

March 8, 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).

Plasti-Fab Ltd. has had shipments of styrene monomer in transit through Chicago that have taken much longer than planned for and expected that have resulted in shut down situations.

Plasti-Fab Ltd. 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 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. Specifically, we believe the following points in CP's proposal are key:

- alleviating the issue of congestion in Chicago
- increasing capacity for all shippers without creating the need for more infrastructure
- creating efficient, reliable single-line service
- reducing highway congestion while lowering fuel consumption on the joint network
- allowing 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, Plasti-Fab Ltd., 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 me at 403 946 6230 for more information.

Sincerely,

A handwritten signature in black ink that reads "John R. Reid". The signature is written in a cursive, slightly slanted style.

John Reid
Polymer Plant Manager
Plasti-Fab Ltd., Crossfield, AB