

DATE 1/25/2016

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 P
395 E Street, SW
Washington, DC 20423-0001

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

**GLOBAL.
INDEPENDENT.
RELIABLE.**

Dear Chairman Elliott and Surface Transportation Board Members,

I am writing you today, to express our support regarding Canadian Pacific Railway Limited's (CP) proposal for a CP-Norfolk Southern Corporation (NS) combination.

Trammo, Inc. is a global merchandising and trading group that markets, trades, distributes and transports fertilizers and commodities (including petroleum coke, coal and rice), ammonia, liquefied petroleum gases (LPG), and petrochemicals (chiefly aromatics).

Our organization believes a CP-NS combination will create a transcontinental railroad with the scale and reach to deliver improved levels of service to us and enable us to better serve our own customers and communities, while improving safety and enhancing competition.

CP's proposal is timely and introduces a number of positive, future-focussed ideas to vastly improve North America's transportation network. We believe the proposal is in the public interest as it would improve overall service while meaningfully enhancing competition amongst the Class 1s and with other transportation modes. Specifically, we believe the following points in CP's proposal are key:

- providing flexibility to avoid choke points as they arise on the network whether at Chicago or elsewhere
- increasing capacity for shippers without creating the need for more infrastructure
- creating efficient, reliable single-line service thereby reducing shipper equipment costs and inventory carry requirements
- eliminating the "bottleneck approach" when quoting rates and instead quoting rates to the gateway the shipper requests
- allowing another railroad access to CP-NS served shippers in terminal areas if service is not adequate and/or rates are non-competitive

For the above reasons, Trammo, Inc., supports the proposed CP-NS combination. Should the combination be presented to the Surface Transportation Board for consideration, we urge you to judge the proposal on its merits.

Please contact us at (813) 261-0600 for more information.

Sincerely,



Eric Rouse
Manager Traffic - Rail
Trammo, Inc.

cc: Keith Creel
President and Chief Operating Officer
Canadian Pacific