

Week 18 Performance

CN and CP supplied a combined 94% of hopper cars ordered in grain week 18, a modest decline from the 96% order fulfillment performance seen a week ago and having now declined for two consecutive weeks. The decline in performance this week reflects a deterioration in performance for CN - for a second straight week - and no change for CP. In supplying 89% of cars ordered by shippers in week 18 CN saw performance decline from the 93% order fulfillment performance they posted in week 17. CN performance falls below the 90% performance threshold this week for the first time in three weeks and the 2nd time in the last four weeks. CP performance was unchanged from the prior week with the railway supplying 98% of shipper orders in week 18. CP performance remains above the 90% threshold for the 7th consecutive week having averaged 97% order fulfillment on a weekly basis over the course of that 7 week period.

In week 18, CN performance improved or remained the same in 4 of 6 corridors relative to last week with lower performance seen in the Vancouver Bulk and Thunder Bay corridors. For Thunder Bay CN saw performance decline this week supplying only 83% of the 700+ cars ordered by shippers for that corridor - the worst performing corridor this week for CN. By comparison in week 17 CN delivered 98% of cars ordered on slightly higher demand. The Vancouver corridor saw performance come in this week at the same level as in week 17 with the railway supplying 89% of the nearly 2,100 cars ordered by shippers. That performance reflects the fact that CN rationed two full train orders (207 cars) for shippers looking to ship to Vancouver this week.

While CN's order fulfillment performance for the Vancouver corridor declined this week as a result of order rationing we would point out that the order fulfillment metric in this particular instance is not fully reflective of the performance being experienced by shippers in the Vancouver corridor. While CN has spotted cars on time to meet order fulfillment performance metrics for week 18, shippers have highlighted the fact that CN is not permitting the movement of some cars destined to Vancouver when those cars are loaded and ready to move. The refusal by CN to permit some cars to enter the corridor stems from ongoing service issues CN is having in Vancouver which has led it to restrict the flow of traffic in that corridor. This issue has now persisted for the better part of six weeks and this week represents the 3rd time in the last 6 weeks that CN has rationed Vancouver orders for that very reason. While rationed orders are captured in the ATC order fulfillment performance metric, current ATC metrics do not capture instances where the railway restricts the release of loaded traffic into the corridor for movement to destination. Normally, cars sitting loaded at origin for extended periods of time would appear in origin dwell metrics however in this instance because CN is refusing to accept the release of cars into the system the existing metrics are unable to capture this performance issue. These restrictions on the movement of Vancouver destined traffic, whether by way of rationing or restricting movement, are negatively impacting Vancouver terminal operations and leading to extended vessel anchorage times.

CP performance improved or remained the same in 4 of 5 corridors this week relative to last week with only the US corridor seeing a minor decline in performance this week. For the US corridor CP supplied 92% of cars ordered in week 18, down from the 100% order fulfillment performance in this corridor a week ago. That aside, CP performance was once again very consistent across the board with the railway supplying 92% or more of cars ordered by shippers in all corridors.

Empty car spotting declined a notable 16% this week with CN and CP combined spotting fewer than 6,700 total cars in week 18. Generally speaking the decline in car spotting coincided with a 17% decline in shipper demand in week 18. A slightly different story for each railway this week. CN empty car spotting actually increased slightly this week (+4%) with the railway spotting a little under 3,200 cars. This in the face of a 2% reduction in customer demand. Having said that the railway was carrying in 200+ outstanding orders from the prior week, rationed 200+ orders and will still carry 100+ outstanding orders out of week 18 into week 19. For CP, a different story with car spotting declining 28% week over week and the railway spotting less than 3,600 cars this week - the lowest one week total since week 5 in August. That decline in car spotting was directly driven by reduced shipper demand (- 27%) and as such CP will move to week 19 with no outstanding orders for the 2nd consecutive week and 4th time in the last five weeks.

CN and CP combined will enter week 19 with a total of 104 outstanding orders - all to the account of CN.

CN

- CN supplied 89% of hopper cars ordered for week 18, a decrease from the 93% order fulfillment performance seen in week 17 having now declined for two consecutive weeks.
- For week 18 CN supplied 2,962 of 3,317 cars ordered, failing to supply 355 cars ordered.
- During week 18, CN supplied a total of 3,162 hopper cars including 200 for previously outstanding orders. (see table page 3).
- CN's performance across individual shippers was somewhat less consistent than we have seen in recent weeks with 85% of shippers receiving 90% or more of cars ordered this week while the balance of shippers saw order fulfillment

performance of less than 70%.

- Week 18 demand, at 3,317 cars was a nominal 2% lower than the prior week.
- Preliminary data indicate that demand will decline modestly to 3,200 cars in week 19 and then rise slightly to more than 3,500 cars in week 20. That demand remains well below the roughly 4,400 orders CN was seeing at this time last year continuing a trend we have seen for much of this year.
- Heading into week 19 CN has 104 outstanding orders, an improvement from the 201 outstanding orders coming into week 18 but again made possible only by virtue of the railway rationing 200+ orders.

CP

- CP fulfilled 98% of hopper car orders for week 18, the same level of performance we saw from the railway in week 17.
- For week 18, CP supplied 3,556 of 3,617 cars ordered, failing to supply 61 cars ordered.
- During week 18, CP supplied a total of 3,527 hoppers having pre-spotted a small number of week 18 orders in week 17. (see table page 3).
- CP's performance across individual shippers remained very consistent once again this week with all shippers receiving 97% or more of cars ordered.
- At 3,617 cars ordered in week 18 shipper demand was 27% lower than the prior week - the lowest one week demand in more than three months - and far below the levels seen at this time last year when the railway was averaging north of 5,400 cars.
- Preliminary data indicate that demand will rise considerably in week 19 (+ 33%) to more than 4,800 cars and then decline in week 20 to less than 4,200 cars. 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 19 CP has no outstanding orders for the 2nd consecutive week and 4th time in the last five weeks.

Railway Hopper Car Rationing/Cancellations

CN

- CN cancelled 207 hopper car orders in week 18 - all for the Vancouver corridor for the reasons discussed above.
- Preliminary data does not indicate that any order rationing is occurring in weeks 19 or 20 although there is often little visibility on this issue in advance of the week in question.
- Through the first 18 weeks of the grain year CN has rationed 1,549 orders as compared to 2,815 for the same period last year.
- Year to date CN has rationed orders as follows:
 - Vancouver Bulk - 1,339
 - Thunder Bay - 100
 - Prince Rupert - 108
 - Vancouver Other - 2

CP

- CP cancelled no hopper car orders in week 18.
- Preliminary data do not at this time indicate that any order rationing is occurring in weeks 19 and 20.
- Through the first 18 weeks of the grain year CP has rationed 1,433 orders as compared to 2,309 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 18			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	3,317	4,939	(1,622)	65,301	3,627	72,731	4,040	(7,430)	(412)
CP	3,617	5,412	(1,795)	73,112	4,061	89,984	4,999	(16,872)	(937)
	6,934	10,351	(3,417)	138,413	7,688	162,715	9,039	(24,302)	(1,349)

Cars Shipped

Railway	Corridor	Week 18	YTD
CN	N.A. Domestic	100	2,856
	Prince Rupert	415	7,599
	Thunder Bay	491	11,461
	Vancouver	2,063	40,680
	Total	3,069	62,596
CP	N.A. Domestic	305	5,821
	Thunder Bay	1,188	20,295
	Vancouver	2,466	44,725
	Total	3,959	70,841

Empty Hopper Cars Supplied - Week 18 (All Want Weeks)

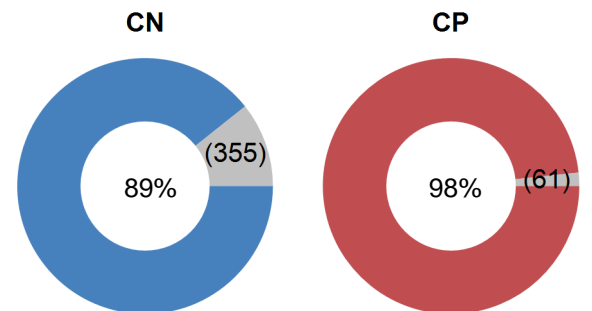
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,962	4,181	200	451		10	3,162	4,642
CP	3,527	4,530		1,188			3,527	5,718
	6,489	8,711	200	1,639		10	6,689	10,360

Supplied by Block Size

Block Size	Week 18			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	2%	2%	2%	3%	3%
25	3%	1%	2%	3%	1%	2%
50	8%	3%	5%	5%	3%	4%
100	86%	94%	90%	91%	92%	91%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,317	3,617	6,934
Current Week Order Fulfillment			
Supplied in Current Week	2,962	3,527	6,489
Supplied Early		29	29
Total Cars Supplied for Want Week	2,962	3,556	6,518
Current Week Unfulfilled Demand	(355)	(61)	(416)
% Current Week Orders Supplied	89%	98%	94%



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

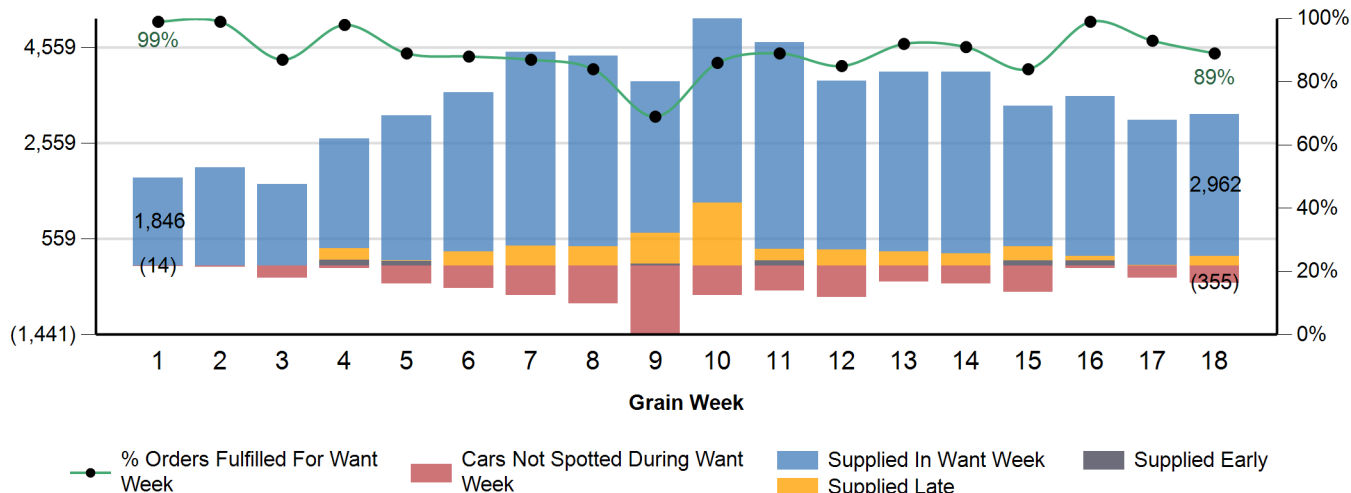
	Week 18		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	18	24	29	22
CP	23	36	39	29

Dwell Time (Hours) at Destination (All Traffic)

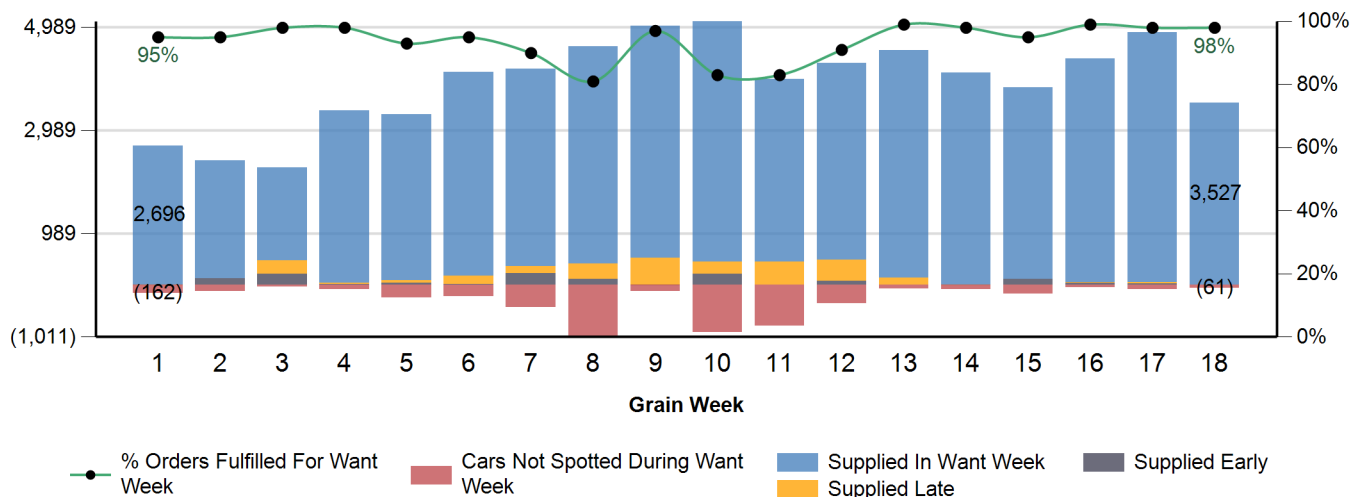
		Week 18		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	7	9	9	10
	CP	30	10	19	16
Thunder Bay	CN	41	35	42	49
	CP	42	27	37	44

Weekly Performance Update - To Grain Week 20232024 - 18 (Nov 26 - Dec 3)
Covering 90% of grain movement originating in Western Canada

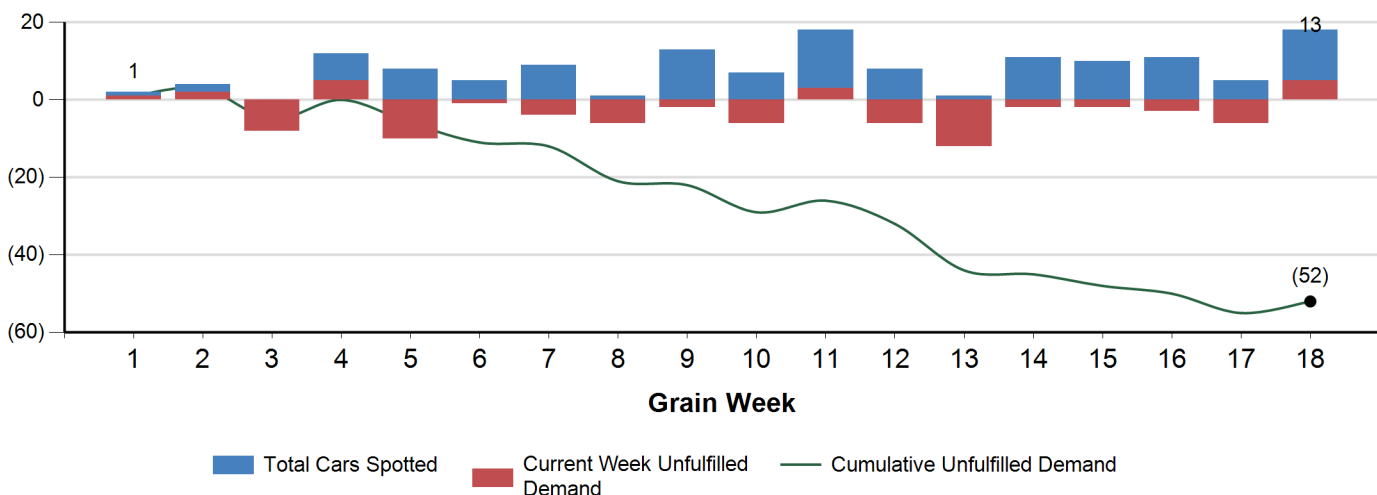
CN Weekly Hopper Car Supply



CP Weekly Hopper Car Supply

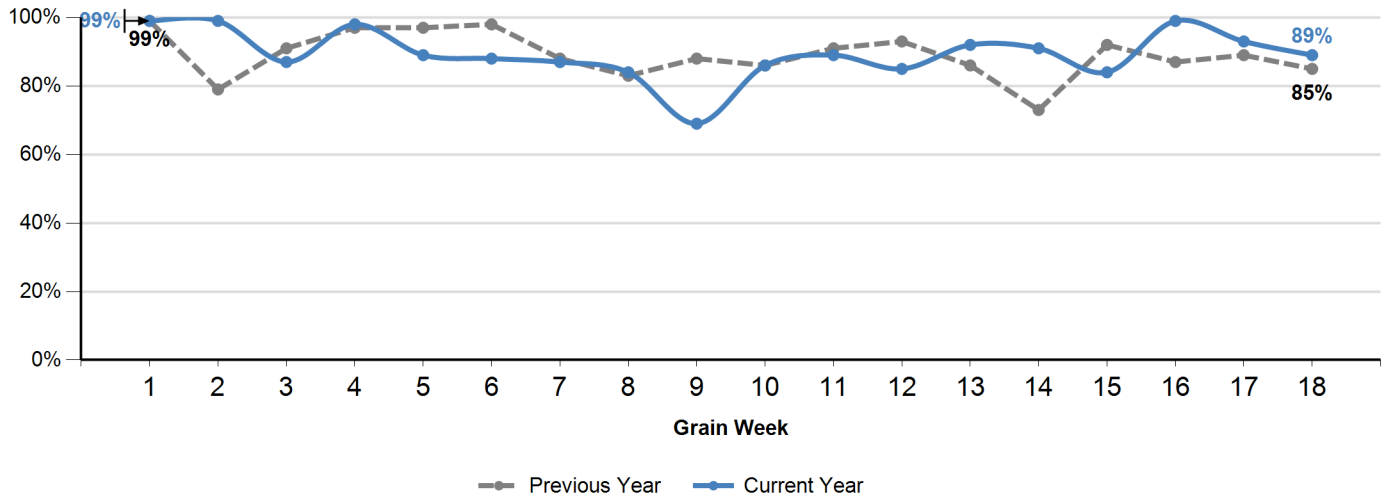


Total Boxcar Supply - Grain Year 2023 - 2024

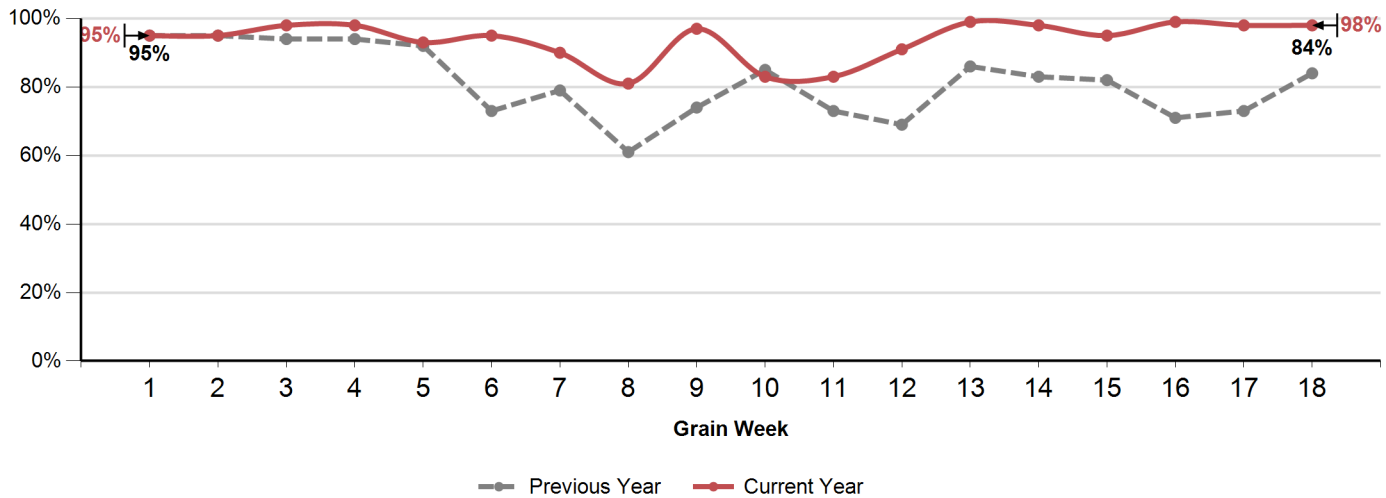


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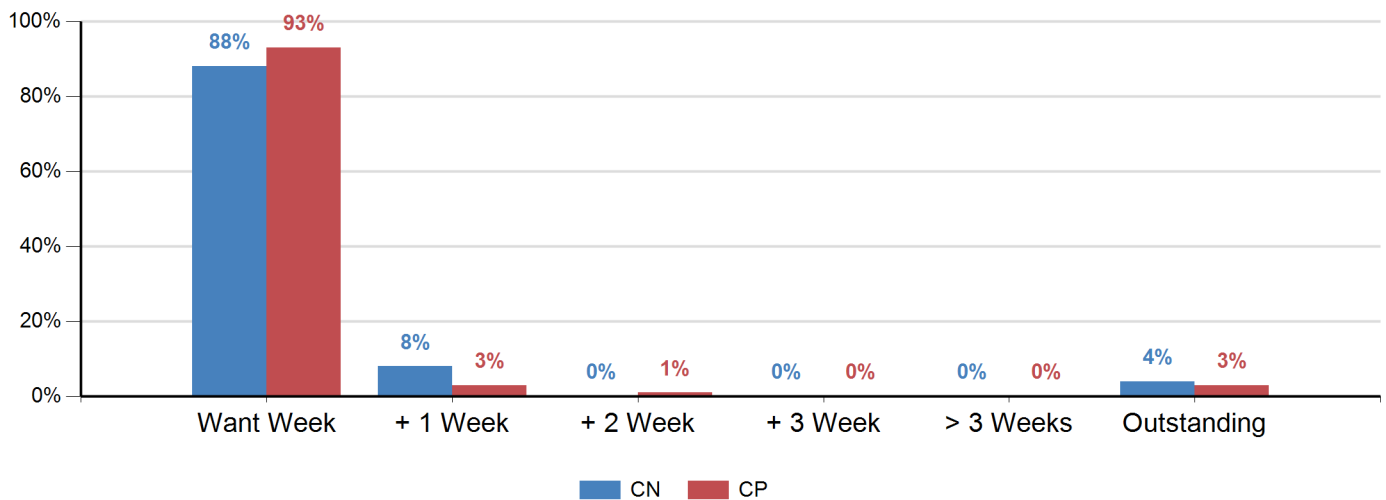
Weekly On Time Hopper Car Order Fulfillment - CN

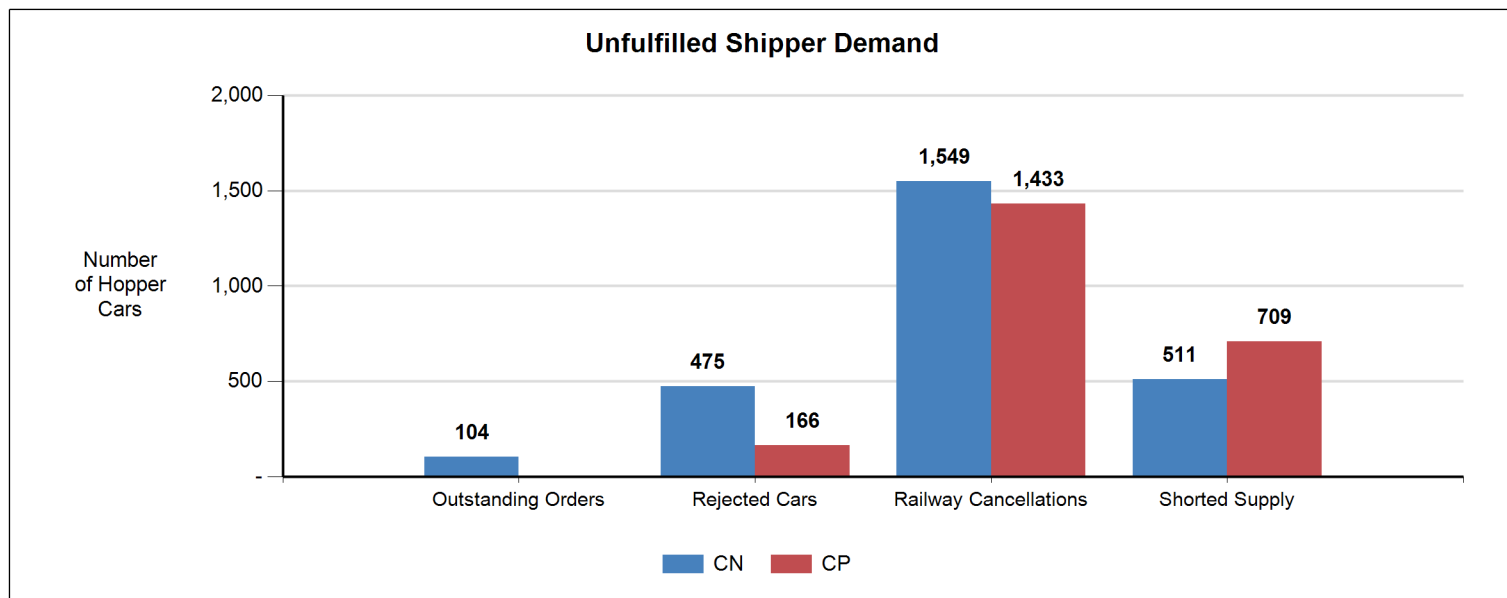


Weekly On Time Hopper Car Order Fulfillment - CP



Timeliness Of Hopper Car Order Fulfillment





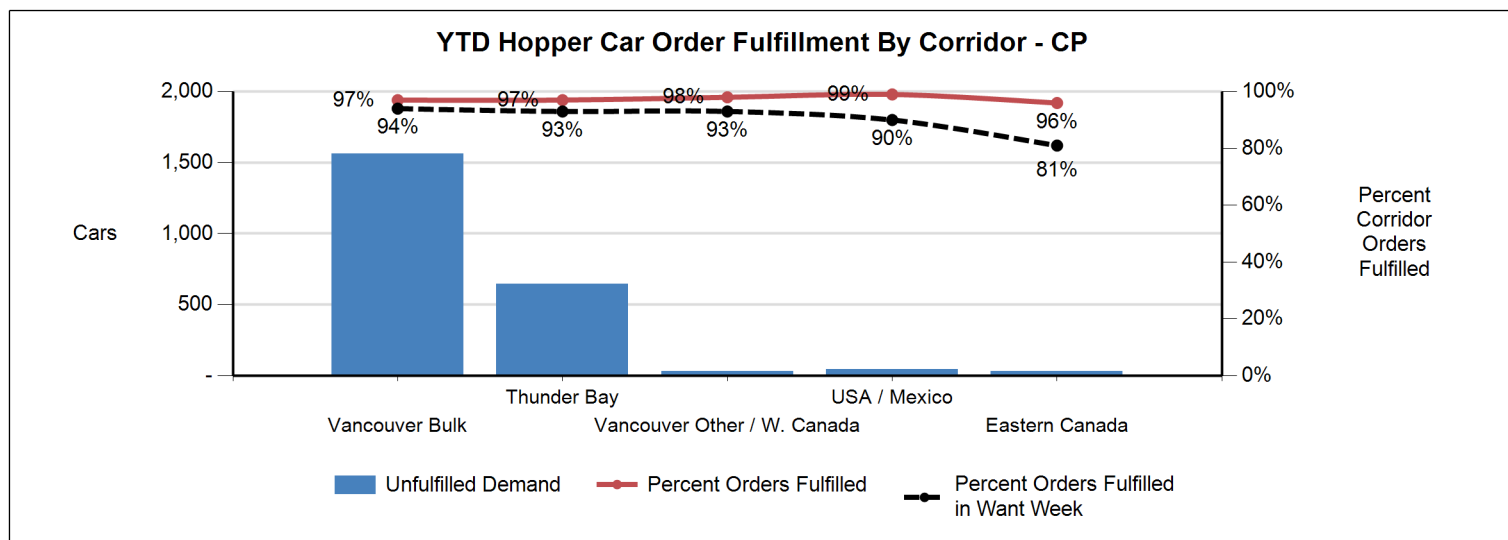
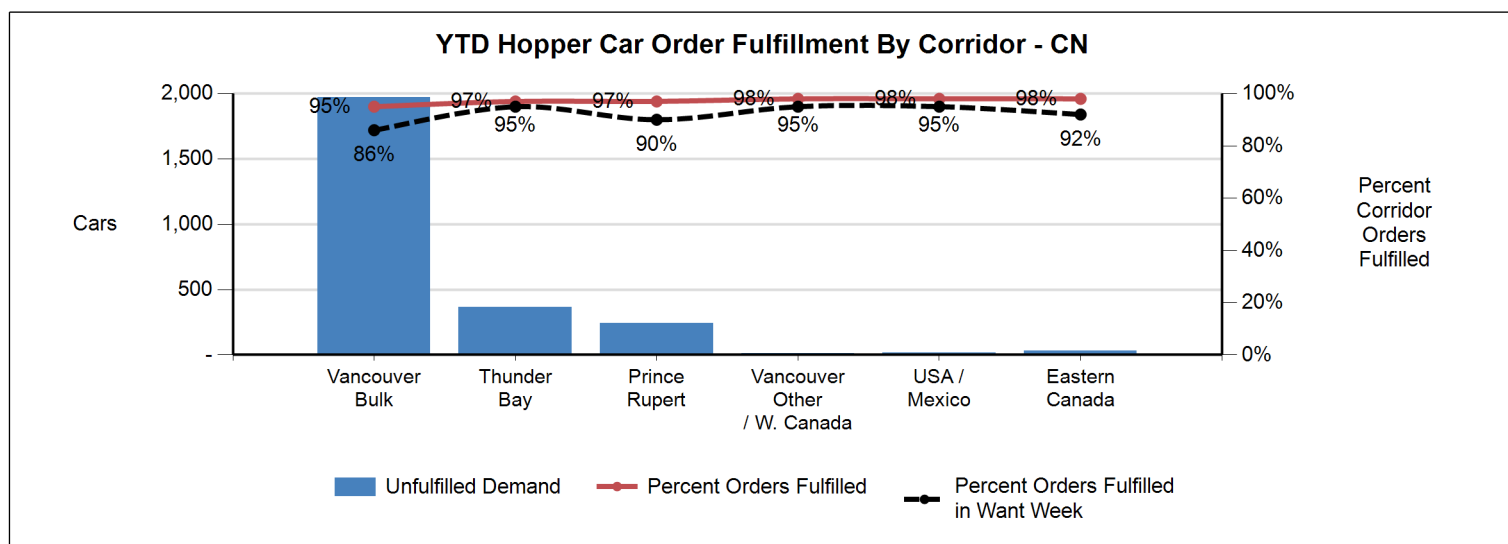
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 18

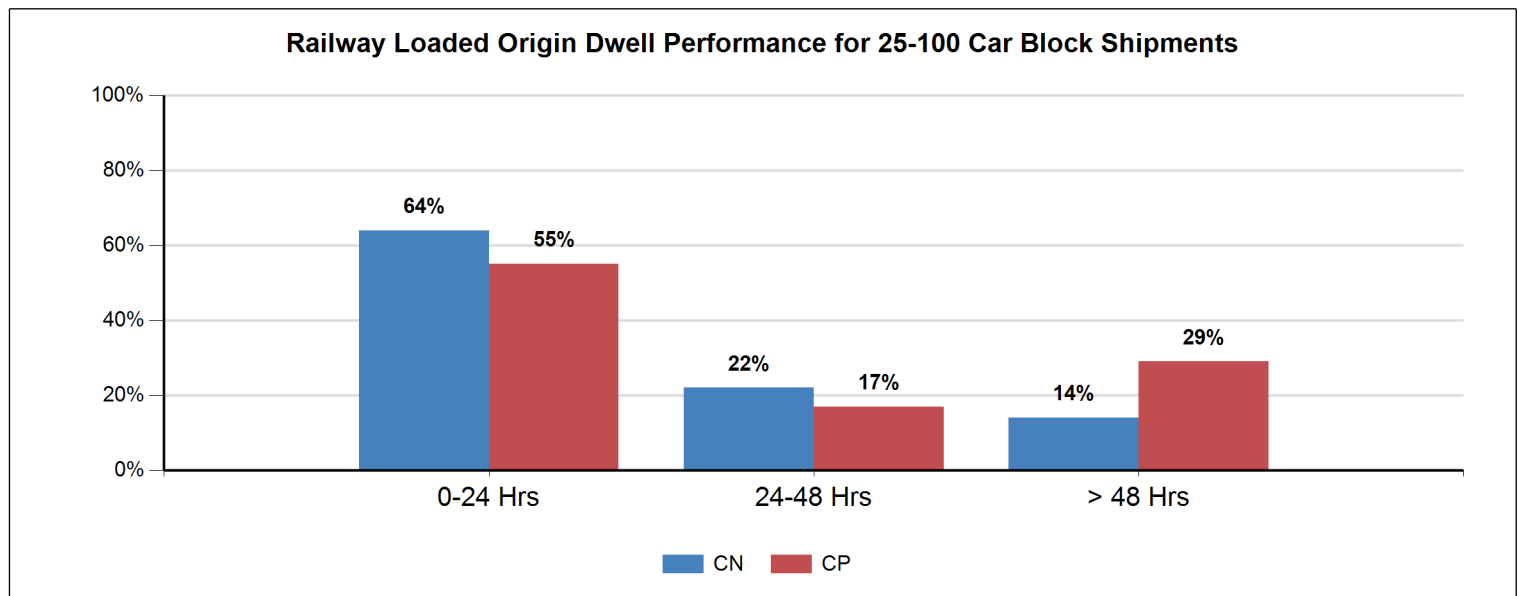
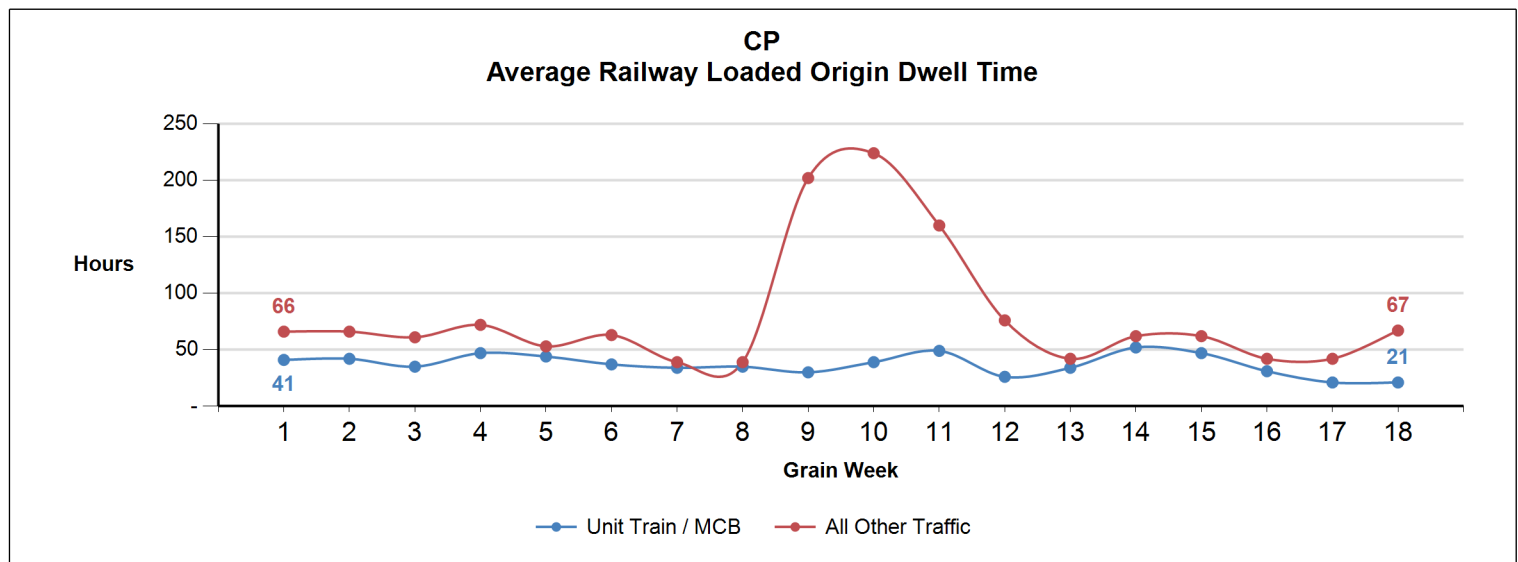
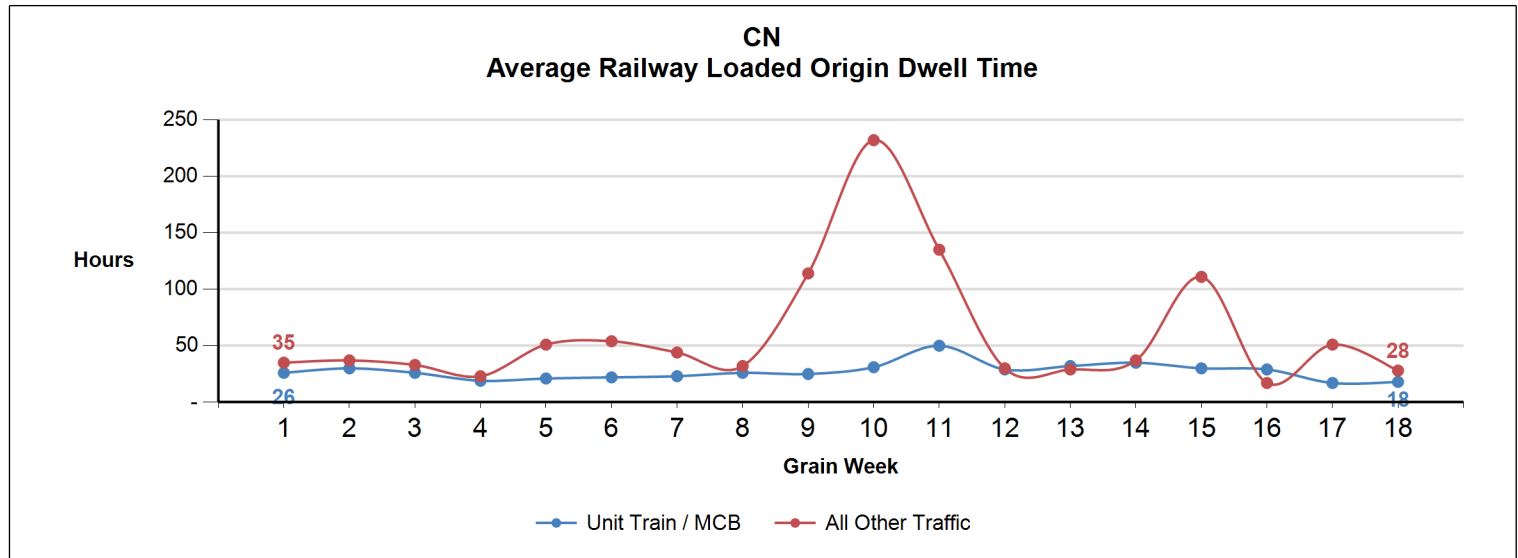
Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	42,021	40,052	(1,969)	95%
	Thunder Bay	11,928	11,564	(364)	97%
	Prince Rupert	7,842	7,599	(243)	97%
	Vancouver Other / W. Canada	788	774	(14)	98%
	USA / Mexico	823	807	(16)	98%
	Eastern Canada	1,899	1,866	(33)	98%
Total		65,301	62,662	(2,639)	96%
CP	Vancouver Bulk	45,644	44,083	(1,561)	97%
	Thunder Bay	20,837	20,194	(643)	97%
	Vancouver Other / W. Canada	1,737	1,706	(31)	98%
	USA / Mexico	4,241	4,197	(44)	99%
	Eastern Canada	653	624	(29)	96%
Total		73,112	70,804	(2,308)	97%

Hopper Cars Supplied in the Want Week by Corridor - To Week 18

Railway	Corridor	Week 18			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,086	1,849	89%	42,021	35,938	86%
	Thunder Bay	702	586	83%	11,928	11,326	95%
	Prince Rupert	417	415	100%	7,842	7,027	90%
	Vancouver Other / W. Canada	13	13	100%	788	749	95%
	USA / Mexico	51	51	100%	823	782	95%
	Eastern Canada	48	48	100%	1,899	1,742	92%
CN Total		3,317	2,962	89%	65,301	57,564	88%
CP	Vancouver Bulk	2,216	2,183	99%	45,644	42,812	94%
	Thunder Bay	1,059	1,052	99%	20,837	19,327	93%
	Vancouver Other / W. Canada	29	29	100%	1,737	1,620	93%
	USA / Mexico	278	257	92%	4,241	3,803	90%
	Eastern Canada	35	35	100%	653	530	81%
CP Total		3,617	3,556	98%	73,112	68,092	93%

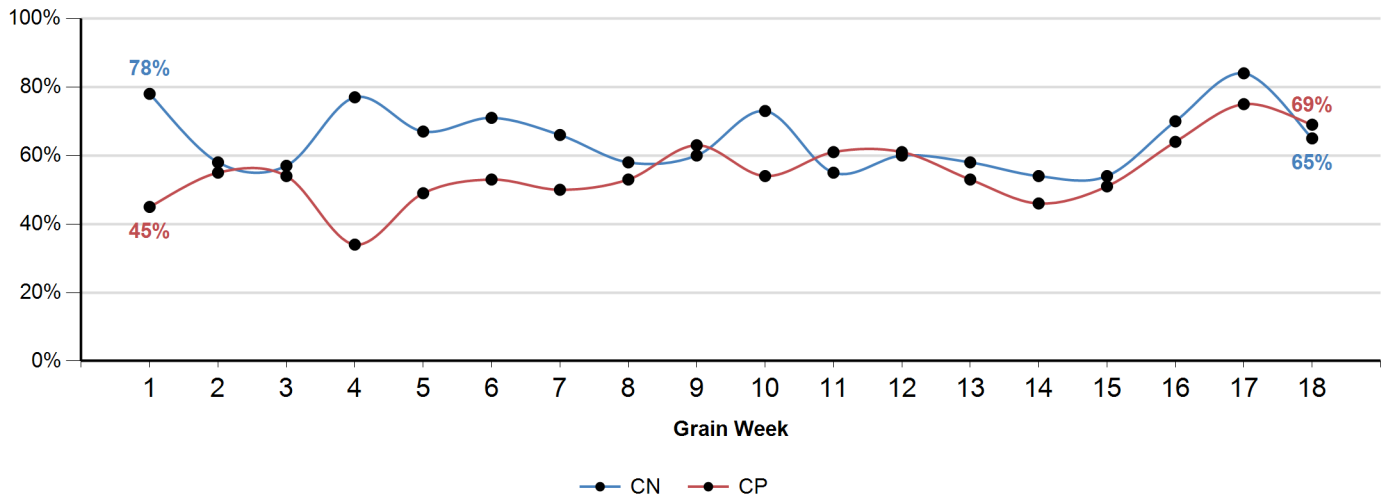


Origin Dwell Performance



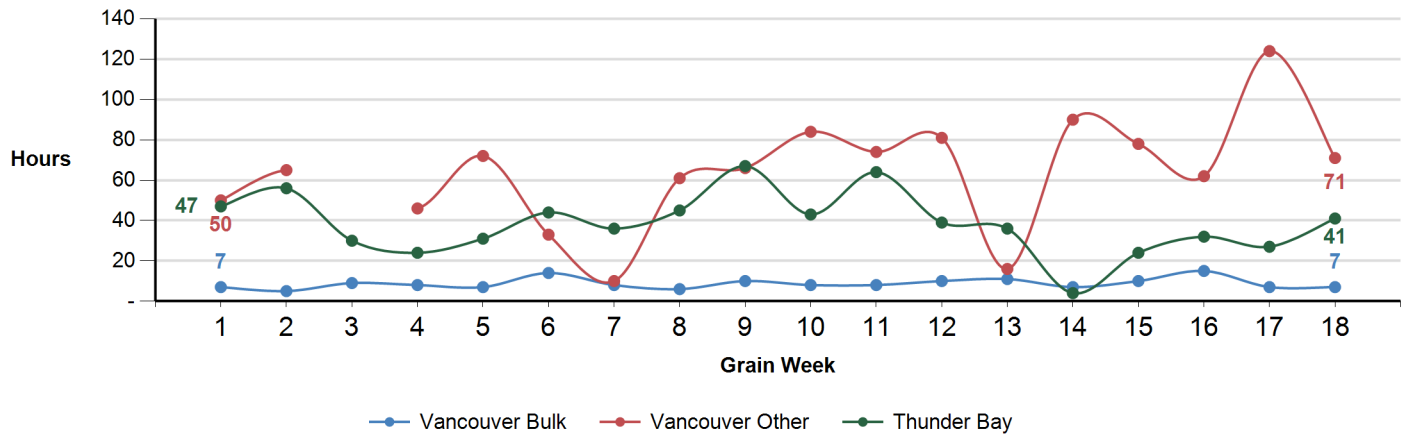
Weekly Performance Update - To Grain Week 20232024 - 18 (Nov 26 - Dec 3)
Covering 90% of grain movement originating in Western Canada

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

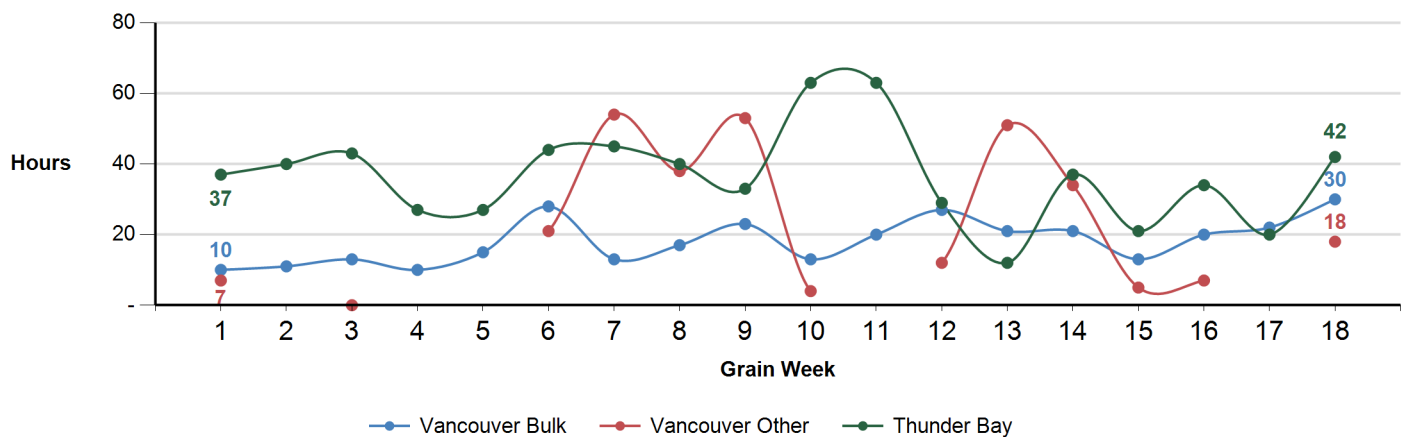


Destination Dwell Performance

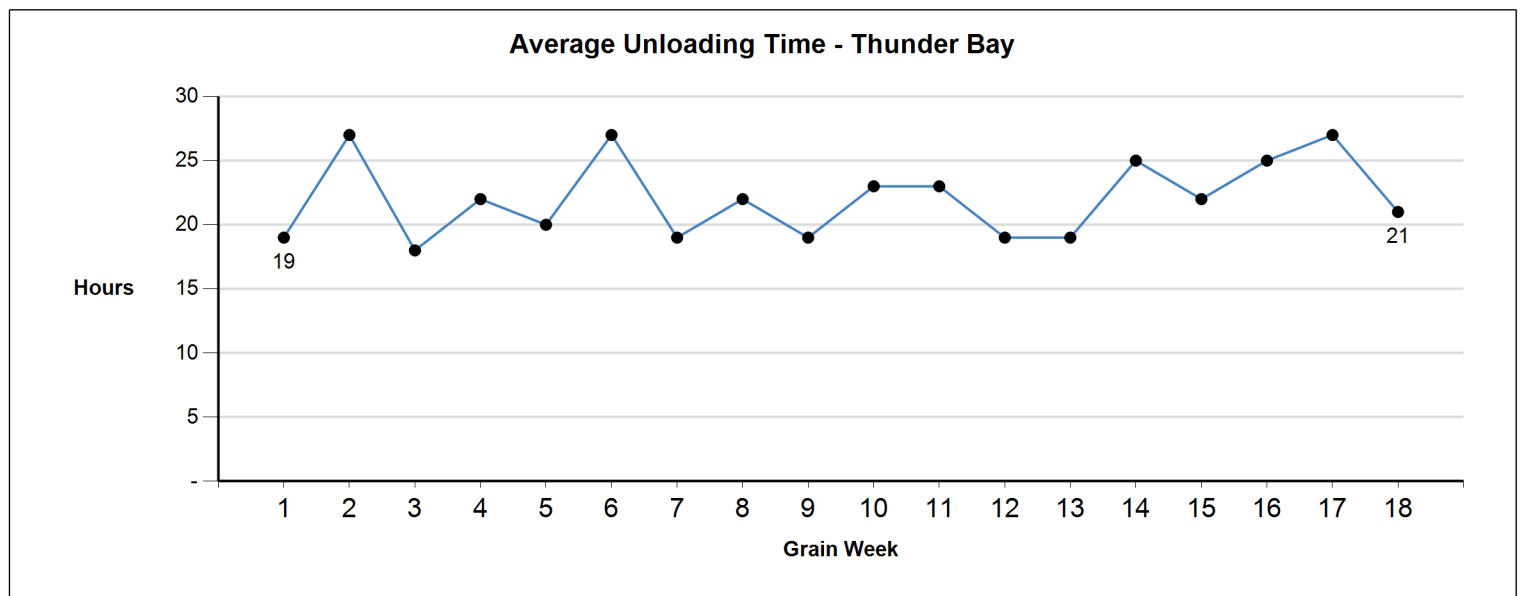
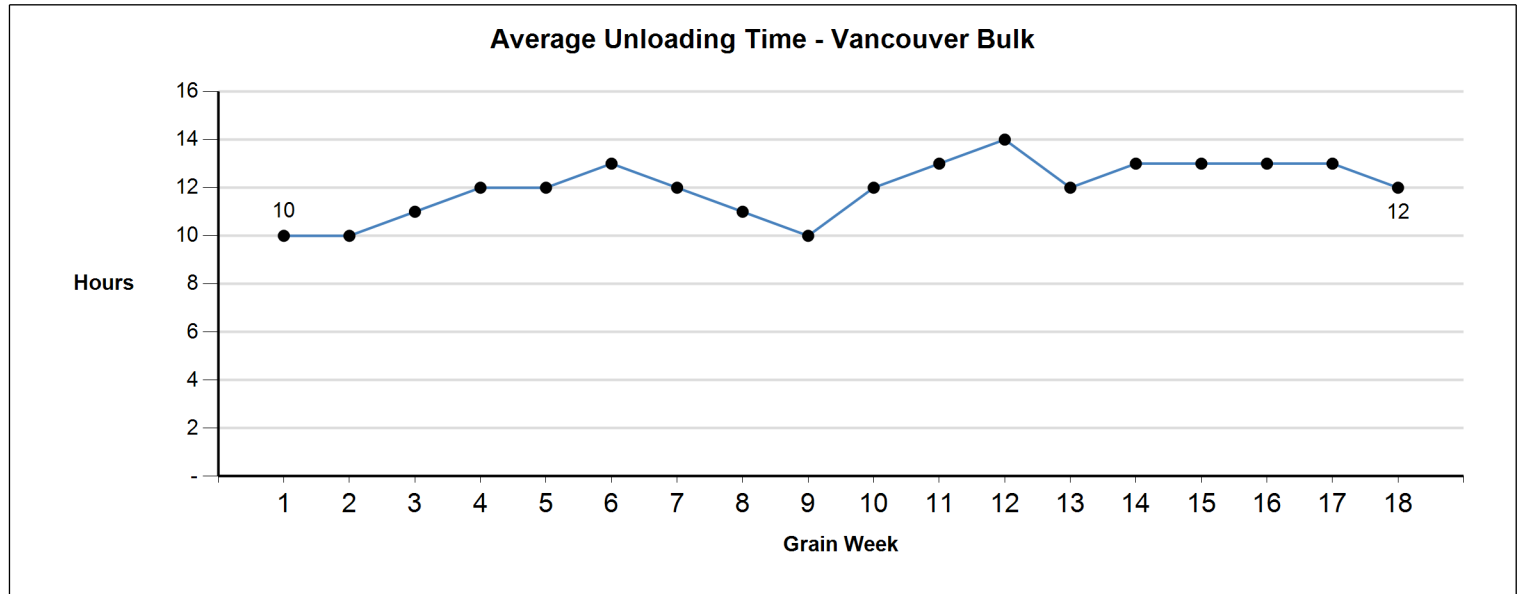
CN
Average Railway Loaded Destination Dwell Time



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.