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

Dear Mr. Higgins:

Attached please find Canadian Pacific's¹ submission of its 2021 Q3 US accessorial and demurrage revenue data per the request in the Board's May 28, 2021 letter.

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

Sincerely,

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	11,406	7,214	7,239	7,326
Accessorial	<u>3,013</u>	<u>2,899</u>	<u>3,411</u>	<u>3,054</u>
Total	14,419	10,113	10,650	10,380

	<u>1Q2020</u>	<u>2Q2020</u>	<u>3Q2020</u>	<u>4Q2020</u>
Demurrage	6,504	5,363	5,977	8,116
Accessorial	<u>2,754</u>	<u>3,113</u>	<u>2,470</u>	<u>3,189</u>
Total	9,258	8,476	8,447	11,305

	<u>1Q2021</u>	<u>2Q2021</u>	<u>3Q2021</u>	<u>4Q2021</u>
Demurrage	13,267	19,983	19,519	-
Accessorial	<u>2,708</u>	<u>2,878</u>	<u>2,759</u>	-
Total	15,975	22,861	22,278	-

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