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OFFICE OF CHAIRMAN

February 7, 2016

Chairman Daniel R. Elliott, III
Vice Chairman Deb Miller
Member Ann D. Begeman
Surface Transportation Board
395 E Street, S.W.
Washington, DC 20423-000

Dear Chairman Elliott;
Fellow Surface Transportation Board Members:

On behalf of Alfagreen Supreme and numerous animal food manufacturers, I am writing to request your close review and to scrutinize the proposal by Canadian Pacific Railway (CP) to acquire Norfolk Southern (NS). As a supplier of alfalfa products, we view the acquisition to have wide-ranging impacts on the supply of competing inputs being imported into the US markets due to existing (CP) agreements from Canadian supplies which now gain access to the U.S. markets in a potentially more favorable means.

We rely heavily on short line carriers whom remain under pressure from a variety of factors. The proposed acquisition raises serious questions about the future of rail investment and infrastructure in these short line railroads, and it is unclear whether CP plans to maintain existing NS lines that serve our plants located in Ohio, Pennsylvania and Florida.

An acquisition of the NS could further change the landscape and reduce options for rail freight in and out of Toledo, Ohio. NS has been active in our state, partnering with industry and with the State of Ohio to improve critical rail infrastructure. NS has invested heavily in industrial development initiatives on its lines as well as with its partners, including the Ann Arbor Railroad between Toledo and key area connecting gateway points.

Currently, the NS railroad provides Ohio shippers in the face of significantly higher rail rates from CSX, the other major class one railroad that services Ohio.

We are concerned that an acquisition by CP will be detrimental to service in and out of the Toledo and Chicago gateways for freight traffic; place additional requirements on local and regional freight carriers; reduce options to move Ohio agriproducts; and continue to force agribusinesses and producers of being competitively priced into domestic and international markets.

In closing, thank you for your consideration and your close review of any proposed acquisition.

Respectfully,

Kenneth E. Vaupel

