



January 14,2016

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).

Jointa Galusha has been in the mining business since 1841 servicing markets in upstate and Metro New York State. Our aggregates are shipped via multiple modes of transportation and impacts on each mode directly affect our markets.

We believe 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 current and future customers along with our communities. We expect this combined network , while increasing our opportunity to enter new markets, will also improve safety and enhance competition.

CP's proposal is a timely one that 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 creating meaningful competition amongst the Class 1s. Specifically, we believe the following points in CP's proposal will prove to:

- alleviate the long-standing issue of congestion in Chicago
- increase capacity for all shippers without creating the need for more infrastructure
- create efficient, reliable single-line service
- eliminate the "bottleneck approach" when quoting rates and instead quoting rates to which gateway the shipper requests
- reduce highway congestion while lowering fuel consumption on the joint network
- offer enhanced customer service and competitive rates
- allow 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, Jointa Galusha, LLC, 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 518-664-9855 or [jdavidson@dacollins.com](mailto:jdavidson@dacollins.com) for more information.

Thank you.

Sincerely,



John P. Davidson  
Vice President

cc: Keith Creel  
President and Chief Operating Officer  
Canadian Pacific