

## Week 15 Performance

CN and CP supplied a combined 90% of hopper cars ordered in grain week 15, a decline from the performance seen a week ago. The decline in performance this week reflects worse performance for each of CN and CP, although more notably CN. In supplying only 84% of cars ordered by shippers in week 15 CN saw performance decline notably from the 91% order fulfillment performance they posted in week 14. CN performance falls below the 90% performance threshold this week for the first time in three weeks. CP performance saw a modest dip with the railway supplying 96% of shipper orders in week 15 as compared to the 98% order fulfillment performance in week 14. CP performance remains above the 90% threshold for the fourth consecutive week.

In week 15, CN performance improved or remained the same in 3 of 6 corridors relative to last week with performance declines seen in the Vancouver Bulk, Thunder Bay and Eastern Canada corridors. For Thunder Bay the decline in performance was modest with the railway supplying 98% of cars ordered as compared to 99% a week ago. The most notable declines in performance this week were seen in the Vancouver Bulk and Eastern Canada corridors. For Vancouver - CN's most important by volume and which accounted for 56% of total shipper orders this week - CN supplied only 78% of the more than 1,900 cars ordered by shippers. Nearly all of the cars CN failed to supply in this corridor were the result of orders cancelled by the railway. The Eastern Canada corridor, where CN supplied only 33% of cars ordered, saw the worst performance of the week albeit on relatively low demand with only slightly more than 150 total cars ordered by shippers. In all other corridors CN performance was good and consistent with the railway supplying 98% or more of cars ordered.

CP performance improved or remained the same in 4 of 5 corridors this week relative to last week. The only corridor to see a decline in performance this week was the Thunder Bay corridor where CP supplied 88% of cars ordered, down from the 99% order fulfillment performance for this corridor last week. Like CN, order rationing was the underlying reason for the decline in performance in this instance. For all other corridors CP performance was near perfect with the railway supplying 99% or more of cars ordered.

Empty car spotting declined for a second straight week with CN and CP combined spotting only slightly more than 7,000 total cars, some 14% less than the roughly 8,100 cars spotted the prior week and the lowest level of empty car spotting seen since week 5 in August. Overall the decline in car spotting was consistent with a 12% decline in system demand. While car spotting declined for both railways this week it was more notable for CN which saw car spotting decline 18% as compared to the prior week with the railway spotting a little over 3,300 cars. While this was only slightly less than demand (3,478 cars) the railway was also carrying in 300+ outstanding orders from the prior week making effective demand that much higher. By virtue of cancelling more than 400 shipper orders this week CN heads into week 16 with only 102 outstanding orders. For CP, car spotting declined 10% week over week with the railway spotting a little over 3,700 cars this week. This was generally consistent with a 7% decline in shipper demand. CP, by virtue of some order rationing to Thunder Bay, comes out of week 15 with no outstanding orders for a second consecutive week.

CN and CP combined will enter week 16 with a total of 102 outstanding orders - all to the account of CN - an improvement from the 310 outstanding orders coming into the week.

### CN

- CN supplied 84% of hopper cars ordered for week 15, a decline from the 91% order fulfillment performance seen in week 14.
- For week 15 CN supplied 2,926 of 3,478 cars ordered, failing to supply 552 cars ordered.
- During week 15, CN supplied a total of 3,336 hopper cars including 307 for previously outstanding orders. (see table page 3).
- CN's performance across individual shippers was somewhat of a mixed bag with 83% of shippers receiving 91% or more of cars ordered with the remainder seeing order fulfillment below 60%.
- Week 15 demand, at 3,478 cars was 17% lower than the prior week and the lowest one week demand seen since week 5 in late August.
- Preliminary data indicate that demand will increase slightly to 3,600 cars in week 16 before retreating back to 3,200 cars in week 17.
- Heading into week 16 CN has 102 outstanding orders, an improvement from the 310 outstanding orders coming into week 15.

### CP

- CP fulfilled 96% of hopper car orders for week 15, a modest decline from the 98% order fulfillment performance seen the prior week.

- For week 15, CP supplied 3,716 of 3,891 cars ordered, failing to supply 175 cars ordered.
- During week 15, CP supplied a total of 3,716 hoppers. (see table page 3).
- CP's performance across individual shippers was very consistent once again this week with all shippers receiving 92% or more of cars ordered.
- At 3,891 cars ordered in week 15 shipper demand was 10% lower than the prior week and having declined for two consecutive weeks. This also represents the lowest one week demand seen for CP since week 5 in late August.
- Preliminary data indicate that demand will increase some 36% to 5,300 cars in week 16 and then decline 7% to 4,900 cars in week 17. 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 16 CP has no outstanding orders for the second consecutive week.

### **Railway Hopper Car Rationing/Cancellations**

#### **CN**

- CN cancelled 409 hopper car orders in week 15.
- Preliminary data does not indicate that any order rationing is occurring in weeks 16 or 17 although we often have limited visibility on this issue in advance of the week in question.
- Through the first 15 weeks of the grain year CN has rationed 1,342 orders as compared to 2,443 for the same period last year.
- Year to date CN has rationed orders as follows:
  - Vancouver Bulk - 1,132
  - Thunder Bay - 100
  - Prince Rupert - 108
  - Vancouver Other - 2

#### **CP**

- CP cancelled 144 hopper car orders in week 15.
- Preliminary data do not at this time indicate that any order rationing is occurring in weeks 16 and 17.
- Through the first 15 weeks of the grain year CP has rationed 1,433 orders as compared to 1,513 for the same period last year.
- Year to date CP has rationed orders as follows:
  - Vancouver Bulk - 898
  - Thunder Bay - 535

## Performance Dashboard

### Hopper Car Demand

	Week 15			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	3,478	4,426	(948)	55,098	3,673	57,550	3,836	(2,452)	(163)
CP	3,891	5,500	(1,609)	60,024	4,001	71,818	4,787	(11,794)	(786)
	7,369	9,926	(2,557)	115,122	7,674	129,368	8,623	(14,246)	(949)

### Cars Shipped

Railway	Corridor	Week 15	YTD
CN	N.A. Domestic	101	2,358
	Prince Rupert	790	5,907
	Thunder Bay	448	9,600
	Vancouver	2,019	34,890
	<b>Total</b>	<b>3,358</b>	<b>52,755</b>
CP	N.A. Domestic	282	4,894
	Thunder Bay	1,073	16,224
	Vancouver	2,390	36,763
	<b>Total</b>	<b>3,745</b>	<b>57,881</b>

### Empty Hopper Cars Supplied - Week 15 (All Want Weeks)

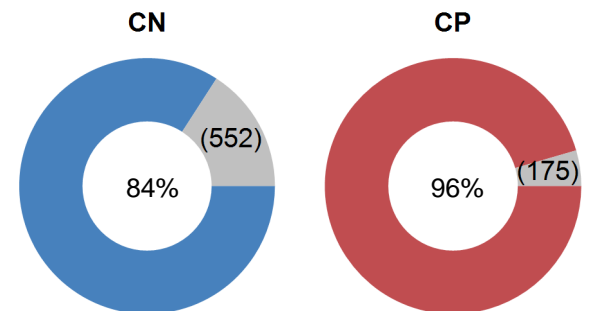
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,926	4,090	307	461	103	1	3,336	4,552
CP	3,716	4,378		590		122	3,716	5,090
	6,642	8,468	307	1,051	103	123	7,052	9,642

### Supplied by Block Size

Block Size	Week 15			Year to Date		
	CN	CP	Total	CN	CP	Total
1	0%	4%	2%	2%	3%	3%
25	3%	3%	3%	3%	2%	2%
50	4%	1%	3%	4%	3%	4%
100	92%	91%	92%	91%	92%	92%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,478	3,891	7,369
Current Week Order Fulfillment			
Supplied in Current Week	2,926	3,716	6,642
Supplied Early			
<b>Total Cars Supplied for Want Week</b>	<b>2,926</b>	<b>3,716</b>	<b>6,642</b>
Current Week Unfulfilled Demand	(552)	(175)	(727)
% Current Week Orders Supplied	84%	96%	90%



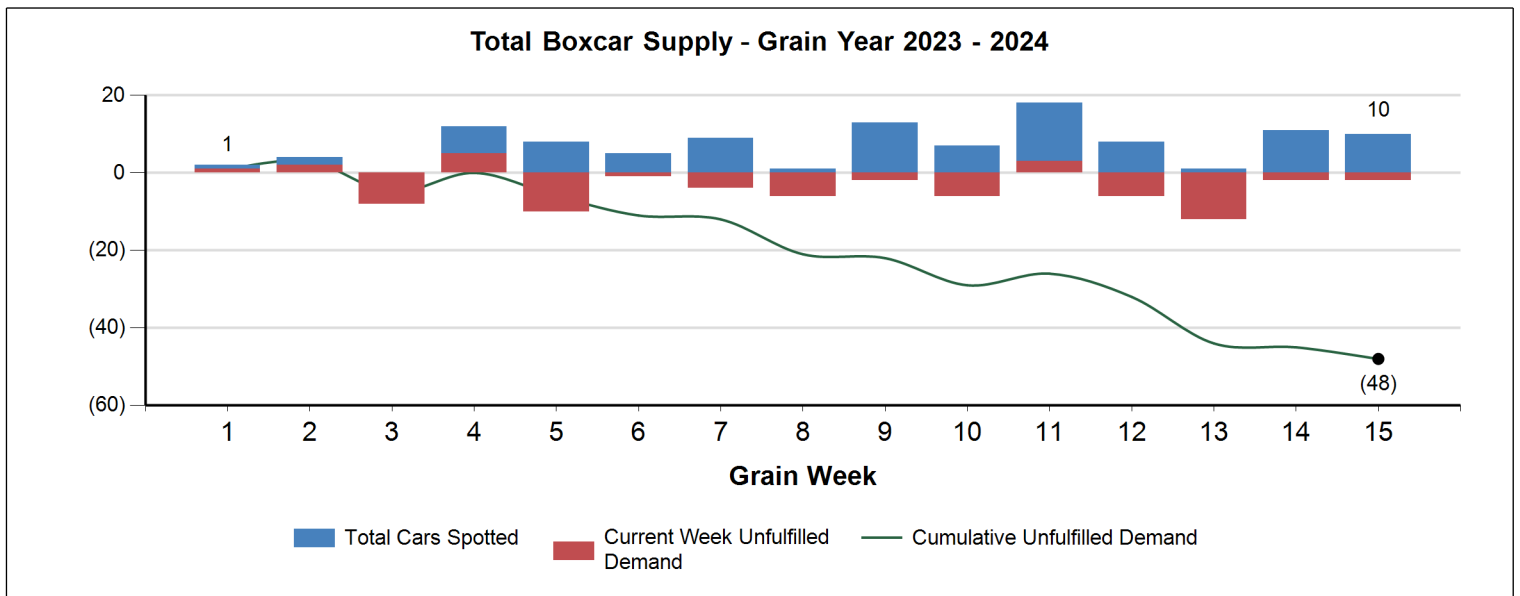
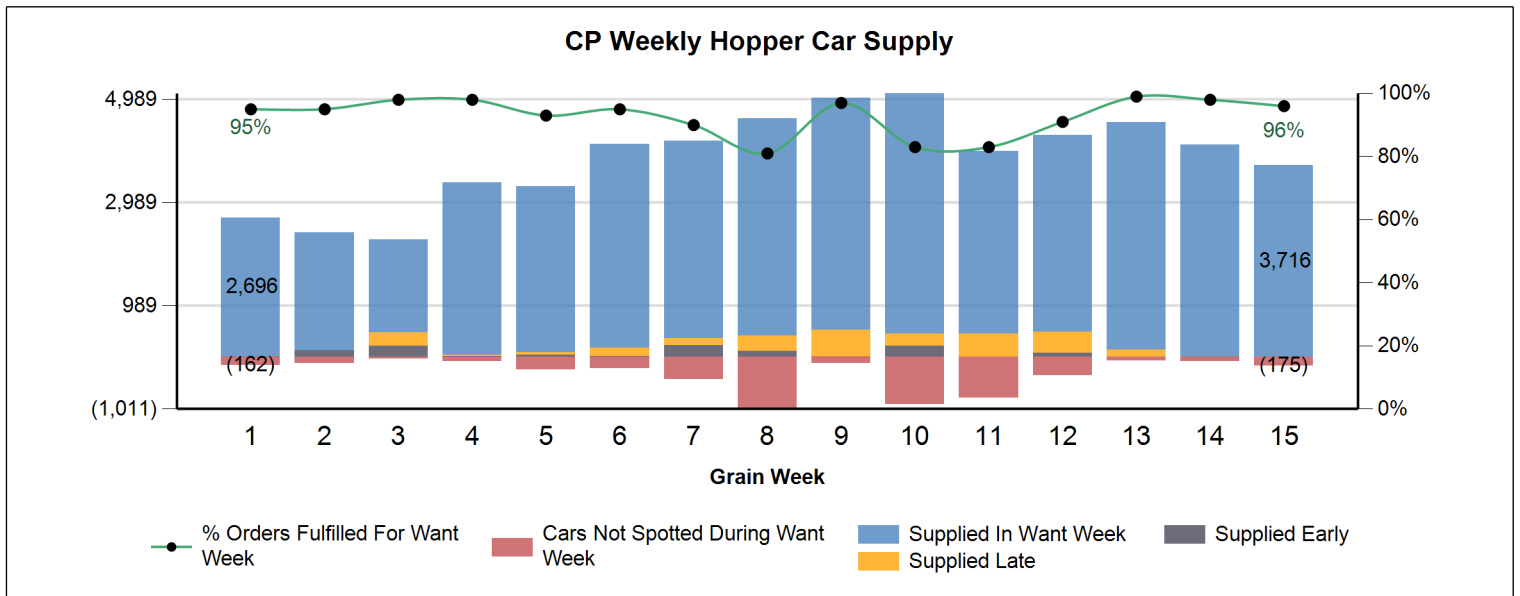
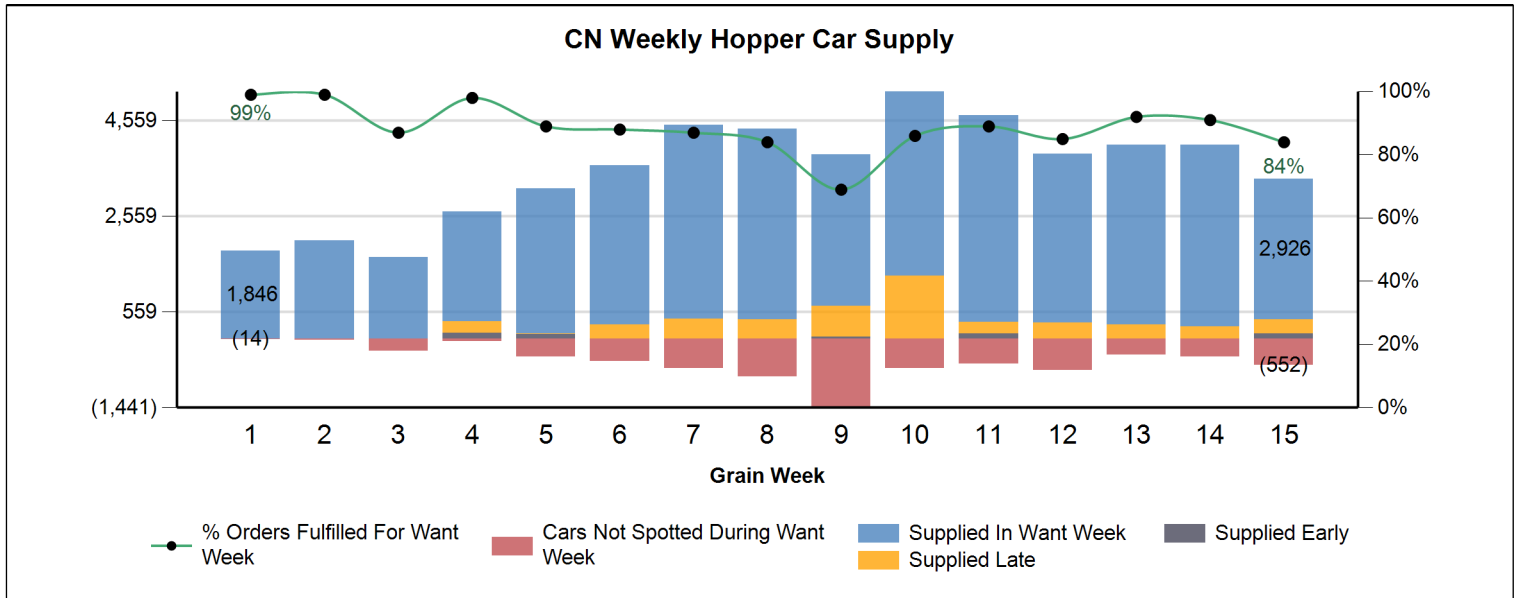
### Loaded Dwell Time (Hours) at Origin (All Traffic)

	Week 15		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	29	27	29	22
CP	21	38	40	25

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

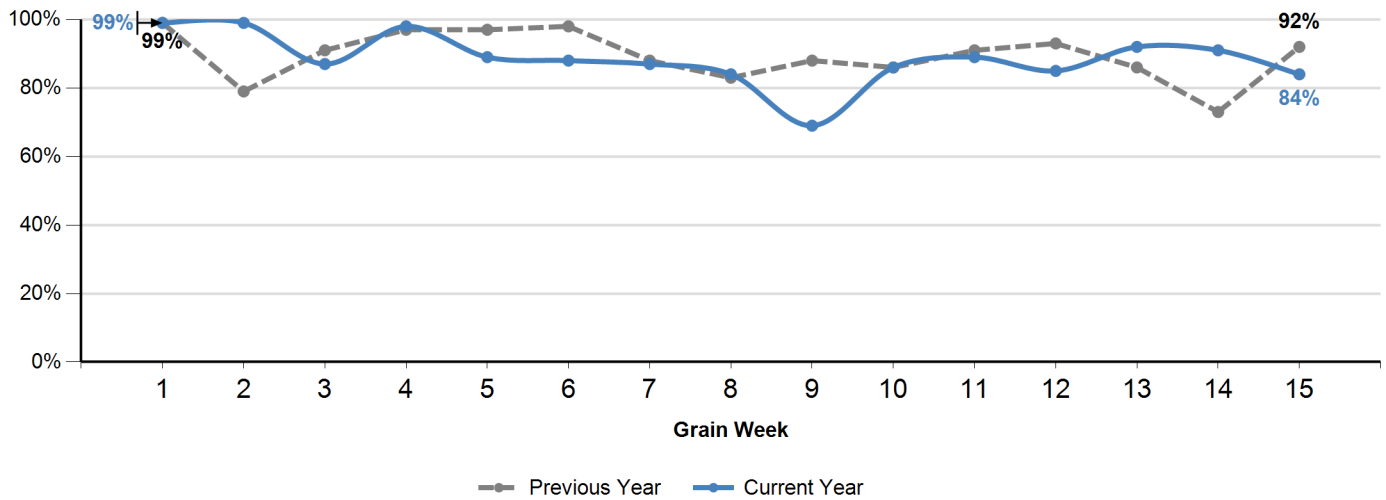
		Week 15		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	10	9	9	11
	CP	13	35	18	18
Thunder Bay	CN	24	43	43	48
	CP	21	60	38	48

Weekly Performance Update - To Grain Week 20232024 - 15 (Nov 5 - Nov 12)  
Covering 90% of grain movement originating in Western Canada

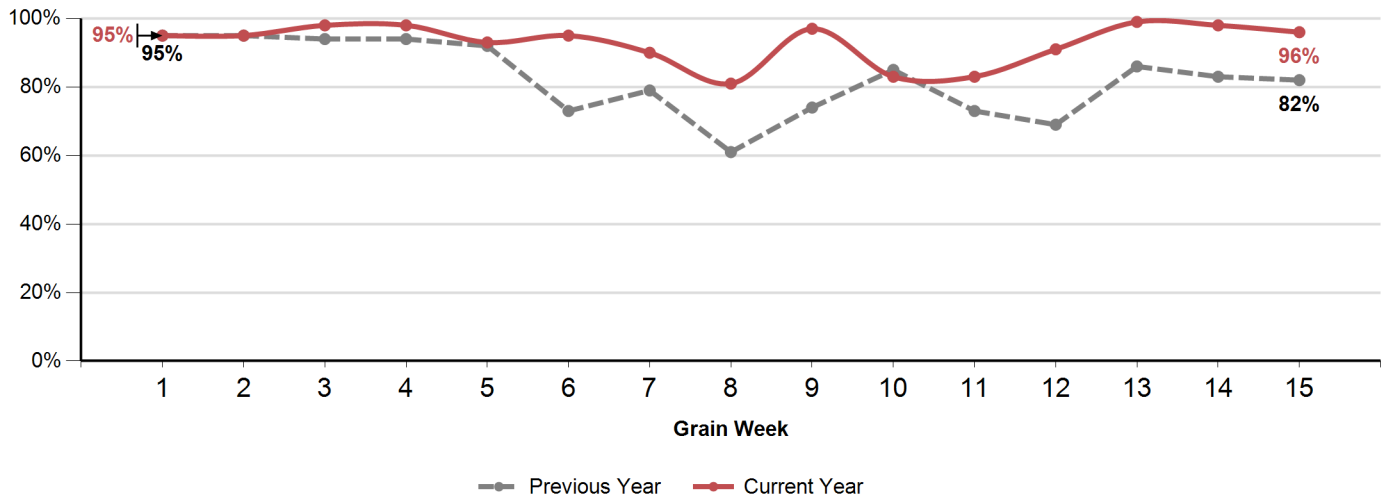


Weekly Performance Update - To Grain Week 2023/2024 - 15 (Nov 5 - Nov 12)  
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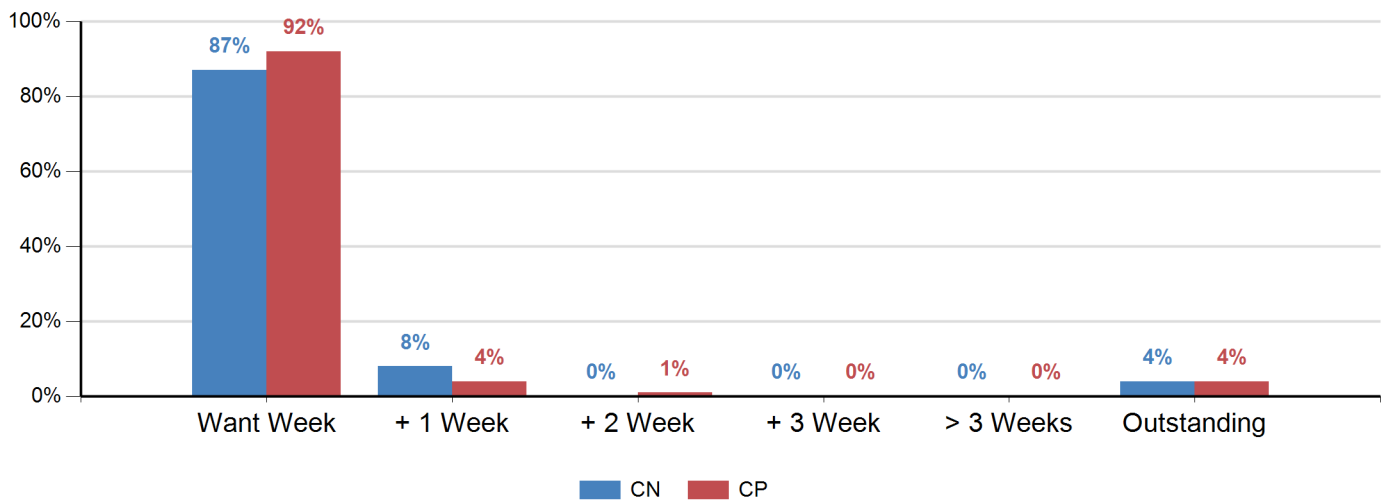
Weekly On Time Hopper Car Order Fulfillment - CN

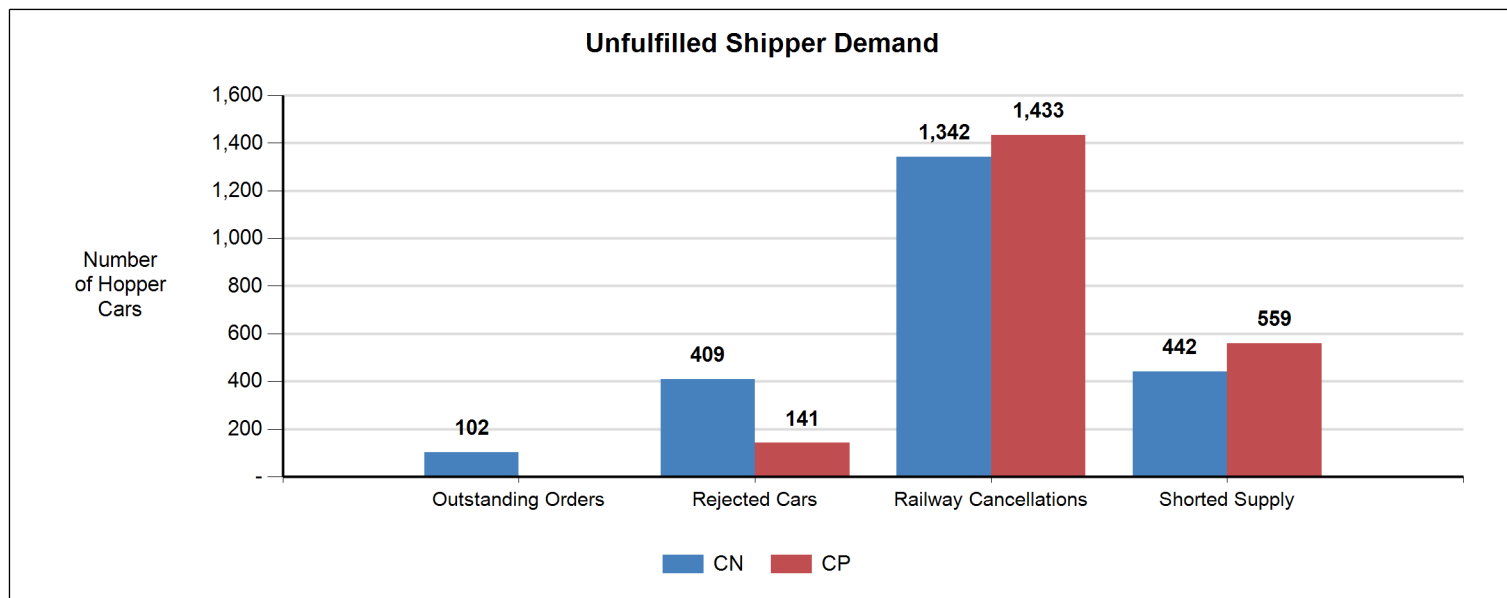


Weekly On Time Hopper Car Order Fulfillment - CP



Timeliness Of Hopper Car Order Fulfillment





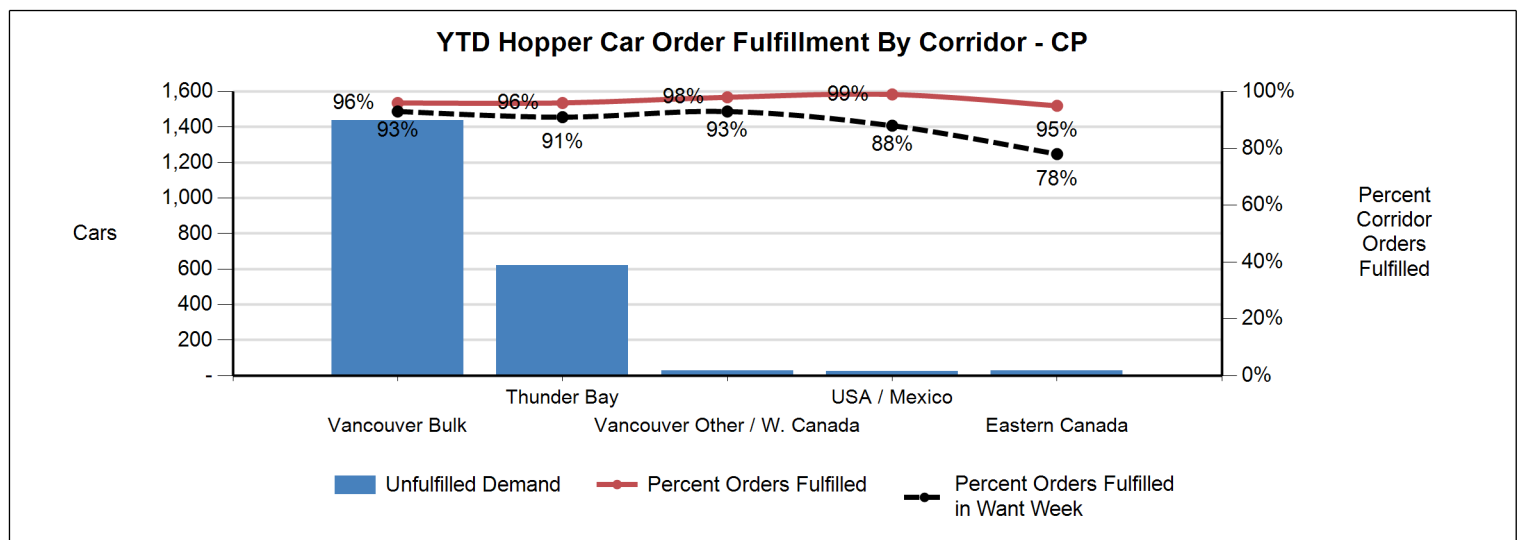
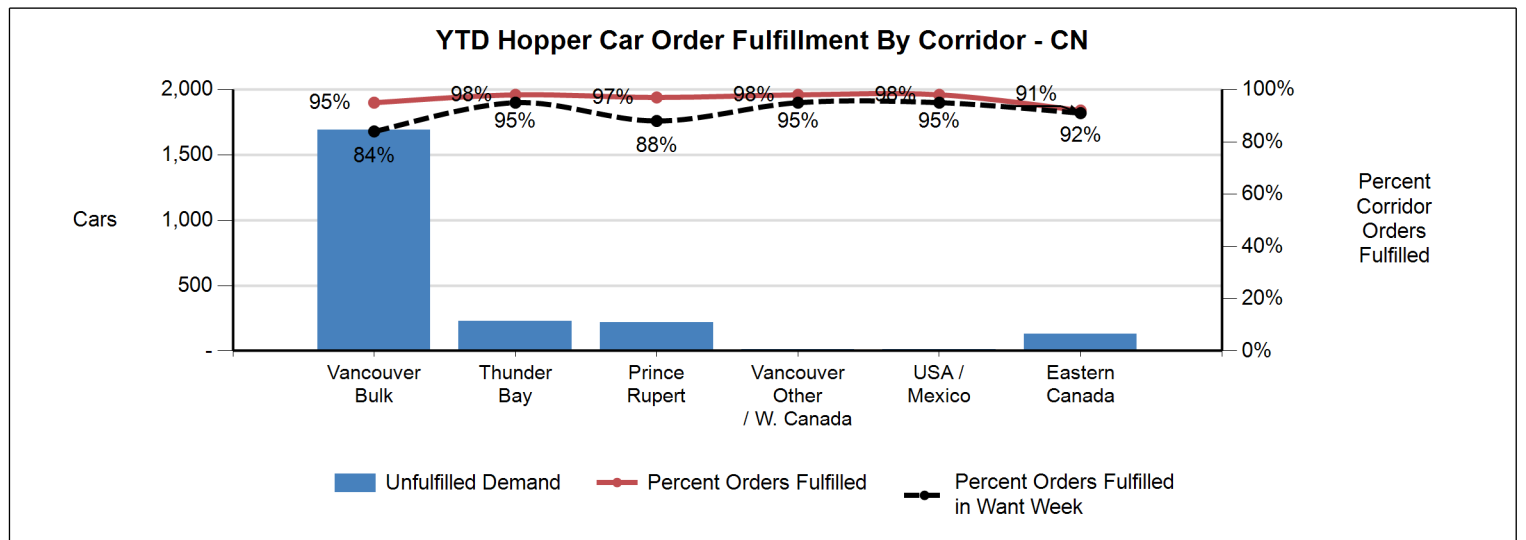
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 15

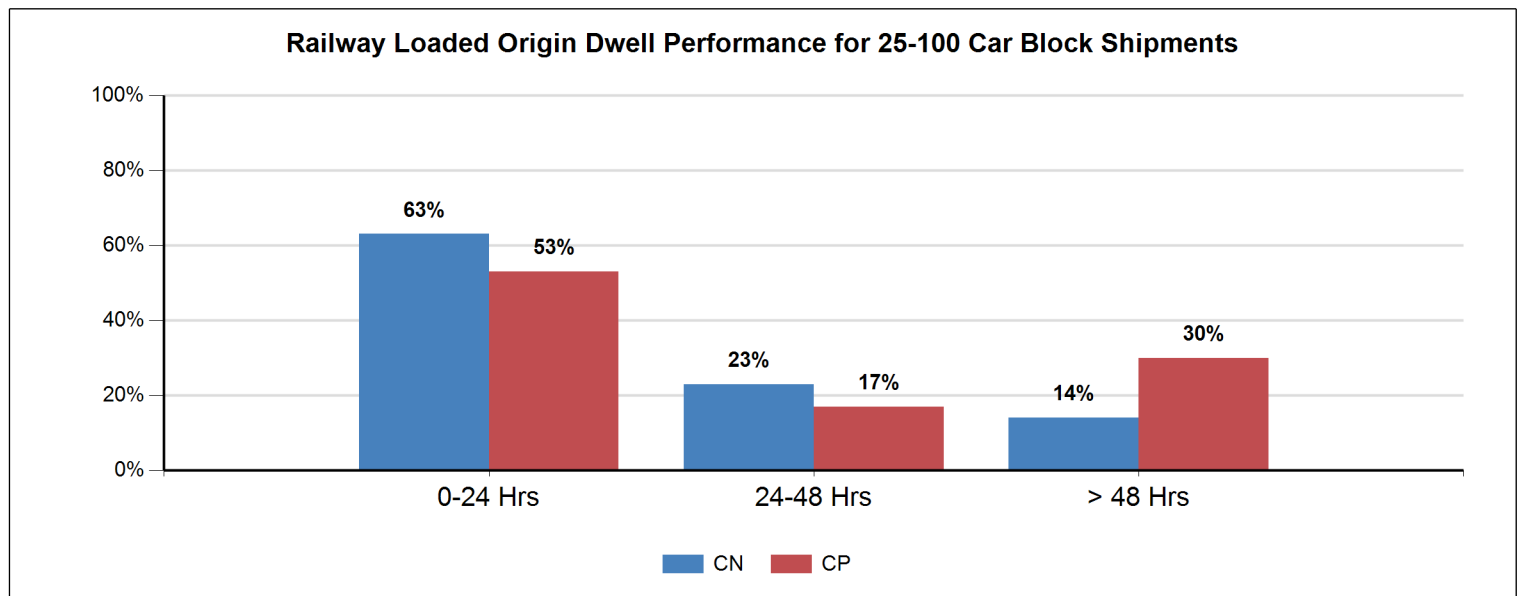
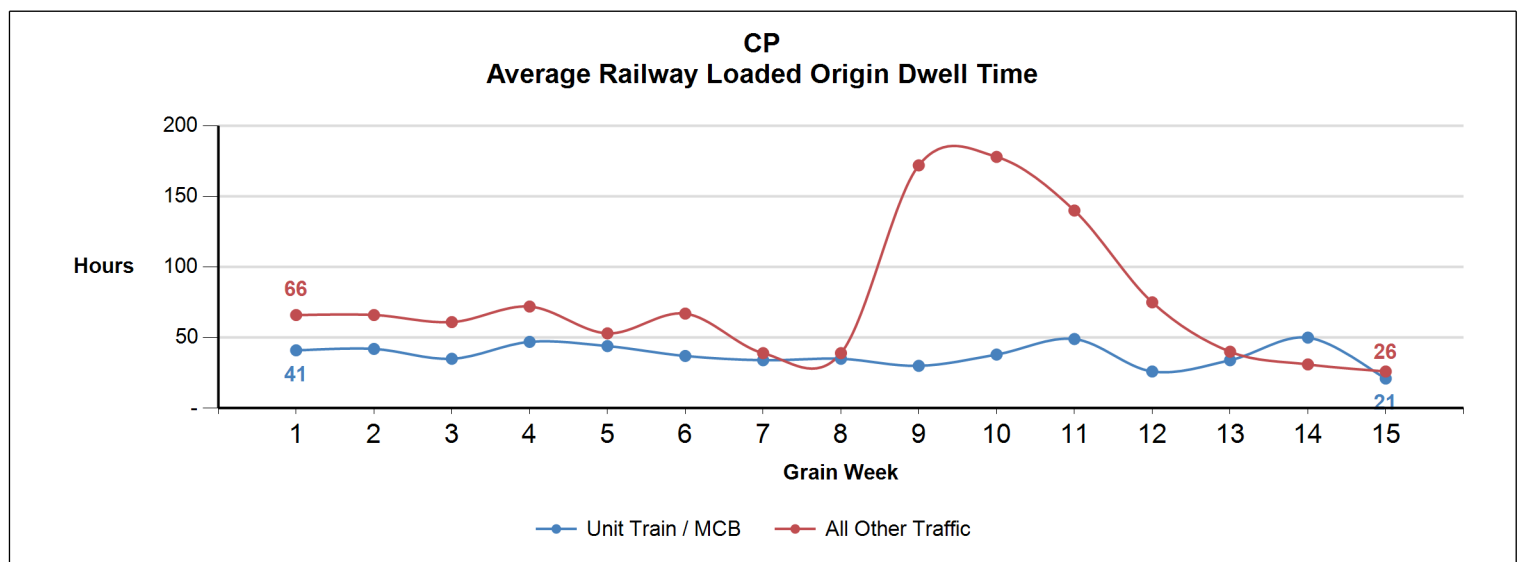
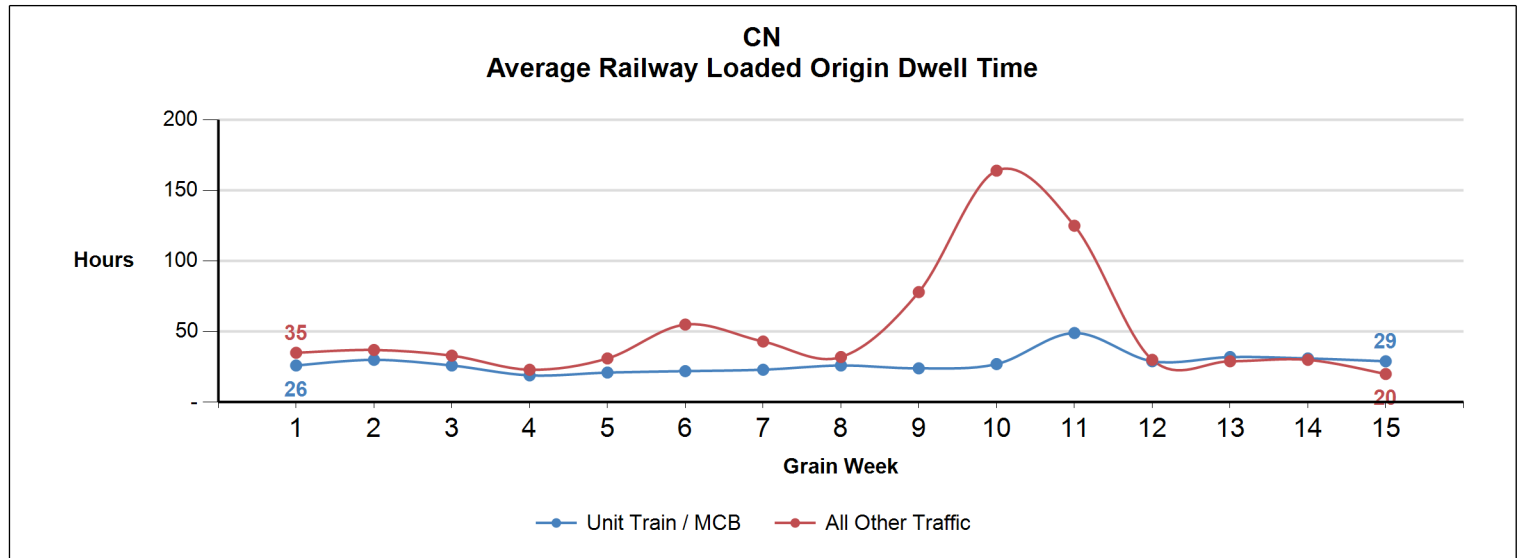
Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	35,779	34,086	(1,693)	95%
	Thunder Bay	9,835	9,609	(226)	98%
	Prince Rupert	6,346	6,129	(217)	97%
	Vancouver Other / W. Canada	717	703	(14)	98%
	USA / Mexico	723	710	(13)	98%
	Eastern Canada	1,698	1,566	(132)	92%
<b>Total</b>		<b>55,098</b>	<b>52,803</b>	<b>(2,295)</b>	<b>96%</b>
CP	Vancouver Bulk	37,640	36,204	(1,436)	96%
	Thunder Bay	16,790	16,171	(619)	96%
	Vancouver Other / W. Canada	1,611	1,582	(29)	98%
	USA / Mexico	3,447	3,424	(23)	99%
	Eastern Canada	536	510	(26)	95%
<b>Total</b>		<b>60,024</b>	<b>57,891</b>	<b>(2,133)</b>	<b>96%</b>

### Hopper Cars Supplied in the Want Week by Corridor - To Week 15

Railway	Corridor	Week 15			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,962	1,532	78%	35,779	30,180	84%
	Thunder Bay	464	455	98%	9,835	9,371	95%
	Prince Rupert	824	813	99%	6,346	5,557	88%
	Vancouver Other / W. Canada	50	50	100%	717	678	95%
	USA / Mexico	25	25	100%	723	685	95%
	Eastern Canada	153	51	33%	1,698	1,541	91%
<b>CN Total</b>		<b>3,478</b>	<b>2,926</b>	<b>84%</b>	<b>55,098</b>	<b>48,012</b>	<b>87%</b>
CP	Vancouver Bulk	2,518	2,489	99%	37,640	34,933	93%
	Thunder Bay	1,072	926	86%	16,790	15,317	91%
	Vancouver Other / W. Canada	134	134	100%	1,611	1,496	93%
	USA / Mexico	164	164	100%	3,447	3,036	88%
	Eastern Canada	3	3	100%	536	416	78%
<b>CP Total</b>		<b>3,891</b>	<b>3,716</b>	<b>96%</b>	<b>60,024</b>	<b>55,198</b>	<b>92%</b>

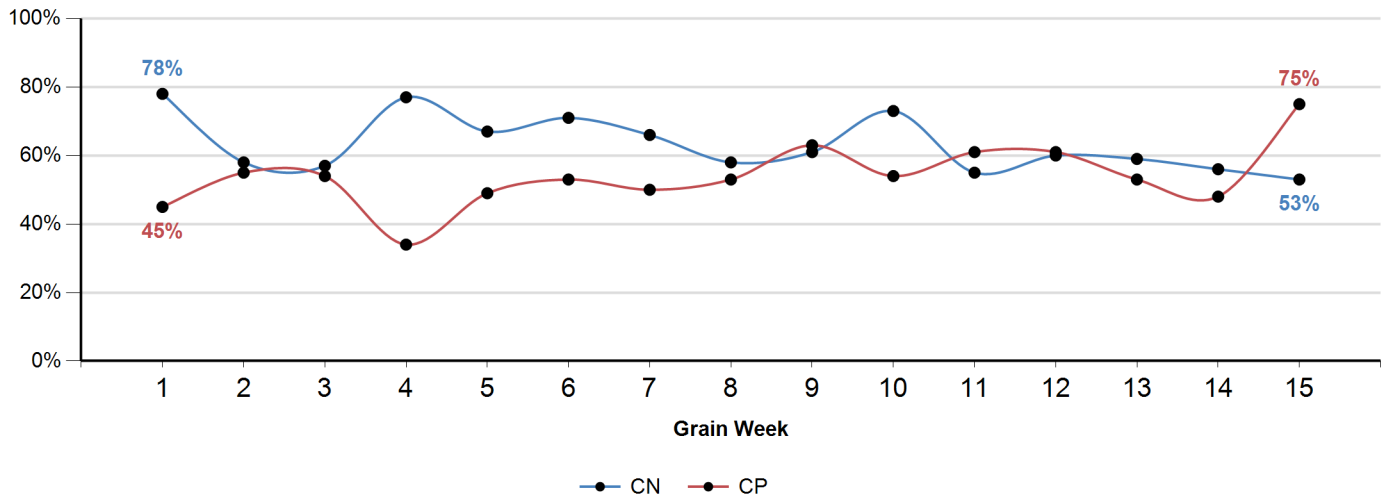


## Origin Dwell Performance



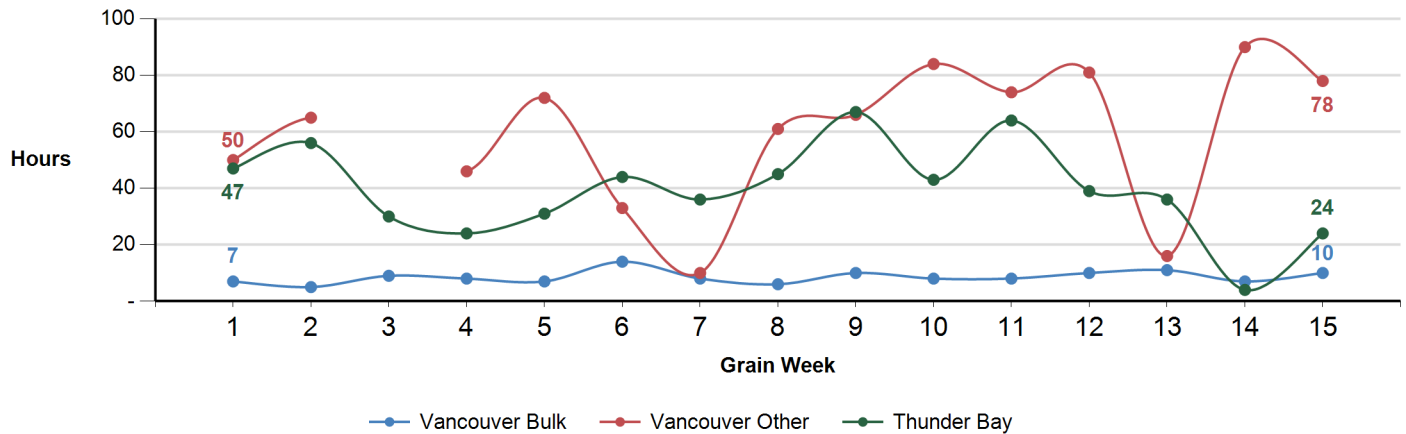


Percent of 25 - 100 Car Block Shipments with Loaded Railway Origin Dwell 24 Hours or Less

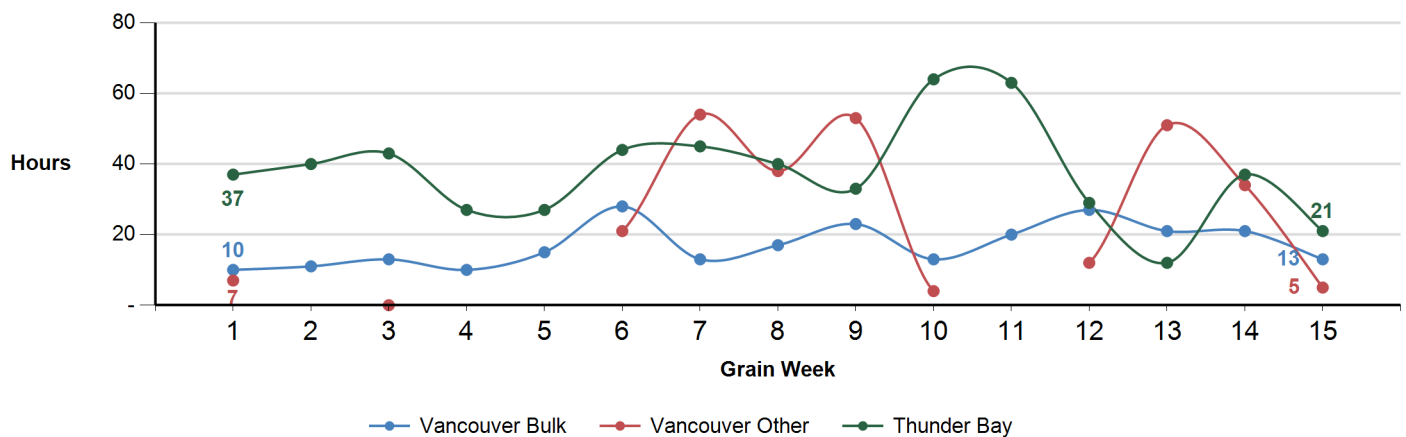


## Destination Dwell Performance

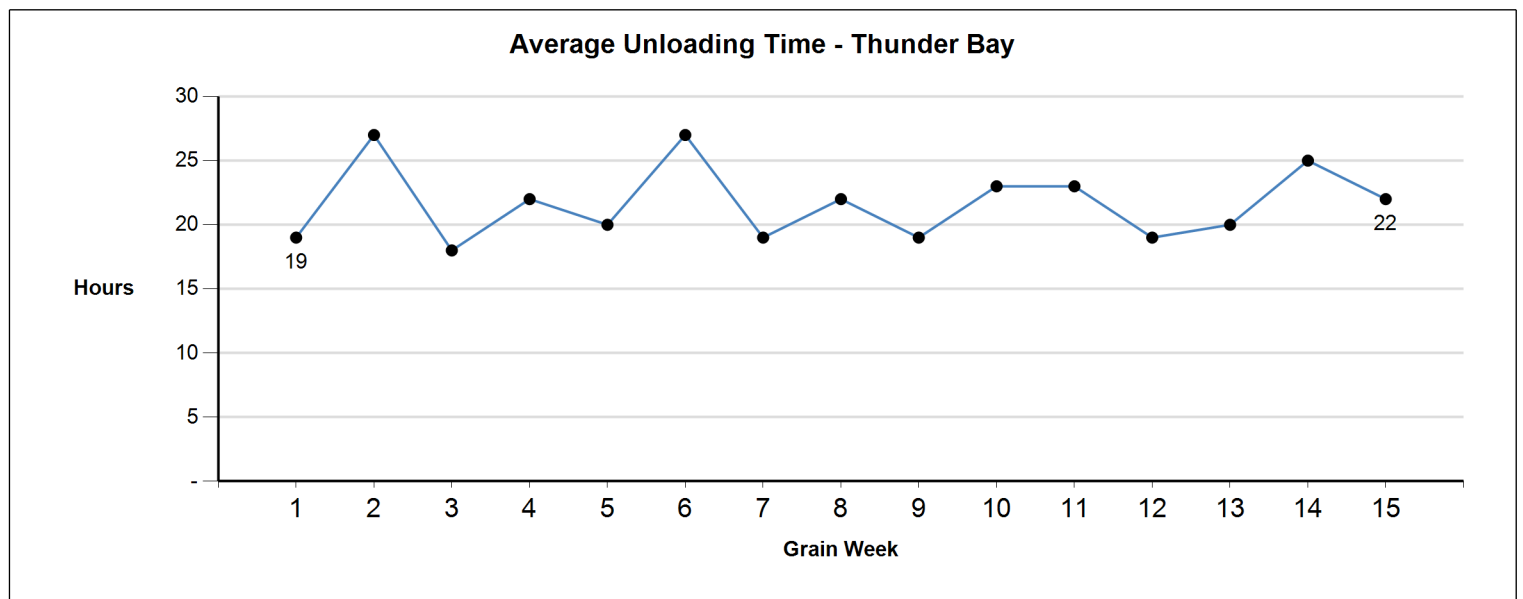
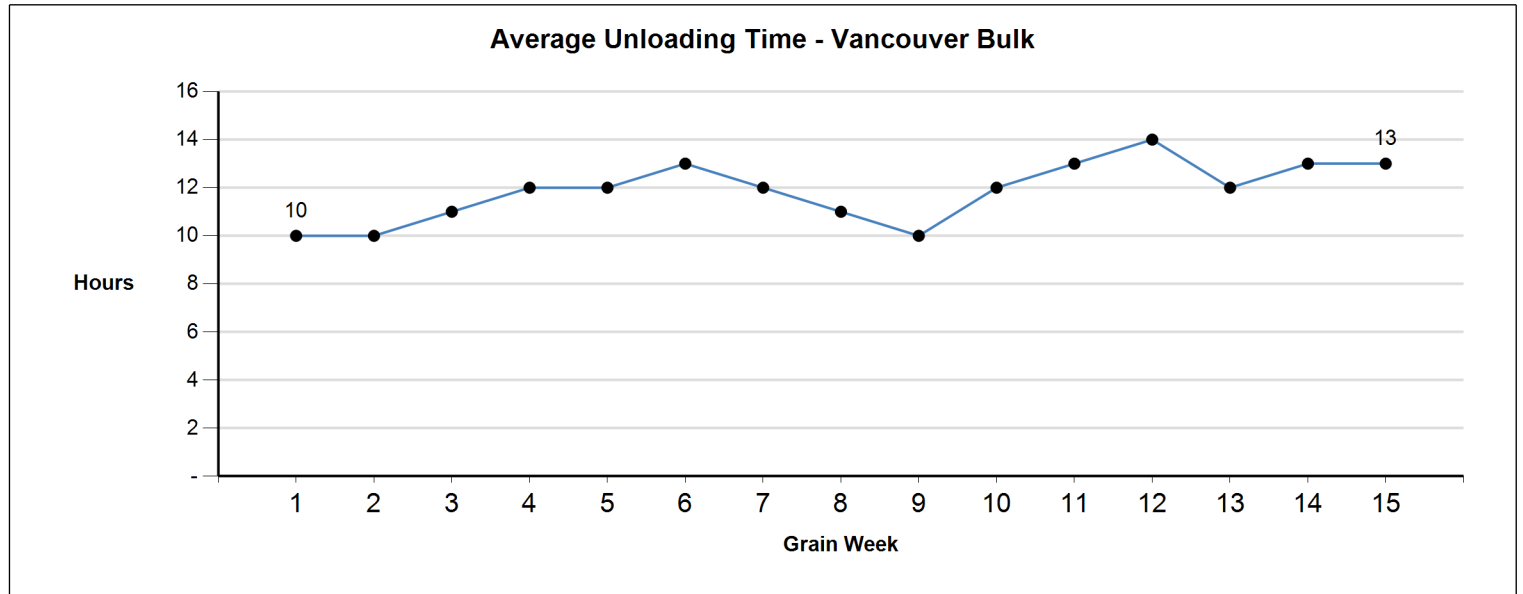
CN  
Average Railway Loaded Destination Dwell Time



CP  
Average Railway Loaded Destination Dwell Time



## 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.