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Chairman Daniel R. Elliott, III

February 14, 2016

Vice Chairman Deb Miller

Honorable Ann D. Begeman

Surface Transportation Board
395 E Street, S.W.
Washington, D.C. 20423-000

Dear Chairman Elliott and Surface Transportation Board Members:

I am writing on behalf of the SteelPro group of companies, specially our warehouse facilities Wayne Industries, Wayne, MI and IDS of Cleveland, Macedonia, OH, to voice our opposition to the proposed acquisition of the Norfolk Southern Corporation (NS) by the Canadian Pacific Railway Limited (CP).

As a company that relies on rail service at our warehouses that is dedicated to the automotive steel and aluminum marketplaces (14,000+ cars annually) the NS has been a true partner in developing cost effective and efficient delivery of product to the Michigan and Ohio region. This partnership has developed over a 20 year period where Steel Pro and the NS (and its predecessor Conrail) have created unprecedented service levels, transit time and customer satisfaction.

Rail infrastructure investment, dedicated safety programs, creative business solutions for U.S. based industries and a strategic growth mindset are all qualities that make the NS successful in a very difficult and competitive environment. With the CP focused on short term cuts, operating ratio reduction and replacement of a management team already working on future benefits for the general public it seems an ownership change is not in the best interest of the rail industry, customers like us and the entire United States.

We appreciate the opportunity to submit our opposition view on the proposed acquisition by the CP.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike McIntosh".

Mike McIntosh
Vice President/ General Manager

