

## Week 04 Performance

CN and CP supplied a combined 57% of hopper cars ordered in grain week 04, an improvement from the 44% order fulfillment performance seen in week 03. In supplying 77% of cars ordered by shippers in week 04, CN performance improved significantly from the 35% order fulfillment performance seen the prior week. CN performance remains below the 90% performance threshold for the sixth straight week. CP performance continued to deteriorate this week with the railway supplying only 44% of shipper orders in week 04 as compared to 51% the prior week. CP performance remains below the 90% performance threshold for a fourth straight week not having reached 80% in any of those weeks and having declined each week over that time period.

In week 04, CN performance improved or remained the same in 2 of 4 corridors relative to last week with those corridors being the Vancouver Bulk and US corridors where CN supplied 86% and 100% of cars ordered by shippers respectively. A modest decline in performance was seen in the Vancouver Other corridor this week although CN still supplied 94% of cars ordered. The most notable decline in performance this week was seen in the Eastern Canada corridor where CN supplied only 79% of the 500+ cars ordered by shippers, down from the 95% order fulfillment performance seen for this corridor in week 03. Also notable is the poor performance seen in the Prince Rupert corridor with CN supplying only 51% of cars ordered. This represents the first week of the new grain year where shippers had placed orders for Prince Rupert due to annual maintenance undertaken at the terminal for much of August. There were a total of 630 cars ordered for Prince Rupert in week 04 with CN cancelling nearly half of those orders (300).

CP performance improved or remained the same in 2 of 4 corridors relative to last week with those being the Thunder Bay and US corridors. While performance did improve in those corridors as compared to the prior week performance remained very poor with CP supplying only 39% of 1,400 cars ordered for Thunder Bay and 21% of the 500+ cars ordered for the US corridor. Performance declines were seen this week in both the Vancouver Bulk and Vancouver Other corridors. For the Vancouver Bulk corridor, CP's most important by volume, the railway supplied only 50% of the 3,500+ cars ordered, down from 59% order fulfillment performance for this corridor a week ago. For the Vancouver Other corridor performance was even worse with the railway fulfilling only 23% of orders as compared to 85% the week prior.

Not surprisingly system demand for hopper cars in week 04 rose 69% as compared to the prior week reflecting the return to full operations by both railways following the brief disruption seen at the end of the prior week. Total demand in week 04 was 9,300+ cars as compared to only slightly more than 5,500 cars in week 03. This level of demand is what we would expect to see during the peak fall shipping season and is in fact the highest demand seen in any week since early October 2023. Both railways seeing higher demand this week although more notably CP. For CN, demand in week 04 rose 46% from the prior week to 3,727 cars. For CP demand rose to 5,615 cars, some 88% higher than the prior week. Empty car spotting followed suit this week with CN and CP combined spotting nearly 6,600 cars - an 89% increase from the prior week. Both railways saw significant increases in car spotting activity from the prior week. CN spotted just shy of 3,000 cars reflecting a 95% increase from the prior week. Similarly CP saw car spotting increase 84% to more than 3,600 cars in week 04. Unfortunately for both railways the improved car spotting efforts did not match the higher demand levels and compensate for the shortcomings in week 03 leading to improved but still significant outstanding orders coming out of week 04.

### CN

- CN supplied 77% of hopper cars ordered for week 04, a significant improvement from the 35% order fulfillment performance seen in week 03.
- For week 04 CN supplied 2,862 of 3,727 cars ordered, failing to supply 865 cars ordered.
- During week 04, CN supplied a total of 2,965 hopper cars including 202 for previously outstanding orders. (see table page 3).
- CN's performance across individual shippers this week remained uneven but much like top line performance was much improved with two-thirds of shippers receiving 94% or more of cars ordered while the balance of shippers saw order fulfillment rates ranging from 50-77%.
- Week 04 demand, at 3,727 cars was 46% higher than the prior week.
- Preliminary data indicate demand will hold at week 04 levels in week 05 and then rise 16% to 4,400 cars in week 05.
- Heading into week 05 CN has 406 outstanding orders nearly doubling the 208 outstanding orders coming into the week.

### CP

- CP fulfilled 44% of hopper car orders for week 04 representing a decline from the 51% order fulfillment performance seen the prior week and the fourth straight week the railway has failed to reach the 80% threshold.
- For week 04, CP supplied 2,446 of 5,615 cars ordered, failing to supply 3,169 cars ordered.
- During week 04, CP supplied a total of 3,618 hopper cars including 1,210 cars for previously outstanding orders. (see



table page 3).

- Performance across individual shippers this week was consistent but not in a good way with only 12% of shippers receiving more than 70% of cars ordered and with all other shippers seeing order fulfillment rates ranging from 0 - 68%.
- At 5,615 cars ordered in week 04 shipper demand was 88% higher than the prior week.
- Preliminary data indicate that demand for CP will rise 7% to more than 6,000 cars in week 04 and then decline to 5,300 cars in week 05. 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 05 CP has 1,236 outstanding orders which is a significant improvement from the 1,980 outstanding orders coming into the week. That improvement is in part driven by the high number of orders cancelled by CP in week 04 as discussed below.

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

#### CN

- CN cancelled 406 hopper car orders in week 04 which is significantly less than the 1,400+ orders cancelled the prior week.
- Preliminary indications from shippers are that the railway continued rationing shipper orders in week 05 and potentially week 06.
- Through the first four weeks of the 2024 - 25 grain year CN has rationed 1,828 orders as compared to none for the same period last year.
- Year to date CN has rationed orders as follows:
  - Vancouver - 881
  - Thunder Bay - 640
  - Prince Rupert - 303
  - USA - 4

#### CP

- CP cancelled 2,581 hopper car orders in week 04.
- Preliminary indications from shippers are that the railway continued rationing shipper orders in week 05 and potentially week 06.
- Through the first four weeks of the 2024-25 grain year CP has rationed 2,994 orders as compared to none for the same period last year.
- Year to date CP has rationed orders as follows:
  - Vancouver - 1,709
  - Thunder Bay - 925
  - USA - 360



## Performance Dashboard

### Hopper Car Demand

	Week 04			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	3,727	2,346	1,381	12,599	3,149	8,244	2,061	4,355	1,088
CP	5,615	3,639	1,976	15,308	3,827	10,983	2,745	4,325	1,081
	<b>9,342</b>	<b>5,985</b>	<b>3,357</b>	<b>27,907</b>	<b>6,976</b>	<b>19,227</b>	<b>4,806</b>	<b>8,680</b>	<b>2,169</b>

### Cars Shipped

Railway	Corridor	Week 04	YTD
CN	N.A. Domestic	430	796
	Prince Rupert	323	814
	Thunder Bay	99	1,147
	Vancouver	2,144	8,140
	<b>Total</b>	<b>2,996</b>	<b>10,897</b>
CP	N.A. Domestic	140	929
	Thunder Bay	987	2,213
	Vancouver	2,421	8,345
	<b>Total</b>	<b>3,548</b>	<b>11,487</b>

### Empty Hopper Cars Supplied - Week 04 (All Want Weeks)

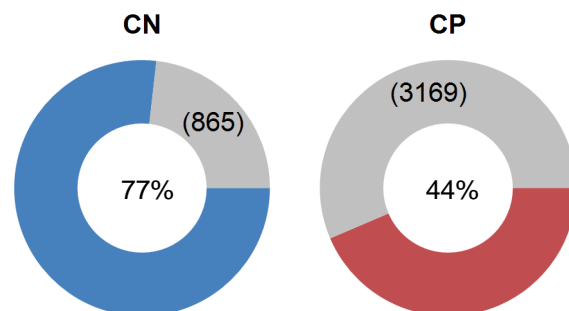
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	2,763	2,294	202	245		124	2,965	2,663
CP	2,408	3,346	1,210	24		8	3,618	3,378
	<b>5,171</b>	<b>5,640</b>	<b>1,412</b>	<b>269</b>		<b>132</b>	<b>6,583</b>	<b>6,041</b>

### Supplied by Block Size

Block Size	Week 04			Year to Date		
	CN	CP	Total	CN	CP	Total
1	3%	3%	3%	1%	3%	2%
25	5%		2%	3%	0%	2%
50	2%	3%	3%	3%	2%	2%
100	91%	94%	93%	93%	94%	93%

### Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	3,727	5,615	9,342
Current Week Order Fulfillment			
Supplied in Current Week	2,763	2,408	5,171
Supplied Early	99	38	137
<b>Total Cars Supplied for Want Week</b>	<b>2,862</b>	<b>2,446</b>	<b>5,308</b>
Current Week Unfulfilled Demand	(865)	(3,169)	(4,034)
% Current Week Orders Supplied	77%	44%	57%

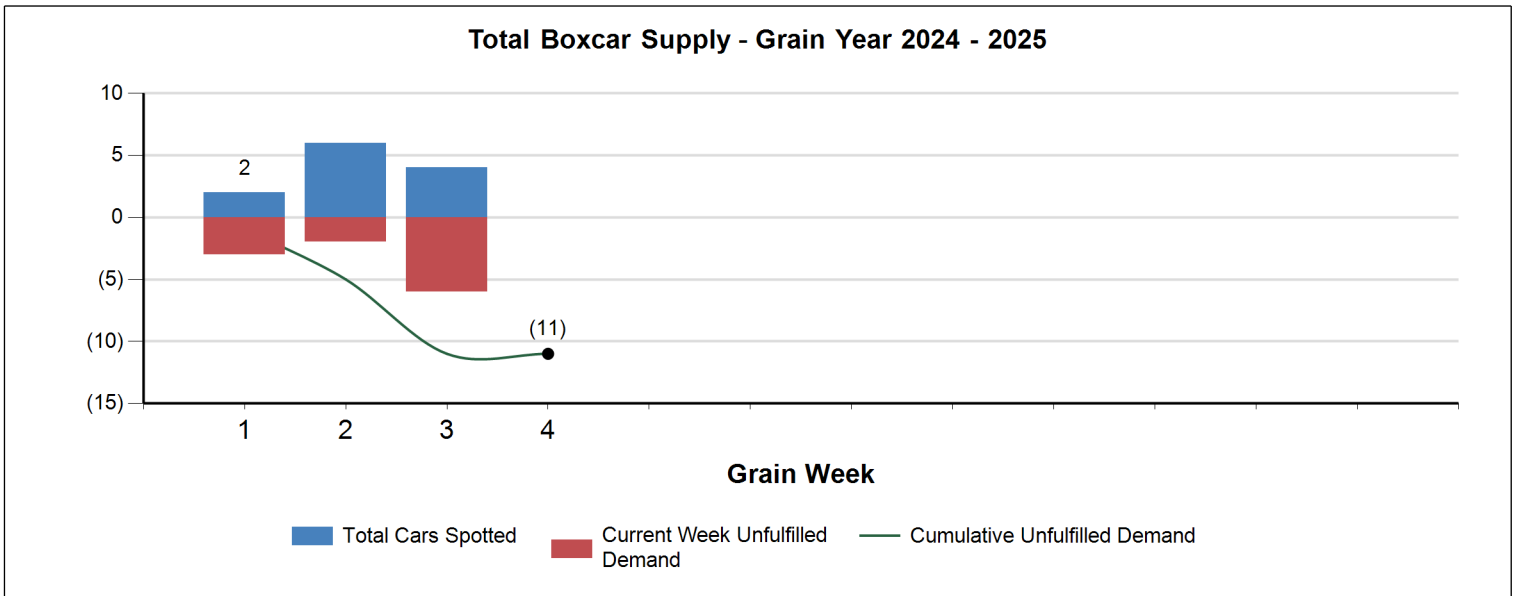
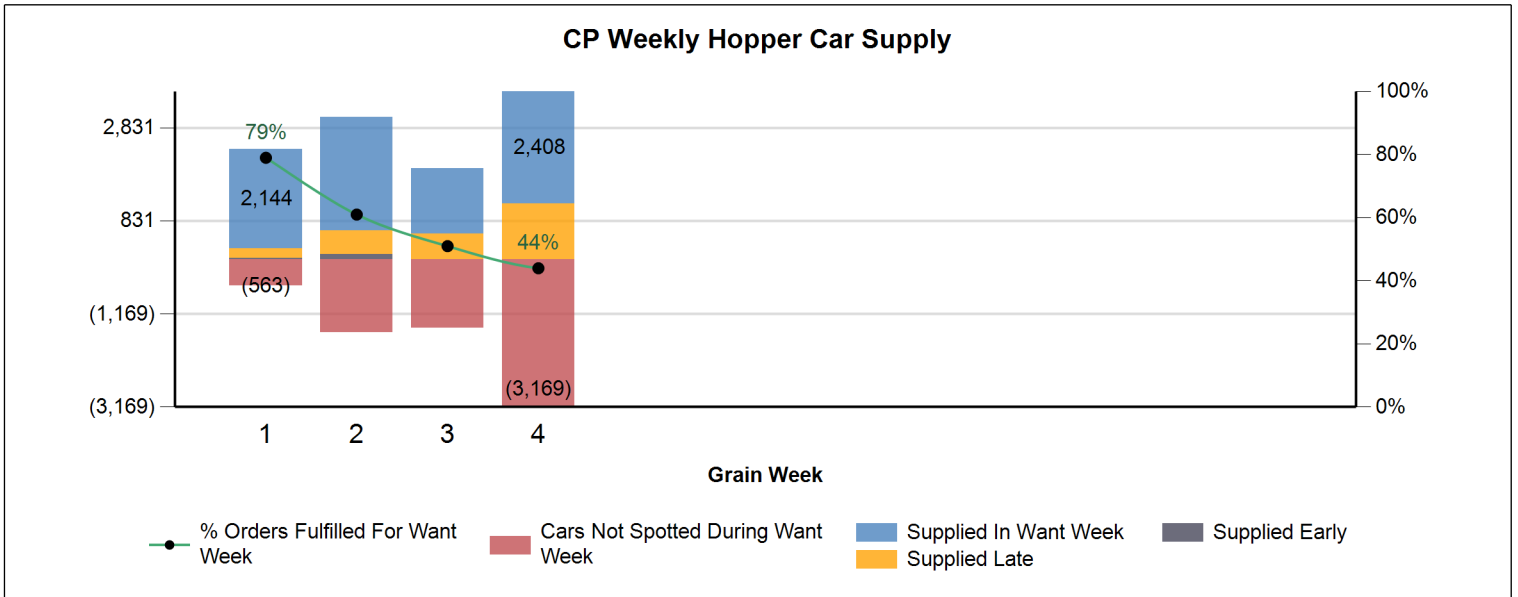
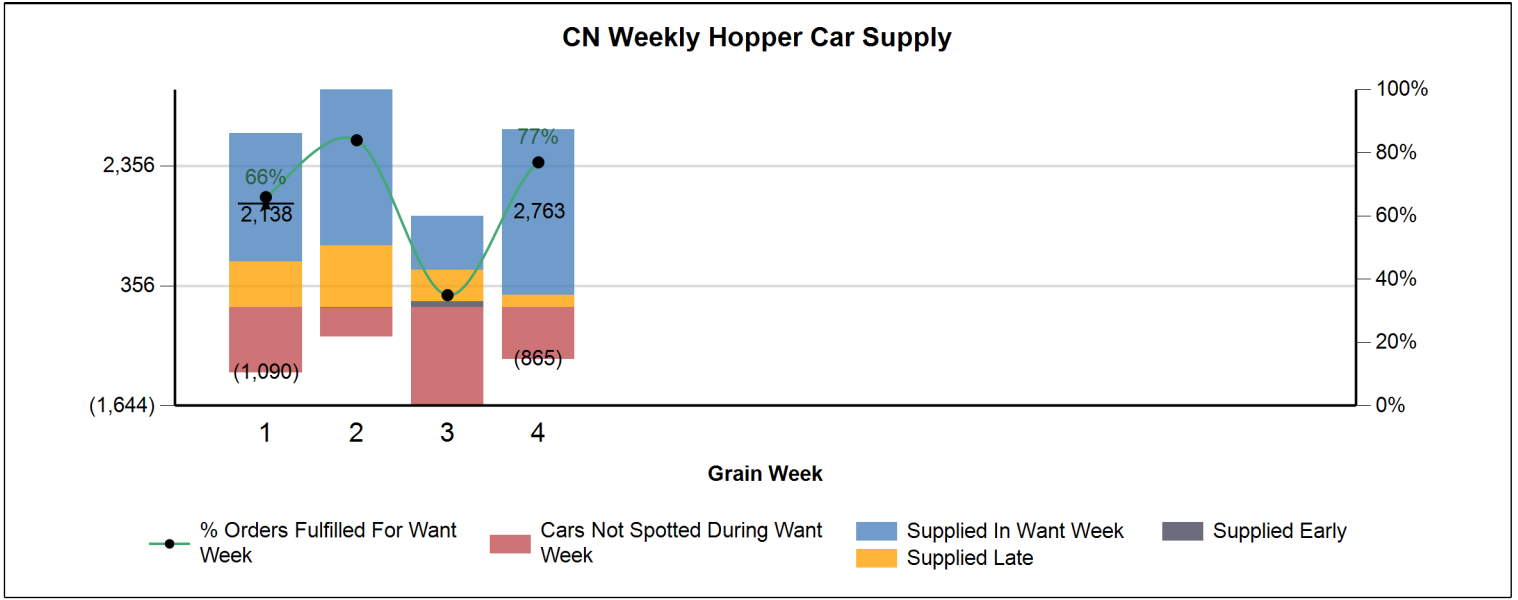


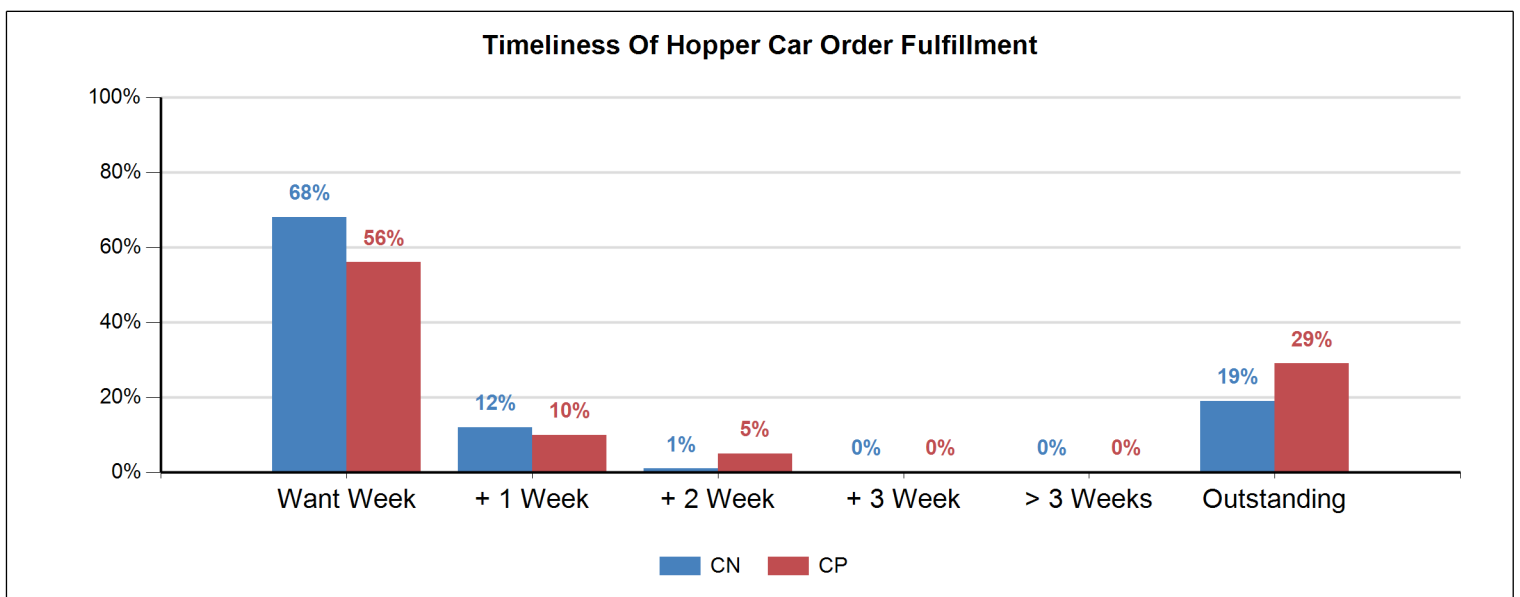
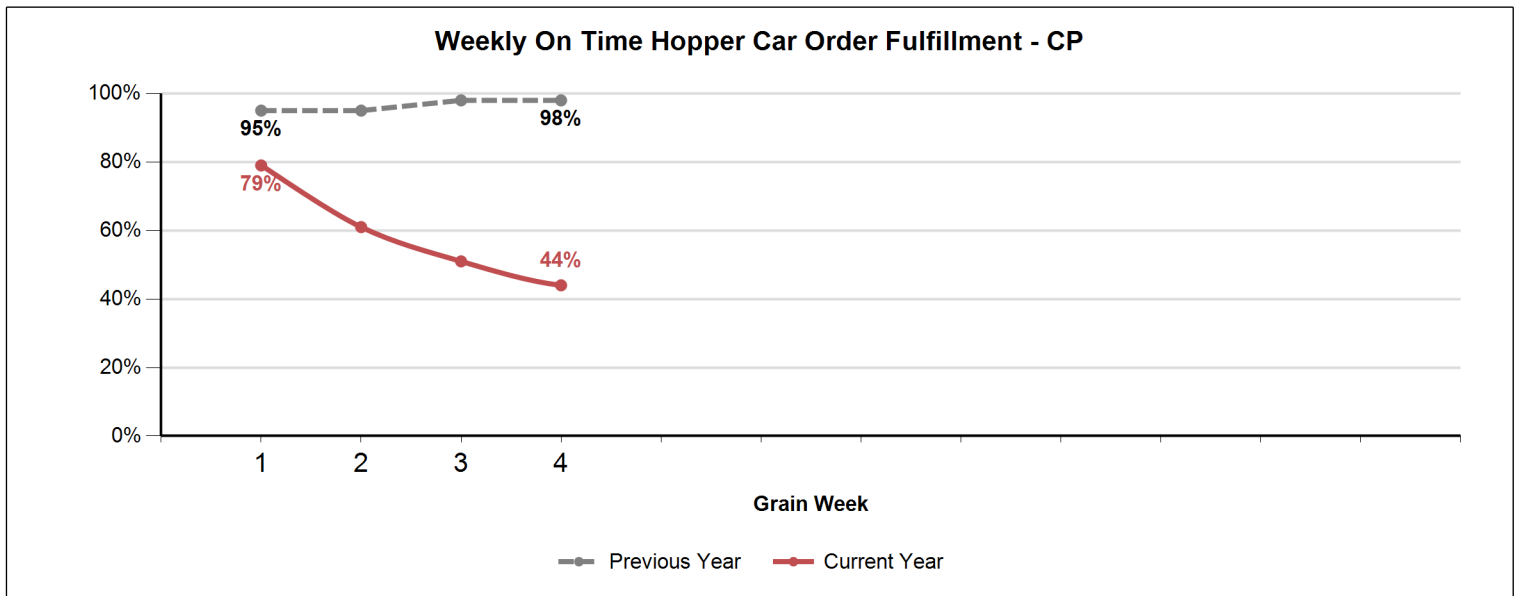
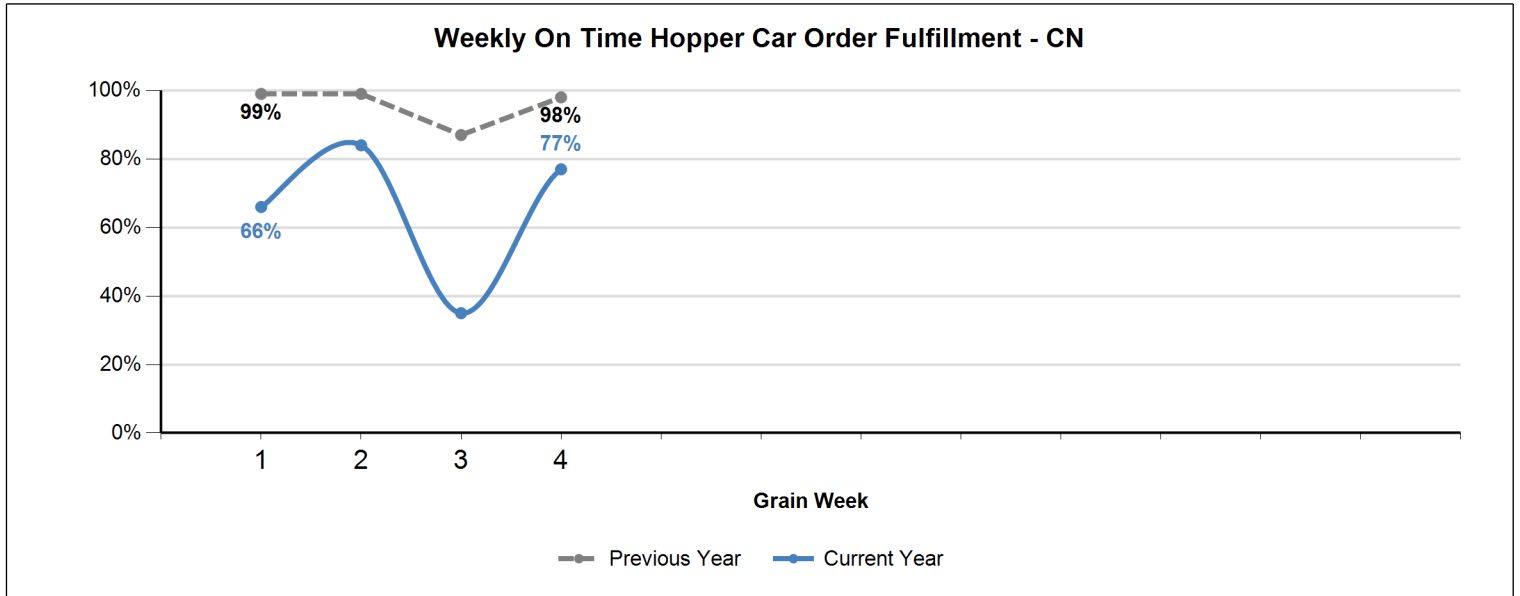
### Loaded Dwell Time (Hours) at Origin (All Traffic)

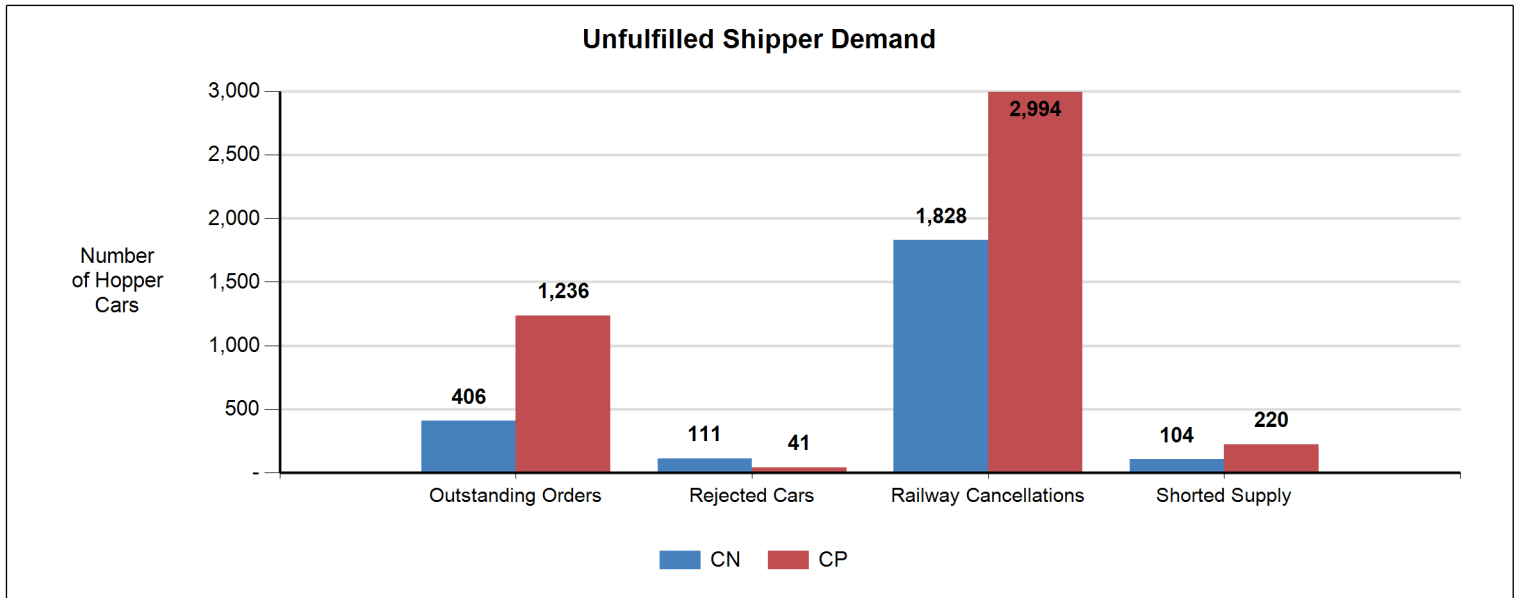
	Week 04		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	30	19	50	25
CP	18	48	39	43

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

		Week 04		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	5	8	8	8
	CP	9	10	10	11
Thunder Bay	CN	252	24	30	41
	CP	15	27	35	37







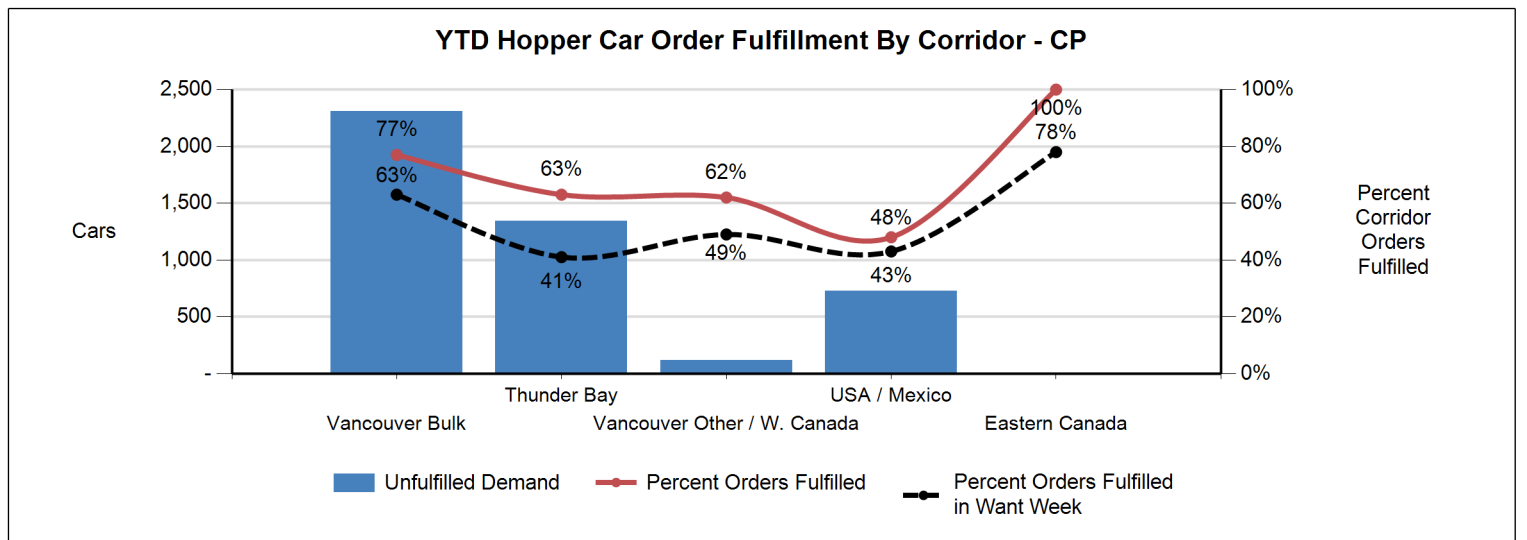
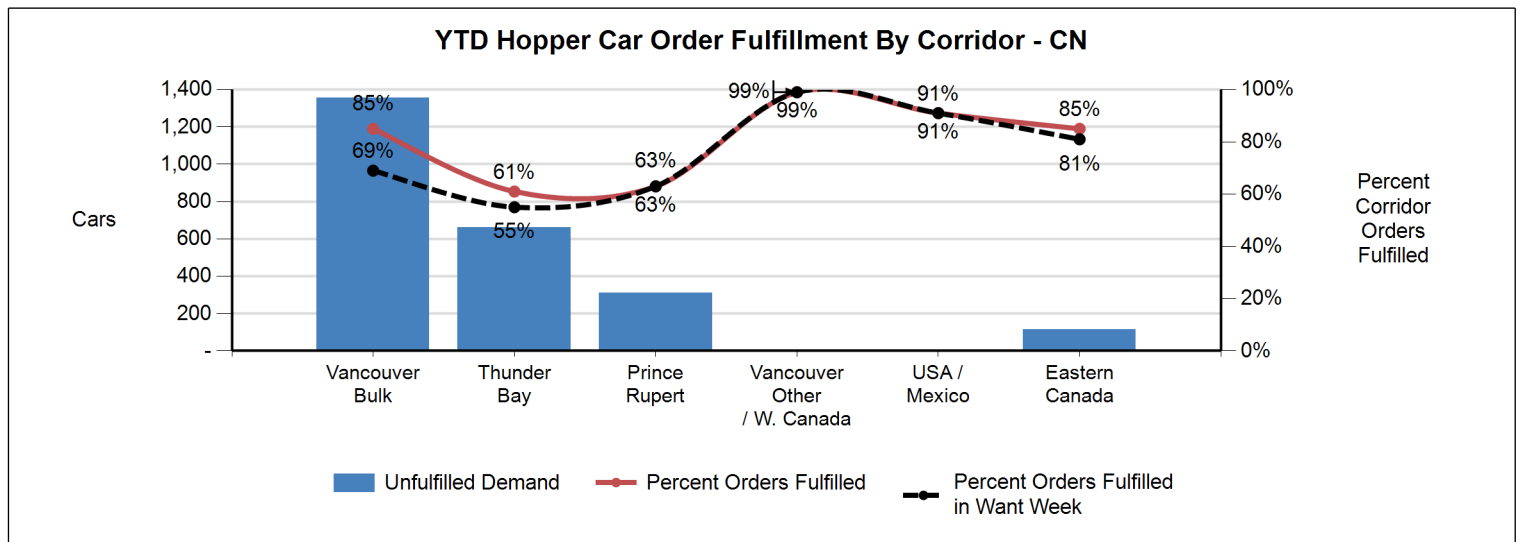
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 04

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	9,191	7,836	(1,355)	85%
	Thunder Bay	1,702	1,040	(662)	61%
	Prince Rupert	841	529	(312)	63%
	Vancouver Other / W. Canada	74	73	(1)	99%
	USA / Mexico	54	49	(5)	91%
	Eastern Canada	737	623	(114)	85%
<b>Total</b>		<b>12,599</b>	<b>10,150</b>	<b>(2,449)</b>	<b>81%</b>
CP	Vancouver Bulk	9,941	7,634	(2,307)	77%
	Thunder Bay	3,596	2,256	(1,340)	63%
	Vancouver Other / W. Canada	312	194	(118)	62%
	USA / Mexico	1,405	679	(726)	48%
	Eastern Canada	54	54	-	100%
<b>Total</b>		<b>15,308</b>	<b>10,817</b>	<b>(4,491)</b>	<b>71%</b>

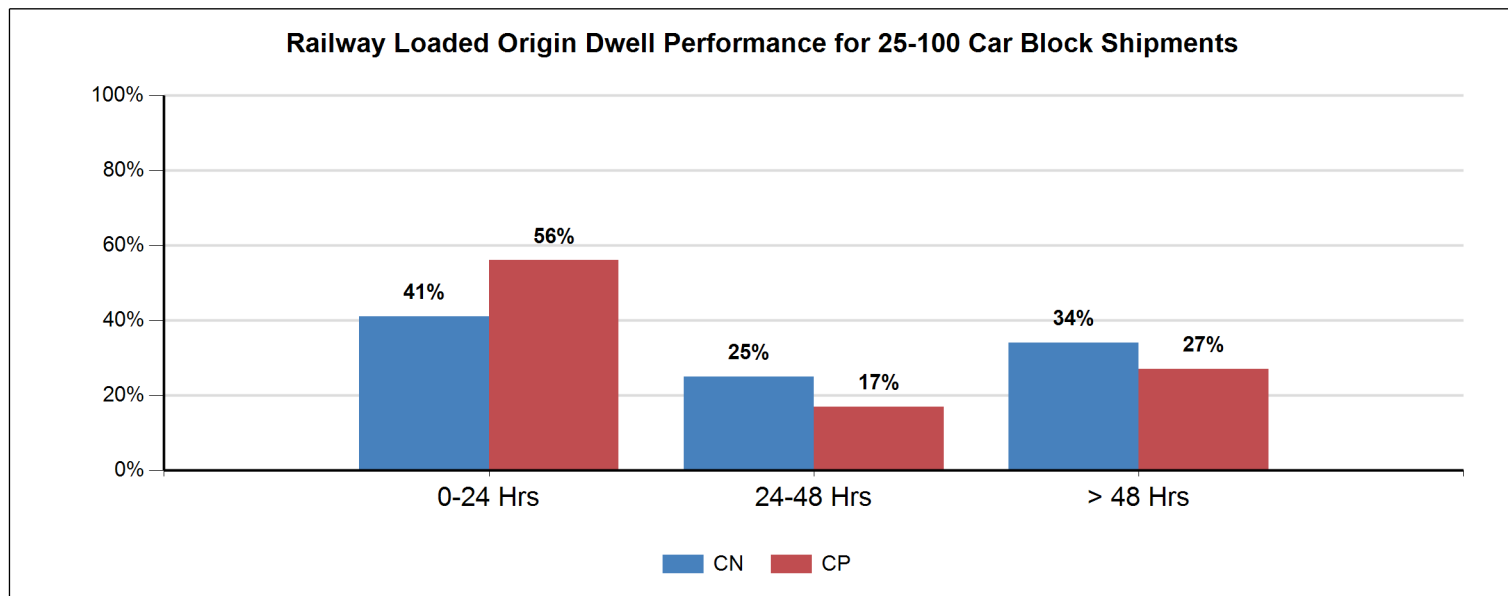
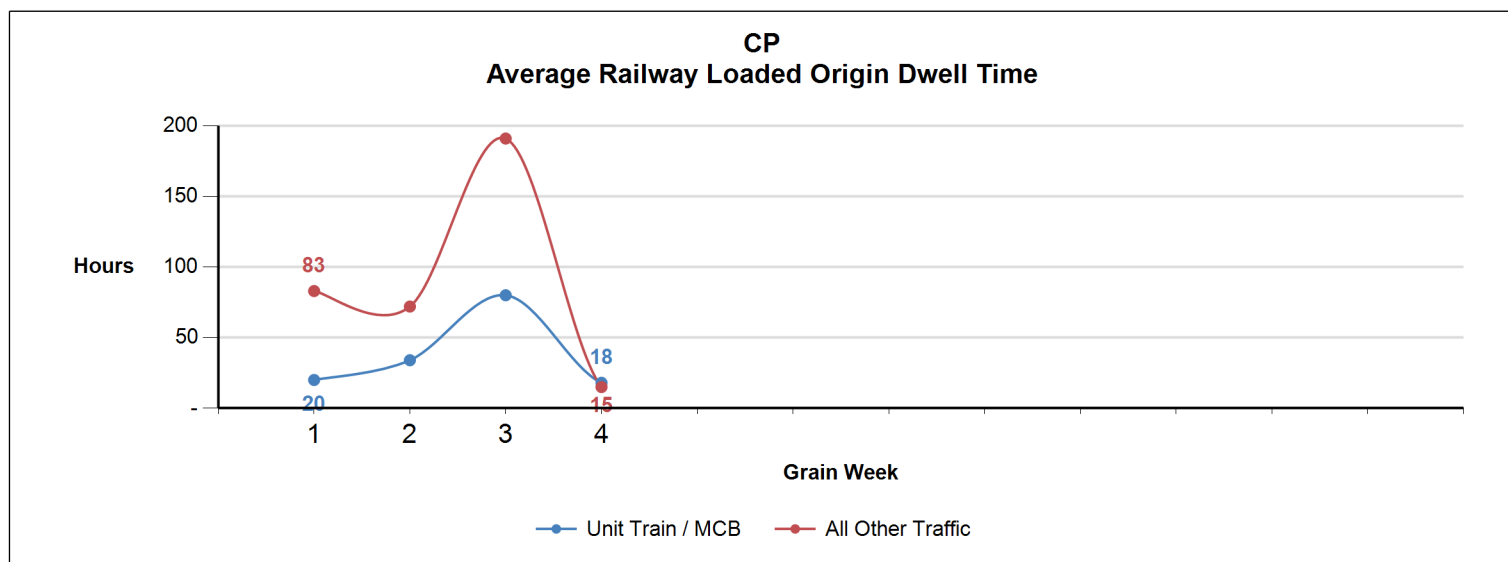
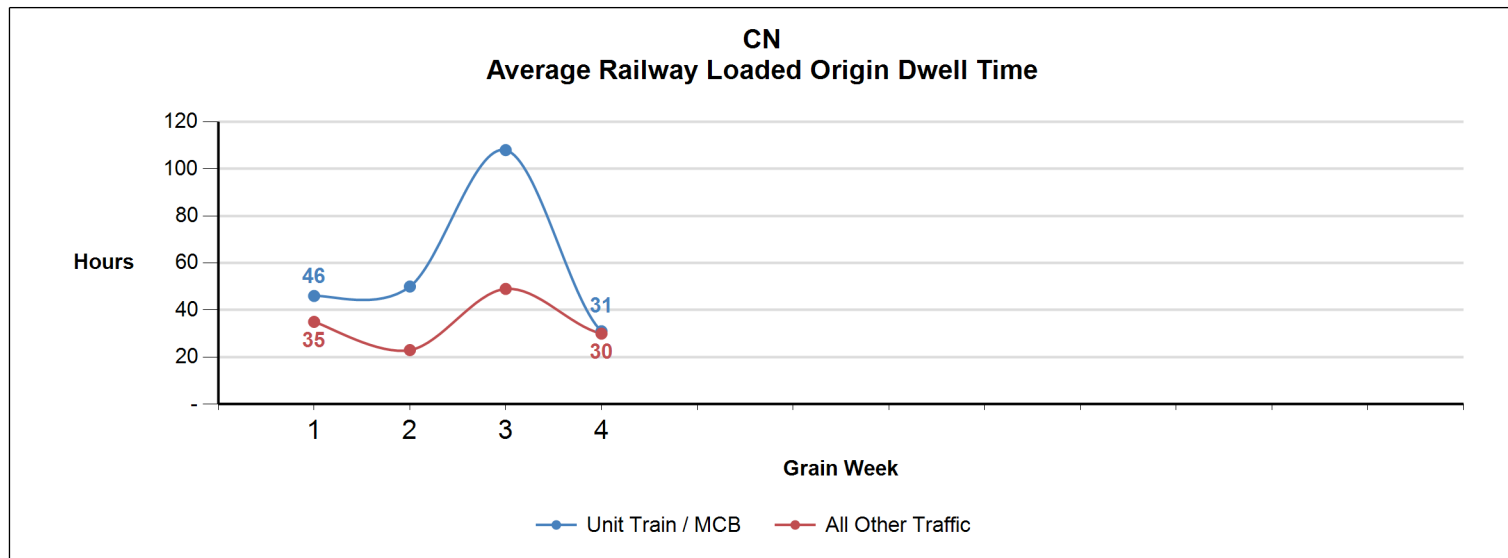
**Hopper Cars Supplied in the Want Week by Corridor - To Week 04**

Railway	Corridor	Week 04			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	2,447	2,101	86%	9,191	6,318	69%
	Thunder Bay	106		0%	1,702	941	55%
	Prince Rupert	630	323	51%	841	529	63%
	Vancouver Other / W. Canada	16	15	94%	74	73	99%
	USA / Mexico	25	25	100%	54	49	91%
	Eastern Canada	503	398	79%	737	598	81%
	<b>CN Total</b>		<b>3,727</b>	<b>2,862</b>	<b>77%</b>	<b>12,599</b>	<b>8,508</b>
CP	Vancouver Bulk	3,514	1,750	50%	9,941	6,267	63%
	Thunder Bay	1,400	544	39%	3,596	1,473	41%
	Vancouver Other / W. Canada	177	40	23%	312	153	49%
	USA / Mexico	524	112	21%	1,405	604	43%
	Eastern Canada				54	42	78%
	<b>CP Total</b>		<b>5,615</b>	<b>2,446</b>	<b>44%</b>	<b>15,308</b>	<b>8,539</b>

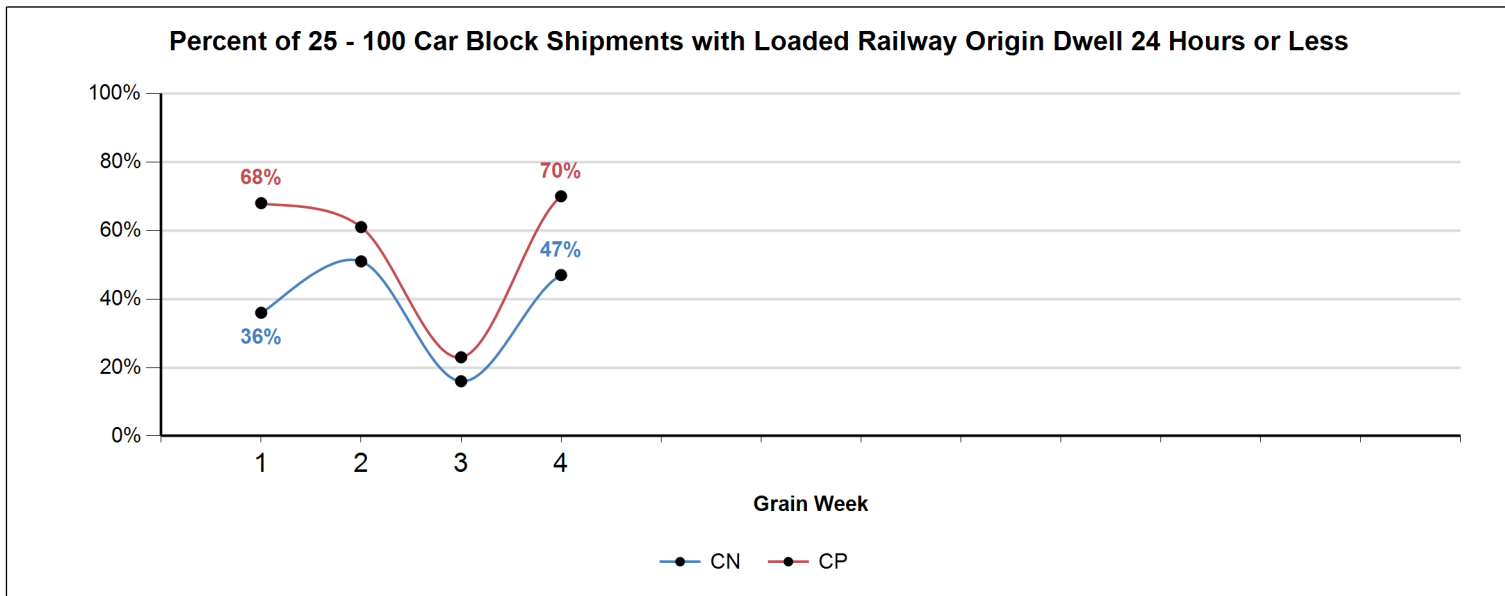




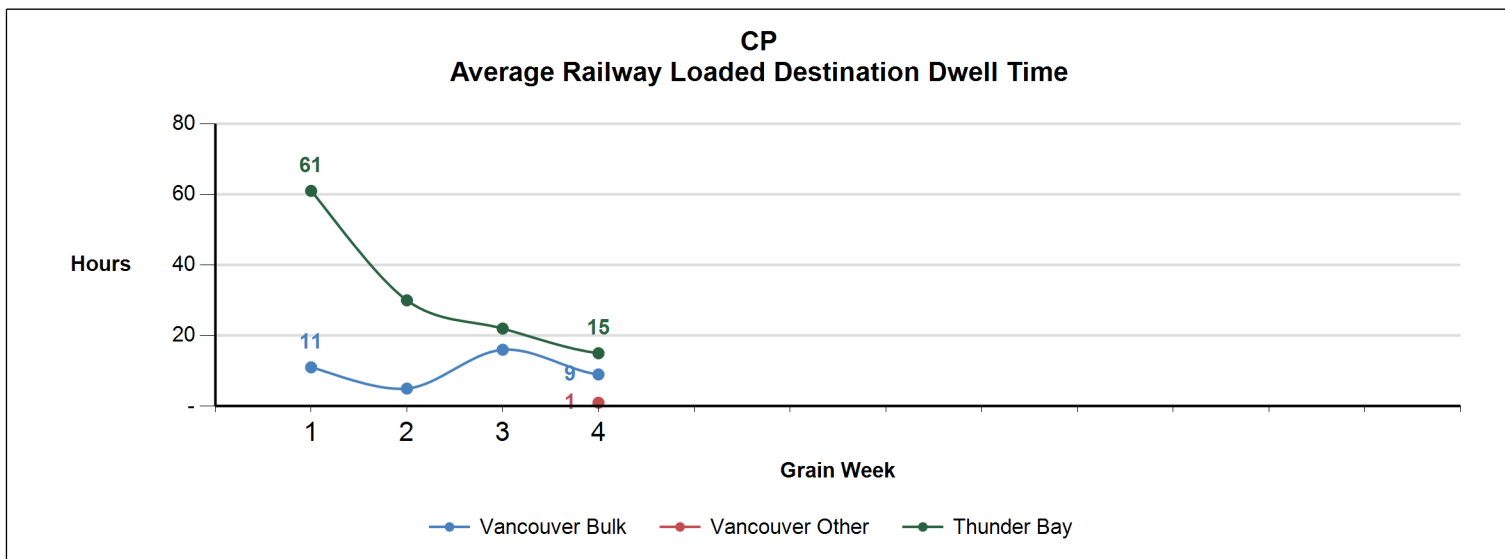
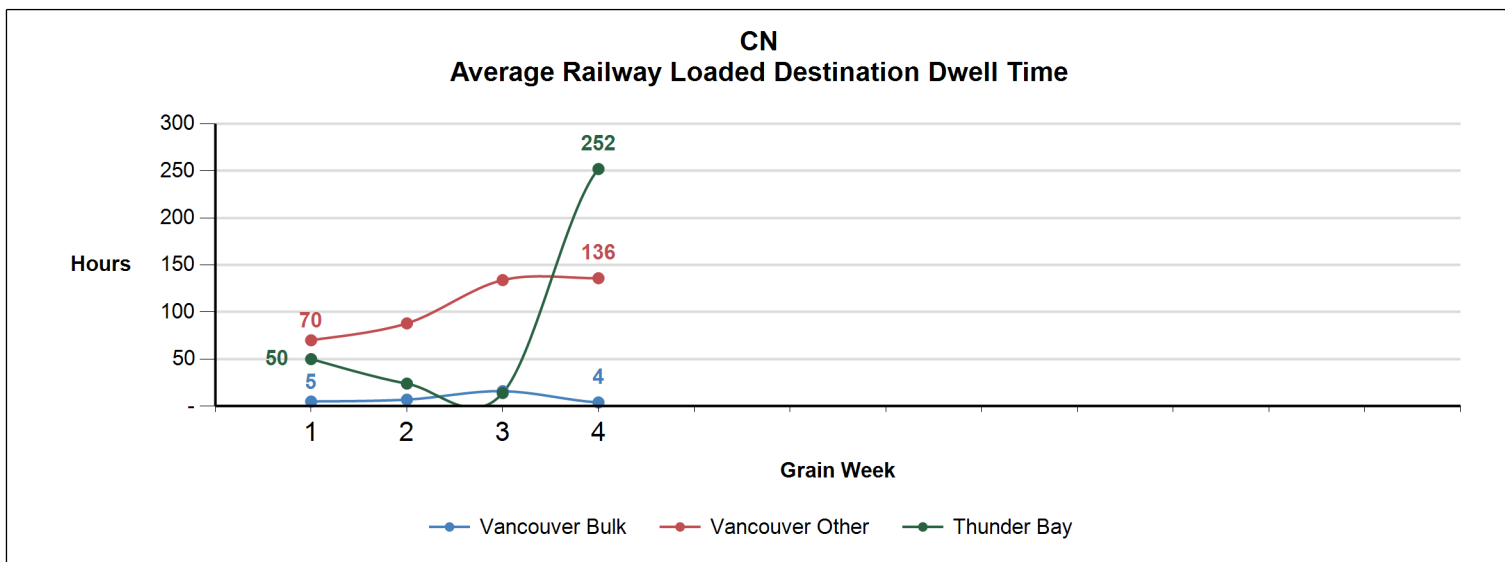
### Origin Dwell Performance





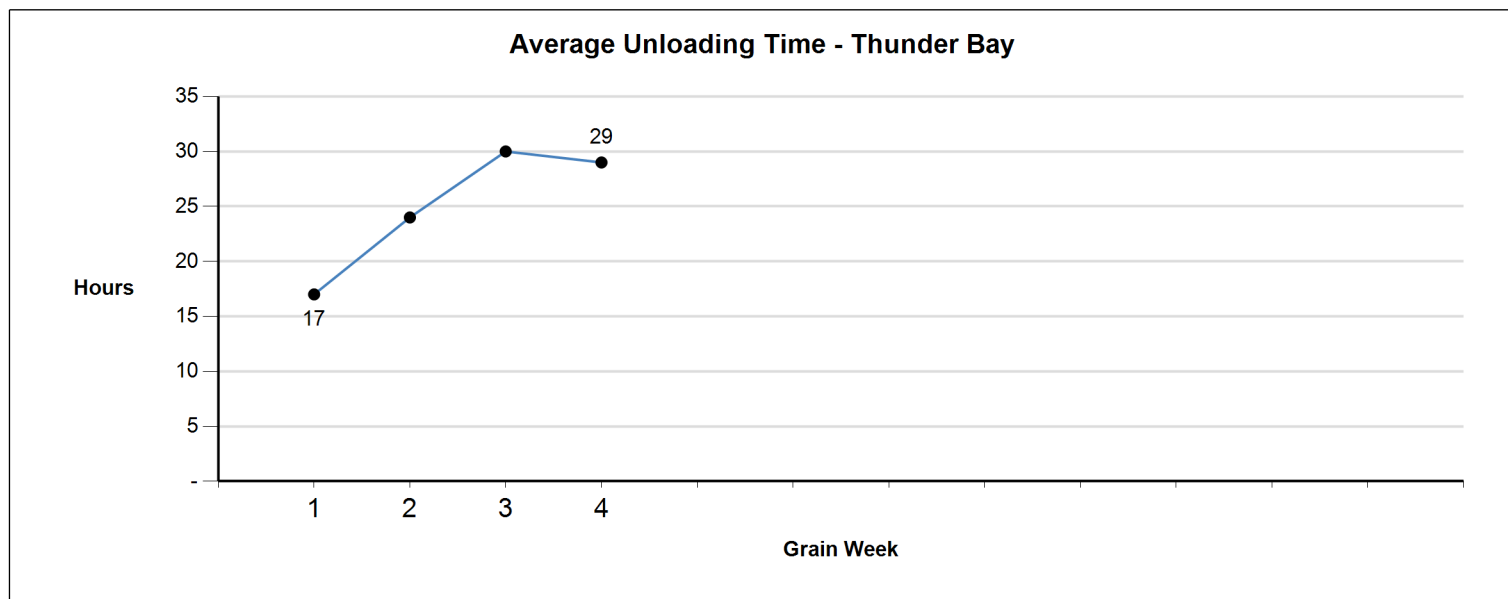
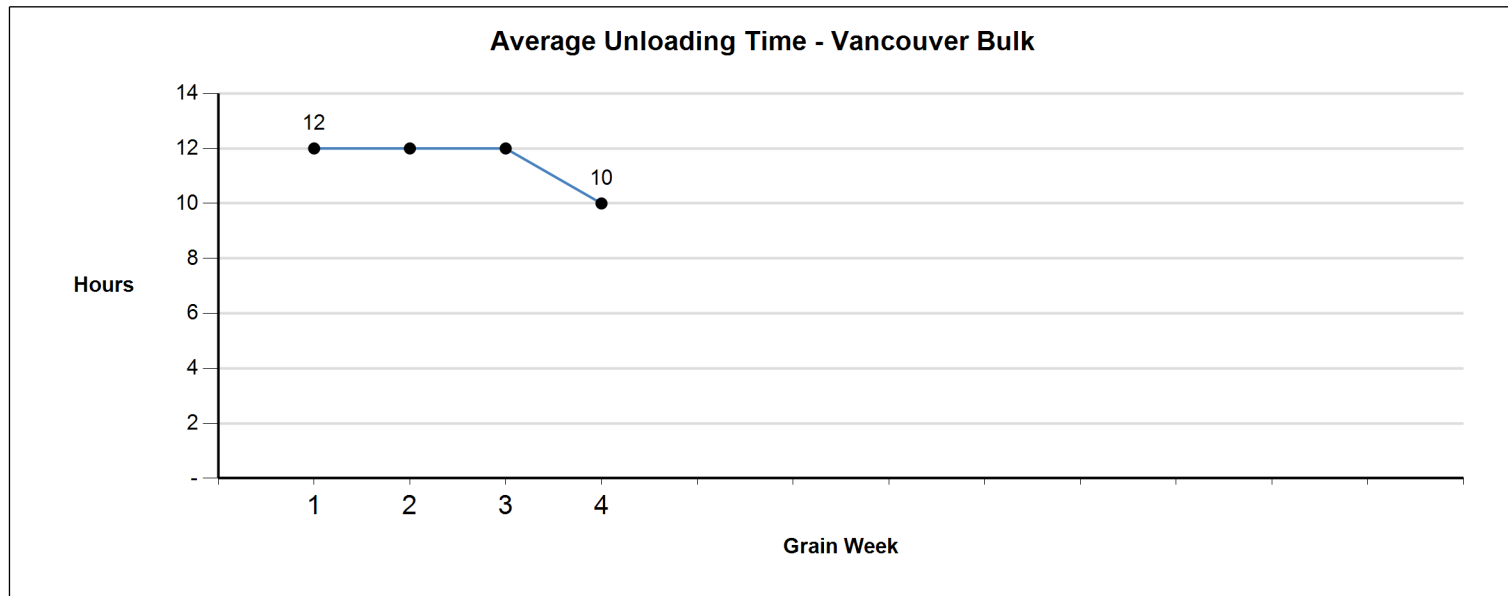


## Destination Dwell Performance





### 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.