



**Société Terminaux Montréal Gateway
Montreal Gateway Terminals Partnership**

2016 FEB -4 AM 10: 31
OFFICE OF CHAIRMAN

January 18th, 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

**Subject: Canadian Pacific Railway Limited's proposal for
a CP-Norfolk Southern Corporation combination.**

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 for a CP-Norfolk Southern Corporation (NS) combination.

Montreal Gateway Terminals Partnership (MGT) is the leading container terminal operator at the Port of Montreal, the international port closest to America's industrial heartland. Strategically positioned 1,600 kilometers inland on the St. Lawrence River, MGT is the shortest route connecting the US Northeast and Midwest market of 100 million consumers to Northern Europe and the Mediterranean. MGT has a diversified customer base and has been handling container volume for global shipping companies since 1971.



**Société Terminaux Montréal Gateway
Montreal Gateway Terminals Partnership**

MGT believes 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 own customers and communities, while improving safety and enhancing competition.

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

- alleviating the long-standing issue of congestion in Chicago
- providing flexibility to avoid choke points as they arise on the network whether at Chicago and elsewhere
- increasing capacity for all shippers without creating the need for more infrastructure
- creating efficient, reliable single-line service thereby reducing shipper equipment costs and inventory carry requirements

For the above reasons, MGT 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 and we look forward to a positive outcome.

Sincerely,

**Michael Fratianni
Chief Executive Officer
Montreal Gateway Terminals Partnership**

cc: **Keith Creel
President and Chief Operating Officer
Canadian Pacific**