

CP-17
302346

BEFORE THE SURFACE TRANSPORTATION BOARD

Finance Docket No. 36500

CANADIAN PACIFIC RAILWAY LIMITED, ET AL. – CONTROL –
KANSAS CITY SOUTHERN, ET AL.

ENTERED
Office of Proceedings
May 17, 2021
Part of
Public Record


**CANADIAN PACIFIC APPLICANTS' SUBMISSION OF ADDITIONAL
STATEMENTS SUPPORTING PROPOSED TRANSACTION**

Canadian Pacific Applicants¹ respectfully submit the accompanying 140 additional statements of support from shippers and other supporters for the Board's consideration. These statements are from shippers expressing their support for the proposed CP/Kansas City Southern ("KCS") transaction for the first time, bringing the total submitted to date to 687.

¹ Canadian Pacific Applicants are Canadian Pacific Railway Limited, Canadian Pacific Railway Company, and their U.S. rail carrier subsidiaries Soo Line Railroad Company, Central Maine & Quebec Railway US Inc., Dakota, Minnesota & Eastern Railroad Corporation, and Delaware and Hudson Railway Company, Inc. (collectively "Canadian Pacific" or "CP").

Canadian Pacific appreciates the Board's attention to this matter.

Respectfully submitted,



David L. Meyer

LAW OFFICE OF DAVID L. MEYER
1105 S Street NW
Washington, D.C. 20009
Email: David@MeyerLawDC.com
Telephone: (202) 294-1399

Sophia A. Vandergrift
SULLIVAN & CROMWELL LLP
1700 New York Avenue, N.W., Suite 700
Washington, D.C. 20006-5215
Email: vandergrifts@sullcrom.com
Telephone: (202) 956-7525

Jeffrey J. Ellis
Canadian Pacific
7550 Ogden Dale Road S.E.
Calgary, AB T2C 4X9 Canada
Email: Jeff_Ellis@cpr.ca
Telephone: (888) 333-6370

Attorneys for Canadian Pacific

May 17, 2021

INDEX

NEW STATEMENTS OF SUPPORT FROM SHIPPERS

Entity

Daaquam Lumber Maine Inc.
JGL Commodities Ltd.
Medline Canada
Sable Marco Inc.
Twin Rivers Paper Company LLC

Witness

Misty Robinson
Glen Loyns
Mireille Bourgault
Alexandre Boillat
Steve Collard

NEW STATEMENTS OF SUPPORT FROM OTHER SUPPORTERS

Entity

919346 Alberta Ltd.
A&K Railroad Materials, Inc.
A. Stucki Company
Alberta Laminations
ALC Companies Inc.
AJ Bennett Construction Ltd.
Alliance Crane Inc.
Amsted Rail Company, Inc.
Athena Industrial Services Inc.
Bell & MacKenzie
Brentwood Enterprises
Broda Group LP
C-Can Power Systems
Canad Inns
Cariboo Central Railroad Contracting Ltd.
Cattron
Central Coupler Reclaim
CHA Consulting, Inc.
CheckerFlag Leasing
City View Fuel LLC
Compressed Air & Equipment Co.
ConvergentIS

Witness

J. Bradley Williams
Kellen Desmond
Dave Oestermeyer
James Dockrill
Graham Johnson
Andrew Bennett
Jarred Beattie
Brad Myers
Constantine Issakidis
Richard A. Bell
Jamie Littke
Gordie Broda
Brian Murray
Dan Lussier
Gary Janzen
Ryan Wooten
Adam Keller
Charles W. Symmes
James Blake
Dwight Fraedrich
Pam Mahood
Brent Freer

Entity

CORYS Inc.
Canadian Rail Car Cleaners Inc.
Cridland's Cartage Ltd.
Curbside Construction Ltd.
Custom Riggers (1988) Ltd.
D&D Excavating & Hauling Ltd.
Data Communications Management Corp.
Dayton Phoenix Group
Dean Snyder Construction
Dell Technologies
Dillon Consulting Limited
DMM Energy Inc.
Dobbyn Electric Services Ltd.
Dubois Chemicals Inc.
Eagle Professional Resources
Eco-Aquatech
Elliott Bulk Services, LLC
enCompass Solutions Group Ltd.
Enduron Inc.
Enterprises L.M.
Euroway Industrial Service Co. Ltd.
Evolution Environmental Ltd.
Executive Tree Service Inc.
Fibernet Services Ltd.
Flynn Canada Ltd.
Gilbert Supply Co.
Global Montello Group
Golden Ratio Estimating
Grid Link
H&T Engineering, PLLC
Hemmera Envirochem Inc.
Holaco Construction Ltd.
Impact Construction Inc.
Industra Construction Corp.
Industries JPB

Witness

Nicolas Lacand
Mat Metauro
John Cridland
Lawrence Di Pietro
Todd Palmer
Dean Omeniuk
Phil Hammond
Dan Griffin
Nate Carney
Jeffrey Denberg
Dave Poole
Kelvin Doak
Darren Dobbyn
Patrick Smith
Kelly Benson
Dan Larson
Andrew E. Woodard
Tim Wright
Richard Klassen
Alexandre Fortin
Gary Mittermayr
Jon Nielsen
Ian Hughes
Jeff Desrochers
Chris Voogd
Trevor Gilbert
Laura Wenzel
Imran Mirza
Brett Gifkins
Charles Tutunjian
Trevor Welton
Sante Zaurrini
Gerald Audit
Scot Brydon
Jean-Michel Billette

Entity

ING Civil Incorporated
Ingersoll Rand
Innovative Scheduling LLC, DBA Optym
Interstate Companies
IntiSolutions Group
JJM Construction Ltd.
John Hunter Company
K-Five Construction Corporation
KGS Group
Kije Sipi Ltd.
Kish & Son Electric, Inc.
KLD Labs, Inc.
Klos Logistics
Lewis Bolt & Nut Company
Mackey Electric, Inc.
Michels Commercial Aggregates
Modern Manufacturing
MP Johnson Construction, Inc.
MVM Rail Inc.
Narrow Passage Rail
Norpac Construction Inc.
NAC Mechanical and Electrical Services
NTC Logistics
O'Dell Electric Ltd.
Omni Rail Inc.
On-Site Fleet Services
Ontime Petroleum
OWS Railroad Construction & Maintenance Ltd.
Pandrol
Panel Construction Ltd.
Parsec Intermodal
Pinnacle Engineering
PowerRail Distribution, Inc.
Precision Pipe and Products, Inc.
Prudential Transportation Ltd.

Witness

Corey E. Ingerson
Sto Mahoney
Ravindra K. Ahuja
OJ Rinehart
Blair Shunk
John Miller
Richard Hunter
Joseph M. Bodzioch
J. Bert Smith
Daniel Jobin
Kyle Thesing
Daniel Magnus
Kaitlyn Vilimas
George Apostolou
Larry Mackey
Dan Posthuma
Ed Snow
Michael P. Johnson
Murray Froehlich
Jason Thomas
Darren Wiebe
Gary Sowada
Jared Ross
Drew Woolsey
Jessica Campbell
Tera McCreesh
Branton Wibstad
Pat Gladwish
Breen Reardon
Kellie Roberts
David H. Budig
James Holland
Thomas M. Casper
Dan Dammann
Bianca Heer

Entity

R & W Machine Division Warner Industries, Inc.
Ram Environmental Response Ltd.
Rail Signal Systems
Rome Transportation
RTR Terra Contracting Ltd.
Rybak Companies, Inc.
Sacchetti Construction Ltd.
Schlomka Services LLC
Searcy Trucking LTD.
Silverado Industries Inc.
Simmons Machine Tool Corporation
S.i. Systems Partnership
SkyFire Energy
Spécialiste d'Ouvrager d'Art CSTP inc.
Specialized Response Solutions Canada, Inc.
Speers Construction Inc.
Staal Utility Inc.
Standard Mechanical Systems Limited
Standard Steel LLC
Stennes Excavating LLC
Streck's Machine
SW Bridge Engineers, LLC
Talarico Excavating Ltd.
TBT Engineering Limited
Teleweld Inc.
TLF Dirtworx Inc.
TLR Management
Toplife Enterprises
TPN Solutions
Tru-Craft Roofing (2005) Ltd.
Tybo Constructors Ltd.
United Steel and Fasteners Inc.
United Petroleum Transport Ltd.
Usher Transport
Vanro Oil Supplies & Rentals Ltd.

Witness

David Hnatovic
Lanny Coombs
John D. Cummings
Matthew Hosick
Kyle Chen
Joseph E. Jankowski
Paolo Sacchetti
Larry G. Schlomka
Norm Blagden
Chase Thielen
Carol DeThorne
Edward Malysa
David Kelly
Christian St-Pierre
Max Thevenot
Mark Belsham
Sebastian Foglia
Brian Bialczyk
Craig J. Kaniecki
Matthew Stennes
Chip DeMaranville
Peter Schierloh
Lesley Talarico
Gordon Maki
Duane Kruger
Kristjan J. Thordarson
Brian Mason
David Shea
Paul Nemetchek
Bob James
Brian Kozak
Michele Sargis
Sushil Chari
Robbie Gossett
Robert Vanneste

Entity

Vector Construction Ltd.
Vickery Electric Contracting Limited
Weaver Consultants Group
Wesbell Technologies
Wheeler
Whissell Contracting Ltd.
Wood Environment & Infrastructure Solutions, Inc.
Z Source Equipment (2405238 Ontario Incorporation)

Witness

Eliseo Conciatori
Joseph Vickery
Laura Craven
Paul McWatters
Dave Koch
Les Kalinowski
Jonathan Murer
Jimmy Zborowsky

CERTIFICATE OF SERVICE

I hereby certify that I have caused the foregoing Canadian Pacific Applicants' Submission of Additional Statements Supporting Proposed Transaction to be served electronically or by first class mail, postage pre- paid, on all parties of record in this proceeding.

/s/ Freesia Ferrantino
Freesia Ferrantino

May 17, 2021



STB Finance Docket No. 36500 CP-KCS Proposed Combination

ATTENTION: Surface Transportation Board

My name is Misty Robinson and my business address is 1200 Masardis Road Masardis, ME 04732. I am Shipping Coordinator of Daaquam Lumber Maine INC. In my role, I am responsible for overseeing production, inventory, and coordinating all shipments.

Daaquam Lumber Maine INC is a lumber mill producing high grade random length lumber. Daaquam and our customers rely on CP to get our lumber product shipped down the east coast and through out the southern states.

Daaquam Lumber Maine INC 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 have no doubt that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders. Daaquam 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.

We ship lumber packs on CP rail to our customers down the east coast and throughout the southern states. Our customer base in those southern states have been growing.

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).

And 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. For example,

- CPKC's new single line haul offerings will expand market reach and offer new competitive transportation options for our 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.
- CPKC's new service offerings will improve transit times and reliability, which will reduce our equipment costs and improve our efficiency.

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.

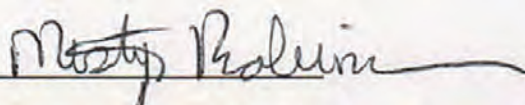
At the same time, the entirely complementary nature of CP's and KCS' networks – connecting only at Kansas City and not overlapping anywhere – means that the transaction will not have any adverse effects on competition. It will only make these carriers a better alternative relative to the other options 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, Daaquam 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. Daaquam 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.

Executed on _____ 5/12/21.

Misty Robinson



PO Box 749, Ashland, Maine 04732

Tel. : 207-435-6401 • Fax : 207-435-6117 • www.groupelebel.com/en/



P.O. Box 40 • Moose Jaw, Saskatchewan • Canada • S6H 4N7
Tel: 306.624.2378 Fax: 306.624-2375

May 11, 2021

ATTENTION: Surface Transportation Board

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

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

JGL Commodities Ltd. has been operating in agricultural trade for over a decade. Our parent company, JGL Group, has been active in Canada for over 40 years. JGL Commodities Ltd. provides supply chain management solutions for processors including wheat millers, protein producers, and pet food manufacturers.

We work closely with CP rail, shipping grain products out of our Woodrow SK facility to the West Coast for export. As well as, shipping grain products from the US to Canada and intra-US corridors.

JGL Commodities Ltd. has not previously addressed either of the two proposals involving the acquisition of KCS.

JGL Commodities Ltd. is reliant on CN for transportation services in certain markets and therefore does not wish to voice a position taking CP's side over CN's.

JGL Commodities Ltd. 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.



COMMODITIES

P.O. Box 40 • Moose Jaw, Saskatchewan • Canada • S6H 4N7
Tel: 306.624.2378 Fax: 306.624-2375

- **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 strongly 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 'Glen Loyns', written in a cursive style.

Glen Loyns
General Manager
JGL Commodities



Together Improving Lives
Ensemble, améliorons des vies

STB Finance Docket No. 36500 CP-KCS Proposed Combination

ATTENTION: Surface Transportation Board

My name is Mireille Bourgault and my business address is Medline Canada. I am Director of Operations. In my role, I am responsible for the Operations out of our Guelph facility.

Medline Canada is currently using CP rail to ship their out of province transfer of medical supplies to its other DCs across the country.

Medline Canada supports approval of the CP/KCS combination.

For our perspective, the transaction promises to provide improved service options and invigorate transportation competition in the markets we serve. 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. Medline Canada 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.

The entirely complementary nature of CP's and KCS' networks – connecting only at Kansas City and not overlapping anywhere – means that the transaction will not have any adverse effects on competition. It 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, Medline Canada 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. Medline Canada 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.

Executed on 12-May-2021

MIREILLE BOURGAULT



STB Finance Docket No. 36500 CP-KCS Proposed Combination

ATTENTION: Surface Transportation Board

My name is Alexandre Boillat and my business address is 26 Chemin de la Pêche, Pont-Rouge, Québec, G3H1C3, Canada. I am sales supervisor of Sable Marco Inc. In my role, I am responsible for sales team supervision, marketing operations and some specific customers orders.

Sable Marco Inc. is working with CP to ship some of his products to British Columbia since a few years. We are very satisfied with the relationship and service.

Sable Marco Inc. 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 have no doubt that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders. Sable Marco Inc. 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.

From our factory in Pont-Rouge, Québec, Canada, we ship polymeric sand for paver joints, ice salt, de-icer, anti-skid stone to British Columbia. Some of the containers are unloaded at destination and then goes to Portland Orgeon by truck.

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,

- 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.

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 – means that the transaction will not have any adverse effects on competition. It 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, Sable Marco Inc. 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. Sable Marco Inc. 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.

Executed on May 12th, 2021

ALEXANDRE BOILLAT



STB Finance Docket No. 36500 CP-KCS Proposed Combination

ATTENTION: Surface Transportation Board

Twin Rivers Paper Company LLC is a leading major producer of label, packaging, publishing, and technical papers and lumber with its management office in Portsmouth, NH, which relies on CP as an important supply chain provider.

Twin Rivers 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 have no doubt that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders. Twin Rivers sees this transaction as uniquely beneficial, with none of the downsides that might result from another round of Class I consolidation.

Speaking from a recent experience on a transition where CP acquired the CMQ Railway, CP has provided us with good service, since its acquisition and we are excited about the opportunities of growth with the CPKC and its expanded reach.

And 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. For example,

- CPKC’s new single-line haul offerings will expand market reach and offer new competitive transportation options for our shipments of paper.

82 Bridge Avenue
Madawaska, ME 04756
Tel 207-728-3321
Fax 207-728-8701
twinriverspaper.com



- We are particularly enthusiastic about the role new CPKC single-line routes will play in expanding access to growing markets across the United States.

At the same time, the entirely complementary nature of CP's and KCS' networks – connecting only at Kansas City and not overlapping anywhere – means that the transaction will not have any adverse effects on competition. It 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.

For these reasons Twin Rivers 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. Twin Rivers 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.

Sincerely,

A handwritten signature in blue ink, appearing to read "Steve Collard".

Steve Collard

VP Supply Chain

Twin Rivers Paper Company LLC

85 New Hampshire Avenue, Suite 100, Portsmouth, NH 03801

Office: 603-433-8325

Cell: 207-316-8735

steve.collard@twinriverspaper.com

cc: Parties of Record

**919346 ALBERTA LTD.
PO BOX 713
LETHBRIDGE, AB T1J 3Z6
(403)328-4821**

May 13, 2021

**Surface Transportation Board,
395 E. St. SW
Washington, DC 20423**

- 919346 ALBERTA LTD. is a transporter of bulk petroleum to the rail industry. CP is one of our customers.
- I J. Bradley Williams SERVE AS A DIRECTOR at 919346 ALBERTA LTD., where my duties include organizing the distribution and transportation of bulk petroleum products. 919346 ALBERTA LTD. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a transporter of bulk petroleum products offering service to both commercial and agricultural customers throughout Southern Alberta; we feel strongly that this merger would offer benefits across all lines of business. Some of the most significant opportunities include increase in both agricultural products and crude trade to get products to market in both the United States and Mexico in a more environmentally friendly and efficient way than relying purely on truck transportation alone. CP's attention to safety and investment in maintaining and improving facilities will allow for continued capital investment in the economy and further their capacity to serve their customer's needs going forward.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



J. Bradley Williams
Director
919346 ALBERTA LTD.



A&K Railroad Materials, Inc.

P.O. Box 30076 | Salt Lake City, Utah 84130 | P 801.974.5484 | F 801.973.7393 |

www.akrailroad.com

STB Finance Docket No. 36500 CP-KCS Proposed Combination

ATTENTION: Surface Transportation Board

My name is Kellen Desmond, President of A&K Railroad Materials and my business address is 1505 S Redwood Rd, Salt Lake City, UT 84104.

A&K is a leading supplier of new and used railroad track materials and depends on North America's railroad carriers and infrastructure as our primary mode of delivering product. We regularly utilize CP and KCS as we have locations directly served by these railroads. These locations include sites in Kansas, Illinois, and Saskatchewan.

A&K supports approval of the CP/KCS combination. The transaction would provide significant benefits that we are eager to see realized 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. 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.

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 shipments of railroad track materials from our US Midwestern locations to Canada and Mexico.

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.

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, A&K 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. A&K 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 Kellen Desmond, verify that the foregoing is true and correct. Further, I certify that I am qualified and authorized to submit this letter.

Executed on May 7, 2021



Kellen Desmond

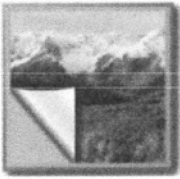
May 14, 2021
Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- A. Stucki is a supplier of freight car and rail related parts to the rail industry. CP is one of our customers.
- I Dave Oestermeyer SERVE AS THE Chief Commercial Officer at A. Stucki, where my duties include commercial growth. A. Stucki supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a freight car component supplier to CP, we see the benefit in this merger of CP and KCS to bring even more attention to safety and growth in the rail industry.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Signed,



DA Oestermeyer
Chief Commercial Officer
A.Stucki Company



Alberta LAMINATIONS

1033800 Alberta Ltd.
Bus 403.730.4448
Email info@albertalaminations.com
Bay 141, 2727 Centre Ave SE, Calgary, AB T2A 2L4
www.albertalaminations.com

May 4, 2021

Surface Transportation Board 395 E Street SW Washington, DC 20423

- Alberta Laminations is a supplier of graphic services and signage to the rail industry. CP is one of our customers.
- I, James Dockrill, serve as the President of Alberta Laminations, where my duties include marketing and customer relationship building. Alberta Laminations supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a signage supplier to CP, we work closely with many different departments and consistently see CP's attention to safety and their continual investments in upgrading facilities.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



James Dockrill
President

Alberta Laminations



5/13/2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- ALC Companies Inc. is a supplier of Track Maintenance to the rail industry. CP is one of our customers.
- I Graham Johnson SERVE AS THE President at ALC Companies Inc., where my duties include overall supervision . ALC Companies Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We provide track maintenance, emergency response, material and equipment hauling along with equipment rental.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic an employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed

Graham Johnson

Graham Johnson

President

ALC Companies Inc.

AJ Bennett Construction Ltd.

May 14, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- **Andrew Bennett** is a supplier of **AJ Bennett Construction Ltd** services to the rail industry. CP is one of our customers.
- I, **Andrew Bennett** SERVE AS THE **President** of **AJ Bennett Construction** where my duties include being a **general contractor**. **AJ Bennett Construction** supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- **AJ Bennett Construction responsibly and professionally completes all requests to the best of my ability and to the standards always requested by CP and KCS.**
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Regards,



Andrew Bennett
AJ Bennett Construction Ltd.



May 6, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Alliance Crane Inc. is a supplier of cranes, trucking and logistics, and derailment clean up to the rail industry. CP is one of our prime customers.
- I, Jarred Beattie, serve as the Operations Manager at Alliance Crane where my duties include dispatching the appropriate equipment where required, providing RFP, as well as operating cranes when required. Alliance Crane supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Canadian Pacific Railway's commitment to safety, community involvement, and targeted growth benefits everyone that not only works for them, but the communities they serve in. This merger would strengthen their presence across Canada, USA, and Mexico and would directly benefit all those that help support the railroad in all their operations.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "J Beattie", is written in a cursive style.

Jarred Beattie
Operations Manager
Alliance Crane Inc.

April 28, 2021

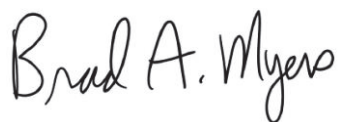
To whom it may concern,

Amsted Rail Company, Inc. as a premiere supplier of railcar and locomotive components to the North American and International Rail Industries. CP is a longstanding customer and partner of Amsted Rail. As such, Amsted Rail is supportive of the of the proposed merger/acquisition of KCS by CP. From our perspective as a supplier, the transaction is beneficial to our industry as it will stimulate additional investment in the North American rail network.

The future expanded services which should be the result of this merger, will stimulate much needed and expanded growth in freight rail transportation, with a heavy focus on shifting general freight away from trucks on the highways and back to the rail system. This results in improved efficiency, improved safety, and lowering carbon emissions for each ton of freight moved across North America.

In closing, we are supportive of this transaction and look forward to our industry going stronger in the decades to come and this transaction will aid in this endeavor.

Sincerely,

A handwritten signature in black ink that reads "Brad A. Myers". The signature is written in a cursive, flowing style.

Brad A. Myers
Chief Commercial Officer
Amsted Rail Company, Inc.



Date: 10 May 2021

To Whom It May Concern,

Athena Industrial (AIS) is a supplier of innovative and high-quality nondestructive testing tools to the rail industry. Canadian Pacific (CP) is one of our customers. I'm writing in support of the proposed combination of Canadian Pacific and Kansas City Southern (KSC).

CP's leadership and innovative mindset towards the creation of a safer network for people and equipment, made our unique projects a success. CP was the first to introduce Athena's Rail Condition Detector to its network which allows for constant condition monitoring of dark territory rail with its patented monitoring technology. ARCD alerts CP of any Broken Rail events in real time.

The new combined networks of CP and KCS will bring new competitive transportation service options and support North American economic growth. The transaction is also expected to create jobs across the combined network. Additional efficiency and service improvements are expected to achieve meaningful environmental benefits. From AIS perspective, this transaction will strongly support growth and investment in the North American rail network that benefit shippers, the public, and suppliers like us. We do not anticipate any negative impacts to the environment, competition, safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed

Constantine Issakidis
President

Athena Industrial Services Inc.



A Business of Allredi Blast and Abrasives Canada Inc.



Sandblast Slags
Foundry Sands
Empire Blast Equipment
Bullard Safety Equipment
Sandblast Hose & Nozzles
Walnut Shells & Corn Cob Grit
Waterjet & Sandblast Garnet
Schmidt Blast Equipment
Silica Free Abrasives
Steel Shot & Grit
Aluminum Oxide
Glass Beads

May 13, 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423
USA

To whom it may concern:

I, Richard Bell serve as the Vice President at Bell & MacKenzie (a business of Allredi Blast and Abrasives Canada) where my duties include both overseeing the sale of certain materials (locomotive traction sand) and the purchase of rail transportation for various industrial minerals throughout Canada and the U.S. to our location in Hamilton, ON, Canada. Bell & MacKenzie unequivocally supports approval of the proposed combination of CP and KCS.

We see this transaction as beneficial from both a customer and supplier because it will support sustainable growth and investment in their combined North American rail network. CP's attention to safety, and their continual investments in infrastructure and people will increase and improve their capacity and service level to their customers and to their suppliers.

The new services that the CPKC will bring will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC and will help shift freight from trucks to rail. All of these things will help support economic and employment growth in the United States and across North America under the USMCA trade agreement. That growth will support new investments in new rail capacity and infrastructure that will benefit shippers, suppliers and the public.

Tel: (905) 527-6000
Toll Free Tel: 1-888-794-5665
Fax: (905) 527-6660
Toll Free Fax: 1-888-794-7263
info@bellandmackenzie.com



A Business of Allredi Blast and Abrasives Canada Inc.



Sandblast Slags
Foundry Sands
Empire Blast Equipment
Bullard Safety Equipment
Sandblast Hose & Nozzles
Walnut Shells & Corn Cob Grit
Waterjet & Sandblast Garnet
Schmidt Blast Equipment
Silica Free Abrasives
Steel Shot & Grit
Aluminum Oxide
Glass Beads

We see the transaction as only beneficial, we do not see nor anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Yours Very Truly,

Richard A. Bell, Vic-President
Bell & MacKenzie
A Business of Allredi Blast and Abrasives Canada Inc.

Tel: (905) 527-6000
Toll Free Tel: 1-888-794-5665
Fax: (905) 527-6660
Toll Free Fax: 1-888-794-7263
info@bellandmackenzie.com



2025 Falcon Road • Kamloops, BC V2C 4J2 • Phone (250) 372-1191 • Fax (250) 372-2976

May 13, 2021

Brentwood Enterprises is a supplier of Hytracker Equipment, Excavators, Cranes, Truck & Lowbeds and other heavy equipment to the rail industry for emergency services, switch & crossing installation, grading & drainage, undercutting & earthworks projects as well as the transportation of rail equipment. CP is one of our valued customers.

I, Jamie Littke serve as the President at Brentwood Enterprises where my duties include overseeing the daily operations of the company. Brentwood Enterprises supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. Brentwood Enterprises views this merger as valuable because of CP's attention to safety, their continual investments in upgrading facilities and capacity to serve customers.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

Jamie Littke

President – Brentwood Enterprises



May 12, 2021

To Whom It May Concern

Broda Group LP is a supplier of railway ballast materials to the rail industry in western Canada. CP is one of our long term customers.

As President of the Broda Group LP we want to support the approval of the proposed combination of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. The opportunity to expand the network to improve shipping routes and better serve their customers will be a great benefit.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Yours Truly,
Gordie Broda

A handwritten signature in blue ink that reads "Gordie Broda".

President
Broda Group LP



May 5th, 2021

I, Brian Murray, serve as the Rail Product Account Manager at C-Can Power Systems, where my duties include managing product expectations for CP. C-Can Power Systems supports approval of the proposed merger of CP and KCS.

C-Can Power Systems is a family business that begun in 1983 supplying signaling and track-switching chargers to six of the seven class 1 railroads in North American. Our dedicated staff prides ourselves in our quality and service.

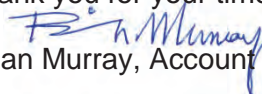
C-Can couldn't have grown to service so many railroads if not for CP's support. We have worked closely with CP to develop innovative and reliable equipment to help keep freight moving throughout North America. Over thirty years ago we began a long-lasting relationship with CP. Because of their ongoing support and drive to make the industry safer and efficient it pushed us to develop products that are efficient, smaller and lighter. This innovating thinking helps reduce work site injuries such as muscle stains and broken bones and reduces installation time and maintenance. CP's vision to use network solutions pushed us to develop chargers that can communicate via internet greatly reducing the amount of unnecessary site visits. With thanks to CP's forward thinking it also helps reduce vehicle travel time causing fewer emissions for a greener future.

When C-Can first heard of the CP/KCS merger we thought that this would be the start of a new era to the industry. The industry, which in most parts has been reactive and resolute in its ways, can now move into the 21st century.

CP's youthful like exuberance, forward thinking and pride will help foster growth in manufacturing investments which leads to good living wage jobs, benefits and family security. Furthermore this merger will not only make North America stimulate growth in manufacturing but it will renew interest in rail transportation, it will provide new competitive options shifting freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

This CP-KCS merger will only be beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Thank you for your time.


Brian Murray, Account Manager, C-Can Power Systems Inc.





Canad Inns Corporate Office
Canad Centre – 3rd Floor
930 Jefferson Avenue
Winnipeg, Manitoba R2P 1W1

T 204-697-1495
F 204-694-9427

www.canadinns.com

Surface Transportation Board
395 E. Street, SW
Washington, DC 20423

Canad Inns has been providing accommodation services, meeting facilities and meal services to CP for many years, to their management and crews.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network and as such, support the proposed acquisition.

Canad Inns supports CP's acquisition of KCS because of the superior benefits a KCS railway would bring by offering faster, safer, cleaner and more direct service for North to South trade.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial and we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

CANAD INNS

Per: Dan Lussier
Title: Chief Executive Officer





May 13, 2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

- Cariboo Central Railroad Contracting Ltd is a supplier of signals & communication, track construction, and track maintenance to the rail industry. CP is one of our customers.
- I Gary Janzen SERVE AS THE VP Business Development at Cariboo Central Railroad Contracting Ltd, where my duties include business development directly with CP and with industrial customers that ship goods with CP. Cariboo Central Railroad Contracting Ltd supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Cariboo Rail's industrial construction division would experience a growth potential should CP's Canadian industrial customers have the potential to seamlessly reach destinations south of Kansas City to and including Mexico.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Gary Janzen MBA
VP Business Development
Cariboo Central Railroad Contracting Ltd.

May 14th, 2021

Dear Mr. Nevin,

I, Ryan Wooten, serve as the CEO of Cattron, where my duties include the overall management and leadership of Cattron. Cattron supports the approval of the proposed combination of CP and KCS.

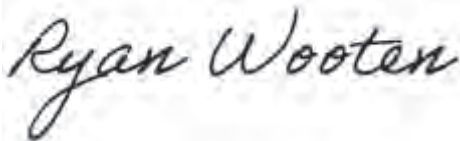
Cattron is a supplier of proven radio remote control safety and productivity solutions across the rail industry for over 40 years, including FRA regulated Class I, II and III rail operations and non-FRA regulated private rail operations. Our commitment to the rail industry remains strong and grounded in a mutual effort to ensure the safety and efficiency of railyard operations.

CP and Cattron have been partners for over 15 years. We do not anticipate an impact to our ability to provide continued solutions, services and support as a result of this change. As a supplier, we have stood beside the industry and supported it throughout its ongoing evolution and changing market dynamics. We feel confident in our ability to support this type of transaction and adapt as needed to the changing circumstances.

From a supplier perspective, the transaction strongly supports continued growth and investment in the North American rail network. The new transportation services that CPKC will offer should stimulate growth in rail transportation overall, provide new competitive options that support growth at CPKC, and shift freight from trucks on the highways to the rail system. All of these things support economic and employment growth throughout North America under the USMCA trade agreement. We believe that growth will support investments in new rail capacity that benefits shippers, the public and suppliers such as Cattron.

We see the transaction as beneficial and do not anticipate a negative impact to the environment, competition, safety of operators or other public interests. We look forward to seeing the transaction close and the benefits achieved as quickly as possible.

Sincerely,



Ryan Wooten
CEO

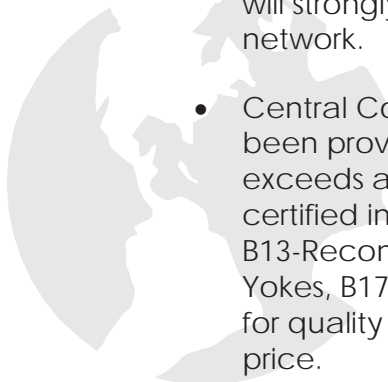




Central Coupler Reclaim

May 3rd 2021

- Central Coupler Reclaim is a supplier of high-quality reconditioned couplers and yokes for the railway industry. CP is one of our customers.
- I Adam Keller serve as the General Manager at Central Coupler Reclaim, where my duties include providing personal relations, sale quotes and customer inquiries. Central Coupler Reclaim supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Central Coupler Reclaim sees the value in this merger because we have been providing CP with prompt customer service that meets and or exceeds all industry standards for 15 plus years. We are AAR M-1003 certified in the following products, B12-Reconditioner of Freight Couplers, B13-Reconditioner of Locomotive Couplers, B16-Reconditioner of Fright Yokes, B17-Reconditioner of Locomotive yokes and meet all requirements for quality and reliability. While providing these services at a competitive price.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Adam Keller



General Manager
Central Coupler Reclaim



May 14, 2021

Surface Transportation Board
395 E Street SW, Washington, DC 20423

Re: Supplier Support of the CP+KCS Merger

- CHA is a supplier of engineering consulting and construction management services to the rail industry. CP is one of our customers.
- I Charlie Symmes serve as a Section Manager and Associate Vice President at CHA, where my duties include project management and principle geotechnical engineering oversight on CP and other infrastructure projects. CHA supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a professional engineering company working on projects within the CP ROW and providing quality reviews for other projects on the property, CHA has firsthand knowledge of the attention to safety that CP will bring to this merger.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

A handwritten signature in black ink that reads 'Charles W. Symmes'.

Charles W. Symmes, PE
Associate Vice President
CHA Consulting, Inc.



April 30, 2021

Surface Transportation Board
395 E Street SW
Washington, DC
20423

- CheckerFlag Leasing is a supplier of transportation equipment to the rail industry. CP is one of our customers.
- I James Blake, Vice President and General Manager at CheckerFlag Leasing, where my duties include support of the operations and financial controls. CheckerFlag Leasing supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CheckerFlag Leasing shares the same values as CP for safety, continual investments in upgrading facilities and capacity to serve customers. We feel the Merger of CP and CPKC is in the best interest of the transportation industry.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "James Blake".

James Blake
Vice President and General Manager
Checker Flag Leasing




13635 54th Street St. SE, Enderlin, ND 58027 | Phone: 701-437-3835 | Fax: 701-437-3836

May 3, 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- City View Fuel is a supplier of diesel fuel to the rail industry. CP is one of our customers.
- I Dwight Fraedrich serve as the president at City View Fuel, where my duties include overseeing and managing the day-to-day operations. City View Fuel supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- City View Fuel supplies fuel for the engines. We believe the merger would increase the rail traffic that would come through Enderlin, North Dakota creating more jobs, not only at City View Fuel, but other companies in town as well. The extra jobs and revenue will go a long way for a small rural community.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.


Dwight Fraedrich
owner
City View Fuel

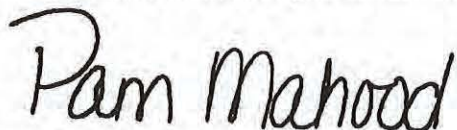
COMPRESSED AIR

& EQUIPMENT CO.

5-14-2021

To whom it may concern:

- Compressed Air & Equipment Co is a supplier of compressor units, and sales and service on compressors to the rail industry. CP is one of our customers.
- I Pam Mahood SERVE AS THE General Manager/Office Manager at Compressed Air & Equipment Co, where my duties include managing the service Department and scheduling of 3 technicians, managing 3 office personnel, P/R, H/R, A/P, A/R in hopes of having smooth transactions with all clients and vendors. Compressed Air & Equipment Co supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We supply the service intervals on compressor units and dryers. I believe this would be a great growth in the rail network. Their attention to detail of safety is spectacular. My technicians feel very safe when they are there working and someone is always there willing to help them out when needed. Continuous upgrading is a very important part of the operation of business.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.



Pam Mahood
General Manager / Office Manager
Compress Air & Equipment Co

707 Hwy 218 North - La Porte City, IA 50651
Phone 319-342-2440 - Toll Free 800-727-7908 - Fax 319-342-3648
www.compress-air.com - E-mail: info@compress-air.com

Letter of Support

ConvergentIS is a supplier of software and consulting services to the rail industry. CP is one of our customers.

I serve as the Director of Customer Engagement at ConvergentIS, where my duties include working with our customers to help them implement technology that makes them more efficient and able to better serve their customers.

ConvergentIS supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. CP's continual investments in upgrading facilities and capacity to serve customers helps ensure that goods can be moved efficiently and safely across the continent.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

Brent Freer

Brent Freer
Director of Customer Engagement


May 14, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

To Whom It May Concern,

- CORYS Inc. is a supplier of Locomotive Training Simulator solutions to the rail industry. CP is one of our customers.
- I, Nicolas LACAND, serve as the CEO at CORYS Inc. CORYS Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CORYS Inc. provides simulator training solutions to both KCS and CP. The merge would allow the consolidation of the best training practices of both companies and improve safety by providing a consistent training program to all the engineers and conductors at CPKC. CP has been continuously investing in its training program and will bring the safety awareness to the next level with the CPKC merge.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Nicolas LACAND
C.E.O.

April 30, 2021

To whom it may concern:

Canadian Rail Car Cleaners Inc. (CRCC) is a supplier of railcar cleaning, pre-trip and related services to the rail industry. CP has been one of our customers for over 20 years.

I, Mathew Metauro, serve as the Operations Manager at CRCC. My duties include overseeing the daily operations at a number of CP's autorack pre-trip facilities. CRCC fully supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. But more specific to our line of work, the merger would better connect automotive production and transportation between Canada, the United States and Mexico, bolstering continued growth.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Respectfully,



Mat Metauro
Operations Manager
Canadian Rail Car Cleaners Inc.



April, 2021

Attention: Surface Transportation Board

- Cridland's Cartage is a supplier of Intermodal operations and services to the rail industry. CP is one of our customers.
- I John Cridland serve as the President at Cridland's Cartage, where my duties include Overseeing fleet movement, Office Management and Sourcing. Damco/Canadian Tire supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Covering all areas in the Lower Mainland as a dray carrier Cridland's Cartage ensures all safety rules and regulations are adhered to to match CP's attention to safety. Cridland's Cartage works together with CP who continually invests in upgrading facilities and increases their capacity to serve customers better and more effectively.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed:

A handwritten signature in black ink, appearing to read "John Cridland", is written over a horizontal line. The signature is stylized and somewhat cursive.

JOHN CRIDLAND

PRESIDENT
CRIDLANDS CARTAGE

April 30, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

Supplier Support Letter Bullets

- Curbside Construction Ltd. is a siteworks and roadbuilding contractor specializing in concrete and asphalt paving. CP is one of our customers.
- I Lawrence Di Pietro, SERVE AS THE President at Curbside Construction where my duties include overseeing and managing the company's operations. Curbside Construction Ltd. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed,



Lawrence Di Pietro
President
Curbside Construction Ltd.

Custom Riggers (1988) Ltd.

242136-64 Street West
Foothills, Alberta T1S 0R8
Ph. 403-256-0771 Fax 403-256-8234
e-mail info@customriggers.com

May 14, 2021

Re: CP Support

Custom Riggers (1988) Ltd is a Telecom Communication Company that installs communication towers and equipment for CP Rail. As a Project Manager quoting and Installing Telecom equipment I support the CP and KCS combination as it will support growth and investment in rail transportation and provide new competitive options that will support growth at CPKC.

CP rail is continually upgrading their telecom network to increase their efficiency and improve safe movement of trains and product. We consider CP rail to one of our high value and long term clients and value our relationship with them as we have provided tower services to them since 1988.

This new partnership will stimulate growth and provide new competitive options for CPKC customers and shift freight from trucks on highways to the rail system.

Increased growth in moving product will support investments in new rail capacity that benefit shippers and suppliers like us.

We see the transaction as only beneficial and hope to see the deal completed and look forward to providing our services to them in the future.

Regards,



Todd Palmer PM
Custom Riggers (1988) Ltd
403-256-0771 office
info@customriggers.com

May 6, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- D&D Excavating & Hauling Ltd. is a Contractor of Railway Services to the rail industry. CP is one of our customers.
- I Dean Omeniuk SERVE AS THE President at D&D Excavating & Hauling Ltd., where my duties include being a Contractor of Railway Services and supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- D&D Excavating & Hauling Ltd. is a COR Certified Safety Company working as a Contractor of Railway Services for CP rail. We value CP's attention to safety, and continual improvements, along with continual investments to upgrade facilities to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Dean Omeniuk



President

D&D Excavating & Hauling Ltd.



April 30, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

To Whom It May Concern;

RE: DCM's Experience with CP

DCM is a provider of commercial print manufacturing, brand management and digital solutions to the rail industry. CP is one of our customers.

I, Phil Hammond, serve as the Chief Revenue Office at DCM, where I lead a sales team of 52 people across North America. I provide the growth strategy of DCM's advanced enterprise relationships and am responsible for new business and ensuring revenue targets are achieved. DCM supports the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

As an essential service provider for CP for the past 20 years, DCM has assisted and supported CP's communications transformation and digital evolution in nearly every aspect of its North American operational and regulatory compliance requirements.

In concert with CP's extraordinary executive support, DCM has worked tirelessly with every business unit throughout the CP North American network ensuring every regulatory requirement has been executed, delivered on time, and consistently meets all mandated requirements. CP holds DCM to the highest standards as mandated by each CP business unit. The relentless compliance efforts undertaken by each CP team over these past two decades, exemplifies CP's commitment to continuous improvement and unwavering service to their customers with the highest compliance standards.

We firmly believe CP will bring this same dedication to modernization, compliance, safety, and commitment to ongoing and continuous improvement with the merger and integration of KCS. With facilities north and south of the border, DCM is expertly equipped to continue to support CP and KCS throughout and beyond the acquisition process.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. This will no doubt help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefits shippers, the public, and suppliers like DCM, alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Sincerely,

Phil Hammond
Chief Revenue Officer
403-207-6646

**DATA COMMUNICATIONS
MANAGEMENT CORP.**

WWW.DATAACM.COM

#110, 10 Smed Lane SE
Calgary, AB T2C 4T5

THE BRAND BEHIND YOUR BRAND



**DAYTON
PHOENIX
GROUP**

engineered to move

1619 Kuntz Road
Dayton, OH 45404-1240
phone 937.496.3900
toll free 800.657.0707
www.dayton-phoenix.com

5/12/2021

Supplier Support Letter Bullets

- Dayton Phoenix Group is a supplier of rotating electric, DB modules and mechanical products to the rail industry. CP is one of our customers.
- I Daniel Griffin SERVE AS THE Senior Sales Specialist at Dayton Phoenix Group, where my duties include account management, quotations and customer service. Dayton Phoenix supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Dayton Phoenix Group and CP have had a multiple year relationship with a great track record of partnership. Dayton Phoenix Group values CP as a trusted customer that has kept current on accounts, communication and mutual improvement.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Dan Griffin

Senior Sales Specialist

**DAYTON
PHOENIX
GROUP**

Phone – (937)496-3926

Cell – (937)623-5320

Email – dgriffin@dayton-phoenix.com

Website – www.dayton-phoenix.com



May 13, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- Dean Snyder Construction is a supplier of design and construction services to the rail industry. CP is one of our customers.
- I serve as the Director of Business Development at Dean Snyder Construction, where my duties include sales, marketing and customer service. Dean Snyder Construction supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. It will also support a continued effort to better serve customers through facility and infrastructure upgrades and improvements.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in blue ink that reads 'Nate Carney'.

Nate Carney
Director of Business Development
Dean Snyder Construction Co.

May 14, 2021

Supplier Support Letter Bullets

- Dell Technologies is a supplier of IT Hardware, Software and Services the rail industry. CP is one of our customers.
- I Jeffrey Denbury, SERVE AS THE - VP Enterprise Sales (Canada) - at Dell Technologies, where my duties include supporting and selling to Enterprise customers. Dell Technologies supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- At Dell Technologies, we create technologies that drive human progress. We are a unique family of businesses that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information. The world faces challenges that have no modern precedent. We are committed to empowering individuals, organizations and communities with technologies that solve the world's biggest challenges. CP's strategy to operate safely, optimize assets, control costs, provide service and develop people is aligned with our goals as well.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Jeffrey Denberg

VP Enterprise Sales

Dell Technologies



May 3, 2021

Surface Transportation Board
395 E Street SW
Washington, DC
20423

334-11th Avenue SE
Suite 200
Calgary, Alberta
Canada
T2G 0Y2
Telephone
403.215.8880
Fax
403.215.8889

Supplier Support Letter

- Dillon Consulting Limited is a supplier of environmental consulting services to the rail industry. CP is one of our customers.
- I Dave Poole serve as an Officer and Partner at Dillon Consulting Limited, where my duties include senior account management and risk oversight. Dillon supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Dillon provides risk management and rail safety services to CP, supporting their rail safety obligations under the Canadian Federal Railway Safety Management Systems Regulations. We provide environmental monitoring of CP maintenance operations of critical infrastructure within federally regulated waterways, and support CP's efforts to manage their legacy contaminated sites in Canada. We oversee federal environmental assessments of CP's capital projects in Canada that require federal regulatory approval.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

DILLON CONSULTING LIMITED

A handwritten signature in blue ink, appearing to read "Dave Poole".

Dave Poole
Officer

**Dillon Consulting
Limited**

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- DMM is a supplier of diesel fuel and locomotive refuel to the rail industry. CP is one our customers.
- I KELVIN DOAK Serve as the President at DMM ENERGY INC. where my duties include supply, and delivery contracts. DMM ENERGY INC. supports approval of the proposed combination of CP and KCS.
- From our prospective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- DMM being a service in the Energy Industry see value as a link for rail services connecting all of north america. CP attention to saftety, continual investments in upgrading facilities and capacity to serve customer will help serve the merger well.
- The new transportation services that CPKC will bring to their customers will stimulate growth in the rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA Trade Agreement.
- In turn, that growth will support investments in new rail capacity that benfit shippers, the public, and suppliers like us alike.
- We see the trasaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to saftety, or to do other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed _____



Kelvin Doak
President
DMM Energy Inc.

May 13, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20412

Dobbyn Electrical Services Ltd., is a supplier of electrical and lighting installation and repairs to the rail industry. CP is one of our customers.

I, Darren Dobbyn, serve as President of Dobbyn Electrical Services where my duties include installation and repairs for electrical and lighting services/upgrades. Dobbyn Electrical Services supports approval of the proposed combination of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

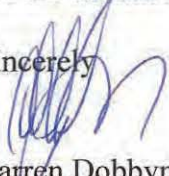
The merger would greatly enhance the transportation of materials from the manufactures to the suppliers to speed up delivery of required replacement parts and the flow of supplies. CP's attention to safety, and continual investments in upgrading their facilities and capacity to serve their customers would make this supply chain beneficial to everyone.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment grown in the United States and across the continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public and suppliers like us alike.

We see the transaction as only beneficial: we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Darren Dobbyn
President
Dobbyn Electrical Services Ltd.



May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Dubois Chemical Inc. is a supplier of speciality chemical products to the rail industry. CP is one of our customers.
- I Patrick Smith SERVE AS THE Industrial Sales Manager Canada at Dubois where my duties include overseeing our Industrial customer relationships. Dubois Chemical Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- In our role as a provider of Maintenance chemistry we see the merger as beneficial as it will allow our two companies better alignment through our North America supply base and will continue to allow us assist in key CP mandates, attention to safety, continual investments in upgrading facilities and capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed,

A handwritten signature in blue ink, appearing to read 'Patrick Smith'.

Patrick Smith
Industrial Sales Manager Canada
Dubois Chemicals Inc.



April 30, 2021

To Whom It May Concern:

Eagle Professional Resources is a supplier of Temporary Staffing Services and Permanent Recruitment Services to the rail industry. CP is one of our customers.

I, Kelly Benson, SERVE AS THE Vice President and General Manager of the Prairie Region at Eagle Professional Resources, where I am responsible for the performance and growth of Eagle's business in Alberta, Saskatchewan and Manitoba. Eagle has been providing CP with highly skilled technology resources (both contract and permanent) to support CP's comprehensive rail and business systems for over 15 years. Eagle supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

CP is a valued customer that has always shown a strong commitment to safety. The investments that they have made in continually upgrading facilities, as well as their commitment to invest in the implementation of leading-edge technology has furthered their ability to serve customers across North America. They offer an impressive range of transportation services, logistical solutions and supply chain expertise that ensures that products get to market, safely and efficiently. They have a proven track record of being one of the most integrated and safe railroads in North America.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Regards,

A handwritten signature in black ink that reads "Kelly Benson". The signature is written in a cursive style with a long horizontal flourish extending to the right.

Kelly Benson
Vice President & General Manager, Prairie Region
Eagle Professional Resources



May 6 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Eco-Aquatech is a supplier of Railway locomotive chemical, soaps and lubricants to the Rail Industry in both USA and Canada. CP is one of our customers.
- I, Dan Larson serve as Vice President at Eco-Aquatech, where my duties include operation oversight, management and sales in both the US and Canada. Eco-Aquatech supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Eco-Aquatech is a proud supplier to CP Rail and are committed to supplying safe, quality, environmentally friendly, cost effective products as well as providing a Vendor Managed Inventory (VMI) field service to our customers. As one of our customers, CP Rail has always demonstrated strong attention to community, rail and workplace safety and a high level of customer service. Our agreed chemical product formulations support their efforts to providing a safe work environment. CP Rail's continual investment in facility and systems upgrades further support a safe productive work environment.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Dan Larson
Vice President Operations/Sales
Eco-Aquatech



207 WEST 2ND STREET • P.O. BOX 473 • OTTUMWA, IOWA 52501
PHONE 641-684-4377 • FAX 641-684-7009

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

May 4, 2021

- Elliott Bulk Services, LLC is a supplier of refined petroleum (bulk diesel fuel) to the rail industry. CP is one of our customers.
- I, Andrew E. Woodard, serve as the President & Chief Operating Officer at Elliott Bulk Services, LLC, where my duties include establishing both short and long-term goals, overseeing daily operations of the company, managing budgets, ensuring the proper allocation of resources and ensuring all of our company's departments meet their goals. Elliott Bulk Services, LLC supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Our family-owned business was founded in 1961 with a bold and loyal objective – to provide customers with petroleum of the highest quality at a competitive price. Today, we continue to transpire as a leader in the petroleum industry where change is constant. We pride ourselves by serving our customers and business associates with meaningful customer service that makes a difference in their life. As our relationship with CP has grown, we have come to respect their approach to business as an ideal match to our culture pertaining to attention to work safety, capacity to serve customers and continual investments in communities where we both do business.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Very truly yours,

Andrew E. Woodard
President & COO
Elliott Oil Company (Elliott Bulk Services, LLC)



May 12, 2021

To Whom it May Concern:

Re: CP-KC Merger

enCompass Solutions Group Ltd. is a supplier of integrated automation control systems to the rail industry and CP is one of our customers.

As the President & COO of enCompass we strongly recommend and support the approval of the proposed merger of CP and KCS. We are confident the combination of these companies will stimulate growth in rail transportation across North America which in turn will support economic and employment growth. Such growth will foster investment in rail capacity, benefitting not only suppliers like us, but shippers and the public in general.

As a supplier of control systems for CP we see great opportunity to expand our services and assist in making the rail industry even safer and more competitive in the future. CP has demonstrated a passion for continuous investment in upgrading facilities and creating additional capacity and we are proud to support them in these initiatives.

We hope to see this transaction come to fruition as soon as possible. There are many benefits to it closing and we see no negative impacts to the environment, safety, competition, or any other public interest.

Yours truly,

A handwritten signature in black ink, appearing to read 'Tim Wright', is positioned above the printed name.

Tim Wright
President & COO

experience. automation.

1108 585 Seaborne Avenue
Port Coquitlam, B.C.
V3B 0M3

encompassgroup.ca

Main Number: +1 (604) 472-1038
After Hours Emergency: +1 (877) ESG-5ESG

Sales Email: sales@encompassgroup.ca
Support Email: support@encompassgroup.ca



May 11, 2021

Re: Endorsement of CP Rail merger with KCS.

- Enduron Inc. is a supplier of enclosures, cases and other metal fabricated parts to the rail industry. CP is one of our customers.
- I serve as the President at Enduron Inc, where my duties include overseeing all aspects of design and production for valued customers, including all of our Railway Customers. Enduron Inc supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We see benefit to CP and KCS and their customers in the new larger entity; better scale, more integrated network and simpler logistics to name a few.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Richard Klassen
President
Enduron Inc.

150 Cree Crescent
Winnipeg, Manitoba
Canada R3J 3W1
www.enduron.net

P: 204 885-2580
F: 204 888-2912



Montreal, May 13th 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- Entreprises L.M. is a supplier of Electrical rotating equipment's such as main generators and traction motors to the rail industry. CP is one of our customers.
- I Alexandre Fortin SERVE AS THE President at Entreprises L.M., where my duties include General Manager of the company. Entreprises L.M. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Alexandre Fortin
President, Directeur Général
Entreprises L.M.



***EUROWAY* INDUSTRIAL SERVICE CO. LTD.**

245 TRANSPORT ROAD, SUNNYSIDE, MANITOBA, R5R 0J5
TELEPHONE (204)661-0500

FAX # (204) 661-3933

April 30, 2021

Euroway Industrial Service Co. Ltd. is a vehicle upfitter and service facility supporting CP Rail's fleet vehicles. We pride ourselves in being a full-service facility supporting CP Rail and multiple other customers performing heavy duty mechanical service and repairs, vehicle safeties, fuel tank truck repairs and certifications, welding repairs and fabrication. We specialize in custom design truck bodies, hy-rail installation and service, mobile crane installation and service as well as hydraulic troubleshooting and repairs.

CP Rail has been one of our customers for over 40 years, they expect quality, value, and timely service. We have been able to develop a great working partnership together built on trust and working together to achieve great standards and goals.

From our perspective as a supplier and a partner with CP Rail, we feel the merger between CP Rail and KCS is very beneficial because it will strongly support growth and investment in the North American rail network. CP Rail is a positive, goal-driven business that we believe will excel in this transaction, making it beneficial to all of us.

CPKC merger will bring value to all of us. They are top-notch in what they do from our perspective. We see them constantly keeping their fleet well maintained and strategically replacing fleet trucks and equipment as required. People and their safety from their own employees, to suppliers and their customers, is extremely important. Which in turn, saves lives and provides a solid business relationship.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefits shippers, the public and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Signed,

Gary Mittermayr
President
Euroway Industrial Service Co. Ltd.

Kris Kaminski
Operations Manager
Euroway Industrial Service Co. Ltd.

WE SPECIALIZE IN CUSTOM HITCHES, HYRAIL SERVICE & SALES, HEAT TREATING, HYDRAULIC TROUBLESHOOTING AND REPAIRS, CUSTOM FABRICATION, CRANE & AERIAL INSPECTION SERVICE & SALES, FUEL & PRESSURE TANK CERTIFICATION & REPAIR, VEHICLE SAFETIES, A.C & H.D MECHANICAL REPAIR

VMAC AUTHORIZED UNDERHOOD AIR COMPRESSOR DEALER



May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Evolution Environmental Ltd. is a supplier of Construction and support materials and services to the rail industry. CP is one of our customers.
- I Jon Nielsen SERVE AS THE President at Evolution Environmental Ltd., where my duties include project management and sales. Evolution Environmental Ltd. supports the approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a supplier of construction and support services to the rail industry we value the importance of the rail industry and the need for its growth and continued maintenance.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed

A handwritten signature in black ink, appearing to read "Jon Nielsen", is written over a light blue horizontal line.

Jon Nielsen
President
Evolution Environmental Ltd.



Executive Tree Service Inc

1643 Concession 3 RR#1
Palgrave, On
LON 1P0

executivetree@gmail.com
519-940-0062

May 6, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- Executive Tree Service Inc is a supplier of Right of Way Maintenance and Emergency Services to the rail industry. CP is one of our customers.
- I, Ian Hughes am the President and owner of Executive Tree Service Inc., and I support the approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We feel the merger will help to streamline the flow of cargo from the southern United States and Mexico and may reduce the amount of improperly loaded cars and load adjustments due to single source handling.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. The combination of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction finalized and the benefits come to light as soon as possible.

Ian Hughes
President
Executive Tree Service Inc

Fibernet Services Ltd.

Telephones

Security

Cabling

May 14, 2020

Supplier Support Letter

- Fibernet Services Ltd. is a supplier of low voltage wiring to the rail industry. CP is one of our customers.
- I, Jeff Desrochers, serve as the Operations Manager at Fibernet, where my duties include overseeing the daily operation of Fibernet. We support approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CP has been a long term customer and supports local companies in the communities they operate. They continue to expand and invest in Canada and create jobs for Canadians.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Jeff Desrochers
Operations Manager



FLYNN CANADA LTD.

1390 Spruce St · Winnipeg, MB · R3E 2V7

T: 204.786.6951 · F: 204.788.4584 · W: www.flynncompanies.com

May 13, 2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

- Flynn Canada Ltd. is a supplier of building envelope systems to the rail industry. CP is one of our customers.
- I, Chris Voogd, serve as the Chief Estimator at Flynn Canada Ltd., where my duties include overseeing all projects within the Estimating Department. Flynn Canada Ltd. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Flynn Canada Ltd has provided roofing and cladding services for CP. CP's dedication to their services and strong safety requirements align with our core values. We value CP as customer in our marketplace and look forward to doing future work in conjunction with KCS.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "C. Voogd", is written over a light blue circular stamp.

Chris Voogd
Chief Estimator
Flynn Canada Ltd.



MAY 14,2021

To whom it may concern

- Gilbert Supply Company is a supplier of industrial supplies to the rail industry. CP is one of our customers.
- I Trevor Gilbert serve as the president at Gilbert Supply Company where my duties include sales. Gilbert Supply Company supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

TGilbert

Gilbert Supply Co.

President



5/14/21

Global Montello Group
800 South Street
Waltham, MA 02454

- Global Montello Group is a supplier of diesel fuel to the rail industry. CP is one of our customers.
- I Laura Wenzel SERVE AS THE Sales Manager at Global Montello Group, where my duties include managing the relationship with Canadian Pacific, negotiating renewals and ensuring Canadian Pacific's diesel fuel needs are fulfilled. Global Montello Group supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Global Montello group services CP in several markets and sees value in the merger of KCS and CP on multiple levels. Increased flexibility and serviceability of customers, stronger position in purchasing and collaborative resolutions to the future of railroad is a key benefit to bringing the two companies together. Global operates and supplies fuel in 26 states in most major terminals on the east coast and southeast. We own and operate 25 of our own terminals and just invested a significant amount to upgrade all our systems.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Thank you,

Laura Wenzel
Sales Account Manager
Global Montello Group



Sun Life Plaza West Tower, 144 – 4 Avenue SW, Suite 1600, Calgary, Alberta, Canada T2P 3N4

Calgary: 1403.455.2128 | Toll Free: 1800.984.1687 | Fax: 1800.856.0845 | Web: www.grestimating.com | Email: info@grestimating.com

29 April 2021

RE: Support for CP-KCS Merger

Golden Ratio Estimating is a supplier of Management Consulting Services to the rail industry and CP is one of our customers.

I Imran Mirza serve as the Managing Director at Golden Ratio Estimating, where my duties include project services support and an advisor to our customers for potential value-added propositions. Based on our experience and knowledge in the rail industry, Golden Ratio Estimating strongly supports approval of the proposed merger of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will firmly support growth and investment opportunities in the North American rail network.

This merger is valuable to all of CP's suppliers including Golden Ratio Estimating. As a management consultant to CP, this union could give us the opportunity to expand organically into the US and Mexico. Where safety is a prime objective, CP's track record is also proven for their corporate social responsibility. In our experience with CP, they strive to be the customer's choice by providing the most competitive and reliable platform. Whether it is for new facilities, expansions, upgrades and modernization, CP is continuously investing in R&D, capital and sustaining projects. This merger would serve as a successful example of the USMCA; it will act as a gateway for regional market integration and will strengthen the synergies among the USMCA members even beyond the commercial prospects.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system- which interprets improved reliability, offsets road hazards, and most importantly reduction in carbon footprint. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Regards,

A handwritten signature in black ink that reads "Imran Mirza".

Imran Mirza

Managing Director

Golden Ratio Estimating



1499 Rosslyn Rd
Thunder Bay, ON P7E 6W1
Ph: (807) 683-0350
Fax: (807) 345-3693

May 14, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

To Whom it May Concern,

- Grid Link is a supplier of Rail Maintenance to the rail industry. CP is one of our customers.
- I Brett Gifkins SERVE AS THE Operations Manager at Grid Link, where my duties include Organizing Railway Projects. Grid Link supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a Rail Maintenance Contractor for CP, we believe this merger will be beneficial to further grow the vast reach CP has and to leave a positive impact in these communities.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Brett Gifkins
Operations Manager
Grid Link



May 14, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

Dear Board Members

H&T Engineering Services, PLLC is in support of the merger of CP Rail and Kansas City Southern. The following is our basis of support.

- H&T Engineering Services PLLC is a supplier of Bridge Design and Highway Work Zone Traffic Control service to the rail industry. CP is one of our customers.
- I *Charles Tutunjian, PE*, am an *Owner* at H&T Engineering Services PLLC, where my duties include Project Management, Bridge Design and Bridge Constructability Reviews. H&T Engineering Services, PLLC supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- H&T Engineering Services, PLLC specializes in developing quality engineering designs and solutions for a variety of transportation projects including; Highway and Rail Bridges, Culverts, Highways and building structures. CP Rail is a client that is committed to maintaining their rail infrastructure in a quality condition and continue to upgrade their facilities and capacity to their customers. For these reasons we believe a merger with Kansas City Southern is a positive for the infrastructure system.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Thank you for your consideration.

Respectfully submitted,
H&T Engineering Services, PLLC

A handwritten signature in blue ink, appearing to read 'Charles Tutunjian'.

Charles Tutunjian, PE
Owner



Hemmera Envirochem Inc.

18th Floor, 4730 Kingsway
Burnaby, BC V5H 0C6
T: 604.669.0424
F: 604.669.0430

May 4, 2021

Surface Transportation Board

Attention: To Whom it May Concern

Re: Canadian Pacific and Kansas City Southern Merger – Supplier Support

Hemmera Envirochem Inc. (Hemmera), a wholly owned subsidiary of Ausenco Engineering Canada Inc. (Ausenco) is a supplier of professional environmental consulting services to the rail industry. Canadian Pacific (CP) is one of Hemmera's key customers.

I, Trevor Welton, serve as the lead for National Accounts and the CP Key Account Lead for Hemmera. My responsibility includes providing high quality service to CP and growing our business with CP. I understand that CP is seeking to merge with Kansas City Southern railway (KCS) and I support approval of the proposed combination of CP and KCS because the new transportation services that CPKC will bring to their customers will:

- Stimulate growth in rail transportation
- Provide new competitive options that support growth at CPKC
- Shift freight from trucks on the highways to the rail system
- Support economic and employment growth across the continent under the USMCA trade agreement

From our perspective as a supplier of professional consulting services, the transaction is beneficial because it will strongly support growth and investment in the North American rail network which may enable Hemmera/Ausenco to broaden our support for CP into the United States. Also, continued growth and strengthening of CP is expected to result in additional opportunities to provide our services domestically across Canada as CP customers seek to utilize CP's expanded track network to ship goods and commodities to the southern United States.

We see the transaction as only beneficial and do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close as soon as possible.

Signed,

Hemmera Envirochem Inc.

A handwritten signature in black ink, appearing to read 'T. Welton', is written over a faint, illegible printed name.

Trevor Welton, R.P.Bio.
Vice President, National Accounts
twelton@hemmera.com



May 11, 2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

- Holaco Construction (1997) Ltd. is a supplier of construction and services to the rail industry. CP is one of our customers.
- I Sante Zaurrini serve as the president at Holaco Construction (1997) Ltd., where my duties include Business Development. Holaco supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Holaco helps build CP's infrastructure, and we believe the merger between CP and KCS will create an increase in work for CP's facilities which will give us the ability to pass on our opportunities to all the people that support Holaco. CP's attention to safety, quality, and the means in which they share the projects in a fair manner, should be praised and supported by all. This merger will have a positive impact to the economy, and we fully support this merger.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Sincerely,

p.p. HOLACO CONSTRUCTION (1997) LTD.

A handwritten signature in blue ink, appearing to read 'Sante Zaurrini', is written over a light blue horizontal line.

Sante Zaurrini
President



May 12,2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- Impact Construction Inc is a supplier of Building, maintenance, and sales of buildings and renovations to the rail industry. CP is one of our customers.
- I Gerald Audit SERVE AS THE President at Impact Construction Inc, where my duties include all aspects of business. Impact Construction Inc supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Impact Construction would like to See their merger occur. Our investment with CP always moves forward when CP invests time and money into projects of any kind. This merger will be good for Impact construction along with CP. It will ensure projects for our company for years to come.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "Gerald Audit".

Gerald Audit

President of Impact Construction Inc

May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Industra Construction Corp. is a supplier of construction services to the rail industry. CP is one of our customers.
- I Scot Brydon SERVE AS THE President at Industra Construction Corp., where my duties include Operations Management. Industra Construction Corp. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Industra Construction Corp. provides specialized civil, structural and mechanical services within the Rail market sector. Our firm feels that this merger is positive, will create jobs and bring CP's strong culture of safety and continual investments in upgrading their facilities and capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Respectfully,
Industra Construction Corp.



Scot Brydon, President



INDUSTRIES JPB

Tél. : (450) 373-4040

Tc. : (450) 373-0064

Courriel : info@industriesjpb.com

May 13th, 2021

Supplier Support Letter

- Industries JPB is a supplier of tie recycling disposal to the rail industry. CP is one of our customers.
- I, Jean-Michel Billette SERVE AS THE General Manager at Industries JPB, where my duties include formulating overall strategy, managing people and establishing policies. Industries JPB supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- In my opinion, a merge between CP and KCS will reinforce CP's position as a leader in the railway industry, will improve CP's capacity to serve customers and by mean will encourage into a more persistent business.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Jean-Michel Billette
General Manager
Industries JPB



May 14, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

Re: Canadian Pacific Rail merger w/ Kansas City Southern

To whom it may concern:

ING Civil Inc. has been a supplier with CPR for over 14 years as a heavy civil contractor. We have been involved with CPR building new bridges and numerous upgrades to its existing infrastructure in the US Northeast corridor. As President of ING Civil Inc, I believe the merger between CPR and KCS would be incredibly beneficial to the North American Rail Network. I have witnessed firsthand over the past 14 years the commitment CPR has made to upgrading its infrastructure and forward-thinking investments. These investments in infrastructure stimulated growth throughout the corridor while maintaining the highest safety and environmental standards. Portions of the rail that we maintain for CPR carries both freight traffic and AMTRAK services. Canadian Pacific prides itself on meeting all schedules while maintaining the safety of all passengers and freight.

Canadian Pacific recently acquired the Central Maine and Quebec Railway and we have seen in less than a year numerous projects that will bring their customers competitive options to stimulate growth along the rail line. These improvements will help support economic involvement and employment growth in the Northeast. I am confident CPR with their solid track record financially will put these same investments into KCS supporting economic growth across the Continent under the new USMCA trade agreement.

In summary, I feel the merger between CPR and KCS is the perfect combination providing a rail system for future generations. The merger will benefit shippers, the public and suppliers like us. For these reasons I hope to see this merger approved and look forward to being a part of the growth that this merger will inevitably produce.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Corey E. Ingerson".

Corey E. Ingerson
President

T 518.271.9422
F 518.271.9423

11 ARCH STREET, WATERVLIET, NY 12189-1805
www.ingcivilinc.com EQUAL OPPORTUNITY EMPLOYER

5/14/2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To Whom it May Concern:

- Ingersoll Rand is a supplier of Compressed Air Sales and Support to the rail industry. CP is one of our customers.
- I Sto Mahoney SERVE AS THE Area Sales Leader at Ingersoll Rand, where my duties include servicing and managing CP Rail's compressed air system. Ingersoll Rand supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Ingersoll Rand values the merger because to align our business partnership with the network of CP rail sites and CP Rail commitment to safety.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed

Sto Mahoney

Sto Mahoney

Area Sales Leader
Ingersoll Rand



May 14, 2021

- Innovative Scheduling LLC, DBA Optym is a supplier of software solutions to the rail industry. CP is one of our customers.
- I Ravindra K. Ahuja, SERVE AS THE Founder & CEO at Innovative Scheduling LLC, DBA Optym, where my duties include making major corporate decisions, managing overall operations & resources of Optym. Innovative Scheduling LLC, DBA Optym supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Innovative Scheduling LLC, DBA Optym provides software solutions to CP. We believe CP's attention to safety, continual investments in upgrading facilities and capacity to serve customers brings high value for this merger.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

A handwritten signature in blue ink that reads "RKAhuja". The signature is written in a cursive, flowing style.

Ravindra K. Ahuja
Founder & CEO
Innovative Scheduling, LLC DBA Optym



4-30-2021

Surface Transportation Board

- Interstate Companies and Northern Salt are a supplier of natural de-icing minerals to the rail industry along with construction and maintenance services. CP is one of our customers.
- I OJ Rinehart service as the Chief Executive Officer at Interstate Companies where my duties include executive oversight over all operations and finance. Interstate Companies supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a supplier of construction and maintenance services to CP this potential merger adds major value to our ability to partner with CP and further the growth of both companies. CP's attention to safety, continual investments in upgrading facilities and capacity to serve customers is paramount In this ever-changing business environment.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative Impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

OJ Rinehart
Chief Executive Officer
Interstate Companies



The IntiSolutions Group
14642 115 Ave NW,
Edmonton, AB T5M

May 13, 2021

Lending Support to the creation of the CPKC railway

I am one of the two Co-Founders of IntiSolutions, and I serve as a Director of Business Development. IntiSolutions supports approval of the proposed combination of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

IntiSolutions is a supplier of IT resources in the Calgary business community. CP has been one of our customers in the past.

CP is a valuable contributor to the Canadian economy, and a strong proponent of progressive IT initiatives to support the safe and efficient operation of their railways, this expertise will now be available to KCS, and the United States will also benefit from these operational efficiencies.

My research on the merger indicates that the CP proposal provides an end-to-end solution that would be most beneficial for the railway industry. The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Blair Shunk

Blair Shunk
Co-Founder, The IntiSolutions Group
Email: blair.shunk@intisolutions.ca
Cell: +1.403.617.9624
Web: <http://www.intisolutions.ca>
Linked In: <http://ca.linkedin.com/in/bshunk>



JJM Construction Ltd.

BUILDING TO LAST

Infrastructure
Value
Relationships
Engagement
Safety

Head Office

8218 River Way
Delta, BC V4G 1C4
Tel: 604.946.0978
Fax: 604.946.9327

Vancouver Island Office

#112 - 1537 Hillside Avenue
Victoria, BC V8T 2C1
Tel: 604.946.0978
Fax: 250.595.8302

May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

JJM Construction Ltd. is a supplier of heavy civil construction, marine construction, bridge construction, site development, utilities installation, environmental remediation, and breakwaters and revetments to the rail industry. Canadian Pacific Railway (CP) is one of our customers.

I John Miller serve as the President & CEO at JJM Construction Ltd., where my duties include leading the development of the company's short and long-term strategies, creating and implementing the company's vision and mission, evaluating the work of other executive leaders within the company, and providing estimating and management support on all major projects. JJM Construction Ltd. supports approval of the proposed combination of CP and Kansas City Southern Railway (KCS).

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.


We see value in the merger: Growth in the North American rail network combined with CP's attention to safety, continual investments in upgrading facilities and capacity to serve customers, will provide new opportunities for us to supply services to the rail industry.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction completed and the benefits come to light as soon as possible.

Yours truly,
JJM Construction Ltd.


John Miller
President & CEO



Box 55
SQUAMISH, BC V8B 0A1

May 13, 2021

Surface Transportation Board
395 Street SW Washington, DC 20423

John Hunter Company is a supplier of labour and heavy-duty equipment to the rail industry. CP is one of our customers. I serve as the President at John Hunter Company and support the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. CP's attention to safety, continual investments in upgrading facilities and capacity to serve customers adds value to the merger. The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Richard Hunter
President
John Hunter Company



999 Oakmont Plaza Drive • Suite 200 • Westmont, IL 60559
(630) 257-5600 Fax (630) 257-6788
www.k-five.net

May 6, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

RE: Merger of Canadian Pacific Railway (CPR) and Kansas City Southern Railway (KCS)

K-Five Construction Corporation (“K-Five”) is a supplier of construction services to the rail industry. CPR is one of our customers.

I, Joseph Bodzioch, serve as the Chief Estimator at K-Five, where my duties include procurement of labor and material contracts with CPR. K-Five supports approval of the proposed combination of CPR and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

K-Five performs construction contracts for CPR that support high paying union jobs. CPR has made substantial capital investment in their facilities to support those jobs.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,
K-FIVE CONSTRUCTION CORPORATION

A handwritten signature in black ink that reads 'J Bodzioch'.

Joseph M. Bodzioch, P.E.
Chief Estimator

May 14, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

**Re: Endorsement Letter in Support for Canadian Pacific Railway [CP]
and Kansas City Southern Railway [KC] Merger**

This letter serves to endorse the merger between CP and KC, and we wish to highlight the following:

- Kontzamanis Graumann Smith MacMillan Inc [KGS Group] is a supplier of Civil Engineering Services to the rail industry. CP is one of our customers.
- I, J. Bert. Smith, M.Sc., P.Eng., FEIC, serve as the signatory at KGS Group, where my duties include Principal-in-Charge. KGS Group supports approval of the proposed merger of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because we understand that it will be beneficial for growth and investment in the North American rail network.
- KGS Group has provided railroad engineering services to CP on projects which include site assessments, rail siding, embankment reinforcement and stabilization, design of railroad bridges and foundations, track subgrade improvements, flood protection design and emergency geotechnical engineering response, culvert inspection and upgrades, and geo-environmental services. We believe the merger will allow CP and KC to further diversify its operations across North America while ensuring a safe and reliable railroad network.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as beneficial; and for this reason, we hope to see the transaction close and the benefits come to light as soon as possible.

Yours truly,



J. Bert Smith, M.Sc., P.Eng., FEIC
Principal

JBS/bpa



May 13th, 2021

Subject : Weather Service Supplier Support Letter

- **Kije Sipi Ltd** is a long-standing **Weather Surveillance and Warning Services** provider as well as **Water Resources Engineering Services** consultant to the rail industry. CP has been one of our customers since 1999.
- I **Daniel Jobin** serves as the President and **CEO** at **Kije Sipi Ltd**, where my duties include oversee all financial and operational aspects of the company. **Kije Sipi Ltd** supports approval of the proposed combination of **CP** and **KCS**.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We are convinced that the merger will bring a beneficial increase in the level and scope of **Weather related Services** in **North America** that can only augment rail safety. We know from experience, that **CP** is a truly heavy user of operational weather intelligence information, such as accurate ground-level track temperature forecasts from **Kije Sipi Ltd**. An expanded rail network means an expanded care of duty that will benefit the public, the clients and the railway.
- The new transportation services that **CPKC** will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at **CPKC**, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the **Continent** under the **USMCA** trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink that reads 'Daniel Jobin'.

Daniel Jobin, M. Eng., P. Eng. AP
President, CEO
Kije Sipi Ltd





Commercial | Industrial | Residential

5/14/2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

To whom it may concern:

Kish & Sons Electric, Inc. is a supplier of Electrical and Low Voltage work to the rail industry. CP is one of our customers. I, Kyle Thesing, serve as a Project Manager at Kish & Sons Electric, Inc. where my duties include estimating and coordinating projects for our firm. I am also involved with the safety team at Kish & Sons Electric, Inc. who supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

The attention that CP Rail gives to safety and their continual investments in upgrading facilities is important for the public, its customers, and CP Rail and employees alike.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Best Regards,

A handwritten signature in blue ink, appearing to read 'Kyle Thesing', is written over a light blue circular stamp.

Kyle Thesing
Project Manager / Estimator
Kish and Sons Electric, Inc.



55 Cabot Court, Hauppauge New York 11788 USA Telephone: (631) 549-4222, Fax: (631) 425-7906 www.KLDLabs.com

May 12, 2021

Surface Transportation Board

395 E. St. SW
Washington, DC 20423

KLD Labs, Inc is a supplier of machine vision systems for railways to assess the state of their rollingstock and infrastructure to the rail industry. CP is one of our customers.

I Daniel Magnus Co-Founder and Vice President at KLD Labs, Inc., where for 32 years I have led a technology company that specializes in making railways safer and improving their maintenance practices. We support the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network as well as its safety. CP Rail has strongly supported the deployment of our machine vision technology for the safe operating condition of their rolling stock and infrastructure and continuing this philosophy could benefit KCS and create an overall safer rail environment in North America.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Best Regards,

A handwritten signature in black ink, appearing to read "Daniel Magnus".

Daniel Magnus
Vice President



5/14/2021

Klos Logistics
16905 Van Dam Road
South Holland, IL 60473

- Klos Logistics is a supplier of transportation to the rail industry. CP is one of our customers.
- I Kaitlyn Vilimas SERVE AS THE Logistics account executive at Klos Logistics where my duties include providing transportation services. Klos Logistics supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Kaitlyn Vilimas
Kaitlyn Vilimas
Account Executive
Klos Logistics



May 13, 2021

Lewis Bolt is a supplier of fasteners to the rail industry and CP is one of our customers.

My name is George Apostolou and I am the AVP of Sales at Lewis Bolt, where my duties include Sales and support of Class I railroads. Lewis Bolt supports the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

With our manufacturing plant located centrally in La Junta, CO, USA we feel that we are positioned well to serve the combined rail network.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Respectfully,

A handwritten signature in blue ink, appearing to read "G. Apostolou".

George Apostolou
AVP, Sales
Lewis Bolt & Nut Company



SALES: 700 TWELVE OAKS CENTER DR., SUITE 711 • WAYZATA, MN 55391-1417
1-800-328-3480 • (952) 449-9630 • FAX (952) 449-9607
sales@lewisbolt.com
MANUFACTURING: 30105 SIXTH AVENUE • LA JUNTA, CO 81050
1-800-348-8098 • (719) 384-5400 • FAX (719) 384-0130


**Mackey Electric, Inc
110 Rensselaer Ave
Cohoes, NY 12047
(518) 237-6702**

05/14/2021

**Surface Transportation Board
395 E Street SW
Washington, DC 20423**

- Mackey Electric, Inc. is a supplier of Electrical Contracting to the rail industry. CP is one of our customers.
- I Larry Mackey SERVE AS THE CP Railroad Contact at Mackey Electric, Inc., where my duties include Canadian Pacific Contact. Mackey Electric, Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Mackey Electric, Inc. supplier electrical contracting to CP Rail and I see great values in this merger. CP Rail continually stresses safety in the workplace and continually invests in upgrading facilities and capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed:



Larry Mackey
CP Rail Contact/Safety Coordinator
Mackey Electric, Inc.]



4/30/21

Supplier Support Letter Bullets

- Michels Commercial Aggregates is a supplier of Aggregates to the rail industry. CP is one of our customers.
- I Dan Posthuma SERVE AS THE General Manager at Michels Commercial Aggregates, where my duties include sales, inventory management and shipping. Michels Commercial supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As an Aggregate Supplier I support this merger due to CP's continual investments in upgrading facilities and capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in blue ink, appearing to read "Dan Posthuma".

Dan Posthuma
General Manger Sales & Business Administration
Michels Commercial Aggregates



May 15, 2021

Surface Transportation Board

- Modern Manufacturing is a supplier of signaling and communications products to the rail industry. CP is one of our customers.
- I, ED SNOW SERVE AS THE VICE PRESIDENT at MODERN MANUFACTURING, where my duties include overseeing operations of multiple facilities in Winnipeg Manitoba Canada and Eudora Kansas USA. Modern Manufacturing supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a supplier of signaling and communications products to CP, Modern Manufacturing sees value in the merger based on CP's continuous improvements and upgrades to rail safety infrastructure and systems aiding in CP's capacity to serve it's customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Edward Snow

ED SNOW
VICE PRESIDENT
MODERN MANUFACTURING



GENERAL CONTRACTOR—COMMERCIAL

50 S. 6TH ST. SUITE 1413

MINNEAPOLIS, MINNESOTA 55402

OFFICE: (612) 339-3733

FAX: (612) 339-2410

WWW.MPJOHNSON.COM

INFO@MPJOHNSON.COM

5/13/21

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- MP Johnson Construction Inc is a supplier of General Contracting to the rail industry. CP is one of our customers.
- I Michael P Johnson SERVE AS THE CEO at MP Johnson, where my duties include Hiring Sub contractor and suppling labor and material for all and any projects that come to us via approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

- We are a general contracting company that has done projects of all size and scope for the Rail Co for over 20 years. The merger of these two great companies can only strengthen their ability to continue to deliver the very best performance for their customers. Our goals are total inline with CP and KCS as to the ability to perform and deliver at the highest levels with the highest safety standards possible.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read 'Michael P Johnson', is written over a white background.

Michael P Johnson, CEO



Box 3432
Regina SK S4P 3J7
306-535-8008
murray@marksmeninc.com

May 13, 2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

- MVM Rail Inc. is a supplier of Vegetation Control Service to the rail industry. CP is one of our customers.
- I, Murray Froehlich SERVE AS THE Operation Manager at MVM Rail Inc., where my duties include Managing Daily Operations supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We are a vegetation management company and we value of relationship with CP Rail. C P Rail is very good company to work for and its safety practices are second to none among class ! railroads
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, reading "Murray Froehlich". The signature is written in a cursive style with a long horizontal stroke at the end.

Murray Froehlich
Operations Manager
MVM Rail Inc.



May 13, 2021

Subject: Proposed CP / KCS Merger Endorsement Letter

To Whom It May Concern:

Narrow Passage Rail is a supplier of maintenance of way and construction services to the rail industry. CP is one of our customers. As President, I am responsible for the overall strategic direction and growth of Narrow Passage Rail and support approval of the proposed combination of CP and KCS.

From our perspective, as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. The rail industry, like all industries, must continue to adapt and invest for the future. Consolidation, combined with investment, is necessary to meet the demands of the future and continue to strengthen this key backbone to the North American (United States, Canada, Mexico) economy. This will be beneficial to all stakeholders.

The proposed combination of services will stimulate growth in rail transportation, provide new competitive options that support growth, and shift freight from trucks on the highways to the rail system. This will help result in economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the combination as beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest.

Yours truly,

A handwritten signature in black ink, appearing to read "Jason Thomas".

Jason Thomas

President

May 13, 2021

Surface Transportation Board

395 E Street SW
Washington, DC 20423

Norpac Construction Inc. is a supplier of slope stabilization, rock hazard mitigation and sound barrier installation services to the rail industry. CP is one of our customers.

I, Darren Wiebe, serve as a Project Manager at Norpac Construction. My duties include estimating, providing pricing, resource management and project managerial duties. Norpac Construction Inc. supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

Norpac regularly receives opportunities from CP to bid upcoming projects, performing the aforementioned services. The services that companies like ours provide is integral in maintaining safe rail operations as we re-stabilize and retain the ground beneath tracks with a leading edge, and mitigate rock hazards that could potentially obstruct rail traffic. CP has diligently tendered projects based on annual rail maintenance and preventative maintenance; annually investing in both maintaining and improving their infrastructure. CP provides a high level of safety services while we undertake these projects, and requires the same from their suppliers.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Darren Wiebe, Senior Project Manager
Norpac Construction Inc.
PO Box 26038 RPO Valleyview
Kamloops, B.C.V2C 0A9
Cell: 1-250-301-7613
Email: darren@norpacconstruction.com





Gary Sowada, Account Manager
1001 Labore Industrial Court, Suite B
Vadnais Heights, MN 55110

651-255-3525 *Direct*
612-741-9567 *Cell*
gsowada@nac-hvac.com

May 7, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- NAC Mechanical and Electrical Services is a supplier of HVAC, Plumbing, Electrical and other Mechanical Services to the rail industry. CP is one of our customers.
- I, Gary Sowada, serves as the Account Manager at NAC Mechanical Services, where my duties includes supporting the needs and service of our customers. Recommending upcoming changes and needs to better the facilities.
- NAC supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- NAC is a full service company that assist CP is numerous areas, it is great to work with a company that is so safety oriented as NAC is. Also to continue to better the facilities.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

A handwritten signature in black ink that reads "Gary Sowada". The signature is written in a cursive, flowing style.

Gary Sowada
Account Manager

5/14/2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- NTC Logistics is a supplier of Logistics and Transportation services to the rail industry. CP is one of our customers.
- I, Jared Ross SERVE AS THE Vice President at NTC Logistics, where my duties include over Operations and Sales. NTC Logistics supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- NTC Logistics provides logistics/transportation services for several Class 1 railroads and we value our relationship with CP as they efficiently communicate on every load, they put safety first on every situation we work with them and we value the relationship we have because of their strengths in these two areas. We believe a CPKC merger would allow the competitive edge to be a premier North American Transportation provider.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



NTC Logistics
2860 Holliday Park Drive
Gering, NE 69341

PHONE 308-633-3560
FAX 308-633-3561
WEB SITE ntc-logistics.com



O'Dell Electric Ltd.

May 12, 2021

Surface Transportation Board
395 E Street SW
Washington, DC, USA
20423

O'Dell Electric Ltd. is a subcontractor for the supply, installation and maintenance of electrical material to the rail industry and Canadian Pacific Railway (CP Rail) is one of our customers.

I, Drew Woolsey, am the President of O'Dell Electric Ltd. and oversee the project management and electrical maintenance done by O'Dell Electric at CP Rail. I support the approval of the proposed combination of CP Rail and Kansas City Southern (KCS) Railway Lines.

From our perspective as a subcontractor, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC and will shift freight from trucks on the highways to the rail system. All of these things will help support economic growth in the United States and across the continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that will benefit shippers, the public and suppliers and subcontractors like us.

We see the transaction as only beneficial. We do not anticipate any negative impacts to the environment, to competition, to safety or to any other public interest. For these reasons we hope to see the transaction close and the benefits be realized as soon as possible.

Thank you for your time,

Drew Woolsey, President,
O'Dell Electric Ltd.
403-984-6156 Direct Line
dwoolsey@odellelectric.com

May 14th 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Omni Rail Inc is a supplier of materials, equipment and labor to the rail industry. CP is one of our customers.
- I, Jessica Campbell, serve as the Director at Omni Rail Inc, where my duties include Director of Operators and Field Manager. Omni Rail Inc supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The proposed combination of CP and KCS would be beneficial to all three countries involved. It would be a big boost to the economy for all. This merger between both CP and KCS would make them both stronger and more competitive in the rail transportation industry.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits become known as soon as possible.



Jessica Campbell
Director
Omni Rail Inc.



11296 – 207 Street, Maple Ridge, BC V2X 1W3

604-862-6246

May 12, 2021

Re: Support for CP Rail merger with Kansas City Southern

To the Members of the Surface Transportation Board,

On-Site Fleet Services maintains the yard vehicles for the CP Rail yard in Port Coquitlam, BC (Kubotas, forklifts, mobile compressors and cranes). We have a decades long and mutually beneficial relationship with CP Rail.

As the owner, bookkeeper, administrator and inventory specialist at On-Site, I'd like to offer our full support of the proposed combination of CP Rail and Kansas City Southern. As a small, local business, we feel that the merger will support growth and investment along the entire length of the proposed railway. From Vancouver in the West to New York and Newfoundland in the East; from Edmonton, through America's heartland, to Mexico City, the merger would benefit communities, and businesses like ours, across North America.

As an environmental supporter, I appreciate that the combined railway would stimulate growth in rail transportation, shifting freight from highway trucks to the rail system. In turn, that growth will support economic and employment opportunities for workers and businesses under the USMCA trade agreement.

I appreciate the opportunity to express our support for the merger and hope to see the transaction close, and the benefits manifest, as soon as possible. The railway connected Canada coast to coast in 1885 and played a major role in the development of the nation. It would be fantastic if this new proposed railway could connect all of North America in the same way.

Sincerely,

A handwritten signature in black ink, appearing to read 'T. McCreesh', with a long horizontal line extending to the right.

Tera McCreesh

Owner

On-Site Fleet Services Ltd.

Ontime Petroleum

5/13/21

**Ontime Petroleum
1120 Service DR East
Gaylord, MN 55334**

- Ontime Petroleum is a supplier of Bulk fueling to the rail industry. CP is one of our customers.
- I Branton Wibstad SERVE AS THE Owner at Ontime Petroleum, where my duties include Fueling and management. Ontime Petroleum supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- As a company that provides bulk refueling to CP I see the merger as a valuable asset being that there will be more options for refueling station and better communications between the two companies ensuring better discussions on when's the best time to re fuel units while they are stationary and less stops when units are on duty. Incorporation same safety procedures across the two companies would also save any confusion anytime that the two companies have interconnecting lines.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Branton Wibstad
Owner Ontime Petroleum

A handwritten signature in black ink that reads "Branton Wibstad". The signature is written in a cursive, slightly slanted style.



OWS Railroad Construction & Maintenance Ltd.

4320 Discovery Line, P.O. Box 1240
Petrolia, Ontario
N0N 1R0

Phone: 519-882-4996

Fax: 519-882-1133

May 13, 2021

To whom it may concern:

OWS Railroad Construction & Maintenance Inc. ("OWS"), a company headquartered in Sarnia, Ontario, Canada is one of Canada's leading independent contractors of railway construction and maintenance services. OWS is a supplier to Canadian Pacific Railway ("CP").

I, Pat Gladwish, serving as President of OWS, confirm that OWS supports the approval of the proposed combination of CP and Kansas City Southern Railway Company ("KC").

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

As a supplier to CP in Canada with firsthand knowledge of its commitment to safety and to serving its customers, we have no doubt that CP will continue living up to their reputation of maintaining and upgrading equipment and facilities through their extensive and continuous investment in the industry. Furthermore, we believe the merger will bring synergies to the rail industry, right sizing the railroad's fleet and increasing efficiencies within the rail business.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, provide new competitive options, and shift freight from trucks on the highways to the rail system, which we believe will result in a positive environmental impact. Together, these benefits will support economic and employment growth in the United States, in Canada, and across the Continent under the USMCA trade agreement and support investments in new rail capacity that will benefit shippers, the public, and suppliers alike.

In summary, we see this transaction as beneficial and we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. OWS is thus voicing strong support for this transaction and we respectfully urge you to approve CP's acquisition of KC as swiftly as possible so that the positive impacts of this deal can be realized for the benefit of all stakeholders.

Respectfully,


Pat Gladwish

President.

PANDROL

May 4, 2021

To: Concerned Parties

RE: Combination of CP and KCS

Pandrol is a supplier of fastening and welding material among other products to the rail industry. CP is one of our most respected customers. As President of Pandrol North America, I support approval of the proposed combination of CP and KCS.

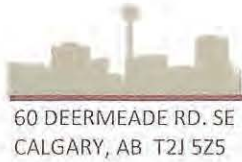
From our perspective as a supplier, the transaction is beneficial as it will strongly support growth and investment in the North American rail network. As company that currently services all 7 class I railroads, we would support all measures that strengthens our industry.

We see the transaction as a positive; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest.

Sincerely,



Breen Reardon
President, Pandrol North America



PANEL CONSTRUCTION LTD.

60 DEERMEADE RD. SE
CALGARY, AB T2J 5Z5

GENERAL CONTRACTOR - INTERIOR CONSTRUCTION & SERVICES

May 13th 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To Whom it may concern;

Panel Construction Ltd. is a supplier of General Contracting & Maintenance Services to the rail industry. CP is one of our most valued customers.

My name is Kellie Roberts, General Manager/Owner of Panel Construction Ltd. My duties within the company include development and implementing company policies, enhancing our company image, supporting staff development and overseeing daily business operations. Panel Construction fully supports the proposed combination of CP and KCS.

For over 25 years we have developed and maintained a strong working relationship, completing renovations/upgrades, new builds as well as service and maintenance requests required at various locations throughout southern Alberta. We see endless value in the CP and KCS merger, as CP's attention to safety & core values are among some of the best we have seen working in the industry. We believe this would provide continual investments to upgrade their facilities increasing the capacity to serve customers.

From our perspective as a contractor, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

Kellie Roberts
General Manager/Owner

May 14, 2021

Surface Transportation Board
Washington, DC

Dear Sir:

- Parsec Intermodal of Canada is a supplier of intermodal services to the rail industry. CP is one of our customers.
- I, David Budig serve as the President at Parsec Intermodal of Canada, where my duties include oversight of all corporate development and growth. Parsec Intermodal of Canada supports approval of a proposed combination of Canadian Rail Services and US Rail Services (KCS).
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that a Canadian/US partnership will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



David H. Budig
President



Pinnacle Engineering

Owning Challenges. Winning Trust.

MINNEAPOLIS, MN

763.315.4501

11541 95th Ave N

Minneapolis, MN 55369

05/06/2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

- Pinnacle Engineering is a supplier of Engineering Services to the rail industry. CP is one of our customers.
- I James Holland serve as the Chief Executive Officer at Pinnacle Engineering, where my duties include strategic planning and guiding all of our organizations operations. Pinnacle Engineering supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- I have personally been involved with CP for over 15 years. I have watched each day as CP aggressively works to improve safety and efficiency in their, and their customers operations. We have watched as the CP network has adapted to the clients needs throughout the upper Midwest. I believe the merger of CP & KCS will provide a more efficient and safer railroad as a result of this merger.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

James Holland

Chief Executive Officer

Pinnacle Engineering, Inc.

612-669-5713

Minneapolis, MN
763.315.4501

Omaha, NE
402.932.2045

Rochester, MN
507.280.5966



Bismarck, ND
701.361.1574

Billings, MT
406.570.5267

Helena, MT
406.438.2479

ONLINE AT WWW.PINENG.COM

EMERGENCY RESPONSE: 1.866.658.8883

POWERRAIL
205 Clark Road
Duryea, Pa. 18642



Phone: 570-883-7005

Fax: 570-883-7006

Email: Sales@EPowerRail.com

5-13-2021

To whom it may concern:

- PowerRail Distribution, Inc. is a supplier of locomotive parts, components, and remanufacturing services to the rail industry. CP is one of our customers.
- I, Thomas Casper, serve as the Vice President of Operations at Power Rail Distribution where my duties include managing the operation from customer order entry through fulfillment. PowerRail Distribution, Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- I believe PowerRail Distribution is unique in the rail industry, relative to our business strategy. First and foremost, PowerRail takes enormous pride in our ability to consistently provide top notch service and quality parts to our customers. I believe CP mirrors the same ideology towards customer service, safety, quality, and infrastructure investment and why I strongly believe CP brings a high level of value to the merger. I've been a supplier in the railroad industry since 1996 and I've personally witnessed and worked with the excellent leadership teams and the progressive business ideology that CP brings to the table. I believe this merger will greatly improve the level of service to all customers along the KCS corridor.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,
Thomas M. Casper

Vice President, Operations
PowerRail Distribution, Inc.

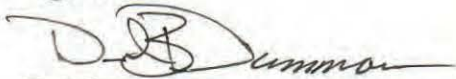
PRECISION

PIPE & PRODUCTS, INC.

5/14/2021

- Infrasteel By Precision Pipe is a supplier of Custom Steel Liners for Rehabilitation of structures to the rail industry. CP is one of our customers.
- I Dan Dammann serve as the Business Development Manager at Precision Pipe & Products, Inc. where my duties include helping rail customer rehabilitate Culverts and other structures supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Our work in the rail industry provides a SAFE cost-effective, environmentally friendly way to rehabilitate structures. This is an example of CP strengthening the network. Less down time means better service to customers, which is the ultimate goal.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed



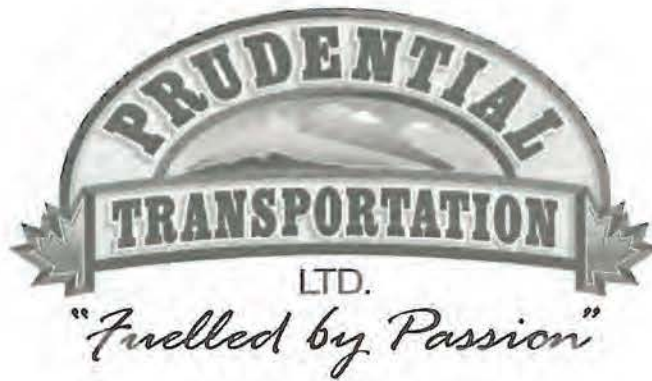
Dan Dammann

Director of Business Development
Infrasteel by Precision Pipe & Products, Inc.

P.O. Box 102046 ♦ 1806 6th Avenue South ♦ Birmingham, AL 35210

(205) 327-8171 ♦ Fax (205) 327-8173 ♦ Toll Free (877) 327-8171

www.precisionpipe.com



May 12th 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

Prudential Transportation Ltd. is a supplier of dray services to the rail industry. CP is one of our customers.

I Bianca Heer SERVE AS THE Vice President at Prudential where my duties include management of Prudential. Prudential supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

Prudential provides dray services to and from the Port of Vancouver.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Best Regards

A handwritten signature in blue ink, appearing to be "Bianca Heer", is written over a circular scribble.

Bianca Heer

Vice President



R & W Machine Division Warner Industries, Inc.

Combo, Traction Motor & Wheel Shop Services



Surface Transportation Board
395 E. St. SW
Washington, DC 20423

May 14, 2021

Subject: Endorsement of Canadian Pacific and Kansas City Southern Railroads merger

To whom it may concern,

R & W Machine Warner Industries, Inc. is a supplier of Locomotive Combos, Traction Motors and Wheel Shop Services to the rail industry. Canadian Pacific is one of our customers.

I David Hnatovic serve as the Vice President and General Manager at R&W Machine, where my duties include providing both strategic and technological leadership to the entire organization. R & W Machine supports approval of the proposed combination of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

R & W Machine has provided services to Canadian Pacific for many years and is considered a top tier supplier supporting their locomotive maintenance program. This provides us an important perspective to witness the condition of the Combos, Traction Motors and Wheelsets they send to us for processing which attests to the level of care and quality they invest in their maintenance program. Because of our long business relationship with Canadian Pacific at many different operational levels, we complement their attention to safety, continual investments in upgrading facilities and capacity to serve customers.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us as well.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Thank you,
R&W MACHINE DIVISION, WARNER INDUSTRIES, INC.

David Hnatovic
Vice President & General Manager
Office: (708) 458-4200 EXT 222
Email: dhnatovic@rwmachine.com

6551 W. 74th Street P.O. Box 607 Bedford Park, IL 60499-0607 (708) 458-4200 FAX:(708) 458-FAXX

Ram Environmental Response Ltd.
225 Lougheed Rd Kelowna B.C.
V1V 2M1



May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Ram Environmental is a supplier of Environmental Spill Response and Remediation to the rail industry. CP is one of our customers.
- I Lanny Coombs SERVE AS THE Chief Operations Officer at Ram Environmental Response Ltd., where my duties include management of all RAM operations. RAM Environmental supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Ram Environmental has been fortunate to work with CP rail for the past 6 years. With CP further developing their network with the acquisition of KC rail allows RAM to develop and grow existing and new service lines. Carrying systems forward from CP into KC will ensure safe and effective operation of projects and daily operations for all our staff.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "Lanny Coombs".

Lanny Coombs
Chief Operations Officer
Ram Environmental Response Ltd.



Rail Signal Systems

May 10, 2021

Supplier Support Letter Bullets

- Rail Signal Systems is a supplier of Design/Engineering of Signal & Communications to the rail industry. CP is one of our customers.
- I, John Cummings SERVE AS THE at Chairman/CEO where my duties include business development, engineering, design, and consulting. Rail Signal Systems supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- I am former employee of the Kansas City Southern Railway (KCS), beginning in 1972 and serving the KCS for 23 years in the Signal & Communications Department.
- I have participation in the mergers/acquisitions of the Kansas City Southern with the Mid-South Corporation (MSRC) in January 1, 1994, the Transportacion Ferroviaria Mexicana (TFM) beginning in June of 1997, the Texas Mexican Railway (TFM) acquisition in 1996, Gateway (GWR) acquisition in May of 1997.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed
John D. Cummings
Chairman/CEO
Rail Signal Systems



Rome transportation
100 Campbell ave unit 2
(519) 883 4105
Kitchener Ontario

2021-05-13

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- Rome Transportation is a supplier of Van and Flatdeck Freight Transportation to the rail industry. CP is one of our customers.
- I, Matthew Hosick, SERVE AS THE Account Executive and Team Lead at Rome Transportation, where my duties include the arranging of shipments across the U.S. and Canada. Rome Transport supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- This merger will be beneficial for the growth of freight networks across North America. The merger with KCS will also improve the North American rail network with Canadian Pacific's focus on safety and continual investments in their existing facilities.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed *M Hosick*

Matthew Hosick
Account Executive and Team Lead
Rome Transportation



TERRAEXC.COM

April 30, 2021

Surface Transportation Board

- RTR Terra Contracting Ltd is a supplier of site servicing, drainage construction, excavation, grading, and infrastructure related works to the rail industry. CP is one of our customers.
- I Kyle Chen SERVE AS THE Project Manager at RTR Terra Contracting Ltd, where my duties include estimating, project coordination, and management. RTR Terra Contracting Ltd supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Providing services that supplement CP's infrastructure enhancements and growth, RTR Terra Contracting Ltd believes it can contribute to CP's plans as they continue capacity expansion and upgrading of facilities while upholding the utmost regard for safety, especially in these difficult times when the necessity in transportation of goods for the general public is amplified.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in blue ink, appearing to read "Kyle Chen", is written over a light blue horizontal line.

Kyle Chen
Project Manager
RTR Terra Contracting Ltd

Rybak Companies, Inc.
9174 Isanti Street NE
Blaine, Mn 55449

May 6, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Rybak Companies is a supplier of emergency response, engineering support services, track maintenance, environmental services and over the road transportation services to the rail industry. CP is one of our customers.
- I Joseph E. Jankowski SERVE AS THE General Manager of Operations at Rybak Companies Inc, where my duties include oversight of all company operations. Rybak Companies supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Rybak Companies supports CP in many phases of operation. We assist with CP with derailment services, track maintenance, environmental emergency response, car overload/adjust issues.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Joseph E. Jankowski
General Manager of Operations
Rybak Companies, Inc.



340 Mooney Ave.
Thunder Bay, ON P7B 5R4
P: (807) 344-4757
F: (807) 345-4083
info@saccgroup.com
sacchetti.com

May 13, 2021

Canadian Pacific

Building 1 – 7550 Ogden Dale Road S.E.
Calgary, AB
T2C 4X9

Re: CP - KCS Merger

To Whom it May Concern:

Sacchetti Construction Ltd. is a supplier and constructor of bridges and structures to the rail industry. CP is one of our valued customers.

I, Paolo Sacchetti, serve as the President of **Sacchetti Construction Ltd.** where my duties include business development and project management. We, at **Sacchetti Construction Ltd.**, support the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. As a vendor and constructor of bridges & structures, we believe this merger is a good fit due to CP's commitment to safety, continual investment in upgrades to facilities and capacity to better serve its customer base.


The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

Sacchetti Construction Ltd.



Paolo Sacchetti
President



1904 Vermillion St. HASTINGS, MN 55033

651.459.3718

Office@schlomkaservices.com

www.schlomkaservices.com

May 14, 2021

To whom it may concern:

Schlomka Services LLC a vendor with Canadian Pacific Railroad, supplying vacuum truck and sewer jetting services.

I Larry G Schlomka serves as owner of Schlomka Services LLC, where my duties are all day to day operations. Schlomka Services LLC supports approval of the proposed combination of CP Rail and KCS.

From our perspective as a vendor, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. As a service provider of CP, we not only support the St Paul and Minneapolis Yards. We support a large amount of Minnesota, Iowa and Wisconsin with service needs and emergency response. CP's attention to safety and continual investment in upgrading facilities has been second to none. With the proposed combination we see an increase in the supplier/service industry. This will better serve customers and suppliers.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Larry G. Schlomka

A handwritten signature in black ink, appearing to read "Larry G. Schlomka", written over a light blue horizontal line.

Owner, Schlomka Services LLC

(651)775-5782



May 14th 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

- Searcy Trucking LTD is a supplier of over the road flat deck services to the rail industry. CP is one of our customers.
- I Norman Blagden SERVE AS THE President at Searcy Trucking LTD, where my duties include managing all aspects of the company. Searcy Trucking LTD supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Searcy Trucking is not only a trucking company, as we also have a rail siding served by CP WC-06 and we unload and reload product. The merger will open more lanes and product to be handle by our reload center.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Norm Blagden
President
Searcy Trucking LTD.
Office 204-475-8411 ext 280, Direct 204-478-9791
Cell 204-792-9354
Toll Free 800-665-8411



2019 TMHA Fleet Safety and Most Improved Award Winners!

Head Office

1470 Chevrier Blvd. Winnipeg, MB R3T 1Y6
P: 800.665.8411 F: 204.475.2466

Specialized Services Division

Box 129, Hwy 30 Altona, MB R0G 0B0
P: 800.473.6653 F: 204.324.8633

Winner 2015
Volvo Trucks
Safety Award





May 3, 2021

Surface Transportation Board
395 E. St SW
Washington, DC 20423

To Whom it May Concern,

Silverado Industries Inc is a vendor of construction services and maintenance to the rail industry. CP is one of our customers.

I, Chase Thielen, serve as the President and CEO of Silverado Industries Inc where I oversee all operations of the company as well as am a part of the process when it comes to bidding on contracts. Silverado Industries supports the approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support the growth and investment in the North American rail network.

We provide construction services to CP and have been apart of many of their projects throughout British Columbia and Alberta for many years. We construct design build projects in addition to many renovations of their existing facilities. We provide general maintenance to all CP facilities around the Kootenays. CP's continual investment in upgrading their facilities has created Silverado Industries several opportunities and growth.

The new transportation services that CPKC will bring to their customers will stimulate growth in the rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in the new rail capacity that benefits shippers, the public, and suppliers like us.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Sincerely,



CHASE THIELEN
President + CEO, Silverado Industries Inc.
C: 250.919.0334 |T: 778.517.4575 |F: 778.517.4645
1917 Theatre Rd, Cranbrook, BC V1C 7G3

1917 Theatre Road
Cranbrook, BC
V1C 7G3



SIMMONS

MACHINE TOOL CORPORATION

1700 North Broadway
Telephone: 518.462.5431

Albany, NY 122
Fax: 518.462.01

May 14, 2021

Supplier Support Letter Bullets

- Simmons Machine Tool Corporation is a supplier of machines, parts and technical services for truing and maintaining CP's locomotive wheel sets. CP is one of our customers.
- I Carol DeThorne SERVE AS THE Customer Service Center Manager at Simmons Machine Tool Corporation, where my duties include managing service and parts personal the. Simmons supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Simmons supplies machines, parts and technical services for truing CP's locomotive wheels. In addition, we are involved in a multi-phase modernization and automation of CP's primary wheel set maintenance facility in Winnipeg, Manitoba. CP's focus on continual investments in upgrading its facilities as well as its understanding of how automation assists employees with quality as well as improved safety is exemplary within our industry.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Carol DeThorne
Customer Service Center, Manager

May 15, 2021

Supplier Support Letter Bullets

- S.i. Systems Partnership is a supplier of on demand professional IT contractors to the rail industry. CP is one of our customers.
- I Edward Malysa serve as Chief Financial Officer at S.i. Systems Partnership where my duties include financial oversight for all operations, acquisitions, and growth. S.i. Systems supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- For years CP has been a hub for high skilled workers, attracting applicants across Canada and the United States. Their culture promotes diversity and inclusion. CP gives back to the community in immense ways, making a difference for the people they serve.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

S.i. Systems Partnership


Edward Malysa
Chief Financial Officer



May 6, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- SkyFire Energy Inc is a supplier of solar power systems to the rail industry. CP Rail is one of our customers.
- I, David Kelly, serve as the CEO at SkyFire Energy Inc , where my duties include customer relations and engineering. SkyFire Energy Inc supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CP Rail has made a commitment reducing their emissions which is in line with the US commitments to reducing emissions to 50% of 2005 emissions. This commitment to the environment is reflected in CP Rail's transition to renewable energy and electric vehicles supported by SkyFire Energy and their hydrogen powered train pilot.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

David Kelly, P. Eng, CEO

 **SkyFire Head Office**
4038A 7 Street SE,
Calgary AB T2G 2Y8

 info@SkyFireEnergy.com

 www.SkyFireEnergy.com

 **Calgary Office: 403-251-0668**
Edmonton Office: 780-474-8992
Penticton Office: 778-476-8149
Regina Office: 306-952-6235



Spécialiste d'Ouvrager d'Art CSTP inc

837, Lakeside
Lac Brome (Québec), J0E 1R0 (450)
539-1240
info@cstpinc.com
<http://www.cstpinc.com>



Object : Supplier Support Letter Bullets

May 14th 2021

- Structures Specialist CSTP inc (CSTP inc.) is a supplier of railway bridge and structure maintenance to the railway industries. CP is one of our customers.
- I Christian St-Pierre SERVE AS THE president at CSTP inc., where my duties include give support to railway industries. CSTP inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Christian St-Pierre
President
Structure specialist CSTP inc.



Specialized Response Solutions Canada, Inc.

235090 Wrangler Dr.
Rocky View, AB T1X 0K3
587.600.7750 Office

“Safe Solutions for Hazardous Situations”

May 3, 2021

- SRS Canada is a supplier of Emergency Hazmat Response to the rail industry. CP is one of our customers.
- I Max Thevenot SERVE AS THE Operations Manager at SRS Canada, where my duties include, management of all aspects of the operations of the company including finance, personnel, equipment readiness, and performance of field related duties during emergency response operations and other scheduled projects.
- SRS Canada supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- SRS, a US Ecology company, provides international response services for highly hazardous and volatile events. Our team of specialists are renowned for their expertise in managing large scale emergencies including major train derailments, industrial fires, well and pipeline emergencies. In addition to response and incident support, standby fire brigade, post-incident support and industrial fire equipment manufacturing, SRS offers consultancy services and a variety of training courses on hazardous materials and firefighting. CP's corporate safety policy outlines the responsibilities of CP as a corporation as well as the expectations on and accountability of their management, employees and workplace health and safety committees. CP has a robust set of contractor policies and guidelines which includes clearly articulated minimum safety requirements for any individual of company working on CP property.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Max Thevenot
Operations Manager

May 6, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Speers Construction Inc. is a supplier of heavy equipment/capital project upgrades to the rail industry. CP is one of our customers.
- I, Mark Belsham, serve as the Operations Manager at Speers Construction Inc., where my duties include crew and equipment coordination, estimating and problem solving. Speers Construction Inc. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Speers sees a strong business model for CP and more ability to deliver safe upgrades to facilities.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Mark Belsham
Operations Manager
Speers Construction Inc.



Contact

68 Haniak Rd, Rosslyn P7K 0C8
Office Phone: (807) 577-1441
Email: office@staalirrigation.com

May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

Staal Utility Inc is a supplier of rail support services to the rail industry. CP is one of our customers.

I, Sebastian Foglia, serve as the business development director at Staal Utility Inc, where my duties include overseeing all operations involving the rail. Staal Utility Inc supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

We have a great working relationship with CP and see great value in this merger. CP's attention to safety, continual investments in upgrading facilities and capacity to serve customers, open lines of communication, and community involvement will be more enhanced with the proposed merger.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers the public, and suppliers like us alike. This growth will also have a positive economic impact on the Thunder Bay area.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'S. Foglia'.

Sebastian Foglia
Business Development Director
Staal Utility Inc

**STANDARD
MECHANICAL
SYSTEMS**

LIMITED

Thursday May 13, 2021

3055 Universal Drive, Mississauga, Ontario L4X 2E2

Phone (905) 625-9505
Fax (905) 625-0558

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Standard Mechanical Systems Limited is a supplier of HVAC Maintenance, Service and Projects to the rail industry. CP is one of our customers.
- I Brian Bialczyk SERVE AS THE Manager of Operations at Standard Mechanical Systems Limited, where my duties include overall management of all HVAC Maintenance, Service and Projects. Standard Mechanical Systems Limited supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Standard Mechanical Systems Limited has completed all HVAC maintenance and service across Canada for CP Rail over the past 14 years. We have also completed numerous projects to upgrade HVAC systems with more efficient equipment and to bring buildings up to ASHRAE ventilation standards. This merger will allow CP Rail to be on par with CN Rail in miles of track and presence throughout North America. This will provide North American companies with a 2nd option to transport product and provide healthy competition in the transportation by rail industry.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

continued.../2



• Calgary (403) 248-1058	• Moncton (506) 382-2382	• Stellarton (902) 928-1366
• Charlottetown (902) 566-1309	• Montreal (514) 849-9175	• Sudbury (705) 674-0336
• Edmonton (780) 428-3317	• North Bay (705) 497-8833	• Sydney (902) 564-9994
• Fredericton (506) 455-2401	• Ottawa (613) 233-9040	• Thunder Bay (807) 628-0897
• Guelph (519) 837-1735	• Quebec City (888) 292-7979	• Timmins (705) 267-5110
• Halifax (902) 469-7370	• Regina (306) 522-2470	• Vancouver (604) 985-5639
• Hamilton (905) 528-4969	• St. John's (709) 364-3506	• Victoria (250) 382-9505
• Kelowna (250) 860-3501	• Saint John (506) 642-7825	• Windsor (519) 977-2617
• Kingston (613) 542-1943	• St. Catharines (905) 685-7994	• Winnipeg (204) 944-2716
• London (519) 434-2322	• Saskatoon (306) 244-5259	



STANDARD MECHANICAL SYSTEMS
LIMITED

Page 2



Brian Bialczyk
Manager of Operations
Standard Mechanical Systems Limited

Standard Steel, LLC
500 N. Walnut St.
Burnham, PA 17009



STANDARD STEEL

Craig J. Kaniecki
Senior VP – Marketing
& Planning
717-242-4615 direct

- Standard Steel is a supplier of forged wheels and axles to the rail industry. CP is one of our customers.
- I, Craig J. Kaniecki, serve as the Senior Vice President Marketing & Planning at Standard Steel, where my duties include both planning production for and marketing forged wheels and axles to our valued customers in the rail industry. Standard Steel supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Standard Steel provides forged wheels and axles to CP focusing on providing high quality and safe products while maintaining the highest level of customer service. Standard Steel sees value in this merger for the long term growth and success of the North American rail industry & network.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Craig J. Kaniecki

SVP Marketing & Planning
Standard Steel, LLC



05/06/2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Stennes Excavating LLC is a supplier of excavation and maintenance, to the rail industry. CP is one of our customers.
- I Matthew Stennes serve as the owner at Stennes Excavating LLC, where my duties include grade work, switch replacement, crossing repair, clean-up and various other duties. Stennes Excavating LLC supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Stennes Excavating LLC being a supplier of excavation and maintenance sees the value in the merger because of CP's attention to safety, continual investments in upgrading facilities and railways, along with capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in blue ink that reads "Matthew Stennes".


Matthew Stennes
Owner
Stennes Excavating, LLC



Surface Transportation Board

395 E Street SW Washington, DC 20423

- Streck's Machine is a supplier of Apparatus and machining services to the rail industry. CP is one of our customers.
- I, Chip DeMaranville SERVE AS THE President at Streck's Machine, where my duties include all apparatus, fabricating and machining. Streck's Machine supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Streck's supports CP merger with KCS adding continued North American upgrading of equipment, facilities and safety. The merger will offer Strecks continued opportunities in supporting CP's fundamental infrastructure.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

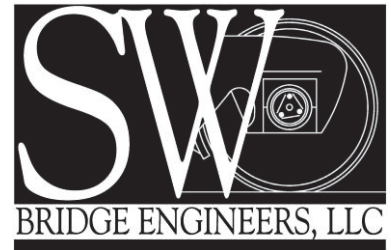
Signed 
Chip DeMaranville
President
Streck's Machine

800 First St.

Watervliet, NY 12189

May 14th, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423



RE: SW Bridge Engineers Support of the CP-KCS Merger

To Whom It May Concern:

SW Bridge Engineers, LLC is an engineering consulting firm that specializes in the inspection, analysis and design of railroad bridges for the rail industry. CP is one of our customers. I serve as a Senior Design Engineer and Principle at SW Bridge Engineers, where my duties include management of the engineering staff, client relations, company policy, and direct engineering involvement in our railroad bridge design services.

SW Bridge Engineers, LLC supports approval of the proposed combination of CP and KCS. From our perspective as a supplier to the railroad industry, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. SW Bridge has a longstanding relationship with both the CP and their shortline partners. We have seen firsthand the CP's dedication to bridge safety and have benefited from their ongoing investment in the bridge infrastructure on both the CP's main corridors as well as the lower density lines leased to their shortline partners.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC and their shortline partners, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us. We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Sincerely,

A handwritten signature in black ink, appearing to read 'Peter Schierloh', is written over a horizontal line. The signature is fluid and cursive.

Peter Schierloh, PE, SE
Senior Design Engineer



Talarico Excavating Ltd.

21577 Haig Station Road
Hope, BC V0X 1L3
Home (604) 869-5339 Fax (604) 869-5367

April 30, 2021

Attention: Surface Transportation Board

RE: Supplier Support Letter Bullets

- Talarico Excavating Ltd. is a supplier of equipment and operators for railway maintenance and emergency response to the rail industry. CP is one of our customers.
- I Lesley Talarico SERVE AS THE owner at Talarico Excavating Ltd where my duties include job scheduling, billing and all other office jobs. Talarico Excavating Ltd supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- It would give us more work for rail maintenance and allow us to grow and be able to give CP Rail a more dedicated and diversified range of services
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

A handwritten signature in blue ink that reads "Lesley Talarico". The signature is written in a cursive, flowing style.

Lesley Talarico

Owner

Talarico Excavating Ltd



TBT ENGINEERING

CONSULTING GROUP

May 14, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- TBT Engineering Limited is a supplier of geotechnical engineering services and Spring Drains to the rail industry. CP is one of our customers.
- I, Gordon Maki, P.Eng., serve as the Vice President of Engineering Services at TBT Engineering Limited, where my duties include managing engineering services and supply of Spring Drains, supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- TBT Engineering Limited has recently developed and patented an innovative rail embankment improvement product called the “Spring Drain”. The Spring Drain product is used to treat areas of railway embankment constructed over a peat subgrade. Due to heavier and longer trains, the peat subgrade in many locations is now performing poorly leading potential peat liquefaction, track distortions, peat boils / mud boils, bearing capacity failures and/or embankment failures. To reduce risks and costs associated with poor performing peat subgrade, the installation of a Spring Drain treatment may be considered. As the Spring Drains can be installed between trains without disruption to train traffic, the cost associated with a Spring Drain treatment are typically a fraction of what it would cost to carry out a program of peat replacement. Since 2012, we have successfully treated numerous peat subgrade sites for CP and reduced the risk of instability and costs associated with track maintenance. We have recently invested in upgrading our production operations and are looking to expand our market. We are also initiating investment in a comprehensive research program to further optimize the Spring Drain treatment and develop design guidelines for engineers within North America. As CP is well aware of the success of the Spring Drain treatment, we expect that the transaction will expand our market.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

CP KC Merger

Yours truly,
For TBT Engineering Limited



Gordon Maki, P.Eng.
Vice President of Engineering Services



ISO 9001:2015

502 N. Vermillion St. Streator, IL 61364

(815) 672-4561 • Fax (815) 672-2678

info@teleweld.com • www.teleweld.com

May 14, 2021

- Teleweld is a supplier of maintenance-of-way equipment to the rail industry. CP is one of our top five customers.
- I Duane Kruger serve as the Operations Director at Teleweld INC. where my job duties include overseeing day to day operation of 15 company employees, meeting with President of company on these daily activities, working with HR on hiring of qualified personnel for manufacturing of product line, assist in maintaining the facilities ISO9001:2015, and maintain public relations with customer throughout the build of equipment. Teleweld supports approval of the proposed combination of CP and KS.
- From our perspective as a supplier in the rail industry, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Teleweld INC. was founded in 1939 to service the rail industry as a welding contractor. Based on the experience as a welding contractor and ongoing engineering studies the development of first Continuous Welded Rail Heater car was designed and has been in service with customer since 1969. In the 75+ years of supplier/customer relation we have served rail heater cars, preheaters, and surface grinders to a leader in the rail industry. As a long time supplier seeing the dedication and loyalty in updating technology and this merger will only benefit suppliers as well as employees. CP is very safety conscious within their ranks as well as with contract/suppliers; by maintaining eRailSafe testing of individuals prior to being allowed by rail.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Duane W. Kruger

Operations Director

Teleweld INC.



TLF Dirtworx Inc.

Box 66
Mozart, SK
S0A 2S0

May 13, 2021

Surface Transportation Board

395 E Street SW Washington, DC 20423

TLF Dirtworx Inc. is a supplier of contractor services related to equipment support for track, right of way and property maintenance, excavation, earthmoving, aggregate supply and install, trucking, and emergency response services to the rail industry. CP is one of our customers.

I Kristjan Thordarson SERVE AS THE President at TLF Dirtworx Inc., where my duties include developing and maintaining business relationships with project managers and owners, engineers and general clients. TLF Dirtworx supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

As a contractor, I see the expectations that CP has for their employees, managers and their suppliers. Safety is key. We see constant changes for the betterment of safety, efficiency and general flow of rail traffic and maintenance work. The knowledge that I see and have learned from both senior managers and juniors that are making their way is second to none. CP is always continuing to take steps to keep the rail traffic moving and the people making that happen safe, and of course the public around them safe as well. This is done by financial investment into projects and proper maintenance and upgrades, proper training, quality control, proper vetting of employees, suppliers and contractors and of course public awareness.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Regards,

A handwritten signature in blue ink, appearing to be 'Kristjan J. Thordarson', written over a horizontal line.

Kristjan J. Thordarson

President/Owner

TLF Dirtworx Inc.



A
A
A

May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- TLR Management is a supplier of contract railway track services to the rail industry. CP is one of our customers.
- I Brian B. Mason serve as Managing Director at TLR Management, where my duties include managing our relationship with Canadian Pacific. TLR Management supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We feel this merger will enhance the robust CP brand and better cater to the transportation needs of all North Americans in our global economy.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Yours Truly

Brian Mason – Director

A handwritten signature in black ink, appearing to read 'Brian Mason'.

Transit Light & Rail

#156 - 5489 Byrne Road, Burnaby, BC V5J 3J1

1 855 210 6453 info@transitlightrail.ca www.transitlightrail.ca

Emergency: 1 855 997 7245



42 Pinelands Ave. Stoney Creek, ON. Canada L8E 5X9 Ph. 905-662-4137 Fax. 905-662-8058

April 30th 2021

Attn: Surface Transportation Board

- Toplift Enterprises is a supplier of heavy equipment and distributor all across Canada and the USA to the rail industry. CP has been a close partner of ours for many years.
- I David Shea serve as the Managing Director at Toplift Enterprises. Toplift supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Toplift has supplied CP with intermodal container handling equipment and continues to work closely. CP pays close attention to health and safety, are focused on providing great service to customers and continues to invest in the rail network benefiting the economy.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

David Shea

Managing Director
Toplift Enterprises



Paul Nemetchek | TPN Solutions | Owner

Electronic systems ◦ design ◦ assembly ◦ installation

Sherwood Park | Alberta

Phone: +1 780 266 8359

Email: paul.nemetchek@tpn-solutions.com

May 13, 2021

TPN Solutions is a supplier to the Signals and Communications sector of the rail industry. CP is one of our customers.

I, Paul Nemetchek, am the owner and operations manager of TPN Solutions where my duties include contract negotiations and installation management. As owner with deep ties and many years in the rail industry I fully support approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

I have spent my working career as an employee with CP and am privileged to include them as a customer in my post retirement business activities. CP remains an innovator on many fronts, from the continuous advancement of safe working practices, including major investments into an operationally cohesive signals and communications network across its entire rail system.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read 'T. P. Nemetchek' with a stylized flourish at the end.

T Paul Nemetchek

Owner

TPN Solutions (1845142 Alberta Ltd)



TRU-CRAFT ROOFING (2005) LTD.
Suite 123, 16 Midlake Blvd. S.E.
Calgary, AB
Canada T2X 2X7

May 13, 2021

Surface Transportation Board
395 E Street SW
Washington, DC
USA 20423

Re: Support of proposed merger of CP Rail with KCS: CPKC.

To Whom It May Concern:

Tru-Craft Roofing (2005) Ltd. is a supplier of flat-, slope-slope and metal-roofing services to the rail industry. Canadian Pacific Railway Ltd. (CP Rail) is one of our customers.

I, Bob James, serve as General Manager and also I am the President at Tru-Craft Roofing (2005) Ltd., where my duties include operational supervision of our company, project management and final oversight of company actions and decisions. Tru-Craft Roofing (2005) Ltd. supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, this transaction is beneficial because it will strongly support growth and investment in the North American rail network.

For years now, Tru-Craft Roofing has supplied roof repairs and roof modifications work at CP Rail facilities in southern Alberta and BC as needed, as well as doing roof replacement work and new roofing on flat, low-slope and metal roofs. This merger will provide great value as this expansion will allow CP Rail to serve more customers over a wider area, and continually to upgrade facilities.

May 13, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- Tybo Constructors is a supplier of ground work services and infrastructure building and maintenance to the rail industry. CP is one of our customers.
- I Brian Kozak SERVE AS THE Senior Project Manager at Tybo Constructors Ltd., where my duties include overseeing all projects that Tybo Constructors works on. I supervise supply orders and look over estimates, I also continue to do hands on work too. Tybo Constructors supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Tybo Constructors does ground and infrastructure works for CP. We have a good working relationship and look forward to continuing our relationship into the future.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Brian Kozak
Senior Project Manager
Tybo Constructors Ltd.



UNITED STEEL AND FASTENERS INC.

1500 INDUSTRIAL DRIVE, ITASCA, ILLINOIS 60143

TEL. (630) 250-0900

FAX (630) 250-0220

Email: us_f@msn.com

www.unitedsteelandfasteners.com

ISO
9001-2000
CERTIFIED

United Steel and Fasteners and National Trackworks are suppliers of track Fasteners and the Track Switch Machines to the Rail Industry
A woman own Corporation (WOSB Registered) and CP has been a customer since 1978

I am Michele Sargis President of United Steel and Fasteners and National Trackworks
Where my duties include manufacturing and the supply of Track Fasteners and the Track Switch Machines to the Rail Roads

United Steel and Fasteners and National Trackworks Supports approval of the proposed combination of CP and KCS

From our perspective as a supplier this transaction is beneficial because it will strongly support growth and investment in the North America Rail Network

As a supplier of track fastening system and track switch machines to C.P.

We see a great value in combination of C.P. and KCS to achieve a well maintained and a safe system throughout Canada, US, and Mexico

C.P. attention to Safety, Continual investment in upgrading facilities and capacity to service customers will enhance our economy and approve safety

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options and support growth at CPKC, and will shift freight from trucks on the highway to the railsystem. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA Trade Agreement.

In turn, that Growth will support investment in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impact to the environment, to competition, to safety, or to any other public interest for these reasons, we hope to see the transaction close and the benefits come to light as soon as possible

Best Regards,

Michele Sargis
President



UNITED PETROLEUM
TRANSPORT

May 5, 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

United Petroleum Transport Ltd is a supplier of Diesel fuel to the rail industry. CP is one of our most important customers.

I, Sushil Chari, serve as the President at United Petroleum Transport Ltd, where my duties include Business Development. United Petroleum Transport Ltd strongly supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

United Petroleum Transport Ltd is a fuel transportation company delivering fuel products to retail gas stations as well as terminals. We supply diesel fuel to the CP yards and we believe this merger will increase the consumption of fuel and in return increase supply needs. This will create more jobs and contribute to the economic growth. Additionally, the merger will provide customers a competitive rail service with the ability to ship across the continent.

Handling petroleum products requires the utmost diligence. UPT takes this responsibility very seriously and maintains stringent policies and procedures that meet or exceed legislated standards. CP attention to safety, strongly aligns with our values. We believe this merger will yield continual investments in upgrading facilities and capacity to serve customers and we see this as a win win for all parties including our community.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, it will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial and we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sushil Chari
President
United Petroleum Transport Ltd.

Usher Transport

3801 Shanks LN
Louisville, KY 40216



Louisville, Kentucky

Phone 502-449-4000

06 May 6, 2021

Surface Transportation Board
395 E. St. SW
Washington, DC 20423

Usher Transportation is a supplier of Direct to Locomotive Refueling. CP is one of our customers. I Robbie Gossett SERVE AS THE Director of Rail Services at Usher Transport, where my duties include overseeing all rail contracts, refueling locomotives and trans-loading rail cars. Usher supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. Refueling with Canadian Pacific has been great for Usher Transportation, I have worked closely with several members Canadian Pacific and the attention to safety and upkeep of their facilities make it an awesome place to work.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.



Robbie Gossett,
Director Rail Services

3801 Shanks Lane
Louisville, KY 40256
Cell: (606) 271-7473
Office: (502) 449-4000
www.ushertransport.com



Vanro Oil Supplies & Rentals Ltd.

Box 848
Langenburg S0A 2A0
(306) 743-7627
vanroexcavating@hotmail.com

April 30, 2021

Transportation Surface Board

Re: Supplier Support Letter

- Vanro Oil Supplies & Rentals Ltd. is a supplier of bridges and structure maintenance to the rail industry. CP is one of our customers.
- I, Robert Vanneste serve as the CEO at Vanro Oil Supplies & Rentals Ltd., where my duties include the management of employees and supervising jobsite. Vanro Oil Supplies & Rentals Ltd. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North America rail network.
- We specialize in the repair and installment of all culvert types specific to CP. We also install many culverts by Jack and Auger method, as well as conventional method of installation. We also deal with emergency high water and washout situations for CP. Vanro Oil Supplies & Rentals Ltd. feels there is much value in a merger.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Robert Vanneste
Owner, CEO
Vanro Oil Supplies & Rentals Ltd.



VECTOR CONSTRUCTION LTD.

474 Dovercourt Drive, Winnipeg, MB R3Y 1G4

Main: 204-489-6300 | Fax: 204-489-6033

Info@Vector-Construction.com

May 14, 2021

Supplier Support Letter Bullets

- Vector Construction Ltd. is a supplier of specialty concrete repair/protection/evaluation services to the rail industry. CP is one of our customers.
- I, Eliseo Conciatori serve as the Vice President of Business Development at Vector Construction Ltd., where my duties include business development and operational support. Vector Construction Ltd. supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CP Rail is valued customer of Vector Construction throughout Canada. We help CP maintain their bridges & structures. And we take pride in meeting/exceeding CP's high safety standards as well as their demand for quality and good workmanship. We look forward to delivering value to CPKC in the very near future.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Eliseo Conciatori



VP Construction Business Development

Vector Construction Ltd.

We Save Structures™

VECTOR-CONSTRUCTION.COM



PO Box 302 Whitby, ON, L1N 5S4

Tel: 905-668-1108 Fax: 905-668-3531

sales@vickeryelectric.com

April 30, 2021

**Surface Transportation Board
395 E Street SW
Washington, DC
20423**

- VICKERY ELECTRIC CONTRACTING LIMITED is a supplier of Electrical and Communications systems and services, from large multi-million dollar projects to service and emergency work, to the rail industry. CP Rail is one of our customers.
- I JOSEPH VICKERY serve as the TECHNICAL SYSTEMS MANAGER at VICKERY ELECTRIC CONTRACTING LIMITED, where my duties include project design and installation, electrical and communications consulting, and all levels of service. VICKERY ELECTRIC CONTRACTING LIMITED supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- CP Rail is a strong, focused employer. It is a leader in worker care and site safety, all while completing significant infrastructure improvements to promote the most efficient rail delivery systems in North America. In working with CP Rail completing significant electrical and communications projects, Vickery Electric has become a more capable, more competitive, and MUCH safer organization, all a product of working under the umbrella of the CP Rail processes and development strategies. In completing a merger with KPC, CP will be able to continue to expand this leadership model to support economic growth, helping to create more capable and safety-oriented suppliers to support this growth.



PO Box 302 Whitby, Ont, L1N 5S4

Tel: 905-668-1108 Fax: 905-668-3531

- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.



Vickery Electric

Joseph Vickery
B.Comm., CET., M.ELEC

Vickery Electric Contracting Limited
P.O. Box 302 Whitby, Ont. L1N 5S4
905-668-1108 Tel 905-668-3531 Fax

www.VickeryElectric.com

Check us out on YouTube:

<http://www.youtube.com/watch?v=ek5KAHZu7YQ>



May 6, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

To Whom It May Concern:

Weaver Consultants Group (WCG) provides professional environmental consulting services to the rail industry and Canadian Pacific (CP) is one of our clients. I, Laura Craven, serve as a Senior Project Manager at WCG, where my duties include managing and implementing environmental projects for CP as well as other clients.

WCG supports approval of the proposed combination of CP and Kansas City Southern (KCS). From our perspective as a supplier of services, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. We see value in the merger as it provides an expanded capacity to serve customers with a commitment to the environment.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the United States-Mexico-Canada Agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as beneficial. We do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,

Weaver Consultants Group North Central, LLC

A handwritten signature in black ink that reads 'Laura Craven'.

Laura Craven
Senior Project Manager

A handwritten signature in blue ink that reads 'Carolyn Cybulski'.

Carolyn Cybulski, P.E.
Principal



May 14, 2021

Supplier Support Letter Bullets

- Wesbell Technologies is a supplier of telecom services (tower supply, engineering, installation, augments, inspections, remediations) to the rail industry. CP is one of our customers.
- I, Paul McWatters serve as a Project Manager at Wesbell Technologies, where my duties include sales and all aspects of project management to deliver telecom services. Wesbell Technologies supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- We have worked with CP to upgrade the telecom infrastructure along their existing track as well as to newly acquired track for previous acquisitions. CP will bring the acquired track up to modern standards to ensure reliable communications services are available from end to end to maintain transportation services and safety.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

A handwritten signature in black ink, appearing to read "Paul McWatters".

Paul McWatters
Project Manager
Wesbell Technologies

5/14/21

To the Surface Transportation Board

RE: Letter of support for the Canadian Pacific merger with Kansas City Southern

Wheeler is a supplier of treated bridge timbers to the rail industry. CP is one of our longtime major customers. I Dave Koch serve as the general manager of Wheeler's Treated Timber Division, where my duties include overseeing the operations of our timber fabrication and treating plant. Wheeler supports approval of the proposed combination of CP and KCS. From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network. Canadian Pacific has been a major customer of Wheeler's for the last fifteen years. I see the dedication CP has to safety and the maintenance of their lines. I look forward to the opportunity to help Canadian Pacific upgrade the bridges on the Kansas City Southern. The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike. We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Dave Koch

General Manager

Wheeler Timber Division



May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To Whom it May Concern

Whissell Contracting Ltd. (Whissell) is a contractor of Civil Earthworks and Underground Infrastructure to the rail industry. CP is one of our customers.

I Les Kalinowski serve as the Director of Business Development at Whissell. Whissell supports approval of the proposed combination of CP and KCS.

From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.

As a civil contractor we provide civil construction to create additional rail line with earthwork and sub-ballast construction as well as heavy equipment support for various projects. The Merger would strengthen CP market share and add more confidence to their clients in turn supporting the need for more infrastructure and maintenance. We like to work for CP as they have high standards for quality and safety as does Whissell.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Signed

A handwritten signature in blue ink, appearing to read "Les Kalinowski". The signature is fluid and cursive, with a long, sweeping tail that extends to the right.

Les Kalinowski
Director of Business Development
Whissell Contracting Ltd.



Wood Environment & Infrastructure Solutions, Inc.
800 Marquette Avenue
Suite 900
Minneapolis, MN 55402

March 10, 2021

**Surface Transportation Board
395 E Street SW Washington, DC 20423**

- Wood is a supplier of engineering and environmental services to the rail industry. CP is one of our customers.
- I serve as the account manager at Wood, where my duties include project procurement and quality control. Wood supports approval of the proposed combination of CP and KCS.
- From our perspective as a supplier, the transaction is beneficial because it will strongly support growth and investment in the North American rail network.
- Wood sees value in the subject merger due to the potential investments in upgrading facilities and capacity to serve customers.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation, will provide new competitive options that support growth at CPKC, and will shift freight from trucks on the highways to the rail system. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.
- In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.
- We see the transaction as only beneficial; we do not anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Wood Environment & Infrastructure Solutions, Inc.

A handwritten signature in blue ink, appearing to read "Jonathan Murer".

Jonathan Murer, MS/PG (WI)
CP Account Manager
612-325-8423

2405238 Ontario Incorporation

To: **Surface Transportation Board**

395 E Street SW,
Washington, DC 20423
USA

April 30, 2021

Our company 2405238 Ontario Incorporation is a supplier of New Containers To the rail industry. CP Rail is one of our customers. My Name is Jimmy Zborowsky and I'm the owner and President of 2405238 Ontario Incorporation. Our company supports the approval of the proposed combination of CP and KCS.

Our view as a supplier, is the transaction would be beneficial because and it will strongly support growth and investment in the North American rail network. We always have a challenge moving our equipment across North America. It would be a great Value for us to ship our product for new and current customers across this new network.

We believe this would help bring down our carbon footprint. Instead of tucking are Equipment across by road we would rail it on this new system. This is best for us environment.

The new transportation services that CPKC will provide new competitive options that support growth at CPKC. All of these things will help support economic and employment growth in the United States and across the Continent under the USMCA trade agreement.

2405238 Ontario Incorporation
83 Parkheights Trail, P.O. Box 1423,
Nobleton, Ontario, L0G 1N0,
Canada
1-416-818-5338

This new CPKC will support investments in new rail capacity that benefit shippers, the public, and suppliers like us alike.

Our company sees this transaction as only beneficial. We don't anticipate any negative impacts to the environment, to competition, to safety, or to any other public interest. We hope to see the transaction close, and the benefits will be immediately to our industry.

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

Jimmy Zborowsky

President

2405238 Ontario Incorporation
83 Parkheights Trail, P.O. Box 1423,
Nobleton, Ontario, L0G 1N0,
Canada
1-416-818-5338