



March 14, 2016

The Honorable Daniel R. Elliott III  
Chairman, United States Surface Transportation Board  
395 E Street, SW  
Washington, DC 20423-0001

Dear Chairman and Surface Transportation Board Members:

This letter is to express our support regarding Canadian Pacific Railway Limited's (CP) proposal to acquire Norfolk Southern Corporation (NS).

United Suppliers, Inc. believes a CP-NS merger/acquisition will improve fluidity in key corridors such as Chicago, increase competition in various lanes, and enable us to better serve our own customers, all while improving safety.

CP's proposal recognizes the concerns of today's shippers and receivers and introduces a number of positive, future-focused ideas. It puts an emphasis on competition in terms of pricing and service as well as de-bottlenecking North America's transportation network. We believe the proposal is in the public's best interest. The following points of CP's proposal are particularly attractive to us:

- Offering a means of challenging rate competitiveness that is simpler and less expensive
- Allowing another railroad access to CP served shippers in terminal areas when service is not adequate and/or rates are non-competitive
- Creating efficient, reliable single-line service
- Alleviating the long-standing issue of congestion in Chicago

United Suppliers, Inc., for the reasons stated above, supports the proposed CP-NS merger/acquisition. We urge the Surface Transportation Board to judge the proposal on its merits and look forward to a positive outcome.

We can be contacted at 515-509-2422 for more information.

Sincerely,

A handwritten signature in blue ink that reads 'Matt Carstens'.

Matt Carstens  
Vice President - Crop Nutrition Business Unit  
United Suppliers, Inc.

cc: Keith Creel  
President and Chief Operating Officer  
Canadian Pacific