

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

Office of Economics

ENTERED
Office of Proceedings
September 2, 2022
Part of
Public Record

August 25, 2022

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

Re: Waybill Request WB22-50 & FD36500

Dear Mr. Baquet:

The Surface Transportation Board (STB or Board) has received your August 24, 2022 extension request, filed on behalf of Norfolk Southern Railway Company's ("NS") for permission to retain access to the confidential Carload Waybill Sample (CCWS) data covered by your access letter in WB21-56 and WB22-40. You seek approval for continued use of the data under C.F.R. § 1244.9(b)(4) in connection with FD 36500, Canadian Pacific Railway Limited, Et al. – Control – Kansas City Southern, et al. Specifically, you request extended access to the 2015-2020 unmasked granted in WB21-56 and the 2000-2014 unmasked granted in WB22-40.

Based on the explanations and justifications contained in your request, you will be authorized to access the requested data for use in the FD 36500 proceeding. Specifically, I will grant you, in accordance with 49 C.F.R. § 1244.9(b)(4), access to the 2000-2020 unmasked costed waybill samples. 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) Carrie Mahan – Weil, Gotshal & Manges LLP*
- b) John Scribner – Weil, Gotshal & Manges LLP*
- c) Brianne Kucerik – Weil, Gotshal & Manges LLP*
- d) Daniel Baquet – Weil, Gotshal & Manges LLP*
- e) Charlotte McFaddin – Weil, Gotshal & Manges LLP*
- f) Louis Warchot – Outside Consultant*
- g) Jeffrey Macher – Georgetown University*
- h) John Mayo – Georgetown University*
- i) Christopher Borek – Analysis Group*
- j) Ivan Maryanchyk – Analysis Group*
- k) Peter Jones – Analysis Group*
- l) Scott Overbey – Analysis Group*
- m) Thuy Le – Analysis Group*

- n) Angelique Bernabe – Analysis Group*
- o) Jonas Blomberger – Analysis Group*
- p) Angelia (Qianyi) Cao – Analysis Group*
- q) Ava Durant – Analysis Group*
- r) Sae Kim – Analysis Group*
- s) Huong Gong – Analysis Group*

The expiration date for this agreement is August 31, 2023. 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://www.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

Waybill Agreement WB22-50

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.

After all parties have signed and returned this agreement the extension is granted

Sincerely,

William Brennan

William Brennan, PhD
Chief Economist & Director
Office of Economics

Waybill Agreement WB22-50

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: Carrie Mahan

Carrie Mahan

Signature

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By: John Scribner

John Scribner

Signature

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By: Brianne Kucerik

Brianne Kucerik

Signature

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By: Daniel Baquet

Daniel Baquet

Signature

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By: Charlotte McFaddin

Charlotte McFaddin

Signature

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By: Louis Warchot


Signature

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By: Jeffrey Macher



Signature

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By: John Mayo

A handwritten signature in black ink, appearing to read "John W. Mayo", written over a horizontal line.

Signature

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By: Christopher Borek

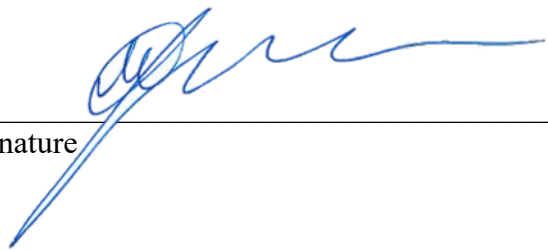


Signature

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By: Ivan Maryanchyk



Signature

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By: Peter Jones

A handwritten signature in cursive script that reads "Peter Jones". The signature is written in black ink and is positioned above a horizontal line.

Signature

Waybill Agreement WB22-50

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By: Scott Overbey

Scott Overbey

Signature

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By: Thuy Le

A handwritten signature in cursive script that reads "Thuy Le".

Signature

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By: Angelique Bernabe

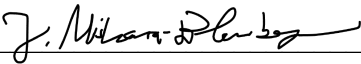
Angelique Bernabe

Signature

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By: Jonas Blomberger



Signature

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By: Angelia (Qianyi) Cao

Signature Qianyi Cao

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By: Ava Durant



Signature

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By: Sae Kim

A handwritten signature in cursive script that reads "Sae Kim".

Signature

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By: Huong Gong



Signature

Weil, Gotshal & Manges LLP

BY EMAIL

2001 M Street, NW Suite 600
Washington, DC 20036
+1 202 682 7000 tel
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Daniel Baquet

+1 (202) 682-7102

Daniel.Baquet@weil.com

August 24, 2022

Alexander Dusenberry
Office of Economics
Surface Transportation Board
395 E Street, S.W.
Washington, DC 20423

Re: ***Finance Docket No. 36500, Canadian Pacific Railway Limited, et al. – Control – Kansas City Southern, et al.***

Dear Mr. Dusenberry:

This letter seeks renewal of access to Confidential Carload Waybill Sample (“CCWS”) unmasked revenues in connection with FD 36500 through the duration of this proceeding. On September 10, 2021, the Board’s Office of Economics approved Norfolk Southern Railway Company’s (“NS”) Waybill Request WB21-56 for years 2015-2020. On July 21, 2022, the Board’s Office of Economics approved NS’s additional Waybill Request WB22-40 for years 2000-2014. NS is requesting a renewal of that access and extension through the duration of this proceeding.

For convenience, the individuals who are seeking renewal for access are:

- a) *Carrie Mahan – Weil, Gotshal & Manges LLP*
- b) *John Scribner – Weil, Gotshal & Manges LLP*
- c) *Brianne Kucerik – Weil, Gotshal & Manges LLP*
- d) *Daniel Baquet – Weil, Gotshal & Manges LLP*
- e) *Charlotte McFaddin – Weil, Gotshal & Manges LLP*
- f) *Louis Warchot – Outside Counsel*
- g) *Jeffrey Macher – Georgetown University*
- h) *John Mayo – Georgetown University*
- i) *Christopher Borek – Analysis Group*
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- p) Angelia (Qianyi) Cao – Analysis Group*
- q) Ava Durant – Analysis Group*
- r) Sae Kim – Analysis Group*
- s) Huong Gong – Analysis Group*

Sincerely,

/s/ Daniel Baquet

Daniel Baquet
Counsel for Norfolk Southern