

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

303037

Office of Economics

ENTERED
Office of Proceedings
September 24, 2021
Part of
Public Record

September 22, 2021

Mr. Michael L. Rosenthal
Covington & Burling LLP
850 Tenth Street, NW
Washington, DC 20001-4956

Re: Waybill Request WB21-67 & FD36500

Dear Mr. Rosenthal:

The Surface Transportation Board (STB or Board) has received your request under 49 C.F.R. § 1244.9(b)(4) dated September 20, 2021 for permission to access the confidential Carload Waybill Sample (CCWS) with unmasked revenues in connection with FD 36500, Canadian Pacific Railway Limited, Et al. – Control – Kansas City Southern, et al., on behalf of Union Pacific Railroad Company (“UP”). 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 FD36500 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 FD36500 becomes effective when signed agreements from the individuals listed below are received by the STB:

- a) Mr. Michael L. Rosenthal – Covington & Burling LLP*
- b) Dr. Stephen Salop – Outside Consultant*
- c) Mr. Keith Waehrer – Secretariat Economists*
- d) Mr. Jason Albert – Secretariat Economists*
- e) Mr. Alexander Echikson – Secretariat Economists*
- f) Mr. Robert Stoner – Secretariat Economists*
- g) Mr. Pablo Varas – Secretariat Economists*
- h) Mr. Mark Israel – Compass Lexecon*
- i) Mr. Ian MacSwain – Compass Lexecon*
- j) Mr. Michael Matelis – Compass Lexecon*

Waybill Agreement WB21-67

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

Waybill Agreement WB21-67

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 WB21-67

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 **\$780** 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 WB21-67

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: Michael L. Rosenthal

A handwritten signature in dark ink, appearing to read "Michael L. Rosenthal", written over a horizontal line.

Signature

Waybill Agreement WB21-67

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.

skuln
By: ~~Stephen~~ Salop



Signature

Waybill Agreement WB21-67

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: Keith Waehrer

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

Signature

Waybill Agreement WB21-67

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: Jason Albert

A handwritten signature in black ink, appearing to be 'JA', written above a horizontal line.

Signature

Waybill Agreement WB21-67

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: Alexander Echikson


Signature

Waybill Agreement WB21-67

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: Robert D. Stoner



Signature

Waybill Agreement WB21-67

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: Pablo Varas

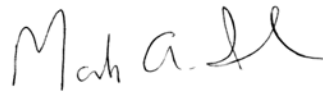


Signature

Waybill Agreement WB21-67

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: Mark Israel

A handwritten signature in cursive script, appearing to read "Mark A. Israel", written above a horizontal line.

Signature

Waybill Agreement WB21-67

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: Ian MacSwain

Signature

A handwritten signature in black ink, appearing to be 'Ian MacSwain', is written over a horizontal line. The signature is fluid and cursive, with a large loop at the beginning and a long, sweeping tail.

Waybill Agreement WB21-67

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: Michael Matelis



Signature

COVINGTON

BEIJING BRUSSELS DUBAI FRANKFURT JOHANNESBURG
LONDON LOS ANGELES NEW YORK PALO ALTO
SAN FRANCISCO SEOUL SHANGHAI WASHINGTON

Michael L. Rosenthal

Covington & Burling LLP
One CityCenter
850 Tenth Street, NW
Washington, DC 20001-4956
T +1 202 662 5448
mrosenthal@cov.com

By Email

September 20, 2021

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

**Re: STB Finance Docket No. 36500, Request for Access to
Confidential Carload Waybill Sample**

Dear Dr. Brennan:

Pursuant to 49 C.F.R. § 1244.9(b)(4), Covington & Burling LLP, which is outside counsel for Union Pacific Railroad Company, respectfully requests access to all records and fields of the 2015-2020 confidential Carload Waybill Samples with unmasked revenues in connection with FD 36500, *Canadian Pacific Railway Limited et al.—Control—Kansas City Southern et al.* At this time, access is being requested for Covington & Burling LLP (Union Pacific's counsel), as well as Dr. Stephen Salop; five individuals at Secretariat Economists: Keith Waehrer, Jason Albert, Alexander Echikson, Robert Stoner, and Pablo Varas; and three individuals at Compass Lexecon: Mark Israel, Ian MacSwain, and Michael Matelis (Union Pacific's outside consultants).

Access to the requested Waybill Sample data is essential to analyze the impacts of the transaction proposed in FD 36500 and prepare verified statements to be submitted in formal proceedings before the Board on behalf of Union Pacific. The Waybill Sample is the only single source of the data necessary to address issues before the Board in FD 36500. Given the scope of the proposed transaction and its potential nationwide impacts, Union Pacific seeks access to all records and fields of the 2015-2020 unmasked costed Waybill Samples for all geographic areas. The access Union Pacific seeks is the same as the access granted to representatives of Applicant Canadian Pacific in Waybill Request WB21-24.

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

Once access is granted, Union Pacific will pay the required fees through the STB's electronic payment system at pay.gov.

COVINGTON

Dr. William Brennan
September 20, 2021
Page 2

Please do not hesitate to contact me if you have any questions regarding this request.

Sincerely,

A handwritten signature in dark ink, appearing to read "Michael L. Rosenthal". The signature is fluid and cursive, with the first name "Michael" being more prominent.

Michael L. Rosenthal
Counsel for Union Pacific
Railroad Company

cc: Alexander Dusenberry (by email)