

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

ENTERED
Office of Chief Counsel
September 30, 2025
Part of
Public Record

September 29, 2025

Re: Waybill Request WB25-08 and WB25-30

I have approved the addition of the following individuals to the waybill access letter in WB25-08 and WB25-30.

- Keith Waehrer, Ph. D – Secretariat international
- Jessica Dutra, Ph. D – Secretariat international

Prior payment of processing and mailing cost of **\$276** (\$69 per signature) is required and received.

Sincerely,

**FRANCIS
O'CONNOR**

Digitally signed by
FRANCIS O'CONNOR
Date: 2025.09.29
13:47:44 -04'00'

Francis X. O'Connor
Acting Director
Office of Economics

Waybill Agreement WB25-08 and
WB25-30

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 Wachrer, Ph. D

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

Signature

Waybill Agreement WB25-08 and
WB25-30

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: Jessica Dutra, Ph. D

Signature

A handwritten signature in black ink, appearing to read "J. Dutra", is written over a horizontal line. The signature is stylized with a large loop at the end and a small "2" written below the line to the left of the signature.

MULLINS LAW GROUP PLLC

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September 25, 2025

VIA E-FILING

Dr. Kristen Monaco
Director
Office of Economics
Surface Transportation Board
395 E Street, SW
Washington DC 20423-0001

Re: Norfolk Southern Railway Company – Control Acquisition – Norfolk & Portsmouth Belt Line Railroad Company, FD No. 36836
Request for Additional Access in WB25-08 and WB25-30

Dear Director Monaco:

On March 20, 2025, pursuant to WB25-08, the Surface Transportation Board (the “STB” or “Board”) authorized seven (7) outside counsel and consultants of Norfolk Southern Corporation (“NSC”) and Norfolk Southern Railway Company (“NSR”) (collectively, “Norfolk Southern”) to obtain and use certain confidential Carload Waybill Sample (“CCWS”) covering the period 2017 through 2024. Subsequently, on May 16, 2025, pursuant to WB25-30, the Board authorized the same seven individuals to obtain and use certain CCWS covering the period 2007 through 2016. On May 27, 2025, additional access was requested and approved by the Board for William Brennan, Ph. D.

In both WB25-08 and WB25-30, a total of eight (8) outside counsel and consultants have signed agreements and were granted access to the requested CCWS, which, as stated by the Board and agreed to by the eight individuals, would only be used in the above-stated proceeding. Since the Board’s respective authorizations in WB25-08 and WB25-30, we have determined that two additional economic consultants for Norfolk Southern, Keith Waehrer, Ph. D., and Jéssica Dutra, Ph. D., Managing Director and Director, respectively, at Secretariat International, will need access to both CCWSs. Accordingly, pursuant to 49 C.F.R. 1224.9(b)(4), we hereby request that both Dr. Waehrer and Dr. Dutra be authorized to obtain and use the CCWSs previously disseminated pursuant to the Board’s respective authorizations in WB25-08 and WB25-30. Dr. Waehrer and Dr. Dutra are outside consultants and not regular employees of Norfolk Southern.

In connection with this request, we reiterate the purpose of our prior requests and our understanding that both CCWSs remain confidential, as previously explained and stated in our letters to the Board, dated February 21, 2025, and May 16, 2025, respectively.

Pursuant to 49 C.F.R. § 1002.2(f)(98)(i), an additional fee of \$276 has been paid on pay.gov for Dr. Waehrer's and Dr. Dutra's access to the CCWS, reflecting the \$69 fee per person for access to the two separate CCWSs. Upon receipt, Dr. Waehrer and Dr. Dutra will promptly sign the two agreements reflecting the conditions for the release of the CCWS data and his compliance. Should you have any questions, please contact me at (202) 663-7823 or by email at wmullins@mullinslawgroup.net.

Sincerely,

/s/ **William A. Mullins**

William A. Mullins
Attorney for Norfolk Southern Corporation
and Norfolk Southern Railway Company

cc: Keith Waehrer, Ph. D. – Economic Consultant
Jéssica Dutra, Ph. D. – Economic Consultant