



P.O. Box 210 • 600A S. 7th St.  
Oakes, ND 58474  
Phone: 701-742-5200  
Fax: 701-742-3365

January 27, 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 to you today, to express our support regarding Canadian Pacific Railway Limited's (CP) proposal for a CP – Norfolk Southern Corporation (NS) combination.

James Valley Grain is a grain origination point (Grain storage and handling cooperative) in SE North Dakota, we service over 450 customers and handle over twenty five million bushels of grain (Corn/Soybeans/Wheat) every year. We can load 105 car CP shuttle trains (6,000 plus cars/year).

James Valley Grain believes a CP-NS combination will create a transcontinental railroad that could produce, new markets for our commodities, with the potential to reach and deliver improved levels of service to us and enable us to better serve our own customers and communities.

CP's proposal is timely and introduces a number of positive, future-focused ideas to vastly improve North America's transportation network. We believe the proposal is in the public's

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.

- Providing flexibility to avoid choke points as they arise on the network whether at Chicago or elsewhere
- Opening up new market opportunities
- Eliminating the "bottleneck approach" when quoting rates and instead quoting rates to the gateway the shipper requests
- Reducing highway congestion while lowering fuel consumption on the joint network
- 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, James Valley Grain, 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 me at 701-742-5200 for more information.

Sincerely,



Eric Larson  
General Manager  
James Valley Grain

Cc: Keith Creel  
President and Chief Operating Officer  
Canadian Pacific