

February 5, 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

Chairman Elliott, Vice Chairman Miller, and Ms. Begeman,

We would like to express our opposition to any takeover of Norfolk Southern Corporation by Canadian Pacific Railway. We have worked closely with Norfolk Southern's Industrial Development Department on many economic development projects over the years. Their aggressive support of our efforts has been a key factor in the success of many of those projects.

We are concerned that, should Canadian Pacific be successful in securing control of Norfolk Southern, they would eliminate any meaningful level of support for economic development as they have on their own railroad.

We believe that a takeover by Canadian Pacific will significantly jeopardize the aggressive approach to business and economic development that Norfolk Southern is well known for. We count on Norfolk Southern's Industrial Development department to assist in site identification and development, marketing, and project management when prospects visit.

We respectfully request that you oppose any efforts made by Canadian Pacific to takeover Norfolk Southern.

Sincerely,



Scott L. Millar  
President