



February 2, 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 Chair
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 you concerning Canadian Pacific Railway's unsolicited proposal to acquire Norfolk Southern Corporation. Roanoke, Virginia has a long history with Norfolk Southern, its predecessors, and short line partners who have shaped this region and its economy.

Norfolk Southern has employed thousands in this region and throughout the Commonwealth of Virginia. It has built a strong rail infrastructure to meet the needs of its customers. It also has contributed to many charitable organizations that improve quality of life. The company clearly has positively influenced the past and future of the state and this region. More importantly, it provides critical rail service for business that contributes to the gross metropolitan product of Roanoke -- one of the fastest growing in Virginia.

In addition, Norfolk Southern's partnership with Amtrak will enable Roanoke to welcome passenger rail service in the near future. This fills a gap in the region's transportation infrastructure and will help the region connect to the growth centers of Washington, DC; New York; and Boston.

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Potential acquisition of Norfolk Southern by Canadian Pacific could jeopardize the positive impact that Norfolk Southern has on the Roanoke and Virginia economies. I ask that the Surface Transportation Board examine and evaluate this situation for the potential impacts to rail service, rail jobs, and Amtrak service to Roanoke.

Sincerely,

A handwritten signature in black ink that reads "Victor Iannello". The signature is written in a cursive style with a large, prominent initial "V".

Victor Iannello, ScD
Chairman