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The Honorable Ann Begeman, Chairman
United States Surface Transportation Board
395 E Street, S.W.
Washington, D.C. 20423

Dear Chairman Begeman:

Attached please find Canadian Pacific's¹ submission of its 2020 Q2 US accessorial and demurrage revenue data per the request in your May 7, 2020 letter.

If you need additional information, please have your staff 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

| | | | | | | |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Soo Line Corporation (SOO) | | | | | | |
| Demurrage and Accessorial Revenues | | | | | | |
| \$ in Thousands | | | | | | |
| | <u>1Q2019</u> | <u>2Q2019</u> | <u>3Q2019</u> | <u>4Q2019</u> | <u>1Q2020</u> | <u>2Q2020</u> |
| Demurrage | <u>11,166</u> | <u>7,007</u> | <u>7,074</u> | <u>7,090</u> | <u>5,770</u> | <u>4,365</u> |
| Accessorial | 3,013 | 2,899 | 3,411 | 3,054 | 2,754 | 3,113 |

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