

Note To Reader

This report is being distributed later than its planned release date of Friday August 19 due to technical difficulties with a 3rd party service provider. We apologize for any inconvenience this may have caused.

Week 2 Performance

CN and CP supplied a combined 91% of hopper cars ordered in grain week 2, a decline from last week's 97% reflecting lower performance for CN. In supplying only 79% of shipper orders on time this week, CN order fulfillment fell below the 90% threshold for the first time in seven weeks and the railway posted its worst weekly performance since the first week of April. CP's performance was unchanged from the prior week, supplying 95% of cars ordered on time once again this week.

In week 2, CN corridor performance improved or remained the same in only 1 of 4 corridors relative to last week's performance. Performance declines were seen in all corridors other than the US corridor with the most notable week over week declines seen in the Vancouver Bulk and Eastern Canada corridors. For Vancouver CN supplied only 79% of cars ordered on time, down from the 99% order fulfillment seen in week 1. For Eastern Canada CN supplied only 65% of shipper orders as compared to 99% the prior week. In both instances the poor performance is attributable to CN cancelling shipper orders. CP saw performance hold or improved in 2 of 5 corridors with the most notable decline in performance seen in the Vancouver Other / W. Canada corridor where CP supplied only 73% of cars ordered as compared to 88% the week prior. Despite multiple corridors seeing week over week declines CP did supply 93% or more of cars in all other corridors.

CN and CP combined will enter week 3 with 136 outstanding orders - all to the account of CP - a net increase (+71) from the 65 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 CP by (+71) . Coming out of week 2 CP has 65 outstanding week 1 orders and 71 outstanding week 2 orders.

CN

- CN supplied 79% of hopper cars ordered for week 2, representing a decrease from last week's 99% order fulfillment performance. CN supplied 410 of 520 cars ordered, failing to supply 110 cars ordered.
- During week 2, CN supplied a total of 410 hoppers. (see table page 3).
- CN's performance was generally consistent across individual shippers with 83% of shippers receiving 93% or more of cars ordered on time.
- At only 520 cars shipper demand for CN was the lowest one week total recorded in the last five years.
- Preliminary demand data indicate that shipper demand will more than quadruple in week 3 rising to more than 2,200 cars and then subsequently decline 30% to 1,550 cars in week 4.
- CN will enter week 3 with no outstanding orders for the third consecutive week.

CP

- CP fulfilled 95% of hopper car orders for week 2, unchanged from the prior week.
- For week 2, CP supplied 1,707 of 1,795 cars ordered, failing to supply 88 cars ordered.
- During week 2, CP supplied a total of 1,605 hoppers including none for previously outstanding orders as those orders remain outstanding. (see table page 3).
- At slightly less than 1,800 cars shipper demand remained at last week's levels and below the 2,000 car threshold for the second consecutive week.
- Preliminary data indicate that shipper demand for hopper cars will increase 45% to more than 2,600 orders in week 3 and then increase a further 40% to more than 3,600 cars in week 4. 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 generally consistent across individual shippers with 87% of shippers receiving 85% or more of cars ordered on time.
- Heading into week 3, CP has 136 outstanding orders, representing a 109% increase (+71) from the 65 outstanding orders entering week 2.

Hopper Car Cancellations



CN

- CN cancelled 102 hopper car orders in week 2.
- Preliminary indications suggest that no rationing occurred in week 3.
- Through the first 2 weeks of the current grain year, CN has rationed 102 hopper car orders as compared to 99 for the same period last year.
- YTD 2022/2023 orders have been rationed across all corridors as shown below:
 - Vancouver (52)
 - Eastern Canada (50)

CP

- CP cancelled no hopper car orders in week 2.
- Preliminary indications suggest that there will be no rationing in week 3.
- Through the first 2 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers.



Performance Dashboard

Hopper Car Demand

	Week 02			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	520	1,442	(922)	1,560	780	3,177	1,588	(1,617)	(808)
CP	1,795	1,460	335	3,564	1,782	3,094	1,547	470	235
Total	2,315	2,902	(587)	5,124	2,562	6,271	3,135	(1,147)	(573)

Cars Shipped

Railway	Corridor	Week 02	YTD
CN	N.A. Domestic	153	344
	Thunder Bay	151	246
	Vancouver	196	1,214
Total		500	1,804
CP	N.A. Domestic	376	542
	Thunder Bay	625	994
	Vancouver	760	1,958
Total		1,761	3,494

Empty Hopper Cars Supplied - Week 02 (All Want Weeks)

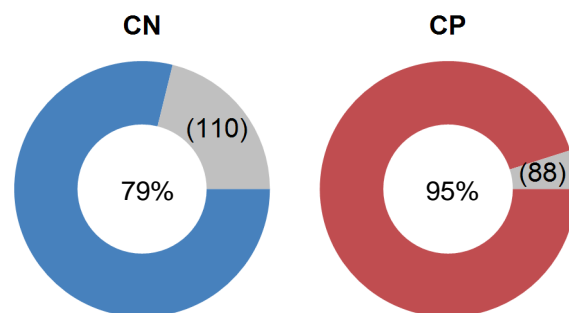
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	410	1,181		210			410	1,391
CP	1,592	1,424			20	57	1,612	1,481
Total	2,002	2,605		210	20	57	2,022	2,872

Supplied by Block Size

Block Size	Week 02			Year to Date		
	CN	CP	Total	CN	CP	Total
1	24%	7%	10%	15%	11%	12%
25	24%	5%	9%	20%	3%	9%
50	1%	3%	3%	4%	3%	3%
100	50%	85%	78%	60%	83%	76%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	520	1,795	2,315
Current Week Order Fulfillment			
Supplied in Current Week	410	1,592	2,002
Supplied Early		115	115
Total Cars Supplied for Want Week	410	1,707	2,117
Current Week Unfulfilled Demand	(110)	(88)	(198)
% Current Week Orders Supplied	79%	95%	91%



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

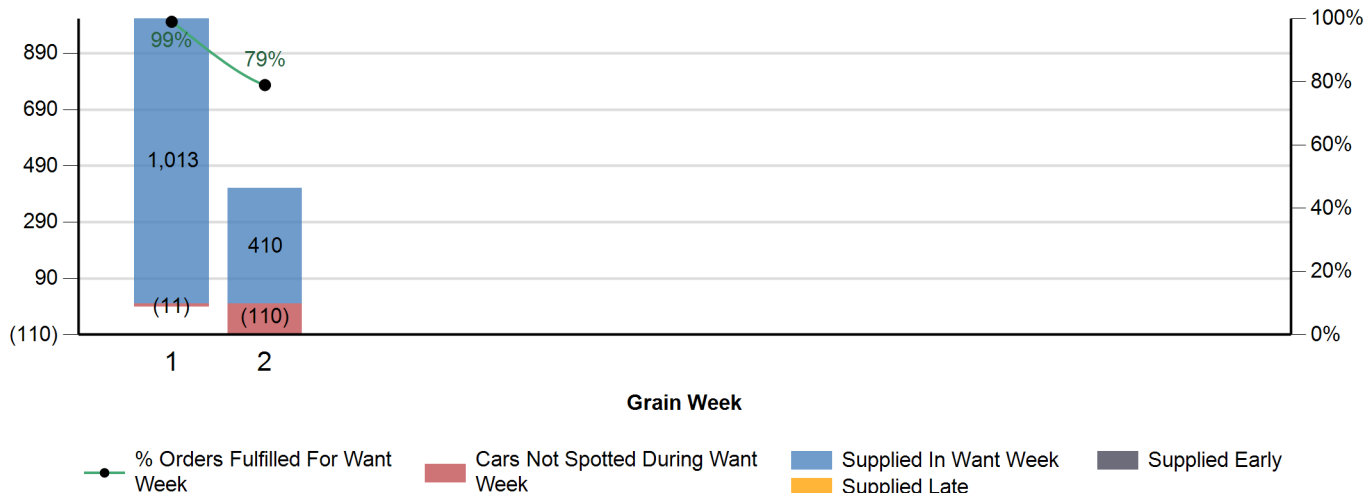
	Week 02		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	12	18	16	20
CP	57	18	50	17

Dwell Time (Hours) at Destination (All Traffic)

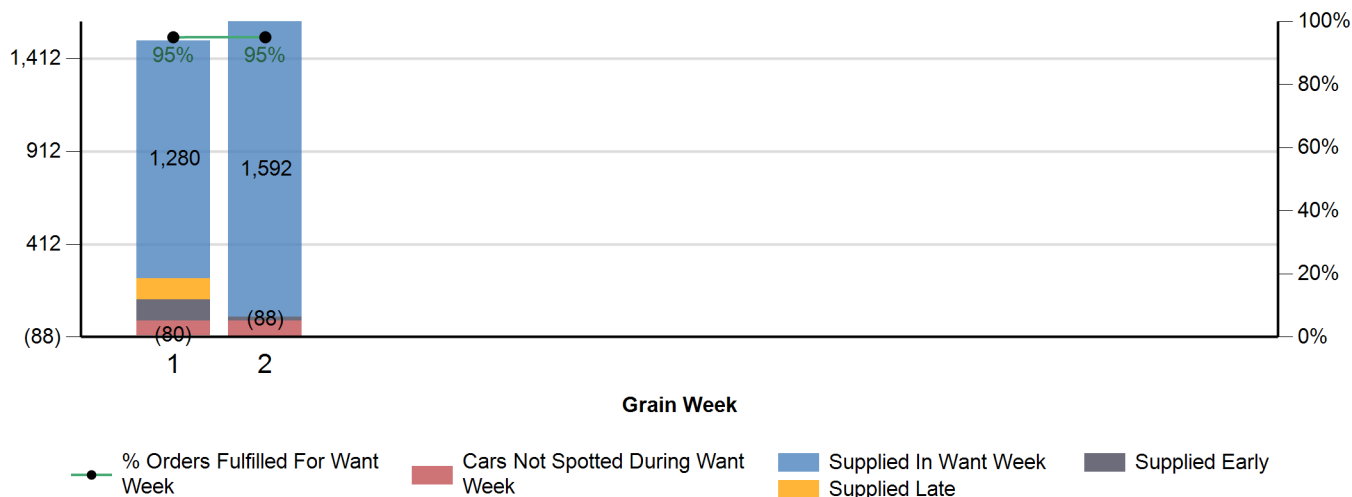
		Week 02		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	6	13	8	16
	CP	13	9	12	15
Thunder Bay	CN	41	36	41	35
	CP	108	31	77	44



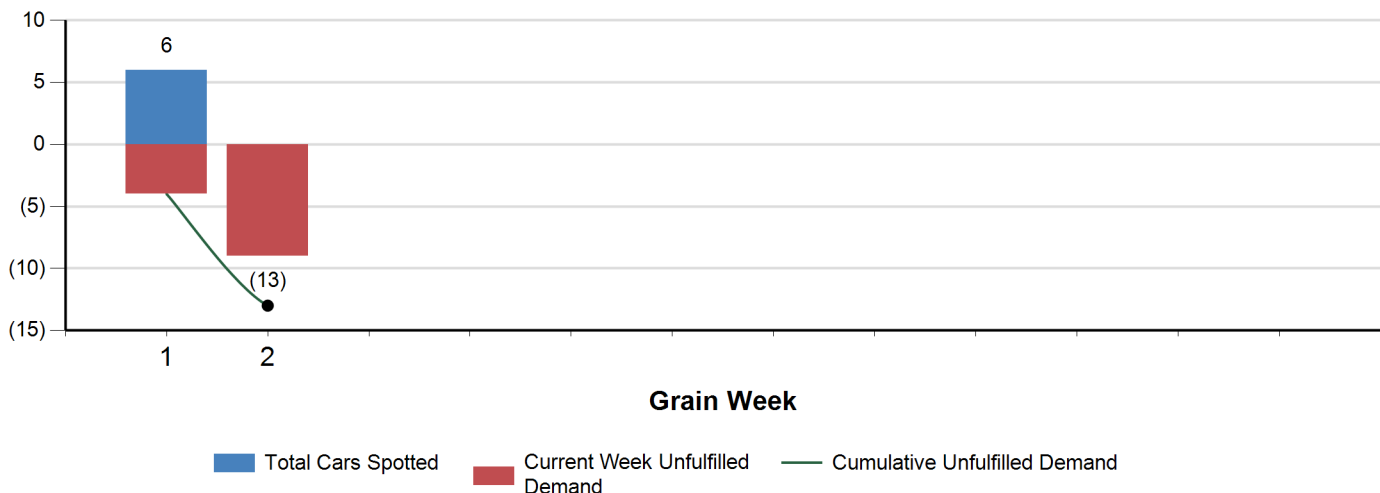
CN Weekly Hopper Car Supply



CP Weekly Hopper Car Supply

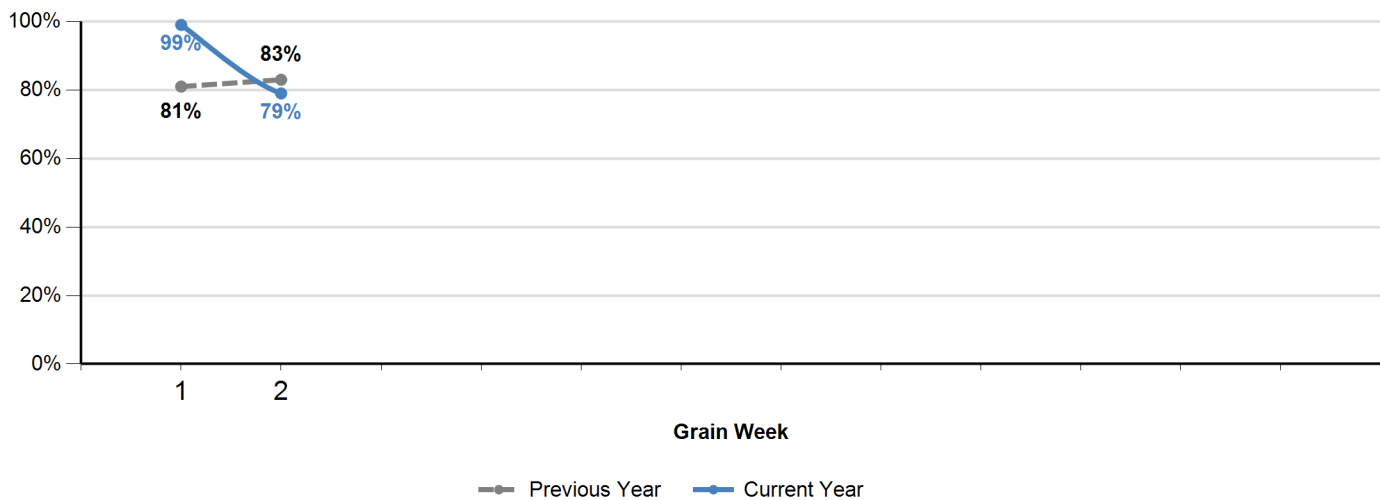


Total Boxcar Supply - Grain Year 2022 - 2023

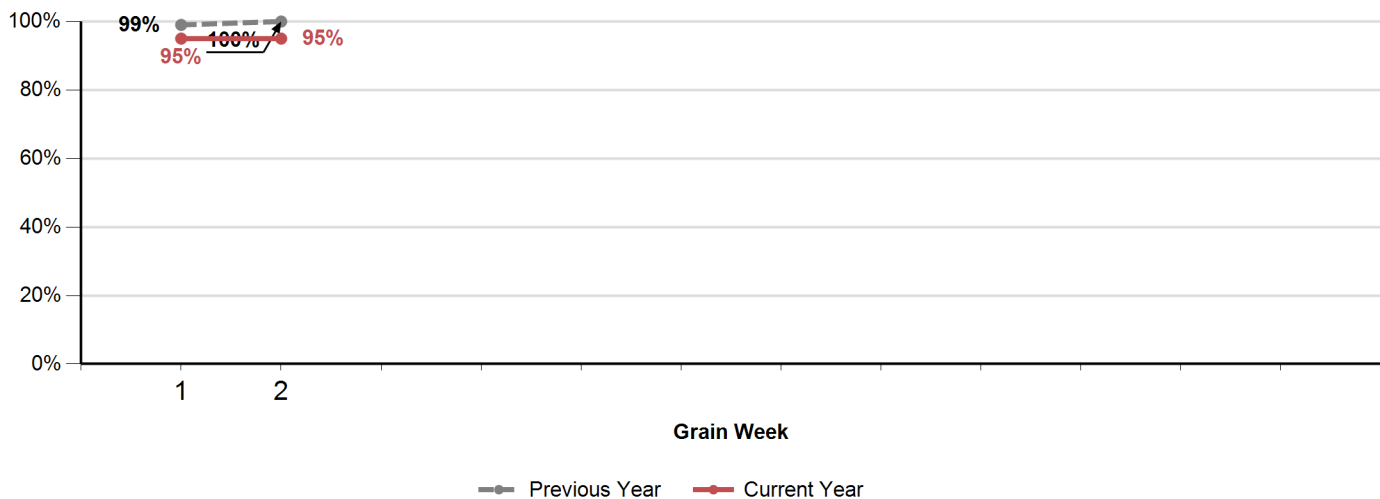




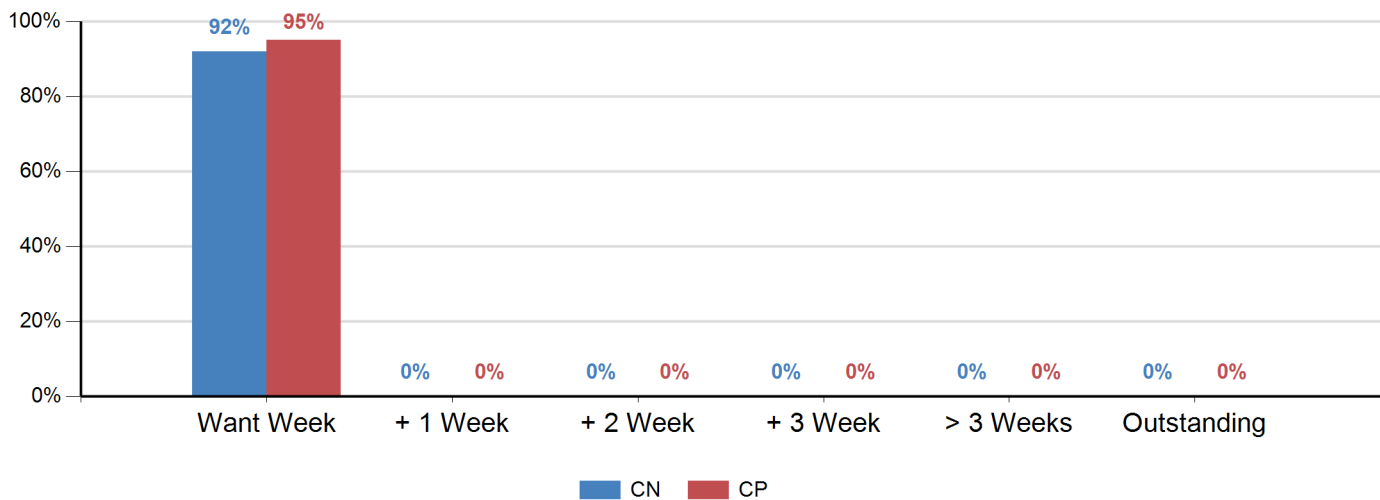
Weekly On Time Hopper Car Order Fulfillment - CN

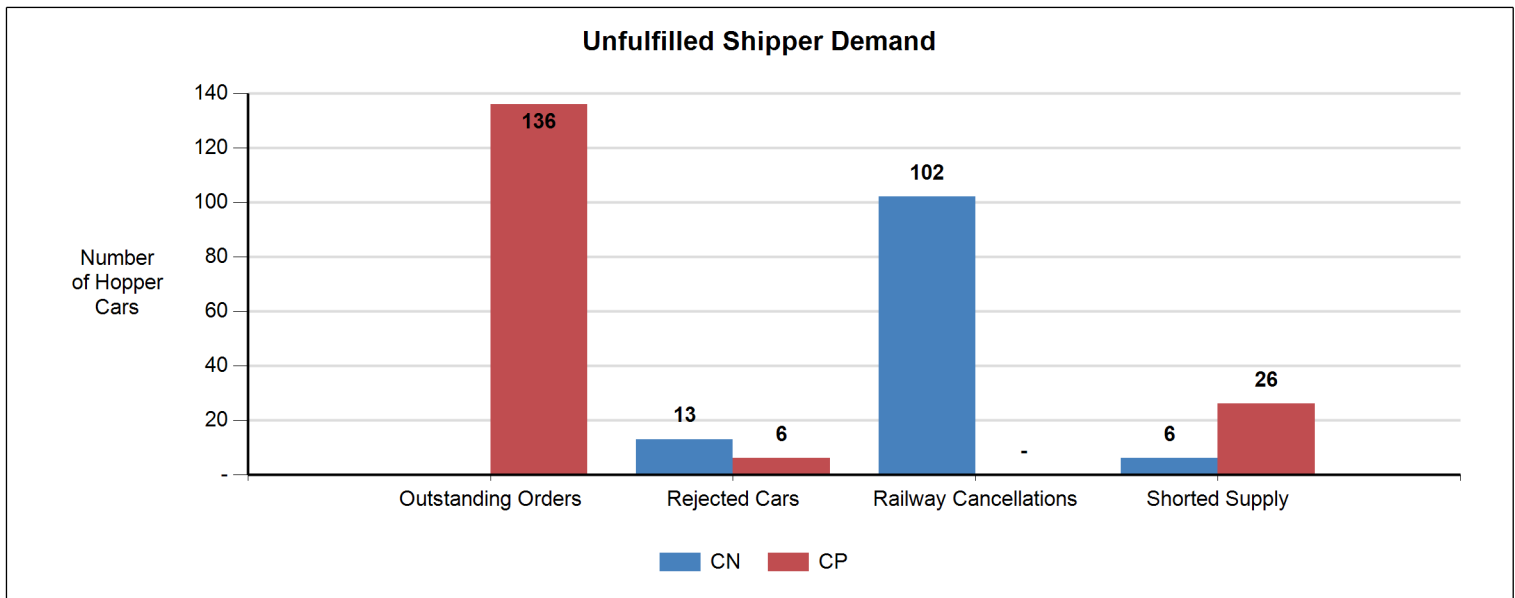


Weekly On Time Hopper Car Order Fulfillment - CP



Timeliness Of Hopper Car Order Fulfillment





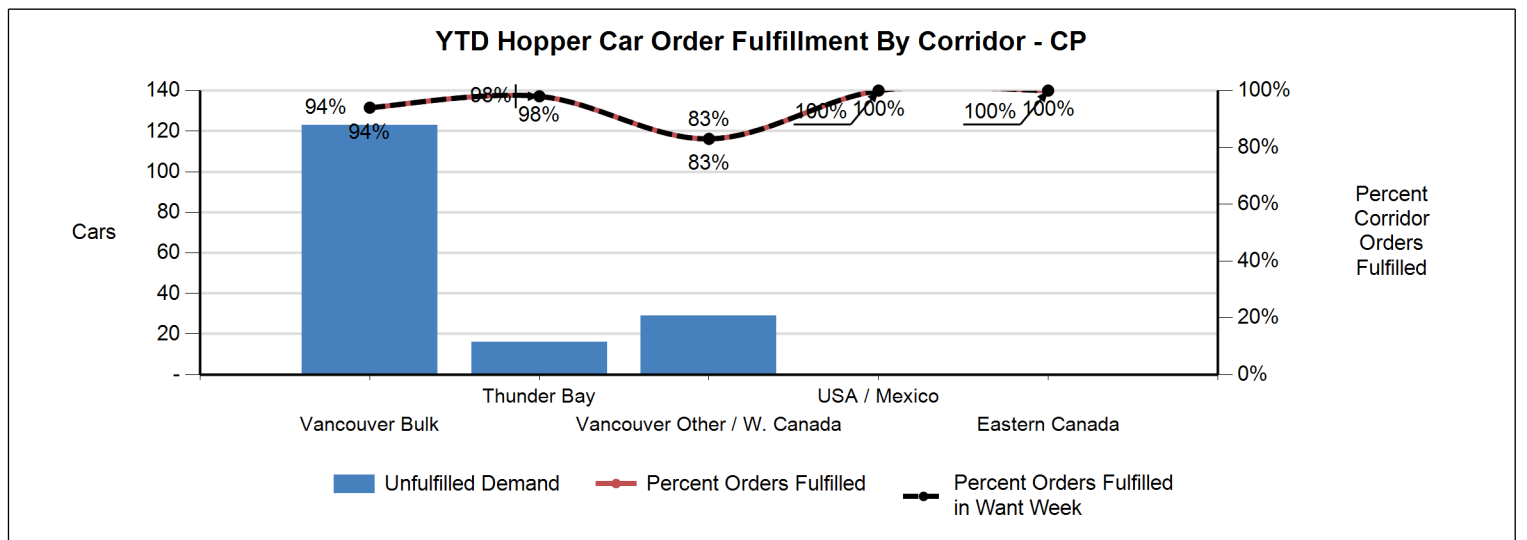
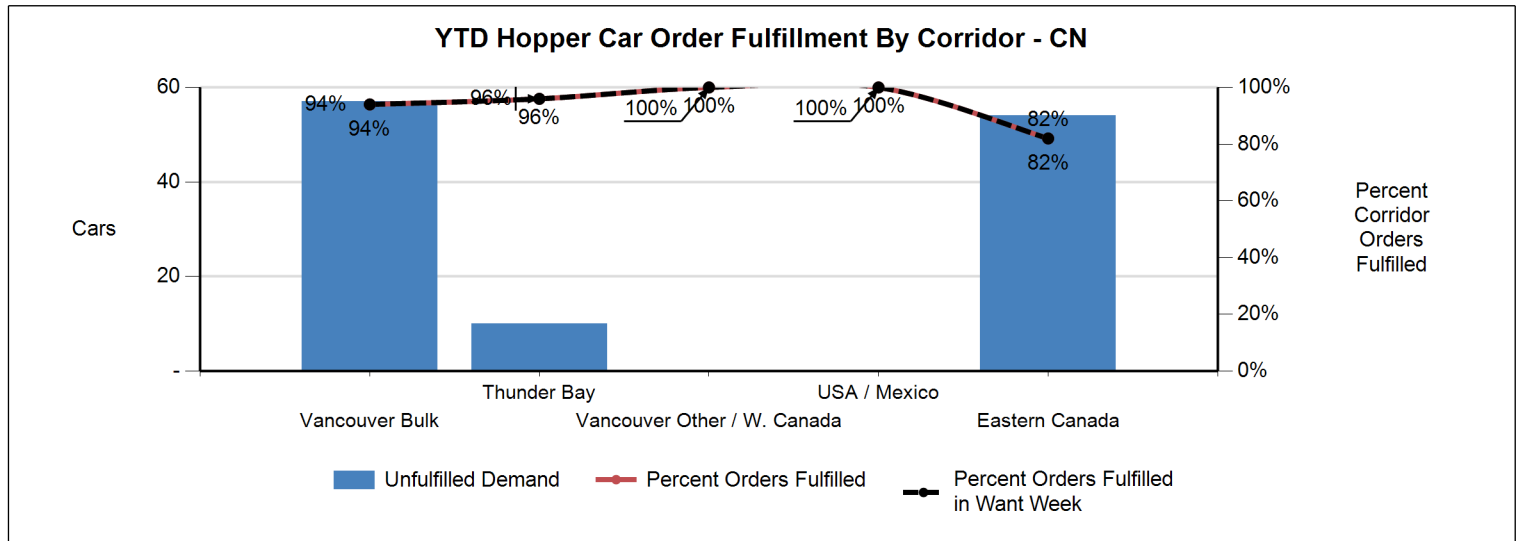
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 02

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	897	840	(57)	94%
	Thunder Bay	256	246	(10)	96%
	Vancouver Other / W. Canada	10	10	-	100%
	USA / Mexico	104	104	-	100%
	Eastern Canada	293	239	(54)	82%
Total		1,560	1,439	(121)	92%
CP	Vancouver Bulk	1,989	1,866	(123)	94%
	Thunder Bay	1,001	985	(16)	98%
	Vancouver Other / W. Canada	170	141	(29)	83%
	USA / Mexico	334	334	-	100%
	Eastern Canada	70	70	-	100%
Total		3,564	3,396	(168)	95%

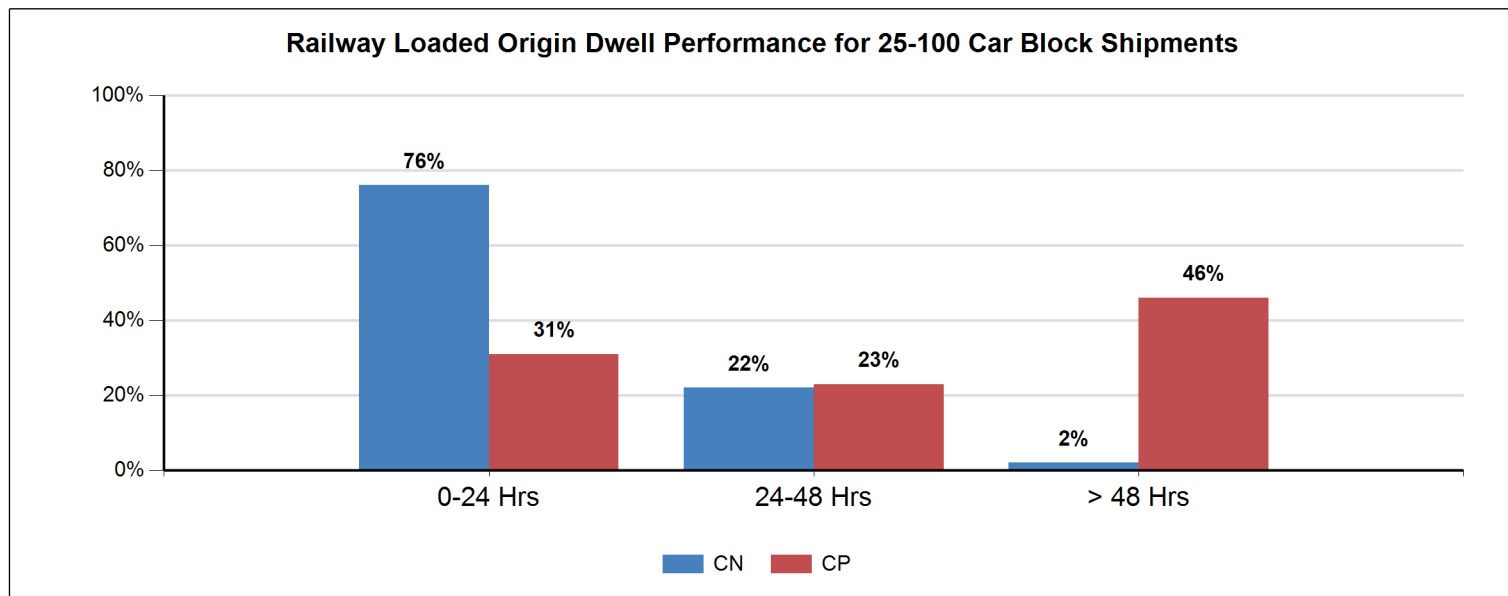
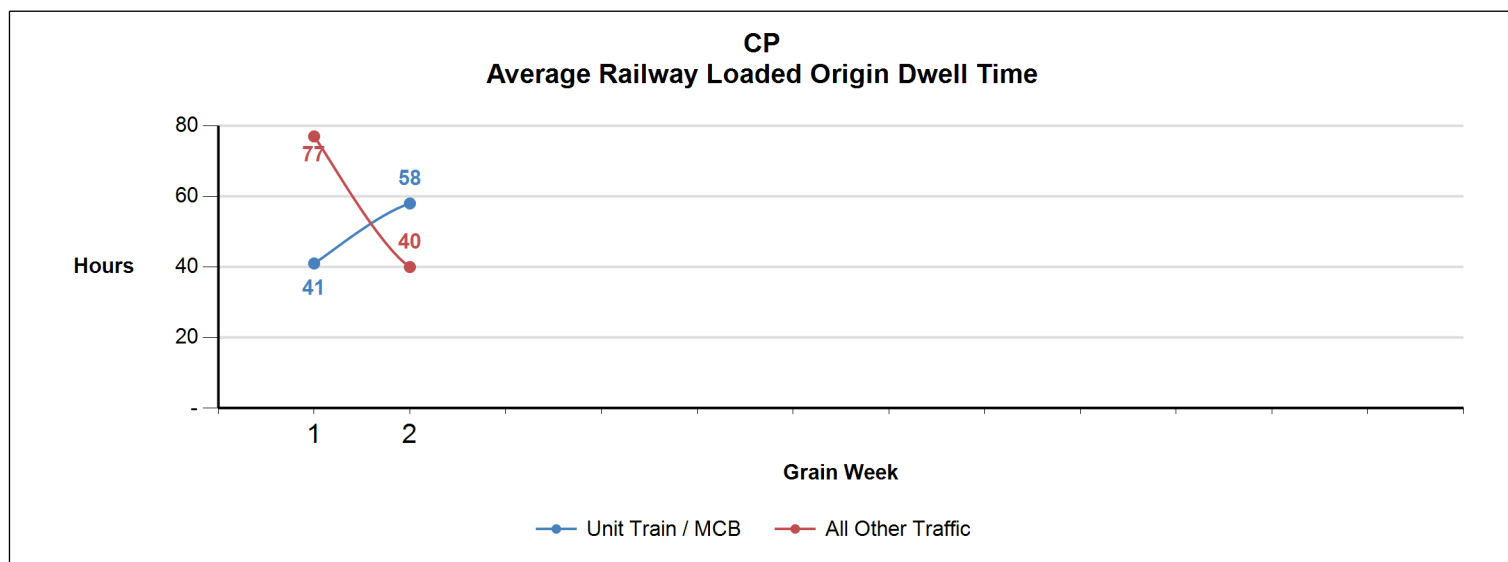
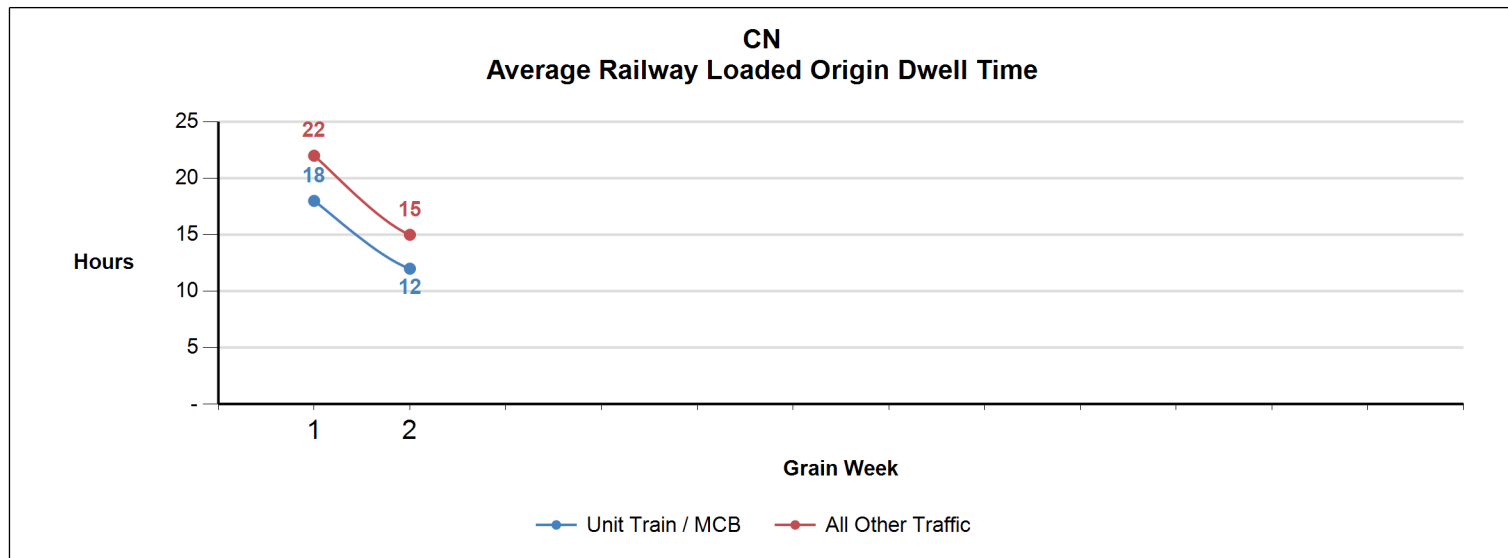
Hopper Cars Supplied in the Want Week by Corridor - To Week 02

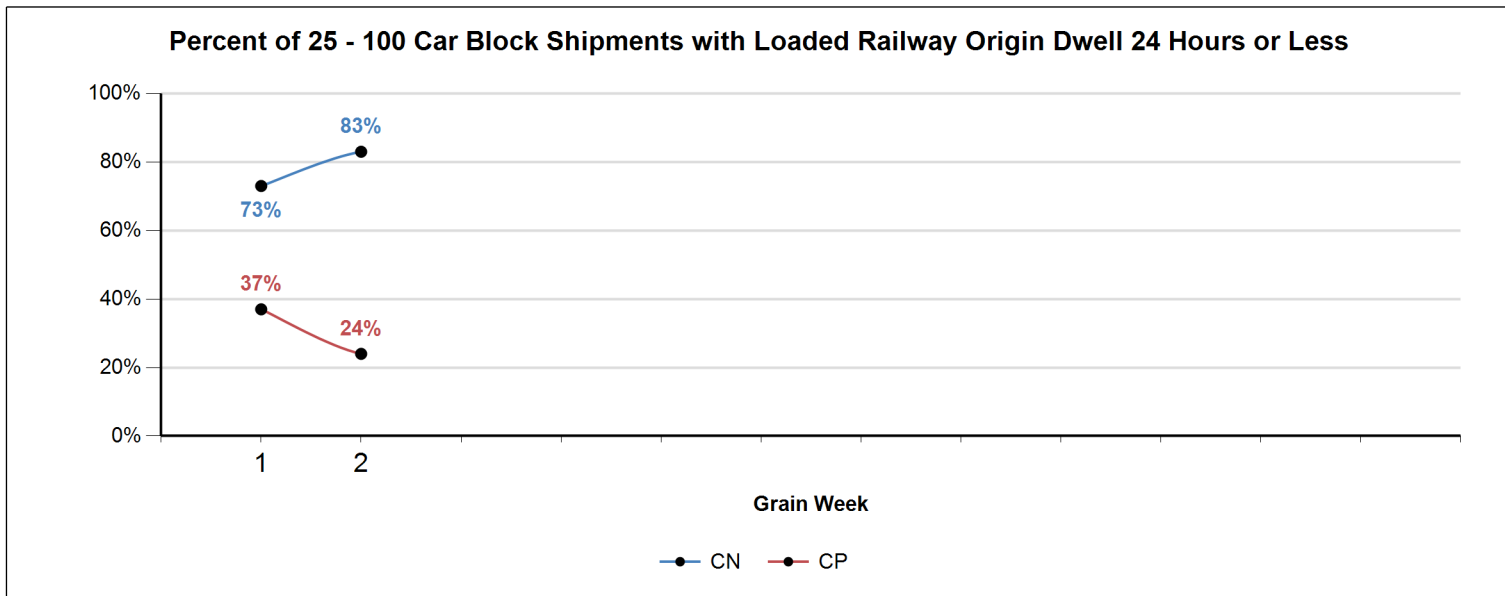
Railway	Corridor	Week 02			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	248	195	79%	897	840	94%
	Thunder Bay	56	52	93%	256	246	96%
	Vancouver Other / W. Canada	10	10	100%	10	10	100%
	USA / Mexico	54	54	100%	104	104	100%
	Eastern Canada	152	99	65%	293	239	82%
CN Total		520	410	79%	1,560	1,439	92%
CP	Vancouver Bulk	889	827	93%	1,989	1,866	94%
	Thunder Bay	579	568	98%	1,001	985	98%
	Vancouver Other / W. Canada	56	41	73%	170	141	83%
	USA / Mexico	238	238	100%	334	334	100%
	Eastern Canada	33	33	100%	70	70	100%
CP Total		1,795	1,707	95%	3,564	3,396	95%



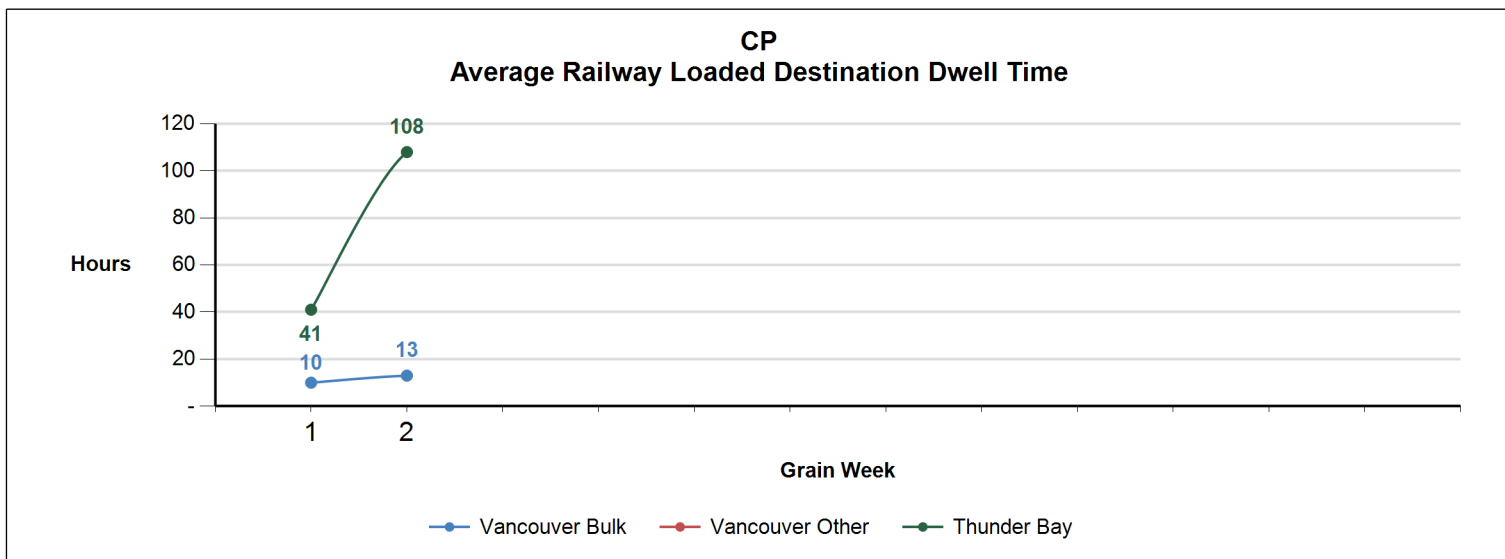
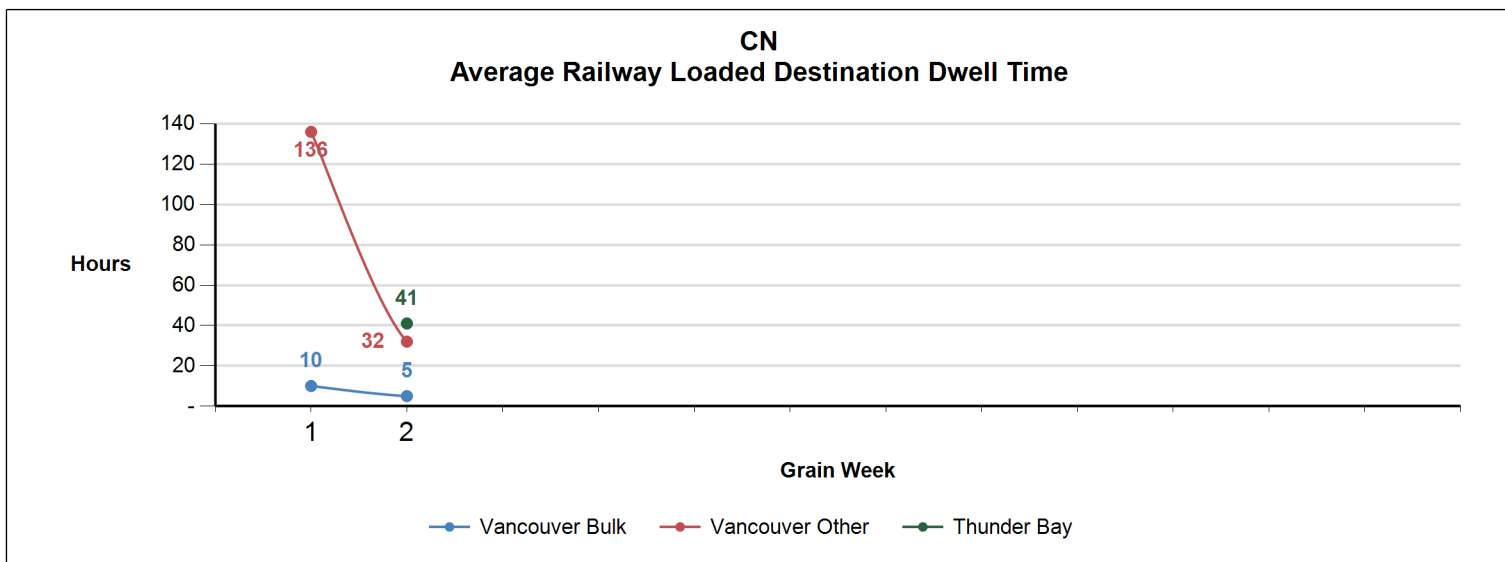


Origin Dwell Performance



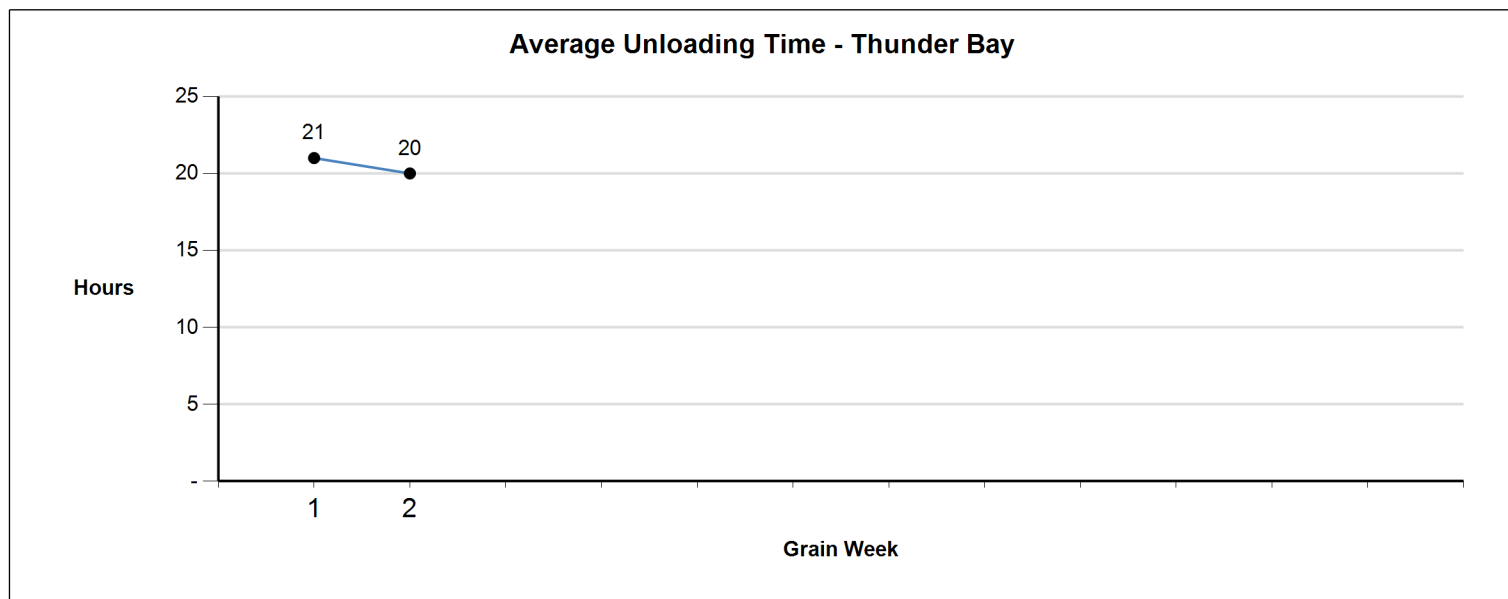
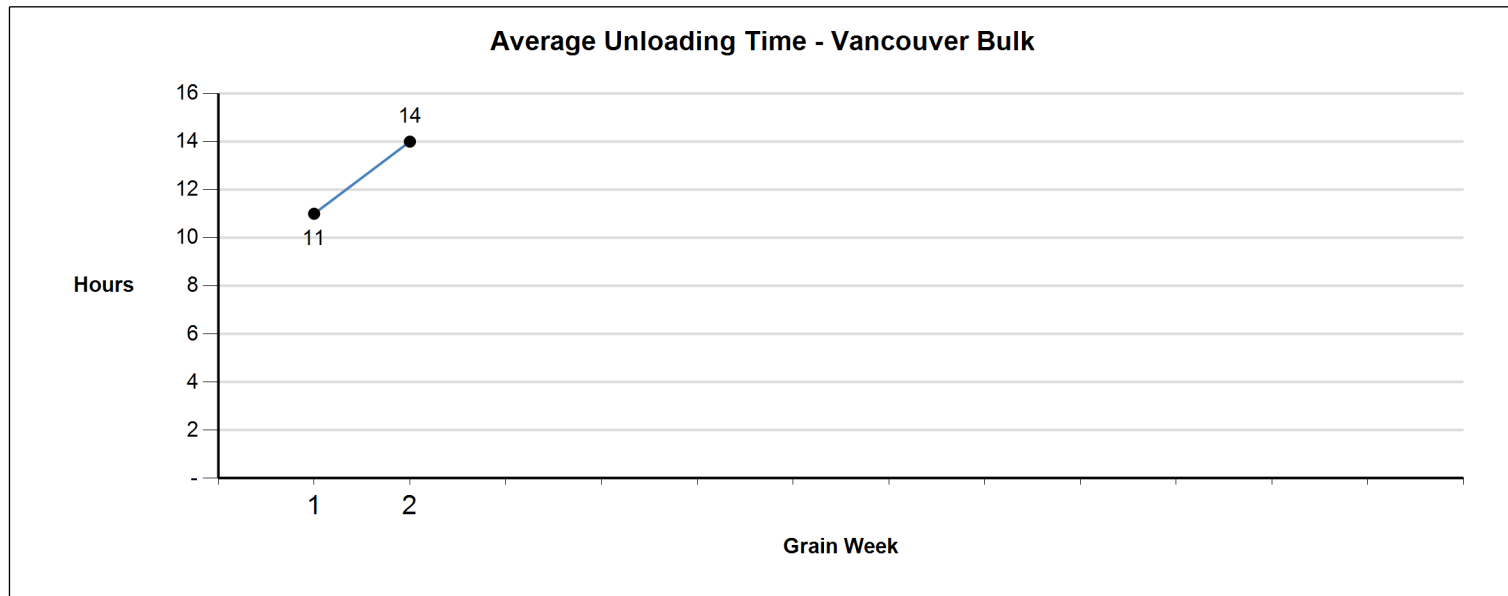


Destination Dwell Performance





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.