

11 February 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
rcpa@stb.dot.gov

Dear Chairman Elliott and Surface Transportation Board Members:

On behalf of more than 15 industries and 2,000 individuals employed in manufacturing in the northern panhandle in West Virginia, I am writing to urge your close scrutiny of the proposal by Canadian Pacific Railway (CP) to acquire Norfolk Southern (NS). The northern panhandle of West Virginia has been home to this railroad for years. The economic benefits NS creates for West Virginia, in general, and the northern panhandle, in particular, are significant. As such, we want to bring to your attention our opinion on this matter, as we have significant concerns that CP's unsolicited proposal to acquire NS, if allowed to proceed, would have a negative impact on West Virginia manufactures, interstate commerce, and our country's transportation infrastructure.

STATE-WIDE IMPACTS

Norfolk Southern provides 900 jobs and pays retiree benefits to more than 430 people in West Virginia. In 2015, this accounted for more than \$67 million in wages. However, the railroad's contributions go beyond employing our residents. Last year, NS contributed \$85 million in track and facilities investments, \$24 million in purchases and payments, and \$49,000 in charitable giving. It has partnerships with two West Virginia short line railroads that help expand the reach of businesses and communities.

The positive impact NS has on West Virginia does not stop with the direct impacts of NS. Norfolk Southern, and its connection to over 15 industries in the northern panhandle and the State's \$30 million Heartland Intermodal Gateway Public Port in Prichard in southern West Virginia, is vital to companies throughout our state. These connections link businesses and industries to markets around the world and supporting economic and industrial development. It is critical that the movement of goods to and from these industry clusters and transportation hubs are not compromised.

REGIONAL IMPACTS

Norfolk Southern has been a great partner to manufacturers in the northern panhandle of West Virginia. Its expansive network in this region, which spans over 25 miles of track, three rail

yards, and two ports, is critically important to our region's economy. Specifically, in the northern panhandle, NS has contributed to:

- Private and public investments approaching \$200 million in our two counties;
- A reduction in our unemployment rate of almost 5%; and
- The preservation and creation of almost 2,000 jobs.

Furthermore, NS has worked with our economic development agency (Business Development Corporation of the Northern Panhandle) to foster economic development through site identification and development, marketing efforts, and project management when prospects visit our region. We are currently in the process of working with NS to add service that would create opportunities for approximately \$2 billion of private investment in Brooke and Hancock counties alone.

ACTION REQUESTED

Given these factors, the BDC, and our partners in manufacturing, have significant reservations regarding Canadian Pacific's potential acquisition of Norfolk Southern. Please know that we consider this matter to be of the utmost importance to the industries in the northern panhandle of West Virginia. I ask that the Surface Transportation Board follow this situation closely with particular attention to any potential impacts to the industries in the northern panhandle.

Very truly yours,

BUSINESS DEVELOPMENT CORPORATION



Patrick B. Ford, Executive Director

*Cc: U.S. Senator Joe Manchin
U.S. Senator Shelley Moore Capito
U.S. Congressman McKinley
Starvaggi Industries, Inc.
Weirton Ice & Coal Supply Company
Sal Chemical Company
Center Point Terminal*