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ATTENTION: Surface Transportation Board

RE: STB Finance Docket No. 36500
CP-KCS Potential Combination

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 Co., Inc. hereby files this letter to express our opposition to the bid by CN to acquire KCS and re-iterate its support for the CP-KCS combination.

As expressed in our initial letter to the Surface Transportation Board dated April 9th, 2021, 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 experience 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 economy in the US Upper Midwest depends on agriculture production, and 80% of agricultural products leaving the region moves by railroad. Being a CP Served shipper we have to use multiple railroads to our biggest markets in the southern United States, Ports, and Mexico. A CN acquisition of the KCS would not give us one-line shipments for all our agricultural products in the Midwest. When we must compete against BNSF shippers we are in a huge disadvantage. A CP-KCS combination would be a very efficient one-line shipper to where a lot of our Midwestern grown agricultural products must ship to. A CN-KCS combination would have many parallels in shipping lanes, these parallels would cannibalize themselves. If we want competitiveness in the railroad industry, we need a CP-KCS merger with more competition within the railroad industry. A CN-KCS merger would have the potential of job loss and increased freight rates. The competitiveness of upper Midwest agricultural products is important to the security of our country. Exporting 80% of Midwest agricultural products is essential to our economy. A CP-KCS would enhance this value and a CN-KCS would do just the opposite. Of all possible class one mergers this CP-KCS one would be unique and not pose any serious concerns or loss of competition or any other harms for agriculture shippers and consumers of Midwest agricultural product.

In addition, a CPKC network would strengthen competition against other rail carriers and trucks that serve our markets. We expect a combined CPKC network to offer seamless, single-line

service that will improve our transportation options and provide a better alternative to the options that already exist. 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 achieved for the benefit of all stakeholders.

Respectfully submitted,



Brian Schanilec, President
April 23, 2021

CC: All Parties of Record