



Charles W Webster
Senior Counsel - US

11306 Franklin Avenue
Franklin Park IL 60131
USA

T 630 860 4161
E Charles_Webster@cpr.ca

January 28, 2021

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

Dear Commissioner Begeman:

Attached please find Canadian Pacific's¹ submission of its 2020 Q4 US accessorial and demurrage revenue data per 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 & 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>	<u>3Q2020</u>	<u>4Q2020</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>	<u>3,641</u>	<u>4,236</u>
Accessorial	3,013	2,899	3,411	3,054	2,754	3,113	2,470	3,189

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