

CP-20
302433

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
June 1, 2021
Part of
Public Record

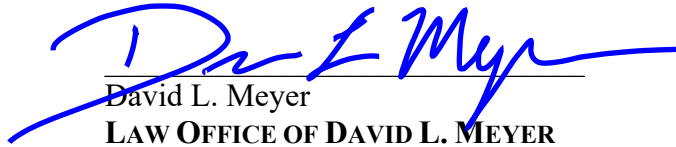
**CANADIAN PACIFIC APPLICANTS' SUBMISSION OF ADDITIONAL
STATEMENTS SUPPORTING PROPOSED TRANSACTION**

Canadian Pacific Applicants¹ respectfully submit the accompanying 46 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/KCS transaction for the first time,² bringing the total submitted to date to 733.

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").

² Some of these supporters have also filed statements expressing concerns about and/or opposition to Canadian National's proposed takeover of KCS.

Respectfully submitted,



David L. Meyer

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Washington, D.C. 20009

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Calgary, AB T2C 4X9 Canada

Email: Jeff_Ellis@cpr.ca

Telephone: (888) 333-6370

Attorneys for Canadian Pacific

May 31, 2021

NEW STATEMENTS OF SUPPORT FROM STATE AND LOCAL OFFICIALS

Entity

Iowa State Representative, District 12
Metropolitan Milwaukee Association of Commerce

Witness

Brian Best
Steve Baas

NEW STATEMENTS OF SUPPORT FROM SHIPPERS

Entity

Birchwood Ford Sales
Canoe Forest Products
Cargo Montreal
Daaquam Lumber Maine Inc.
Logistics Helper Inc.
Medline Canada
Oklahoma Rural Association
Sable Marco Inc.
Transport BMA
Twin Rivers Paper Company LLC

Witness

Brian Penner
Aaron Cannon
Mathieu Charbonneau
Misty Robinson
Rumana Sobhan
Mireille Bourgault
Monica Collison
Alexandre Boillat
Bruno Auger
Steve Collard

NEW STATEMENTS OF SUPPORT FROM OTHER SUPPORTERS

Entity

Aspen Tree Services, Inc.
AVI-SPL
Bowdark Consulting, Inc.
Brandt Construction Co.
Caltrax, Inc.
Canadian Red Cross
Cooper Equipment Rentals Limited
Delta Railroad Construction
Ed Garrow and Sons, Inc.
Fueliner LLC
Green Stream Lawn and Vegetation Management Inc.
Indixio Inc.
J.F. Brennan Company, Inc.
John W. Sheehan and Sons, Inc.
Just Write Ink

Witness

Michael Kalivoda
John Murphy
Andrea Wood
Terence L. Brandt
Jay Smyth
Carolyn Tees
Darryl Cooper
Linda Laurello
Ronald E. Garrow
Gary Rambousek
Steve Ford
Danick Venne
Craig Bartheld
Trisha Sheehan
Ralph D. Sears

Entity

Lighting Maintenance, Inc.
Lyons & Pinner Electric Companies
Maackon Corporation
Mac-Air Compressor Ltd.
Maggio Truck Center, Inc.
Michael O’Keefe Limited
Midstates Rail, LLC
Mill Creek Mining
Myshak Crane & Rigging Ltd.
Payne Transportation Ltd.
Pepco
Precision Railway Equipment Company, LLC
Runde Metal Recycling, LLC
SBJ Services
Storm Mountain Technical Services
Terminal-Andrae Inc.
Wainbee Limited
William Day Construction Limited
ZTR

Witness

Tom Circello
Gary Misicka
Matt Dellandrea
John LaForest
Martin Maggio
Shawn O’Keefe
Eric Ruzkowski
Beau Brandt
Steve Kopp
Tom Payne Jr.
Luc Pepin
Harry Smith
Matthew Runde
Bryan Pfaff
Greg McAuley
Robert Kruesel
Campbell Tourgis
Kevin Guse
Gordon Niznik

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 31, 2021

Brian Best
STATE REPRESENTATIVE
Twelfth District
Statehouse: (515) 281-3221
e-mail – brian.best@legis.iowa.gov



COMMITTEES
Transportation-Chair
Human Resources
Appropriations
Commerce

HOME ADDRESS
P.O. Box 450
Glidden, Iowa 51443
Home: (712) 830-1844

House of Representatives
State of Iowa
Eighty-seventh General Assembly
STATEHOUSE
Des Moines, Iowa 50319

The Honorable Cynthia T. Brown
Chief, Section of Administration, Office of Proceedings
Surface Transportation Board
395 E Street S.W.
Washington, DC 20423

May 26, 2021

Dear Ms. Brown:

Both Covid-19 and the trade policy challenges of the past several years exposed fractures in the U.S. food supply chain. Iowa producers have felt the ripple effects of these events. Transportation is a critical input that impacts the supply chain for the state's commodities.

The complexity of the multiple channels required to get grain to market has not only increased the cost for producers and has driven a need for efficient flow of grain shipments from the Upper Midwest to port destinations in Canada, the Gulf Region, and Mexico. What's more, the adoption of USMCA has markedly increased the need for efficiencies in grain transportation to these two important markets.

That is what makes the recent Canadian Pacific (CP) and Kansas City Southern (KCS) merger announcement so compelling. The combination of these two railroads would create the first U.S.-Mexico-Canada rail network. This deal would drive significant efficiencies, bypassing the previous logistical challenges associated with multiple connecting railroads and creating a new single line that will enable producers to get their grain market faster.

In 2018, Iowa businesses exported \$6.6 billion in goods to Canada and Mexico alone. The new CP-KCS combination would service nearly 350 grain elevators across United States and Canada, providing them with direct access to more than 20 terminals at major ports.

The proposed plans also call for expanded capacity to move even more grain by leveraging a new high-efficiency railcar model that carries 15 percent more grain over older railcar designs.

Perhaps the most important aspect of this merger for Iowa agriculture is that it enhances competition against other rail and trucking options for getting grain to market. Producers will

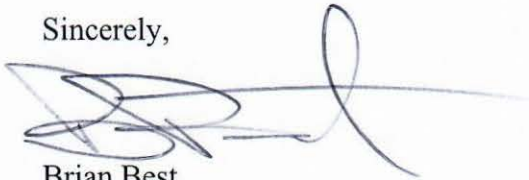
have more options for getting their commodities where and when they need them – driving competition and economic productivity across the Heartland.

The benefits of this merger extend beyond Iowa farms. The combination of these two railroads should bring increased economic activity to our rural communities. And with greater access to the markets in Canada and Mexico, the more than 25,400 Iowa manufacturing jobs that depend on exports to Canada and Mexico should have increased security with potential opportunities for growth.

Like many Iowans, I'm skeptical of many mergers, but in this case, CP and KCS operate complementary networks that will deliver Iowa producers expanded reach without overlap. Shippers will have more options for getting their grain to market, increasing competition among Class 1 railroads. It's also worth noting that after the combination would take effect, it would remain the smallest of six Class 1 railroads by revenue.

Thank you for your consideration in this important matter.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Brian Best', with a long horizontal flourish extending to the right.

Brian Best
Iowa State Representative
House District 12



BY ELECTRONIC FILING

May 26, 2021

The Honorable Cynthia T. Brown
Chief, Section of Administration, Office of Proceedings
Surface Transportation Board
395 E Street S.W.
Washington, DC 20423

Dear Ms. Brown:

I write in support of the proposed merger between Canadian Pacific (CP) and Kansas City Southern (KCS) railroads. This merger holds promise for Wisconsin and rest of the country and deserves support.

Wisconsin's leading industry is manufacturing. We make things here in Wisconsin - machinery, computers and electronics, transportation equipment, and lots of food and agricultural products. Our largest export markets for these goods are Canada and Mexico.

In fact, Wisconsin exported a \$7 billion in goods to Canada in 2018, which is about a third of the state's overall exports. The CP-KCS merger could increase that number. By creating the first United States-Mexico-Canada rail network, a merged CP-KCS will drive single-lined efficiencies North and South, fostering economic growth across North America, which is a win for Wisconsin workers.

In 2016, over 8,000 companies exported goods from Wisconsin with nearly 90 percent of those companies being small- and medium-sized businesses that employ fewer than 500 people. These are good paying jobs that fuel the economic engine of Main Streets across the state. Wisconsin's economy is reliant on a robust export system and the CP-KCS merger will offer additional options and services for shippers, as greater efficiency and access to rail make it easier to move materials across North America.

As the economy begins recovering from the COVID-19 pandemic, it's more important than ever that Wisconsin participates in the economic growth and that our neighbors in Canada and Mexico can rely on Wisconsin exports.

It is unfortunate that in the year 2021 there is still not a seamless transcontinental rail system between the three countries. The merger between CP and KCS would create a rail network that does just that. CP and KCS have done their due diligence to ensure the combination of the two companies will benefit all parties involved: businesses, shippers, and hardworking Americans.

As the Surface Transportation Board reviews this proposed transaction, I urge you to recognize the benefits of this merger for Wisconsin's and the nation's economy.

Sincerely,

A handwritten signature in black ink, appearing to read "Steve Baas", written in a cursive style.

Steve Baas
Senior Vice President of Government Affairs and Public Policy
Metropolitan Milwaukee Association of Commerce

Birchwood FORD ON REGENT



To whom it may concern,

Birchwood Ford would like to let you know that we have been a customer of Cp Rail for a few years and would like to let you know that they are a very reputable company to deal with both with the vehicle sales and the vehicle services side of our business.

I am the Commercial Fleet manager at Birchwood Ford and have been here for 35 years and dealing with Cp Rail for approx. 7 years.

From our perspective as a supplier I believe the transaction will be beneficial because it will support growth and investment to the rail system in North America.

We are a customer that relies heavily on rail transport and I do believe with this merger that will help us with shipping times for both our parts and vehicle wait times in turn getting our products to our customers quicker.

In my dealings with Cp Rail I have had the opportunity to visit some of their facilities and am quite impressed with the focus on keeping up to date with their buildings and safety protocols.

In closing we cannot see how this merger would not be beneficial to all involved with rail transportation. There would be no negative impacts that I can see to the environment to safety to the competition or any public interest and therefore we hope to see this transaction close so that we can start seeing the benefits as soon as possible.

Thank You

Brian Penner

Birchwood Ford Sales

1300 Regent Avenue

Winnipeg MB

R2C3A8

birchwoodford.ca

ATTENTION: Surface Transportation Board

My name is Aaron Cannon my business address is 8160 Trans Canada Highway, Canoe, BC. I am Sales Manager of Canoe Forest Products. In my role, I am responsible for sales and marketing.

Canoe Forest Products is a long time customer of CP Rail and use their intermodal service to ship our product into Eastern Canada.

Canoe Forest Products 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. Canoe Forest Products 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 plywood from BC to Ontario and Quebec via CP's intermodal service. It would be beneficial to us to have additional lanes down into the USA.

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.

KCS and CP have had a cooperative relationship in the past, and CP-KCS joint routes are

Canoe Forest Products Ltd.

PO Box 70 • 8160 Trans Canada Hwy. NE • Canoe BC • V0E 1K0
P: 250 833-1200 • F: 250 833-1207 • www.canoeftp.com

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, Canoe Forest Products 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. Canoe Forest Products 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 <u>Aaron Cannon</u>	declare state under penalty of perjury under the laws of the United States, that the foregoing is true and correct. Further, I certify that I am qualified and authorized to submit this letter.
Executed on <u>April 30 2021</u>	
<u></u>	[Signature]
Aaron Cannon	



Cynthia T. Brown
Chief, Section of Administration
Office of Proceedings
Surface Transportation Board
395 E. Street, S.W.
Washington, DC 20423-0001

Re: Acquisition of Kansas City Southern by Canadian Pacific Railway

Dear Ms. Brown,

I am writing to you as the Executive Director of Cargo Montreal. We are the logistics and transportation metropolitan cluster of Montreal. Our mission is to bring together all Greater Montreal area freight transport and logistics stakeholders whose activities promote Montreal as an industry hub around common goals to increase cohesion, competitiveness, growth, and reach to market. Cargo Montreal's members produce and ship a large variety of commodities to national and international markets.

Cargo Montreal firmly supports the acquisition of Kansas City Southern (KCS) by a Canadian Class 1 railroad company, such as Canadian Pacific Railway (CP), because of the several benefits such a transaction would generate all along the supply chain.

This would result in opening and accessing more markets for shippers in North America in respect to the USMCA spirit and goals, where the integration of the supply chain is key. Moreover, we strongly believe that the new combined company would produce a more economical rail option for our members and unlock large potentials of the networks across America.

We are confident that a deal between CP and KCS would be beneficial to low-carbon objectives of both the United States of America and Canada, since Canada's Class 1 railroads companies are already showing leadership in fighting against climate change and also because transportation by rail is the most energy-efficient method of moving freight over land.

Therefore, Cargo Montreal strongly believes that an acquisition of KCS by Canadian Pacific, a Canadian Class 1 railroad company, would offer a faster, safer, cleaner and a better competitive market access option than the status quo.

As a regulator, the Surface Transportation Board must ensure competition options will remain for shippers with limited downstream consolidation impacts of any potential transaction between two large companies. Cargo Montreal believes shippers will continue to have access to a competitive landscape with, in fact, an improved access to new markets. We are also hopeful that such a transaction could result in cheaper options for our members.

In terms of potential downstream consolidation impacts, past transactions tell us that Canadian Class 1 railroad companies have a great track record of acquisitions; we do not see why it would be any different this time. We trust this transaction would integrate KCS as a partner in an effective and seamlessly way.

At a glance, here are some other reasons why Cargo Montreal is optimistic for a potential transaction:

- A combined company's single-owner, single-operator service, would result in faster transit times, more economical rail option and shorter distances on many key routes;
- Enhanced service and competition linked to this transaction should provide cheaper and more competitive options to our members;
- Customers of both companies would benefit from faster, safer, more direct, and more efficient service. It would most likely reduce our members' equipment costs and increase fleet capacity in terms of total shipments.

For all reasons stated above, Cargo Montreal is expressing support for the acquisition of Kansas City Southern (KCS) by Canadian Pacific Railway (CP), a deal that would greatly improve the North American Transportation Network.

Sincerely,



Mathieu Charbonneau
Executive Director
T : 514-508-2609 ext: 222
Email : mcharbonneau@cargo-montreal.ca



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.

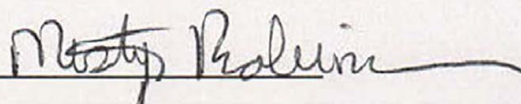
At the same time, the entirely complementary nature of CP's and KCS' networks – connecting only at Kansas City and not overlapping anywhere – means that the transaction will not have any adverse effects on competition. It will only make these carriers a better alternative relative to the other options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



LOGISTICS HELPER INC.

Logistics Helper Inc.
307 Grey Silo Road,
Waterloo, ON, N2K0C9
Tel: (437) 343-8788
<https://logisticshelper.com/>

April 30, 2021

ATTENTION: Surface Transportation Board

My name is Rumana Sobhan and my business address is 307 Grey Silo Road, Waterloo, ON, Canada. I am President of Logistics Helper Inc. In my role, I am responsible for shipping intermodal freight.

Logistics Helper Inc. is a shipper with Canadian Pacific and satisfied with the excellent service.

Logistics Helper 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. Logistics Helper 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.

We ship ingredients for pharmaceutical companies. 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 Cedar Rapids, IA.

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.

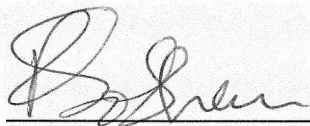
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We have been struck by the attention of CP and KCS to safety and operational effectiveness. Given the straightforward network connectivity between CP and KCS, and the fact that CP and KCS are the two smallest U.S. Class I railroads, we are confident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

For these reasons, Logistics Helper 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. Logistics Helper 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.

VERIFICATION

Executed on April 30, 2021



Rumana Sobhan



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



May 20, 2021

Surface Transportation Board Members

RE: CP Bid for KCS

To The Members of the Surface Transportation Board,

The Oklahoma economy has steadily improved since the COVID-19-induced downturn last year. An important area of growth and recovery is international trade. The United States, Mexico, Canada (USMCA) agreement was recently updated to improve trade among these nations. In the wake of these negotiations, attention has turned to attempts to establish a single-line rail route connecting USMCA countries, spanning the distance from Mexico to Canada.

Earlier this year, Canadian Pacific Railway (CP) and Kansas City Southern (KCS) reached an agreement to merge the two railroads. If approved by the Surface Transportation Board (STB), the combined rail line will provide a 20-thousand-mile single-line route across the largest trade bloc in the world.

Hundreds of shippers across the United States have spoken up in favor of the CP-KCS combination. Unlike rail mergers brokered by the notorious tycoons of America's past, the union of CP and KCS will add competition and rail capacity. It will drive current and future economic growth in North America by initiating the more efficient use of existing infrastructure and offering more options for shippers. The merger will also speed up rail freight transport by easing congestion in the most congested rail hubs in the country.

The CP-KCS merger is good for America and good for Oklahoma. The combined rail network will connect key manufacturing centers with key distribution centers, undoubtedly benefitting Oklahoma export industries. For this reason and those outlined above, I encourage the members of the STB approve the merger between CP and KCS.

Monica Collison
President
Oklahoma Rural Association



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

My name is Bruno Auger, president of Bma Transport and my business address is 218 Robinson street, Saint-Eustache, Québec, Canada. I am President of Transport Bma. In my role, I am responsible for the entire company logistic in Canada and USA.

Transport BMA is a car carrier transport company and we move over 100 000 units by years actually. We use Cp for help us to move this big Volume in Canada right now and we have interest to move a lot of this unit directly in USA. We are really satisfied the partnership that we have with the CP team.

Transport Bma 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. Transport Bma 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.

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.

1 877 800.4445

T 450 473.4325

F 450 473.2924

218 rue Robinson, suite 101
St-Eustache (QC) J7R 5S5

info@transportbma.com
transportbma.com





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. With the others access or rail, we will have a opportunity to grow up the company

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, Transport BMA 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. Transport BMA 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 28 April 2021.

A blue ink signature of Bruno Auger, President of Transport BMA, is written over a horizontal line.

Bruno Auger, Président

1 877 800.4445

T 450 473.4325

F 450 473.2924

218 rue Robinson, suite 101
St Eustache (QC) J7R 5S5

info@transportbma.com
transportbma.com





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

Aspen Tree Services Inc.
PO Box 12 1628 Industrial Ave Port Coquitlam B.C.

May 13, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Aspen Tree Services Inc. is a supplier of arborist services to the rail industry. CP is one of our customers.
- I, Michael Kalivoda serve as the owner/operator at Aspen Tree Services Inc, where my duties include manager of operations. Aspen Tree Services 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.
- Additional growth and investment across the network will increase budgets for capital projects. This in turn, will create more work and job opportunities for employees and contractors alike across the entire 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.

Signed
Michael Kalivoda
Owner
Aspen Tree Services Inc.

A handwritten signature in black ink, appearing to read "Michael Kalivoda", written over a horizontal line.



Corporate Offices
6301 Benjamin Road, Ste. 101 | Tampa, FL 33634
Main: +1.813.884.7168 | Fax: +1.813.882.9508
Toll Free: +1.800.282.6733 | www.avispl.com

May 18, 2021

Supplier Support Letter

- AVI-SPL is a supplier of Audio-Visual and Unified Collaboration Systems and Services to the rail industry. CP is one of our customers.
- I, John Murphy, serve as the Chief Operating Officer at AVI-SPL, where my duties include operational oversight of our regional businesses globally. AVI-SPL 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 Audio-Visual systems design and installation services, plus support services to CP as part of their focus on upgrading their workplace technologies for better employee and customer experiences.
- 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.

Signed,

A handwritten signature in black ink, appearing to read "John P. Murphy", is written over a horizontal line.

John Murphy
Chief Operating Officer
AVI-SPL



bowdark
TURNING YOUR BRIGHT IDEAS INTO REALITY

May 18, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

Dear Board Members,

Bowdark Consulting, Inc., a small, woman-owned business, is a supplier of IT consulting services to Canadian Pacific Railway (CP). As a co-owner of Bowdark Consulting, I have worked with CP to provide IT solutions to support transportation operations (e.g., rate management and publication, demurrage processing, customer quoting, and so forth).

From our perspective as a supplier, we see this transaction as highly beneficial since it will strongly support growth and investment in the North American rail network. Throughout our time working with CP, we have seen time and time again their willingness to invest in infrastructure and services to better serve customers across industries. We've had the pleasure of working with CP up close to see just how far they are willing to go to improve operational efficiency in and around the IT landscape and beyond.

Investment in the North American rail network is beneficial to the United States infrastructure and the merger of CP and Kansas City Southern (CPKC) should expand the rail options suppliers have for transporting their product throughout the country. With this increased rail capacity, investment in the structural rail system and job creation, the merger should help to stimulate the US economy. 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. Indeed, we look forward to the opportunity to advancing/supporting the union of these two companies by bringing together their technology infrastructures and creating a unified, all-encompassing technological platform.

Regards,

Andrea Wood
Chief Operating Officer/Owner
Bowdark Consulting, Inc.

Brandt CONSTRUCTION CO.

GENERAL CONTRACTORS

700 FOURTH STREET WEST
MILAN, ILLINOIS 61264
PHONE: (309) 787-4644

Wednesday, May 19, 2021

Surface Transportation Board
395 E Street SW
Washington, D.C. 20423

Sirs:

- Brandt Construction Co. is a supplier of construction services to the rail industry. CP is one of our most valued customers.
- I, Terence L. Brandt, serve as the Chief Operating Officer at Brandt Construction Co., where my duties include executive management of all aspects of our construction services. Brandt Construction 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.
- As a provider of construction services to CP, we are familiar with their extensive capital improvement program and their commitment to maintaining the highest quality of infrastructure for rail services. While actively partnering with local suppliers and vendors, CP holds them to the very high standards of safety and excellence it demands of itself.
- 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. To the contrary, we see only improvement in these areas under the leadership of CP. For these reasons, we hope to see the transaction close and the benefits come to light as soon as possible.

Sincerely,



Terence L. Brandt
Chief Operating Officer
Brandt Construction Co.
700 4th Street West
Milan, Illinois 61264



CALTRAX Inc.

Monday, May 17, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Caltrax is a supplier of Railcar repair, maintenance and retrofit to the rail industry. CP is one of our customers.
- I Jay Smyth serve as the Operations Manager at Caltrax Inc., where my duties include oversight of the entire Caltrax operation. Caltrax 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 railcar repair provider in Canada we feel that a merger of this magnitude would be beneficial to all shippers and customers inclusive of ourselves. Streamlining shipping lines will reduce the chance for safety incidents as well making additional repair facilities more accessible to the end user.
- 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.

JAYSMYTH
Operations Manager
Caltrax Inc.



May 14, 2021

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

The Canadian Red Cross is a supplier of First Aid Training for employees of CP. CP is one of our longest standing customers in this regard.

As Director of Business Development with the Canadian Red Cross I oversee our First Aid Training to support Canadian Pacific. We have been a supplier of CP since 2003 training over 68,000 Canadian Pacific employees. The American Red Cross has been a proud supplier of training for Canadian Pacific employees in the US. The Canadian Red Cross 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's attention to safety for their employees strongly matches our own mandate to increase community capacity and resilience through education. CP has made safety a corporate commitment.

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 that reads "Carolyn Tees".

Carolyn Tees
Director of Business Development - Prevention & Safety – Canadian Red Cross

**Canadian Red Cross
Croix-Rouge canadienne**

National Office
400 Cooper Street, Suite 8000
Ottawa, ON K2P 2H8
Canada

1-877-356-3226

myrcsupport@redcross.ca
redcross.ca

Surface Transportation Board

395 E Street SW Washington, DC 20423

May 17, 2021

To whom it may concern,

Cooper Equipment Rentals Limited is a supplier of construction and industrial equipment to the rail industry. CP Rail is one of our customers. I serve as the President and COO of Cooper Equipment and can confirm that Cooper Equipment supports approval of the proposed merger between CP and KCS. From our perspective this merger will be good because it will strongly support the growth and investment in the North American rail network.

Our company has benefited from a long relationship with CP where we provide equipment that is critical to supporting CP Rails investment in maintaining and expanding the rail network in Canada. Our equipment is critical in maintaining a safe 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. 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



Darryl Cooper

President & COO

Cooper Equipment Rentals Limited



May 18, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

- Delta Railroad Construction is a supplier of MOW Equipment to the rail industry. CP is one of our customers.
- I Linda Laurello SERVE AS THE COO at Delta Railroad Construction, where my duties include overall management of operations of our business. Delta Railroad 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.
- As a supplier of Remanufactured MOW Equipment for CP we support this merger and will continue to support CP's dedication to safety and continued capital investments in upgrading equipment.
- 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.

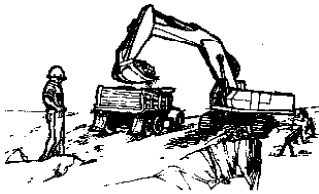
Sincerely,

A handwritten signature in black ink, appearing to read "Linda Laurello", written over a horizontal line.

Linda Laurello
COO
Delta Railroad Construction

Delta Railroad Services
A Salcef Group Company

2648 West Prospect Road - P.O. Box 1398
Ashtabula, OH 44005-1398
Phone (440) 992-2997
Fax (440) 992-1311
www.deltarr.com



ED GARROW and SONS, INC.

May 19, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

To whom it may concern:

- Ed Garrow and Sons, Inc is a contractor of track maintenance with excavation and support equipment to the rail industry. CP is one of our customers.
- I Ronald E. Garrow SERVE AS THE Vice-president at Ed Garrow and Sons, Inc., where my duties include all aspects of estimating and all day to day operations of the business. Ed Garrow and Sons, 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 perform specialized trenchless excavation using Pipe Ramming and/or Horizontal Directional Drilling as well as other excavation for track maintenance and new installations of drainage pipes and conduit(s). We are looking forward to the merger in hopes the infrastructure will continue to grow and be improved.
- 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,

Ronald E. Garrow
Vice-president
Ed Garrow and Sons, Inc.

REG/jmc

Fueliner LLC

5/14/21

Surface Transportation Board

395 E. St. SW

Washington, DC 20423

- Fueliner is a supplier of Transportation of fuel to the Nahant yard in Davenport Iowa tot the rail industry. CP is one of our customers.
- I Gary Rambousek SERVE AS THE Salesman for Fueliner at Molo Companies, where my duties include SALES AND CUSTOMER SERVICE. Fueliner 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.

Fueliner is a transportation of fuel to the Nahant yard from the Quad Cities Terminal. Fueliner has been awarded the last two contracts from CP rail. Fueliner and myself have had an excellent relationship with CP rail that have been a great company and great people to work with.

- 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

Gary Rambousek Sales
Fueliner LLC

A handwritten signature in black ink, appearing to read "Gary Rambousek", is written over a yellow horizontal line. The signature is fluid and cursive.

May 7, 2021
Surface Transportation Board
395 E Street SW Washington, DC 20423

- Green Stream Lawn and Vegetation Management Inc., is a supplier of Maintenance of Way to the rail industry. CP is one of our customers.
- I Steve Ford serve as the General Manager at Green Stream Lawn and Vegetation Management Inc. where my duties include contract service management. Green Stream Lawn and Vegetation Management 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 services that we provide the rail industry, specifically CP, help to maintain the high level of safety for all employees, passengers and customers of CP. CP is vital to the success of businesses all across Canada and the United States of 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.

Respectfully Yours,



Steve Ford- General Manager
Green Stream Lawn and Vegetation Management Inc.



May 17th, 2021

- INDIXIO is a supplier of Asset management and GIS software to the rail industry. CP is one of our customers.
- I DANICK VENNE serve as the PRESIDENT AND GENERAL MANAGER at INDIXIO. INDIXIO 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.



Danick Venne
President and General Manager
Indixio inc.



May 15th, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

RE: Canadian Pacific Railway and Kansas City Southern Merger

My name is Craig Bartheld, Director of Business Development at Brennan where my duties include developing new opportunities to better serve the railroad industry. J. F. Brennan Company, Inc. (Brennan) is a supplier of bridge construction services to the railroad industry's bridges crossing our nation's waterways. The Canadian Pacific Railway is our preeminent railroad client.

Brennan supports approval of the proposed combination of Canadian Pacific Railway (CP) and the Kansas City Southern (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, ultimately bring employment growth and stimulating economic development throughout the United States, Canada, and Mexico. In turn, that growth will support investments in new rail capacity that benefit shippers, the public, and suppliers like us.

Brennan has been providing bridge inspections, repairs, and bridge construction services to the Canadian Pacific Railway for over 65 years. Brennan also performs these same railroad services to the Kansas City Southern railroad. The combination of these two railroads will blend two strong cultures that are founded in a commitment to safety, a commitment to community, and the desire to provide the best service to their customers. The ability to provide a railroad service to customers that can deliver a seamless railroad corridor from Mexico to Canada, will help provide greater competition and more options to shippers. Canadian Pacific's use of predictive analytics will help the KCS lines by reducing mainline mechanical failures and minimizing delays in the supply chain. The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation and provide new competitive options that support growth at CPKC. The combination of these railroads will help shift freight from trucks on the highways to the rail system, making our roadways safer for everyone.

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 Bartheld
Director of Business Development
J. F. Brennan Company, Inc.

John W. Sheehan and Sons, Inc.

3529 Essex Road, PO Box 765, Willsboro, NY 12996 | 518-963-4303 | sheehansons@willex.com

May 18, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To Whom It May Concern:

John W. Sheehan and Sons, Inc. is a supplier of construction aggregates to the rail industry. CP has been one of our customers for many years.

I, Trisha Sheehan, am one of the owners at John W. Sheehan and Sons, Inc., where my duties include managing the office and assisting in project scheduling and aggregate delivery. John W. Sheehan and Sons, 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 strives to continually invest in upgrading their facilities, providing economic growth by giving companies like ours business and, at the same time, enhancing their railway safety which is a top priority for CP.

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.

Trisha Sheehan

Trisha Sheehan

Owner

John W. Sheehan and Sons, Inc.

Just Write Ink
40 Everglens Close SW
Calgary, AB
T2Y0G6

15 May 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

Just Write Ink is a creator of handcrafted, custom-made fine writing instruments, and Canadian Pacific is one of my valued customers.

I serve as the President and Master Craftsman at Just Write Ink where my duties include the design, production, and distribution of handcrafted pens for a variety of companies that help to promote their visibility and assist in enhancing relationships with their business partners.

From my perspective as a supplier, I fully support the proposed combination of CP and KCS. This combination will provide an enhanced competitive alternative to existing rail service providers and will result in improved service to customers of all sizes. Grain, automotive, auto-parts, energy, intermodal, and other shippers, would benefit from the merger and increased efficiency of the combined network and will help support economic growth across the North American continent. In turn, that growth will support investments, along with suppliers and the public alike.

From Just Write Ink's perspective, there is a tremendous value in this merger as it more than doubles the potential for growth by increasing my sales with this combined organization.

I see this merger as purely beneficial and is in the best interest of the public and to the business community, including the potential to greatly increase sales for my company. As such, I hope to see this merger come to light as soon as possible for the benefit of all.



Ralph D. Sears
President and Craftsman
Just Write Ink



351 N. 6th Ave. • Eldridge, Iowa 52748
(563) 322-2023 • Fax: (563) 285-6413

May 18, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To Whom it May Concern:

- Lighting Maintenance, Inc (LMI) is a supplier of electrical services to the rail industry. CP is one of our customers.
- I Tom Circello serve as the President at Lighting Maintenance, Inc (LMI), where my duties include estimating and project management. LMI 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.
- Lighting Maintenance, Inc as an electrical contractor operating a small business in our community values the merger for: continual investments in upgrading facilities, capacity to serve customers, continued economic growth and development in many regions including those we 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 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 black ink, appearing to read "Tom Circello".

Tom Circello
President
Lighting Maintenance, Inc



LYONS & PINNER ELECTRIC COMPANIES

650 East Elm Avenue – P O Box 749

LaGrange, Illinois 60525

Phone: (708) 588-6800 Fax: (708) 588-6845

May 17, 2021

Surface Transportation Board

395 E Street SW

Washington, DC 20423

- Lyons & Pinner Electric Companies is a supplier of electrical construction and maintenance services to the rail industry. CP is one of our customers.
- I Gary Misicka serve as the President & CEO at Lyons & Pinner, where my duties include overseeing our day to day operations. Lyons & Pinner Electric 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.
- We have served CP Rail for over 30 years and I feel their strength is their continued investment into their infrastructure. This commitment has helped me keep key employees busy for many years. I see this merger as an opportunity to create more jobs in America where people can come to work and know that CP has a true commitment not only to continually upgrading facilities but also 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.

Sincerely,

Gary Misicka
President & CEO

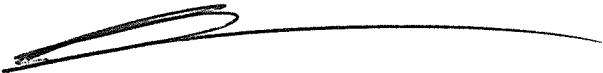
May 14, 2021

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

Our Support for the CPR / KCS merger

- MAACKON Corporation is a supplier of Bridge and Structures Maintenance / Construction to the rail industry. CP is one of our customers we have work with CP
- I Matt Dellandrea serve as the President at MAACKON Corporation, where my duties include customer relations, project management, procurement and we at MAACKON 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.
- As a supplier of Bridge and Structures Maintenance / Construction we see this as a benefit for not only MAACKON as CPKC do more added maintenance / construction due to increased rail traffic to keep track with CP's attention to safety and continual investments in upgrading facilities with the vision to increase capacity to serve customers.
- On a Canadian national level it will bring great pride across Canada that a Canadian icon firm as old as CP, that they are merging with a firm across the longest unprotected boarder in the world. The long term stability for CP and KCS for this merger is a complete win win.
- 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.

Matt Dellandrea



President
MAACKON Corporation

May 17, 2021

Supplier Support Letter Bullets

- Mac-Air Compressor Ltd. is a supplier of Compressed Air needs, to the rail industry. CP is one of our customers.
- I John LaForest, serve as the Compressor Technician at Mac-Air Compressor Ltd., where my duties include Servicing compressors, installations, running air piping, etc. Mac-Air Compressor 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 supply CPs compressed air needs, from installation, to repairs, to new machinery, air-lines etc. CP attention to safety, continual investments in upgrading facilities and capacity to serve customers, is a value to any company merging with them.
- 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.



John LaForest
VP Service Technician
Mac-Air Compressor Ltd.



4752 BAXTER ROAD • ROCKFORD, IL 61109
Phone: (815) 874-3334 • Fax: (815) 874-3822

May 17, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

- Maggio Truck Center is a supplier of Railroad Recovery Services/Derailment Contractor to the rail industry, and CP is one of our customers.
- I, Martin Maggio, serve as the President of Maggio Truck Center, where my duties include overseeing the customer base and the daily operations of the company. Maggio Truck Center supports approval of the proposed combination of CP and Kansas City Southern (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.
- Maggio Truck Center views this merger as a progressive approach to the Railroad industry, in which CP leads the way in their attention to safety, and their ongoing efforts to rebuild and grow their infrastructure (e.g., bridges, buildings, equipment, etc.). While we had witnessed a decline in railroad traffic over the years, we have now witnessed a surge in CP rail business. We believe this is mainly due to their customer service focus in order to provide railroad transportation based on their customers' needs.
- 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.
- We see this 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 this transaction close and the benefits come to light as soon as possible.

Sincerely,

Martin Maggio

Martin Maggio
President

**Michael O'Keefe Limited
4108 Ninth Concession
Windsor Ontario
N8N 2M1**

18 May 2021

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

- Michael O'Keefe Limited is a supplier of operated equipment to the rail industry. CP is one of our customers.
- I Shawn O'Keefe am the president at Michael O'Keefe Ltd, where my duties include oversight and day to day management. Michael O'Keefe 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.
- From my perspective in southwestern Ontario the merger seems tremendously beneficial. It will expand and solidify CP's rail network and assure that serving my area continues to be viable and profitable. CP Rail's culture of safety and productive growth can only serve to improve the KCS side of the merger 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.



Shawn O'Keefe

President, Michael O'Keefe Limited

Midstates Rail, LLC is a supplier for Rail Pick-Up and scrap cleanups to the rail industry. Canadian Pacific is one of our customers we work with.

I Eric Ruzkowski serve as President of Midstates Rail, LLC where part of my duties are contracts and purchase of said mentioned services provided with the CP and give my full support to the proposed combination of CP and KCS.

We feel from a supplier perspective the transaction will be beneficial to strengthen growth in the North American rail network.

The completed transaction will support our business from the Northern regions straight through to our Southern operation. As investments are made to upgrades facilities to serve customers we feel this will benefit all involved.

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 help shift freight from trucks to rail relieving truck clogged roadways. 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, along with suppliers.

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 closes to see benefits come to light as soon as possible.



Eric Ruzkowski
President
Midstates Rail, LLC



Wednesday, May 19, 2021

Surface Transportation Board
395 East Street SW
Washington, DC 20423

Sirs:

- Mill Creek Mining is a supplier of aggregates and other quarry products to the rail industry. CP is one of our most valued customers.
- I, Beau Brandt, serve as the Vice President of Mill Creek Mining, where my duties include management of quarry operations and sales. Mill Creek Mining 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 provider of quarry products to CP, we are familiar with their extensive capital improvement program and their commitment to maintaining the highest quality of infrastructure for rail services. While actively partnering with local suppliers and vendors, CP holds them to the very high standards of safety and excellence it demands of itself.
- 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. To the contrary, we see only improvement in these areas under the leadership of CP. For these reasons, we hope to see the transaction close, and the benefits come to light as soon as possible.

Sincerely,

Beau Brandt
Vice President
Mill Creek Mining
700 4th Street West
Milan, Illinois 61264

May 17, 2021

Supplier Support Letter Bullets

- Myshak Crane & Rigging Ltd is a supplier of Cranes, Pickers, Tractor Trailers & Manpower to the rail industry. CP is one of our customers.
- I Steve Kopp serve as the Vice President at Myshak Crane & Rigging Ltd, where my duties include leading a diverse, multi-disciplined team of professionals. Managing the overall operations and revenue generation of the company and ensuring its continual growth. Ensuring compliance with our companies' policies and procedures, with the highest regard to safety. Actively participating with involvement in our operations; encouraging collaboration with all team members. Myshak Crane & Rigging 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 at Myshak are a local, Alberta family owned and operated company that pride ourselves on service, safety, and doing so with a modern fleet. Our turnkey services that we can provide CP range from outdoor/indoor storage (or the simple term warehousing), transportation including heavy haul transport, fully operated and maintained crane rental, as well as an extensive equipment sales and bare rental fleet. There are a lot of great synergies between our two groups, that really benefit each other, and it all starts with our likeminded cultures and commitment to service 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.



Steve Kopp
Vice President | Myshak Crane & Rigging Ltd
Cell: 780-446-2900 / Office: 780-948-5244
Email: skopp@myshaksales.com



HEAD OFFICE

435 Lucas Avenue
Box 67, Group 200
R.R.#2

Winnipeg, MB R3C 2E6
Phone: (204) 953-1400
Fax: (204) 694-5810

WINKLER BRANCH

1 – 535 George Avenue
P.O. Box 859

Winkler, MB R6W 4A9
Phone: (204) 325-1345
Fax: (204) 325-0045

KELOWNA BRANCH

5 – 215 Neave Road
Kelowna, BC V1V 2L9

Phone: (250) 765-8080
Fax: (250) 765-9191

Toll Free

1-866-GO-PAYNE

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Step/Flat Deck
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Heavy Haul
Expedited L.T.L.
Logistics

***"No Payne
No Gain"***

May 17, 2021

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

To Whom It May Concern,

Payne Transportation Ltd. (Payne) is a supplier of freight transportation services to the rail industry. CP is one of our customers.

I, Tom Payne Jr. serve as the President at Payne Transportation Ltd., where my duties include overall oversight of operational and financial success of our company. Payne 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 provides superior attention to safety and continuous investment in upgrading facilities and capacity to serve customers that can only serve to improve rail services.

The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation and will provide new competitive options that support growth at CPKC. This 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,

Payne Transportation Ltd.

**Tom Payne Jr.
President**



25 ch. Gaspésie Rd. | Box 39

Hearst ON P0L 1N0

844 362-4523 

705 362-7360 

www.pepco.ca 

Surface Transportation Board

395 E. St. SW

Washington, DC 20423

May 17, 2021

- Pepco is a supplier of fuels, lubricants, industrial supplies and transloading services and logistics supplier to the rail industry. CP is one of our customers.
- I, Luc Pepin serve as the CEO at Pepco. Pepco 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.

A handwritten signature in blue ink, appearing to read "Luc Pepin".

Luc Pepin

CEO

Pepco



**AN AUTHORIZED HARSCO REMANUFACTURING FACILITY
AUTHORIZED HARSCO PARTS DISTRIBUTOR CENTER**

May 13, 2021

Surface Transportation Board
395 E Street SW
Washington, DC 20423

RE: CP-KCS MERGER

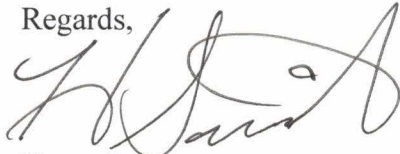
To Whom it May Concern:

On behalf of Precision Railway Equipment Company, LLC, I would like to offer our support of the CP and KCS merger. As a key supplier for the CP and KCS, we view this merger as a positive alignment of the Class 1 railroads that will strengthen rail service throughout North America. Below are some key points I would like to highlight regarding the merger and our relationship with the CP:

- Precision Railway Equipment Company, LLC, is a supplier of remanufacturing, repair services and repair parts for Maintenance of Way equipment to the rail industry. CP and KCS are both our customers.
- I, Harry Smith, serve as the Vice President and General Manager at Precision Railway Equipment Company, LLC, where my duties include overseeing the overall management of the company as well as maintaining key customer relationships. Precision Railway Equipment Company, 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.
- Precision Railway Equipment Company provides valuable MOW tamper remanufacturing and repair services along with repair parts to both the CP and KCS to allow them to provide continued maintenance and improvements to their rail infrastructure 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.
- 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, appearing to read 'H. Smith', written over the word 'Regards,'.

Harry Smith
Vice President and General Manager
Precision Railway Equipment Company, LLC

Runde Metal Recycling, LLC

643 Commerce St. Holmen, WI 54636 Phone: 608-526-9358 Fax: 608-526-9896 Email: Danielle@ccrrecycling.com

May 17, 2021

Surface Transportation Board
395 E Street SW Washington, DC 20423

To whom it may concern:

Runde Metal Recycling LLC is a supplier of scrap metal for recycling purposes. CP is one of the rail lines we use to transport our scrap metal.

I, Matthew Runde, Vice President/Operations Manager at Runde Metal Recycling, 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.

Runde Metal Recycling, LLC works closely with the CP rail for shipments as well as processing scrap metal on site to be delivered directly to steel mills and foundries for recycling purposes. We are constantly looking for new opportunities to ship our scrap metal and this merger will open up many new markets for us.

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 as well as barge traffic. 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,



Matthew Runde
Vice President/Operations Manager
Runde Metal Recycling LLC



SBJ Services, LLC
PO Box 657
Butler, WI 53007-0657
Phone: 262-674-4241
Fax: 262-794-3950
sbj4fleets@gmail.com

Surface Transportation Board
395 E Street SW Washington, DC 20423

Good day,

My name is Bryan Pfaff, and I am the owner of SBJ Services. SBJ Services has been providing on site and in shop repairs to CP Rail's fleet of trucks and heavy equipment in the Chicago IL, Milwaukee WI, and Portage WI, area since 2012. SBJ Services supports approval of the proposed combination of Cp and KCs railways.

Since we began our partnership with CP we have been impressed by the culture of safety and efficiency that CP Rail has created. Their requirements for manufacture training ensure not only their equipment is well maintained and safe, but also allows us to set a high bar for knowledge and safety that most other independent shops cannot match.

We believe that this combination will benefit the growth and investment in the North American rail network by shifting freight from congested highways to more fuel efficient and safer rail transportation. We see this merger as only positive, decreasing carbon emissions from road bound vehicles as well as semi related traffic fatalities and the spills created when over the road vehicles are involved in accidents.

Signed

A handwritten signature in black ink, appearing to be 'Bryan Pfaff', written over a horizontal line.

Bryan Pfaff
Owner
SBJ Services



778.875-9345
storm@snowavalanche.com
www.snowavalanche.com



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May 14, 2021

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

- Storm Mountain Technical Services (Storm Mtn) is a supplier Avalanche Risk Management (ARM) to the rail industry. CP is one of our customers.
- I GREG MCAULEY SERVE AS THE PRESIDENT at STORM MTN, where my duties include Avalanche Forecasting, and Avalanche Risk Management. Storm Mtn 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 critical services for CP by providing ARM services. Our service ensures CP's economic flow is not impacted by uncontrolled avalanche danger, while providing safety for all CP personnel and contractors.
- 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,

Greg McAuley

President / Senior Avalanche Specialist

Storm Mountain Technical Services Inc.



2110 W Clybourn St. Milwaukee, WI 53233

**Surface Transport Board
395 E Street SW Washington, DC 20423
5-17-2021**

Supplier Support Letter Bullets

- Terminal Andrae is a supplier of electrical installation and parts for the rail industry. CP is one of our customers.
- I Robert Kruesel serve as the Project Manager/ Design Engineer at Terminal Andrae, where my duties include project management, design, purchasing for CP. Terminal Andrae 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.
- Terminal Andrae, has provided CP rail with many electrical service's including main electrical gear and generators in order to keep things running smoothly, we have supplied them with many electrical installations, upgrades and testing for their facilities. We also have installed electrical for many of the out buildings along the rail system. CP in our eyes has an investment in make the sites very safe and work with us to keep everyone safe in and around the rail areas. It is nice to work with a company that looks at safety for most, then the project.
- 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.

If you have any questions or require any further information, please do not hesitate to contact me.

Very Truly Yours,
Terminal-Andrae Inc.

Robert Kruesel

Robert Kruesel D.E.
Project Manager / Design Engineer



5789 Coopers Ave. Mississauga ON L4Z 3S6
P: 905-568-1700 • TF: 1-888-WAINBEE [924-6233] • F: 905-568-0083

May 13, 2021

Wainbee Limited Supplier Support Letter

To Whom It May Concern:

Wainbee Limited is a supplier of Motion Control, Filtration & Automation products and services to the rail industry. CP is one of our customers.

I, Campbell Tourgis, am the Vice President of Sales & Marketing for Wainbee Limited, where my duties include executive oversight and management of all Marketing, Sales, Engineering, Production and Service offerings to CP. After a review of the proposed merger, Wainbee Limited 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, which is a key market segment for us, and we have developed an incredibly strong relationship with CP in enhancing their productivity.

Wainbee Limited is a 100% Canadian and Employee-Owned corporation since its inception in 1957 and we have been supporting CP in its Canadian operations since the early 1980's. We've always found CP to be leading edge with respect to its continuous improvement and desire to maintain safe and modern automation of its production and service business's and see it as an innovator in its market space.

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 'C. Tourgis'.

Campbell Tourgis
Wainbee Limited



William Day Construction Limited

2500 Elm Street, PO Box 1060

Azilda, ON

POM IB0

Ph:(705) 682-1555 Fax: (705) 682-2739



May 17, 2021

TO:

Surface Transportation Board,

- William Day Construction Limited is a supplier of construction, repairs, and maintenance to the rail industry. CP is one of our customers.
- I serve as the Rail Division Operations Manager at William Day Construction Limited. My duties include the organization, scheduling, and coordination of the construction and maintenance services that we supply to CP. William Day Construction 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.
- We anticipate that CP's expanded rail network will help to ensure their continued success, and by extension, ours as well.
- The new transportation services that CPKC will bring to their customers will stimulate growth in rail transportation and 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.
- 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.

Kevin Guse

A handwritten signature in black ink, appearing to read "KG", with a long horizontal line extending to the right.

**Rail Division Operations Manager
William Day Construction Limited**

~ Everyone Safely Home ~



May 18, 2021

Cynthia T. Brown
Chief, Section of Administration
Office of Proceedings
Surface Transportation Board
395 E. Street, S.W.
Washington, DC 20423-0001

Re: Canadian Pacific Railway—Kansas City Southern, the Kansas City Southern Railway Company, Gateway Eastern Railway Company, and the Texas Mexican Railway Company

Dear Ms. Brown:

ZTR is a supply partner to Canadian Pacific Railway, as well as other Class 1 Railroads and operators globally providing locomotive controls and other technologies.

We are supportive of this acquisition of KCS because of the benefits provided to the market by a network connecting Atlantic and Pacific ports with Canadian, American, and Mexican borders. Such a network would offer a fast, safe, clean and direct service for North-South trade.

As a supplier to the railway industry, we view this consolidation of KCS as strategic - it will support the growth of trade within North America and the growth of investment in the rail network which will benefit our company and we are confident the overall economy.

We are also receptive to the positive environmental and safety impacts of converting truck freight traffic to rail due to the energy efficiency of rail, and reduction of traffic on already crowded roads.

We see the acquisition of KCS as beneficial, we do not anticipate any negative impacts to the market at large, our company, or the environment.

ZTR is confident in and strongly supports the proposed acquisition of KCS for all of the reasons as stated above. Sincerely,

A handwritten signature in blue ink, appearing to read 'Gordon Niznik'.

Gordon Niznik
Vice President, Finance & Operations