

Surface Transportation Board
Washington, D.C. 20423-0001
Office of Economics

ENTERED
Office of Proceedings
March 24, 2025
Part of
Public Record

March 21, 2025

Steptoe LLP
Mr. Peter W. Denton
1330 Connecticut Avenue, NW
Washington, DC 20036-1795

Re: Waybill Request WB25-14 & FD36836

Dear Mr. Denton:

The Surface Transportation Board (STB) has received your request under 49 C.F.R. § 1244.9(b)(4) of March 20, 2025 for permission to access the confidential Carload Waybill Sample (CCWS) with unmasked revenues in connection with FD No. 36836, Norfolk Southern Corp. and Norfolk Southern Railway Co.–Acquisition of Control–Norfolk & Portsmouth Belt Line Railroad Co., on behalf of CSX Transportation, Inc. Specifically, you requested carload waybill data covering the period 2005 through 2024 (including all records, all fields, and confidential unmasked revenues) for all traffic and 2025 when it becomes available.

Based on the explanations and justifications contained in your request I will grant you, in accordance with 49 C.F.R. § 1244.9(b)(4), access to carload waybill data covering the period 2005 through 2023 (including all records, all fields, and confidential unmasked revenues) for all traffic. The 2024 and 2025 datasets are not ready to be requested at this time and may be requested on a later date. These datasets may be used only for purposes of this proceeding. See 49 C.F.R. § 1244.9(b)(4)(v).

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

- a) *Peter W. Denton – Steptoe LLP*
- b) *Anthony J. LaRocca – Steptoe LLP*
- c) *Molly Bruder Fox – Steptoe LLP*
- d) *Sally Mordi – Steptoe LLP*
- e) *Lauren Goldschmidt – Steptoe LLP*
- f) *Julie Carey – NERA*
- g) *Edward Lannan – NERA*
- h) *Madeline Baker – NERA*
- i) *Benjamin Schrock – NERA*
- j) *Julie Chen – NERA*

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The expiration date for this agreement is March 31, 2026. Unless you seek and obtain a renewal from the STB, this agreement upon expiration obligates you to return or destroy 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

Waybill Agreement WB25-14

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.

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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, please contact waybill@stb.gov 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.

Sincerely,

KRISTEN
MONACO

Digitally signed by
KRISTEN MONACO
Date: 2025.03.21
13:42:50 -04'00'

Kristen Monaco, PhD
Director
Office of Economics

Waybill Agreement WB25-14

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: Peter W. Denton

/s/ Peter W. Denton

Signature

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By: Anthony J. LaRocca

/s/ Anthony J. LaRocca

Signature

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By: Molly Bruder Fox

/s/ Molly Bruder Fox

Signature

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By: Sally Mordi

/s/ Sally Mordi

Signature

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By: Lauren Goldschmidt

/s/ Lauren Goldschmidt

Signature

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By: Julie Carey

/s/ Julie Carey

Signature

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By: Edward Lannan

/s/ Edward Lannan

Signature

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By: Madeline Baker

/s/ Madeline Baker

Signature

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By: Benjamin Schrock

/s/ Benjamin Schrock

Signature

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By: Julie Chen

/s/ Julie Chen

Signature

Peter W. Denton
202 429 6445
pdenton@steptoe.com

Steptoe

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March 20, 2025

VIA E-MAIL

Director Kristen Monaco, PhD
Office of Economics
Surface Transportation Board
395 E Street, SW
Washington, D.C. 20423

Re: **STB Docket No. FD 36836, Norfolk Southern Corporation & Norfolk Southern Railway Company—Acquisition of Control—Norfolk & Portsmouth Belt Line Railroad Company**

Dear Director Monaco:

I write on behalf of CSX Transportation, Inc. (“CSXT”), which filed on February 27, 2025 a petition to reject the minor application filed by Norfolk Southern Corporation and Norfolk Southern Railway Company (collectively, “NS”) in the above-referenced proceeding. By a decision served on March 14, 2025, the Surface Transportation Board (“STB” or “Board”) determined that NS’s submission will be treated as a prefiling notification and directed NS to perfect its application for a significant transaction. CSXT intends to participate in this proceeding.

Pursuant to 49 C.F.R. § 1244.9(b)(4), we hereby request that CSXT’s outside counsel and consultants be authorized to obtain and use certain confidential STB Waybill Sample data. Those outside counsel and consultants, none of whom is a regular employee of CSXT, are the following:

1. Peter W. Denton – Steptoe LLP
2. Anthony J. LaRocca – Steptoe LLP
3. Molly Bruder Fox – Steptoe LLP
4. Sally Mordi – Steptoe LLP
5. Lauren Goldschmidt – Steptoe LLP
6. Julie Carey – NERA
7. Edward Lannan – NERA
8. Madeline Baker – NERA
9. Benjamin Schrock – NERA
10. Julie Chen – NERA

Director Kristen Monaco

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This request seeks access to carload waybill data covering the period 2005 through 2024 (including all records, all fields, and confidential unmasked revenues) for all traffic. This request also seeks access to comparable data for 2025 when it becomes available.

The purpose of this request is to allow CSXT's counsel and consultants to accurately analyze the impacts of the transaction proposed in FD 36836, including traffic patterns, and to prepare verified statements in formal proceedings before the Board on behalf of CSXT.

We understand that access to these data will be granted pursuant to the terms of a protective order, solely for the purposes of this proceeding and any related litigation, and only after the execution of appropriate confidentiality undertakings. In accordance with 49 C.F.R. § 1244.9(b)(1), any evidence drawn from the STB 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.

At this time, access is being requested for the parties listed above. If additional consultants or counsel are retained, we will amend our request to add such individuals. Any strategic reports generated by outside counsel or consultants will not be disclosed to any party unless aggregated to at least the three FSAC rule in accordance with 49 C.F.R. § 1244.9(f).

The required fee of \$890.00, which includes a fixed fee of \$200.00 plus \$69.00 per person for each individual (a total of ten (10) outside counsel and consultants) has been paid on pay.gov per 49 C.F.R. § 1002.2(f)(98)(i).

Please contact me with any questions.

Respectfully submitted,

/s/ Peter W. Denton

Peter W. Denton
Attorney for CSX Transportation, Inc.