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Michael H. Higgins, Acting Director
Office of Public Assistance, Governmental Affairs and Compliance
United States Surface Transportation Board
395 E Street, S.W.
Washington, D.C. 20423

Dear Acting Director Higgins:

Attached please find Canadian Pacific's¹ submission of its 2021 Q2 US accessorial and demurrage revenue data per the request in the Board's May 28, 2021 letter.

Please note that we have re-stated the data in the accompanying chart. A software change CP implemented late in 2019 resulted in demurrage revenue being recorded by location of shipment origin rather than the location where demurrage was incurred. As a result, some US demurrage was recorded as Canadian revenue if the shipment originated in Canada. We regret the inadvertent mistake and have corrected the situation.

While we were looking into the software issue, we discovered an omission with respect to Detroit data dating to Q1 2019. We are now including Detroit data for purposes of this submission.

If you need additional information, please do not hesitate to give me a call. Thank you.

Sincerely,

/s/ Charles W. Webster

¹ Canadian Pacific is a trade name under which Canadian Pacific Railway Company and its United States subsidiaries, Soo Line Railroad Company, Dakota, Minnesota and Eastern Railroad Corporation, Delaware and Hudson Railway Company, Inc., and Central Maine & Quebec Railway US Inc. operate.

CP US Accessorial & Demurrage Revenues

Canadian Pacific US Operations				
Demurrage and Accessorial Revenues				
\$ in Thousands				
	<u>1Q2019</u>	<u>2Q2019</u>	<u>3Q2019</u>	<u>4Q2019</u>
Demurrage*	<u>11,406</u>	<u>7,214</u>	<u>7,239</u>	<u>7,326</u>
Accessorial	3,013	2,899	3,411	3,054

	<u>1Q2020</u>	<u>2Q2020</u>	<u>3Q2020</u>	<u>4Q2020</u>
Demurrage*	<u>6,504</u>	<u>5,363</u>	<u>5,977</u>	<u>8,116</u>
Accessorial	2,754	3,113	2,470	3,189

	<u>1Q2021</u>	<u>2Q2021</u>
Demurrage*	<u>13,267</u>	<u>19,983</u>
Accessorial	2,708	2,878

*Demurrage includes restatement to increase 2019Q1-2021Q1 in an aggregate amount of 14.6M for revenue that had been improperly reflected on our Canadian affiliate.

1) Demurrage includes charges which may be assessed under the following tariff items in CP's published supplemental tariff documents (<https://www.cpr.ca/en/customer-resources/pricing-and-tariffs/supplemental-tariffs>):

- Tariff 2 Items: 11, 13, 15
- Tariff 3 Items: 38, 51 - 54
- Tariff 5 Items: 4, 6 – 8, 10, 17
- Customer Storage Contracts

2) Accessorial includes charges which may be assessed under the following tariff items in CP's published supplemental tariff documents (<https://www.cpr.ca/en/customer-resources/pricing-and-tariffs/supplemental-tariffs>):

- Tariff 2 Items: 1, 5 – 9, 18, 21 – 25, 36, 30 – 32, 38, 41, 46, 51 – 55, 61, 73, 95
- Tariff 3 Items: 3, 11, 12, 14, 21 – 23, 30 – 32, 35 – 37, 39 – 42, 61, 62, 64 – 67, 71 – 73, 80 – 85, 89, 91, 92, 95
- Tariff 5 Items: 1, 3, 16, 19
- Tariff 8 Items: 11, 13
- Tariff 7551