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April 11, 2021

Thomas Engel, SVP of Operations
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399 Hoes Lane
Piscataway, NJ 08854

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Office of Proceedings
April 13, 2021
Part of
Public Record

Re: Finance Docket No. 36500 – Reply to Objections to KCS Waiver

My name is Thomas Engel and my business address is 399 Hoes Lane, Piscataway, NJ 08854, USA. I am the SVP of Operations of Hapag-Lloyd (America) LLC. In my role, I am responsible for oversight of all operations in the North America market including rail services.

Hapag-Lloyd has previously submitted to the Board a letter supporting approval of the proposed CP-KCS combination, and I have attached a copy of that letter for the Board's convenience.

As expressed in our previous letter, Hapag-Lloyd supports swift approval of the CP-KCS combination because of the significant benefits we expect to realize from this transaction.

Hapag-Lloyd is aware that several parties have filed objections to the application of the pre-2001 merger rules to the CP-KCS transaction under the "waiver" issued in 2001 for transactions involving KCS. Hapag-Lloyd wishes to reply to those objections by urging the Board not to revoke the KCS waiver. The pre-2001 rules provide the Board and all interested parties all the tools that are needed to fully evaluate the proposed transaction.

We are fully cognizant of the Board's mandate to ensure that Class I mergers are in the public interest, and do not risk significant disruptions in the railway system. From our perspective, the unique nature of the CP-KCS transaction alleviates the concerns that motivated the new rules adopted in 2001. Reviewing the CP-KCS combination under the tried and true pre-2001 merger standards will prevent undue delay, while still allowing for a thorough public interest assessment by the Board.

As we have mentioned in our March 29 letter, the end-to-end CP-KCS transaction will improve service options, with new single-line hauls and broader access to markets across North America. Our experience shows us that single-line rail service options are far superior to public and private fleets. The unique synergies of a CP-KCS combination promise significant public benefits to Hapag-Lloyd and similarly situated shippers, which we are eager to see realized as soon as possible, without the delays and additional burdens that would result from applying the 2001 rules for the first time ever to this transaction.

Nothing about the CP-KCS transaction raises the kinds of concerns that would flow from a merger of the much larger Class I railroads. The issues should be simple – the transaction improves competitive options and service – and any concerns any party has should be easy to address under the pre-2000 rules. The 2001 rules were designed for much more complex transactions and they should not be tested out in this case.

Hapag-Lloyd and our shipping partners are looking forward to a stronger CPKC network that will increase our access to diversified market opportunities. As such, we urge the Board to apply the KCS waiver provision it thoughtfully included in its 2001 Major Merger Rules. An elongated period of review will delay and potentially reduce the positive synergies this merger promises. The KCS waiver will allow the Board to conduct a thorough but efficient and fair review and allow for the benefits of the new CPKC network to come to fruition more quickly.

Hapag-Lloyd is additionally concerned that applying the 2001 Major Merger Rules to the CP-KCS merger, a transaction the rules were not designed for, would lead to precedent with unintended consequences and might also create an easier path for some other Class I merger proposals that would be problematic in ways CP-KCS is not. The CP-KCS merger is unlike other Class I merger combinations, in that it is a straightforward transaction between the two smallest U.S. Class I railroads, and it promises substantially more benefits than risks to the public interest. We also know that this transaction, among all possible Class I mergers, is unique in not posing any serious concerns about lost competition, service disruption, or other harms. Interpreting and applying the 2001 rules to this transaction could encourage other Class I railroads to see an easier path for their own Class I merger proposals without the same unique benefits of the CP-KCS transaction.

For these reasons, Hapag-Lloyd urges the Board to maintain the KCS waiver and reject calls to revoke it, and to proceed to review and approve the CP-KCS proposed combination as expeditiously as possible. We look forward to seeing CPKC as a stronger competitor in the industry.

Yours sincerely,



Thomas Engel

CC: Parties of Record

March 29, 2021

ATTENTION: Surface Transportation Board

My name is Thomas Engel and my business address is 399 Hoes Lane, Piscataway, NJ 08854, USA. I am the SVP of Operations of Hapag-Lloyd (America) LLC. In my role, I am responsible for oversight of all operations in the North America market including rail services.

Hapag-Lloyd (America) LLC has been a long standing customer of both CP and KCS and we continue to entrust our rail business to both networks. CP's network presently offers direct connections for our shipments moving to/from the Canadian ports of Vancouver, Montreal and Saint John and inland markets in Canada and the United States Mid-West while KCS's network offers direct connections for our shipments moving to/from Mexico ports and inland markets in Mexico and the United States.

Hapag-Lloyd (America) LLC supports approval of the CP/KCS combination. The transaction would provide significant benefits that we are eager to see realized 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 am confident that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders.

Hapag-Lloyd (America) LLC relies upon CP's and KCS's service to deliver containerized freight destined to or originating from overseas markets in a safe, efficient and cost effective manner. CP and KCS have provided us with excellent service, but their market reaches are limited today. CP's lines only go as far south as Kansas City while KCS's lines only go as far north as Kansas City. Both 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 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. For example,

- CPKC's new single-line haul offerings will expand market reach and offer new competitive transportation options for our containerized freight shipments.
- 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.
- We are confident that CPKC's new service offerings will improve transit times and reliability, which will reduce our equipment costs and improve our efficiency. This will unlock new opportunities for Hapag-Lloyd and promote growth for our services through the expanded North America network.

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.

At the same time, the entirely complementary nature of CP's and KCS' networks – connecting only at Kansas City and not overlapping anywhere –will only make these carriers a better alternative relative to the other options that already exist, since CPKC will continue to interchange with all of their other existing interline partners.

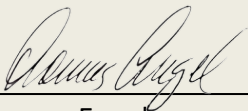
We have been struck by the attention of CP and KCS to safety and operational effectiveness. Given the straightforward network connectivity between CP and KCS, and the fact that CP and KCS are the two smallest U.S. Class I railroads, we are confident that they will be able to implement their transaction without the service disruptions that have accompanied some past rail mergers.

For these reasons, Hapag-Lloyd (America) LLC is voicing strong support for the combination of CP and KCS, because it is designed to provide expanded options and drive efficiencies for customers of all sizes. Hapag-Lloyd (America) LLC 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 Thomas Engel, declare under penalty of perjury that the foregoing is true and correct. Further, I certify that I am qualified and authorized to submit this letter.

Executed on March 29, 2021



Thomas Engel