



South Carolina Business & Industry Political Education Committee

January 6, 2016

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

Dear Mrs. Miller:

The South Carolina Business and Industry Political Education Committee (hereinafter BIPEC) has a role in South Carolina that is complimentary to that of the U.S. Surface Transportation Board. Our mission of 30 years for our broad based association of business and industry Members is to promote and protect free enterprise and competition.

One of our Members, Norfolk Southern (NS), is a critical element in the success of many other BIPEC Members. From agribusiness to manufacturing and international shipping, NS in SC affects our state and nation in service to a multitude of businesses. Recent public reports and comments about an unsolicited acquisition proposal by Canadian Pacific Railway (CP) of NS have elicited a number of concerns by our Members.

Stated intentions of NS plant and employment reductions by CP would have significant deleterious effects on the superior service we receive now from NS. Fewer resources devoted to servicing existing clients and cost-cutting measures that may limit investment in our already troubled transportation infrastructure may result in severe economic harm to our economy and, possibly, our physical safety and well-being.

While it is obvious to South Carolinians what a valuable asset NS may be, CP's appreciation of the role of NS in South Carolina is limited at best, and would be harmful should their stated plans be executed.

BIPEC is not aware of any benefits that may accrue from CP's acquisition of NS and is fearful that it may result in short and long term uncertainty and harm.

Thank you for your attention and consideration in this matter.

Sincerely,

A handwritten signature in black ink, appearing to read "Thomas O. DeLoach". The signature is fluid and cursive, written over a horizontal line.

Thomas O. DeLoach
President & CEO