



February 15, 2016

Surface Transportation Board
395 E Street SW
Washington, DC 20423-000

ATTN: Chairman Daniel R. Elliot III
Vice Chairman Deb Miller
Member Ann D. Begeman

RE: CP Acquisition of NS Railroad

Distinguished Members:

Lange-Stegmann Company is a family owned business specializing in the handling, storage, and shipping of fertilizer products. Most of that fertilizer arrives to us via barges, then moves out of St. Louis to various states and Canada by utilizing all of the Class 1 Railroads.

Although the CP does not officially have a presence in the St. Louis market, many of our shipments go to destinations located on their railroad. Unfortunately, since we are not served by the CP, we rarely have much dialog with them, but believe them to be a good company.

On the other hand, we do have frequent dialog with the NS, who handles our business with skill and professionalism.

It would be difficult for me to comment on how well the CP might do following the acquisition of the NS Railroad as it pertains to our business, but I have to believe that we would see a significant reduction in service levels, if only during the transition phase; which could take years to overcome?

Of primary concern however, is that a merger of this magnitude could very well be detrimental to both shippers & receivers in terms of rates due to the lack of competition, but also opens the door for further consolidation within the industry.

Lange-Stegmann Company does not see any benefits related to this proposed merger, and urges the STB to carefully consider the pros/cons, and I believe you will agree with us.

Thank you for your consideration.

Respectfully,

Rich Coffman – General Manager, Warehousing
Lange-Stegmann Company

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OFFICE OF CHAIRMAN