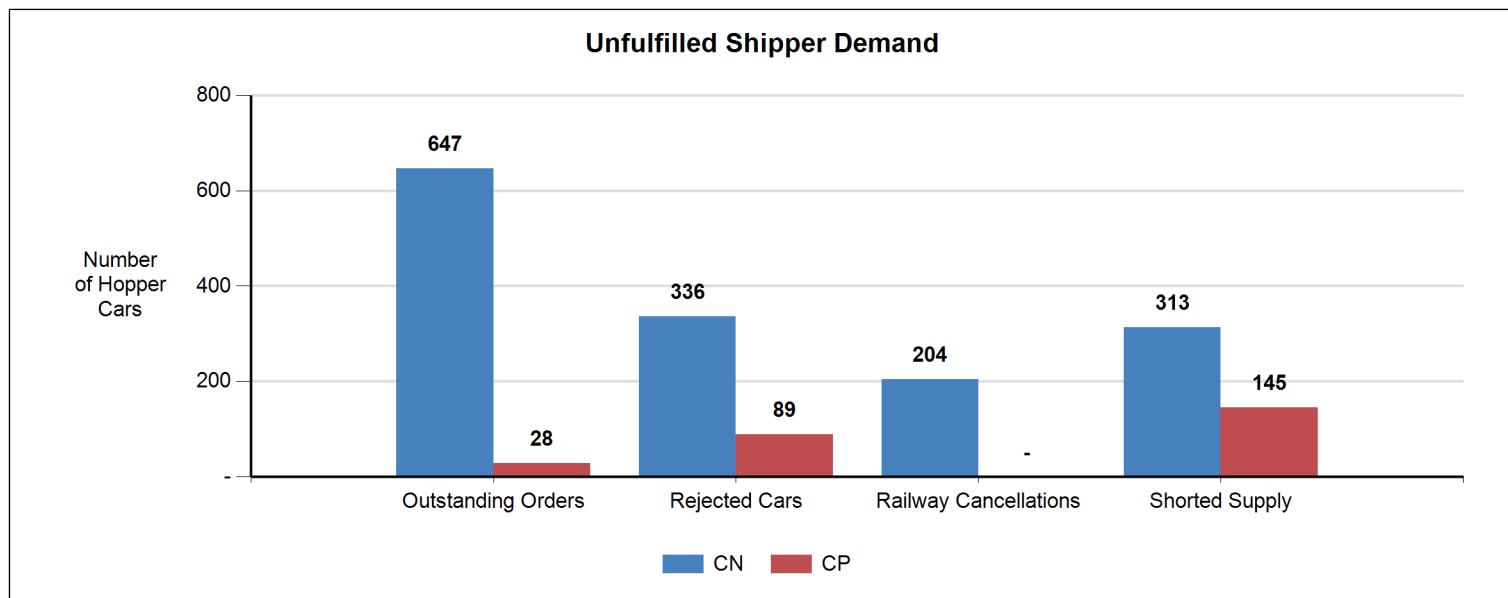
Weekly Performance Update - To Grain Week 11 (Grain Year 2021-22)  
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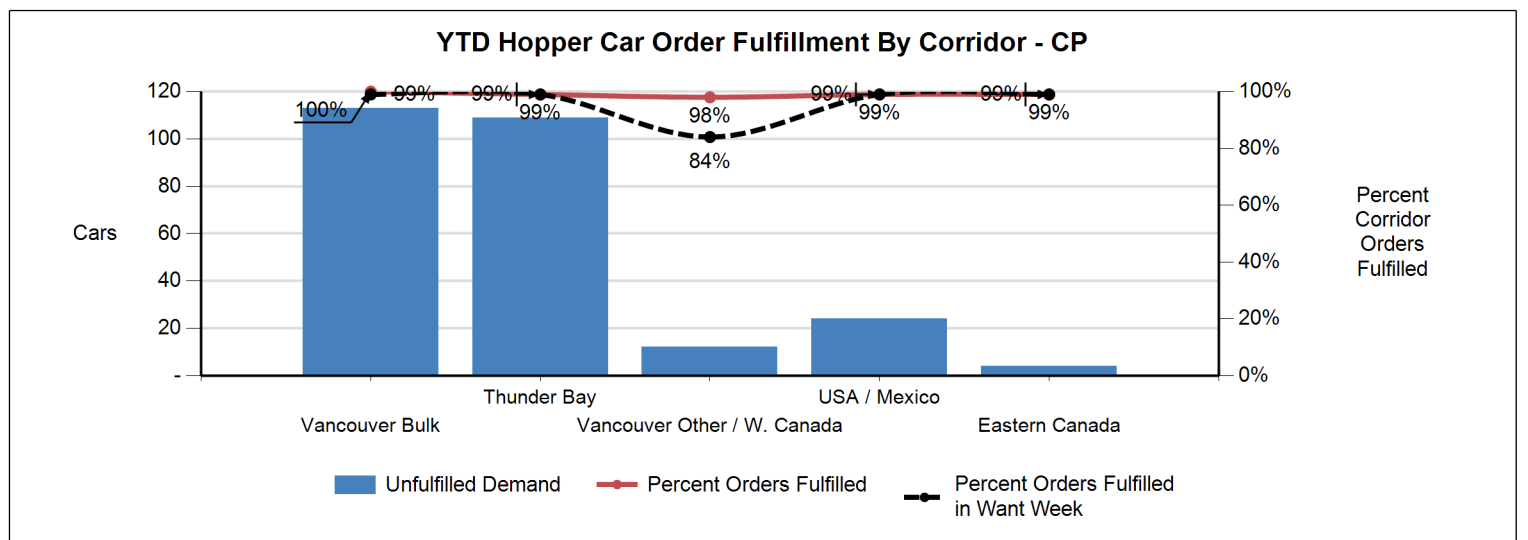
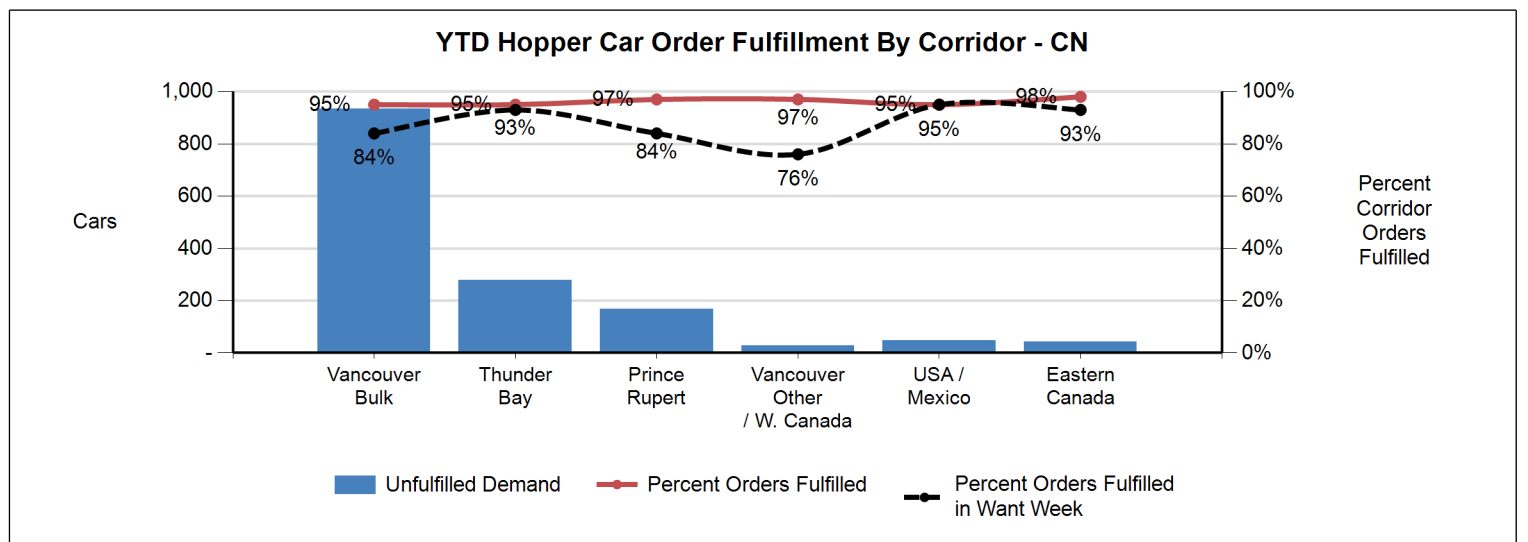
## Corridor Performance

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

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	20,465	19,530	(935)	95%
	Thunder Bay	5,506	5,227	(279)	95%
	Prince Rupert	5,323	5,154	(169)	97%
	Vancouver Other / W. Canada	1,029	1,002	(27)	97%
	USA / Mexico	957	909	(48)	95%
	Eastern Canada	1,990	1,948	(42)	98%
<b>Total</b>		<b>35,270</b>	<b>33,770</b>	<b>(1,500)</b>	<b>96%</b>
CP	Vancouver Bulk	23,641	23,528	(113)	100%
	Thunder Bay	10,740	10,631	(109)	99%
	Vancouver Other / W. Canada	728	716	(12)	98%
	USA / Mexico	2,242	2,218	(24)	99%
	Eastern Canada	623	619	(4)	99%
<b>Total</b>		<b>37,974</b>	<b>37,712</b>	<b>(262)</b>	<b>99%</b>

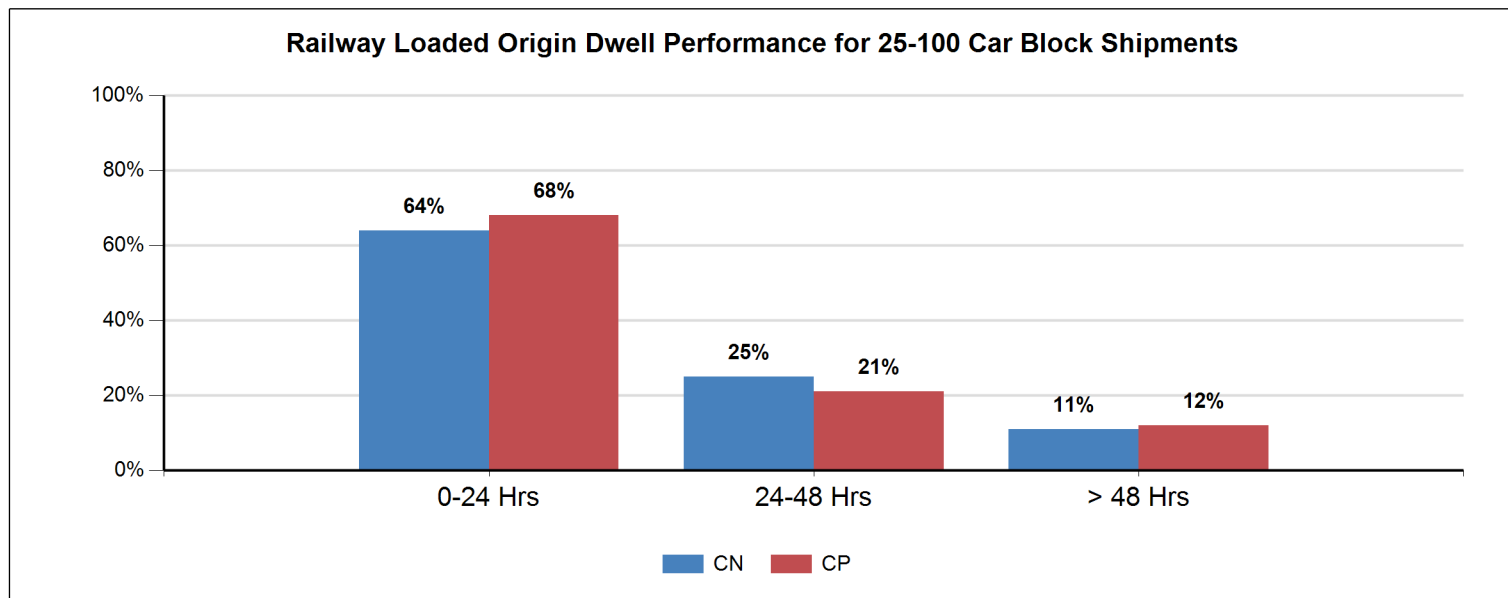
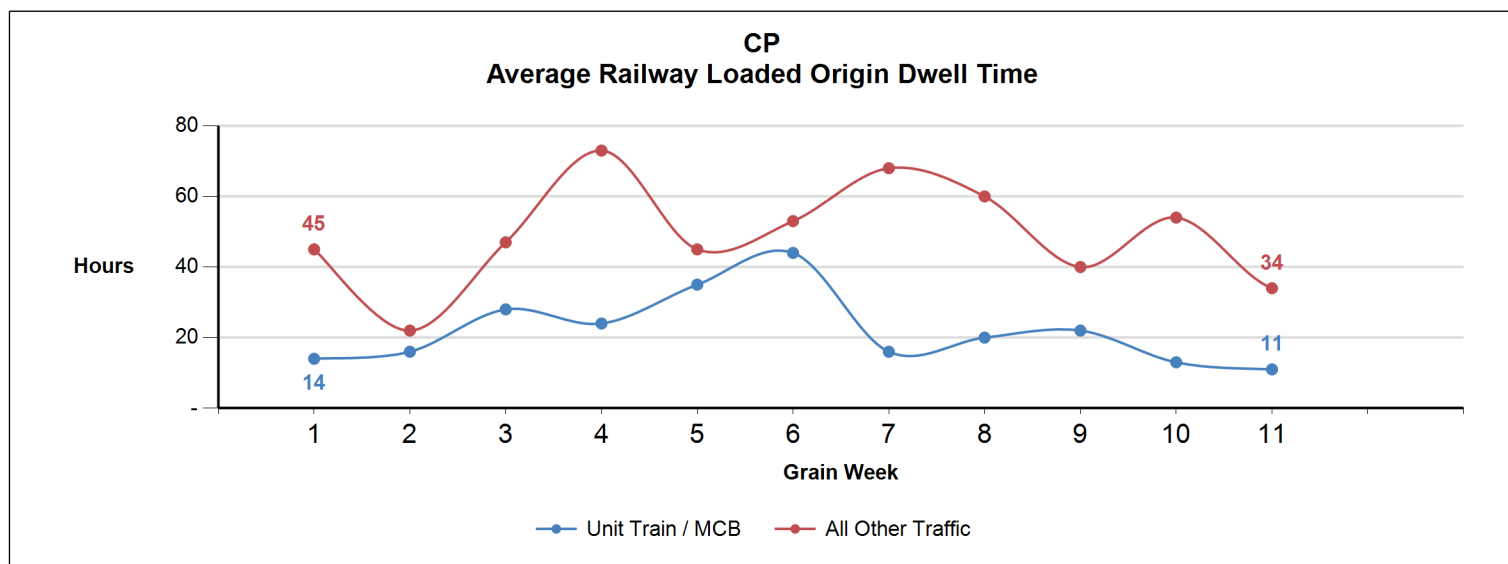
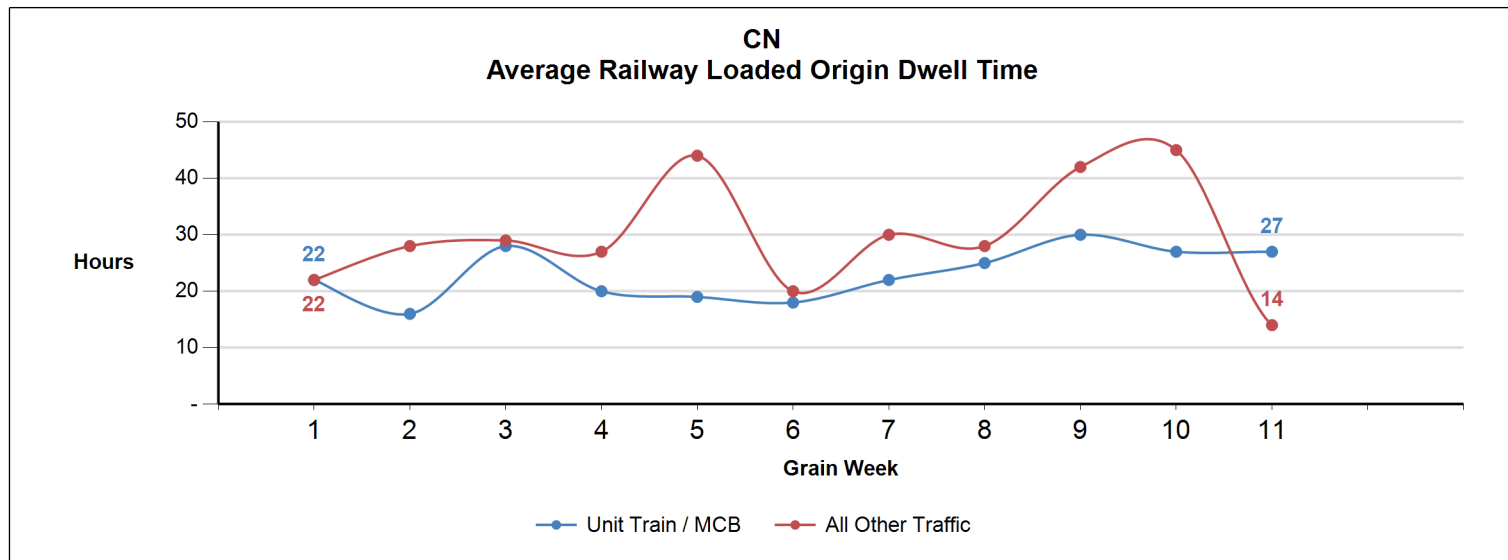
Hopper Cars Supplied in the Want Week by Corridor - To Week 11

Railway	Corridor	Week 11			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,211	1,853	84%	20,465	17,136	84%
	Thunder Bay	646	426	66%	5,506	5,128	93%
	Prince Rupert	512	449	88%	5,323	4,496	84%
	Vancouver Other / W. Canada	68	48	71%	1,029	784	76%
	USA / Mexico	176	162	92%	957	908	95%
	Eastern Canada	412	412	100%	1,990	1,849	93%
	<b>CN Total</b>		<b>4,025</b>	<b>3,350</b>	<b>83%</b>	<b>35,270</b>	<b>30,301</b>
CP	Vancouver Bulk	2,801	2,791	100%	23,641	23,520	99%
	Thunder Bay	1,083	1,050	97%	10,740	10,631	99%
	Vancouver Other / W. Canada	2	2	100%	728	613	84%
	USA / Mexico	216	214	99%	2,242	2,218	99%
	Eastern Canada	184	181	98%	623	619	99%
	<b>CP Total</b>		<b>4,286</b>	<b>4,238</b>	<b>99%</b>	<b>37,974</b>	<b>37,601</b>

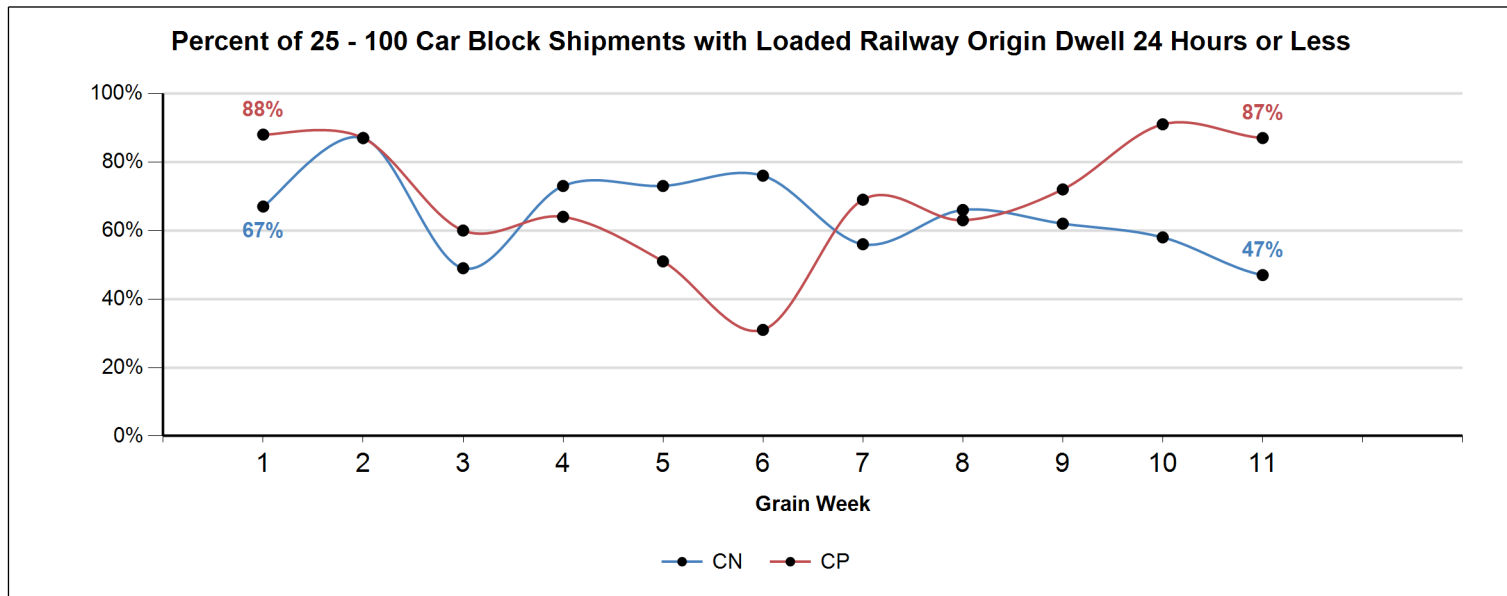




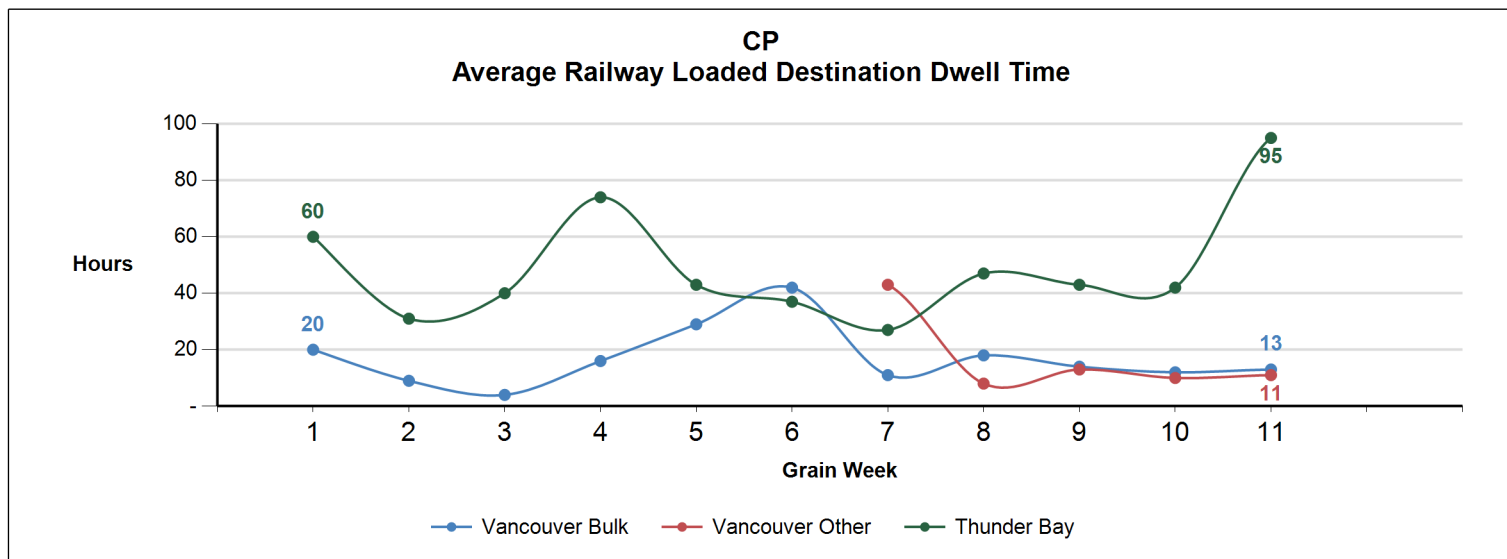
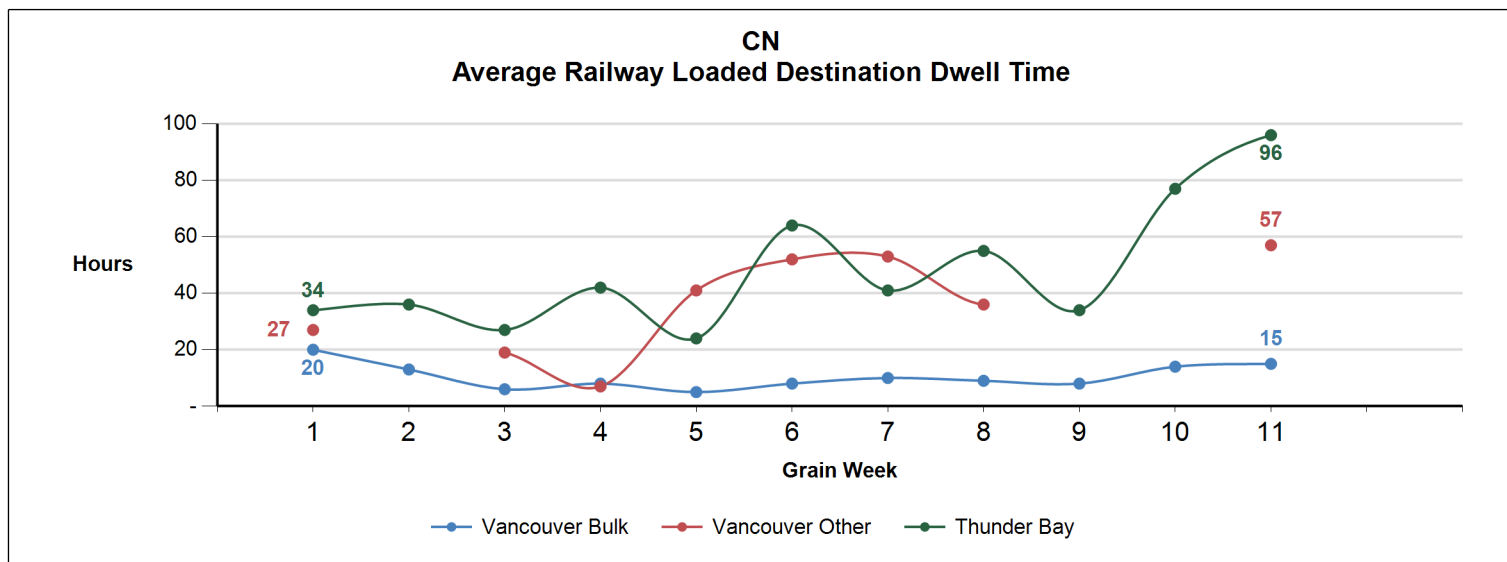
## Origin Dwell Performance





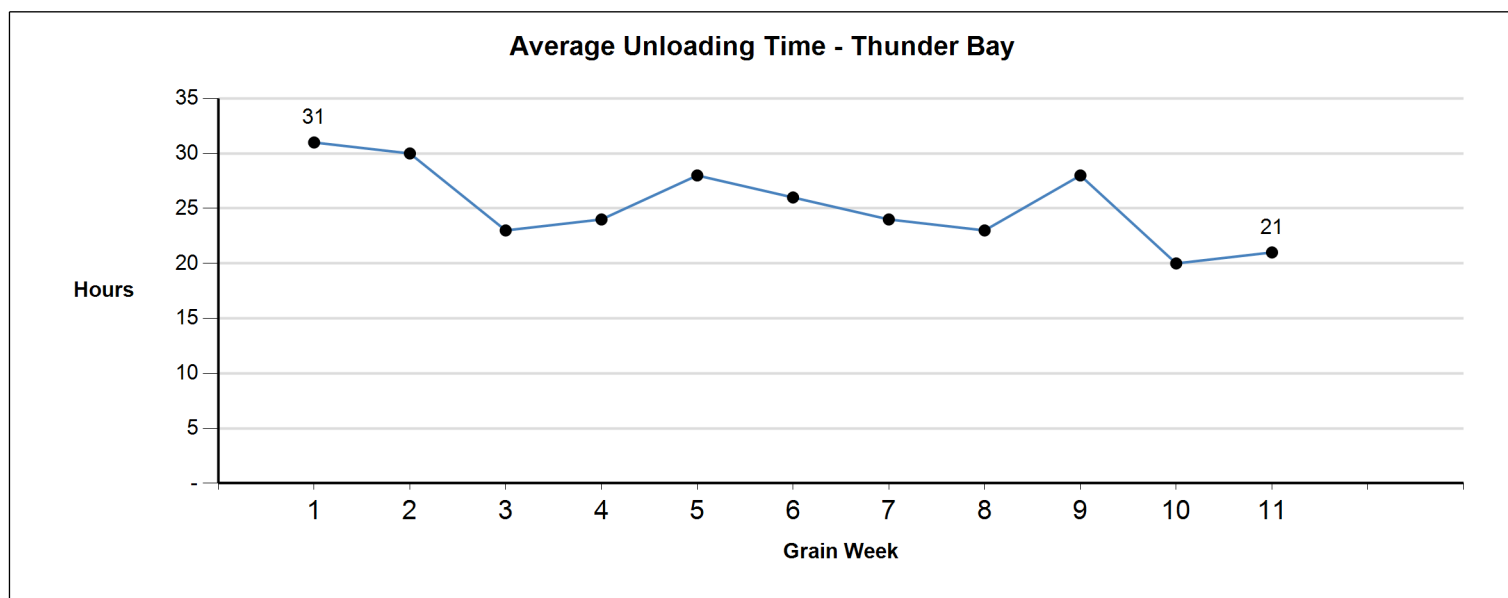
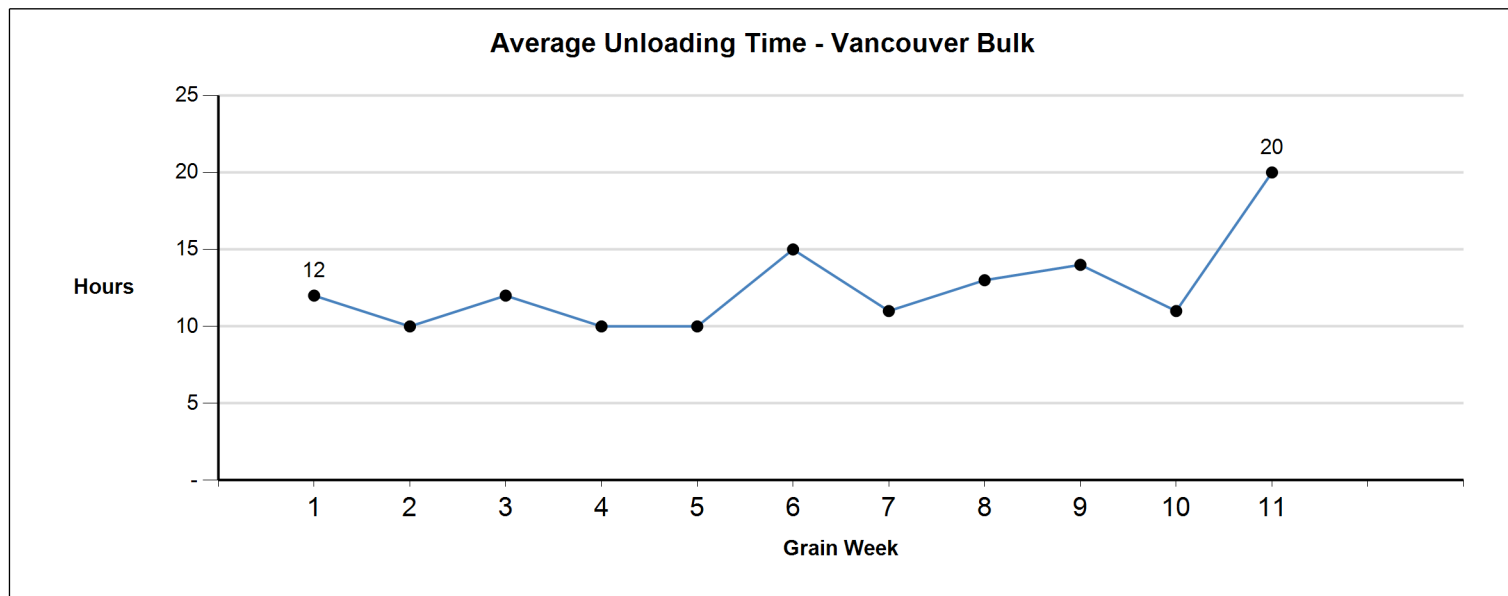


## Destination Dwell Performance





### 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.