

Surface Transportation Board
Washington, D.C. 20423-0001

Office of Economics

April 27, 2021

Mr. Matthew J. Warren
Sidley Austin LLP
1501 K Street, N.W.
Washington, D.C. 20005

Re: Waybill Request WB21-30 & FD36514

Dear Mr. Warren:

The Surface Transportation Board (STB or Board) has received your request under 49 C.F.R. § 1244.9(b)(4) dated April 26 2021 for permission to access the confidential Carload Waybill Sample (CCWS) with unmasked revenues in connection with FD 36514, Canadian National Railway Company et al.-Control-Kansas City South, et al., on behalf of Applicants Canadian National Railway Company and its rail carrier affiliates (“CN”). Specifically, you request the unmasked 2015-2020 CCWSs for all records and fields.

Based on the explanations and justifications contained in your request, you will be authorized to access the requested data for use in the FD36514 proceeding. Specifically, I will grant you, in accordance with 49 C.F.R. § 1244.9(b)(4), access to the 2015-2019 unmasked costed waybill samples. The 2020 costed waybill sample will be released to you once it becomes available. These datasets may only be used for purposes of this proceeding. See 49 C.F.R. § 1244.9(b)(4)(v).

The approval for FD36514 becomes effective when signed agreements from the individuals listed below are received by the STB:

- a) *Mr. Raymond A. Atkins – Sidley Austin LLP*
- b) *Mr. Matthew J. Warren – Sidley Austin LLP*
- c) *Mr. Terence M. Hynes – Sidley Austin LLP*
- d) *Mr. C. Frederick Beckner III – Sidley Austin LLP*
- e) *Mr. Joseph V. Coniglio – Sidley Austin LLP*
- f) *Mr. Bill Rennie – Oliver Wyman*
- g) *Mr. Patrick Lortie – Oliver Wyman*
- h) *Mr. David Hunt – Oliver Wyman*
- i) *Mr. Nicolas Nossovitch – Oliver Wyman*
- j) *Mr. Jason Kuehn – Oliver Wyman*
- k) *Mr. Jarod Hage – Oliver Wyman*
- l) *Mr. Philip Rowe – Oliver Wyman*
- m) *Mr. Andrew Jennings – Oliver Wyman*

n) Mr. Hugh Randall – Oliver Wyman

The expiration date for this agreement is April 30, 2022. Unless you seek and obtain a renewal from the STB, this agreement upon expiration obligates you to return or destroy all copies of the data as described in item 7 of the agreement.

Several aspects of the CCWS limit the conclusions that may be drawn from analysis of the CCWS: 1) the CCWS is a sample, and 2) the CCWS is based on terminating shipments from relatively large carriers. Only those railroads with more than 4,500 annual terminating carloads are included in the sample. The limited sampling of small railroads may have a substantial effect on studies covering areas served predominately by non-sampled railroads. For additional information on the CCWS, see *Reference Guide* @ <https://prod.stb.gov/reports-data/waybill/> on the Board's website.

The rules for release of waybill data are codified at 49 C.F.R. § 1244.9. The CCWS contains confidential shipper and railroad data. As a result, the CCWS is commercially sensitive and has the potential to cause competitive harm to shippers and railroads if disclosed. Therefore, the following agreement must be signed, and a copy of the signature pages returned to the STB, before any waybill data can be used.

Your signature acknowledges your agreement to comply with the following:

1. You will use the CCWS data released to you solely for purposes of the proceeding identified above. Such purposes include any judicial review arising from that proceeding.
2. Absent permission from the STB, you shall make the information contained in the CCWS (including work product and analyses derived from the CCWS) available only to the individuals identified above. The STB may approve access for additional individuals for purposes of the proceeding. In general, such individuals must be outside counsel in this proceeding, transportation practitioners, and those individuals working with or assisting such counsel or practitioners who are not regular employees of the party represented, who have a need to know, review, or handle the CCWS for purposes of the proceeding, including testifying and consulting experts. Each such additional individual must review and sign this agreement and return a copy of the signature page to the STB.
3. Pleadings and evidence filed with the Board in the proceeding may contain CCWS data (including work product and analyses derived from the CCWS). Unless data in the pleadings and evidence are aggregated to the level of at least three shippers and will prevent the identification of an individual railroad, the pleadings and evidence must be filed with the Board under confidential filing procedures (both in e-filing and paper submissions). Such pleadings and evidence should be appropriately marked to indicate that they contain confidential Waybill data and, if submitted in paper or on physical media, be in a package

Waybill Agreement WB21-30

clearly marked on the outside “Highly Confidential Material: Contains Waybill Data.” Such pleadings will not be posted in the publicly available docket. A public version of the pleading and evidence that redacts unaggregated CCWS data should also be filed for posting in the public docket.

4. Pleadings and evidence (and underlying workpapers) containing CCWS data (including work product and analyses derived from the CCWS) may be disclosed only to outside counsel or other independent representatives for other parties to the proceeding who have signed an agreement with the Board that grants them access to the underlying CCWS data.
5. CCWS data may be disclosed to the reviewing court in briefs filed or oral argument made in connection with judicial review arising from the proceeding, but the party making such disclosure must take adequate steps to maintain the confidentiality of the data by filing pleadings under seal and seeking confidential treatment of the data at oral argument (and in any transcripts). Counsel who wish to access CCWS data for purposes of participating in judicial review arising from the proceeding must have signed an agreement with the Board that grants access to the data, and may be added pursuant to paragraph 2 above.
6. Except as provided in paragraph 4 above, you will refer any requests for CCWS data in your possession (including work product and analyses derived from the CCWS) to the STB for processing and will inform the requesting party of such referral to the STB. If you are compelled by law or order of a governmental or judicial body to release CCWS data, you shall notify the Board in writing within three days of any determination that CCWS data must be released, and in no event later than five days before the CCWS data is scheduled to be released.
7. In order to retain access to the CCWS beyond the expiration date specified above, you must submit a written request for an annual extension of the agreement no later than thirty days prior to the expiration date and the renewal request must be approved by the Office of Economics. **If an annual agreement is not signed and approved, you must certify by no later than the expiration date that all CCWS data (including all work product and analyses derived from the CCWS) obtained under this agreement has been destroyed or returned to the STB.** Notwithstanding the foregoing, outside counsel (but not outside consultants or transportation practitioners) for each party may retain file copies of all pleadings and evidence filed with the Board and file copies of all work product. The non-disclosure requirements of this agreement shall continue to apply to such file copies for as long as they are retained.

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8. Failure to request an extension (if necessary), or destroy or return CCWS data when required, may prevent any future release of CCWS data to you. Violations of this agreement may subject you to sanctions by the Board.

After all parties have signed and returned this agreement, please contact Mr. Dusenberry (202) 245-0319 to make the necessary arrangements to have a copy of the data sent to you.

Sincerely,

William Brennan

William Brennan, PhD
Chief Economist & Director,
Office of Economics

Waybill Agreement WB21-30

I have read and understand the conditions for release of the CCWS data. I agree to comply fully with these conditions and the provisions of this confidentiality agreement. No later than thirty days before the agreement expires, I will request an extension of this agreement, if necessary. If no extension is requested, I will return or destroy all CCWS data and certify that I have done so. I have the authority to sign this agreement.

By: Raymond A. Atkins


Signature

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By: Matthew J. Warren

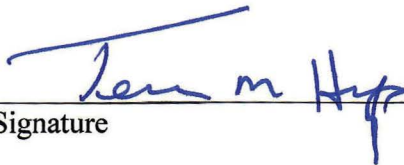
A handwritten signature in black ink, appearing to read 'Matthew J. Warren', is written over a horizontal line.

Signature

Waybill Agreement WB21-30

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By: Terence M. Hynes



Signature

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By: C. Frederick Beckner III


Signature

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By: Joseph V. Coniglio

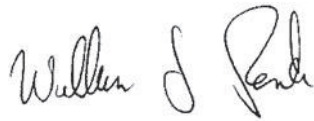
Joseph V. Coniglio /s/

Signature

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By: Bill Rennie

A handwritten signature in cursive script, appearing to read "William J. Rennie", written in black ink.

Signature

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By: Patrick Lortie

A handwritten signature in black ink, appearing to read 'Patrick Lortie', written over a horizontal line.

Signature

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By: David Hunt



Signature

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By: Nicolas Nossovitch

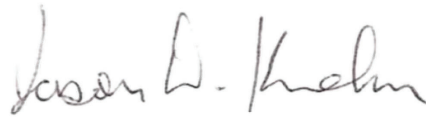
A handwritten signature in black ink, appearing to read 'Nicolas Nossovitch', written over a horizontal line.

Signature

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By: Jason Kuehn

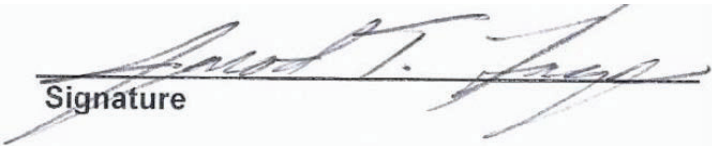
A handwritten signature in dark ink, appearing to read "Jason D. Kuehn", is written over a horizontal line.

Signature

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By: Jarod Hage



Signature

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By: Philip Rowe

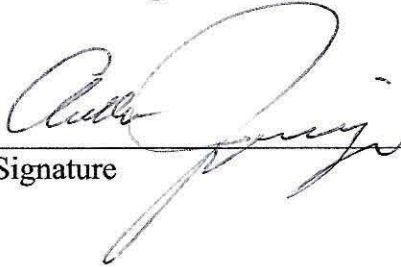


Signature

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By: Andrew Jennings


Signature

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By: Hugh Randall



Signature



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RATKINS@SIDLEY.COM

April 26, 2021

Dr. William J. Brennan
Director and Chief Economist
Office of Economics
Surface Transportation Board
395 E Street, SW
Washington, DC 20423

Re: CN Request for Waybill Data, Finance Docket No. 36514, Finance Docket No. 36514, Canadian National Railway Company et al.—Control—Kansas City Southern, et al.

Dear Dr. Brennan,

I write on behalf of Applicants Canadian National Railway Company and its rail carrier affiliates (“CN”), which filed on April 20, 2021 a Notice of Intent to File an Application seeking STB authorization for CN’s control of Kansas City Southern and its U.S. rail carrier affiliates. CN has also filed a Motion for Protective Order in this proceeding.

Pursuant to 49 C.F.R. § 1244.9(b)(4), we hereby request that CN’s outside counsel and consultants in the above-referenced proceeding be authorized to obtain and use certain confidential STB Waybill Sample data. Those outside counsel and consultants, none of whom is a regular employee of Applicants, are the following:

- 1) Raymond A. Atkins, Sidley Austin LLP
- 2) Matthew J. Warren, Sidley Austin LLP
- 3) Terence M. Hynes, Sidley Austin LLP
- 4) Rick Beckner, Sidley Austin LLP

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Dr. William J. Brennan

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- 5) Joseph Coniglio, Sidley Austin LLP
- 6) Bill Rennie, Oliver Wyman
- 7) Patrick Lortie, Oliver Wyman
- 8) David Hunt, Oliver Wyman
- 9) Nicolas Nossovitch, Oliver Wyman
- 10) Jason Kuehn, Oliver Wyman
- 11) Jarod Hage, Oliver Wyman
- 12) Philip Rowe, Oliver Wyman
- 13) Andrew Jennings, Oliver Wyman
- 14) Hugh Randall, Oliver Wyman

We request access to carload waybill data covering the period 2015 through 2019 (including all records, all fields, and confidential unmasked revenues) for all traffic. We also request access to comparable data for 2020 when it becomes available. The purpose of this request is to allow Applicants' counsel and consultants to prepare the various analyses and evidence required by 49 C.F.R. Part 1180 in support of their planned Application. The requested data are essential to the preparation, inter alia, of the market and traffic impact analyses required by 49 C.F.R. §§ 1180.6(a)(2)(i) and 1180.7, because the STB Waybill Sample is the only single source of the data permitting a complete analysis of these issues.

We understand that access to these data will be granted pursuant to the terms of a protective order, solely for the purposes of this proceeding and any related litigation, and only after execution of appropriate confidentiality undertakings. In accordance with 49 C.F.R. § 1244.9(b)(1), any evidence drawn from the STB Waybill Sample will remain confidential, and will be submitted only to the Board unless the evidence is aggregated to the level of at least three shippers and will prevent the identification of an individual railroad.

I will be submitting payment of \$1054 to the STB's electronic payment system at pay.gov, reflecting the fixed fee of \$200 plus \$61 per person for each

SIDLEY

Dr. William J. Brennan

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individual (a total of 14 outside counsel and consultants). 49 C.F.R.
§ 1002.2(f)(98)(i).

Please do not hesitate to contact me at (202) 736-8996 if you have any
questions regarding this request.

Sincerely

/s/ Matthew J. Warren

Matthew J. Warren