



The Chemical Alliance Zone, Inc.
1740 Union Carbide Drive
Post Office Box 18410
South Charleston, WV 25303

February 3, 2016

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

The Honorable Ann D. Begeman
Vice Chairman
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

The Honorable Debra Miller
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members:

On behalf of the thousands of West Virginians who work in the chemical industry, other manufacturing industries, and various technology industries, I am writing to urge your close scrutiny of the proposal by Canadian Pacific Railway (CP) to acquire Norfolk Southern (NS). As the Executive Director of the Chemical Alliance Zone (CAZ) of West Virginia, I have significant concerns that CP's unsolicited proposal to acquire NS, if allowed to proceed, would have a negative impact on West Virginia manufacturers, other businesses, interstate commerce, and our country's transportation infrastructure.

CAZ is a nonprofit economic development group committed to creating high-paying manufacturing and STEM jobs across West Virginia and the broader region. We work with the WV Development Office, other economic development groups, and private companies like Norfolk Southern to attract new investments from both national and international companies. We also assist and support entrepreneurs and start-ups to boost both innovation and long-term economic development.

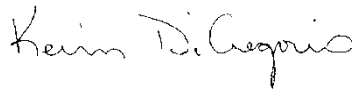
NS has been a great partner to CAZ and West Virginia in these efforts, fostering community development and economic development through site identification and development, marketing efforts, and project management contributions to attract new prospects and make improvements for existing businesses.

I am concerned that these economic development efforts would be severely hampered by the proposed acquisition. Moreover, I am concerned that existing customer needs for transport of both raw materials and products would be severely impacted as well, with potential reduction of or increased costs for freight rail service not only in WV, but throughout the Northeast and Mid-Atlantic region.

Thus, I urge you to provide extremely close scrutiny of the acquisition of NS by CP and would appreciate your careful consideration of this important matter.

Thank you very much.

Sincerely,

A handwritten signature in cursive script that reads "Kevin DiGregorio".

Kevin DiGregorio, PhD
Executive Director, CAZ
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304-437-4295