

## Week 9 Performance

CN and CP supplied a combined 78% of hopper cars ordered in grain week 9, an improvement from last week's 71%, reflecting improved performance for each of CN and CP. In supplying 88% of hopper cars ordered on time in week 9, CN's order fulfillment performance remained below the 90% threshold for the third consecutive week. CP order fulfillment performance improved week over week with the railway supplying 69% of cars ordered as compared to 61% in the prior week. This marks the 4th consecutive week that CP has fallen short of the 90% performance threshold.

In week 9, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance with only the Thunder Bay (78%) and Eastern Canada (94%) corridors seeing a decline in performance this week. The most significant performance decline this week is reported for the Thunder Bay corridor with CN supplying 78% of cars ordered as compared to 81% the prior week. Other than the Thunder Bay and Vancouver Bulk (83%) corridors CN supplied 90% or more of all cars ordered on time in all corridors.

CP saw performance improve or remain the same in 2 of 4 corridors this week with the railway supplying less than 80% of cars ordered on time in all corridors other than the Eastern Canada corridor although demand in this corridor was minimal. Performance improvements were seen in the Vancouver Bulk and Thunder Bay corridors with the railway supplying 76% and 59% of cars ordered for these two corridors respectively. The most significant decline was seen in the Vancouver Other / W. Canada corridor where CP supplied only 53% of cars ordered however demand in this corridor at less than 150 cars in total was small and as such had little impact on overall top line performance.

CN and CP combined will enter week 10 with 1,612 outstanding cars, all to the account of CP, representing a net 33% (- 779) improvement from the 2,391 cars outstanding at the end of last week. The change in the outstanding car count represents a decrease in the number of outstanding hopper cars on CN by (- 656) and a decrease on CP by (- 123). All outstanding orders, other than one week 8 order, remain current - i.e. unfulfilled week 9 orders.

### CN

- CN supplied 88% of hopper cars ordered for week 9, representing an improvement from last week's 83% order fulfillment performance. CN supplied 4,433 of 5,065 cars ordered, failing to supply 632 cars ordered.
- During week 9, CN supplied a total of 5,076 hopper cars including 640 for previously outstanding orders. (see table page 3).
- CN's performance was generally consistent across individual shippers with 83% of shippers receiving 75% or more of cars ordered on time.
- At slightly more than 5,000 cars this week shipper demand declined marginally from the prior week.
- Heading into week 10 CN has no outstanding orders as compared to 656 outstanding orders entering week 9.

### CP

- CP fulfilled 69% of hopper car orders for week 9, reflecting an improvement from the 61% order fulfillment performance seen last week.
- For week 9, CP supplied 4,055 of 5,862 cars ordered, failing to supply 1,807 cars ordered.
- During week 9, CP supplied a total of 5,406 hoppers including 1,486 for previously outstanding orders. (see table page 3).
- CP's performance was very inconsistent across individual shippers this week with 50% of shippers receiving less than 75% of cars ordered on time while the remaining shippers received 100% of cars ordered.
- Heading into week 10, CP has 1,612 outstanding orders, representing an improvement from the 1,735 outstanding orders entering week 9.

## Railway Hopper Car Rationing/Cancellations

### CN

- CN cancelled 531 hopper car orders in week 9.
- Preliminary indications suggest that some rationing continues into week 10.
- Through the first 9 weeks of the current grain year, CN has rationed 770 hopper car orders as compared to 204 for the same period last year.
- YTD 2022/2023 orders have been rationed across all corridors as shown below:



- Vancouver (396)
- Thunder Bay (324)
- Eastern Canada (50)

#### CP

- CP cancelled 256 hopper car orders in week 9.
- Preliminary indications suggest that there will be no rationing in week 9.
- Through the first 9 weeks of the current grain year, CP has rationed 1,299 hopper car orders for ATC shippers as compared to none for the same period last year.
- YTD 2022/2023 orders have been rationed across all corridors as shown below:
  - Vancouver (797)
  - Thunder Bay (502)



## 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	5,065	4,252	813	26,110	2,901	27,450	3,050	(1,340)	(148)
CP	5,862	4,566	1,296	36,768	4,085	29,478	3,275	7,290	810
<b>Total</b>	<b>10,927</b>	<b>8,818</b>	<b>2,109</b>	<b>62,878</b>	<b>6,986</b>	<b>56,928</b>	<b>6,325</b>	<b>5,950</b>	<b>662</b>

### Cars Shipped

Railway	Corridor	Week 09	YTD
CN	N.A. Domestic	395	1,929
	Prince Rupert	1,406	4,755
	Thunder Bay	998	4,437
	Vancouver	2,190	13,280
<b>Total</b>		<b>4,989</b>	<b>24,401</b>
CP	N.A. Domestic	330	2,460
	Thunder Bay	1,724	7,540
	Vancouver	3,922	22,359
<b>Total</b>		<b>5,976</b>	<b>32,359</b>

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

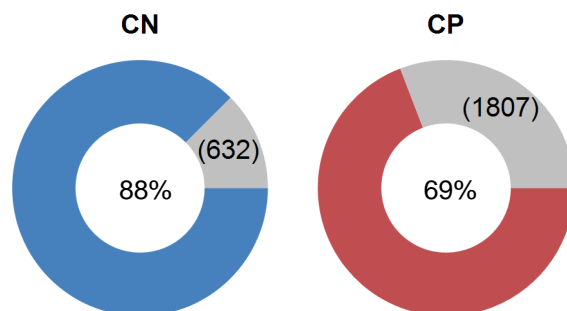
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	4,433	3,721	640	716	3	51	5,076	4,488
CP	4,031	4,071	1,474	11	128	224	5,633	4,306
<b>Total</b>	<b>8,464</b>	<b>7,792</b>	<b>2,114</b>	<b>727</b>	<b>131</b>	<b>275</b>	<b>10,709</b>	<b>8,794</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	4%		2%	5%	1%	3%
50	5%	1%	3%	6%	2%	4%
100	89%	96%	93%	85%	92%	89%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	5,065	5,862	10,927
Current Week Order Fulfillment			
Supplied in Current Week	4,433	4,031	8,464
Supplied Early		24	24
<b>Total Cars Supplied for Want Week</b>	<b>4,433</b>	<b>4,055</b>	<b>8,488</b>
Current Week Unfulfilled Demand	(632)	(1,807)	(2,439)
% Current Week Orders Supplied	88%	69%	78%



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

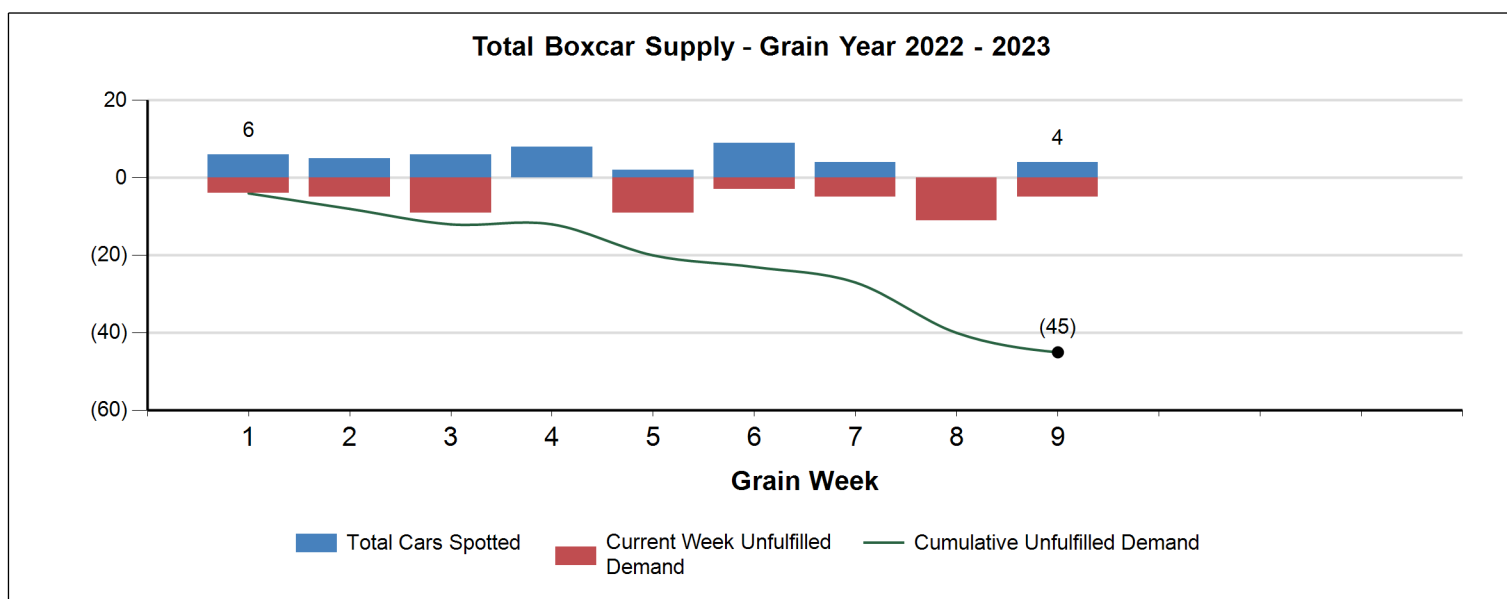
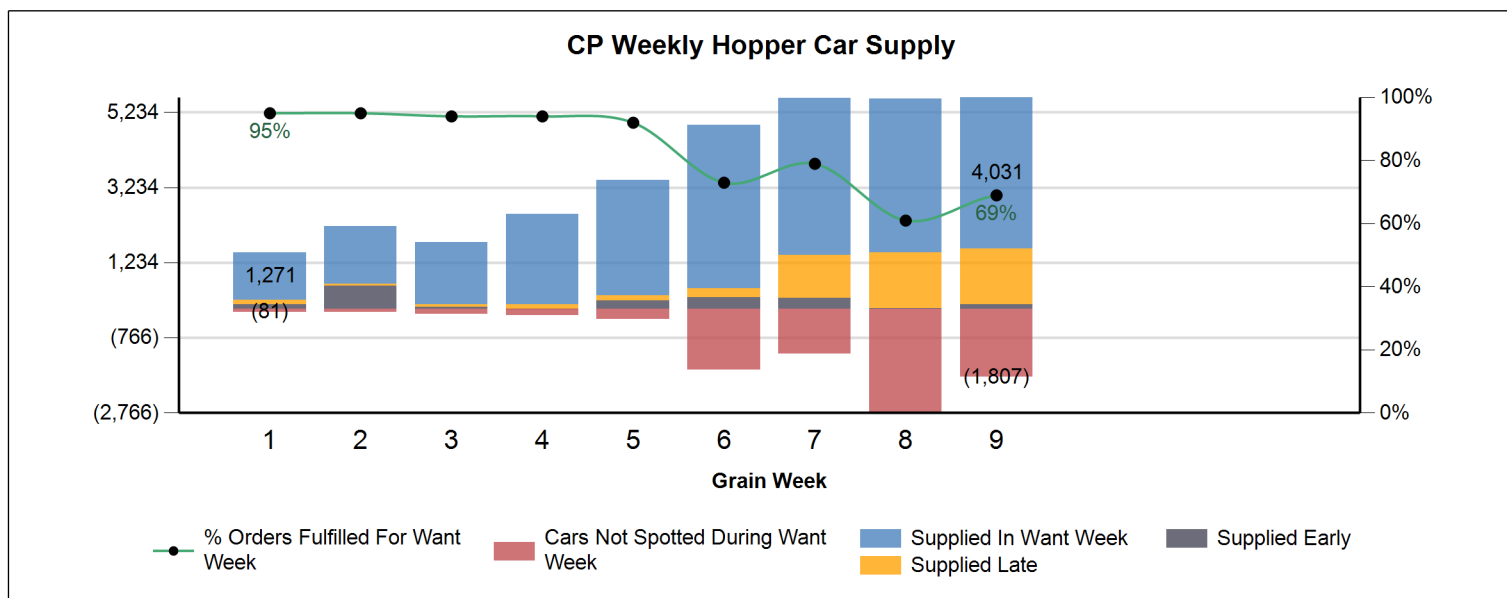
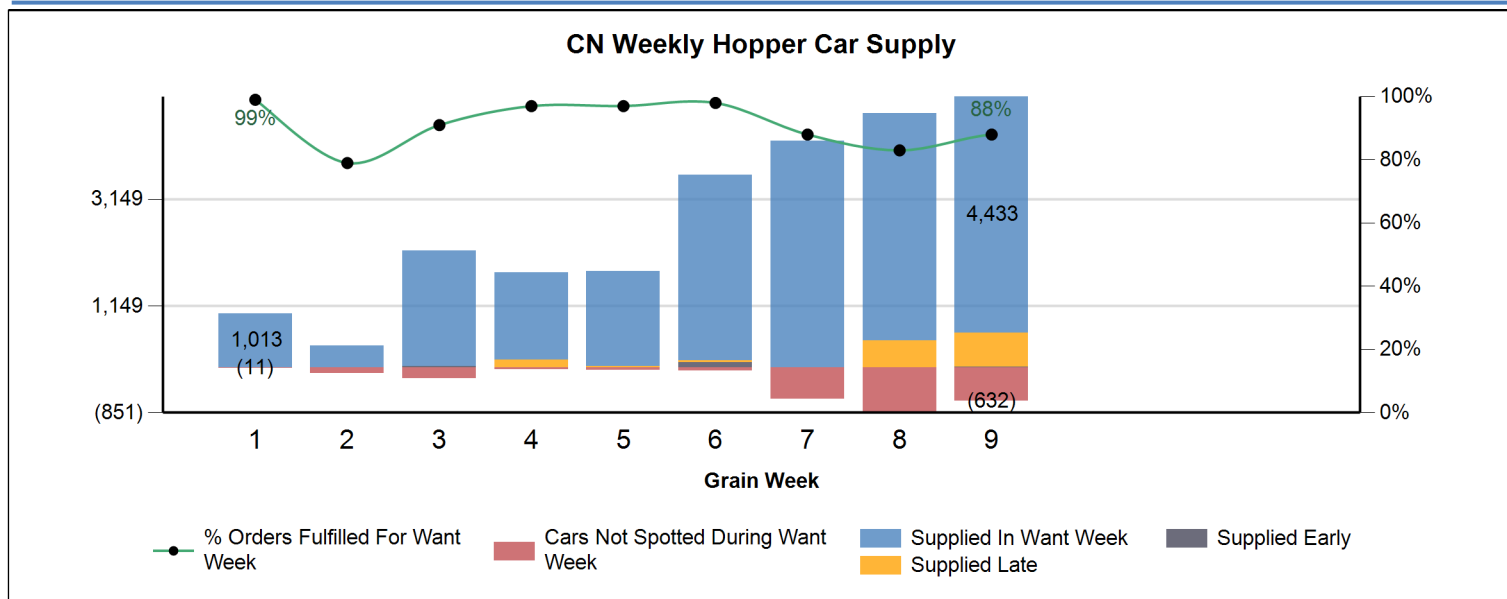
	Week 09		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	17	31	18	24
CP	17	37	30	29

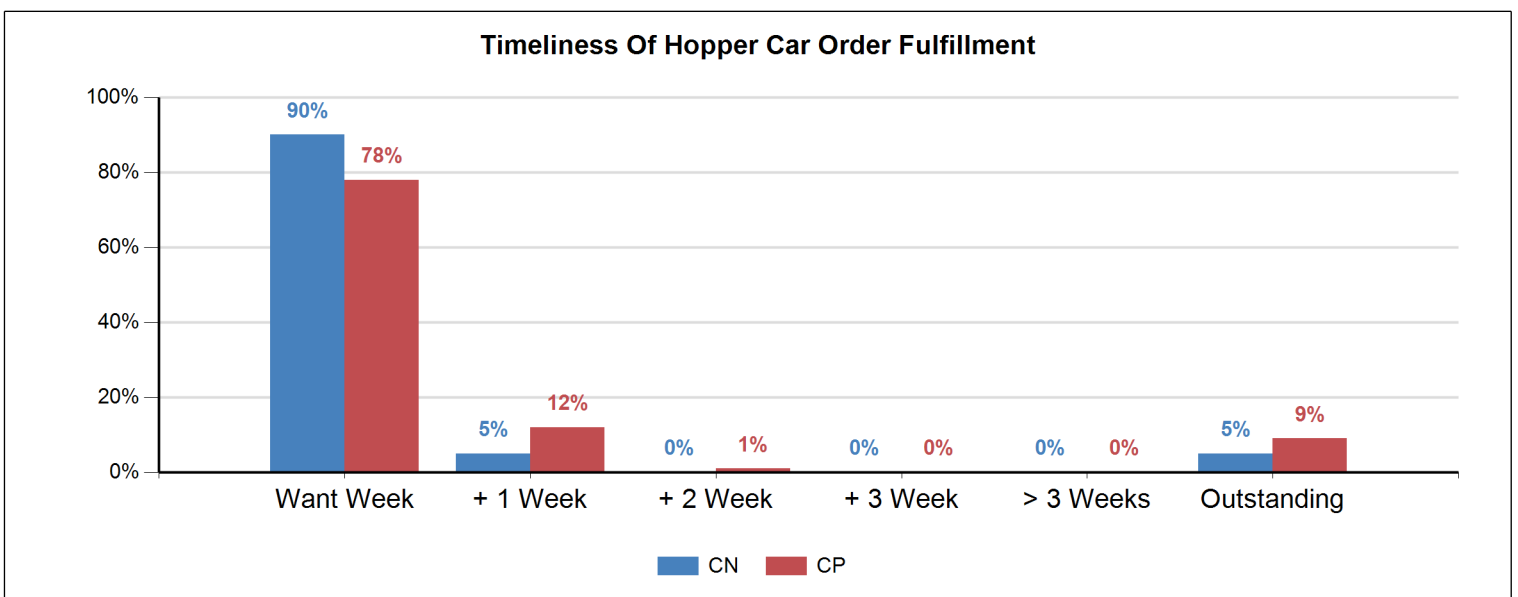
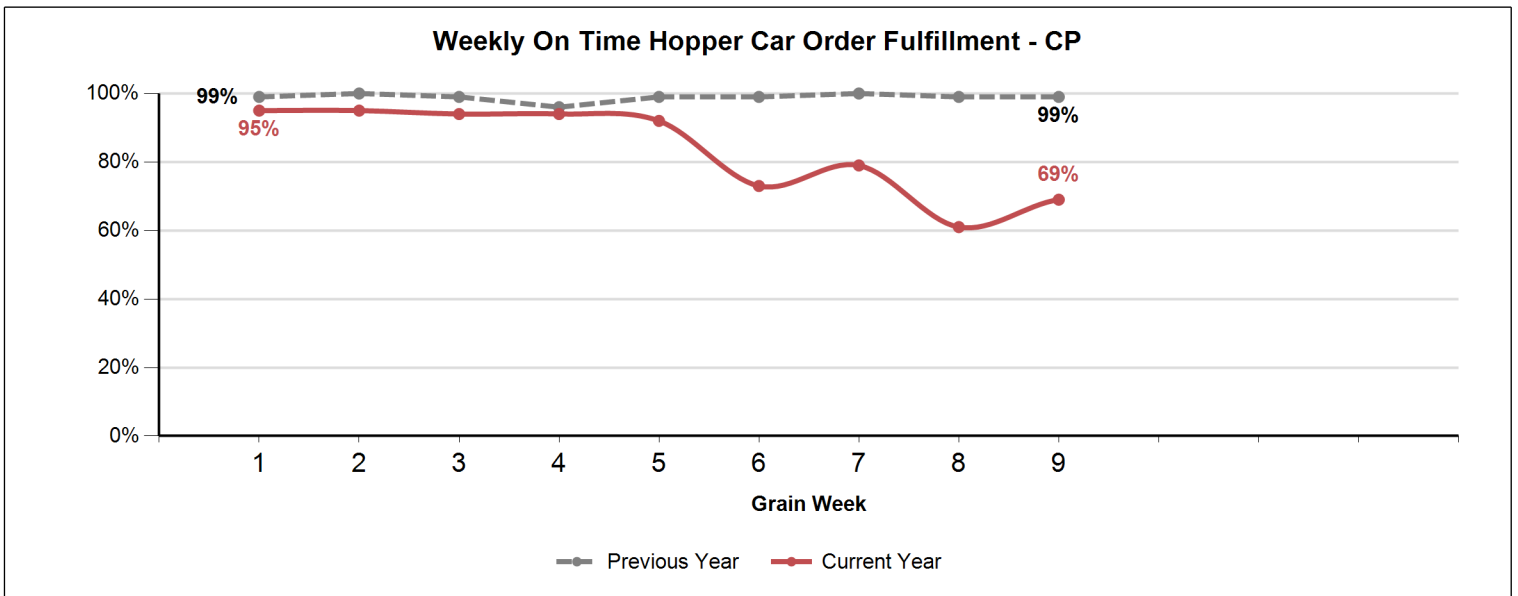
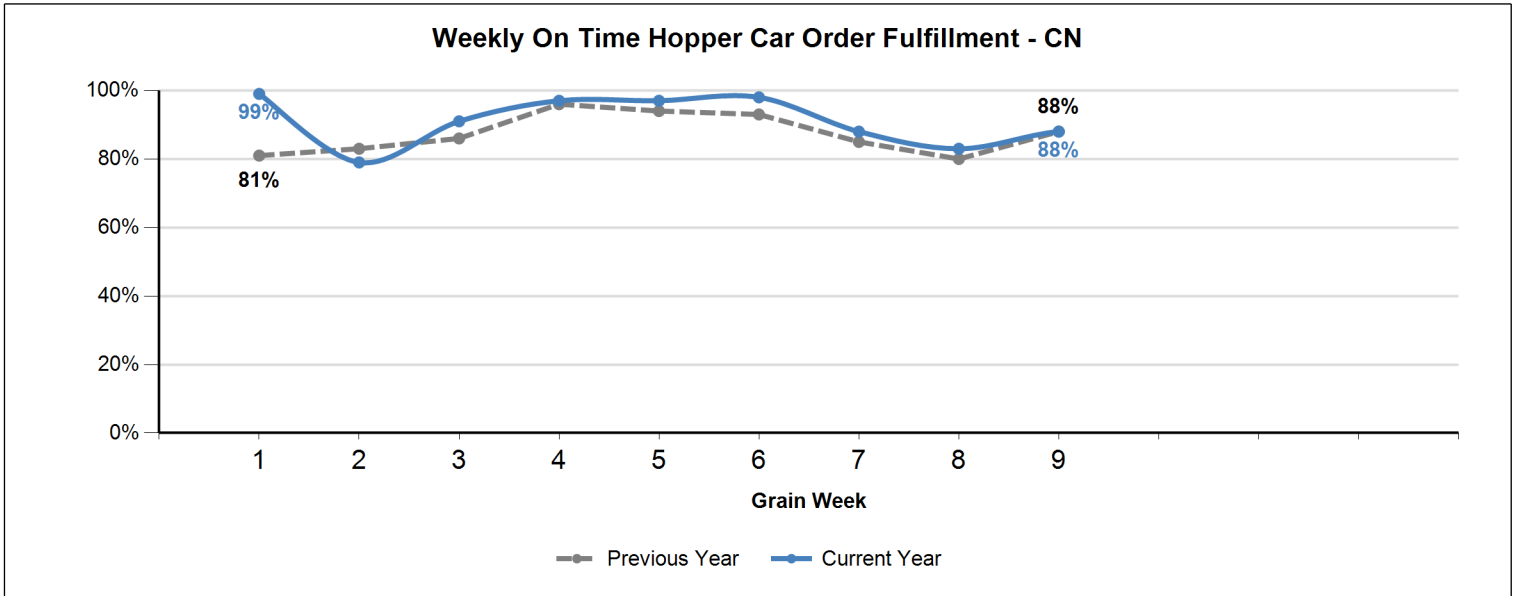
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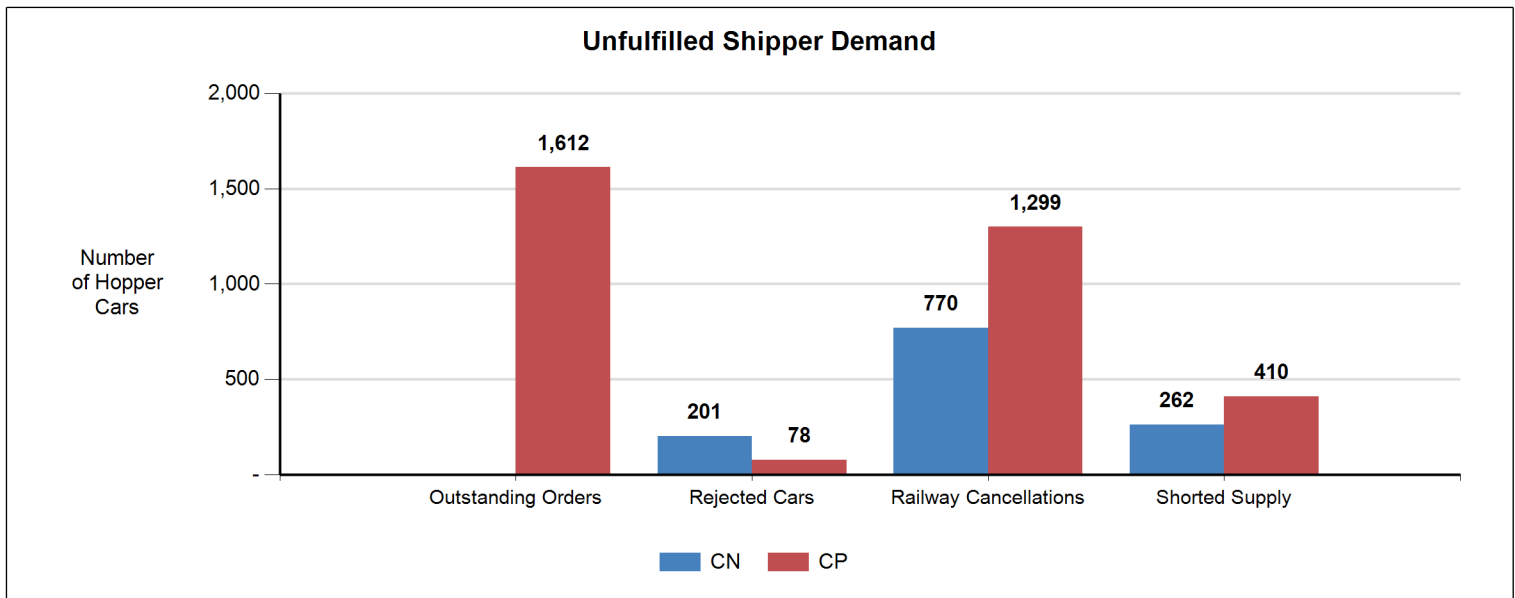
		Week 09		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	10	8	9	9
	CP	9	14	12	19
Thunder Bay	CN	34	34	32	39
	CP	42	43	51	41



Weekly Performance Update - To Grain Week 20222023 - 09 (Sep 25 - Oct 2)  
Covering 90% of grain movement originating in Western Canada







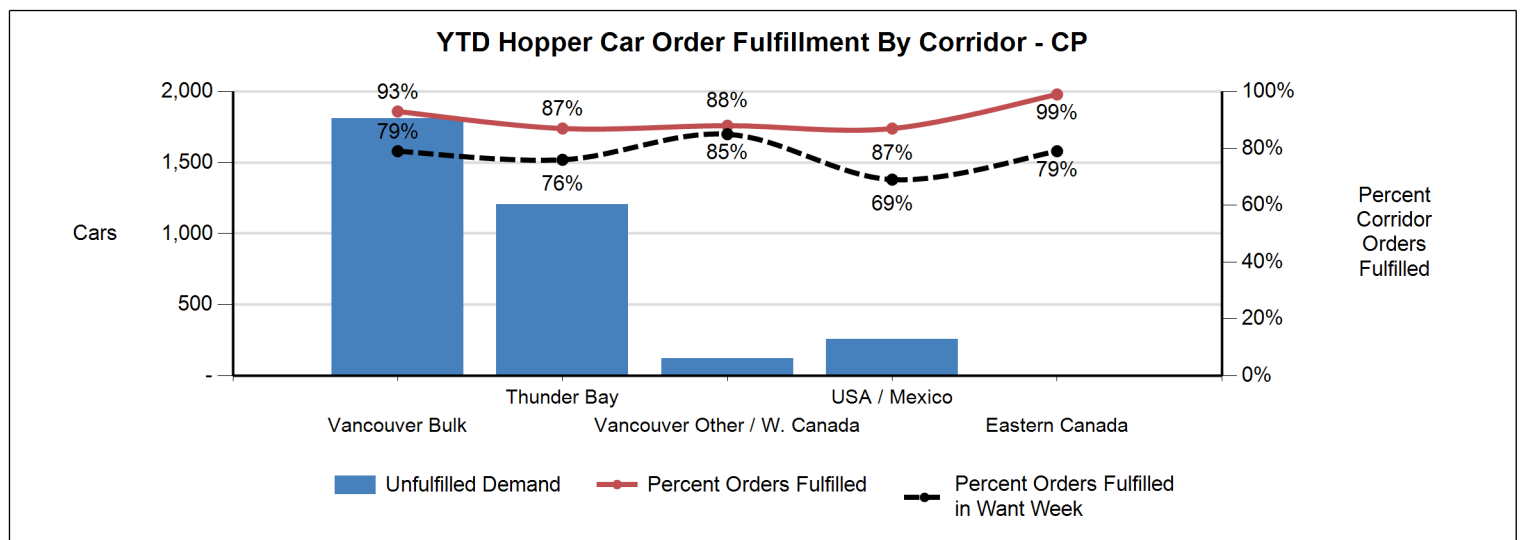
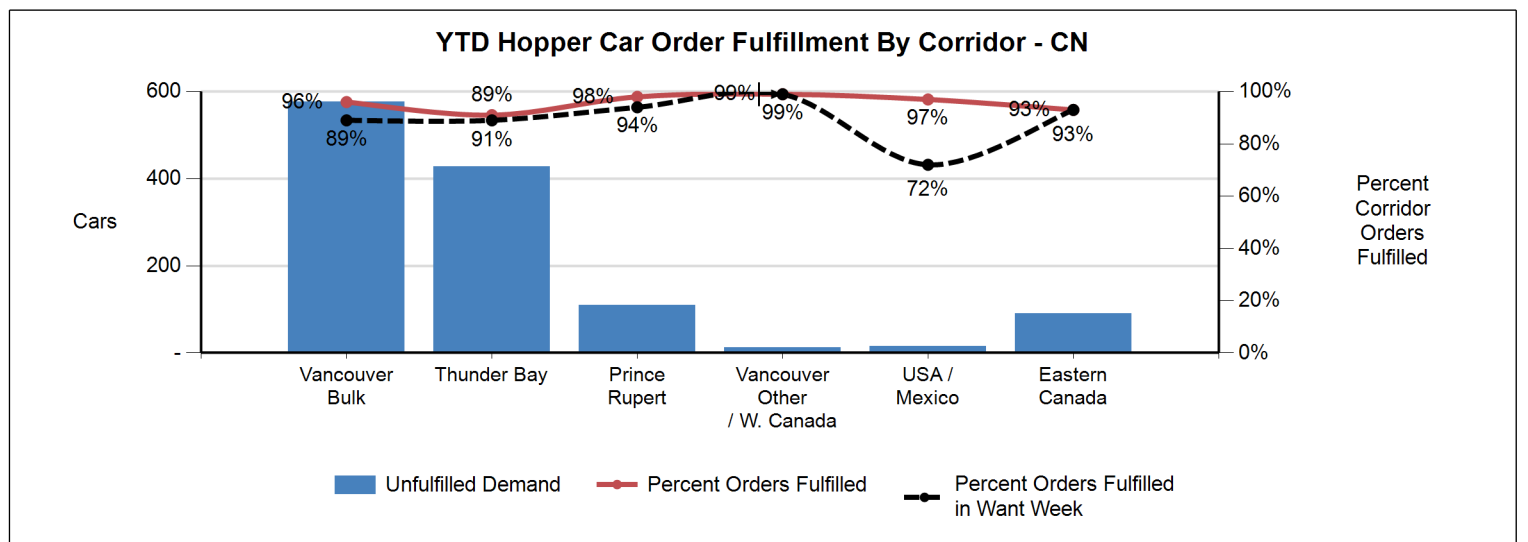
## Corridor Performance

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

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	12,914	12,337	(577)	96%
	Thunder Bay	4,972	4,544	(428)	91%
	Prince Rupert	5,175	5,066	(109)	98%
	Vancouver Other / W. Canada	1,142	1,129	(13)	99%
	USA / Mexico	582	566	(16)	97%
	Eastern Canada	1,325	1,235	(90)	93%
<b>Total</b>		<b>26,110</b>	<b>24,877</b>	<b>(1,233)</b>	<b>95%</b>
CP	Vancouver Bulk	24,275	22,466	(1,809)	93%
	Thunder Bay	9,117	7,910	(1,207)	87%
	Vancouver Other / W. Canada	1,008	887	(121)	88%
	USA / Mexico	2,010	1,753	(257)	87%
	Eastern Canada	358	353	(5)	99%
<b>Total</b>		<b>36,768</b>	<b>33,369</b>	<b>(3,399)</b>	<b>91%</b>

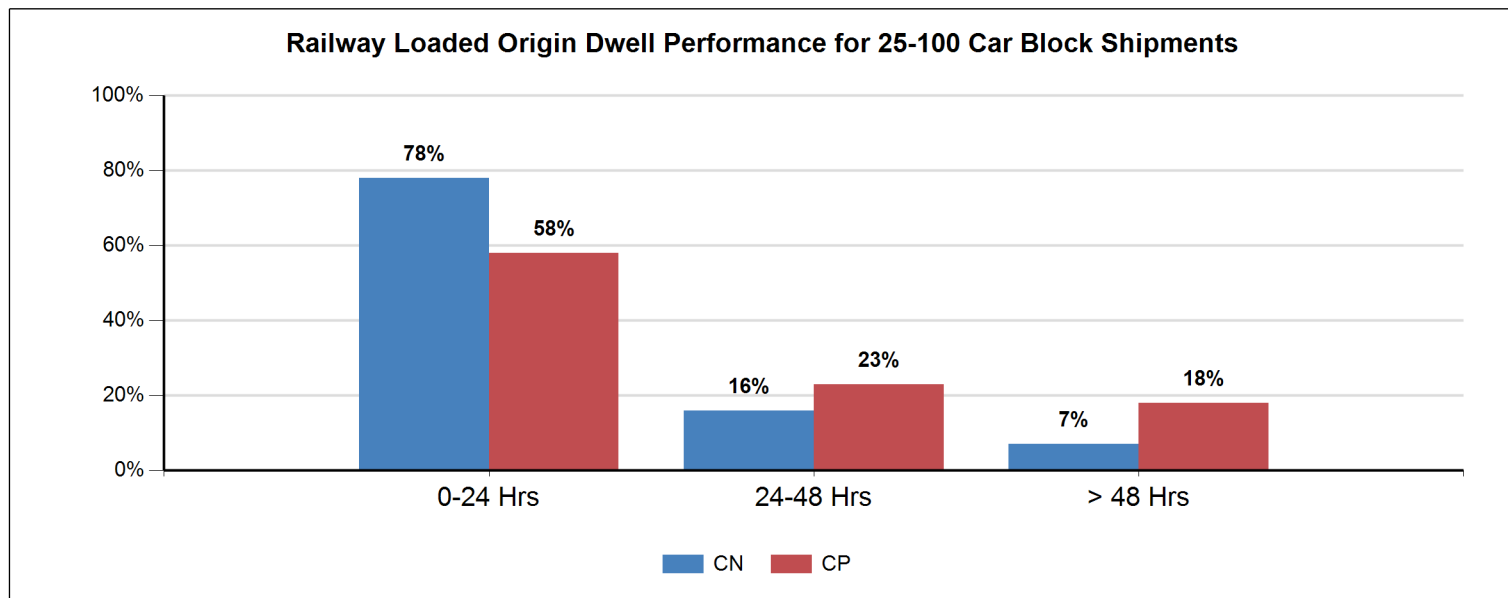
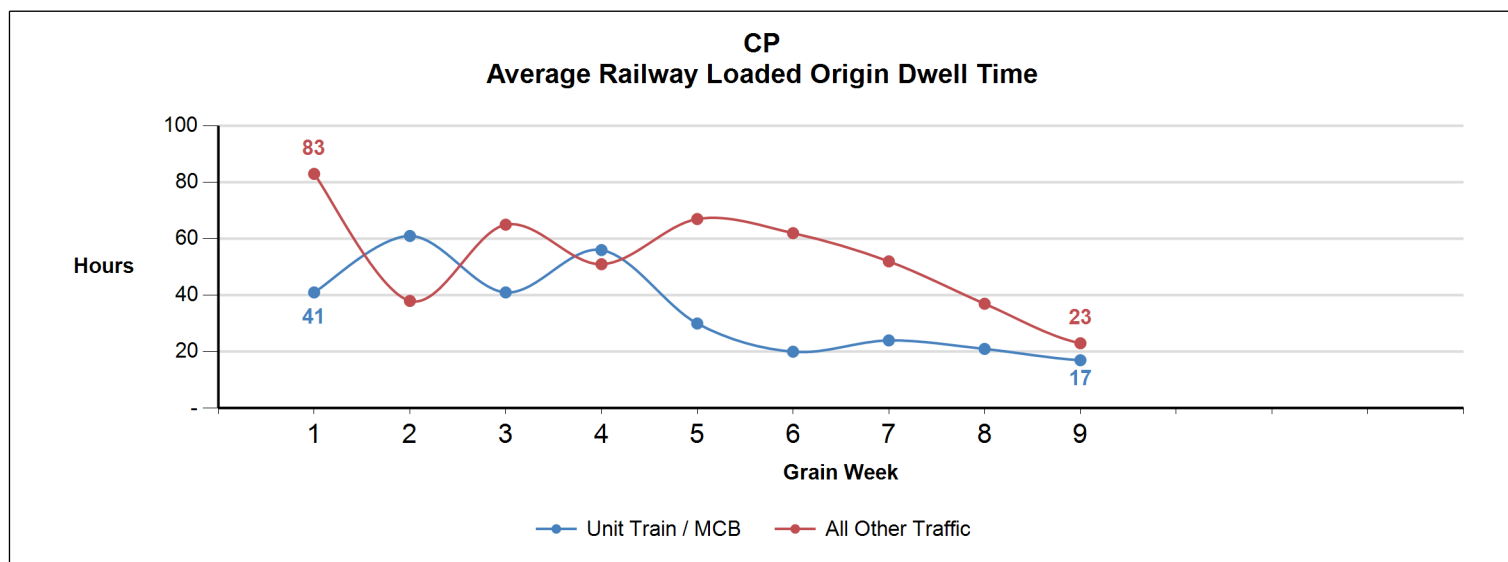
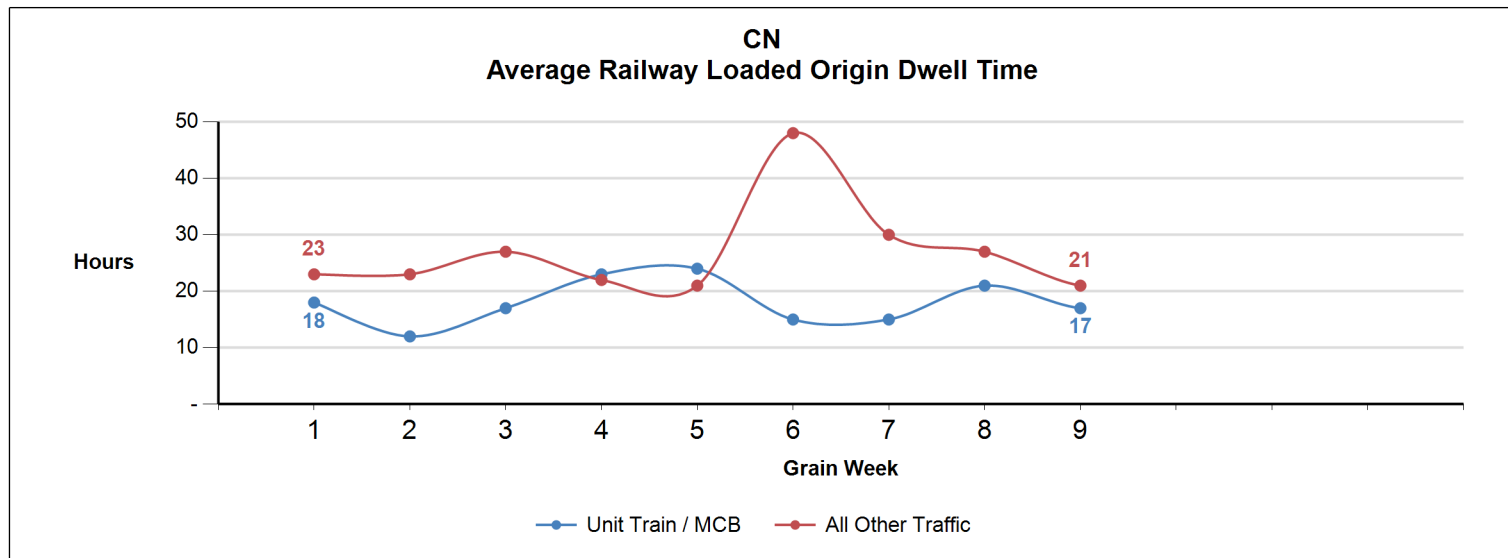
Hopper Cars Supplied in the Want Week by Corridor - To Week 09

Railway	Corridor	Week 09			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,961	1,623	83%	12,914	11,436	89%
	Thunder Bay	1,132	878	78%	4,972	4,447	89%
	Prince Rupert	1,442	1,415	98%	5,175	4,876	94%
	Vancouver Other / W. Canada	324	319	98%	1,142	1,129	99%
	USA / Mexico	100	98	98%	582	417	72%
	Eastern Canada	106	100	94%	1,325	1,235	93%
<b>CN Total</b>		<b>5,065</b>	<b>4,433</b>	<b>88%</b>	<b>26,110</b>	<b>23,540</b>	<b>90%</b>
CP	Vancouver Bulk	3,550	2,738	77%	24,275	19,192	79%
	Thunder Bay	2,058	1,226	60%	9,117	6,920	76%
	Vancouver Other / W. Canada	180	67	37%	1,008	855	85%
	USA / Mexico	50	0	0%	2,010	1,388	69%
	Eastern Canada	24	24	100%	358	282	79%
<b>CP Total</b>		<b>5,862</b>	<b>4,055</b>	<b>69%</b>	<b>36,768</b>	<b>28,637</b>	<b>78%</b>

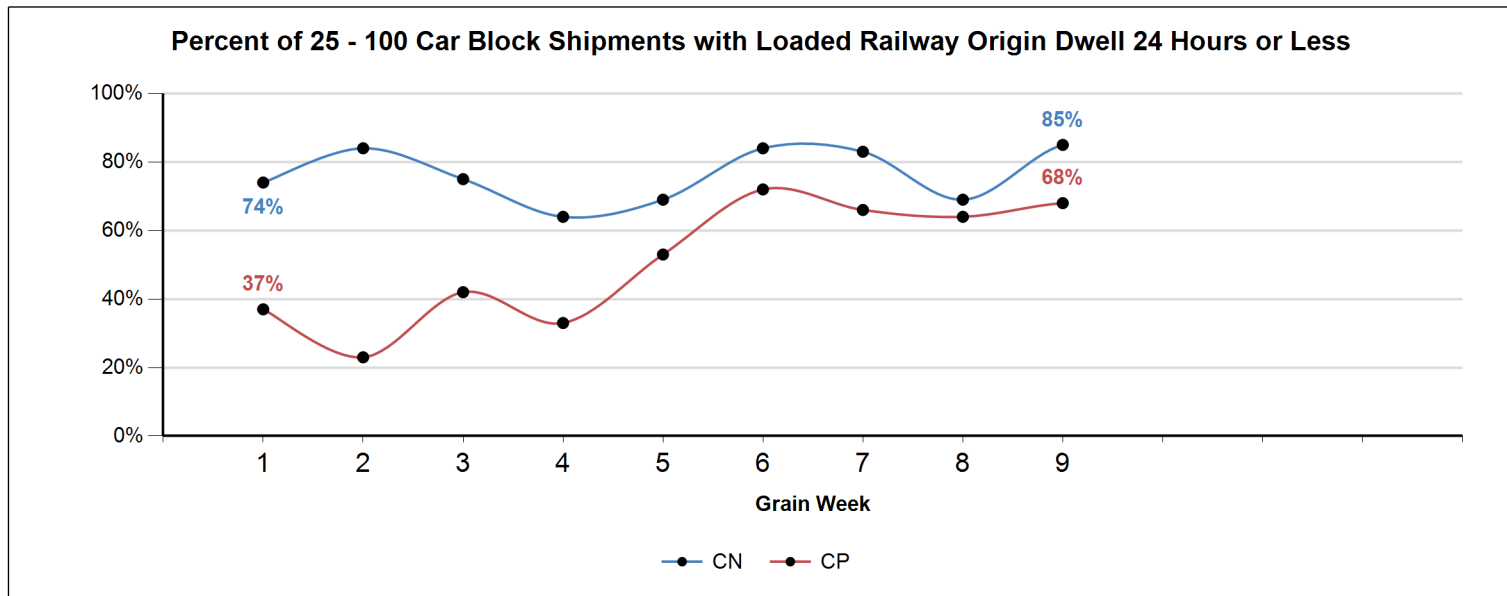




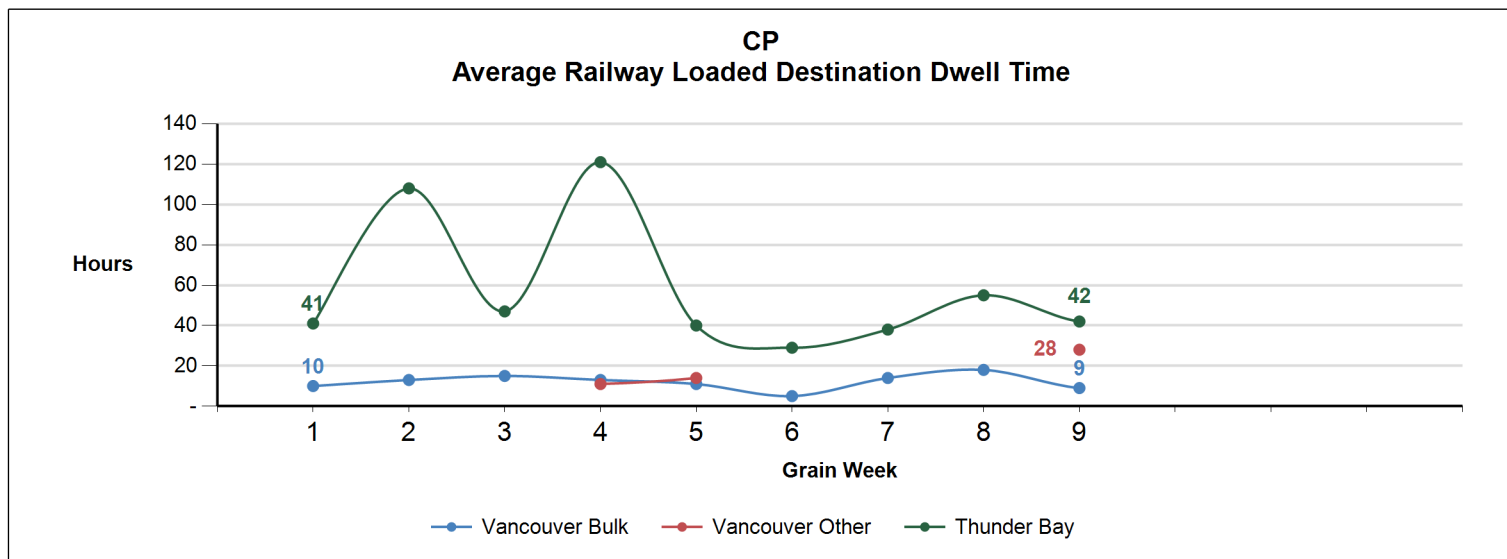
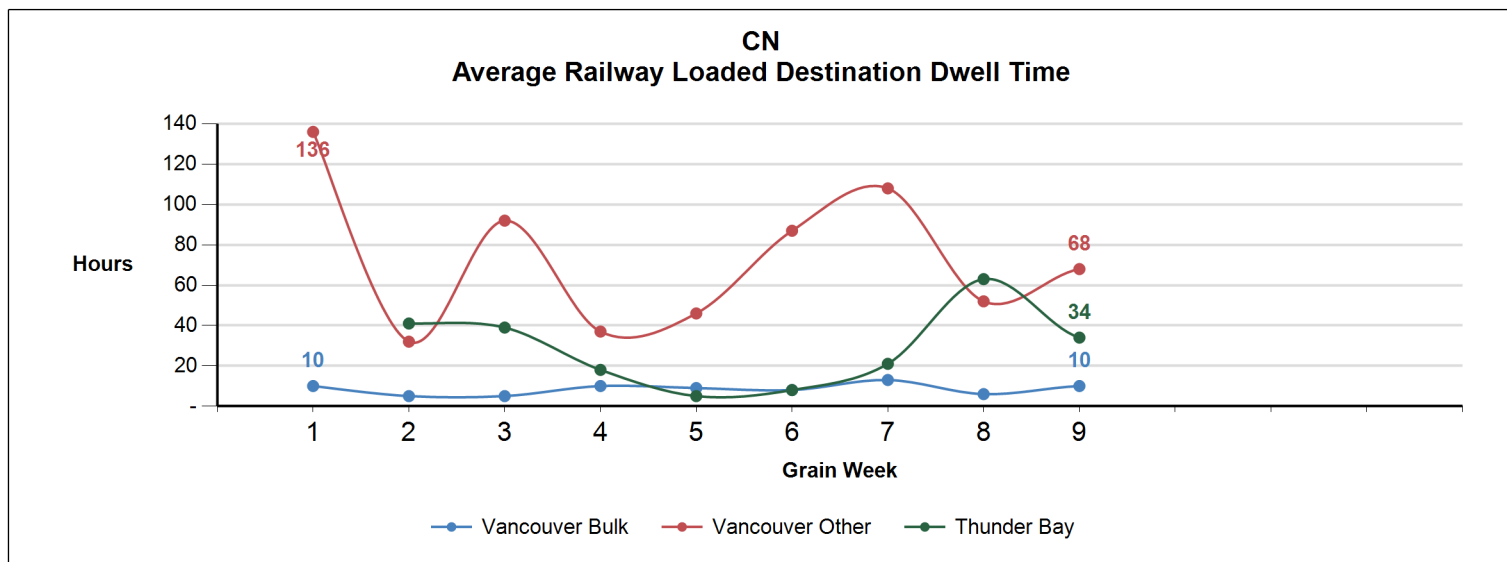
## Origin Dwell Performance





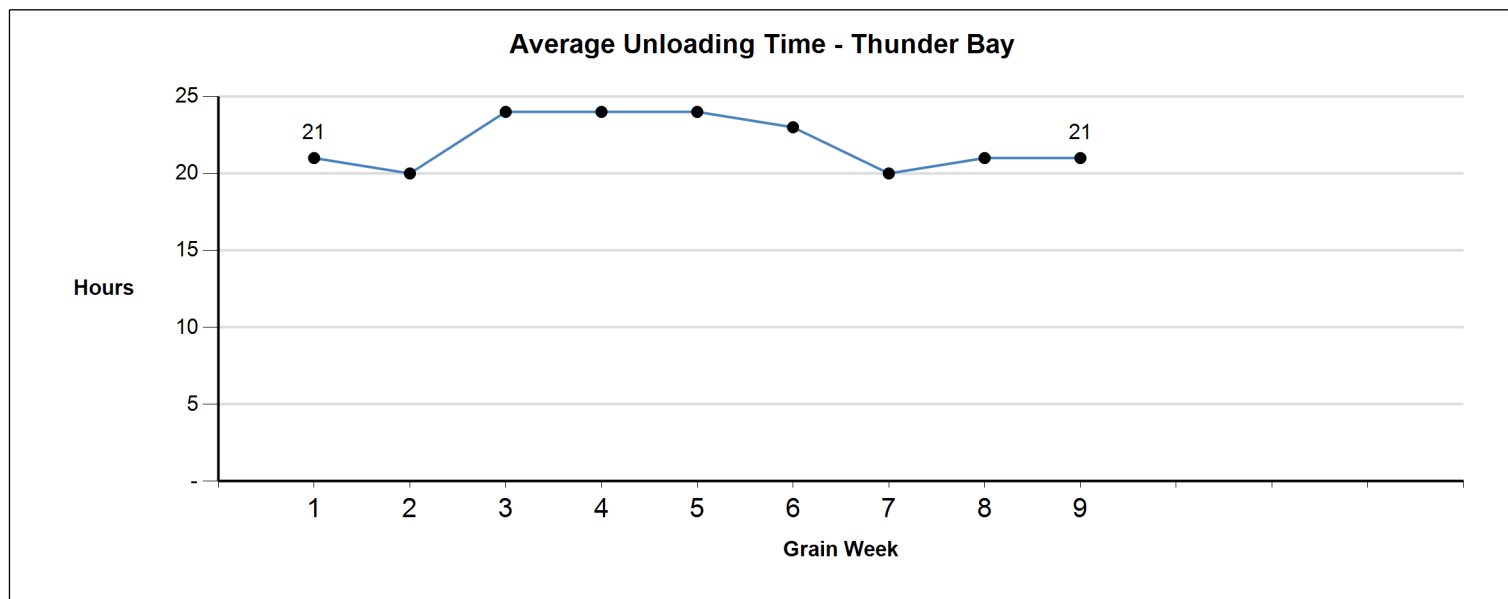
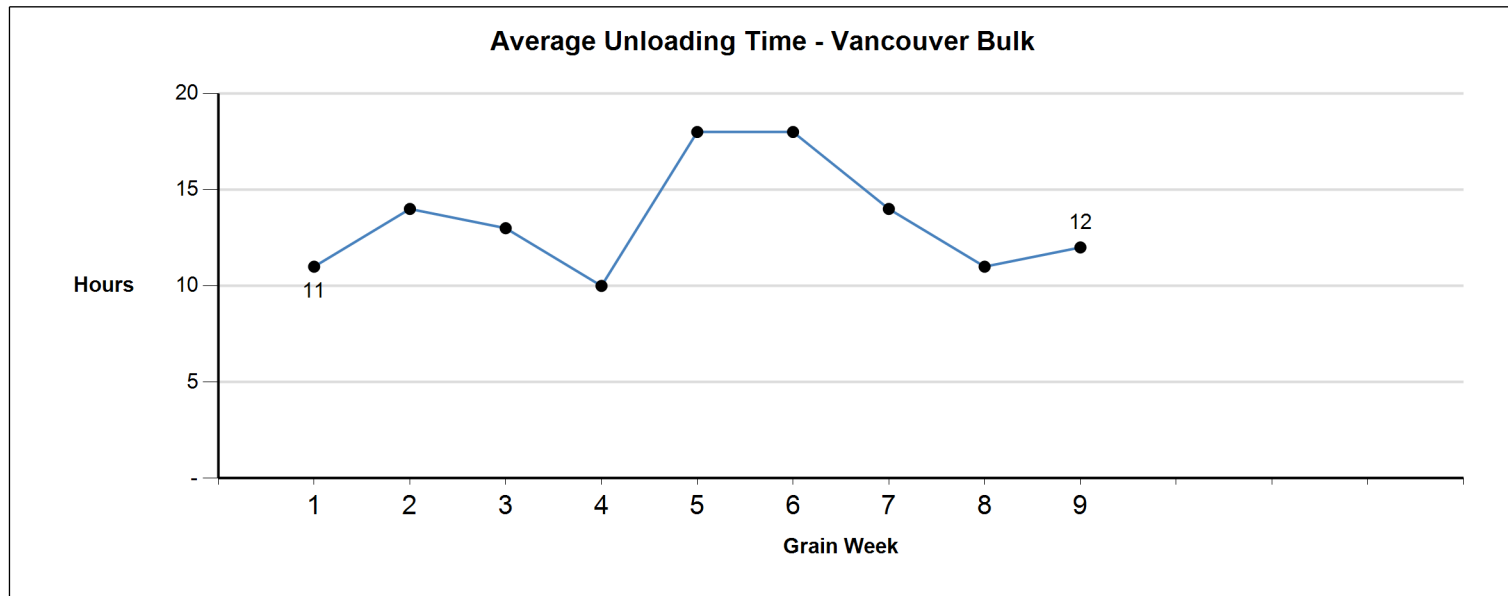


## Destination Dwell Performance





### 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.