



Regional Growth Partnership

BUILDING A HIGH-TECH, HIGH-PERFORMANCE ECONOMY

February 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 Debra Miller
United States Surface Transportation Board
395 E Street, SW
Washington, DC 20423-0001

Dear Chairman Elliott and Surface Transportation Board Members:

I am writing to you regarding Canadian Pacific Railway's proposal to acquire Norfolk Southern Corporation. As president of the Regional Growth Partnership, northwest Ohio's lead economic development organization, I am concerned about the impact the proposed NS-CP merger will have on freight rail service and Ohio's economy.

Ohio is a state rich in manufacturing. Important to the success of that sector is the ability to ship and receive goods in an efficient and cost effective manner. Norfolk Southern is an extremely important partner to shippers in the steel, oil refining and automobile manufacturing industries located in northwest Ohio. Norfolk Southern has continued to improve their network here, resulting in an environment conducive to not only retention of manufacturing but growth as well. In 2014 Norfolk Southern helped nine industries locate or expand resulting in \$75 million of customer investment and 283 new jobs in Ohio. The proposed rail merger places the relationship these shippers maintain with their current freight rail partner in jeopardy.

Norfolk Southern is also an important employer throughout northwest Ohio. The company currently maintains several bases of employment at rail yards in Toledo, Fostoria, Bryan, and recently invested \$160 million to expand a major classification yard

at Bellevue, Ohio. The company employs 3,990 people throughout the state of Ohio. I am concerned that a merger would lead to significant job reductions through realignment of the workforce.

Finally, as you are well aware, the Surface Transportation Board's current rules set a high bar for further consolidation, recognizing that such consolidation inevitably would lead to massive service disruptions for shippers, reduced competition between carriers, and momentum for further consolidation among remaining railroads. It goes without saying that any or all of these circumstances would be contrary to the greater good of the economy which relies on freight rail service.

Given these facts and the current economic pressures on the entire industry, I believe the Board should be focused on public policy solutions that boost economic growth, support strong sustainable rail competition and protect the recent service gains that are helping our shippers and communities. I encourage the Surface Transportation Board to review any proposal by Canadian Pacific very closely in light of the potential significant public interest harms.

Sincerely,

A handwritten signature in cursive script that reads "Dean Monske".

Dean Monske
President & CEO