

Week 10 Performance

CN and CP supplied a combined 85% of hopper cars ordered in grain week 10, a modest increase from last week's 83% order fulfillment performance. The slight improvement in overall performance reflects a significant improvement in performance for CN largely offset by a notable decline in performance for CP. In supplying 86% of hopper cars ordered on time in week 10, CN saw performance improve materially from the 69% order fulfillment performance they posted in week 9. CN performance remains below the 90% performance threshold this week for the sixth consecutive week and for the seventh time in the last eight weeks. On the heels of a significant improvement a week ago CP order fulfillment performance saw a notable decline this week with the railway supplying 84% of shipper orders in week 10 as compared to 97% order fulfillment performance in week 9. CP performance once again falls below the 90% threshold this week for the second time in the last three weeks.

In week 10, CN performance improved or remained the same in 4 of 4 corridors relative to last week with the most significant improvement seen in the Vancouver Bulk and Thunder Bay corridors as might have been expected given that these two corridors were the principal source of failure in week 9 that led to CN's worst performance of the year. For the Vancouver Bulk corridor - CN's most important by volume - the railway supplied 86% of roughly 2,900 cars ordered by shippers in week 10 as compared to 63% the prior week. While remaining below the level desired by shippers it is a vast improvement over the prior week and returns CN to roughly the average weekly performance level we have seen for this corridor this year. The Thunder Bay corridor also saw a significant improvement in performance this week with CN supplying 87% of the 820 cars ordered in week 10 as compared to 75% order fulfillment performance a week ago. Performance in the Prince Rupert corridor held steady week over week with CN once again supplying 83% of the 700+ cars ordered.

CP performance improved or remained the same in 3 of 5 corridors this week relative to last week with improved performance seen in all corridors other than the Vancouver Bulk and Thunder Bay corridors - CP's two most important by volume. For the Vancouver Bulk corridor CP performance fell to 86% in week 10, down from near perfect performance (99%) a week ago. A similar story for Thunder Bay, only worse, with CP supplying only 74% of shipper orders this week, down from 100% order fulfillment performance a week ago. These two corridors at more than 5,000 cars combined represented 90% of total CP demand in week 10 and as such were the principal drag on overall performance. Performance in the Vancouver Other corridor was also poor this week with the railway supplying only 79% of shipper orders - although that was actually an improvement from the 67% order fulfillment performance in this corridor in week 9.

Empty car spotting improved this week with CN and CP combined spotting more than 10,000 cars - 15% higher than the prior week and the highest level seen so far this year. While the week over week increase in empty car spotting nearly doubled the increase in demand (+8%) the fact the two railways were carrying in more than 1,600 outstanding orders from the prior week set a bar too high resulting in both railways heading into week 11 with outstanding orders. CN was the driver of improved car spotting this week with the railway spotting more than 5,000 cars for the first time this year, an increase of 34% from the prior week. CP saw car spotting essentially remain at the same levels as the prior week with the railway spotting 5,000+ cars for the second straight week (+1%). Unfortunately CP saw an 18% jump in demand this week which when you factor in the 250+ outstanding orders on the books from the prior week led to a significant shortfall.

CN and CP combined will enter week 11 with a total of 715 outstanding orders representing a 58% improvement from the 1,686 outstanding orders coming into the week. We would note that the reduction in outstanding order counts is in part attributable to the fact that the two railways combined rationed more than 800 shipper orders. Barring that action by the railways outstanding order counts would be pretty much where they were a week ago.

CN

- CN supplied 86% of hopper cars ordered for week 10, a significant improvement from the 69% order fulfillment performance seen in week 9.
- For week 10 CN supplied 3,884 of 4,503 cars ordered, failing to supply 619 cars ordered.
- During week 10, CN supplied a total of 5,166 hopper cars including 1,318 for previously outstanding orders. (see table page 3).
- CN's performance across individual shippers was vastly improved this week with all shippers receiving 77% or more of cars ordered.
- Week 10 demand, at 4,503 cars was marginally lower (-2%) lower than the prior week.
- Preliminary data indicate that demand will increase 8% in week 11 to about 4,800 cars and then decline 12% in week 12 to less than 4,300 cars.
- Heading into week 11 CN has 255 outstanding orders a significant improvement from the 1,434 outstanding orders coming into week 10.

CP



- CP fulfilled 84% of hopper car orders for week 10, a significant decline from the 97% order fulfillment performance seen the prior week.
- For week 10, CP supplied 4,671 of 5,594 cars ordered, failing to supply 923 cars ordered.
- During week 10, CP supplied a total of 5,063 hoppers including 233 for previously outstanding orders. (see table page 3).
- CP's performance across individual shippers was poor to say the least with 44% of shippers receiving 90% or more of cars ordered while the remaining 56% of shippers saw order fulfillment rates of 20 - 77%.
- At 5,594 cars ordered in week 10 shipper demand was 18% higher than the prior week and the highest one week demand seen so far this year.
- Preliminary data indicate that demand will increase 4% to 5,800 cars in week 11 and then decline to approximately 5,300 cars in week 12. As always readers are cautioned that forward looking estimates of CP demand can change significantly due to the planning of Dedicated Trains by individual shippers.
- Heading into week 11 CP has 460 outstanding orders as compared to 252 coming into week 10.

Railway Hopper Car Rationing/Cancellations

CN

- CN cancelled 416 hopper car orders in week 10, by far the most we have seen so far this year.
- Preliminary data indicate that we will continue to see order rationing by CN in weeks 11 and 12.
- Through the first 10 weeks of the grain year CN has rationed 526 orders as compared to 1,167 for the same period last year.
- Year to date CN has rationed orders as follows:
 - Vancouver Bulk - 316
 - Thunder Bay - 100
 - Prince Rupert - 108
 - Vancouver Other - 2

CP

- CP cancelled 391 hopper car orders in week 10.
- Preliminary data do not at this time indicate that any order rationing is occurring in weeks 11 and 12.
- Through the first 10 weeks of the grain year CP has rationed 823 orders as compared to 1,155 for the same period last year.
- Year to date CP has rationed orders as follows:
 - Vancouver Bulk - 720
 - Thunder Bay - 103



Performance Dashboard

Hopper Car Demand

	Week 10			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	4,503	5,033	(530)	34,219	3,421	31,143	3,114	3,076	307
CP	5,594	5,940	(346)	38,687	3,868	42,478	4,247	(3,791)	(379)
Total	10,097	10,973	(876)	72,906	7,289	73,621	7,361	(715)	(72)

Cars Shipped

Railway	Corridor	Week 10	YTD
CN	N.A. Domestic	73	1,514
	Prince Rupert	608	2,357
	Thunder Bay	816	7,593
	Vancouver	3,512	20,772
Total		5,009	32,236
CP	N.A. Domestic	565	3,192
	Thunder Bay	999	11,125
	Vancouver	3,276	21,982
Total		4,840	36,299

Empty Hopper Cars Supplied - Week 10 (All Want Weeks)

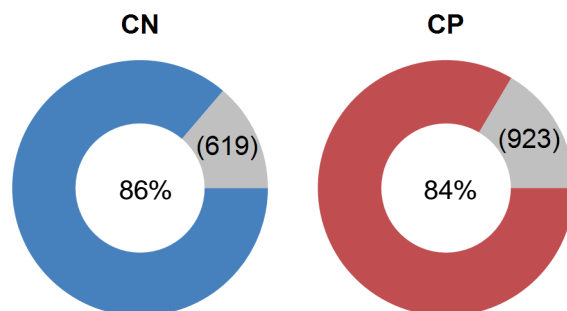
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	3,848	4,352	1,318			59	5,166	4,411
CP	4,666	4,794	233	1,274	164	53	5,063	6,121
Total	8,514	9,146	1,551	1,274	164	112	10,229	10,532

Supplied by Block Size

Block Size	Week 10			Year to Date		
	CN	CP	Total	CN	CP	Total
1	0%	3%	2%	2%	3%	3%
25	1%	2%	2%	4%	2%	3%
50	5%	3%	4%	3%	3%	3%
100	93%	92%	93%	91%	92%	92%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	4,503	5,594	10,097
Current Week Order Fulfillment			
Supplied in Current Week	3,848	4,666	8,514
Supplied Early	36	5	41
Total Cars Supplied for Want Week	3,884	4,671	8,555
Current Week Unfulfilled Demand	(619)	(923)	(1,542)
% Current Week Orders Supplied	86%	84%	85%



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

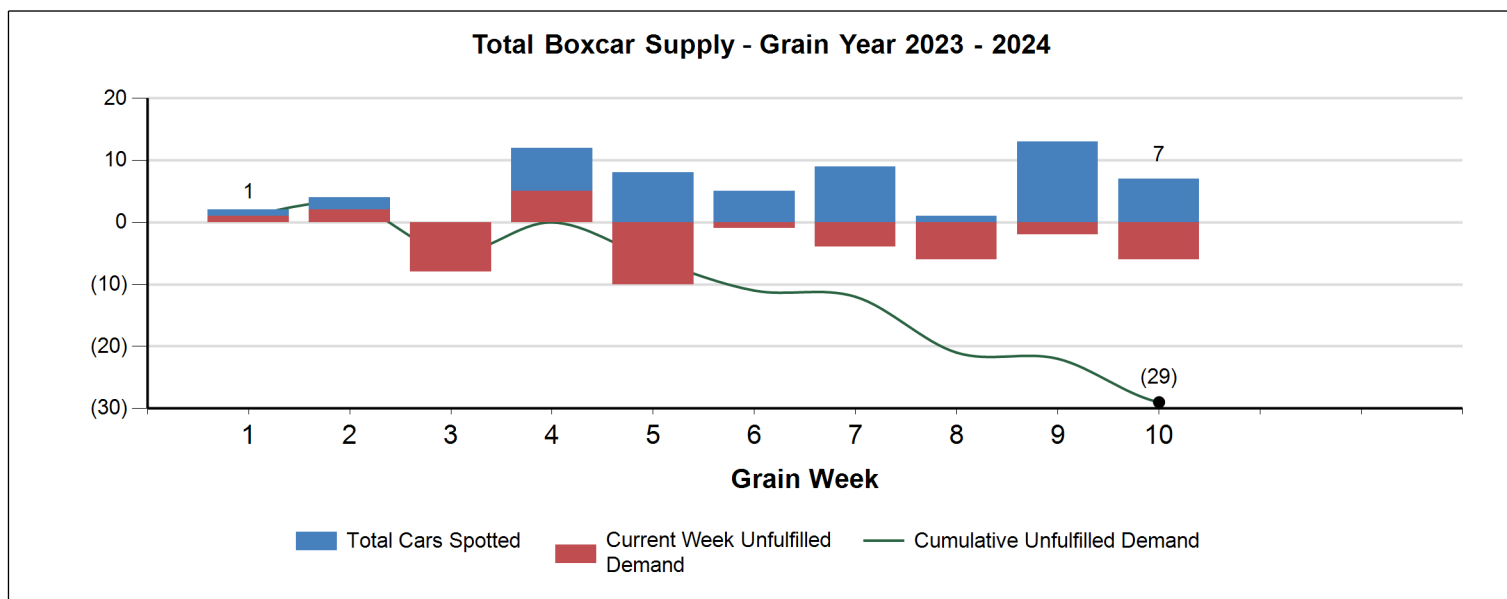
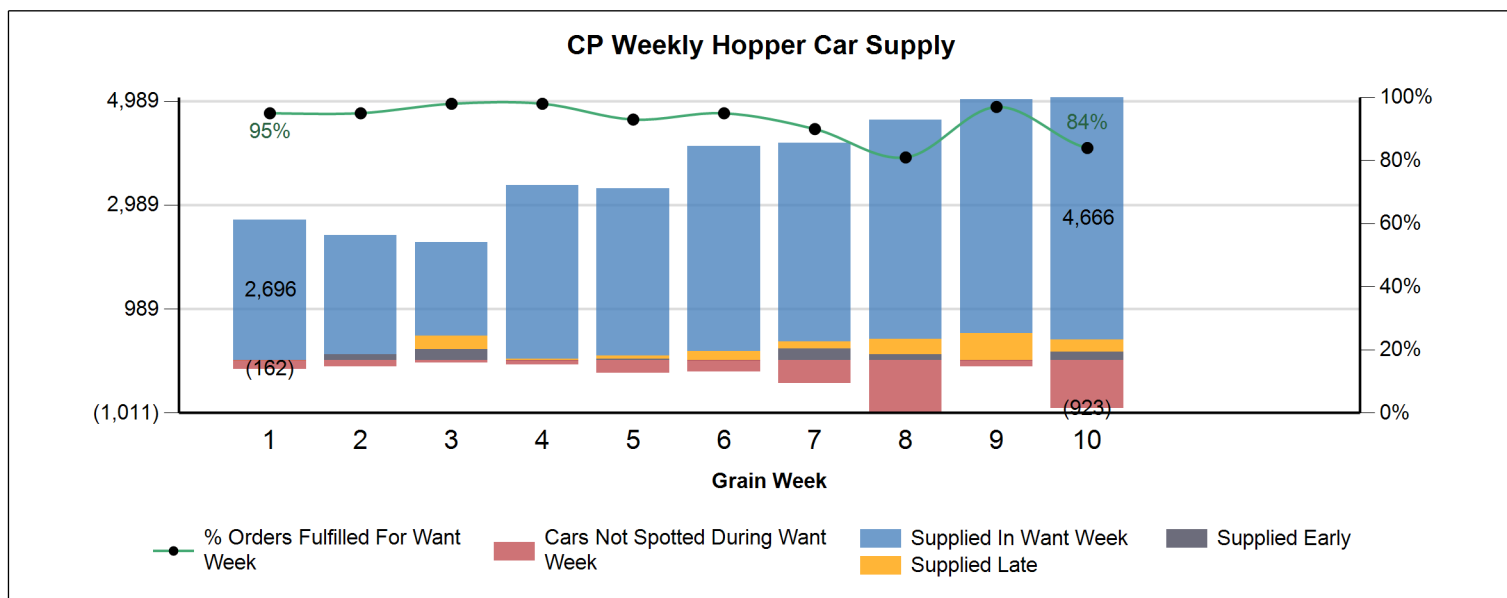
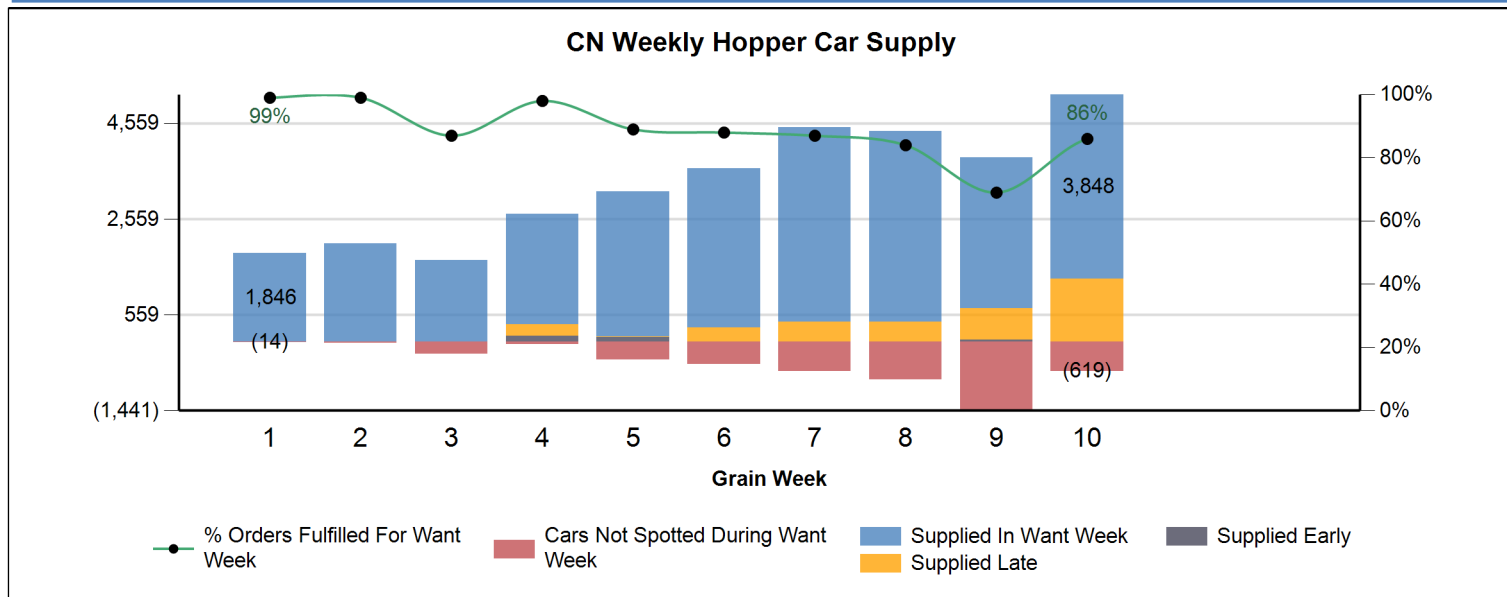
	Week 10		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	19	23	24	19
CP	21	16	38	28

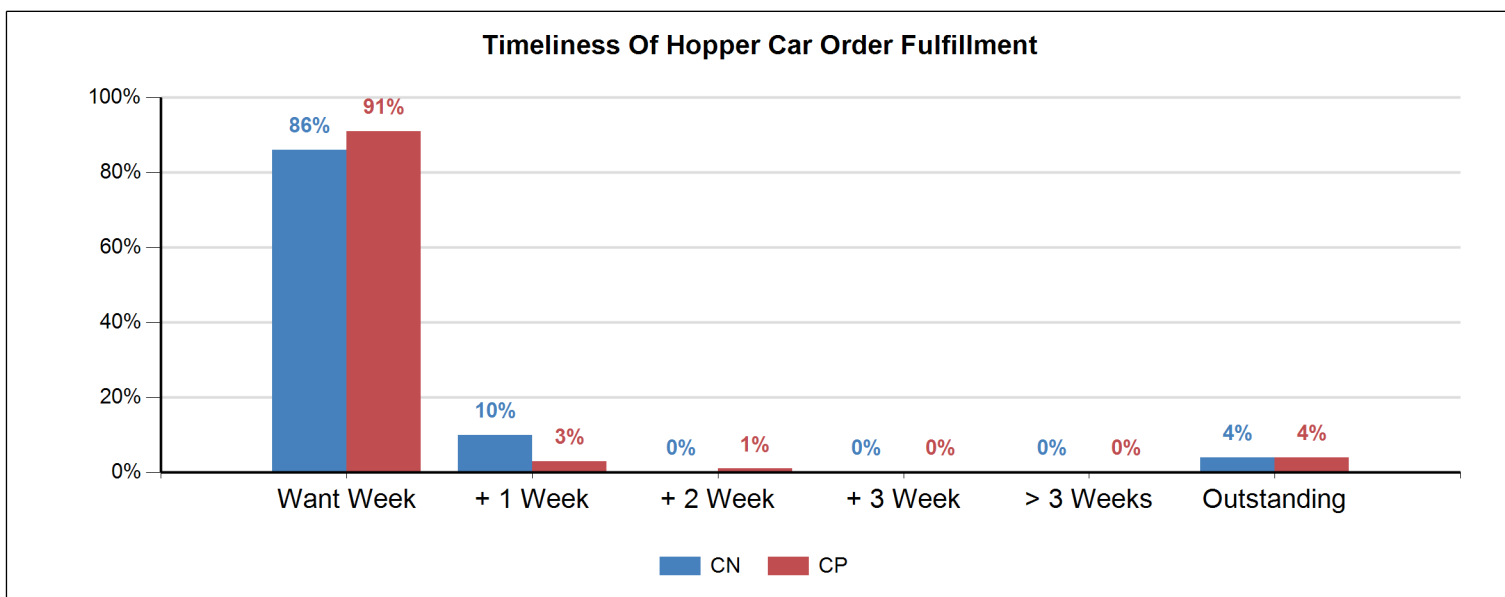
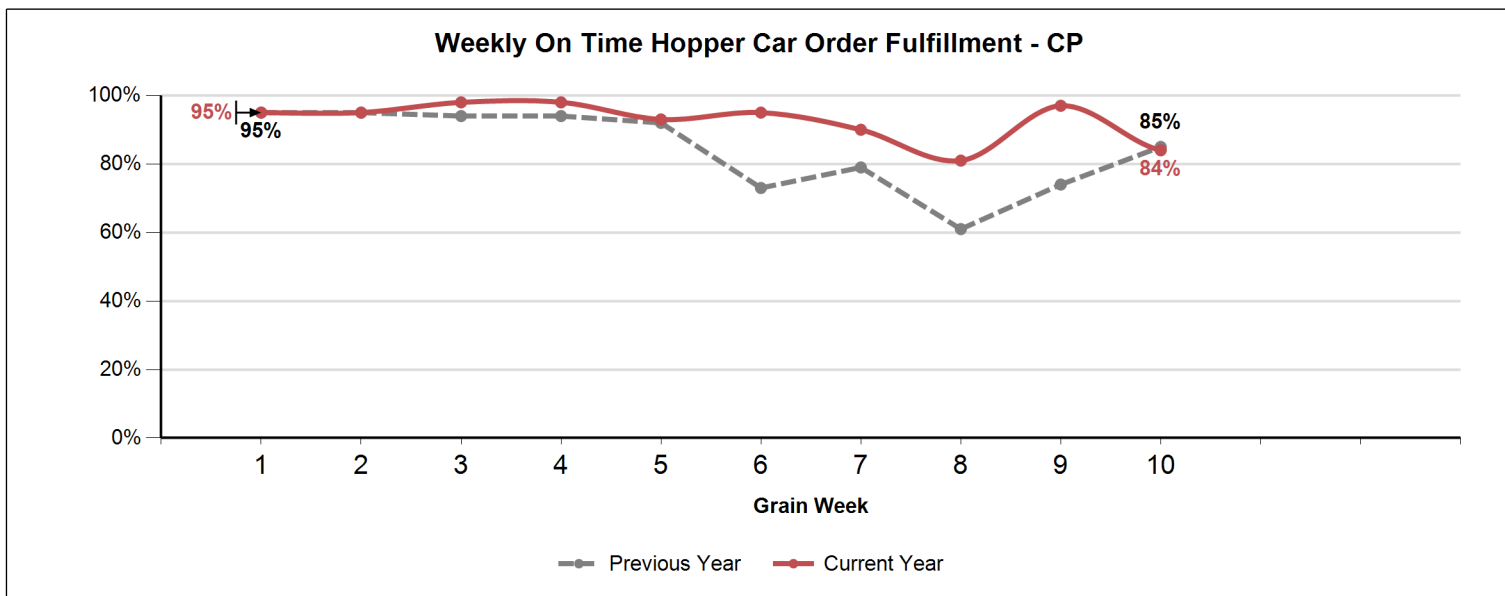
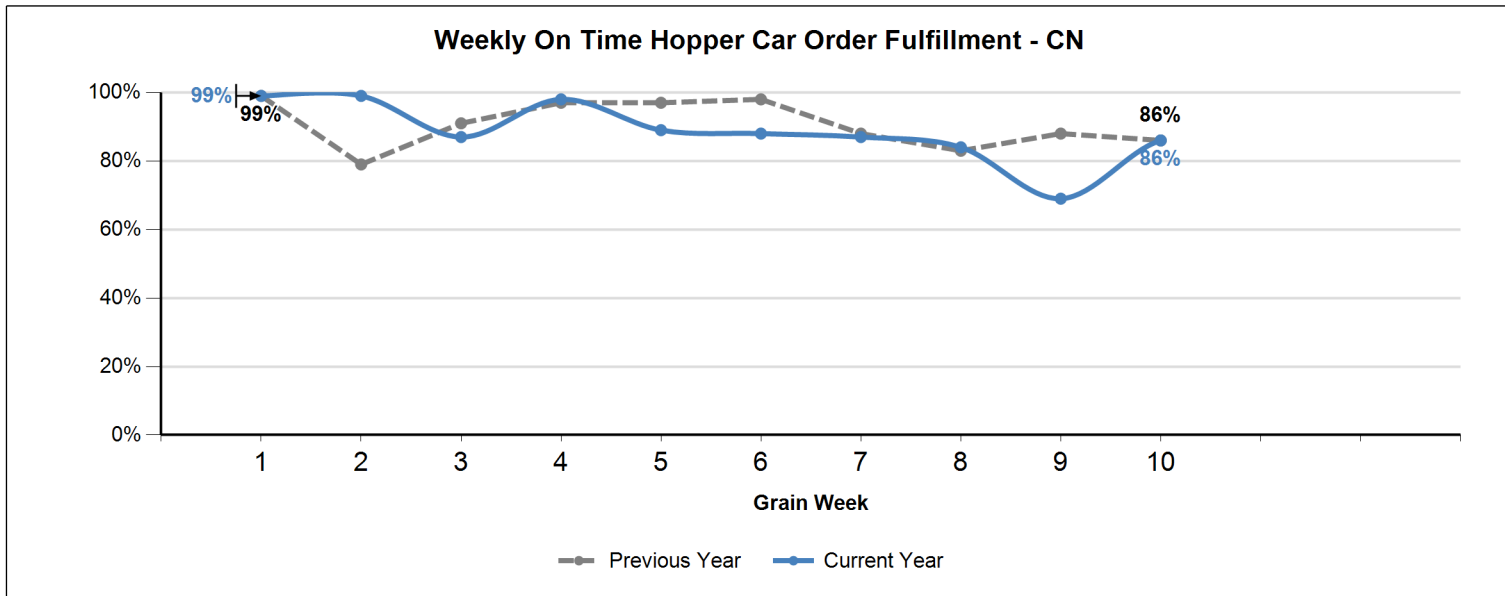
Dwell Time (Hours) at Destination (All Traffic)

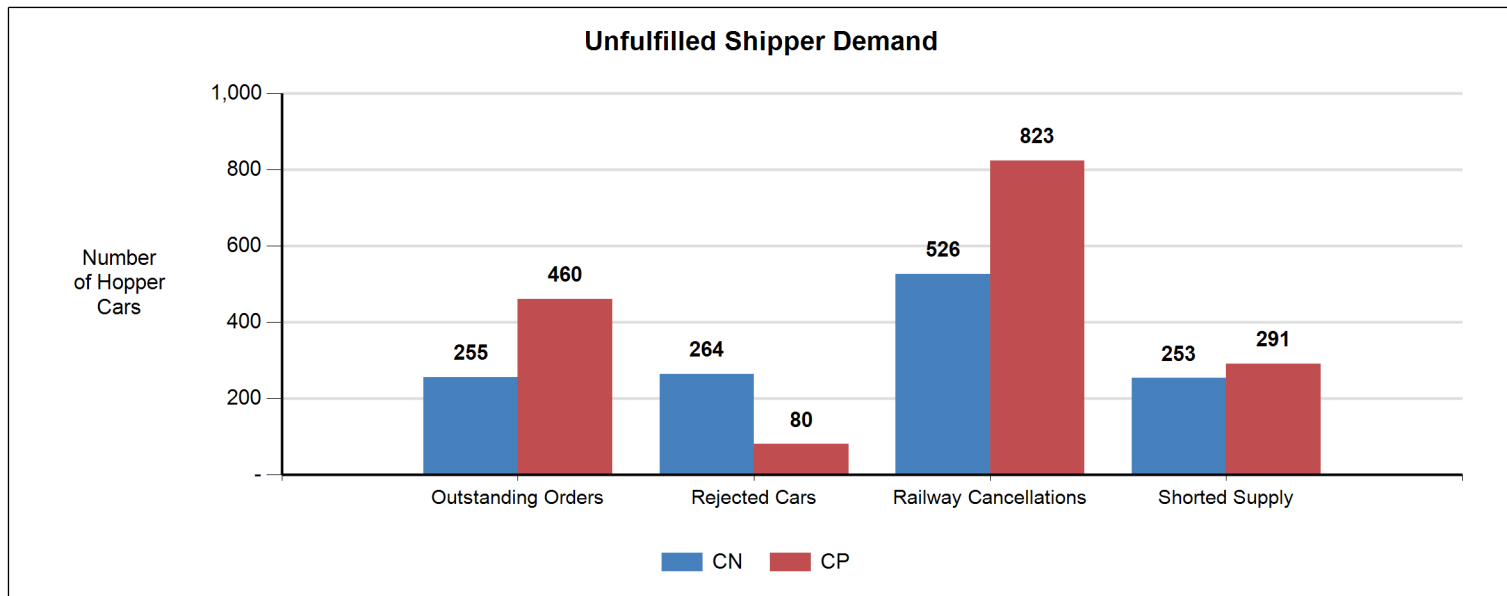
		Week 10		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	8	15	9	10
	CP	13	14	16	13
Thunder Bay	CN	43	83	44	42
	CP	64	34	41	48



Weekly Performance Update - To Grain Week 20232024 - 10 (Oct 1 - Oct 8)
Covering 90% of grain movement originating in Western Canada







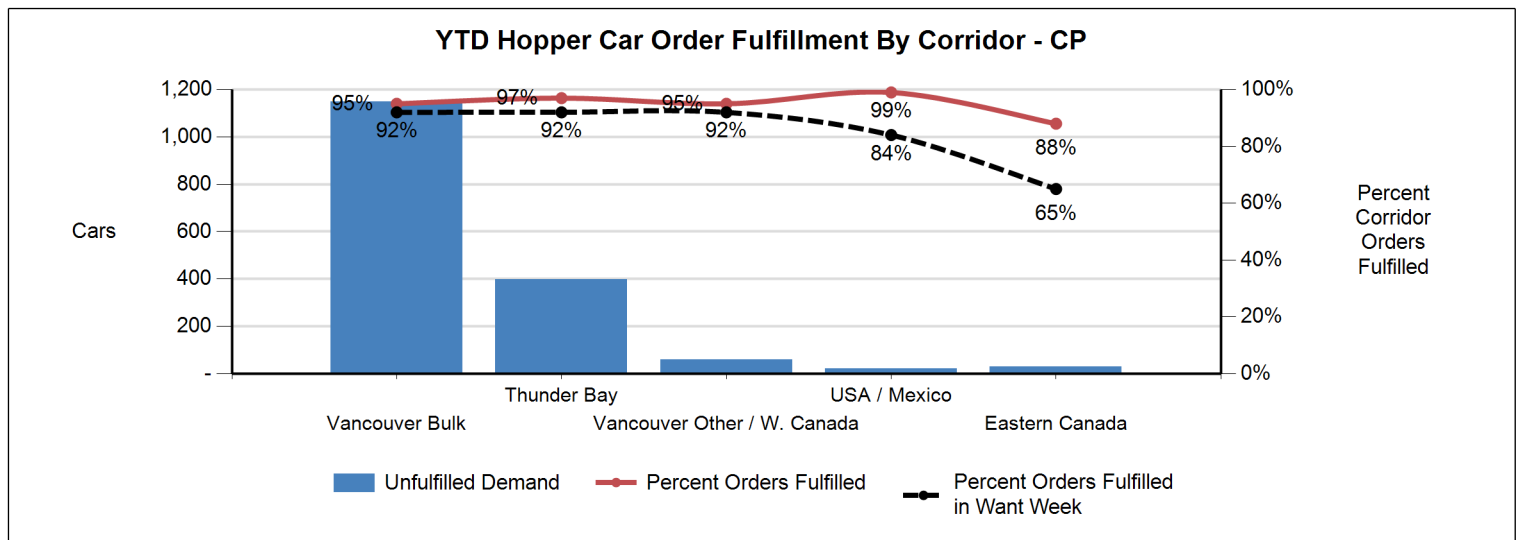
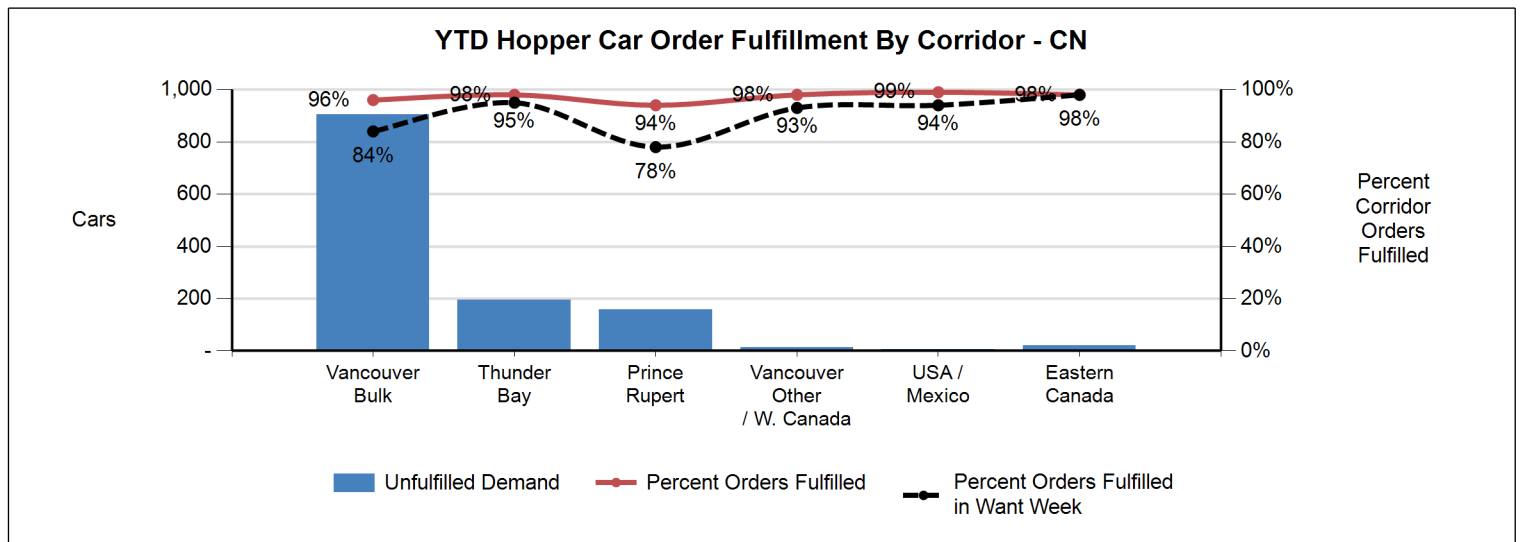
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 10

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	21,589	20,685	(904)	96%
	Thunder Bay	7,928	7,733	(195)	98%
	Prince Rupert	2,614	2,456	(158)	94%
	Vancouver Other / W. Canada	579	565	(14)	98%
	USA / Mexico	523	516	(7)	99%
	Eastern Canada	986	966	(20)	98%
Total		34,219	32,921	(1,298)	96%
CP	Vancouver Bulk	23,086	21,937	(1,149)	95%
	Thunder Bay	11,642	11,245	(397)	97%
	Vancouver Other / W. Canada	1,263	1,205	(58)	95%
	USA / Mexico	2,448	2,427	(21)	99%
	Eastern Canada	248	219	(29)	88%
Total		38,687	37,033	(1,654)	96%

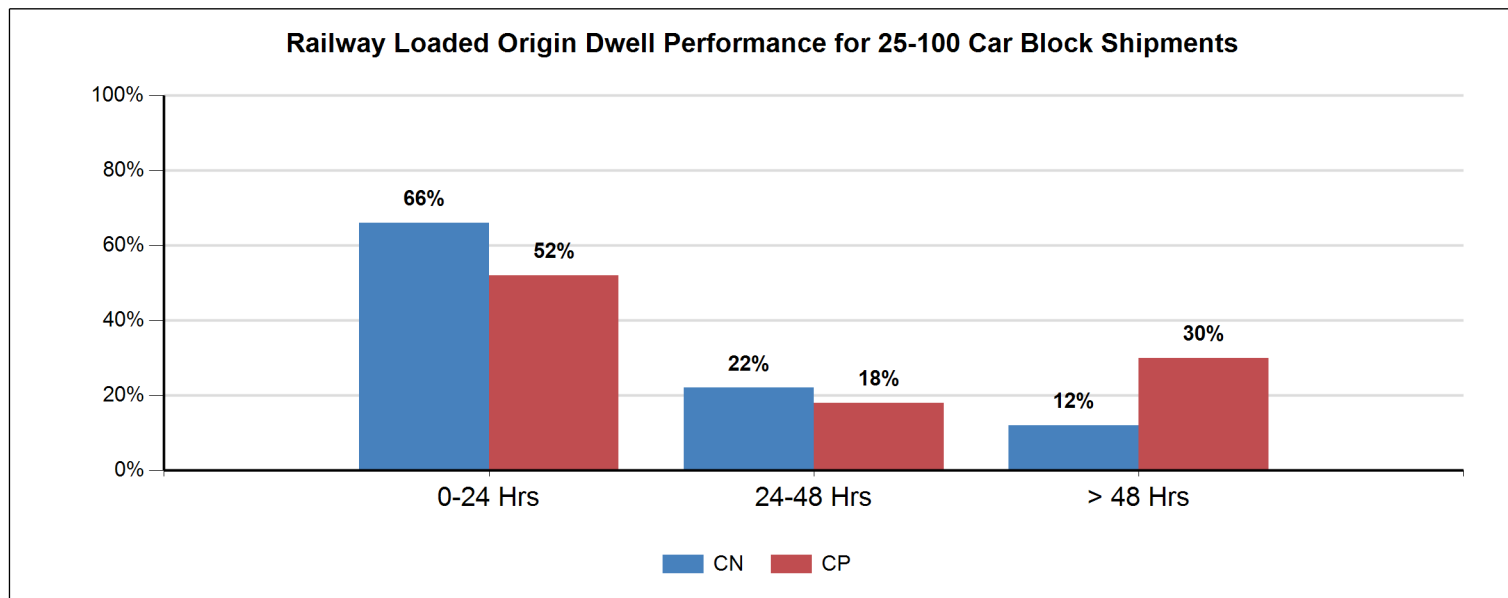
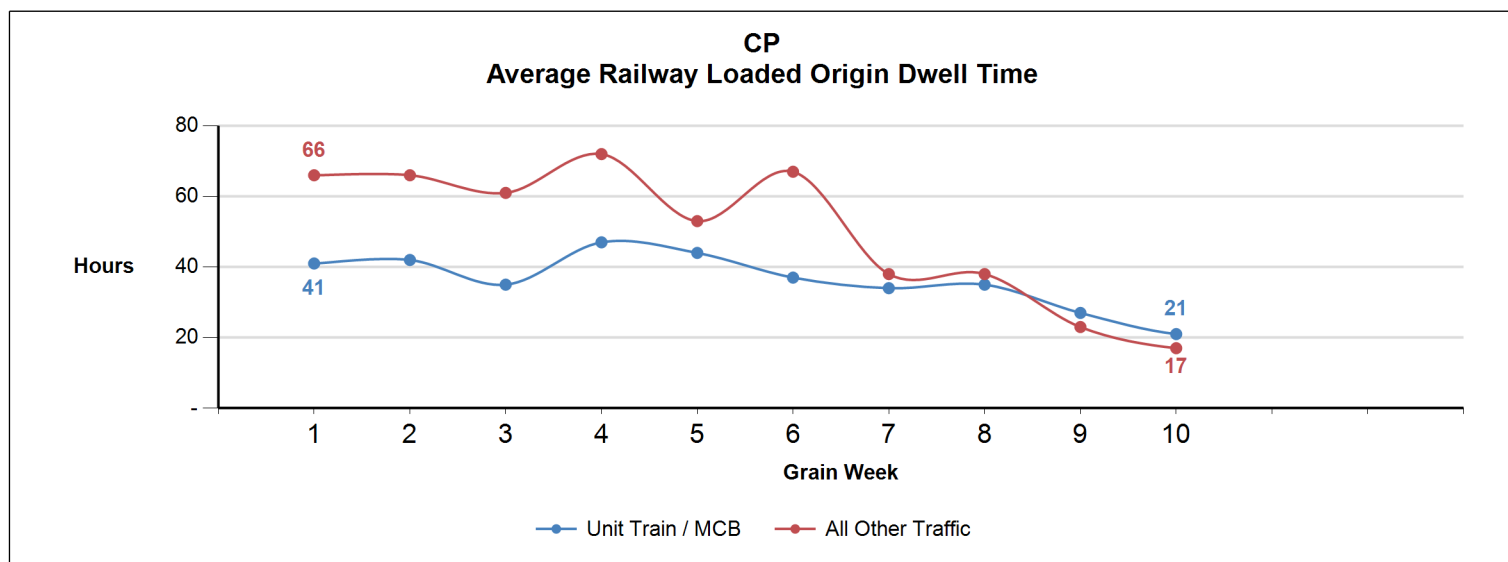
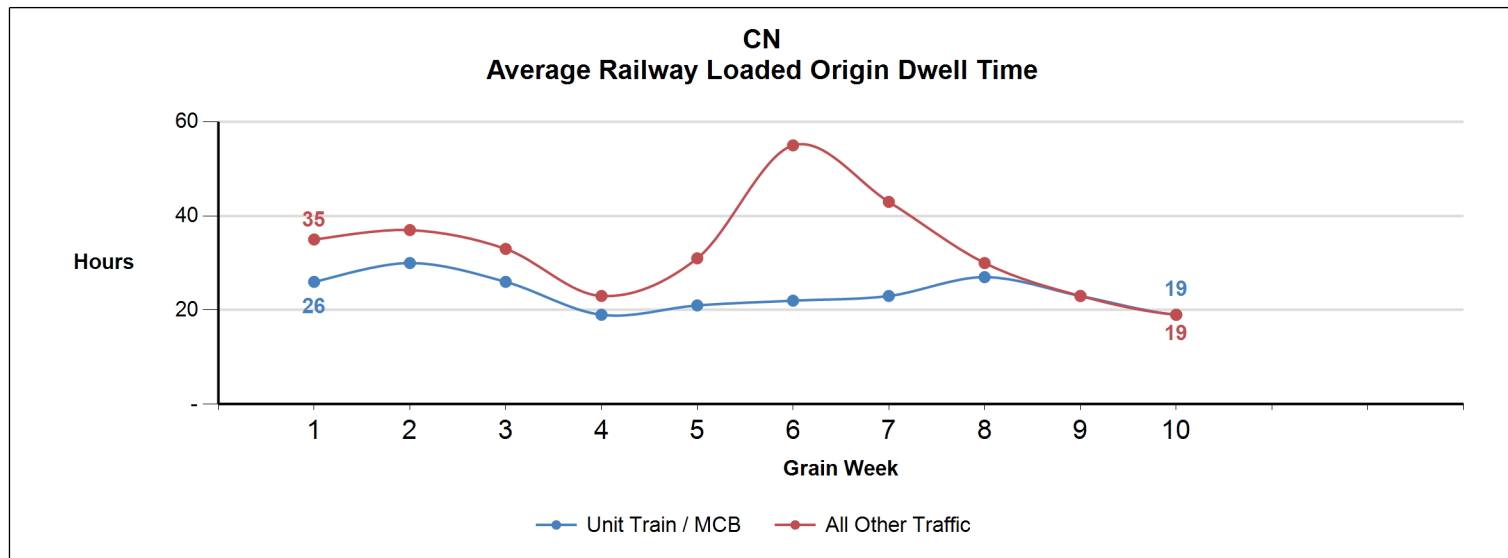
Hopper Cars Supplied in the Want Week by Corridor - To Week 10

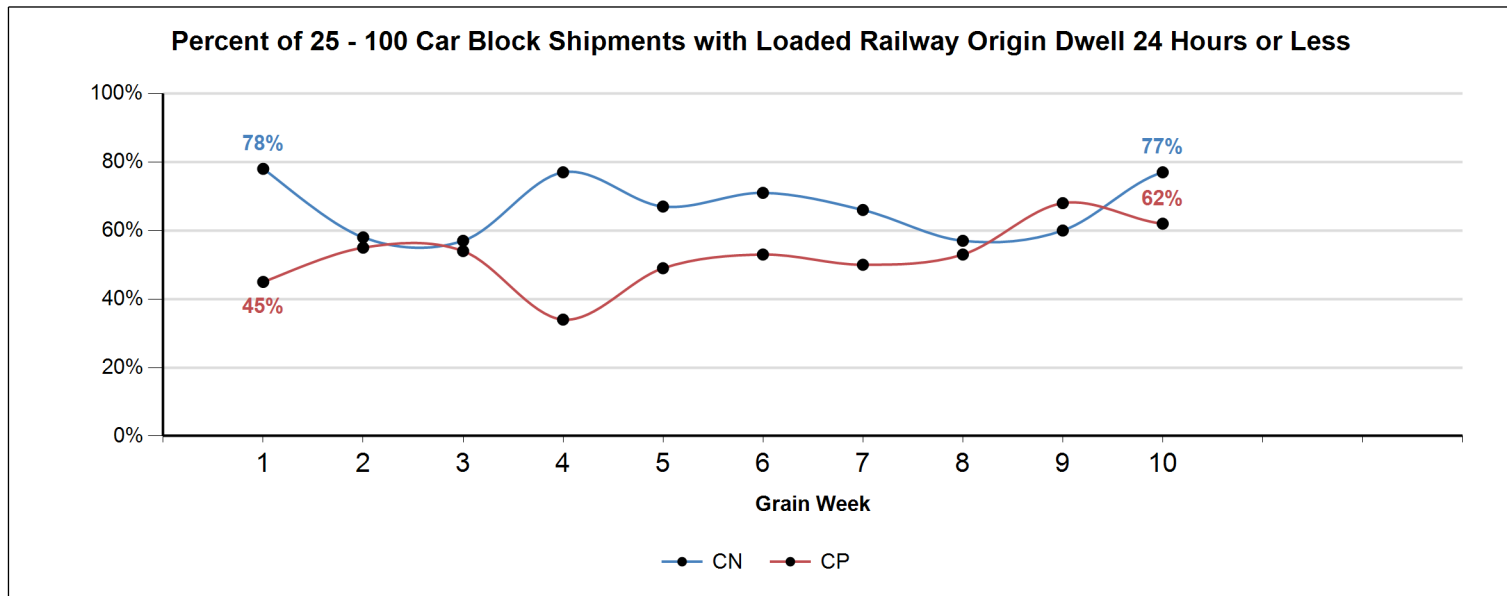
Railway	Corridor	Week 10			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,884	2,493	86%	21,589	18,036	84%
	Thunder Bay	820	715	87%	7,928	7,495	95%
	Prince Rupert	723	603	83%	2,614	2,041	78%
	Vancouver Other / W. Canada				579	540	93%
	USA / Mexico	25	23	92%	523	491	94%
	Eastern Canada	51	50	98%	986	966	98%
	CN Total		4,503	3,884	86%	34,219	29,569
CP	Vancouver Bulk	3,726	3,197	86%	23,086	21,233	92%
	Thunder Bay	1,371	1,012	74%	11,642	10,740	92%
	Vancouver Other / W. Canada	163	129	79%	1,263	1,156	92%
	USA / Mexico	324	323	100%	2,448	2,048	84%
	Eastern Canada	10	10	100%	248	160	65%
	CP Total		5,594	4,671	84%	38,687	35,337



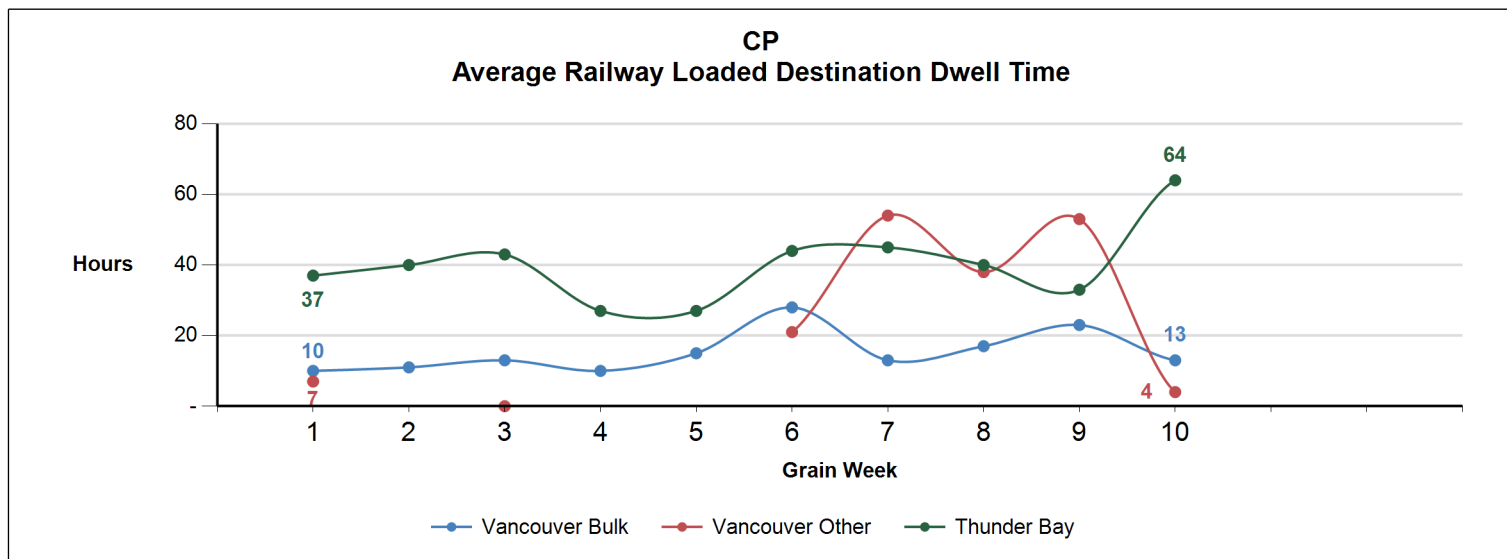
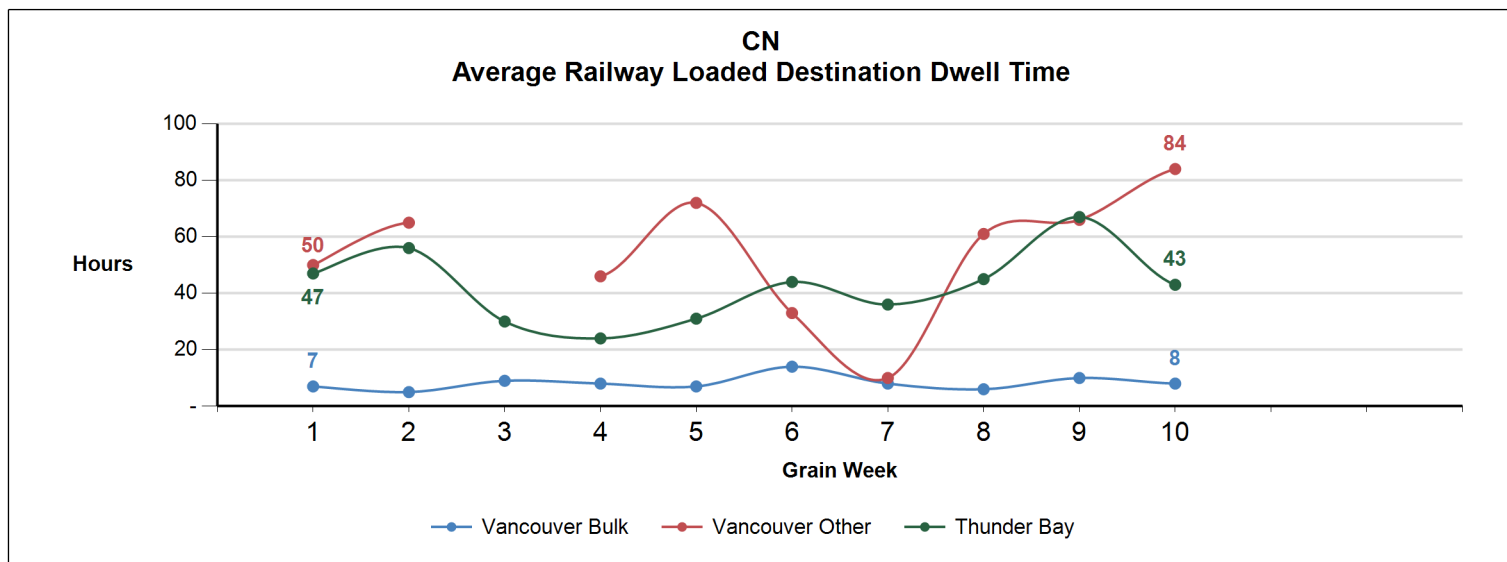


Origin Dwell Performance



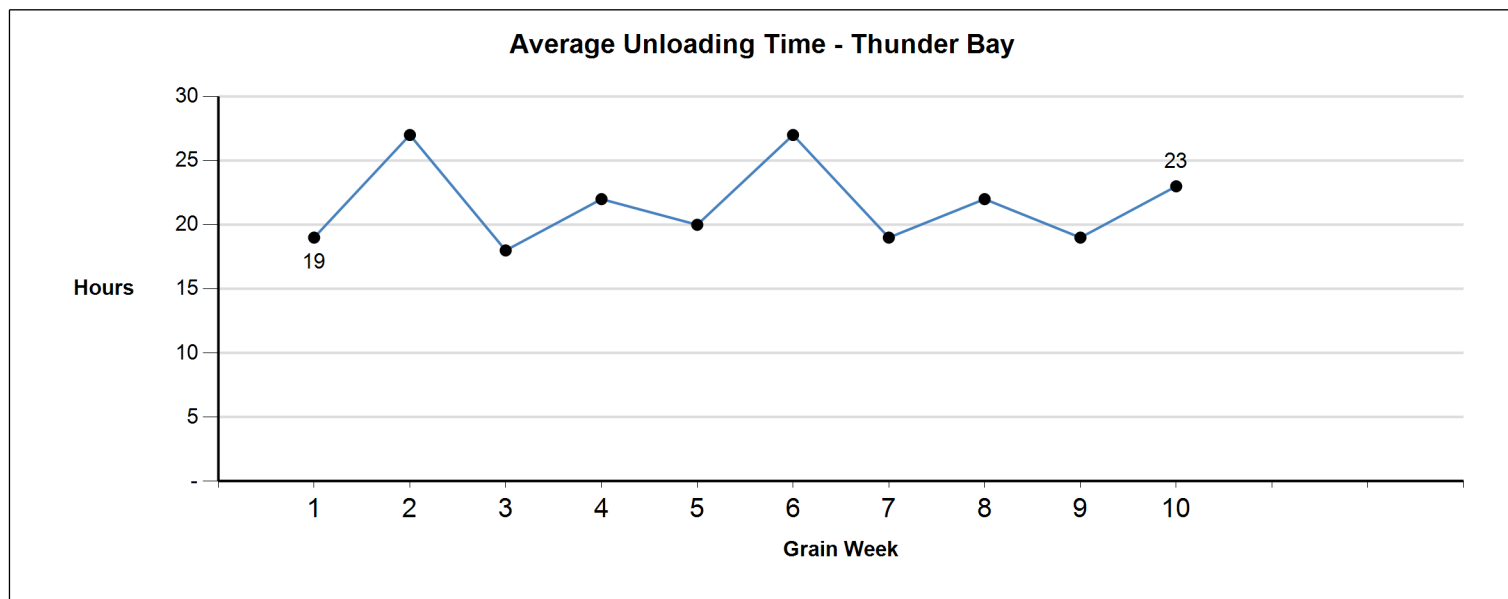
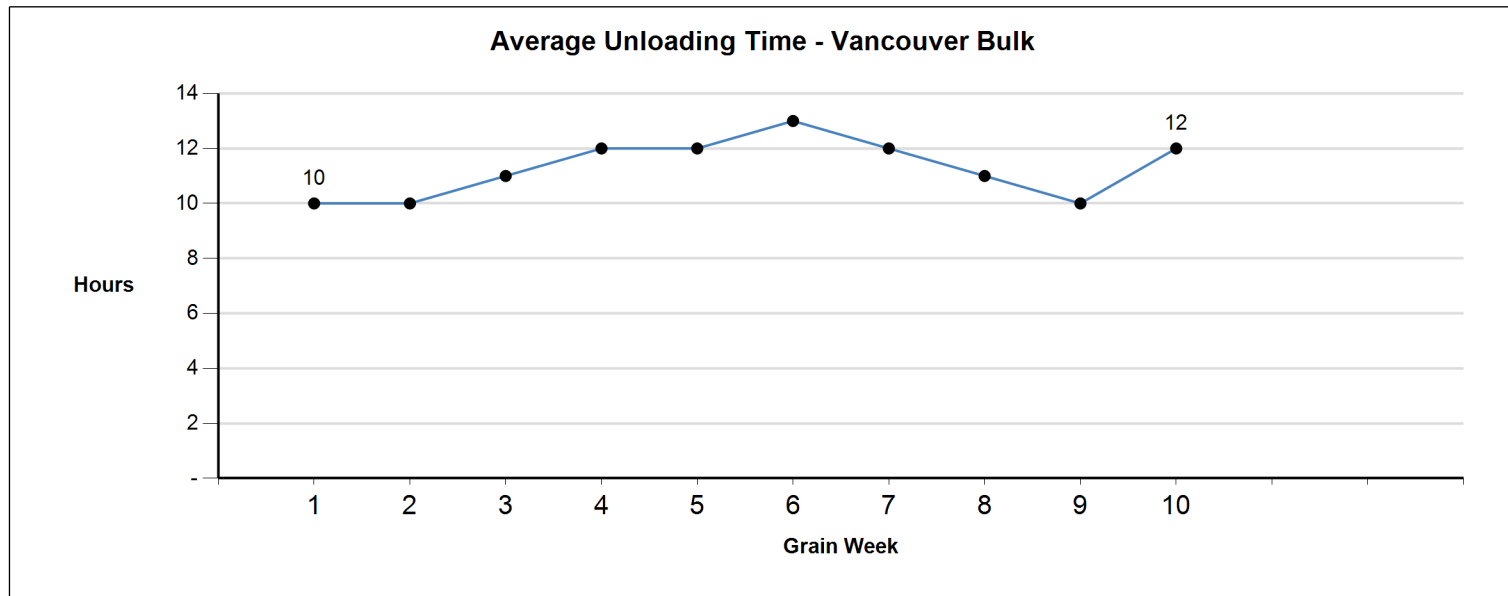


Destination Dwell Performance





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.