



FW Cobs Company, PO Box 30, St. Albans Bay, VT 05481

January 14th, 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 Deb Miller
Member, United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members,

I am writing you today, to express our support regarding Canadian Pacific Railway Limited's (CP) proposal for a CP-Norfolk Southern Corporation (NS) combination.

F. W. Cobs Company buys and sells both feed and milling-grade grains; buying directly from the grower and delivering to feed mills and milling companies throughout North America. F.W. Cobs Company is committed to supplying the best possible Organic, Non-GMO and Conventional Grains that help feed the world through building strong relationships with industry leading growers, thus ensuring premium quality products for it's customers.

F.W. Cobs Company believes a CP-NS combination will create a transcontinental railroad with the scale and reach to deliver improved levels of service to us and enable us to better serve our own customers and communities, while improving safety and enhancing competition.

CP's proposal is timely and introduces a number of positive, future-focussed ideas to vastly improve North America's transportation network. We believe the proposal is in the public interest as it would improve overall service while meaningfully enhancing competition amongst the Class 1s and with other transportation modes. Specifically, we believe the following points in CP's proposal are key:

- alleviating the long-standing issue of congestion in Chicago
- providing flexibility to avoid choke points as they arise on the network whether at Chicago or elsewhere
- increasing capacity for all shippers without creating the need for more infrastructure
- creating efficient, reliable single-line service thereby reducing shipper equipment costs and inventory carry requirements
- opening up new market opportunities

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- eliminating the "bottleneck approach" when quoting rates and instead quoting rates to the gateway the shipper requests
- offering competitive rates
- allowing another railroad access to CP-NS served shippers in terminal areas if service is not adequate and/or rates are non-competitive

For the above reasons, F.W Cobs Company Inc., supports the proposed CP-NS combination. Should the combination be presented to the Surface Transportation Board for consideration, we urge you to judge the proposal on its merits.

Please contact us at 888.531.4888 for more information.

Sincerely,

Shaun Brooks
President
F.W. Cobs Company Inc.

cc: Keith Creel
President and Chief Operating Officer
Canadian Pacific