



JUNIATA VALLEY RAILROAD COMPANY



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February 9, 2016

The Honorable Daniel R. Elliot III, Chairman

The Honorable Deb Miller, Vice-Chairman

The Honorable Ann D. Begeman, Member

Surface Transportation Board

395 E. Street, SW, Ste. 1220

Washington, DC 20423-0001

Re: Canadian Pacific Railway Proposal to Acquire Norfolk Southern Corporation

Dear Board Members:

The Juniata Valley Railroad (JVRR), the undersigned Class III short line railroad, is an affiliate of the North Shore Railroad Company – which consists of six short line railroads that serve approximately 100 customers over 250 miles of track in Central Pennsylvania. We, at JVRR, are particularly concerned about the recent, unsolicited proposal from Canadian Pacific Railway (CP) to acquire the Norfolk Southern Corporation (NS).

The JVRR depends on reliable and sustainable rail service from our Class I Partner, currently NS, which connects to us in Lewistown, PA. Thus, JVRR and our customers are concerned about the possibility of a CP acquisition and the possible negative impact it could have on the level of service and competitive pricing that NS currently offers. As such, we urge the Surface Transportation Board to closely scrutinize the proposed acquisition - with a focus on potential impact to service and pricing.

In our 31 years of operation, and working with NS, our experience is that NS is a well-established entity that prioritizes customer service and treats its short line railroad partners as an extension of itself. The priorities of NS align with those of JVRR, our customers, and our communities. A newly merged entity would need to be focused on cutting costs, reducing service, and investing itself in synergies rather than prioritizing its customers, communities, and partners.

Please be mindful of these expressed concerns when considering this acquisition. Thank you for your time and consideration.

Yours truly,

Gary R. Shields

President & CEO

North Shore Railroad Company & Affiliates

CC: Norfolk Southern Corporation

OFFICE OF CHAIRMAN

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