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January 26th, 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 to acquire Norfolk Southern Corporation (NS).

Hanfood is Canada's newest grain company. We are also the only Canadian grain company serving China and greater Asia Oceania exclusively. Hanfood believes that the proposed merger will result in a company better able to serve the Global Economy. It will have greater North American reach, greater human and capital resources upon which to draw. In short, it will have greater competitive muscle to serve the demands of Global Trade.

America's economic strength will be bolstered greatly at an important time it should be noted. The Global Economy is becoming more inter-connected. The railway company CP envisions will offer a North American railway solution to the Global Economy. Hanfood believes this is vital. Hanfood wishes for a railway service that has the capacity to compete, provide service and be relevant for the times in which we live.

We believe the proposal is in the public interest. It would improve overall service while creating meaningful competition amongst the Class 1s. Specifically, we believe the following points in CP's proposal are key:

- increasing capacity for all shippers without creating the need for more infrastructure
- creating efficient, reliable single-line service
- eliminating the "bottleneck approach" when quoting rates and instead quoting rates to which gateway the shipper requests
- allowing another railroad access to CP served shippers in terminal areas when service is not adequate and/or rates are non-competitive

For the above reasons, Hanfood, supports the proposed CP-NS combination. We urge the Surface Transportation Board to judge the proposal on its merits and we look forward to a positive outcome.

Please contact us at 1-306-584-3640 should you wish to discuss our support at greater length.

Sincerely,

A handwritten signature in blue ink, appearing to read "Andy Hu".

Andy Hu
President
Hanfood Group Holding Corp.



cc: Keith Creel
President and Chief Operating Officer
Canadian Pacific