

All Rocks Are NOT Created Equal...

# STALITE

## STRUCTURAL

### Lightweight Aggregate

February 16, 2016

Member Ann D. Begeman  
Surface Transportation Board  
395 E. Street SW  
Washington, D.C. 20423-0001

RE: Canadian Pacific Railway, Ltd. Proposed acquisition of Norfolk Southern Corporation

Dear Member Begeman:

I am writing to register Carolina Stalite Company's (Stalite) opposition to Canadian Pacific Railway, Ltd's ("CP") proposed acquisition of Norfolk Southern Corporation ("NS").

Stalite has been a customer of NS for over 50 years and believes a merger with the CP is not in the best interests of Stalite or the rail industry as a whole. We are not so long removed from the consolidation of Conrail between the NS and CSXT and the thought of going through another transition would totally destroy the benefits finally achieved from that last endeavor.

The eastern seaboard rail market has finally developed into a predictable service oriented and rate competitive environment for which to do rail business. Allowing an operation such as the CP, that is purely driven by rates and revenue and not service and dependability is not something the US rail industry or the US economy needs.

Stalite is currently within an aggressive strategic growth plan both nationally and internationally. The NS is a major logistical component of this plan. So the NS's stability and predictability is a key ingredient to achieving our goals.

Therefore, Stalite would request that the Surface Transportation Board deny CP's request to approve the acquisition of NS.

Respectfully yours,



Paul Hoben  
Sales Manager

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cc: James A. Squires  
Chairman, President, & CEO  
Norfolk Southern Corporation  
3 Commercial Place  
Norfolk, Virginia 23510