



3 Commercial Place, Norfolk, Virginia 23510

245136

February 7th, 2018

Honorable Ann D. Begeman – Acting Chairman
Surface Transportation Board
Attn: Docket No. EP 526 (Sub-No. 10)
395 E Street, S.W.
Washington, DC 20423-0001

ENTERED
Office of Proceedings
February 8, 2018
Part of
Public Record

Re: Norfolk Southern Response to Surface Transportation Board Decision Document, "Notice of Railroad-Shipper Transportation Advisory Council and Solicitation of Nominations" (December 28, 2017, 82 FR 61653)

Dear Chairman Begeman,

Norfolk Southern Railroad would like to add its voice to those recommending James Thompson (a.k.a. "Jim") to serve as a shipper board member on the Railroad Shipper Transportation Advisory Committee. While his credentials and his tenure in the industry are certainly impressive, we have been most pleased by Jim's strong interest in promoting rail shipping.

Where others might have been unwilling to negotiate or to find creative strategies, Jim has always been accessible, eager to learn more about rail and to give us opportunities to grow our business with Whirlpool. While we have lost some bids over the last year with boxcars – sending our annual volume down by about 200 carloads – we were able to increase our intermodal volume with Whirlpool over the last year by more than 2000 containers. We see this as a sign of a fair, well managed network. We win or lose traffic based on our financial and service competitiveness.

Norfolk Southern applauds Jim's interest in becoming more involved in our industry and we look forward to working with him in the future.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Woodfin Cobbs', written over a light blue horizontal line.

Woodfin Cobbs
Account Manager
Norfolk Southern Corporation