Week 12 Performance

CN and CP supplied a combined 94% of hopper cars ordered in grain week 12, an increase from last week's 91%, reflecting an increase in performance on CN offset by a nominal decline in performance on CP. Despite the week over week improvement CN fell short of the 90% threshold for the sixth consecutive week, supplying 89% of cars ordered. CP's performance dipped ever so slightly this week supplying 98% of cars ordered as compared to 99% in the prior week. CN and CP combined will enter week 13 with 432 outstanding cars - a net 36% decline (-243) from the 675 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 (-265) and an increase in the number of outstanding hopper cars on CP by (+22) .

In week 12, CN corridor performance improved or remained the same in 5 of 6 corridors relative to last week's performance. A very slight decline in performance was seen in the Eastern Canada corridor this week with CN supplying 98% of cars ordered for week 12 on time as compared to 100% in week 11. CP saw performance hold or improved in 3 of 5 corridors although the declines seen in the Vancouver Bulk and Thunder Bay corridors were slight with CP supplying 99% and 95% of cars ordered on time in each of those corridors respectively.

With the exception of one week 11 order all other outstanding orders (6) remain current - i.e. unfulfilled week 12 orders.

CN

- CN supplied 89% of hopper car orders for week 12, representing an increase from last week's 83% order fulfillment performance. CN supplied 2,724 of 3,058 cars ordered, failing to supply 334 cars ordered.
- During week 12, CN supplied a total of 3,074 hoppers with 428 being outstanding orders placed prior to week 12 (see table page 3).
- CN's performance was reasonably consistent across individual shippers with all shippers receiving 81% or more of cars ordered on time.
- Shipper demand for hopper cars in week 12 was below the 4,000-car threshold for the 8th time through the first twelve weeks of the current grain year.
- Reduced shipper demand appears poised to continue through the next two weeks with demand projected to increase 8% to 3,286 cars in week 13 and to subsequently increase a further 8% to 3,557 cars in week 14. To place these demand levels in context at this time last year shipper demand was averaging approximately 5,700 cars per week.
- Heading into week 13, CN has 382 outstanding orders, reflecting a 41% decline (-265) from the 647 outstanding orders at the beginning of week 12.

CP

- CP fulfilled 98% of hopper car orders for week 12, reflecting a nominal decline from the 99% seen last week.
- For week 12, CP supplied 3,556 of 3,632 cars ordered, failing to supply 76 cars ordered.
- During week 12, CP supplied a total of 3,406 hoppers including 28 for previously outstanding orders and nearly 250 cars for future week orders. (see table page 3).
- Shipper demand fell below 4,000 cars for the first time in the last seven weeks.
- Current projections are for shipper demand for hopper cars to increase 30% to 4,784 cars in week 13 and to then decline 16% to 3,996 cars in week 14. Having said this early projections of future hopper car demand for CP are not often accurate due in large part to car ordering practices of Dedicated Train shippers. It is not uncommon to see a significant number of DT orders rolled forward to future weeks which has been the case this year, a practice that has been exacerbated by the unreliable grain supply seen thus far.
- CP's performance was consistent across individual shippers with all shippers receiving 93% or more of cars ordered on time.
- Heading into week 13, CP has 50 outstanding orders, representing a 79% increase (+22) from the 28 outstanding orders entering week 12. This marks only the 4th time in the first 12 weeks of this grain year that CP has carried forward unfilled orders into the following week.

-

Hopper Car Rationing

CN

- CN rationed no hopper car orders in week 12.
- Preliminary indications suggest that no rationing occurred in week 13.

- Through the first 12 weeks of the current grain year, CN has rationed 204 hopper car orders as compared to 4,604 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 12.
- Preliminary indications suggest that there will be no rationing in week 13.
- Through the first 12 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.

AG TRANSPORT COALITION

Weekly Performance Update - To Grain Week 12 (Grain Year 2021-22)

Covering 90% of grain movement originating in Western Canada

Performance Dashboard

Hopper Car Demand

	Week 12			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	3,058	5,648	(2,590)	38,326	3,193	58,113	4,842	(19,787)	(1,648)
CP	3,632	5,778	(2,146)	41,606	3,467	64,527	5,377	(22,921)	(1,910)
	6,690	**11,426**	**(4,736)**	**79,932**	**6,660**	**122,640**	**10,219**	**(42,708)**	**(3,558)**

Cars Shipped

Railway	Corridor	Week 12	YTD
CN	N.A. Domestic	297	3,265
	Prince Rupert	523	5,687
	Thunder Bay	566	5,778
	Vancouver	1,626	21,994
	Total	**3,012**	**36,724**
CP	N.A. Domestic	270	3,554
	Thunder Bay	1,050	11,804
	Vancouver	2,019	25,922
	Total	**3,339**	**41,280**

Empty Hopper Cars Supplied - Week 12 (All Want Weeks)

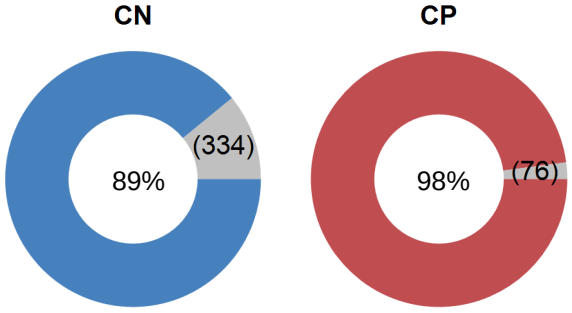
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,629	4,476	428	384	17	38	3,074	4,898
CP	3,131	4,561	28	606	247	319	3,406	5,486
	5,760	**9,037**	**456**	**990**	**264**	**357**	**6,480**	**10,384**

Supplied by Block Size

Block Size	Week 12			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	2%	4%	3%	4%
25	3%	2%	2%	4%	2%	3%
50	7%	4%	5%	6%	3%	4%
100	88%	92%	90%	87%	91%	89%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,058	3,632	6,690
Current Week Order Fulfillment			
Supplied in Current Week	2,629	3,131	5,760
Supplied Early	95	425	520
Total Cars Supplied for Want Week	**2,724**	**3,556**	**6,280**
Current Week Unfulfilled Demand	(334)	(76)	(410)
% Current Week Orders Supplied	89%	98%	94%



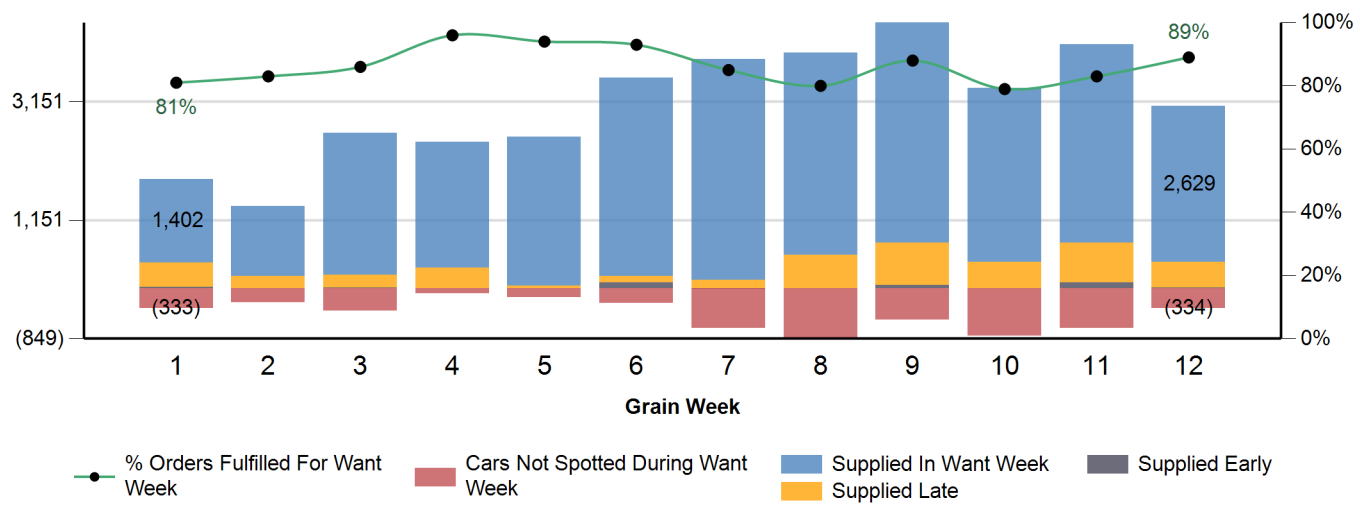
Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 12		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	25	39	25	45
CP	19	23	26	35

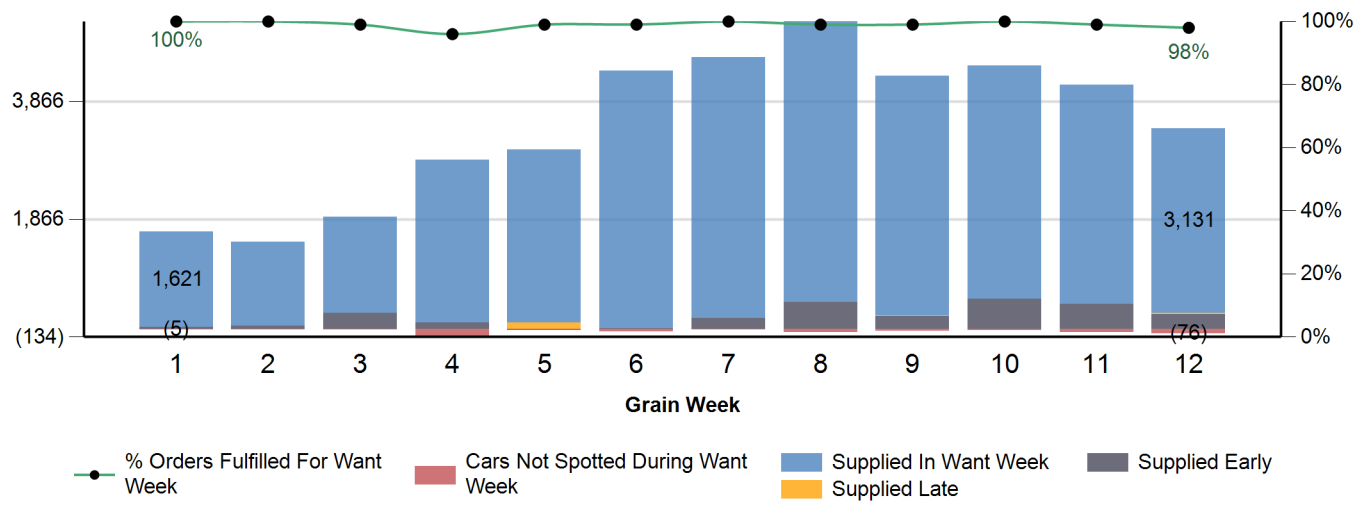
Dwell Time (Hours) at Destination (All Traffic)

		Week 12		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	13	12	11	13
	CP	56	23	21	29
Thunder Bay	CN	79	41	51	39
	CP	64	46	51	38

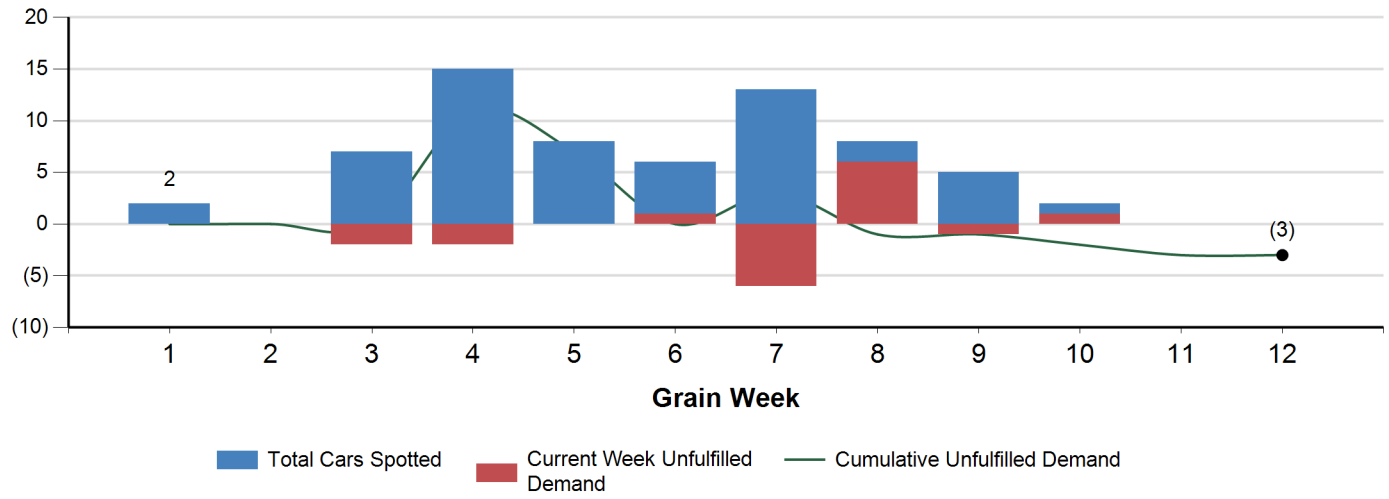
CN Weekly Hopper Car Supply

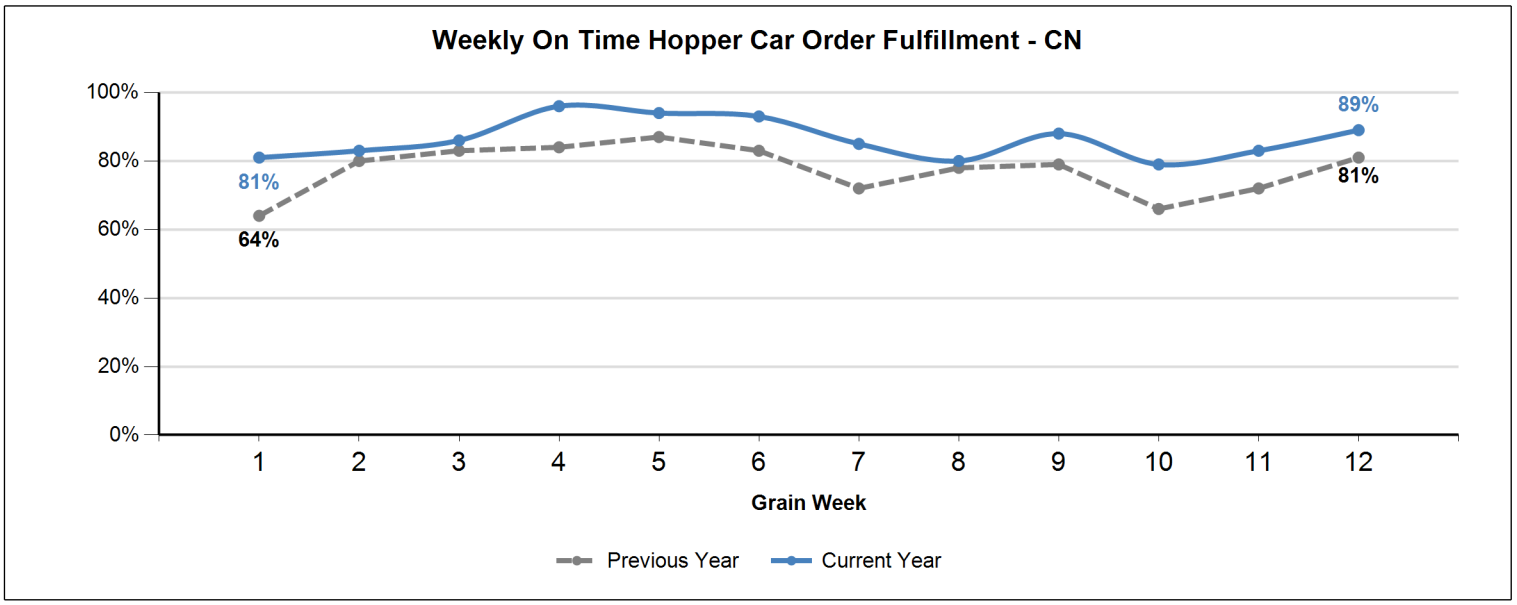


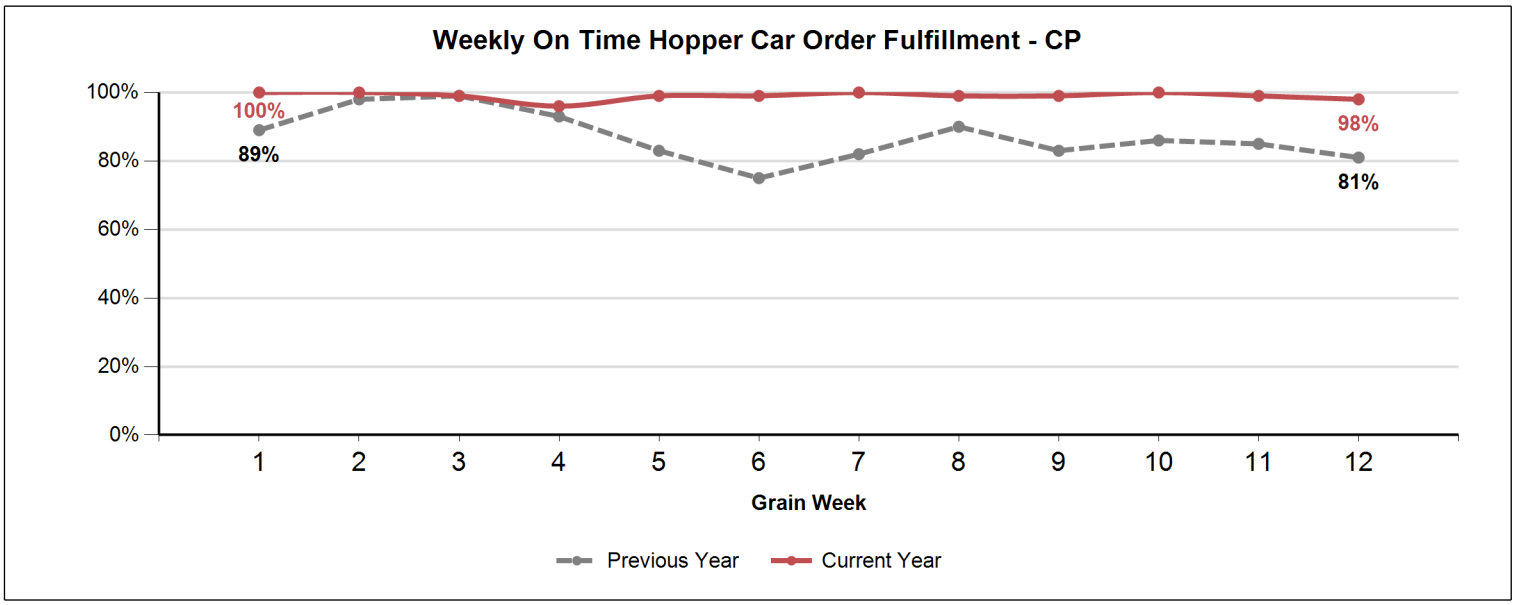
CP Weekly Hopper Car Supply

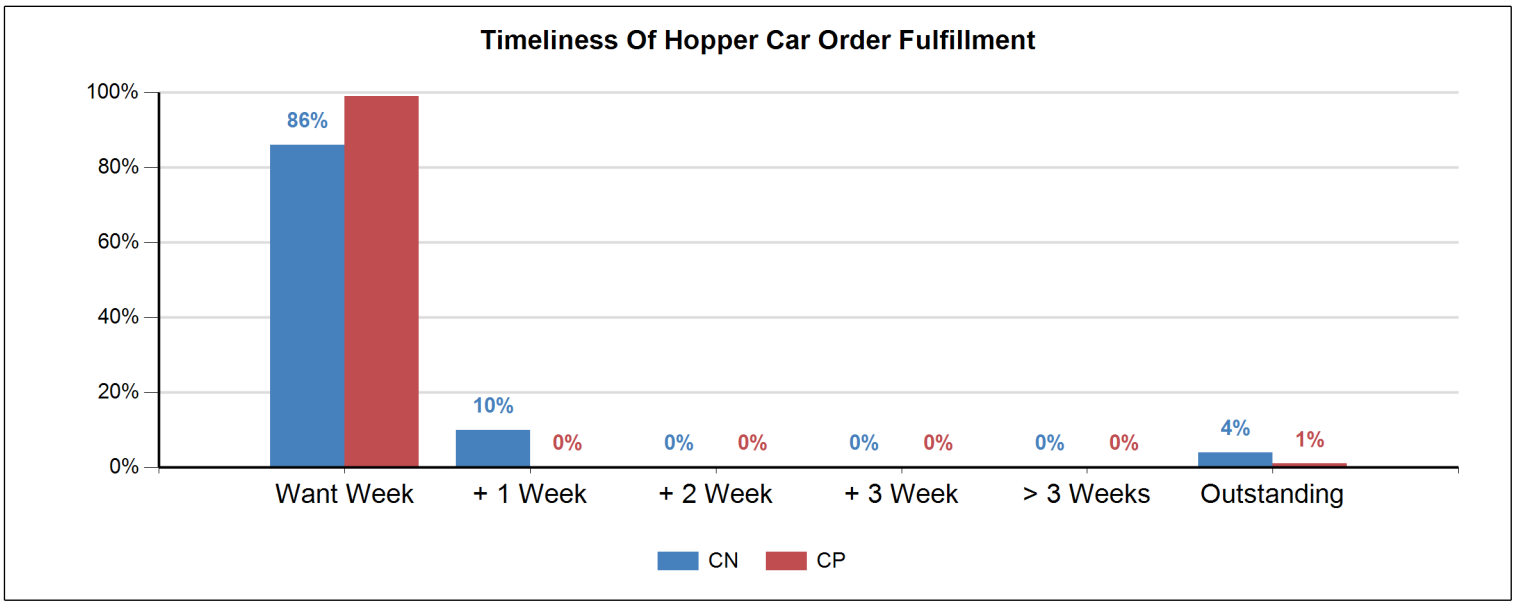


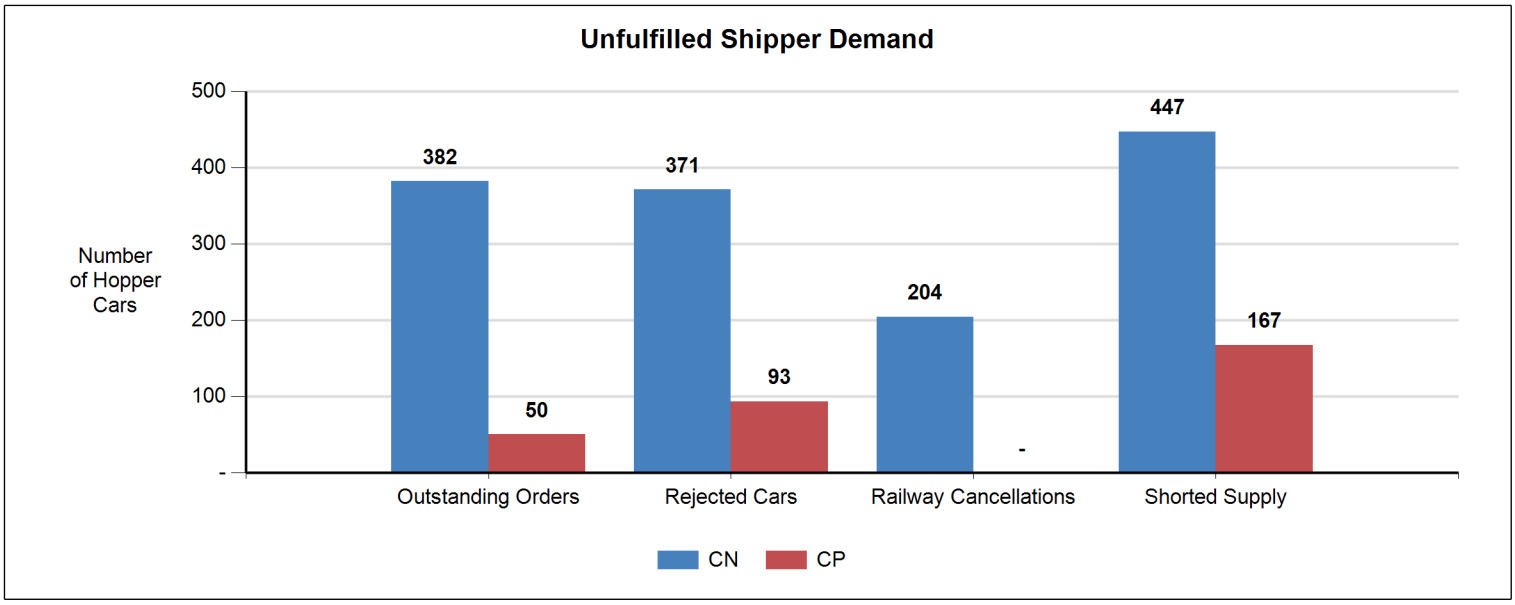
Total Boxcar Supply - Grain Year 2021 - 2022




Weekly On Time Hopper Car Order Fulfillment - CN
100%
80%
60%
40%
20%
0%
81%
64%
89%
81%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
Previous Year
Current Year


Weekly On Time Hopper Car Order Fulfillment - CP
100%
80%
60%
40%
20%
0%
100%
89%
98%
81%
1
2
3
4
5
6
7
8
9
10
11
12
Grain Week
Previous Year
Current Year


Timeliness Of Hopper Car Order Fulfillment
100%
80%
60%
40%
20%
0%
86%
10%
0%
0%
0%
0%
0%
0%
4%
1%
Want Week
+ 1 Week
+ 2 Week
+ 3 Week
> 3 Weeks
Outstanding
CN
CP



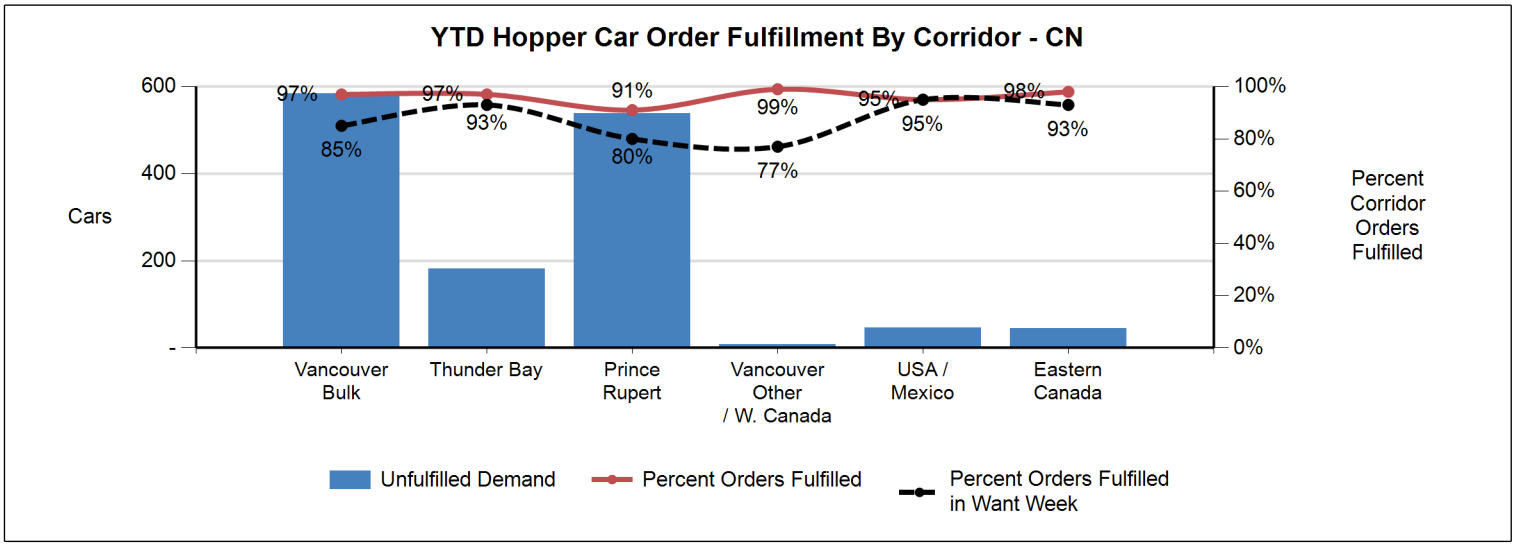
Corridor Performance

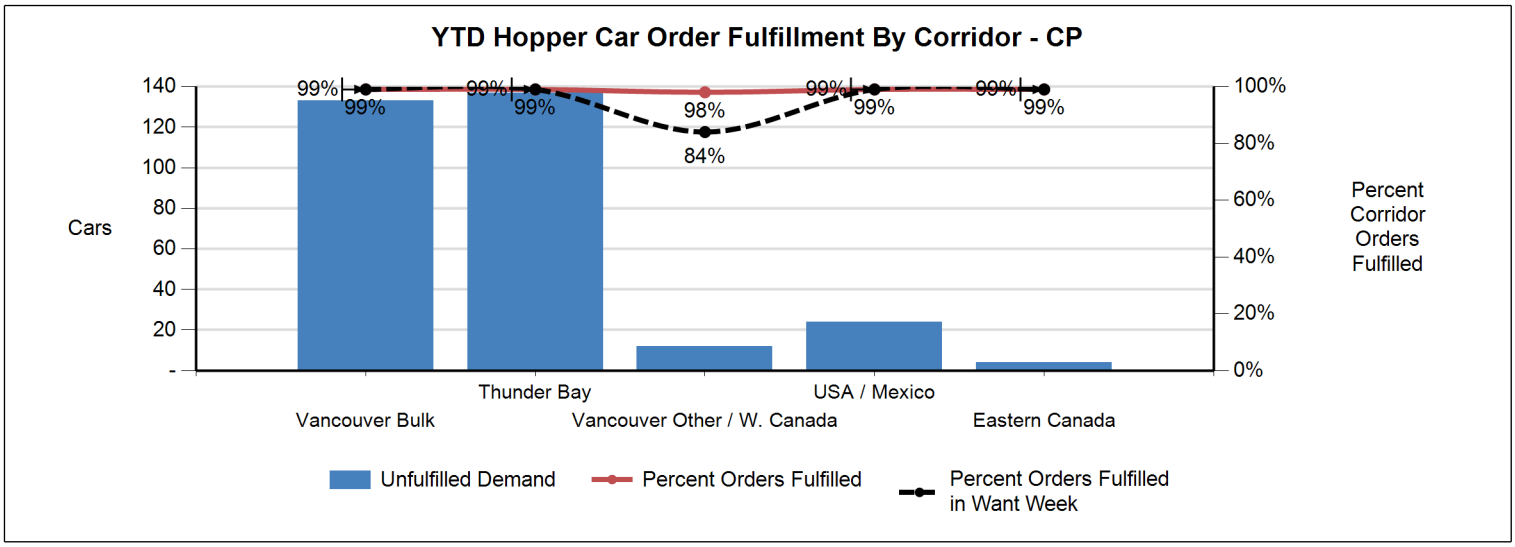
Total Hopper Car Supply by Corridor for Current Year Orders - To Week 12

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	21,929	21,345	(584)	97%
	Thunder Bay	5,879	5,697	(182)	97%
	Prince Rupert	6,319	5,780	(539)	91%
	Vancouver Other / W. Canada	1,061	1,053	(8)	99%
	USA / Mexico	959	913	(46)	95%
	Eastern Canada	2,179	2,134	(45)	98%
Total		**38,326**	**36,922**	**(1,404)**	**96%**
CP	Vancouver Bulk	25,864	25,731	(133)	99%
	Thunder Bay	11,967	11,830	(137)	99%
	Vancouver Other / W. Canada	739	727	(12)	98%
	USA / Mexico	2,412	2,388	(24)	99%
	Eastern Canada	624	620	(4)	99%
Total		**41,606**	**41,296**	**(310)**	**99%**

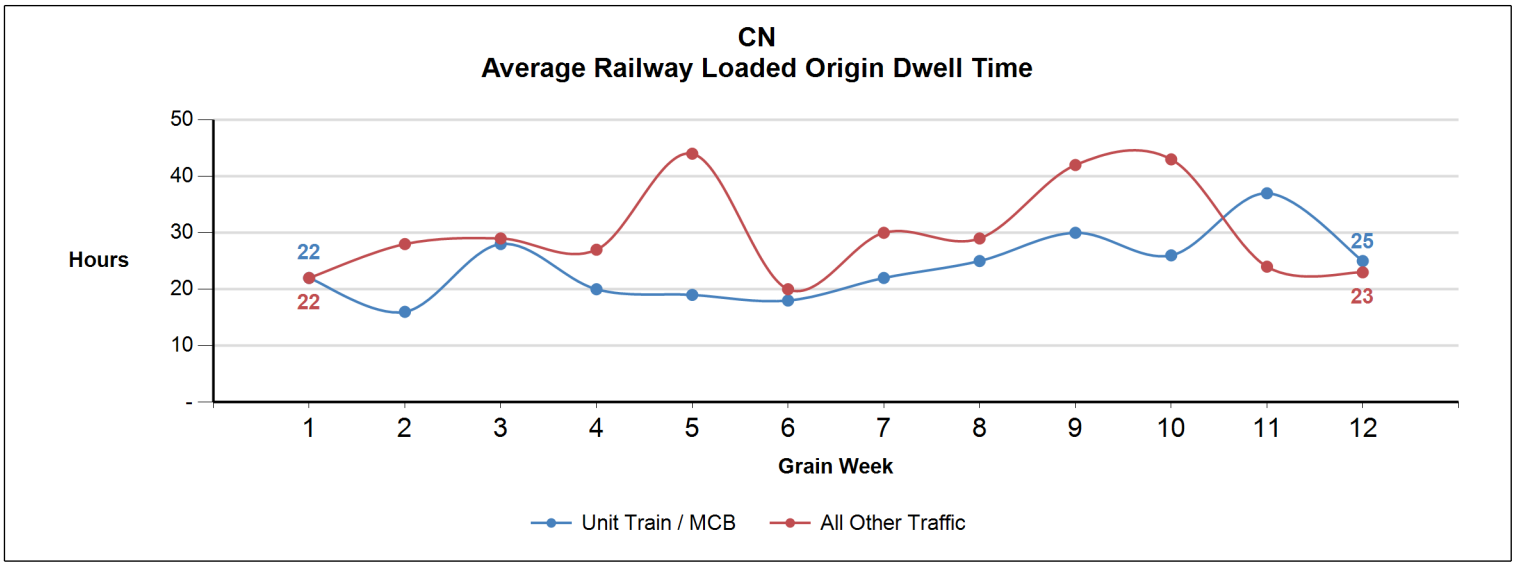
Hopper Cars Supplied in the Want Week by Corridor - To Week 12

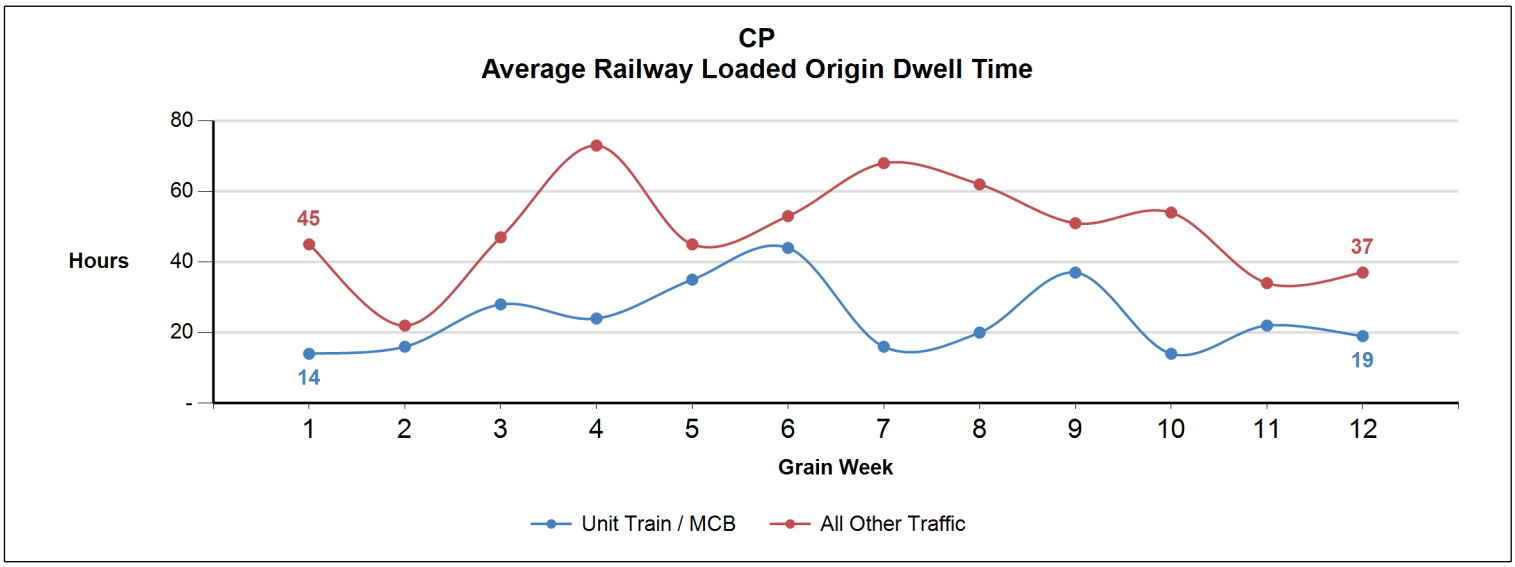
		Week 12			Year to Date		
Railway	**Corridor**	**Ordered**	**Supplied**	**%Supplied**	**Ordered**	**Supplied**	**%Supplied**
CN	Vancouver Bulk	1,666	1,562	94%	21,929	18,698	85%
	Thunder Bay	373	366	98%	5,879	5,494	93%
	Prince Rupert	793	574	72%	6,319	5,070	80%
	Vancouver Other / W. Canada	35	34	97%	1,061	818	77%
	USA / Mexico	2	2	100%	959	910	95%
	Eastern Canada	189	186	98%	2,179	2,035	93%
	CN Total	**3,058**	**2,724**	**89%**	**38,326**	**33,025**	**86%**
CP	Vancouver Bulk	2,223	2,203	99%	25,864	25,723	99%
	Thunder Bay	1,227	1,171	95%	11,967	11,802	99%
	Vancouver Other / W. Canada	11	11	100%	739	624	84%
	USA / Mexico	170	170	100%	2,412	2,388	99%
	Eastern Canada	1	1	100%	624	620	99%
	CP Total	**3,632**	**3,556**	**98%**	**41,606**	**41,157**	**99%**

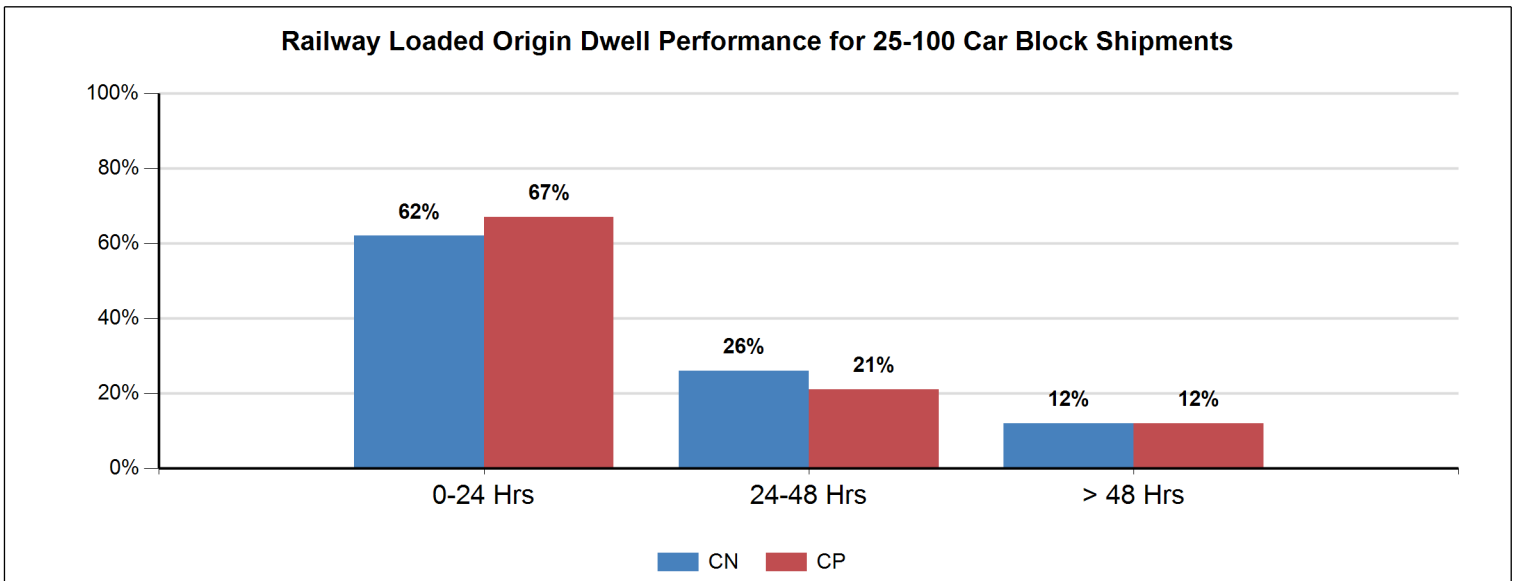


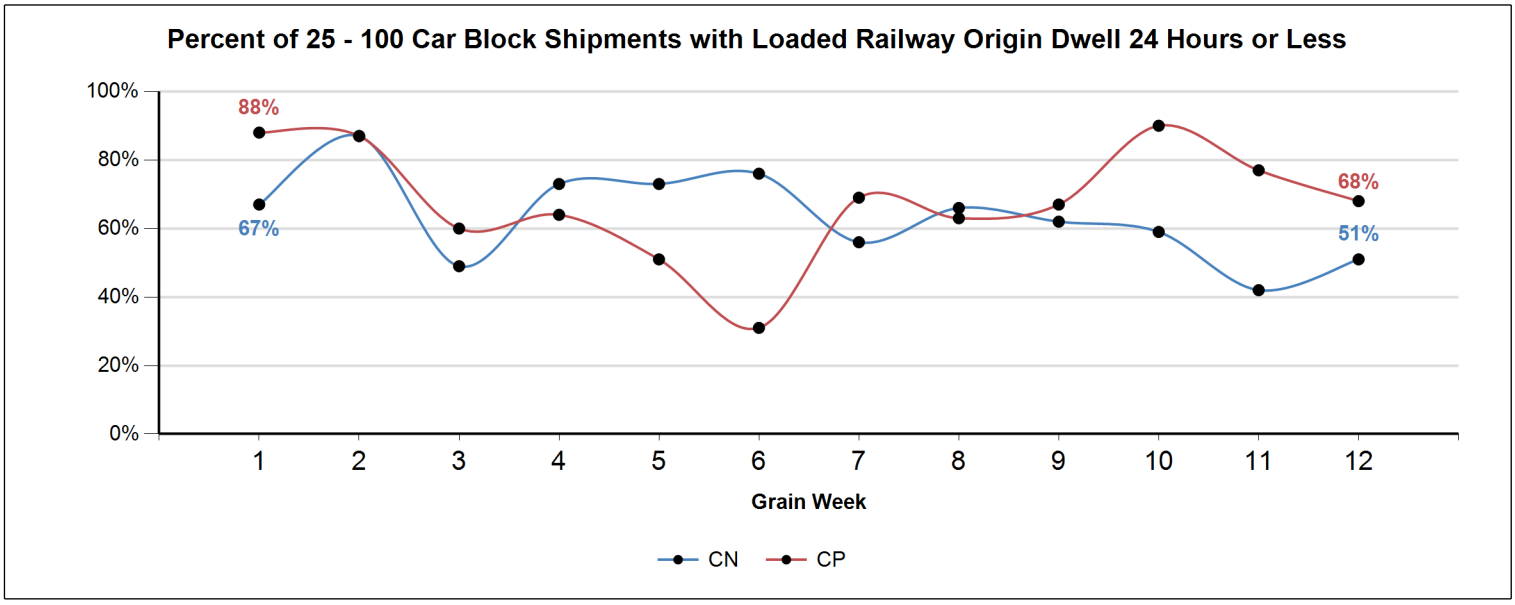


Origin Dwell Performance

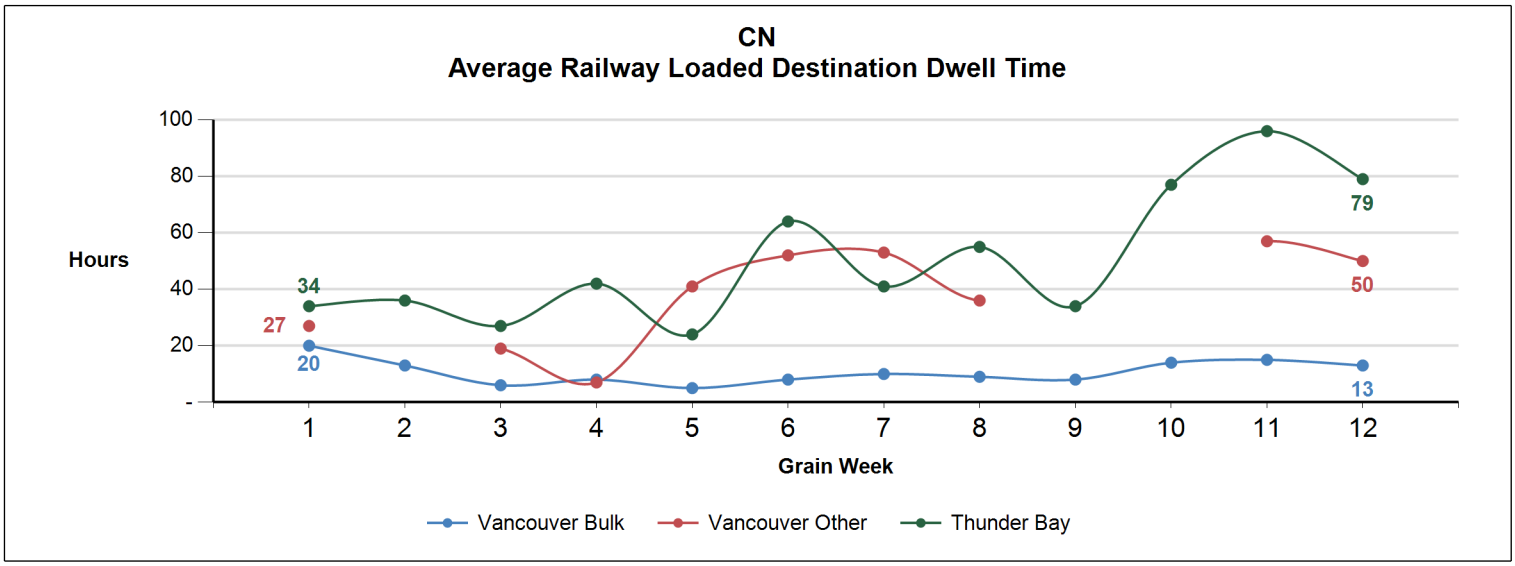


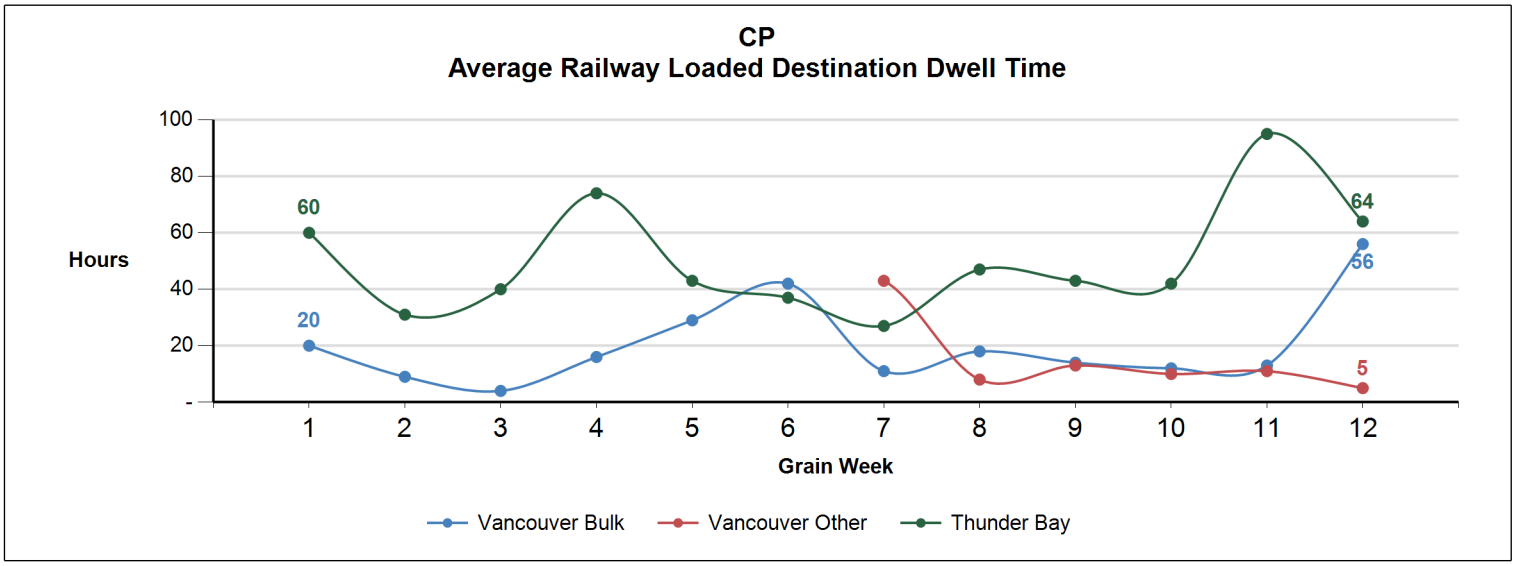




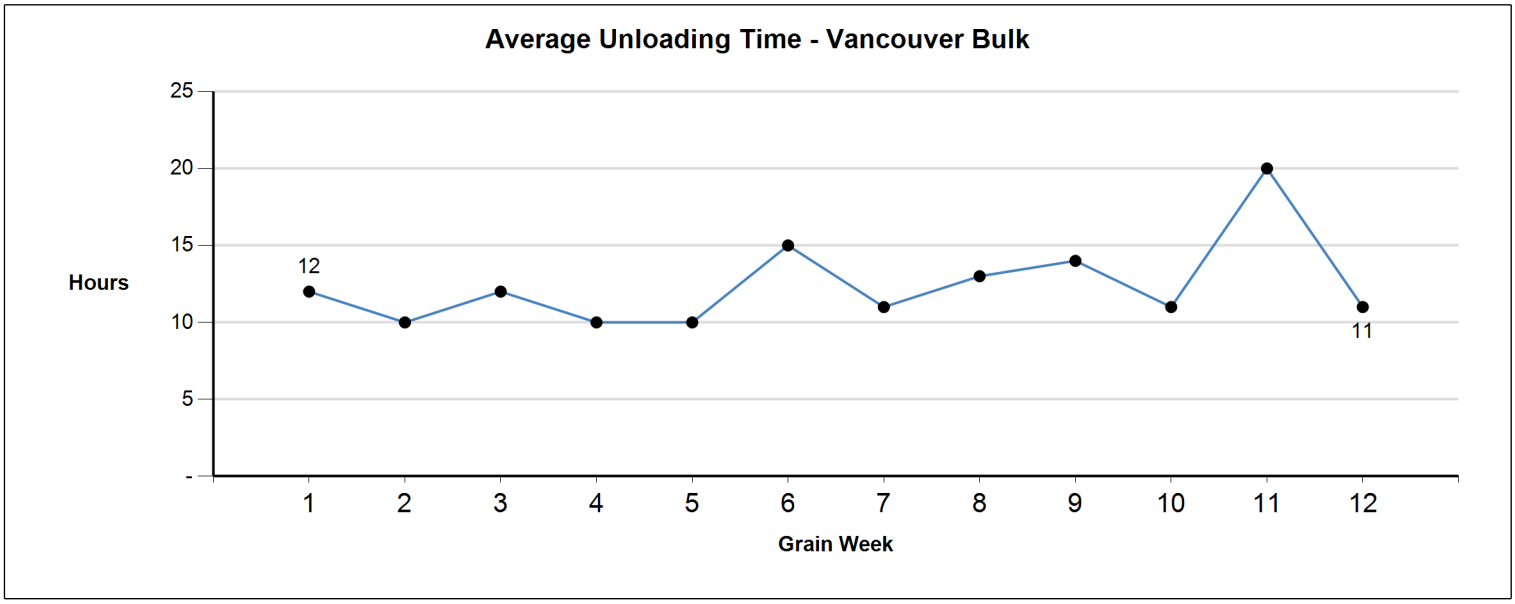


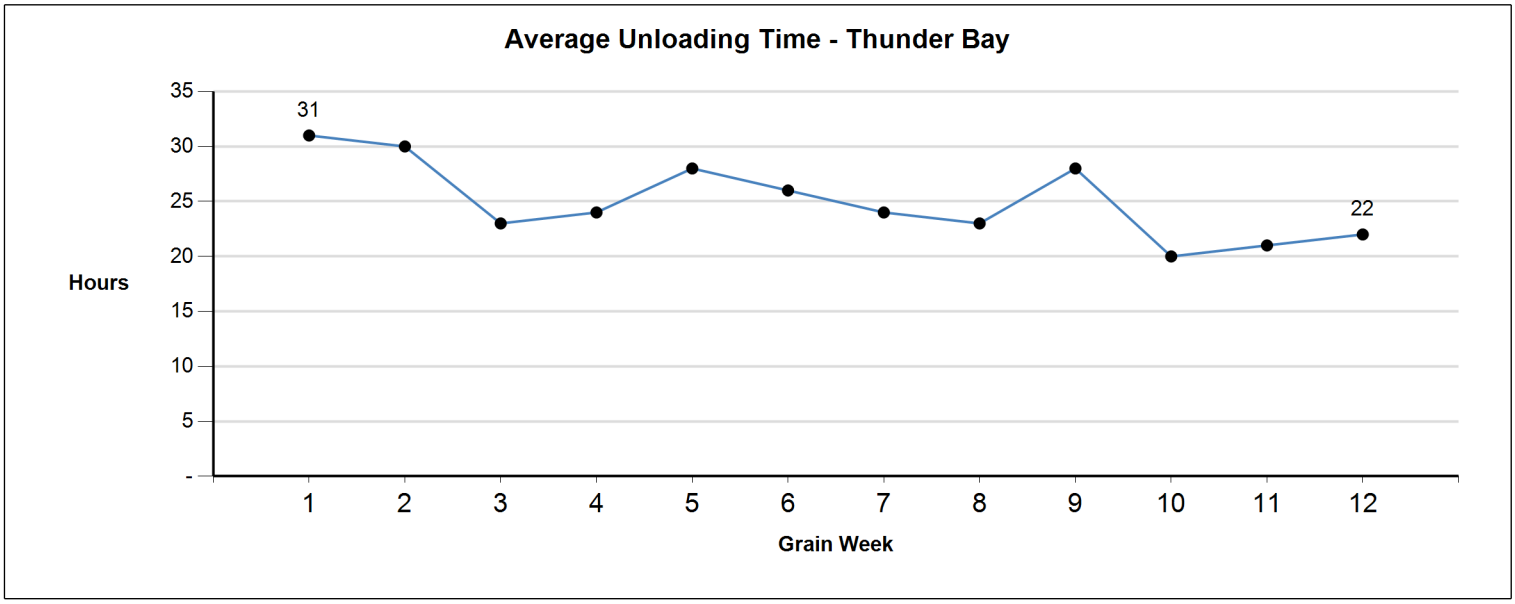
Destination Dwell Performance





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.