

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

Office of Economics

303016

September 10, 2021

Mr. Daniel Baquet
Weil, Gotshal & Manges LLP
2001 M Street NW, Suite 600
Washington, DC 20036

ENTERED
Office of Proceedings
September 20, 2021
Part of
Public Record

Re: Waybill Request WB21-56 & FD36514

Dear Mr. Baquet:

The Surface Transportation Board (STB or Board) has received your request under 49 C.F.R. § 1244.9(b)(4) dated September 10, 2021 for permission to access the confidential Carload Waybill Sample (CCWS) with unmasked revenues in connection with FD 36514, Canadian National Railway Company et al.-Control-Kansas City South, et al., on behalf of Norfolk Southern Railway Company (“NSR”). Specifically, you request the unmasked 2015-2020 CCWSs for all records and fields.

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

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

- a) Mr. Steven Newborn – Weil, Gotshal & Manges LLP*
- b) Ms. Brianne Kucerik – Weil, Gotshal & Manges LLP*
- c) Mr. Daniel Baquet – Weil, Gotshal & Manges LLP*
- d) Mr. Christopher Borek – Outside Consultant*
- e) Mr. Ivan Maryanchyk – Outside Consultant*
- f) Mr. Peter Jones – Outside Consultant*
- g) Mr. Josh Levinson – Outside Consultant*
- h) Ms. Olivia Podos – Outside Consultant*
- i) Mr. Jeffrey Macher – Georgetown University*
- j) Mr. John Mayo – Georgetown University*
- k) Mr. Alvaro Sanchez – Outside Consultant*
- l) Mr. Jose A. Chavez – Outside Consultant*
- m) Ms. Lorna Guzman – Outside Consultant*

Waybill Agreement WB21-56

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

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

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

Your signature acknowledges your agreement to comply with the following:

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

public version of the pleading and evidence that redacts unaggregated CCWS data should also be filed for posting in the public docket.

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

Waybill Agreement WB21-56

After all parties have signed and returned this agreement, please contact Mr. Dusenberry (202) 245-0319 to make the necessary arrangements to have a copy of the data sent to you. The STB will provide the data by email through file transfer protocol. Prior payment of processing and mailing cost of **\$993** is required. Payment can be made through the Board's electronic payment system, Pay.gov. Your payment through Pay.gov will generate a unique Pay.gov transaction number, which you will need to provide with your signed agreement. Pay.gov accepts payment through bank accounts, credit cards, debit cards with a MasterCard or Visa logo, and digital wallet. Payment can also be made directly to the Board via check or money order.

Sincerely,

William Brennan

William Brennan, PhD
Chief Economist & Director
Office of Economics

Waybill Agreement WB21-56

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

By: Steven Newborn

/s/ Steven Newborn

Signature

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By: Brianne Kucerik



Signature

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By: Daniel Baquet

Daniel Baquet

Signature

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By: Christopher Borek

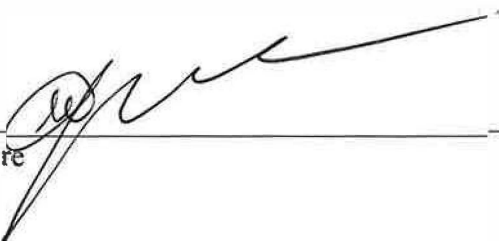


Signature

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By: Ivan Maryanchyk

Signature 

Waybill Agreement WB21-56

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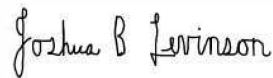
By: Peter Jones

Peter Jones

Signature

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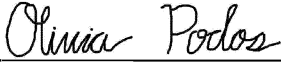
By: Josh Levinson

A handwritten signature in cursive script that reads "Joshua B. Levinson".

Signature

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By: Olivia Podos



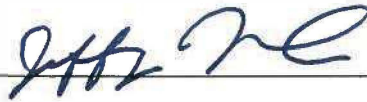
Signature

Waybill Agreement WB21-56

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By: Jeffrey Macher

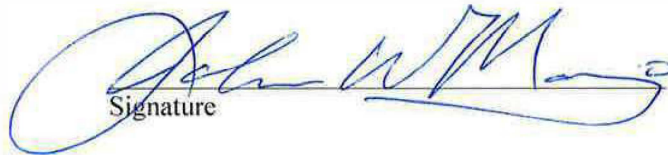
Signature

A handwritten signature in blue ink, appearing to read 'J. Macher', is written over a horizontal line.

Waybill Agreement WB21-56

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By: John Mayo


Signature

Waybill Agreement WB21-56

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By: Alvaro Sanchez

A handwritten signature in blue ink, appearing to read 'ALVARO SANCHEZ', written over a horizontal line.

Signature

Waybill Agreement WB21-56

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By: Jose A. Chavez

Signature  José A. Chavez

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By: Lorna Guzmán


Signature

Francesca Ciliberti-Ayres
Tel 303.685.7443
Ciliberti-ayresf@gtlaw.com

August 6, 2021

Mr. William Brennan, PhD
Chief Economist & Director
Office of Economics
Surface Transportation Board
395 E Street, SW
Washington, D.C. 20423

Re: STB Finance Docket No. 36514, Request for Access to Confidential Carload
Waybill Sample under 49 C.F.R. § 1244.9

Dear Director Brennan:

Pursuant to 49 CFR §1244.9(b)(4), Greenberg Taurig LLP, which is outside counsel for Norfolk Southern Railway Company (“NSR”), respectfully requests access to the confidential Carload Waybill Sample with unmasked revenues for 2015 through 2020, in connection with the above-referenced proceeding. At this time, access is being requested for Greenberg Taurig (NRS’s counsel), and Christopher Borek, Ivan Maryanchyk, Peter Jones, Josh Levinson, Olivia Podos, and Alvaro Sanchez (NSR’s outside consultants). We also request access for Jeffrey Macher and John Mayo of Georgetown University, also consultants to NSR. If additional consultants or counsel are retained, we will amend our request to add such individuals.

Access to the Waybill data is necessary for these parties to analyze traffic patterns to be submitted as part of the above-referenced proceeding. Accordingly, NS respectfully requests the release of unmasked costed confidential Carload Waybill Sample for 2015 through 2020, inclusive, for all commodities. Given the potential breadth of the proceeding, the needed geographic area includes all reported geographic areas. The 100% Waybill data, for all records and fields, is also needed in order to fully evaluate any changes, or no changes, in traffic patterns that may occur from the proposed transaction. Given the scope of the potential impacts of this proceeding, which NSR believes could be felt nationwide, NSR believes that the complete unmasked carload waybill access requested is appropriate and consistent with that granted to other parties in this proceeding. Moreover, this type of Waybill access is routinely granted in proceedings such as this one.

We understand the limitations of the Waybill files regarding revenues and accuracy. We also understand that the data includes confidential shipper and carrier information. We will treat this data as highly confidential, and we will make the data available only to certain of our attorneys and members of our staff in accordance with 49 CFR §1244.9(b)(4). Any Waybill data disclosed to any

August 6, 2021

Page 2

party not specifically covered herein, however, will be aggregated to the three FSAC rule according to 49 CFR §1244.9(f).

We will undertake all efforts to ensure that all those with access to the Waybill data will comply with the confidentiality requirements established in the regulations. We understand that we will be required to sign an agreement before any Waybill data may be used. We will comply with the Board's confidentiality requirements, and no person, other than those listed here, will be entitled to access and review the raw data contained within the Waybill sample.

If you have any questions, please do not hesitate to contact me.

Respectfully submitted,



Francesca Ciliberti-Ayres

From: [Baquet, Daniel](#)
To: [Dusenberry, Alexander](#)
Cc: [Kucerik, Brianne](#); [Newborn, Steven](#); [Chouest, Hanna](#); [Staton, Nicole](#); [Brennan, William](#)
Subject: WB21-56 and WB21-57
Date: Friday, September 10, 2021 12:44:31 PM

Hello Alex,

Thank you for discussing Norfolk Southern's requests for access to waybill data (WB21-56 and WB21-57). Consistent with our discussion, please see below the current list of individuals seeking access to the waybill data on behalf of Norfolk Southern. Compared to the initial request, we removed the three Greenberg Traurig attorneys, added the three Weil, Gotshal & Manges attorneys, and added two additional outside consultants.

- a) *Mr. Steven Newborn – Weil, Gotshal & Manges LLP*
- b) *Ms. Brianne Kucerik – Weil, Gotshal & Manges LLP*
- c) *Mr. Daniel Baquet – Weil, Gotshal & Manges LLP*
- d) *Mr. Christopher Borek – Outside Consultant*
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- k) *Mr. Alvaro Sanchez – Outside Consultant*
- l) *Mr. Jose A. Chavez – Outside Consultant*
- m) *Ms. Lorna Guzman – Outside Consultant*

Please don't hesitate to give me a call with any questions. Thank you again for your assistance.

Regards,
Dan



Daniel Baquet

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+1 347 302 5289 Mobile

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