



To: Chairman Daniel R. Elliott, III
Vice Chairman Deb Miller
Member Ann D. Begeman
Surface Transportation Board

From : Goodrich A. Rogers, President & CEO

Date: February 5, 2016

Re: Possible Merger of Norfolk Southern Railroad and CP Railroad

I was disappointed to find out that CP Railroad would like to take over Norfolk Southern by merger or by a proxy fight. Please weigh the support received from small customers with the negative affect it would have on economic development in the region. Over the years, Norfolk Southern has been a great ally to not only our region but to all of Alabama.

NSRR has provided great support to our Economic Development Authority and local customers for many years. We know and rely on their industrial development group and they are key allies to us. We are confident they have the capability to improve their service to maintain their overall high standards.

Norfolk Southern's support for business and economic development is a model that has worked well. Whenever we've needed them to help us with information or maps for prospects and for site identification, they've always been ready and willing to help in any way necessary. We have had them here in the county on numerous occasions to look at a potential rail-served site or meet with prospects. In all of these cases they have been very responsive and a very important part of our economic development team.

Jackson County and much of the rural south have continued to struggle with a slow economy. We think this merger will have a negative impact on our local economies. Please consider how this will affect the state and the local communities, and please don't allow this merger to go forward. Thank you.