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April 13, 2021
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ATTENTION: Surface Transportation Board

My name is Brian Schanilec. I am the President and Owner of Forest River Bean Co., Inc. Our business address is 600 Carpenter Ave E, Forest River ND 58233. In my role, I am responsible for overseeing all aspects of business, management, and marketing.

Forest River Bean specializes in Dry Edible Beans that we ship all over the world. We are currently on a Canadian Pacific line (short line – NPR Railroad) and have been very pleased with the service that we maintain. We ship beans in Boxcars and Hopper cars in many different types of pack to many different ports around the United States. Recently we have been shipping most of our Boxcars to Mexico to help with their supply demands.

Forest River Bean is in full support of approval of the Canadian Pacific-Kansas City Southern combination. The operation would give significant benefits that we are ready to achieve as soon as possible.

From our perspective, the transaction promises to provide improved service options and invigorate transportation competition in the markets we serve. The combined CPKC network – with new single-line hauls and access to premier ports on the U.S. Gulf, Atlantic and Pacific coasts as well as to key overseas markets – would help us reach our existing markets and new markets more efficiently.

We understand that the STB will conduct a probing assessment of whether the proposed transaction is in the public interest and that takes time. Please consider speeding up that process to exploit efficiencies and values to many Midwest companies. Transportation efficiencies are some of the most strategic aspects of getting our product from farm to market. The integral merger would benefit so many, and the expediency of this process will be a win-win for many companies.

In addition, we know that this transaction, among all possible class one mergers, is unique and not posing any serious concerns about lost competition, service disruption or other harms. There will be no cannibalization of competing tracks, jobs, and other serviced provided by railroads. It is rare for us to support a class one merger. This merger, being so unique, will help the longevity of the business entities in the Midwest.

Without a doubt, we urge the board to apply its tried-and-true standards for reviewing the CP-KCS proposed combination and approving it as expeditiously as possible. We want CP-KCS to be able to provide stronger competition as quickly as possible. Most of our competition in North Dakota uses a single class one railroad to ship product to the Texas/Mexico corridor. We must use 2-3 class one railroads competing with them. That is why time is of the essence. We are very excited to have the option of a single class one service to our very highly important markets.

Respectively, we are somewhat concerned if the board does decide to interpret and apply the "new" 2001 rules in the context of this beneficial transaction. The results might be to create an easier path for some other class one merger proposals that would be problematic in ways CP-KCS is not.

CP has provided us with good service, but its market reach is limited today, as its lines only go as far south as Kansas City. CP must interline with other railroads to reach destinations beyond Kansas City that we ship to (or that could expand the markets we serve effectively). We know from experience (both our own, and that of our competitors who have single-line rail options at their origins) that single-line rail service options are far superior.

Forest River Bean is very excited about the transaction because it will allow a combined CPKC to provide new, more efficient, and reliable rail service options. This will strengthen competition against the other, larger rail carriers and trucks that serve our markets.

Overall, for the need of expediency, Forest River Bean is voicing strong support for the combination of CP and KCS, because it will enhance competition, provide expanded options, and drive efficiencies for customers of all sizes. Forest River Bean urges the STB to approve CP's acquisition of KCS as swiftly as possible so that these systems can be integrated, and the end-to-end benefits of this deal can be realized for the benefit of all stakeholders.

VERIFICATION

I Brian Schunille, declare, under penalty of that the foregoing is true and correct. Further, I certify that I am qualified and authorized to submit this letter.

Executed on APRIL 9, 2021



Signature



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Forest River Bean is in full support of approval of the CP/KCS combination. The operation would give significant benefits that we are ready to achieve as soon as possible.

For our perspective, the transaction promises to provide improved service options and invigorate transportation competition in the markets we serve. The combined CPKC network – with new single-line hauls and access to premier ports on the U.S. Gulf, Atlantic and Pacific coasts as well as to key overseas markets – would help us reach our existing markets and new markets more efficiently. And, with the two railroads' strong focus on safety and their track record of operational excellence, I have no doubt that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders. Forest River Bean has not often spoken favorably about railroad consolidation, but we see this transaction as uniquely beneficial, with none of the downsides that might result from another round of Class I consolidation.

CP has provided us with good service, but its market reach is limited today, as its lines only go as far south as Kansas City. CP must interline with other railroads to reach destinations beyond Kansas City that we ship to (or that could expand the markets we serve effectively). We know from experience (both our own, and that of our competitors who have single-line rail options at their origins) that single-line rail service options are far superior.

We are very excited about the transaction because it will allow a combined CPKC to provide new, more efficient, and reliable rail service options. This will strengthen competition against the other, larger rail carriers and trucks that serve our markets.

- CPKC's new single-line haul offerings will expand market reach and offer new competitive transportation options for our shipments of edible beans from North Dakota to Southern United States, ports, and Mexico.
- We are particularly enthusiastic about the role new CPKC single-line routes will play in expanding access to growing markets across the United States, Mexico, and Canada under the USMCA trade agreement. It is important that there be a true USMCA railroad option.
- CPKC's new service offerings will improve transit times and reliability, which will reduce our equipment costs and improve our efficiency. Single line service is the most efficient means within the railroad industry.

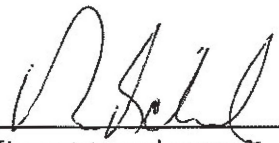
KCS and CP have had a cooperative relationship in the past, and CP-KCS joint routes are among our transportation options, but as separate companies they have not been able to offer the kind of seamless, single-line service we have come to expect from our transportation providers. This transaction will improve our transportation options.

For these reasons, Forest River Bean is voicing strong support for the combination of CP and KCS, because it will enhance competition, provide expanded options, and drive efficiencies for customers of all sizes. Forest River Bean urges the STB to approve CP's acquisition of KCS as swiftly as possible so that these systems can be integrated, and the end-to-end benefits of this deal can be realized for the benefit of all stakeholders.

VERIFICATION

I, Brian Schanilec, declare, under penalty of that the foregoing is true and correct. Further, I certify that I am qualified and authorized to submit this letter.

Executed on 3-31-2021


[Insert typed name]