

# **ALLIANCE**shippers inc.

February 10, 2016

The Honorable Daniel R. Elliott III, Chairman  
The Honorable Deb Miller, Vice Chairman  
The Honorable Ann D. Begeman, Board Member  
United States Surface Transportation Board  
395 E Street, S.W.  
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members:

My name is Ronald Lefcourt and I am the president and owner of Alliance Shippers Inc., a transportation company founded in 1977. Alliance Shippers Inc. has conducted business with the Norfolk Southern Railroad in an intermodal environment for all the years we are in business. For the year 2015 my company moved approximately 60,000 containers and trailers utilizing the Norfolk Southern intermodal railroad network. Their on-time performance was 95%.

Before the railroad industry's meltdown in 2013 and 2014, when they were overwhelmed with fracking, automotive sales and increasing grain shipments, the lack of additional railroad trackage, locomotion and engineers led to a breakdown of their usual reliable transit performance. The West Coast port slowdown led to a ground transportation meltdown of all modes from coast to coast.

In the last 18 months all four major railroads have spent billions of dollars to improve their terminal facilities, added thousands of miles of additional trackage, purchased several thousand additional locomotives and trained an appropriate number of new engineers to run these locomotives. By doing the above the four major railroads have improved their services across the board. As a major shipper utilizing these railroads, I am very optimistic about their continued exemplary services. What is good for my customer base is naturally good for the United States of America.

The proposed buyout of the Norfolk Southern Railroad by the Canadian Pacific Railroad has troubled me as a citizen of this great country who has served in the United States armed forces. I cannot understand how our government would allow a foreign country to control an asset such as one of the four major American railroads, which in times of war plays a huge role in our national defense. In WWII the tanks, artillery, trucks, munitions, airplane parts, etc., were transported by these railroads to embarkation cities/towns and allowed us to fight and win a worldwide war.



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Page Two*

My position that no foreign country should control a United States railroad is now dramatized by the fact that the new liberal Prime Minister of Canada, Justin Trudeau, has stopped Canadian airplanes from bombing Isis. Instead of bombing Isis Canada will send additional soldiers to train Syrian anti-Isis fighters.

Our government has more pressing issues that need attention. The Canadian Pacific Railroad cannot and should not be able to own a United States railroad in order that some outside investors can profit by this action.

Some parts of our country should not be for sale.

Sincerely,

A handwritten signature in black ink that reads "Ronald Lefcourt".

Ronald Lefcourt  
President