



January 13, 2016

The Honorable Daniel R. Elliott III
Chairman, United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Elliott,

My name is Lance Norman and I am the Executive Vice President of APPS Transport Group. APPS is a major national independent transportation company in Canada. We have both road and intermodal operations - both intra Canada and cross border. We have enjoyed consistent growth since 1985 with record revenue in 2015. The CPR is a major supplier of intermodal services to our company.

We understand that Norfolk Southern and Canadian Pacific are requesting authority to enter into a transaction that would put them under common control. We support this application as the combined network will create a rail network that offers significant opportunities for service improvements and efficiencies - not the least of which is the relief for Chicago and other congested gateways.

A CP/NS combination is also interesting to us because of the potential for a cost-effective alternative to truck to and from many more points in the United States and Canada. I can foresee no reduction in competition by reason of the acquisition and in fact only increased competition for trucks and other rail carriers.

We believe that the proposed combination may provide significant benefits to us and therefore our company supports the application.

We urge the Surface Transportation Board to judge the proposal on its merits and we look forward to a positive outcome.

Please feel free to contact me if you require more information.

Sincerely,


Lance Norman
Executive Vice President
APPS Transport Group

cc: Keith Creel
President and Chief Operating Officer
Canadian Pacific
Building 1, 7550 Ogden Dale Rd, SE
Calgary, AB
T2C 4X9

6495 TOMKEN ROAD, MISSISSAUGA, ON L5T 2X7
T 905 451 2720 TF 1 800 465 2513 F 905 451 2778
www.appsexpress.com

Your single source transport specialist

