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Michael W. Peters
Chief Commercial Officer, North America

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Attn: Surface Transportation Board, FD-36500

My name is Michael Peters, and my business address is 13901 Sutton Park Drive, Jacksonville, Florida, 32224. I am the Chief Commercial Officer of Genesee & Wyoming Inc. (GWI) in North America. In my role I am responsible for all commercial activities for the 110+ short line railroads that GWI owns and operates in North America.

GWI interchanges thousands of railcars each month with both KCS and CP through 6 railroads that interchange with Canadian Pacific and 10 railroads that interchange with KCS. We have worked hard with both KCS and CP over the years to develop creative innovative solutions to provide competitive rail freight options for shippers.

GWI supports approval of the CP/KCS combination in an expedited fashion to allow for the benefits of the transaction to be realized by all involved.

As the operator of short line last mile operations, we know it is vitally important that the long-haul portion of any rail transportation move occur efficiently and effectively for the benefit of our customers. We expect the proposed transaction could improve service and competition in several ways:

- A combined CP/KCS will provide an additional competitive route for agricultural products coming out of South Dakota on our Rapid City, Pierre and Eastern (RCPE) railroad destined for U.S. Gulf Coast Ports and further export around the world.
- A combined CP/KCS has the potential to create a more seamless supply chain for finished autos and auto parts to move to and from the US Midwest, Mexico, and Canada.
- A combined CP/KCS will decrease transit times and improve railcar utilization for shippers and railroads alike.
- A combined CP/KCS should reduce cross border trucking and improve safety on our road infrastructure.

From our perspective, the proposed transaction should provide improved service options and invigorate transportation competition in the markets we serve.

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GWI urges the STB to approve CP's acquisition of KCS as swiftly as possible so that these systems can be integrated, and the end-to-end benefits of this deal can be realized for the benefit of all stakeholders.

Best regards,

A handwritten signature in blue ink, appearing to read "Michael W. Peters", with a long horizontal flourish extending to the right.

Michael W. Peters

cc: All Parties of Record