

April 9, 2021

Surface Transportation Board  
395 East Street SW  
Washington, DC 20423

Re: Letter of Support – Canadian Pacific (“CP”) acquisition of Kansas City Southern (“KCS”)

My name is Adam Tindall-Schlicht, Director of Port Milwaukee. I am responsible for the full operations, financial, business development and personnel management of Port Milwaukee. Port Milwaukee welcomes the news of CP’s acquisition of Kansas City Southern (together “CPKC”) and the promise of expanded CP operations in the Upper Midwest.

From the Port’s perspective, the transaction promises to provide improved service options and invigorate transportation competition in the markets we serve. The combined CPKC network – with new single-line hauls and access to premier ports on the U.S. Gulf, Atlantic and Pacific coasts as well as to key overseas markets – would help Port Milwaukee reach existing markets and new markets more efficiently. Given the two railroads’ strong focus on safety and their track record of operational excellence, I have no doubt that CPKC will be able to integrate their operations seamlessly to the benefit of rail customers and other stakeholders.

Port Milwaukee is serviced daily by CP today, and the Port’s 20+ commercial tenants and customers from around the globe trust CP in Milwaukee for its reliability, safety and customer service. There is much that the Port and CPKC can realize through the merger:

- CP’s intermodal container service at Port Milwaukee was discontinued about a decade ago by the rail line. The merger may foster new intermodal and other business development opportunities in Milwaukee, particularly given our adjacency to Chicago. The reinstatement will improve the efficiency of container handling and trade in the heartland of North America through Port Milwaukee.
- Port Milwaukee has been targeting outreach to Mexico-based customers as a business development initiative for future growth. The southern connectivity from Milwaukee to Mexico via CPKC will immediately become a new opportunity for Port Milwaukee to explore.
- The Port and Milwaukee Harbor is realizing unprecedented growth and multimodal development. The DeLong Company, the Michels Corporation, and Komatsu Mining are each constructing multimillion dollar manufacturing sites currently at the Port with connectivity to CP. These sites will have increased business development reach as a result of the CPKS announcement.
- The Port is particularly enthusiastic about the role that new CPKC single-line routes will play in expanding access to growing markets across the United States, Mexico and Canada under the USMCA trade agreement. It is important that there be a true USMCA railroad option of which Port Milwaukee will help prosper.
- KCS and CP have had a cooperative relationship in the past, and CP-KCS joint routes are among the Port’s transportation options, but as separate companies they have not been able to offer a seamless, single-line service we have come to expect from our transportation providers for continued growth. This transaction will improve the Port’s surface transportation options.



For these reasons, Port Milwaukee is voicing its support for the combination of CP and KCS, because it will enhance competition, provide expanded options and drive efficiencies for customers of all sizes. Port Milwaukee 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. Again, we welcome the CPKC opportunity.

Best regards,

A handwritten signature in black ink, appearing to read "Adam Tindall-Schlicht", with a long horizontal flourish extending to the right.

Adam Tindall-Schlicht  
Director  
Port Milwaukee

**cc:** Tom Barrett; Mayor, City of Milwaukee  
Maria Cartier; Market Development Manager, Port Milwaukee  
Lafayette Crump; Commissioner of City Development, City of Milwaukee  
Jazmine Jurkiewicz; Trade Development Representative, Port Milwaukee  
Brian Kasprzyk; Chief Engineer, Port Milwaukee  
David Misky; Assistant Executive Director, Redevelopment Authority, City of Milwaukee  
Lisa Stern; Chief of Railroads and Harbors, Wisconsin Department of Transportation  
Yash Wadhwa; Commissioner of Railroads, State of Wisconsin