

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.

schements and the second second second

och abbat only a men and a perpendicular to the

Thank you for your consideration.

Rich Coffman - General Manager, Warehousing

Lange-Stegmann Company

n ne propos were grown cas perions measing on a scool collaboration

cleatmedicus in raind on their **n**utroed. Mathematically, pincourg are not carred by the CP, we comby large

Vilpandiji I, - C), graz koj os**j**avnje pisas udadranas prijac gri pomje markar mark aj ospisjubaje od ko ja

gripu e sente com ma parada legalitha ng alikat kilolofa na filikatirapaka milili

Professional Control of the Control of the Special States of the S