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ATTENTION: Surface Transportation Board  
RE: STB Finance Docket No. 36500 (CP-KCS Potential Combination)

Procal hereby files this letter to express its views about the bid by Canadian National ("CN") to acquire Kansas City Southern ("KCS") and to reiterate its support for Canadian Pacific's ("CP") proposed combination with KCS.

My name is Jacques Boileau and I am the president of Transport Procal which office address is 13240 rue Turcot in Mirabel, PQ J7J 1C7. We, as a transport logistic specialist, offers to our customers a trouble-free service for their needs in buying commodities from different areas in Canada and North Western US States.

We have been offering Intermodal services to our customers for the past 20 years mainly using as a partner CP rail for their efficiency in transit time, their availability of equipment and the sales and marketing support.

We look after the coordination of every loads that we are given by our customers from the day the product is ready to ship until it's delivered to their facility. On a yearly basis we do on average 100 loads per week with retail box fruits and vegetable for wholesalers and food chains as well as fruit loads for transformers. The partnership that we have establish with CP Rail have allowed us to be the main user of refrigerated containers from Western Canada going East.

Procal Transport has previously voiced support for the proposed CP/KCS transaction. Based on our experience, we believe that the CP/KCS combination promises to deliver tremendous benefits, including new and better competitive transport options.

Procal Transport nonetheless has strong views about the kind of railroad combination that the STB should allow – and indeed expedite – versus the kind of combination that it should not permit to proceed.

The kind of transaction that is in the interests of shippers and the public would:

- ***Not have competitive overlaps*** that reduce the number of independent rail options, even if the railroads might think they can propose "remedies" to overcome the lost competition.
- ***Improve competitive options***, including by adding new single-line routes where other, larger railroads currently dominate.

- ***Not pose a risk of stimulating further industry consolidation***, such as by destabilizing the six large carrier balance in North America

A transaction meeting these criteria is in the public interest and should receive swift Board approval. Quick approval of procompetitive transactions is critical to helping shippers and other stakeholders reap the benefits sooner rather than later, and we have no objection to the use of a voting trust mechanism to facilitate such a transaction. For transactions that do not meet the three criteria set out above, we would object to the Board allowing the transaction to proceed even as far as a voting trust, which itself could diminish competition and lead to downstream concerns.

We trust the Board to assess the two proposals for KCS in light of these criteria.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'J. Boileau', with a long horizontal flourish extending to the right.

Jacques Boileau

Director

Procal Transport

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CC: All Parties of Record